

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, FEBRUARY 1, 1893.

NO. 489

No Brand of Ten Cent
CIGARS COMPARES WITH THE **G FAUDE'S F**

G. F. FAUDE, Sole Manufacturer, IONIA, MICH.

MOSELEY BROS.,
- WHOLESALE -

FRUITS, SEEDS, BEANS AND PRODUCE,
26, 28, 30, 32 Ottawa St., Grand Rapids.

P & B OYSTERS P & B

Almost impossible to get hold of any stock, but our patrons can rest assured that if any one can fill orders we can.

THE PUTNAM CANDY CO.

POTATOES.

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value.

Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,
Commission Merchants,
166 So. Water St., Chicago.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE

MUSKEGON BRANCH UNITED STATES BAKING CO.,
Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

CRACKERS, BISCUITS AND SWEET GOODS.

MUSKEGON, MICH.

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TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of
Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

TRUNKS MARTIN MAIER & CO.,
MANUFACTURERS

113-115-117 Twelfth St., DETROIT, MICH.

BEST MADE, BEST SELLING GOODS.

PIONEER HOUSE.

LOWEST PRICES.

LARGEST ASSORTMENT.

BAGS



See Quotations.



OUR HOLIDAY CATALOGUE NOW READY.

Send for it!

Rugs, Hassocks, Blacking Cases, Foot Rests
Carpet Sweepers.

SMITH & SANFORD, 68 Monroe St., Grand Rapids.

BEANS

If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

W. T. LAMOREAU CO.,

128, 130 and 132 W. Bridge St., GRAND RAPIDS, MICH.

Who Sells

Cough

Star
Red

Every Druggist,
Every Grocer,
Every Confectioner
who wants to handle the best goods for the least money.

A. E. BROOKS & CO.,

46 Ottawa St., Grand Rapids, Mich.

Drops?

Every Druggist,
Every Grocer,
Every Confectioner
Manufactured by

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

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BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
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HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

It Pays Dealers to sell FOSFON because there are but two sizes, Five Ounces at 10 cents, Sixteen at 25 cents and it pleases better than Baking Powders. See Grocery Price Current.

THE BREAD RAISER FOSFON

SUPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE CROCCERS.

VOORHEES

Pants and Overall Co.,

Lansing, Mich.

Having removed the machinery, business and good will of the Ionia Pants and Overall Co. to Lansing, where we have one of the finest factories in the country, giving us four times the capacity of our former factory at Ionia, we are in a position to get out our goods on time and fill all orders promptly. A continuance of the patronage of the trade is solicited.

E. D. VOORHEES, Manager.

RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers
and
Jobbers of

Boots & Shoes.

Spring lines now ready
for inspection

Would be pleased to
show them.

Agents for the Boston
Rubber Shoe Co.



Who urges you to keep

Sapolio?

The Public!

By splendid and expensive advertising the manufacturers create a demand, and only ask the trade to keep the goods in stock so as to supply the orders sent to them. Without effort on the grocer's part the goods sell themselves, bring purchasers to the store, and help sell less known goods.

Any Jobber will be Glad to Fill Your Orders.

F. J. DETTENTHALER

JOBBER OF

OYSTERS

Salt Fish

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 1, 1893.

NO. 489

Geo. H. Reeder & Co.,
JOBBERS OF
Boots and Shoes,
Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St., Grand Rapids.

COMMERCIAL CREDIT CO.

Successor to Cooper Commercial Agency and Union Credit Co.
 Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.
 Office, 65 Monroe St. Telephones 166 and 1030.
 L. J. STEVENSON, C. A. CUMINGS,
 C. E. BLOCK.

The "Little Soldier" School Shoe.



This is what we warrant:

1. Top Genuine Kangaroo.
2. Vamp Best Veal Calf.
3. Sole Best Union Leather.
4. Grain Tap, Grain Counter and Grain Inner Sole.

\$1 Per Pair Net.

HIRTH, KRAUSE & CO.,
 GRAND RAPIDS AGENTS.

How to Keep a Store.

By Samuel H. Terry. A book of 400 pages written from the experience and observation of an old merchant. It treats of Selection of Business, Location, Buying, Selling, Credit, Advertising, Account Keeping, Partnerships, etc. Of great interest to every one in trade. \$1.50.

THE TRADESMAN CO., Ag'ts.
 Grand Rapids, Mich.

MICHIGAN
Fire & Marine Insurance Co.
 Organized 1881.
 DETROIT, MICHIGAN.

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF SAP PAILS PER 100.

	I C	I X
10 quart.....	\$14	\$17
12 ".....	15	18
15 ".....	19	22 50
1 gal. I C Syrup Cans, per 100...	10 25	

These goods are full size and are guaranteed not to leak. The pails are made almost straight, flaring enough to pack conveniently.

In lots of 500 we will allow 5 per cent. off above prices. Terms, 30 days net.

Send for price list of general line of tinware.

40 CENTS PER BOOK OF 100 LEAVES

FOR **BARLOW'S Pat. Manifold TRACERS**
 (for tracing delayed Freight Shipments)
 OR **BARLOW'S Pat. Manifold TELEGRAMS**

"WESTERN UNION" OR "POSTAL" LINES
 Sent Prepaid for above Price,
 or will Send Samples.
BARLOW BROS., GRAND RAPIDS, MICH.

A. J. SHELLMAN, Scientific Optician, 65 Monroe Street.



Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.

ESTABLISHED 1841.

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R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

BARLOW BROS. MANUFACTURERS OF BLANK BOOKS
 WITH THE PHILA. PAT. FLAT OPENING BACK
 SEND FOR PRICES GRAND RAPIDS, MICH.

THE Grand Rapids FIRE INS. CO.
 PROMPT, CONSERVATIVE, SAFE.
 T. STEWART WHITE, Pres't.
 W. FRED McBAIN, Sec'y.

THE OFFICE END OF MR. BOGGS.

When the firm of Little & Boggs was organized it seemed as though the business fates were more than ordinarily propitious, for while Little contributed but one-third of the capital, he brought with him a host of customers who had learned to love him while he acted as floorwalker for Thread & Needle; and Boggs, though entirely innocent of dry goods knowledge, had the ready cash to place the firm at once upon a firm financial footing. So the great gilt sign went up, the doors were opened, and the new enterprise was fairly afloat upon the troublous sea of commerce.

"Little," said Boggs at the close up of the first day, "I want you to make excuses for me to the people who come in to see me. You know I agreed to run the office end, and here I've wasted the whole day shaking hands, and the books are not yet opened."

"Why, Boggs," replied Little, "I thought you did wonders to-day. From the way you answered old Mrs. Judge Wickey's questions one would think you were brought up to the business. Her account, alone, you know, is worth getting."

"Little," sternly demanded Boggs, "did you ever open a set of books?"

"Why, no."

"I thought not."

So next day Mr. Boggs was invisible to all callers. Once Little went to him when the store was overflowing with customers and begged him to come out front, but Boggs shook his head violently without taking his hands off the ruler and red ink pen. Then he thought better of it, and, raising his kindly little round face to Little, he whispered:

"Wait till I get these books opened, old boy, then I'll be with you."

At first, as the days sped by, Little used to ask Boggs every night questions which, in his benighted way, he thought Boggs' unremitting labors could answer.

"Do the books show that we've made any money this week," and Little would cast a furtive glance at the figures on his cuff which told to a cent the total income and outgo.

"Why, Little, you can't tell that from the books," Boggs would reply in an injured tone. Then his eye would light upon a new book; the cloud would pass, and with a beaming face he would turn, saying:

"See that?"

"What—that book?"

"Yes!" And Boggs would clap it triumphantly upon the desk. "That's a new time book."

The business had been entered upon only after a thorough knowledge of the ground upon the part of Little, and the partners had an unflinching respect for each other; so, though every day brought forth new evidence of the tremendous gulf between their respective conceptions of the "office end," there was no bickering. But Little was sorely tempted, and for that matter, so was Boggs.

"How much money have we in bank?" was Little's final question.

"Why, we can't tell that until sometime next month," in a surprised-at-the-inquiry voice; then, "Little, just look at this; see, a roll book!"

To have a statement which, from his narrow idea of bookkeeping seemed the "Alpha and Omega" of the whole process, brushed aside as unworthy serious consideration, to use Little's homely phraseology, "made him hot."

"What the dev—that is, Boggs, do we need a roll book for our little business?"

"Oh, I suppose we could do without books altogether," and Boggs silently closed his latest treasure and gazed with filling eyes at the forty or more books which surrounded him on all sides.

"I beg your pardon," broke in Little, "but you know, Boggs, I am so ignorant in the matter. Why, at Thread & Needle's, all the time old Thread was making the \$100,000 he retired with, we only had two books."

"I don't blame you, Little," exclaimed Boggs, "but if you could understand how the office end is improved by that roll book, you would feel as glad to see it as a dozen customers."

In his heart Little doubted it. But he said nothing.

So the days flew by and the first month of the partnership was come and gone.

Little had gotten quite inured to the spectacle of Boggs and his books, and if during the busiest hours of the day or the silent watches of the night he longed for a partner who would be out front, he could not but admire the unflinching zeal with which the office end was conducted. Long before anyone else appeared on the scene in the morning Boggs would open the safe, get out his array of ledgers, cash books, petty cash books, stock books, bill books, advertising records, time books, roll books, check books and books of every possible size and kind, unstopper his red ink, seize his ruling pen and get to work. At noon he took but a bare ten minutes for lunch. At night Little always left him to lock up. Therefore, in time Little began to think of Boggs as the hard-working member of the firm, and though his individual memorandum book, kept in all its pristine simplicity, assured him by his old standards that he was worth to the firm more than their three clerks put together, still he felt a sense of shortcoming as he compared himself to Boggs.

After an easy chat with Mrs. Judge Wickey, during which he had sold her her new black dress, or a merry hour with the 3rd Presbyterian Sunday School Teachers' Committee, during which he had donated a new hall carpet and taken an order for furnishing the parsonage complete, Little would look back at Boggs and feel that, after all, his own contribution to the firm's welfare was child's play.

Just when Little discovered that something was wrong with Boggs he could not tell. Almost before he realized it he knew, for, salesman that he was, Little could interpret impalpable signs, that Boggs was avoiding him; that the old frank, proud, kindly glance had given

way to a hunted look, a look of mingled terror and despair.

As each day brought this conviction home stronger, for assumed gaiety on the part of Boggs only heightened Little's acute sense of uneasiness, he strove in vain to reassure himself.

"He don't gamble,—tain't women—nor drink—"

But something was wrong. Little felt himself watching Boggs. In his effort to hide his distrust he knew he overdid things. Presently he was aware that Boggs knew that he was watching him. Strive as he would he could not refrain from peering back into the office end each morning, half as though he expected to find Boggs missing. One morning Little received the looked-for shock—Boggs was missing. At least so it seemed from the front of the store, but as he hastily entered the enclosure he found Boggs leaning forward on a desk, his head between his hands. At the sound of footsteps he raised his haggard eyes and then turned a terror-stricken glance at a paper tab beside him.

"What's the matter?" demanded Little.

"Nothing," murmured Boggs.

"You don't look well," continued Little. "You'd better lay off for a day or two and rest up."

"Oh! No! I can't," hoarsely whispered the junior partner.

Then Little was sure of it. He remembered all the cases of mercantile defalcations and breaches of trust of which he had read. He recalled the famous case years ago which took place in their own town. With a stern eye he watched the clock. At precisely five minutes to 10 he put on his hat and started up the street to the bank. Somehow he felt that Boggs knew where he was going. If he found their balance gone! He thought of the heavy bills coming due the first of the month and gave a low whistle. Then in a flash all the events of the brief career of Little & Boggs flashed before him. He thought how but for Boggs he would still be clerking for Thread & Needle, instead of posing as one of the leading business men of Gardenville. He remembered the implicit confidence with which Boggs had left everything to him, simply requesting that their business card be set in smaller type and their first circular be printed in black ink instead of red. Then as he approached the bank he rehearsed his careless remark to the cashier:

"By the way, Jenks, what was our cash balance this morning?"

And he fortified himself as best he could for any reply that Jenks might deal him.

He reached the bank. Glancing through the window he saw the top of Jenks' head and a big green eye-shade. "Looks just like Boggs," flashed across his mind. Boggs' kindly face beamed upon him as he turned to enter the door. A great wave of emotion overcame him. He stopped, turned completely around and gasped:

"No, I'll be d—— if I'll spot him."

Two minutes later he was back in the store raising particular Cain with the three clerks.

That night when Little finally got through his duties as doorkeeper at the regular monthly meeting of the local council of a mutual insurance association, he separated himself from his companions and turned into a deserted street of the town to have "a good think." All

day long he had been too busy to formulate any plan of action. He had worked on through the day looking for the crash at any moment; yet to a casual observer he had presented his usual bearing.

As he walked, the knotty problem gradually engrossed his whole attention, so it was with something of a surprise that he found himself looking into the window of their store. But all the pre-occupancy vanished in a flash when he distinctly saw, by a dim light, the form of a man moving about the office.

"Burglars! By George!" And Little made a bound for the front door. With a quick movement he swung the heavy lock. Picking up a hammer lying against the base of the show window, he strode down the aisle, feeling his pulse bound with excitement at the coming conflict.

At the noise of the door opening, the figure in the office had straightened itself up and stood peering at the intruder. So when Little reached the middle of the store he made out the form.

"Boggs!"

"Little!" replied a dreary voice.

Little entered the office, hammer in hand, like an executioner, and Boggs cowered before him. But neither broke the silence for a moment; then Boggs, dropping his head upon his chest, said:

"Little, I'm going to make a clean breast of it. Little, I've deceived you."

Little shook his head to express his continued faith.

"Yes, Little, the exposure has got to come. I've worked all night every night for a fortnight. My God, how I've worked! And I can't hide the truth from you any longer. Oh!" he continued, in a faltering voice, "when I told you I would run the office end, I never thought that it would come to this. To think that I—" and he broke out sobbing.

Little put his hand upon Boggs' shoulder. His voice choked as he stammered:

"Look here, Boggs, you shan't talk that way. I'll stick by you to the end. What was I but a poor 10-hours-a-day clerk, with only a few hundreds saved, when you came to me and lifted me out of the rut and put me on my feet. I can go back to Thread & Needle's if everything's smashed, and I can work out the bills after a time. Besides, Boggs, it was two-thirds your money and I know you didn't mean any harm when you borrowed it; you just—"

But Boggs stopped him and, like a man in a daze, asked:

"What money?"

"Why, the money in the bank; that is, the money that was in the bank."

"Why, ain't it there now?" exclaimed Boggs, with a shriek of horror.

"What, Boggs? I thought you said—I thought—something was wrong with it."

"No," murmured Boggs, "the cash account is all straight. There's my figures, \$3,861.04, and there's the figures from the bank; the pass book has just been balanced—\$3,861.04. It isn't the cash; it's the TRIAL BALANCE!"

For a moment the revulsion of his feelings precluded Little's articulate utterance. Then, with a shout, he pounced upon poor Boggs, grabbed him around the waist and set him up on the desk. Then he laughed till the tears ran down his cheeks, and Boggs, looking at him, cheered up visibly.

St. Johns, Mich., Dec. 8, '92.

A. Schenck & Son:

Gentlemen—Replying to yours of the 7th inst., would say you are welcome to use the letter as you wish, as I can only affirm what I said as to the superior quality of your flour, which I believe the best and most uniform of any made in the county. Yours truly,

D. S. FRENCH.

Send for Samples and Prices.

A. SCHENCK & SON,

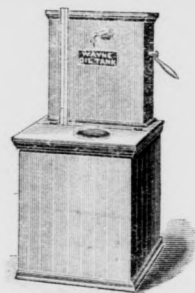
ELSIE, MICH.

1893 THE FALCONS. 1893
FAULTLESS—STRICTLY RELIABLE.
INVESTIGATION WILL CONVINCING YOU. DO NOT FAIL TO SEE THEM!



Mannesmann Spiral Drawn Tube and Drop Forgings used Throughout.
Pneumatic Tires! Russet Rims! Ball Bearings all round!
Send for Catalogue.

THE YOST MANUFACTURING CO., Toledo, O.
THE DETROIT CYCLE CO., Detroit, Mich., Agts for the State of Michigan.



First Floor Tank and Pump.

The Wayne
Self-Measuring
Oil Tank.

Measuring One Qt. and Half Gallon at a Single Stroke.

Manufactured by the

WAYNE OIL TANK CO.,

FORT WAYNE, IND.

Cellar Tank and Pump.

We Lead, Let Others Follow.

PITTSFIELD, MASS., Oct. 5, 1892.

Wayne Oil Tank Co., Fort Wayne, Ind.
Gents—The tank we bought from you has now been in our use two months. We are more than pleased with it. It works easily, accurately and rapidly. Would not do without it for twice its cost. We take pleasure in recommending it as the cleanest and best machine for handling oil we ever saw. You may refer as many as you like to us, we have only words of praise for it.
G. T. & W. C. MANDIGO.

