

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

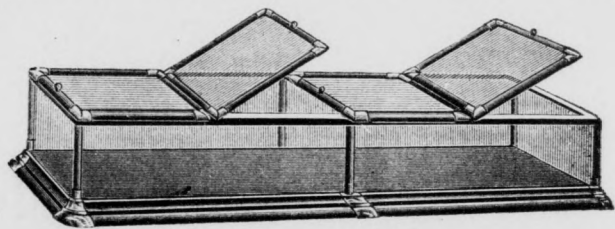
VOL. 10.

GRAND RAPIDS, FEBRUARY 15, 1893.

NO. 491

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

63 and 65 Canal St., Grand Rapids, Mich.

WRITE FOR PRICES.

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 CAME 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.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

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.

STUDLEY & BARCLAY,

4 Monroe St.,
GRAND RAPIDS, MICH.

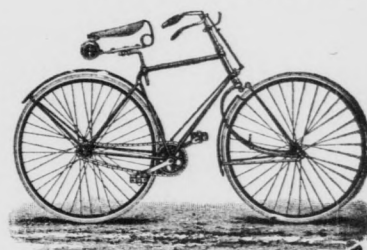
Our Motto: "New Styles."

We Lead in Reduced Prices.

WE CARRY a full line of all patterns of Ladies' and Gents' Bicycles, and can supply at once upon receipt of order.

We are agents for the Victor, Columbia, Clipper, Western Wheel Works, and other lines, and live agents are wanted in every town.

A full line of sundries. Our price list will be out early in January, 1893. Wait for us; or, if you cannot, then write and get our prices before you order. Our prices will be as low as the lowest.



See Quotations.



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. LAMOREAUX CO.,

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

Drops?

Who Sells

Cough

Star

Red

Every Druggist,
Every Grocer,
Every Confectioner
Manufactured by

who wants to handle the best goods for the least money.

A. E. BROOKS & CO.,

46 Ottawa St., Grand Rapids, Mich.



TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

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.

THE PUTNAM CANDY CO.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS.

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.

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.

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.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 15, 1893.

NO. 491

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. Telephone 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.
- (Sizes 9 to 13 1/4)

\$1 Per Pair Net.

HIRTH, KRAUSE & CO.,
GRAND RAPIDS AGENTS.

Geo. H. Reeder & Co.,
JOBBER OF:

Boots and Shoes,
Felt Boots and Alaska Socks.



158 & 160 Fulton St., Grand Rapids.

Do You want a Typewriter?

IF SO, WHY NOT
BUY THE BEST?



The **BARLOCK** machine embodies many desirable features found in no other typewriter. Circulars sent on application.

TRADESMAN COMPANY,

State Agents,
GRAND RAPIDS, MICH.

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.

THE MERCANTILE AGENCY
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. BUILD 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.

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF S&P PAIRS PER 100.

	IC	IX
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.

THE MISTAKE OF CAPT. BARTON.

Captain William Barton, of the ship *Kingfisher*, had but one great fault—a violent temper.

His young wife Mabel, who had accompanied him for a voyage to Java, often begged him to control himself, declaring that such a temper would yet lead him to the perpetration of some deed he would bitterly repent of.

Not that he was ever otherwise than kind and gentle to her. It was against his men that he sometimes became enraged. They all liked him, notwithstanding; for, except when they made some blunder, he treated them like brothers. They also liked and respected his good wife—a beautiful brunette of twenty. The health of this young woman was perfect, and she was as strong and active as a deer. Having been brought up near the water, she could handle an oar with surprising skill, and her husband had been heard to say that she was an expert swimmer. He was a sturdy, broad-shouldered fellow, with an arm like a blacksmith's, a ruddy cheek and a clear eye. His wife loved him deeply, and whenever she saw him angry with his men, she would hover about him, endeavoring to soothe him.

Her own brother, Jack Wilton, a youth of seventeen, was cabin-boy.

His relation to Mabel, however, did not prevent his sometimes being the object of the captain's wrath.

One evening, on an occasion when Jack was slightly ill, he stumbled against a bucket full of tar, spilling the latter all over the deck.

"Confound you, youngster!" roared the skipper. "I'll make you stand the lookout four hours to-night for your awkwardness."

Mrs. Barton pleaded with him. She had sat up most all of the previous night nursing her brother, and she was sure he had not slept ten minutes during that time. It would, therefore, be cruel to make the poor boy, who was not yet quite well, remain awake so long.

But, although susceptible to his wife's influence, there were times when she could not move him. He now resisted all her appeals, and at dark made little Jack get into the long-boat and there seat himself, to keep a lookout.