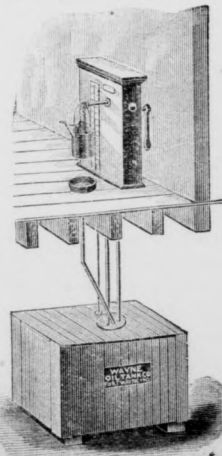
BRITTON, Mich., June 15, '92.

Wayne Oil Tank Co., Fort Wayne, Ind.
GENTLEMEN—I think your tanks are bound to be a seller, for in the thirteen years I have been selling oil I never have seen their equal. Yours truly,
W. C. BABCOCK.

PRICE LIST.

First floor Tanks and Pumps.	Cellar Tanks and Pumps.
1 bbl. \$13 00	1 bbl. \$14 00
2 bbl. 15 00	2 bbl. 17 00
3 bbl. 18 00	3 bbl. 21 00
4 bbl. 22 00	4 bbl. 25 00
5 bbl. 27 00	5 bbl. 30 00
	Pump without tank.... 9 00

Compare our prices. Order now and save agents' commission.



"Oh, you don't know—," finally began Boggs.

"Yes I do!" interrupted Little, and with one fell sweep he hurled all the books within convenient reach onto the floor. Then, seizing Boggs, he marched him out of the store into the street and up to the new open-all-night restaurant

"Not a word, Boggs, till I've had my say. I'm senior partner and I'm going to lay down some rules; and the first is that six hours a day is all you can monkey with books."

"But, Little, surely you want the office end—"

"And the second rule is the same, and so is the third and the rest of—"

"But, Little, the TRIAL BALANCE?"

"Get Jenks up from the bank for an hour; he'll draw it off while you wait."

A new light dawned in Boggs' eyes. As he reached for a succulent sandwich, he said:

"Little, you've almost made me forgive the Business College that taught me bookkeeping." — Benjamin Hiram Jefferson, in Dry Goods Bulletin.

What a Prominent Clergyman Thinks of Business.

"Formerly," says a modern motto on one of our trade journals, "War was business; now business is war." The motto of this trade journal, unless it be intended in irony, involves an absolutely vicious principle. Business is not war. It was the one fatal and pervasive vice of Jay Gould's career that he treated it as war, and was himself a predatory warrior. Mr. Gould began with deeds of open violence, leading his retainers in person. As he acquired wealth he changed his tactics, but not his principles. He used the law and the courts as the implements of his campaign; bought judges; corrupted legislatures; did so, openly and avowedly; and avoided arrest, when arrest was threatened, by fleeing from one State to another with his booty. Still later his tactics underwent another change. He continued to prey upon others, but to do it within the limits of the law; or if, as in his telegraphic war, others were employed to serve his ends by lawless means, he was concealed from view, suspected but not disclosed. His speculations were conducted on the assumption that all over the United States were small speculators, ignorant of the market, and ready to afford a new demonstration of the aphorism, "The fool and his money are soon parted;" and he was ready to assist in the demonstration. Such a life is not made any better because it succeeds; nor justified, though it may be palliated, because the campaign is sometimes against other predatory warriors engaged in the strife, with no higher principles but with less military skill; nor is its essential viciousness counterbalanced by the fact that the warrior is an affectionate husband and father, and sometimes performs acts of fitful generosity. The histrionic morality which eulogizes Robin Hood, because he gives to the poor trifling benefactions taken from the spoliation of the rich, has no place in the serious estimates of men and affairs.

Business is not war; to set one's lance in a brigand's campaign, whether against honest merchants or against other brigands, is not deserving of our admiration; that the war is conducted with tireless industry, with unscrupulous and unpitying audacity, does not lessen just

condemnation of the career. Business is benefaction. It is a common industry for a common good. For this the farmer draws the grain from the soil, and the miner the ores from the mountain fastnesses; for this the manufacturer creates out of the raw material implements of use and instruments of comfort; for this, railroads and steamships, carry them from markets overstocked to communities in need; for this, merchants distribute them to every part of the body politic; for this bankers and brokers furnish the circulating medium needed for exchange; for this, even speculation has its legitimate place, that of a governor in a great machine, regulating all and preventing alternate over-pressure and exhaustion. He only deserves our admiration who shares in this common beneficent work with benevolent motives; he who breaks in upon it to take that for which he gives no equivalent, to get something for nothing, to acquire wealth, not by helping to produce it, but by transferring it from his neighbor's pocket to his own, violates the fundamental principle of business morality—whether he operates a lottery in Louisiana, a gaming-table in Monaco, stock-gambling in New York, or produce-gambling in Chicago; whether he wrecks a ship upon the coast or a railroad upon land.

We deny to such a man the honorable designation of great financier. A great financier is a man who perceives the uses and function of money in a community, and so uses his wisdom that its function is better fulfilled. Neckar was a great financier; so was Hamilton; so was Chase; so are some living bankers easy to name. But he who has used his sagacity to transfer money from another's pocket to his own is not to be called a financier; least of all a great financier because he has transferred a great deal of it.

The vice of Jay Gould's career is a common American vice. It lies in the mere desire to get something for nothing. It converts legitimate and healthful business competition into secret or open war; it turns honorable rivalry into treachery, jealousy and hate; it burns in the veins of him who is seized with it like a maddening fever; it is no better for success and no worse for failure; it is as culpable in the "lamb" who thought to shear the "wolves" as in the wolves who have sheared the lambs; measured by the light of eternity it is a folly; measured by the law of God—it is a crime.

It is not for us to judge Jay Gould; it is not for any man to judge his fellow-man. Who can tell what was his inheritance, what his early training, what prenatal and wholly subtle influence gave his life its bent, what temptations surrounded and ensnared him? And who without knowing these things can judge justly? But we can judge the career. We are not to be stopped from so doing by the counterfeit charity which prohibits from saying anything but good of the dead. That career—if all the elements could be taken account of, if that life could be truly measured—lived without the sweet joys of conscious service, lived in an atmosphere of perpetual suspicion, lived inflamed by a fire of passion for success that burned out the frail body at fifty-seven, would seem to all who truly saw it to exemplify the hollow and falsity of the shameful but popular American motto, "Nothing succeeds like success." LYMAN ABBOTT.

FRANK H. WHITE,

Manufacturer's Agent and Jobber of

Brooms, Washboards, Wooden

AND

Indurated Pails & Tubs,

Wooden Bowls, Clothespins and Rolling Pins, Step Ladders, Washing Machines, Market, Bushel and Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.

Manufacturers in lines allied to above, wishing to be represented in this market are requested to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.



Send in your orders for

MASKS

to the

New York Baby Carriage Co.,

47, 49, 51, 53 Canal St.,

Best Assortment and Lowest Prices.

Bolts Wanted!

I want 500 to 1,000 cords of Poplar Excelsior Bolts, 18 and 36 inches long.

I also want Basswood Bolts, same lengths as above. For particulars address

J. W. FOX,

Grand Rapids, Mich.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.
Geo. W. GAY, Vice-President.
Wm. H. ANDERSON, Cashier.
Jno. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

DIRECTORS.

D. A. Blodgett. Geo. W. Gay. S. M. Lemon.
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WE ARE THE LEADERS IN THIS PRODUCT AND CARRY A VERY LARGE STOCK. DON'T FAIL TO WRITE US FOR PRICES.

BUILDING PAPERS.

WE CARRY A LARGE LINE OF THE STANDARD BRANDS AND CAN SUPPLY THE TRADE AT VERY LOW PRICES.

CARPET LININGS.

CORRUGATED AND PLAIN OF FIRST-CLASS WOOL STOCK. WE ARE PREPARED TO QUOTE LOW PRICES FOR CARPET LINING IN ANY QUANTITY.

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

For Sale!

Cleveland Bay Stallion

Eleven years old, sixteen hands high, weighs 1,350 pounds; also one

Clydesdale Stallion

Ten years old, weighs about 1,500 pounds.

Either are good drivers single, and have been driven some double; good style and good travelers; good disposition and excellent stock getters. Address

LOCK BOX 97, CHARLOTTE, MICH.

HEROLD-BERTSCH SHOE CO.,

WHOLESALE

BOOTS AND SHOES.



Wales Goodyear Rubbers, Boots, Shoes, Alaskas, Green Bays, Esquimaux and Portage Socks, Knit and Felt Boots.

Dealers are cordially invited to send in mail orders.

GRAND RAPIDS, MICH.

WALTER HOUSE

Central Lake, Mich., E. Walter, Prop.

Fourteen warm rooms, all newly furnished Good table. Rates, \$1.50 per day. The patron age of traveling men especially solicited.

AMONG THE TRADE.

AROUND THE STATE.

Osseo—Burnett & Co. succeed Haring & Burnett in general trade.

Silverwood—J. R. Chapin succeeds M. R. King in the hardware business.

Ludington—Hepburn & Shaw succeed Chas. Kerr in the grocery business.

Battle Creek—W. T. Roxbough & Bro. will remove their drug stock to Jackson.

Greenville—The Ranney Refrigerator Co. has increased its capital stock to \$50,000.

Benton Harbor—C. J. Brown succeeds Brown & Winslow in the grocery business.

Marquette—G. Hallstrom & Co. are closing out their dry goods and notion stock.

Detroit—Geo. D. Woodman, of the hardware firm or G. D. Woodman & Co., is dead.

Cadillac—J. H. Rice succeeds J. H. Rice & Co. in the candy manufacturing business.

Gobleville—Darling & Post are succeeded by Frank Post in the hardware business.

Muskegon—John Klooster succeeds Waalkema & Klooster in the hardware business.

Coldwater—Daniel C. Card succeeds Geo. T. Culver in the drug and grocery business.

Eaton Rapids—B. W. Garrison succeeds B. W. Garrison & Co. in the bazaar business.

Marquette—Hager Bros. Co., Limited, succeed Chas. A. Hagar in the furniture business.

Otsego—G. W. Shepard has sold his grocery stock to Mitchell & Gordon, late of Manitoba.

Owosso—M. C. Dawes succeeds the wholesale tobacco and cigar firm of M. C. Dawes & Son.

Saginaw—Marskey Bros. & Co. succeed Miller & Marskey in the wholesale notion business.

Centerville—Aulsbro & Baldwin succeed Geo. Franklin in the hardware and grocery business.

Bay City—D. C. Rogers & Co. are succeeded by Jennie (Mrs. D. C.) Rogers in the jewelry business.

Saginaw—W. J. Riley has opened a grocery store at the corner of Congress and Benjamin streets.

Grass Lake—O. D. Summerville has purchased the restaurant and confectionery business of Chas. Schmidt.

St. Joseph—H. W. Jennings & Co. succeed Jennings & Danforth in the furniture and undertaking business.

Hart—Hart & Son have purchased J. Doucett's meat market and will continue the business at the same location.

Cassopolis—Osmer & Co. will move their men's furnishing goods and merchant tailoring stock to Marquette.

Saginaw—The firm name of Gately & Burr Co., dealers in house furnishing goods, has been changed to the Gately & Donovan Co.

Vermontville—D. F. Barber has retired from the hardware firm of H. G. Barber & Co. The new firm will be known as H. G. Barber & Son.

Eaton Rapids—The hardware firm of Munger & Pettit has been changed to Pettit & Minnie, H. C. Minnie buying J. W. Munger's interest in the business.

Eaton Rapids—R. H. Reynolds has sold his grocery store to Zimmerman & Thompson from Des Moines, Iowa, who

will continue the business at the same location.

Holland—Peter Prins and Peter Hertog have formed a partnership. Prins goes into the ice business with Hertog and Hertog goes into the grocery business with Prins.

Flushing—The general stock of Sweet & Clark, who made an assignment a few weeks ago, has been sold to A. N. Niles at public auction. The amount realized was \$8,950.

Kalamazoo—P. W. Kane has sold his drug stock to A. B. Truesdale. Mr. Kane has engaged to travel in Northern Michigan for the Upjohn Pill and Granule Co., of this city.

Benton Harbor—James G. Wright, late of Springfield, Ohio, has purchased an interest in the hardware stock of F. M. Witbeck. The new firm will be known as Witbeck & Wright.

Vermontville—Joseph B. Stone has retired from the drug and crockery firm of Stone & Hull. The business will be continued by the remaining partner under the style of Frank B. Hull.

Manistee—Geo. Nungesser has retired from the furniture and undertaking firm of Wm. Nungesser & Son. The business will be continued by the senior partner under the style of Wm. Nungesser.

Pentwater—E. A. Wright has sold his drug stock to J. L. Congdon & Co., who will continue the business at the same location. Mr. Wright will hereafter devote his entire attention to the livery business.

Cadillac—A new hardware firm consisting of Nels Nordstrom and Andrew Lofgren, to be known as Nordstrom & Lofgren will shortly occupy the former Kieldsen store, near the corner of Mason & Mitchell streets.

Romeo—Ira F. Pratt, who has conducted the grocery business here for upwards of twenty years, died last Wednesday, at the age of 48 years. He carried \$7,000 life insurance and leaves a widow and four children.

Leroy—Carl Maurer has retired from the firm of M. V. Gundrum & Co., general dealers, with whom he has been connected ten years, five years as a partner, and has gone to Cadillac to take a position in the drug store of H. L. Van Vranken. The business will be continued by Mr. Gundrum under his own name.

MANUFACTURING MATTERS.

Detroit—The Detroit Umbrella Co. has increased its capital stock from \$15,000 to \$25,000.

Nashville—B. F. Reynolds & Son succeed B. F. Reynolds in the wagon manufacturing business.

Rondo—Osgood & Galbraith are cutting 3,000,000 feet of maple and hemlock logs near here which are being sawed at Osgood's mill at this place. The output of the mill is 35,000 feet a day.

Traverse City—John DeZote has purchased an interest in the sawmill and manufacturing establishment of Fulghum & Roberts. The new firm will be known as the Fulghum & Roberts Manufacturing Co.

Oscoda—Alger, Smith & Co., of Detroit, have purchased the lands of the defunct Potts Lumber Co. in Presque Isle county, the consideration being \$28,350. The Potts affair is panning out very poorly for the creditors.

Ionia—The local lumber and wood business of Webber Bros. has been transferred to Webber & Williams, Gregg

Williams having purchased A. J. Webber's interest, and assuming personal superintendence of the work. The purchase includes the logs, and the mill will be operated by the new firm.

Manistee—The East Shore Furniture Co. plant will be sold Saturday, February 4, or so much of it as will satisfy the mortgage. A movement is on foot to form a stock company as soon as it is sold to resume the manufacturing of furniture. It is hoped the movement will be carried into effect. There is no good reason why the East Shore plant should not be doing as profitable a business as the Manistee Manufacturing Co.

St. Helen—Henry Stephens & Co. manufactured during the season of 1892 57,400,000 feet of lumber and 14,100,000 lath, and they now have piled in their yards 48,200,000 feet of lumber and 10,400,000 lath. They have 6,500,000 feet of logs in mill booms, and it is their intention to manufacture 60,000,000 feet of lumber this year, which does not look as if they were going out of business right away. They are running one of their mills at Waters this winter, at which place their pine lands join and are mixed with David Ward's famous tract of cork and bull sap white pine.

Detroit—A new shoe manufacturing will be established in Detroit in the building formerly occupied by Pingree & Smith, at the northeast corner of Jefferson avenue and Cass street. It is the C. E. Smith Shoe Co., which was recently incorporated with \$80,000 paid-up capital and C. E. Smith as President and Manager. The following are the stockholders: W. D. Brackett, of Boston, \$30,000; E. S. Woodberry, of Boston, \$10,000; George G. Snow, of Brockton, Mass., \$25,000; C. E. Smith, recently a member of the firm of H. S. Robinson & Co., \$12,000, and H. J. Paxton, same, \$3,000.

Manistee—The Manistee & Grand Rapids Railroad Company held its annual meeting here last week, and elected the old board of directors. During the past year they have expended quite a large amount on construction, but have pursued a very conservative course, and have done nothing but haul logs for a few of the mill owners here. The coming season they are going to branch out into a wider field of usefulness, and will lay track from Filertown round into the city, and build a passenger and freight depot at the terminus on the river bank, and run regular passenger trains to connect with the Chicago & West Michigan Railway. They will build a few miles of connection with the Grand Rapids & Indiana Railroad, and may run trains in connection with that road also.

Bank Notes.

John Free, of Paw Paw, has purchased a lot at Gobleville and will erect a building for a bank. He has let the contract for the mason work and will have the bank in operation by April 1.

The Evert State Savings Bank has been organized with a capital of \$15,000, to succeed to the business of Wolf Bros'. Lumbermen's Bank. V. R. Davy is President of the Bank and Wm. Rogers is Cashier.

Clever Counterfeiting.

It is said that the United States treasury has redeemed more \$500 legal tender notes than it ever issued. This does not look as though many such notes had been stowed away in the toes of old stockings against a rainy day, and it does look as though some very nice counter-

feiting had been done, when government officials themselves have not been able to detect them.

Use Tradesman or Superior Coupons.

PRODUCE MARKET.

Apples—About the same as a week ago, Baldwins and Spys are in fair supply and good demand, commanding \$3 per bbl. for No. 1 eating and \$2 for No. 2 or cooking grades.

Beans—Handlers pay \$1.40@1.50 for country picked and about \$1.20 for unpicked, holding city picked mediums at \$1.60@1.75.

Butter—Scarce and almost impossible to secure in any quantity. Jobbers pay 24c for choice dairy and find ready takers at 26c.

Cabbage—80@90c per doz., and scarce at that.

Celery—18@20c per doz. bunches.

Cider—12½@13c per gal.

Cranberries—The market is without change, crates now being held as follows: Cape Cods and Jerseys, \$2.75; Waltons, \$3.25.

Eggs—Handlers pay 30c for fresh and hold at 32c. A few warm days would probably send the price down very considerably.

Grapes—Malagas have advanced 50c a keg, being now held at \$8.

Green Stuff—Grand Rapids forcing lettuce is in adequate supply at 18c per lb. Pieplant comes into market this week at 5c per lb. and radishes at 40c per doz.

Honey—Plenty in quantity and excellent in quality at 12@13c per lb.

Onions—Higher Dealers pay \$1 and hold at \$1.25 per bu.

Parsnips—40c per bu.

Potatoes—The market is strong and tending higher. Dealers now pay 65c and will probably be compelled to still further advance the paying price in the near future. The demand is constantly increasing from the Eastern markets, which are so nearly bare of stock that they are clamoring for potatoes faster than the demand can be supplied. Local handlers have no difficulty in securing cars, but smaller buyers at the outside towns complain bitterly of the lack of transportation facilities.

Squash—So scarce that it is practically out of market.

Sweet Potatoes—Scarce and nearly out of market. Illinois readily command \$4.50@5 per bbl. Turnips—35c per bu.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—GOOD, CLEAN, SALABLE stock of drugs, groceries and hardware, or will exchange for desirable chattel property or real estate. Arthur Mulholland, Jr., Ashton, Mich. 645

FOR SALE—STOCK OF GROCERIES AND fixtures in a live town in Northern Indiana. Will invoice about \$1,800. Address Lock Box 61, La Grange, Ind. 649

SITUATIONS WANTED.

POSITION WANTED—FOR A YOUNG LADY who is experienced in commercial and bank book-keeping, accustomed to cash and general office work, an excellent stenographer and Remington operator, five years' experience with late employers. Valuable, competent help, a lady of refinement and ability. Owing to change in business, parties are assisting to secure a position. Address Late Employers, care Michigan Tradesman 638

MISCELLANEOUS.

WANTED—BOOT AND SHOE STOCK inventory \$3,000 or less in exchange for residence property in Jackson. Chas. F. Sanborn, 207 Orange St., Jackson, Mich. 647

TO EXCHANGE—SEVERAL FINE FARMS and Lansing city property for merchandise. For particulars address George M. Dayton, Lansing, Mich. 648

WANTED—TO PURCHASE STOCK Groceries. Address Box 1015, Des Moines, Iowa. 646

FOR SALE—TWO-STORY FRAME STORE building and dwelling in thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St. 636

FOR SALE—CLEAN STOCK OF GENERAL merchandise, located at Sumner, six miles south of Riverdale. Building is 22x88, with storehouse 20x90, all in good shape. Trade amounts to \$15,000 per year. Excellent opportunity. Address No. 632, care Michigan Tradesman. 632

FOR SALE—TWO NEW FOUR DRAWER LETTER FILE, nearly new and used but a short time. Have no use for it, as we took it on a debt. W. T. Lamoreaux, 128 West Bridge street. 631

WANTED—REGISTERED PHARMACIST Dr. L. E. Benson. Woodland, Mich. 650

FOR SALE—SYLVAN LAKE HOTEL, ROME City, Ind. Or will sell furniture and rent building, or would exchange for other good property. Address Lock Box 61, La Grange, Ind. 648.

GRAND RAPIDS GOSSIP.

The Hester Machinery Co. has sold the Michigan Paper Co., at Plainwell, a 166 horse power engine.

J. T. Kinney has opened a grocery store at Grove. The Ball-Barnhart-Putman Co. furnished the stock.

J. Holst has opened a grocery store at 178 Baxter street, city. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. C. Fitch has been admitted to partnership in the Valley City Spring Bed Co. The style of the firm remains unchanged.

Tucker & Parker, who recently succeeded the former firm of Tucker, Coade & Parker, are closing out their stock and will retire from the produce commission business.

Fred B. Foote and Wm. Foote have formed a copartnership under the style of Foote Bros. and will embark in the hat and men's furnishing goods business at 92 Monroe street.

Wm. H. Richardson, formerly engaged in the shingle business at Evart, has formed a copartnership with Chas. Paul, formerly foreman for Baxter's Laundry, and the gentlemen will engage in the laundrying business at 240 Sibley street under the style of the Model Steam Laundry. The firm has erected and equipped a building especially for its use.

Gripsack Brigade.

Dr. Josiah B. Evans was severely chilled on the occasion of a recent cold drive in the country, so that for a time serious results were feared.

Ed. Pike, formerly on the road for Schloss, Adler & Co., has taken the position of Michigan representative for the Queen City Varnish Co., of Cincinnati.

The Lemon & Wheeler Company is the first house at this market to introduce private desks for its traveling force, each salesman now carrying the key of a roll top desk.

Valda Johnston, who has been seriously ill at his home at Bangor for a fortnight, will probably be able to resume his duties again next month. His trouble was inflammation of the bowels.

Cadillac News: Commercial travelers are having some eventful experiences with the snow bound trains this winter. John McBurney, of this city, relates that he was recently an unwilling occupant of the same railway car from six o'clock in the evening until two o'clock the following day, at a point where no eating refreshments could be obtained to appease the appetites of the hungry passengers.

The annual meeting of Post E, Michigan Knights of the Grip, was held at the New Livingston Saturday evening. Warren Y. Barclay was unanimously re-elected Chairman for the ensuing year; "Hub" Baker was selected to serve as Vice-Chairman; W. F. Blake was elected Secretary and J. Henry Dawley was re-elected Treasurer. A cordial vote of thanks was tendered the retiring officers. A motion was adopted, approving the action of a committee inviting the State organization to hold the next annual convention in this city. The Board of Directors of the State organization were petitioned to designate Warren Y. Barclay as authorized to receive applications for membership and dues and assessments.

At the earnest solicitation of THE TRADESMAN, Senator Doran has agreed to introduce the bill fathered by him at the last session of the Legislature, prohibiting sleeping car companies from shutting down the upper berth unless same is actually sold. Such a law was passed by the Minnesota Legislature, two years ago, and the Supreme Court of that State has pronounced the act to be constitutional. There is no reason why Michigan should be behind her sister states in this respect, as the enactment of such a law involves no hardship to the sleeping car companies and adds materially to the comfort of the traveling public. THE TRADESMAN hopes to see the various traveling men's organizations of the State give this measure the hearty support it deserves.

The Grocery Market.

Coffee—Mild grades are strongly held and Brazilian grades have advanced, in consequence of which manufacturers of package goods have advanced their quotations 1/4c.

Rice—In good demand and strong. There is a growing feeling on the part of large handlers that prices are on the eve of a rise.

Spices—African ginger is higher. Cochui ginger is a fraction higher. The entire line of spices is strong and higher prices are looked for.

Canned Goods—Vegetables continue in good demand and values of all kinds are firm, more particularly on corn and tomatoes. Some fruits are stronger and higher prices may rule. Alaska salmon is weaker. Domestic sardines are strong.

Soap—Kirk & Co. have advanced their White Russian 15c a box and other brands 30 @ 40c. Proctor & Gamble have advanced Concord 40c a box, Lenox 35c and Town Talk 25c. Fairbanks, Gowans & Stover and other manufacturers have also marked their prices up on most grades.

Next Member of the Board of Pharmacy.

The contest for the appointment to the State Board of Pharmacy has assumed an interesting phase. It was generally conceded that the appointment would go to Stanley E. Parkill, of Owosso, as he was about the only candidate who wanted the office bad enough to work for it. Since the first of the year, however, a strong sentiment has sprung up favoring the re-appointment of Jacob Jesson. Those who favor the continuation of Mr. Jesson on the Board claim that he has not sided with the ultra-scientific attitude assumed by Messrs. Eberbach and Gundrum, but has taken into consideration character and experience, as well as technical knowledge which is not needed by the average druggist. Mr. Parkill, on the other hand, naturally sides with the gentlemen above referred to, delighting in confusing applicants by means of "catch questions" and other impractical schemes. So far as THE TRADESMAN can judge, Mr. Jesson is doing no work in his own behalf—considering himself out of the race by reason of his political affiliations not being in accord with that of the party in power—but his friends are making a vigorous campaign for him.

Purely Personal.

E. C. Wright, formerly engaged in the tea business at Kalamazoo, was in town Monday.

John Cazier, who will shortly open a general store at Conklin, paid a day's visit to this market last week.

B. E. Sweetland, senior member of the firm of Sweetland & Pinney, fruit dealers at Kalamazoo, was in town one day last week.

M. J. Thomas, hardware and lumber dealer at Corunna, Ind., was in town one day last week, on his way to Cadillac to secure a stock of lumber.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

- L. M. Wolf, Hudsonville.
- Chas. H. Rose, Fremont.
- W. H. Watts, Bowne.
- M. J. Thomas, Corunna, Ind.
- C. F. Walker, Glen Arbor.
- H. C. Peckham, Freeport.
- Langeland Mfg. Co., Muskegon.
- Sweetland & Pinney, Kalamazoo.
- John Cazier, Conklin.
- Tucker, Hoops & Co., Luther.

The Drug Market.

Gum opium is dull and easy. Quinine is unchanged. Castor fibre has advanced to \$20 per pound. Wood alcohol has advanced 10c per gallon.

American saffron is all held by two firms in New York. The largest holder asks \$1 per pound.

African ginger is steadily advancing. Celery seed has advanced. Lupulin has advanced. White shellac is higher.

The Grocer Too Smart.

Pastor—"How are you coming on, Uncle Mose?"

Uncle Mose—"Werry poorly, Parson, werry poorly."

Parson—"There are better times ahead. Those who trust in the Lord will never be forsaken."

Uncle Mose—"De Lawd is all right, but de grocery man don't trust me wuff a cent."

The Dry Goods Market.

There is no change in prices. All cotton goods remain very firm. Several new brands of wash goods and sateens are shown to the trade in new designs and coloring. Fancy skirtings in stripe and plaid have been in good request.

The man who has no aim in life is never ready to make a hit when opportunity offers.

INDUCEMENT TO THE RETAIL DRUGGISTS and GENERAL STORES!

Do You Sell

DIAMOND TEA?

We want one live dealer in every city and town to handle and push the sale of Diamond Tea, the great remedy for **Constipation, Sick Headache and Liver and Kidneys** and we offer the following inducement:

To every dealer who will send us an order for 3 doz. 25c size packages of Diamond Tea at \$1.90 per doz., which amounts to only \$5.70, we will send free of charge an additional 1 doz. packages, besides sufficient sample packages to sample your whole town. By stamping your name on each package you will thus receive full benefit of the advertising.

It will pay hustlers to take advantage of this offer, before their competitors get ahead of them.

DIAMOND TEA CO., DETROIT, MICH.

Diamond Tea is sold by all wholesale druggists.

More Made

More Sold

More Smoked

Than any Other Cigars in Michigan

GEO. MOEBS & CO.

Celebrated Brands.

Made on Honor!

Sold on Merit!

EDWIN J. GILLIES & CO.,

NEW YORK CITY,

Direct Importers and Distributors of Coffees

Roasters and Packers of

STANDARD BRANDS OF THE WORLD.

Prices consistent with reliable quality from first hands.

J. P. VISNER, Agent, 167 North Ionia St.,

GRAND RAPIDS, MICH.

Hats Physically Necessary.

Perhaps no article of clothing has been more criticised in respect to its utility than that which lexicographers describe as a "covering for the head."

Some, instructed by the examples of savages and of others widely different in various ways, among them leaders of fashion, whose crowns of gossamer may practically be disregarded, would have it that the hatless condition is that most characteristic of mankind.

From pole to pole, says a medical authority, we find that man, if he dresses at all, dresses his head. Even if spotless and guiltless of such minor trifles as waistcoat and collar, he covers the head with some form of clothing.

There is clearly a conscious need which exists not merely in the imagination. It is thus practically admitted that though the head, like any other part of the body, may, after having suffered the attrition of atmospheric variations, become inured to their action, it still loses somewhat in the process.

Tardy Paying Rich Folks.

If there is any class of people in the community who, more than another, should be scrupulous in paying debts, it is rich people. The sacrifice incurred on their parts in so doing is nothing.

The young man who makes nothing of his opportunities makes a mistake, and that is making too much.

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, COBALT JEANS, PRINTS, TUCKINGS, and DEMINS. Includes various fabric types and prices.

CLARK'S MILE-END SPOOL COTTON. Best Six Cord Machine or Hand Use. FOR SALE BY ALL Dealers in Dry Goods & Notions.



KALAMAZOO PANT & OVERALL CO. 221 E. Main St., Kalamazoo, Mich. Chicago salesroom with Silverman & Oppen, Corner Monroe st. and Fifth ave.

Our specialties: Pants from \$7.50 to \$26 per doz. warranted not to rip. Shirts from \$2.50 to \$15 per doz. Spring line now ready. Samples sent on approval.

BUY THE PENINSULAR Pants, Shirts, and Overalls. Once and You are our Customer for life. STANTON, MOREY & CO., Mfrs. DETROIT, MICH.

Geo. F. OWEN, Salesman for Western Michigan, Residence, 59 N. Union St., Grand Rapids.

SNEDICOR & HATHAWAY, Manufacturers and Wholesale Dealers in Boots, Shoes AND Rubbers, 124-126 Jefferson Ave., DETROIT, MICH.

Men's and Women's Fine Shoes a Specialty.

THE GERMAN MEAT MARKET.

Comparison with the American Market to the Detriment of the Latter.

Isabel H. Floyd, wife of Col. Robert M. Floyd—who has something more than a passing acquaintance with Michigan merchants—writes from Dresden as follows, relative to the German meat dealer:

In America we have sad-looking sausages; limp and heavy, they hang up in our butcher shop windows as if apologizing for being there. They feel their inferiority, and seem to know that it is only homesick sons of the Fatherland that want them. But here in Germany they are a royal family of worth and distinction, quite able to hold their own with any other food in the land. They are a large family. Here are some of their names, each having a character quite distinct from his brother: Leberwurst, blutwurst, knackwurstchen, appetitwurstchen, cervelatwurst, truffelwurst, zwiebelwurst, jungerwurst, mettwurst, bruhwurstchen, schinkenwurst, knoblauchwurst, Salami, bratwurst, schlackwurst, presskopf, fleischkase, wienerwurst, sardellenwurst, frankfurterwurst. The shops wherein these are for sale are quite worthy of the gems they enclose. We did not know what they were when we first saw them. Often the windows are half filled with flowers and the sausages of all kinds and colors are arranged with such unbutcherlike artistic skill that we have often been deceived at first glance as to what they really were. The shops are always situated on the main streets of the towns or cities, and are fitted up in a style that is amazing to an American. All the trimmings are usually of snowy white marble, the wainscoting, the shelves, blocks, counters and tables. Shining brass scales, polished like gold, stand by, while around the window frames vines are growing, and pots of flowers in bloom are here and there. But the crowning point of attraction is the sausages themselves, of which we have often counted sixteen or eighteen different varieties. Perhaps will be hung up festoons of deep bright red rings, three or four rows deep, high up in the window. Below that, like waxen candles hanging down, a row of white sausages. To the right and left of those, bronze-like browns, or shining black; while on the marble window seats below, delicate china standards will be piled up with other sorts. Then there will be transparent jelly-molds of white, yellow or red filled with the same marvelous combinations in different ways. If the shop is large enough to admit of having two windows, one will usually be filled with the finished articles, and the other with the materials for making the same. One day our boy came to me and said: "Mother, come out with me, and I'll show you a sight. There's a steer in a shop window on Prager strasse. Honest Injun, I'm not fooling." We went out with our observing son, and he led the way to Prager strasse, which corresponds to State street in Chicago. There, on this fashionable street, between an art furniture store and a book store, was a "sausage shop," and in one of its windows, sure enough, was the steer, and hung up from his nose to the tip of his long tail! The lad grinned and said: "I didn't say he was alive, did I? But don't you think it is enough for him to be in there as he is?" We thought it was, and admired him duly. About him were porkers and lambs, disposed in the same workmanlike manner, while on the clean marble slabs below, were cuts of beef, etc., all arranged with satisfying neatness.