"And mind that you keep a good one!" said he. "Don't let me catch you dozing!"

"Have you put Jack on the lookout?" enquired his wife, when he joined her in the cabin.

"Yes."

"Cruel!" she cried, pouting, the tears shining in her eyes.

"What! You are not angry with me?" he said.

He put his arm around her lithe waist, drew her to him and kissed her.

"Bluebeard!" said she. "I ought to pull your hair!"

She nestled in his arms, coaxed him and pleaded with him about Jack, but in vain.

Then she became very still and thoughtful. All at once a singular expression

flashed in her dark eyes. She half started, rolled round in his arms like a ball, but said not a word.

A few minutes later, the captain retired to his apartment adjoining that of his wife. He soon fell asleep, but awoke three hours later, and went on deck.

It was a dark night, and the wind was blowing almost a gale. The captain looked leeward, but through the gloom he could see nothing of an island the ship had been approaching when he went below. On making enquiries of the officer of the deck, however, he learned that the island—one of the Feejee group—bore about a mile off the lee quarter.

He now walked toward the long-boat, in which he had stationed Jack Wilton to keep a lookout.

"If I find him vigilant and wakeful, I will let him have his watch below!" he muttered, gently, the dark pleading eyes of his wife haunting his mind. "Halloa! He is asleep!" added the skipper as he approached the form seated in the boat.

In fact, the head of the "lookout" was bowed, and the deep breathing that saluted the captain was indicative of profound slumber.

Barton's quick temper was at once aroused. He sprang toward the dimly revealed form in the boat, climbed into the vessel, and rushed at the sleeper, intending to seize him by the shoulder, and give him a merciless shaking. But at that moment the ship plunged heavily and, in his haste, the captain caught his foot against the boat-mast, rolling it half out of the craft, and falling almost prostrate in the boat. As he fell, his outstretched hand struck violently against the back of the slumberer who, thus pushed over the gunwale, struck against the mast, which at once dropped into the sea. The young lookout went with it, pitching headforemost into the dark waters.

"Man overboard!" shrieked the captain, in dismay, as he staggered to his feet. "Lively there, back the mainyard and down with the boat!" he added, leaping to the deck.

But, just then, a loud, buzzing noise was heard. Struck by a sudden, terrific gale, the ship went over on her beam-ends and tore through the waters, with the spray sweeping her fore and aft. An attempt was made to lower the boat, but it was dashed to fragments against the ship's side.

The wind blew great guns. It shrieked like a hyena in the quivering shrouds, and the roaring sea became white with whirling foam and spray.

No boat could be lowered now.

"Lost! The boy is lost!" groaned the captain. "What will she say, when she hears of it, that I pushed her brother overboard?"

He had not the courage to tell her. Hours passed, and he walked the deck like a madman. By this time the storm had abated. For a few minutes the moon shone; then it was hidden by clouds, and darkness again fell.

"I cannot tell Mabel—I cannot wake her yet! She will learn the dreadful

truth soon enough!" muttered the wretched man.

Not long after, the dim light of coming dawn struggled through the gloom. A solemn look rested on the faces of the sailors. Every eye was turned toward the miserable captain.

All at once, from the steerage, emerged a slender youth.

The captain stared aghast.

Then he started back with a terrible cry. *It was Jack Wilton he saw—the cabin-boy whom he thought he had pushed overboard on the previous night.*

He rushed up to the boy and caught him by the arm, while the astonished seamen all came swarming aft.

"What does this mean? Speak! Speak!" he gasped. "I pushed you out of the long-boat into the sea, and here—"

"What? Oh, Mr. Barton! What?" interrupted the youth, turning as pale as death. "You don't mean—"

"Speak out! Speak out, I tell you!" roared the skipper, trembling in every limb. "I say I thought I pushed you overboard. You were asleep, as I thought, there on the lookout, and—"

"I—I—" stammered the youth. "No, it was not I. *My sister came and said she would take my place!* She insisted, and, putting on my hat and cloak, so that no person might guess it was she, she sat down in the boat and sent me below to sleep. You said you pushed her into the sea, but, of course, you are jesting. You do not mean it."

"What have I done?" screamed the miserable man, almost frantic. "I see, now! It was *my own wife* I pushed overboard!"

He leaned against the rail for support. He wrung his hands and tore his hair.

"But she is not lost! No, no!" he shrieked, almost beside himself. "Mabel, Mabel, come back to me!" he added, in a plaintive, despairing voice, stretching out his hands over the wild waters.

"He is going mad," said the mate.

But at length the captain became calmer, although his face was as ghastly as that of the dead. He wore ship and retraced his course toward the island. When within a mile of it, he ordered a boat lowered.