Compare this with our butcher shops in America, where the hacked and dirty wooden chopping tables stand like hideous guillotine blocks, uninviting and gruesome; spotted, greasy counters, dirty sawdust floors, and the only attempt at order the rows of coarse iron hooks, on which are impaled pieces of beef or hams. Your "butcher," and he usually looks like one, comes forward for your order with sleeves rolled up, dirty, blood-dripped apron that is foul with stains, and asks you what you'll have? You feel like telling him "nothing"—but you must live, so you give your order as quickly as possible, and get out. That is, if you are like the writer, who usually shuns "butcher-shops" as she would the plague. But here in Germany the sausage-shops and butcher-shops, for they are one and the same, are so different. To begin with, they usually have pretty girls behind the counters. They are dressed neatly in calico, with short sleeves so they can do their work better; pretty white aprons on, which they always manage to keep clean, and their flaxen hair is coiled neatly about their heads. They cut the meats, weigh the sausage on the shining brass scales and are nearly always smiling and good natured. A German sausage shop is a clean place, an attractive place, a poetical place—these are not exceptional ones, but the general common run as seen in small towns and large cities. Some in the large cities are yet more elaborate; as, for instance, there is one on Prager strasse in Dresden that has a fountain playing in the center of it, and at night it is all lighted up with lilies of electric light, and decorated with rare palms. And the proprietors of these shops do not call themselves "butchers" either. They are "meat-cutters," or they keep a "sausage fabrik;" much better terms than ours, that should be used for the slaughterer and not the dealer.

What Woman Can Do

She can come to a conclusion without the slightest trouble of reasoning on it, and no sane man can do that.

Six of them can talk at once and get along first rate, and no two men can do that.

She can safely stick fifty pins in her dress while he is getting one under his thumb nail.

She is as cool as a cucumber in half a dozen tight dresses and skirts, while a man will sweat and fume and growl in one loose shirt.

She can talk as sweet as peaches and cream to the woman she hates, while two men would be punching each other's heads before they had exchanged ten words.

She can throw a stone with a curve that would be a fortune to a baseball pitcher.

She can say "no" in such a low voice that it means "yes."

She can sharpen a lead pencil—if you give her plenty of time and plenty of pencils.

She can dance all night in a pair of shoes two sizes too small for her, and enjoy every minute of the time.

She can appreciate a kiss from her husband 70 years after the marriage ceremony is performed.

She can go to church and afterwards tell you what every woman in the congregation had on, and in some rare instances can give you some faint idea of what the text was.

She can walk half the night with a colicky baby in her arms without once expressing the desire of murdering the infant.

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First Quality, S. B. Bronze	\$ 7 00	
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" " D. B. Steel	13 50	
BARROWS.		
Railroad	\$ 14 00	
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BOLTS.		
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Carriage new list	75&10	
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Well, swivel	4 00	
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Wrought Narrow, bright fast joint	60&10	

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Bilid	60&10
Wrought Brass	75
Bilid, Clark's	70&10
Bilid, Parker's	70&10
Bilid, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	50
CRADLES.	
Grain	dis. 50&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
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CARTRIDGES.	
Rim Fire	59
Central Fire	dis. 25
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Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	16 17
Discount, 60	
GAUGES.	
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KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
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Adze Eye	\$16.00, dis. 60
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Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 85
Wire nails, base	1 80&1 90
Advance over base	Steel Wire
60	Base Base
50	10
40	05
30	10
20	15
16	15
12	15
10	20
8	25
7 & 6	40
4	60
3	1 00
2	1 50
Fine 3	1 50
Case 10	60
" 8	75
" 6	90
Finish 10	85
" 8	1 00
" 6	1 15
Clinch 10	85
" 8	1 00
" 6	1 15
Barrel 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Sciota Bench	2 40
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s, wood	5 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4 c per pound extra.	

HAMMERS.	
Meydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	8 1/2
Screw Hook and Eye, 1/2	net 10
" " " "	net 8 1/2
" " " "	net 7 1/2
" " " "	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	dis. 50
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 & 50
WIRE GOODS.	
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPE.	
Seal, 1/4 inch and larger	9
Manilla	13
SQUARES.	
Steel and Iron	75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth.	
Nos. 10 to 14	\$4 05 \$2 85
Nos. 15 to 17	4 75 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 26	4 25 3 25
No. 27	4 45 3 35
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 CORD.	
Silver Lake, White A	list 55
" " " " " "	50
" " " " " "	50
" " " " " "	50
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	80
" Special Steel Dia. X Cuts, per foot	70
" Champion and Electric Tooth X Cuts, per foot	30
TRAFF.	
Steel, Game	60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz.
WIRE.	
Bright Market	65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 85
" painted	2 40
HORSE NAILS.	
An Sable	dis. 40&10
Futnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
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Pig TIN.	
Pig Large	28c
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Duty: Sheet, 3/4 c per pound.	
600 pound casks.	6 1/2
Per pound	7
SOLDER.	
3/4 @ 1/2	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
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TIN—MELYN GRADE.	
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Each additional X on this grade \$1.75.	
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14x20 IX, " "	9 25
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14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " "	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15
14x36 IX, for No. 9 Boilers,	per pound 10
14x40 IX, " " 9	

Michigan Tradesman

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E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 1, 1893.

THE WORLD'S STRUGGLE TO GET GOLD.

The large amount of discussion that is being given to the subject of silver and its place in the financial affairs of the world naturally attracts much attention to it.

There is no reason that silver should fall into disfavor on its own account, since it is used just as much in the arts and has lost nothing of the general esteem it ever has had; but it is the decrease in the supply of gold in comparison with that of silver that has tended to discredit silver as a money medium. The production of gold has fallen off vastly in recent years. The great inflow of the yellow metal from the American and Australian mines no longer exists, and while those sources are still the most important, they make but a poor show compared with their production of some years ago. For many years, and up to 1877, the mines of the United States were accustomed to furnish annually about \$50,000,000 worth of gold. Since then the yearly product has rapidly declined until it is a little over \$30,000,000, culminating in the best years to \$33,000,000; while Australia, which was for a long time a larger factor in the gold supply than was even our own country, has fallen away from its former wealth and now gives something less than \$30,000,000.

In the meantime, and for more than a century, England has been pursuing the policy of offering inducements for the shipping of gold thither, by paying a premium in silver. London has long been a cheap silver market when gold was paid for it, and in this way the British mint, acting under the advice of Sir Isaac Newton, who, although he was one of the most eminent of the astronomers, proved himself extremely wise in terrestrial finances and was for a long period master of the British mint, early adopted the policy of degrading silver in order to monopolize gold. In pursuance of this policy, silver was exported in great quantities to British India, where it was in high esteem, the English shippers always exacting gold in payment of balances, and thus silver was unloaded

on the Asiatics until they are suffering with a plethora of the white metal, while they have been deprived of their gold in proportion. India is thus forced to suffer enormous losses as the result of this exchange, since a rupee's worth in silver in India is far from being a rupee's worth in gold in London. But since India is rapidly coming to the point when its people no longer have gold to pay with, they are being forced to pay out their silver at a heavy discount. The situation is not only serious for India, but also for England, which will end by being deluged with silver from her Asiatic dependencies.

Just so long as silver can be dumped upon the United States, England will be able to handle the return of the tide from Asia and will continue to draw gold from America for it. The only safety for us against this silver overflow will be the repeal of the Sherman law. The decrease in the supply of gold will necessarily create an active competition by the chief commercial nations for it. The strongest financially will get the best of it, and any weak and unwise policy by any of them will prove most damaging to that power. The fight for gold is already very sharply contested, and the European nations seem to be entirely successful in getting it away from the United States, mainly through our policy of buying and storing silver and paying gold for it. This is being done under the Sherman law, in face of the fact that while our theoretical ratio of the relative values of gold and silver is as one to sixteen, it is commercially in the London market as one to twenty. This is because England is anxious to exchange her silver for gold and is offering inducements to buyers. Our country is the world's chief buyer of silver. But can it afford to carry on the policy of paying gold for silver indefinitely? Certainly the end must come when we will have no longer any gold to buy with.

SILVER QUESTION IN CONGRESS.

As the term of the present Congress approaches rapidly towards its close it becomes daily more apparent that there exists a marked disinclination to deal energetically with the silver question. It is true that bills have been introduced repealing the Sherman silver purchase act, but as yet no disposition has been manifested to in any way consider these bills, although the time has now arrived when some speedy action must be taken if anything at all is to be accomplished by the present Congress.

It is now known to everybody that the business interests of the country are earnestly desirous that the Sherman law of 1890 should be repealed, because its workings have clearly demonstrated that there is serious danger of financial troubles if the present regulations relating to the purchase of silver be permitted to remain in force. During the past two years the net decrease in the supply of gold held by the treasury has been \$75,000,000, while the circulation of actual silver has been in no wise increased, the bullion purchased having been stored up in the treasury vaults, the certificates issued in payment for it having been in many cases used to draw out gold, of course at a great profit to the manipulators.

It has, therefore, become very evident that the present policy of purchasing silver only serves to drain our treasury of

gold, without in any way securing a wider circulation for silver and, while enabling our silver mines to find a ready market for their product, we are preparing the way for the utter debasement of our currency.

There is a vast difference between coining silver dollars and putting them directly in circulation as legal tender and purchasing silver bullion payable in certificates redeemable at the option of the holder in gold. The one method results in placing large quantities of white metal in actual circulation and popularizing its use, while the other method merely facilitates speculators in their operations to secure our gold cheaply and export it to Europe, as they have been doing for many months past.

The advocates of the freer use of silver as money can have no sympathy, therefore, with the Sherman law, which merely furnishes a freer market for silver bullion at the expense of the gold supply. It does not in any way hasten an international agreement for the general recognition of silver, because it furnishes a dumping ground for the surplus silver of the world, thus relieving the necessities of other countries at the expense of the financial security of our own.

It is, therefore, greatly to be hoped that Congress will awake to a realization of the dangers of the existing financial situation and repeal the Sherman act at the present session, while it is yet time to do so before the mischief which has been generated becomes irremediable.

FOR A FOOD COMMISSIONER.

ANN ARBOR, Jan. 28.—The Michigan Manufacturers of Fruit Goods, allied with the horticulturalists, are seeking to create the office of Food Commissioner in Michigan, similar to the Ohio plan. To this end, I, as President of the organization above named, have arranged with the members of the Legislature to hold a mass meeting of both houses in the hall of the House in Lansing the evening of February 2, to be addressed by Dr. McNeal, State Food Commissioner of Ohio; also by Dr. Vaughn of the Medical Department of the University; also by Prof. Hedgie, of the Agricultural College; and, by the aid of the Food Commissioner of Ohio, perfect our bill creating this office, and generate sufficient momentum to effect its prompt passage. We would like to see your interests represented, and secure your co-operation. I will be at the Hotel Downey with the Food Commissioner of Ohio during the afternoon of Feb. 2, and will be glad to see a delegation of your organization at the hotel before the meeting in the evening at the State House.

Yours Truly,

AUGUSTUS TUCKER.

The position of THE TRADESMAN on this subject is too well known to need repetition. It was probably the first publication in the State to advocate the enactment of a law creating the office of Food Commissioner and has continued the agitation without interruption for nearly ten years. In the meantime the agitation has been taken up by the Michigan Business Men's Association, Michigan Dairymen's Association, Michigan State Grange, Michigan Patrons of Industry and Michigan Manufacturers of Fruit Goods, all of which have discussed the subject in annual conventions and declared in favor of the measure. Two years ago the Michigan Dairymen's Association appointed a special committee to push the matter through and secured pledges from a sufficient number of legislators to secure the passage of the act in both houses, but ceased its efforts

when assured by the then Governor that he would positively veto any measure creating any additional office.

It is, perhaps, unfortunate that the President of the Food Manufacturers' Association should have arranged a meeting, as set forth in his communication, without consultation with the other organizations which has done ten times as much as his organization to create public sentiment in favor of such a measure, and notified the sister organizations only three days in advance of the meeting. Such action would ordinarily be taken as an affront and alienate the support of the organizations affronted. THE TRADESMAN, however, is inclined to view the action of the gentleman as an error of judgment, rather than an intentional affront, and therefore calls upon all friends of the proposed legislation to cast aside personal feelings and assist in making the demonstration a success. If it is not possible to attend the meeting, the next best thing to do is to show interest in the matter by communicating with the proper Senator and Representative.

"CHARGE IT."

To an honest man, the predicament of owing money which he has no means of paying is a misfortune serious enough to murder sleep. Often this mental punishment is sharpened by the knowledge that he has brought the difficulty and trouble on himself by his own foolishness and lack of thought.

It is the easiest thing in the world to borrow money, or to get into the habit of running bills at stores and shops—of living on the credit system—but not until he is seriously involved does the workingman or person of small means realize that he has put a millstone around his neck.

It is said that a nation without a debt is not in a healthy condition, but this, at least, is not the right sort of stimulus for a small family, or calculated to increase their truthfulness, their independence, or their fair reputation.

The merchant who engages in an absolutely cash business does not often fail; neither does the family. "Charge it" is a phrase that makes drunkards, liars, thieves and deadbeats—that brings shame on innocent heads and suffering on innocent victims.

I cannot undertake to explain why, but the woman who has credit at a large store, who is politely flattered by the clerks into buying this or that article, and who, when the purchase is concluded, has only to say superbly, "Charge it," or who, perhaps, does not need to say even that, so well known is she, so desirable her patronage, feels distinctly superior to the woman who humbly pays cash.

Is it not a foregone conclusion that when one buys on credit one buys double, and that everything becomes a temptation? The woman who runs a bill often deludes herself with the specious argument that when she buys a big bargain that she does not want, because it is a big bargain, she is saving money in the long run. White elephants at 15 cents a dozen would not be cheap if one didn't need them. A debt to be met at the end of the month is more expensive than a bolt of China silk off a bargain counter that will come into use next summer.

Many a prominent business man can

trace his sensational failure to his foolish wife's extravagant habit of running bills, and her obstinate determination not to see that the day of payment could not be indefinitely staved off.

But for every big sensational failure, how many little families are there whose forlorn histories are too humble to reach the public, but who are caught in the inextricable evils of petty debts acquired through the medium of the passbook at the grocery store, with the butcher and at the fruit shop.

Who does not know of that little family who, starting out in life fairly, with good health, a fair income and pleasant prospects, are halted on the way by debts of a nature to disgrace them—debts incurred through foolish pride, culpable vanity, crazy generosity and ignorance and thoughtlessness? A young father who cannot afford to give his wife a Sunday dress, or new curtains for her parlor, is all wrong when he invites a crowd of fair weather friends home to a supper of oysters which he has had "charged."

"I can make it up somehow out of the housekeeping money," is the way the giddy wife comforts herself when she buys on credit a bracelet or a tea gown too fine for the size of her house, too showy for her station in life, too expensive for her husband's income.

There are women whose pride is so great that they find it more honorable to owe a nurse girl two or three months' wages, and pay her in dribs and drabs, than to carry and care for their own babies.

What do we think of the silly young man who is in bad debt to us for money lent, yet invites us out to a champagne supper? The friendliest conclusion is that when he ordered the supper off some other victim, he said, "Charge it."

To the little family trying to get on in the world—to put by money for the children's schooling, for the cozy home they hope to own some day—the passbook is an evil institution. At the end of the month it will be largely a record of extravagances, and anything is extravagant that we have not the money to pay for. There will be expensive grocery lunches of cheese and sardines, to save cooking, there will be a gallon or so of wine, or a dozen bottles of needless beer, hastily sent for to entertain people whose private comments and criticisms on the hospitality they were greedy to accept were not always generous or sympathetic.

The wanton buyer is one who always charges things. She looks around a store to see what she can buy next. What she can pay for now is not the thing at all. Watch her in the grocery, sending a vague eye over the shelves. "Oh, yes," she says to the clerk, "and send some olives, please, and some potted quail and jam." She would order more only she is in a hurry. The clerks know her well. She is slow pay, but by dint of dunning they manage to collect during the year enough to give hopes of getting it all in the end.

Tradesmen soon know the house that is run on the passbook system—a poor, expensive system at best, even for the head who can meet all the bills, but total ruin some day for the foolish family who find it cheaper to owe than to pay, easier to borrow than to earn.

Meanwhile the family that "charges" all of its legitimate expenditures is not saving money for the pay day. It is

very human to forget that, after the bread and ham is eaten, it still must be paid for, and so the actual cash goes. Harry finds he has bank bills in his wallet, so why not go to the theater or to the lake. A supper here, a lunch there, a bunch of flowers there, a luxurious carriage; on another occasion a princely tip to a waiter, or a costly gift to some child whose father, Harry thinks, he ought to work; a night of treating with the boys—and lo! in a month the money is all gone, and still the house rent is to be paid, the butcher and baker and washerwoman are to be paid, the coal man has sent twice for his money, and over and above all, hovering like a greasy, evil genius, is that temptation to extravagance and thriftlessness—the grocery passbook.

It may be all right for rich people to run bills at stores, but no poor person or young man working on a small salary can afford to buy anything for which he cannot afford to pay cash.

How does he know that he can pay at the end of the month? Suppose he is ill; suppose he shall have lost his situation. He can be sued; he will be if he don't pay; and, at all events, in shame, remorse and sorrow the risk he incurs is equally great with that of the man who allows him to "charge it."

When a hundred-dollar-a-month young man finds himself with half a dozen unpaid bills renewed on his hands it is time to call a halt. It is just as surely certain that the disease of "charging it" has hold of him as the palsied hand of the drunkard gives him warning that he must stop his liquor. Sometimes the man has sense enough to abstain from liquor; but the man who is living on credit plunges in deeper and deeper until his name becomes the synonym of bad debt and he is on the way to development into a first-class dead-beat.

A thoughtful Canal street merchant said to me the other day: "I don't like to see my clerks in the hands of collectors. It is a poor beginning for a young man who takes advantage of his own reputation to saddle himself with debts he may not find it easy to pay."

It is certain that a great and rich man like Peter Cooper, who began to make his way in the world when he married, did not keep a slate in any saloon, nor run a grocery book with any dealer. He paid as he went. It is best; it is, from a worldly point of view, the shrewdest thing to do, and in the end it enables one to travel farther.

The strongest argument against the credit system lies in the fact that merchants generally solicit your trade on an open account. They will usually get their money some day, and they know the woman who runs a bill buys more than the woman who pays cash. The housewife is always amazed at the footing up of her monthly accounts.

A sort of sturdy health and wholesome prosperity seems to reign in that home where no debts are, and wise indeed is that sweet young chatelaine who insists that into her pretty home there shall come no luxury or embellishment that has not been paid for—"cash down."

CATHARINE COLE.

The genius for making money is as distinct as the genius for poetry, music or painting. But the money-making genius need not have long hair. He can make money with a bald head.

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Grand Rapids Pharmaceutical Society.

President, W. R. Jewett, Secretary, Frank H. Escott,
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 June, September and December.

Three Equivalents, or An Essay at a Mustang.

Written for THE TRADESMAN.

There are three things pertaining severally to the animal, vegetable and mineral kingdoms that may fairly be considered equivalents, namely, a mustang, a confederate note and a Waterbury watch. (By the latter, I mean a 90-day movement, wearing a silverine overcoat, with an attachment compelling the owner to work his passage, the whole being the first love of lads under fifteen). Between themselves they are mathematic equations, and all boot money paid in the exchange of these species of property might as well be in the "dark bosom of the ocean buried."

The origin of the mustang is concealed in obscurity, where also repose the victims of his extempore malice, after the coroner has sufficiently toyed with the remains. His history is written by himself in hoof tracks all over a ten-acre lot, and is legible without glasses of any description, even to those who cannot read plain English. It tells of a long series of toils, sufferings and persecutions; of efforts made by man to bring him from a state of nature to one of grace and submission; of famous victories on many a battle field, where his assailants were not only worsted, but actually bit the dust. So far, he has never met his Waterloo. His star is still in the ascendant, and there are yet many glorious triumphs in store for him. Once in a while, for prudential reasons, he has seemed to surrender to his foes; but it was only "stooping to conquer," and the last state of his adversary was worse than the first.

Nothing but the strong arm of the law is able to cope with the opposition tactics of a mustang. (Physical law is here meant, since moral law, based on the theory of rewards and punishments, has never had any controlling effect on his uncultivated nature). In harnessing a mustang, whether for educational or for business purposes, it is necessary first to call out a *posse comitatus*. (This can be done without a warrant, provided the court is not in session.) Each member of the *posse* should be in as good physical condition as would be required for admission to the army; and he should be duly informed of the dangerous nature of the enterprise, so that he may have time to make his will and take out an accident or life insurance policy. The harness, though small in proportions, should be elephantine in strength and provided with all the safety checks and counter checks known to the patent office. The vehicle to be used should consist of one strong axletree and two wheels securely attached to two tough

poles twenty-seven feet in length, and so balanced that the mustang shall be a fixed factor on the long arm of the lever, the driver the object to be raised, and the solid bosom of mother earth the fulcrum. Thus, the propelling force being placed at the remote end of the shafts where the speed of heels in motion will, be in inverse ratio to the diurnal revolution of the earth, the safety of the intelligent director or professor who holds the reigns may be virtually increased, to the great relief of his anxious family. When these forces have been placed in proper juxtaposition and a boy sent ahead to warn the innocent populace, everyone on duty but the driver should let go, shut his eyes and leave subsequent events to the disposal of a wise overruling Providence.

Perhaps, in one case out of ten, all parties engaged emerge from the conflict sound and safe. This ought to teach the lesson that it is best to let well enough alone. But it never does, for exemption from punishment seals their fate. They become, afterwards, dealers in mustangs, deluge the eastern half of this continent with the offscourings of equine heathendom and indirectly breed profanity among the masses faster than religious influences can counteract it. Thus, also, are encouraged the vice of horse trading and a general looseness of morals that blossoms into crime. Many a man has gone down the broad road to ruin after accepting \$5 as boot money in a mustang trade, when, had someone shot both animals on the spot, a large train of evils might have been avoided.

My information concerning the mustang, I will freely admit, has not been acquired in the school of experience. I speak of the beast from knowledge gained by distant observation, as one should in describing a dog fight. My purpose is to still view the question from my present safe standpoint. Thus, I avoid haste, danger and violent excitement, and can calmly determine the relative value of different mustangs, as well as the various articles of personal property tendered as adjusting equivalents, should my opinion be solicited by anyone "stumped" to trade.

In this connection, sitting as a board of equalization, I venture boldly to assert, for the benefit of mustang owners, the following opinion as a fundamental axiom: That \$5 is too large a sum to be given as boot money in any exchange of animals of this class. I do not assume to assess the absolute value of either animal about which their owners may be exchanging exaggerations—my object is merely to determine differences in value between animals, and not to establish a price list for general use among dealers.

Speaking thus from the standpoint of enlightened conviction, I declare that, were I to become at one time the owner of \$5 in lawful money and a dead mustang, I would not exchange either currency or carcass for a first-class live specimen of the genus mentioned, no matter how honorable his pedigree nor how distinguished might be his virtues. I would much rather consign my deceased equine friend to the silent tomb, and spend the currency in purchasing an enduring monument to his memory.

To decide whether confederate money and Waterbury watches are equivalent in market value to mustangs, it only remains to enquire if my premises are admitted. That granted, and mustangs

acknowledged to possess qualities that defy the efforts of a chamber of commerce to fix a definite value thereon, we come to the inevitable conclusion that my first equals my second and third; my second is no better than my third and first, and my third is practically of no more value than my first and second.
 Q. E. D. S. P. WHITMARSH.

A good way to avoid weeping over lost opportunities is not to lose them.

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GROCERY PRICE CURRENT.

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

<p>AXLE GREASE.</p> <p>doz gross</p> <p>Aurora..... 55 6 00</p> <p>Castor Oil..... 75 9 00</p> <p>Diamond..... 50 5 50</p> <p>Frazier's..... 89 9 00</p> <p>Mica..... 75 8 00</p> <p>Paragon..... 55 6 00</p> <p>BAKING POWDER.</p> <p>Acme.</p> <p>1/4 lb. cans, 3 doz..... 45</p> <p>1/2 lb. " " "..... 25</p> <p>1 lb. " " "..... 1 00</p> <p>Best..... 10</p> <p>Arctic.</p> <p>1/4 lb. cans..... 60</p> <p>1/2 lb. " " "..... 1 20</p> <p>1 lb. " " "..... 2 00</p> <p>1 lb. " " "..... 9 60</p> <p>Fosfon.</p> <p>5 oz. cans, 4 doz. in case..... 80</p> <p>16 " " " " "..... 2 00</p> <p>Dr. Price's.</p> <p>per doz</p> <p>Dime cans..... 40</p> <p>4-oz..... 1 33</p> <p>6-oz..... 1 90</p> <p>8-oz..... 2 47</p> <p>12-oz..... 3 75</p> <p>16-oz..... 4 75</p> <p>3 1/2-lb..... 11 40</p> <p>4-lb..... 18 25</p> <p>5-lb..... 21 60</p> <p>10-lb..... 41 80</p> <p>Red Star, 1/4 lb. cans..... 40</p> <p>1/2 lb. " " "..... 80</p> <p>1 lb. " " "..... 1 50</p> <p>Telfer's, 1/4 lb. cans, doz..... 45</p> <p>1/2 lb. " " "..... 85</p> <p>1 lb. " " "..... 1 50</p> <p>BATH BRICK.</p> <p>2 dozen in case.</p> <p>English..... 90</p> <p>Bristol..... 80</p> <p>Domestic..... 70</p> <p>BLUING. Gross</p> <p>Arctic, 4 oz ovals..... 4 00</p> <p>8 oz..... 7 00</p> <p>12 oz..... 10 50</p> <p>No. 2, sifting box..... 2 75</p> <p>No. 3..... 4 00</p> <p>No. 5..... 8 00</p> <p>1 oz ball..... 4 50</p> <p>BROOMS.</p> <p>No. 2 Hurl..... 1 75</p> <p>No. 1 " " "..... 2 00</p> <p>No. 2 Carpet..... 2 25</p> <p>No. 1 " " "..... 2 50</p> <p>Parlor Gem..... 2 75</p> <p>Common Whisk..... 90</p> <p>Fancy..... 1 15</p> <p>Warehouse..... 3 25</p> <p>BRUSHES.</p> <p>Stove, No. 1..... 1 25</p> <p>" " " " "..... 1 50</p> <p>" " " " "..... 1 75</p> <p>" " " " "..... 1 75</p> <p>Rice Root Scrub, 2 row..... 85</p> <p>Rice Root Scrub, 3 row..... 1 25</p> <p>Palmetto, goose..... 1 50</p> <p>CANDLES.</p> <p>Hotel, 40 lb. boxes..... 10</p> <p>Star, 40 " " "..... 9</p> <p>Paraffine..... 11</p> <p>Wicking..... 24</p> <p>CANNED GOODS.</p> <p>Fish.</p> <p>Clams.</p> <p>Little Neck, 1 lb..... 1 20</p> <p>" " " " "..... 1 90</p> <p>Clam Chowder..... 2 25</p> <p>Standard, 3 lb..... 1 00</p> <p>Cove Oysters..... 1 00</p> <p>Standard, 1 lb..... 1 75</p> <p>Lobsters.</p> <p>Star, 1 lb..... 2 50</p> <p>" " " " "..... 3 50</p> <p>Picnic, 1 lb..... 2 00</p> <p>" " " " "..... 2 90</p> <p>Mackerel.</p> <p>Standard, 1 lb..... 1 25</p> <p>" " " " "..... 2 10</p> <p>Mustard, 2 lb..... 2 25</p> <p>Tomato Sauce, 2 lb..... 2 25</p> <p>Soused, 2 lb..... 2 25</p> <p>Salmon.</p> <p>Columbia River, flat..... 1 90</p> <p>" " " " "..... 1 75</p> <p>Alaska, Red..... 1 45</p> <p>" " " " "..... 1 25</p> <p>Sardines.</p> <p>American 1/4s..... 4 1/2 @ 5</p> <p>4s..... 4 1/2 @ 7</p> <p>Imported 1/4s..... 10 @ 11</p> <p>1/8s..... 15 @ 16</p> <p>Mustard 1/4s..... 7 @ 8</p> <p>Boneless..... 21</p> <p>Trout.</p> <p>Brook, 3 lb..... 2 50</p> <p>Fruits.</p> <p>Apples.</p> <p>3 lb. standard..... 1 00</p> <p>York State, gallons..... 3 00</p> <p>Hamburg..... 3 00</p> <p>Apricots.</p> <p>Live oak..... 1 75</p> <p>Santa Cruz..... 1 75</p> <p>Lusk's..... 1 75</p> <p>Overland..... 1 75</p>	<p>B. & W. Blackberries..... 95</p> <p>Cherries..... 1 10 @ 1 20</p> <p>Pitted Hamburg..... 1 75</p> <p>White..... 1 50</p> <p>Erie..... 1 20</p> <p>Damsons, Egg Plums and Green Gages.....</p> <p>Erie..... 1 10</p> <p>California..... 1 70</p> <p>Gooseberries.</p> <p>Common..... 1 20</p> <p>Peaches.</p> <p>Pie..... 1 25</p> <p>Maxwell..... 1 85</p> <p>Shepard's..... 2 00</p> <p>California..... 2 10</p> <p>Monitor..... 1 85</p> <p>Oxford.....</p> <p>Pears.</p> <p>Domestic..... 1 20</p> <p>Riverside..... 2 10</p> <p>Pineapples.</p> <p>Common..... 1 00 @ 1 30</p> <p>Johnson's sliced..... 2 50</p> <p>grated..... 2 75</p> <p>Quinces.</p> <p>Common..... 1 10</p> <p>Raspberries.</p> <p>Red..... 1 30</p> <p>Black Hamburg..... 1 50</p> <p>Erie, black..... 1 30</p> <p>Strawberries.</p> <p>Lawrence..... 1 25</p> <p>Hamburg..... 1 35</p> <p>Erie..... 1 35</p> <p>Terrapin..... 1 10</p> <p>Whortleberries.....</p> <p>Blueberries..... 1 10</p> <p>Meats.</p> <p>Corned beef, Libby's..... 2 00</p> <p>Roast beef, Armour's..... 2 00</p> <p>Potted ham, 1/4 lb..... 1 30</p> <p>1/2 lb..... 80</p> <p>3/4 lb..... 1 35</p> <p>1 lb..... 85</p> <p>chicken, 1/4 lb..... 95</p> <p>Vegetables.</p> <p>Beans.</p> <p>Hamburg stringless..... 1 25</p> <p>French style..... 2 25</p> <p>Limas..... 1 40</p> <p>Lima, green..... 1 40</p> <p>" soaked..... 75</p> <p>Lewis Boston Baked..... 1 35</p> <p>Bay State Baked..... 1 35</p> <p>World's Fair Baked..... 1 35</p> <p>Picnic Baked..... 1 00</p> <p>Corn.</p> <p>Hamburg..... 1 40</p> <p>Livingston Eden..... 1 30</p> <p>Purity.....</p> <p>Honey Dew..... 1 50</p> <p>Morning Glory.....</p> <p>Soaked..... 1 15</p> <p>Pears.</p> <p>Hamburg marrofat..... 1 35</p> <p>early June..... 1 50</p> <p>Champion Eng..... 1 50</p> <p>petit pois..... 1 75</p> <p>fancy sifted..... 1 90</p> <p>Soaked..... 75</p> <p>Harris standard..... 75</p> <p>VanCamp's marrofat..... 1 10</p> <p>early June..... 1 30</p> <p>Archer's Early Blossom..... 1 35</p> <p>French..... 2 15</p> <p>Mushrooms.</p> <p>French..... 15 @ 22</p> <p>Pumpkin.</p> <p>Erie..... 85</p> <p>Squash.</p> <p>Hubbard..... 1 25</p> <p>Succotash.</p> <p>Hamburg..... 1 40</p> <p>Soaked..... 85</p> <p>Honey Dew..... 1 60</p> <p>Erie..... 1 35</p> <p>Tomatoes.</p> <p>Hancock..... 1 20</p> <p>Excelsior..... 1 20</p> <p>Eclipse..... 1 20</p> <p>Hamburg..... 1 40</p> <p>Gallon..... 3 00</p> <p>CHOCOLATE.</p> <p>Baker's.</p> <p>German Sweet..... 23</p> <p>Premium..... 37</p> <p>Breakfast Cocoa..... 43</p> <p>CHEESE.</p> <p>Amboy..... @ 12 1/2</p> <p>Acme..... 12 1/2 @ 12 1/2</p> <p>Riverside..... 12 1/2 @ 12 1/2</p> <p>Gold Medal..... @ 12 1/2</p> <p>Skim..... 9 @ 11</p> <p>Brick..... 11</p> <p>Edam..... 1 00</p> <p>Leiden..... 23</p> <p>Limburger..... @ 10</p> <p>Lusk's..... @ 25</p> <p>Roquefort..... @ 35</p>	<p>Sap Sago..... @ 22</p> <p>Schwitzer, Imported..... @ 24</p> <p>domestic..... @ 14</p> <p>CATSUP.</p> <p>Blue Label Brand.</p> <p>Half pint, 25 bottles..... 2 75</p> <p>Pint..... 4 50</p> <p>Quart 1 doz bottles..... 3 50</p> <p>CLOTHES PINS.</p> <p>5 gross boxes..... 40 @ 45</p> <p>COCOA SHELLS.</p> <p>35 lb bags..... @ 3</p> <p>Less quantity..... @ 3 1/2</p> <p>Pound packages..... 6 1/2 @ 7</p> <p>COFFEE.</p> <p>Green.</p> <p>Rio.</p> <p>Fair..... 19</p> <p>Good..... 20</p> <p>Prime..... 22</p> <p>Golden..... 22</p> <p>Peaberry..... 24</p> <p>Santos.</p> <p>Fair..... 20</p> <p>Good..... 21</p> <p>Prime..... 21</p> <p>Peaberry..... 23</p> <p>Mexican and Guatemala.</p> <p>Maracaibo.</p> <p>Prime..... 19</p> <p>Milled..... 20</p> <p>Java.</p> <p>Interior..... 25</p> <p>Private Growth..... 27</p> <p>Mandehling..... 28</p> <p>Mocha.</p> <p>Imitation..... 23</p> <p>Arabian..... 26</p> <p>Roasted.</p> <p>To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage.</p> <p>Package.</p> <p>McLaughlin's XXXX..... 24 30</p> <p>Bunola..... 23 80</p> <p>Lion, 60 or 100 lb. case..... 24 30</p> <p>Extract.</p> <p>Valley City 1/2 gross..... 75</p> <p>Felix..... 1 15</p> <p>Hummel's, foil, gross..... 1 50</p> <p>" tin..... 2 50</p> <p>CHICORY.</p> <p>Bulk..... 5</p> <p>Red..... 7</p> <p>CLOTHES LINES.</p> <p>Cotton, 40 ft..... per doz. 1 25</p> <p>50 ft..... 1 40</p> <p>60 ft..... 1 60</p> <p>70 ft..... 1 75</p> <p>80 ft..... 1 90</p> <p>90 ft..... 90</p> <p>72 ft..... 1 00</p> <p>Jute.....</p> <p>72 ft..... 1 00</p> <p>CONDENSED MILK.</p> <p>4 doz. in case.</p> <p>Eagle..... 7 40</p> <p>Crown..... 6 25</p> <p>Genuine Swiss..... 7 20</p> <p>American Swiss..... 6 70</p> <p>COUPON BOOKS.</p> <p>TRADESMAN'S</p> <p>TRADESMAN'S</p> <p>CREDIT COUPON</p> <p>CREDIT COUPON</p> <p>"Tradesman."</p> <p>\$ 1, per hundred..... 2 00</p> <p>\$ 2, " " "..... 2 50</p> <p>\$ 3, " " "..... 3 00</p> <p>\$ 4, " " "..... 3 50</p> <p>\$ 5, " " "..... 4 00</p> <p>\$ 10, " " "..... 4 00</p> <p>\$ 20, " " "..... 5 00</p> <p>"Superior."</p> <p>\$ 1, per hundred..... 2 50</p> <p>\$ 2, " " "..... 3 00</p> <p>\$ 3, " " "..... 3 50</p> <p>\$ 4, " " "..... 4 00</p> <p>\$ 5, " " "..... 4 50</p> <p>\$ 10, " " "..... 5 00</p> <p>\$ 20, " " "..... 6 00</p> <p>ONE CENT COUPON</p> <p>"Universal."</p> <p>\$ 1, per hundred..... \$3 00</p> <p>\$ 2, " " "..... 3 50</p> <p>\$ 3, " " "..... 4 00</p> <p>\$ 4, " " "..... 4 50</p> <p>\$ 5, " " "..... 5 00</p> <p>\$ 10, " " "..... 6 00</p> <p>\$ 20, " " "..... 7 00</p>	<p>Above prices on coupon books are subject to the following quantity discounts:</p> <p>200 or over..... 5 per cent.</p> <p>500 " " "..... 10 " "</p> <p>1000 " " "..... 20 " "</p> <p>COUPON PASS BOOKS.</p> <p>[Can be made to represent any denomination from \$10 down.]</p> <p>20 books..... \$ 1 00</p> <p>50 " " "..... 2 00</p> <p>100 " " "..... 3 00</p> <p>250 " " "..... 6 25</p> <p>500 " " "..... 10 00</p> <p>1000 " " "..... 17 50</p> <p>CREDIT CHECKS.</p> <p>500, any one denom'n..... \$3 00</p> <p>1000, " " "..... 5 00</p> <p>2000, " " "..... 8 00</p> <p>Steel punch..... 75</p> <p>CRACKERS.</p> <p>Butter.</p> <p>Seymour XXX, cartoon..... 6</p> <p>Family XXX..... 8</p> <p>Family XXX, cartoon..... 6 1/2</p> <p>Salted XXX..... 6</p> <p>Salted XXX, cartoon..... 6 1/2</p> <p>Kenosha..... 7 1/2</p> <p>Boston..... 8</p> <p>Butter biscuit..... 6 1/2</p> <p>Soda.</p> <p>Soda, XXX..... 6</p> <p>Soda, City..... 7 1/2</p> <p>Soda, Duchess..... 8 1/2</p> <p>Crystal Wafer..... 10</p> <p>Long Island Wafers..... 11</p> <p>Oyster.</p> <p>S. Oyster XXX..... 6</p> <p>City Oyster, XXX..... 6</p> <p>Farina Oyster..... 6</p> <p>CREAM TARTAR.</p> <p>Strictly pure..... 30</p> <p>Telfer's Absolute..... 35</p> <p>Grocers'..... 20 @ 25</p> <p>DRIED FRUITS.</p> <p>Domestic.</p> <p>Apples.</p> <p>Sundried, sliced in bbls. 7</p> <p>" quartered " " " 7</p> <p>Evaporated, 50 lb. boxes @ 10</p> <p>Apricots.</p> <p>California in bags..... 16 1/2</p> <p>Evaporated in boxes..... 17</p> <p>Blackberries.</p> <p>In boxes..... 8 @ 9</p> <p>Nectarines..... 15</p> <p>25 lb. boxes..... 15 1/2</p> <p>Peaches.</p> <p>Peeled, in boxes..... 16</p> <p>Cal. evap..... 12 1/2</p> <p>" in bags..... 12</p> <p>Pears.</p> <p>California in bags.....</p> <p>Pitted Cherries.....</p> <p>Barrels..... 25</p> <p>50 lb. boxes..... 25</p> <p>" " " " "..... 25</p> <p>Prunelles.</p> <p>30 lb. boxes.....</p> <p>Raspberries.</p> <p>In barrels.....</p> <p>50 lb. boxes.....</p> <p>25 lb. " " "..... 24</p> <p>Raisins.</p> <p>Loose Muscatels in Boxes.</p> <p>2 crown..... 1 50</p> <p>3 " " "..... 1 65</p> <p>Loose Muscatels in Bags.</p> <p>2 crown..... 5 1/2</p> <p>3 " " "..... 6 1/2</p> <p>Foreign.</p> <p>Currants.</p> <p>Patras, in barrels..... 4 1/2</p> <p>" " " " "..... 4 1/2</p> <p>" in 1/4-bbls..... 4 1/2</p> <p>" in less quantity..... 4 1/2</p> <p>Peel.</p> <p>Citron, Leghorn, 25 lb. boxes 20</p> <p>Lemon " " " " " 10</p> <p>Orange " " " " " 11</p> <p>Raisins.</p> <p>Ondura, 29 lb. boxes..... @ 8</p> <p>Sultana, 20 " " " @ 10</p> <p>Valencia, 30 " " " @ 7</p> <p>Prunes.</p> <p>California, 100-120..... 10 1/2</p> <p>90x100 25 lb. bxs. 11 1/2</p> <p>80x90 " " " 12 1/2</p> <p>70x80 " " " 13 1/2</p> <p>60x70 " " " 14</p> <p>Turkey..... 7 1/2</p> <p>Silver..... 7 1/2</p> <p>Sultana..... 9 1/2</p> <p>ENVELOPES.</p> <p>XX rag, white.</p> <p>No. 1, 6 1/2..... \$1 75</p> <p>" " " " " 1 60</p> <p>No. 2, 6 1/2..... 1 65</p> <p>No. 1, 6..... 1 50</p> <p>No. 2, 6..... 1 50</p> <p>XX wood, white.</p> <p>No. 1, 6 1/2..... 1 35</p> <p>No. 2, 6 1/2..... 1 25</p>	<p>Manilla, white.</p> <p>6..... 1 00</p> <p>6..... 95</p> <p>Coin.....</p> <p>Mill No. 4..... 1 00</p> <p>FARINACEOUS GOODS.</p> <p>Farina.</p> <p>100 lb. kegs..... 3 1/2</p> <p>Hominy.</p> <p>Barrels..... 3 00</p> <p>Grits..... 3 50</p> <p>Lima Beans.</p> <p>Dried..... 4 1/2</p> <p>Maccaroni and Vermicelli.</p> <p>Domestic, 12 lb. box..... 55</p> <p>Imported..... 10 1/2 @ 1 1/4</p> <p>Oatmeal.</p> <p>Barrels 200..... 4 85</p> <p>Half barrels 100..... 2 55</p> <p>Pearl Barley.</p> <p>Kegs..... 2 1/2</p> <p>Peas.</p> <p>Green, bu..... 1 85</p> <p>Split per lb..... 2 1/2</p> <p>Rolled Oats.</p> <p>Barrels 180..... 5 25</p> <p>Half bbls 90..... 2 75</p> <p>German Sago..... 4 1/2</p> <p>East India..... 5</p> <p>Cracked..... 5</p> <p>FISH-SALT.</p> <p>Bloaters.</p> <p>Yarmouth..... 1 40</p> <p>Cod.</p> <p>Pollock..... 3 1/2</p> <p>Whole, Grand Bank..... 5 1/2</p> <p>Boneless, bricks..... 7</p> <p>Boneless, strips..... 6 1/2</p> <p>Halibut.</p> <p>Smoked..... 10 @ 11</p> <p>Herring.</p> <p>Holland, bbl..... 9 50</p> <p>" kegs..... 75</p> <p>Norwegian..... 12 00</p> <p>Round Shore, 1/4 bbl..... 2 60</p> <p>" " " " "..... 1 30</p> <p>Scaled..... 16</p> <p>Mackerel.</p> <p>No. 1, 90 lbs..... 8 25</p> <p>No. 1, 40 lbs..... 4 00</p> <p>No. 1, 10 lbs..... 1 15</p> <p>Family, 90 lbs..... 5 25</p> <p>" " " " "..... 65</p> <p>Sardines.</p> <p>Russian, kegs..... 50</p> <p>Trout.</p> <p>No. 1, 1/4 bbls, 100 lbs..... 6 00</p> <p>No. 1, kits, 10 lbs..... 80</p> <p>Whitefish.</p> <p>No. 1, 1/4 bbls, 100 lbs..... 7 50</p> <p>No. 1, kits, 10 lbs..... 90</p> <p>Family, 1/4 bbls, 100 lbs..... 3 10</p> <p>" kits 10 lbs..... 45</p> <p>FLAVORING EXTRACTS.</p> <p>Souders'.</p> <p>Oval Bottle, with corkscrew.</p> <p>Best in the world for the money.</p> <p>Regular Grade Lemon..... doz</p> <p>2 oz..... \$ 75</p> <p>4 oz..... \$ 1 50</p> <p>Regular Vanilla..... doz</p> <p>2 oz..... \$ 1 20</p> <p>4 oz..... \$ 2 40</p> <p>XX Grade Lemon..... 4 oz..... \$ 1 50</p> <p>4 oz..... \$ 3 00</p> <p>XX Grade Vanilla..... 2 oz..... \$ 1 75</p> <p>4 oz..... \$ 3 50</p> <p>Jennings' D C.</p> <p>Lemon, Vanilla</p> <p>2 oz folding box..... 75 1 25</p> <p>3 oz " " "..... 1 00 1 50</p> <p>4 oz " " "..... 1 50 2 00</p> <p>6 oz " " "..... 2 00 3 00</p> <p>8 oz " " "..... 3 00 4 00</p> <p>GUNPOWDER.</p> <p>Austin's Rifle, kegs..... 3 50</p> <p>" " " " "..... 2 90</p> <p>" Crack Shot, kegs..... 3 50</p> <p>" " " " "..... 1/2 kegs 2 00</p> <p>" Club Sporting " " "..... 4 50</p>	<p>HERBS.</p> <p>Sage..... 15</p> <p>Hops..... 15</p> <p>INDIGO.</p> <p>Madras, 5 lb. boxes..... 55</p> <p>S. F., 2, 3 and 5 lb. boxes..... 50</p> <p>JELLY.</p> <p>17 lb. palls..... 90</p> <p>30 " " "..... 1 50</p> <p>LICORICE.</p> <p>Pure..... 30</p> <p>Calabria..... 25</p> <p>Sicily..... 12</p> <p>LYE.</p> <p>Condensed, 2 doz..... 1 25</p> <p>4 doz..... 2 25</p> <p>MATCHES.</p> <p>No. 9 sulphur..... 1 25</p> <p>Anchor parlor..... 1 70</p> <p>No. 2 home..... 1 10</p> <p>Export parlor..... 4 00</p> <p>MINCE MEAT.</p> <p></p> <p>3 or 6 doz. in case per doz..... 95</p> <p>MEASURES.</p> <p>Tin, per dozen.</p> <p>1 gallon..... \$1 75</p> <p>Half gallon..... 1 40</p> <p>Quart..... 70</p> <p>Pint..... 45</p> <p>Half pint..... 40</p> <p>Wooden, for vinegar, per doz.</p> <p>1 gallon..... 7 00</p> <p>Half gallon..... 4 75</p> <p>Quart..... 3 75</p> <p>Pint..... 2 25</p> <p>MOLASSES.</p> <p>Blackstrap.</p> <p>Sugar house..... 14</p> <p>Cuba Baking..... 16</p> <p>Ordinary.....</p> <p>Porto Rico..... 20</p> <p>Prime..... 30</p> <p>Fancy..... 30</p> <p>New Orleans.</p> <p>Fair..... 18</p> <p>Good..... 20</p> <p>Extra good..... 25</p> <p>Choice..... 30</p> <p>Fancy..... 30</p> <p>One-half barrels, 3c extra.</p> <p>Medium.</p> <p>Barrels, 1,800 count..... @ 7 00</p> <p>Half bbls, 600 count..... @ 4 00</p> <p>Small.</p> <p>Barrels, 2,400 count..... 8 00</p> <p>Half bbls, 1,200 count..... 4 50</p> <p>PIPES.</p> <p>Clay, No. 216..... 1 75</p> <p>" T. D. full count..... 75</p> <p>Cob, No. 3..... 1 25</p> <p>POTASH.</p> <p>48 cans in case.</p> <p>Babbitt's..... 4 00</p> <p>Penna Salt Co.'s..... 3 25</p> <p>RICE.</p> <p>Domestic.</p> <p>Carolina head..... 6</p> <p>No. 1..... 5</p> <p>No. 2..... 4 1/2</p> <p>Broken..... 3</p> <p>Imported.</p> <p>Japan, No. 1..... 6</p> <p>No. 2..... 5</p> <p>Java..... 5</p> <p>Patna..... 5</p>
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SPICES.

Table listing various spices and their prices, including items like Allspice, Cassia, Cloves, Mace, Nutmegs, Pepper, Sage, and various types of Soda and Mustard.

Scouring.

Table listing scouring materials and their prices, including items like Sapolo, SUGAR, SYRUPS, SWEET GOODS, VINEGAR, YEAST, TEAS, and TOBACCOS.

Banner Tobacco Co.'s Brands.

Table listing tobacco products and their prices, including items like Banner Cavendish, Gold Cut, Scotten's Brands, and various types of OILS.

Bologna.

Table listing various meats and their prices, including Bologna, Pork Loin, Sausage, Mutton, Veal, and FISH and OYSTERS.

SHELL GOODS.

Table listing shell goods and their prices, including items like Oysters, Clams, Counts, and various types of PAPER & WOODENWARE.

Pails, No. 1, two-hoop.

Table listing various household and commercial goods, including Pails, Baskets, Poultry, and various types of Creams and Fruits.

PROVISIONS.

Table listing various provisions and their prices, including items like Pork in Barrels, Sausage, Beef in Barrels, and various types of Canned Goods.

CANDIES, FRUITS and NUTS.

Table listing various candies, fruits, and nuts, including items like Stick Candy, Mixed Candy, and various types of Nuts and Fruits.

CROCKERY AND GLASSWARE.

Table listing various crockery and glassware items, including items like Fruit Jars, Lamp Burners, and various types of Glassware.

ANTI-POVERTY DOCTRINES.

By a curious chain of association of ideas, the spectacle of the scramble for wealth now going on in Wall street has led me to consider the significance, from a financial point of view, of a matter which, at first view, would seem to have little bearing upon financial affairs. The restoration to his priestly powers of the Rev. Dr. McGlynn, after a suspension of more than five years, by the direct intervention of the Pope in opposition to the Archbishop of this diocese, is an official sanction by the great Roman Catholic Church of doctrines which seriously threaten the tenure of private property, and it furnishes food for considerable reflection to those who have great riches or who hope to acquire them.

The proposition for the advocacy of which Dr. McGlynn was punished, was one which he borrowed from Henry George, relating to the ownership of land. Mr. George asserts, and Dr. McGlynn adopts the assertion, that the earth, and all that is in it by nature, belongs in common to the entire human family, and that each member of that family is entitled to a share in it. Hence, the appropriation of any part of the earth's surface, or of its mineral riches, by one individual to the exclusion of all others, without their consent, is a violation of their rights, and they may justly claim from him a compensation equal to the rental value of the portion of land he has appropriated, to be paid into the common treasury for the common benefit. Mr. George contends that if this were done, not only would no taxes be needed for government purposes, but that the revenue thus produced, besides being sufficient to pay all public expenses, would leave a surplus to be expended for the relief of the poor and the sick, and for the general promotion of the happiness of mankind. Dr. McGlynn and his followers improve upon this by declaring that Mr. George's scheme would abolish poverty altogether, the one great cause of it being, in their opinion, the monopoly of land by private owners under existing laws. Both Dr. McGlynn and Mr. George unite in declaring that every human being who comes into the world has a right to food, clothing and shelter, and that if he does not get them it is because others of his fellow beings unjustly withhold them from him, or at least withhold from him the means of procuring them. In a word, in their view, poverty is not a misfortune, but the result of a crime, and when that crime is suppressed poverty will be suppressed with it.

Neither Mr. George nor Dr. McGlynn have ever taken the pains to cipher out in dollars and cents exactly how much the rental value of the land in any particular locality amounts to. They content themselves with asserting in general terms that it is enough to meet all the expenses of government and leave a surplus. As a matter of fact, the revenue now collected in New York City by taxes upon real estate far exceeds in amount the rental value of the mere land within the city limits, apart from the improvements upon it, which, it is not disputed, are the rightful property of the owners. If from the full value of the real estate were to be deducted the cost of the buildings alone, a ground rent upon the remainder at the usual rate of 5 per cent. per annum would barely equal the 2 per cent. now imposed upon the land and

buildings together. If, further, we deduct the money which has been spent upon the land in paying for grading, sewerage, paving, laying out public parks and the like, with interest on these expenditures during the time the land lay idle, waiting for occupancy, an annual charge of 5 per cent. upon the residue would not yield so much revenue as is produced by our present system of taxation. More than this, our present system already goes as far as Mr. George and Dr. McGlynn demand it should, and even further. It not only taxes the improvements, as well as the land upon which they are made, but it taxes both land and improvements to any amount that the people, through their representatives, may see fit to impose. The right, too, which the community already asserts to appropriate for the common good the possessions of individuals is far broader than that which Mr. George and Dr. McGlynn advocate. It extends to the products of individual industry, and it embraces as much of them, be the amount more or less, as may be deemed necessary for the public welfare.

So far, therefore, as their practical working is considered, the anti-poverty doctrines preached by Dr. McGlynn are unimportant. What makes them mischievous, and what probably drew down upon them the disapproval of Archbishop Corrigan, was the assumption upon which they rest, that every human being has a right to a comfortable living, and that if he cannot obtain it by his own exertions he may use for the purpose the property of his fellow men. For, if the rental value of the land may justly be collected by taxation and distributed among the poor, so may other species of property, and if every human being who comes into the world has a right to share in the riches of the land, he has also a right to share in all other riches. The distinction between the land as the work of God, and other wealth as the work of men, is purely arbitrary, since men are but God's instruments, and for what they do He furnishes the skill and the strength.

The Christian Church was originally founded upon this idea, that the poor have a right to share in the possessions of the rich. The Virgin Mary prophetically declared of the Saviour. "He hath put down the mighty from their seats and exalted them of low degree. He hath filled the hungry with good things, and the rich He hath sent empty away." All the teachings of the Gospels are in praise of poverty and the poor and against the accumulation of wealth. The early Christians had all things in common, and paid special attention to supplying the wants of their poor brethren. But while Roman Catholic Christians have faithfully preserved the traditions of the early Church, most of the Protestant sects have departed from them so widely that piety and wealth are no longer regarded by them as incompatible; but, on the contrary, riches are deemed to be the legitimate reward, as they were by the ancient Hebrews, of upright conduct. Thus, the Protestant Church has become the church of the rich, while the Roman Catholic Church is especially that of the poor. Its strength lies in the multitude of its adherents and not in their social position and business prominence. That a Roman Catholic priest, like Dr. McGlynn, should take up with enthusiasm Mr. George's scheme for relieving the poor at the expense of the rich was,

CONFECTIONERY!

Don't think just because it's a little dull after the holidays that it will be best to "run close." Now is just the time to clean up the odds and ends—push them to the front and fill up with bright, fresh goods and be in readiness to tempt a half-hearted customer with an attractive display. Empty show cases and half filled pails will not induce sales. We keep our factory humming and we want to replenish your stock with purest and best goods on the market. Write us. Call on us when in the city or entrust your order to the wholesale grocers. We sell them all. Buy "Our Make" and add to your bank account.

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See that this Label appears on every package, as it is a guarantee of the genuine article.



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The Only Reliable

COMPRESSED YEAST

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Far Superior to any other.

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See that this Label appears on every package, as it is a guarantee of the genuine article.



.. YES ..

OUR SPRING LINE is now in the market, and, as we are informed, confirms the high reputation the senior member of our firm has earned for himself, that for elegance, style, fit, make-up and lowness in price he stands unequalled—a thorough, practical clothing manufacturer, established thirty-six years in the city of Rochester, N. Y.

William Connor, our representative in Michigan, whose address is Box 346, Marshall, Mich., will gladly call upon you if you will honor him with a line to show you our samples, and buy or not buy, we will thank you for the honor of inspection. The mail orders we are constantly receiving, especially for our elegant fitting Prince Albert coats and vests, are marvelous.

Those merchants contemplating putting in ready-made clothing this spring will best consult their interests by sending for Wm. Connor, who put in four new lines for customers this last fall and will gladly give them as references.

MICHAEL KOLB & SON,
Wholesale Clothiers, Rochester, N. Y.

therefore, natural, and that he should find numerous followers among the laymen of his church was also natural. The bare fact that when Henry George ran for Mayor in 1887 he received 67,000 votes, demonstrates the hold that his scheme has upon the popular sympathy, and the audiences who continue to go to hear Dr. McGlynn week after week is corroborative evidence of it.

Considering the views which Cardinal Gibbons promulgated in his pastoral letter of two years ago, upon the duties of the rich to the poor, and considering also the similar views expressed by Pope Leo XIII, in his encyclical of about the same date, it is easy to comprehend why, as soon as information of the strength of McGlynn's cause among the American Roman Catholics reached Rome, steps should have been taken leading to the result we see. The Roman Catholic Church had to clear itself of the suspicion of being an ally of the rich against the poor, and it has now once more proclaimed the original Christian doctrine, that the wealth of the world belongs to the whole world, and that if any individual gets more of it than his fellows, he must hold it as trustee for them and not for his own private benefit.

The importance, therefore, to the rich men of this country of the reversal of Dr. McGlynn's sentence is that by it the Church of Rome places itself more than ever on the side of those who are seeking to take from the rich their acquisitions and distribute them among the poor. It strengthens the sentiment which shows itself in strikes, in anti-trust laws, and in our tax laws; and it encourages those who entertain it to make further aggressions. It warns the rich to beware of conduct which shall give excuse for robbing them of their possessions, and to the prudent among them it suggests the advice so to use their riches as to disarm enmity and win affection in its place.

MATTHEW MARSHALL.

Jackson Grocers Tackle the Exemption Evil.

JACKSON, Jan. 27.—Your letter of Jan. 24 received and read at the meeting of the Jackson Grocers' Union last evening. I enclose copy of the report of the Committee on Trade Interests, which was presented at the meeting. The report was received with much favor by the Union, and a special committee of five members was appointed in compliance with the recommendation of the Committee. The Committee borrowed not only the artillery but also the ammunition of Messrs. Powers and Owen and made good use of it. The articles said so much, and said it so well, that it would have been a waste of time to have tried to treat the subject in other language, even if we were competent. We sincerely hope that the laws may be revised in the interest of honesty and justice, and it seems to us as if the better way to go at it, to make it successful, would be to have a number of petitions printed, embodying the desired legislation, and have them sent to all the principal towns in the State for signatures. Perhaps some of the members of the Grand Rapids Retail Grocers' Association may have a better method to suggest. We should adopt some plan, and that speedily, in order that someone not so much interested as we are may not forestall us and get the laws more detrimental than they are at present. We hope you will keep us posted, and if there is to be a meeting held for the benefit of the retailer, we want to be in it.

W. H. PORTER,
Chairman Committee on Trade Interests.

The report to which Mr. Porter refers is as follows:

Your Committee on Trade Interests

would respectfully call your attention to a subject of great importance to every retailer merchant and especially to the grocer. That subject is the exemption laws of the State of Michigan.

Our age is a progressive one. We cannot wait for events to shape themselves to our needs. If we keep up with the times, we must make events and fit them to our necessities. The days and ways of our forefathers are too slow for this age, and the laws which were framed when the greater part of our State was a wilderness are not suitable for this day and age. The exemption laws of this State were framed nearly a half century ago, when every merchant knew his customers and also knew whether they were entitled to credit or not. There was not the opportunity at that time for people to be dishonest that there is in our thickly settled, hustling, bustling State of today.

Now, one thing comes forcibly to the front—dishonesty has grown faster than any other branch of industry. It may seem as if we overdraw in our estimate when we say that not even one-half of the people are honest from principle—or policy either—but taking the people of our own city, where we know them best, and comparing the number of delinquent debtors with the voting population, and you will find that the estimate is not far out of proportion. The laws which exempt from \$3,500 to \$5,000 that cannot be touched for debt are not fair or just in the present age of dishonesty and deception. The exemption laws may have been fair when land could be purchased from \$3 to \$10 per acre, and other things proportionately, but at this time, when land is worth from \$50 to thousands of dollars per acre, and the general increase in values of everything, the laws appear ridiculous.

In the further consideration of this subject, we beg leave to read from THE MICHIGAN TRADESMAN of Dec. 28 and Jan 18 two articles by Walter S. Powers and E. A. Owen, in which this subject is ably and concisely treated. These articles express our ideas much more explicitly than we could have written them, and we believe that this Union should take hold of this subject and join hands with the retail trade throughout the State in having laws passed which will oblige people to be honest, especially when they are more able to pay their debts than the grocer is to lose it.

Your Committee would recommend that a committee of five members be appointed to investigate this subject and that this matter remain in their hands until it is determined whether laws can or will be passed by the present Legislature which will be suitable for the present age of progress.

Why the Other Fellow Caught the Trade.

From the Metal Worker.

Here is a feature of the retail tin, stove and plumbing trade that is open to study and criticism:

Bill Whitney and me went to school together, but when I was 12 years old I had to hustle for my living, took care of the horse, swept the shop and was as useful as the boss of the tin shop where I worked. Bill always was a good feller, never got stuck, and not only finished our school but went through college, then came home and went in with his old man; but though we always spoke, we did not hobnob much as we did when kids.

I stuck to biz, because I had to. Didn't have time for reading which put me to sleep after a day's hard work out of doors. So what Bill called rhetoric was scarce in me; but I saved my money, and now the boss' business is my business, and I know how to do good work and won't do any other kind, or won't sell any other kind of goods, for it don't pay.

Well, I was dirty and not polished, and as the town boomed another feller started and he talked sweet, wore a biled shirt but didn't know the trade. He never learned it and did some horrible bum work, but the way he talked of products of combustion, transverse sections, conflicting energy and things was equal to a college professor, and the people just dumped the dollars in his till, for they thought because I could not talk sanitary

and sich that I wasn't even sane. Well, Bill Jones got married and built a house and gave me a show, but when he asked me about scientifics I wasn't in it, but the other fellow talked it as glib as ice; and Bill, wanting a good cage for his bird, thought the other fellow knew it all and he done the work.

Well, I done it over and Bill blames me for knowing my business and not knowing how to talk to the boys I grew up with intelligently so as to get their confidence, and says I ought to be poorer than what I am for not giving my brains a show, and he is brushing them up and I dress more to suit my wife, and hang me if the talk and clothes ain't bringing me trade.

It has taken Southern California twenty years to develop its orange orchards to a point where the output is 4,000 carloads per year. There are imported into the United States annually 16,000 carloads of lemons. If Southern California should go into the lemon business as vigorously as it did with orange planting, it will require twenty years of time to get to a point where one-quarter of the home market can be supplied with lemons, to say nothing of the constantly increasing demand and increasing population to use lemons. The child that is born to-day will hardly live long enough to see American people fully supplied with American lemons.

Use Tradesman Coupons.

"The Kent."

AMERICAN PLAN
RATES, \$2 PER DAY
STEAM HEAT AND ELECTRIC BELLS
FREE BAGGAGE TRANSFER FROM UNION DEPOT.

BEACH & BOOTH, Props.

MICHIGAN CENTRAL
"The Niagara Falls Route."

(Taking effect Sunday, Nov. 20, 1892.)

Arrive.	Depart
10 00 p. m. Detroit Express	6 55 p. m.
4 30 p. m. Mixed	7 00 a. m.
10 00 a. m. Day Express	1 23 p. m.
6 00 a. m. Atlantic and Pacific	10 45 p. m.
1 00 p. m. New York Express	5 40 p. m.

*Daily. All other days, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 4:40 p. m., arriving at Grand Rapids 10:00 p. m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.				
Trains Leave	†No. 14	†No. 16	†No. 18	*No. 82
G'd Rapids, Lv	6 50am	10 20am	3 25pm	11 00pm
Ionia, Ar	7 45am	11 25am	4 27pm	12 42am
St. Johns, Ar	8 30am	12 17pm	5 20pm	2 00am
Owosso, Ar	9 05am	1 20pm	6 05pm	3 10am
E. Saginaw, Ar	10 50am	3 45pm	8 00pm	6 40am
Bay City, Ar	11 30am	4 35pm	8 37pm	7 15am
Flint, Ar	10 58am	3 45pm	7 05pm	5 40am
Pt. Huron, Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac, Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit, Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.

Trains Leave	*No. 81	†No. 11	†No. 13
Lv. Detroit, Ar	10 45pm	6 50am	10 50am
G'd Rapids, Lv	7 05am	1 00pm	5 10pm
G'd Haven, Ar	8 25am	2 10pm	6 15pm
Mil'kee Str			
Chicago Str.			

*Daily. †Daily except Sunday.

Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.

Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:45 p. m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.

Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent,
23 Monroe Street.

Grand Rapids & Indiana.

Schedule in effect November 20, 1892.

TRAINS GOING NORTH.

Arrive from Leave going		South.		North.	
For Cadillac and Saginaw	6:45 a. m.	7:20 a. m.			
For Traverse City & Mackinaw	9:00 a. m.	1:10 p. m.			
For Cadillac and Saginaw	2:20 p. m.	4:15 p. m.			
For Petoskey & Mackinaw	8:10 p. m.	10:10 p. m.			
For Chicago and Kalamazoo	8:35 p. m.				
Trains arriving from south at 6:45 a. m. and 9:00 a. m. daily. Others trains daily except Sunday.					

TRAINS GOING SOUTH.

Arrive from Leave going		North.		South.	
For Cincinnati	6:30 a. m.	10:05 a. m.			
For Kalamazoo and Chicago	11:50 a. m.	2:00 p. m.			
For Fort Wayne and the East	5:15 p. m.	6:00 p. m.			
For Cincinnati	11:00 p. m.	11:30 p. m.			
For Kalamazoo & Chicago	11:00 p. m.	11:00 p. m.			
From Saginaw	11:30 a. m.				
From Saginaw	11:00 p. m.				
Trains leaving south at 6:00 p. m. and 11:20 p. m. runs daily. All other trains daily except Sunday.					

SLEEPING & PARLOR CAR SERVICE.

NORTH 1:10 p. m. train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:10 p. m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a. m. train—Parlor chair car Grand Rapids to Cincinnati.
10:05 a. m. train—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p. m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p. m. train—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.

Lv. Grand Rapids	10:05 a. m.	2:00 p. m.	11:20 p. m.
Arr. Chicago	3:55 p. m.	9:00 p. m.	6:50 a. m.
10:05 a. m. train through Wagner Parlor Car.			
11:20 p. m. train daily, through Wagner Sleeping Car.			
Lv. Chicago	7:45 a. m.	3:10 p. m.	11:45 p. m.
Arr. Grand Rapids	2:20 p. m.	8:35 p. m.	6:45 a. m.
3:10 p. m. through Wagner Parlor Car. 11:45 p. m. train daily, through Wagner Sleeping Car.			

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive
6:55 a. m.	10:00 a. m.
11:35 a. m.	4:40 p. m.
5:30 p. m.	9:05 p. m.

Sunday train leaves for Muskegon at 9:05 a. m., arriving at 10:20 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:45 p. m.

Through tickets and full information can be had by calling upon A. Almquist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

CHICAGO NOV. 20, 1892.
AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. GR'D RAPIDS	8:50am	1:25pm	*11:35pm
Ar. CHICAGO	3:55pm	6:45pm	*7:05am

RETURNING FROM CHICAGO.

Lv. CHICAGO	9:00am	5:25pm	*11:15pm
Ar. GR'D RAPIDS	3:55pm	10:45pm	*7:05am

TO AND FROM BENTON HARBOR, AND ST. JOSEPH

Lv. G. R.	8:50am	1:25pm	*11:35pm
Ar. G. R.	*6:10am	3:55pm	10:45pm

TO AND FROM MUSKEGON.

Lv. G. R.	8:50am	1:25pm	5:35pm	8:45pm
Ar. G. R.	10:45am	3:55pm	5:25pm	5:25pm

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R.	7:30am	5:35pm
Ar. Manistee	12:15pm	10:20pm
Ar. Traverse City	12:35pm	10:50pm

Ar. Charlevoix 3:55pm
Ar. Petoskey 3:30pm

Ar. from Petoskey, etc., 10:00 p. m.; from Traverse City 11:50 a. m., 10:00 p. m.

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 p. m., leave Chicago 5:25 p. m.

Wagner Sleepers—Leave Grand Rapids *11:35 p. m.; leave Chicago *11:15 p. m.

Free Chair Car for Manistee 5:35 p. m.
*Every day. Other trains week days only.

DETROIT, NOV. 20, 1892.
LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. G. R.	7:10am	*1:25pm	5:40pm
Ar. DET.	11:30am	*5:25pm	10:35pm

RETURNING FROM DETROIT.

Lv. DET.	7:50am	*1:35pm	6:10pm
Ar. G. R.	12:55pm	*5:25pm	10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R.	7:20am	4:15pm	Ar. G. R. 11:50am	11:00pm
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TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids	7:10am	1:25pm	5:40pm
Ar. from Lowell	12:55pm	5:25pm	

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.

*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

Toledo, Ann Arbor & Northern Michigan Railway.

In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee offers a route making the best time between Grand Rapids and Toledo.

VIA D., L. & N.

Lv. Grand Rapids at	7:15 a. m.	and 1:00 p. m.
Ar. Toledo at	12:55 p. m.	and 10:20 p. m.

VIA D., G. H. & M.

Lv. Grand Rapids at	6:50 a. m.	and 3:25 p. m.
Ar. Toledo at	12:55 p. m.	and 10:20 p. m.

Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

Grand Rapids Retail Grocers' Association.
President, A. J. Elliott; Secretary, E. A. Stowe.
Official Organ—MICHIGAN TRADESMAN.

Jackson Grocers' Union
President, D. S. Fleming; Sec'y, N. H. Branch.

The Jackson Grocers' Union.

At the regular meeting of the Jackson Grocers' Union, held Jan. 12, the Secretary being absent, E. W. Swick was elected Secretary *pro. tem.* The minutes of the last meeting were read and approved. One new grocer was elected to membership.

The business report of the Superintendent of the Bureau of Collection and Information was read, accepted and ordered placed on file.

A communication was read from Burnham & Williams, of Nashville, Tenn., in regard to our stand towards the cracker trust. The Secretary was instructed to answer the communication.

The following committees were appointed to visit the different business houses of the city, in accordance with resolutions passed at the last meeting.

Millers—E. W. Swick, J. F. Helmer, R. G. Ward.

Jobbers—B. S. Mosher, E. K. Buskirk, P. Casey, Bakers—C. J. Hill, L. Pelton, P. W. Haefner, New Members—F. Cummings, W. H. Porter, J. H. Jones.

The question for debate at the next meeting is, "Is it a good business principle to quote prices in newspaper advertising? Does general newspaper advertising pay?" E. D. Hamilton, affirmative, E. K. Buskirk, negative.

E. W. Swick, Sec'y *pro tem.*

IS PERPETUAL MOTION POSSIBLE?
From the Scientific American

The reply to this question depends entirely upon the limitations put upon the term "perpetual motion." If we understand these words to mean a machine that would start itself, furnish power for doing work, and continue to operate so long as required, or until worn out, without the assistance of any external agency, we may say with the utmost confidence, perpetual motion is impossible. If, on the other hand, we define perpetual motion as a machine dependent for its action upon the variability of one or more of the forces of nature, we may say perpetual motion is possible. The thermal motor, in which expansion and contraction are produced by natural changes of temperature, is an example of a motor of this kind. In this machine the changes in volume in a body are made to store energy to be used in continuous regular work. A perpetual clock has been made on this principle. Sun motors of various forms have been devised, which might be used in connection with storage mechanism for furnishing power continuously. A sun motor of sufficient size with a suitable storage system could furnish power the year round in almost any part of the world; success being a question of hours of sunshine and capacities of motor and storage system. Of course, what is said with regard to the sun motor applies with equal force to water wheels, windmills, tide and wave motors. Without doubt, all of these prime movers will come more and more into use as time advances and storage systems are perfected. Still they do not satisfy the seeker for the ideal perpetual motion. This should fill the conditions first mentioned; but, as we have already said, this is an impossibility.

The first and strongest reason for making this positive assertion in regard to the ideal perpetual motion is found in the fact that never in the history of man has he been able to make a single atom of matter, or create the smallest fraction of a unit of energy. All the works of man, of whatever name or nature, have been constructed of materials already in existence, and all the work done by man and his machinery has been accomplished by using current natural forces, such as the gravitation of water, the power of the wind, and the heat energy of the sun, or the stored energy of coal and other fuels or of chemicals. Having the command of some of nature's forces, inventors have sought to circumvent nature's laws, so as to make water "run up hill," to cause masses of matter to act alternately in accordance with and in opposition to the laws of gravitation; in short, to deprive matter of gravity while ascending. Among perpetual motion devices of this class proposed and tried, is the one having weights arranged on a

wheel in such a way as to fall outwardly and increase the leverage on one side of the wheel, while they fold in and diminish the leverage on the opposite side of the wheel. This machine, it is needless to say, has never moved on its own account, although it has become classic. In this device, the superior number of weights on the side where the leverage is least, exactly balances the weights at the end of the extended arms. This is true of all the modifications of this type of machine.

A favorite device of the perpetual motion inventor is that of weights arranged around the periphery of the wheel and counterbalanced on springs, on which gravity has no effect. Such weights being balanced are supposed to be capable of being moved upwardly in opposition to gravity without the expenditure of much power. After having been elevated, the weight, while maintaining its position relative to the wheel, descends, causing the rotation of the wheel. After it has done its work the weight must be restored to its original position before the operation can be repeated, and here comes the rub. Many very ingenious plans have been tried to accomplish this, but the result has always been a perfect balance.

In another device the attempt is made to utilize the Archimedean screw to elevate water to be used for driving itself. The inventors in this case fail to notice that although the water is running down an incline in the screw, this incline is always being elevated, so that the water must be actually carried up an inclined plane by a force as great as it would exert if allowed to descend through the same distance. In all these cases friction is left out of the question. Capillarity has been tried as a means of elevating a liquid to be used as a motive agent, but in this case as in all others, the defeating element is present—the surface tension of the liquid prevents detaching the liquid from the upper end of the capillary conductor.

It seems strange that in these days the proposition should be made to run an electric motor with a current from a dynamo, and to operate the dynamo from the power derived from the electric motor; yet, absurd as this proposition is, it has often been broached in good faith. A mere superficial examination of this subject shows that the losses incurred in transforming the current into motive power, and *vice versa*, are such as to defeat any attempts of this kind.

The permanent magnet appears to have suggested itself to many as a possible solution of the problem, and experimenters have searched the world over to find an insulator of magnetism to act as a cut-off for releasing the armature after it has been drawn toward the magnet; but no such material has been found. Nature, in this case as in all others, refuses to yield energy without its full equivalent of energy in some other form and the law of the conservation of energy is found to hold good.

We have mentioned but a few of the multitude of devices constructed with the hope, not to say expectation, of producing a self-moving machine by utilizing nature's constant and unvarying forces. Although the efforts of inventors in this direction have been barren of results of the kind aimed at, yet their labor has not been fruitless; many experimenters who consider actual trial better than any amount of study or calculation have learned that "knowledge comes of experience," and by discovering the fallacy of the ideal perpetual motion, they have been led to consider more practical subjects, making inventions which have proved beneficial to the world and profitable to themselves. If the inventor of machines intended to be self-moving will not accede to Newton's statement that "action and re-action are equal and opposite" (third law of motion) and that there is a perfect and wonderful balance in the forces of nature, let him thoroughly acquaint himself with the principles of physics, and he will ere long be able to say with certainty just how the balance will occur in any and every perpetual motion machine of the ideal kind, and admit that he has not the power of creating energy.

P. STEKETE & SONS

HAVE RECEIVED

A full line of Hamilton, Pacific, Simpson's Garner, Manchester and Allens Prints, also A F C Toile du Nord, Dresden, Bates and Amoskeag wash dress gingham and satines. A fresh new line of white goods, Nainsooks in checks and stripes and Victoria lawns.

Embroidery from 1½c per yd. to 50c

Mail orders receive prompt attention.

"Bubble, Bubble, Toil and Trouble."

Sung the Witch's Kettle, but no trouble boils out of our Tea Kettles. Comfort, peace and happiness you read in the steam pouring out of the favorites.

Tea Kettles In COPPER
In BRASS
In NICKEL
In TIN



TEA POTS.

Earthen, Granite, Tin, Plain Enamel, Decorated Enamel, Plain Nickel, Decorated Nickel, Individual Tea Pots, Enameled Soup Ladles.

As our friend Wanamaker would say, passing along the aisles of our House Furnishing Department, "your eyes are dazzled by the lambent light reflected from the polished sides of glistening tea kettles, scintillating like diamonds in the splendor of their luster." Our magnificent line of Tea Pots, rivalling the grandeur of Solomon. Our Enameled Ladles, like rays of glorious moonlight. In waves of beautiful silver lie our Pickle Forks, Sugar Spoons and Carving Knives. Words fail, comprehension is exhausted, imagination reaches its limit when we try to describe even a tenth part of the immensity of our display.

FOSTER-STEVENS

& CO.
MONROE ST.

BARCUS BROS.,
MANUFACTURERS OF CIRCULAR



Equalled by few and excelled by none. All our saws are made of the best steel by the most skillful workmen, and all saws warranted. Burnt saws made good as new for one-fourth the list price of new saws. All kinds of

Saw Repairing

Done as cheap as can be done consistent with good work. Lumber saws fitted up ready for use without extra charge. No charge for boxing or drayage. Write for prices and discounts.

MUSKEGON, - MICHIGAN

Spring & Company,

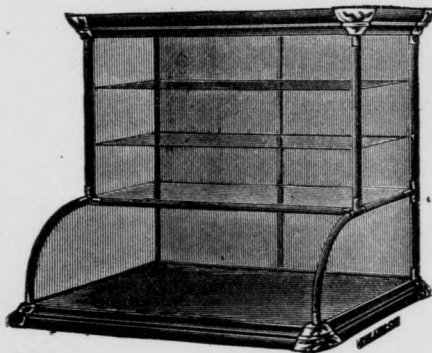
IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well assorted stock at lowest market prices.

Spring & Company.

Heyman & Company,



Manufacturers of

Show Cases

Of Every Description.

First-Class Work Only.

WRITE FOR PRICES.

63 and 65 Canal St., - GRAND RAPIDS

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE

Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St., Grand Rapids.

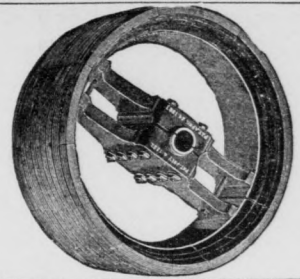
DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

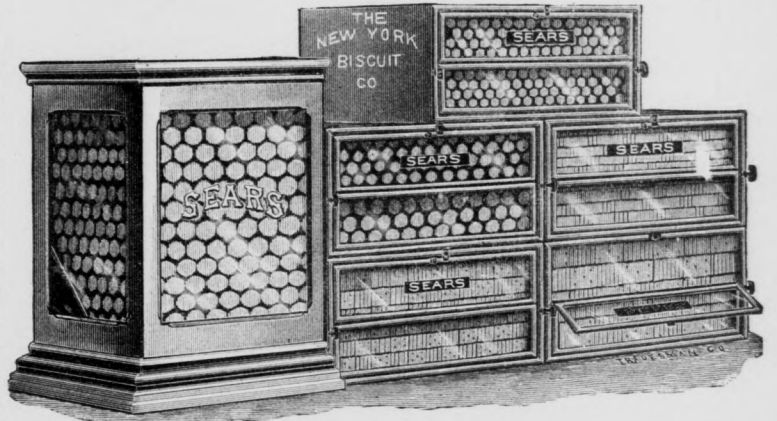
HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.



Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They will save enough goods from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

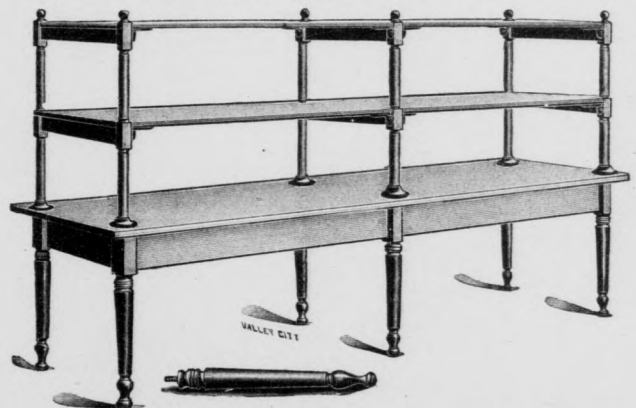
CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,
S. A. Sears, Mgr. GRAND RAPIDS.

CHOCOLATE COOLER CO.,
Manufacturers of



Combination Store Tables and Shelving.

The most complete knock down tables and shelving ever offered to the trade. The salient features are uniformity of construction, combining strength and neatness, economy of room, convenience in shipping and setting up. It will be to your best interest to correspond with us. Prices reasonable. When in the city call at the office and see sample.

Office 315 Michigan Trust Building. Factory 42 Mill St.

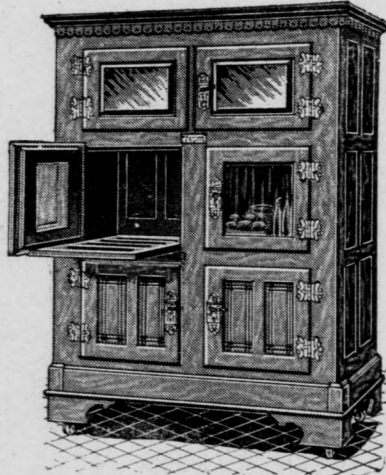
THE LEONARD Cleanable Cold Dry Air Refrigerators.

Handsome New Styles for the season of 1893 fully illustrated in our No. 110 Spring Catalogue.

DEALERS, If there is no agency in your town for this celebrated line of Refrigerators, write us for our No. 110 catalogue and discounts and we will give you the **EXCLUSIVE AGENCY** for the two best lines of Refrigerators made, the

Leonard Cleanable Excelsior

Antique Ash
Real Bronze Trimmings
Rich Carvings
Leonard Locks
Metalic Ice Rack
Charcoal Filled
Wool Felt Lined
Zinc Inside
Removable Flues
Self-retaining Casters
Solid Iron Shelves
Improved Trap



STYLE OF NO. 61 GROCERS' REFRIGERATOR.

Leonard Cleanable Challenge

Antique Ash
Plain Finish
Tripple Walled
Charcoal Filled
Leonard Locks
Removable Flues
Improved Trap
Zinc Lined
Solid Iron Shelves
Self-retaining Casters

Now is your time to get the agency for Refrigerators and all other summer goods. Don't place your orders for Gasoline Stoves, Children's Carriages, Ice Cream Freezers, Hammocks, Velocipedes, Tricycles, Express Wagons, Lawn Mowers or any other summer goods until you have seen our No. 110 Catalogue, which will be mailed to you by dropping us a postal.



STYLE OF NO. 75 OPEN.

WHY The Leonard Refrigerator

Is Easier Kept Clean than any other make.

All Refrigerators having the improved internal circulation of dry cold air for ventilation must have flues through which the warmest air in the provision chamber ascends to the ice box. This air contains particles of various kinds of foods below which lodge on the inside of the flues and there decay and render the refrigerator unfit for a second seasons use. This difficulty is avoided in the Leonard Cleanable by making one wall of each flue removable, so that every part can be cleaned.

Write for our new prices and discounts.



STYLE OF CLEANING NO. 75.

H. LEONARD & SONS,

134 to 140 E. Fulton St., Grand Rapids.