He had it manned and was pulled to the beach.

A group of wild islanders stood there.

"I want my wife!" cried the captain.

"Wife? What mean?" inquired one of the savages, who could speak a little English.

"She fell overboard last night, but she was a good swimmer, and I think she must have reached the beach," said the skipper, confidently.

But the native shook his head.

"She is here! I am sure of it!" insisted the captain.

"Mad! Mad!" muttered the mate, who had accompanied him.

All that day the skipper searched about the island for his wife, but no sign of her could be found.

The moment he reached the ship, Barton was taken down with a raging fever.

For many days he lay in a delirium. When he recovered, he was a mere wreck of his former self; but his mind had recovered from the shock it had received.

He could now talk in a rational manner about his wife.

"She is lost! Lost! But I will soon join her," he said, mournfully. "I am not long for this world."

His conscience gave him no rest. *His hand it was that had sent her into the dark waters!* True, it was an accident; but it was his violent temper that had caused it.

In due time the ship reached Java, the port of her destination.

The vessel was not long anchored, when the skipper went below and took from a pantry some prussic acid, with which he intended to put an end to his wretched life.

He mixed the poison in a cup, and was about raising it to his lips, when a light, beautiful form descended the companion-steps. He turned, still holding the cup, to behold a most unexpected vision.

For a moment he stared wildly, as if looking at a ghost.

It was his wife—his own beautiful wife—he saw before him.

A wild cry escaped him, and the two rushed into each others' arms.

Then from the deck there rose a cheer that made the vessel shake from keel to keelson and seemed to split the very skies.

The crew had seen Mrs. Barton when she came aboard from a shore boat and were now expressing the wild joy that thrilled them all.

Explanations were soon made by the happy wife.

The moment she struck the water on that night when she fell overboard, she had waked, and, instinctively throwing out her arms, she had clutched the boat-mast, which had fallen with her.

To this mast she clung.

Her skill as a swimmer assisted her in keeping her position.

She was carried past the island. By that time the storm had subsided and the moon shone. Ahead of her, approaching, she beheld a small schooner. It passed so near her that, by shouting, she attracted the attention of the crew. A boat was lowered, and she was picked up, half senseless. As soon as she could speak, she told her story. But she could not make herself understood by the wild crew, who were natives of some neighboring island and did not understand a word of English. They were evidently traders in cocoanut oil, and were bound to some port not far distant. At dawn she looked about her, but, owing, probably, to an intervening headland, she could not see her husband's ship.

The schooner kept on, and in a few days arrived at Rennell's Island.

There, to Mrs. Barton's joy, she found a small steamer bound for Java.

She took passage aboard of it, and thus arrived at this port forty-eight hours before her husband.

A happy day for the captain!

For Jack Wilton, too, who again and again embraced his noble sister.

From that hour Barton was never known to give way to a hasty temper.

RUFUS HALE.

Energetic solicitor wanted to fill agency position, representing the Mutual Benefit Life Insurance Co., of Newark, N. J. Good territory. Commission and renewal contract. Excellent opening for business man or traveler. Address, confidentially, H. R. Whitman, Supt. Michigan Agencies, Grand Rapids.

Borrow trouble, if you feel that you must have it, but don't unload it on your friends.

OUR SPRING LINE is moving fast, 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. **William Connor** will be at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, March 2d and 3d. Customers who meet him there are allowed expenses.

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.

HENRY S. ROBINSON.

RICHARD G. ELLIOTT.

H·S·ROBINSON AND COMPANY

Manufacturers and Wholesale Dealers in

BOOTS, SHOES and RUBBERS

99, 101, 103, 105 Jefferson Ave.,

Detroit, Mich.

State Agents for the Candee Rubber Co.

1893

WHEELS!

1893

Agents Wanted

In unoccupied territory for

RAMBLERS, NIAGARA, ROCHESTER, ARIEL, FOWLER, RALEIGH, AM. SANSPARIEL, STEARNS, NEW MAIL, ECLIPSE, WESTERN WHEEL WORKS, FEATHERSTONE.



Best Goods

Best Styles

Best Prices

Prompt deliveries,
Catalogue on application.

PERKINS & RICHMOND, 101 Ottawa St., Grand Rapids, Mich.

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

SUPPLANTS BAKING POWDER

Fosfon Chemical Co., Detroit, Michigan.

SOLD BY ALL RELIABLE GROCERS.

Beware of Infants.

Written for THE TRADESMAN.

"Beware of the vidders," was the immortal Sam Weller's solemn injunction, but the retailers of Michigan have no occasion to lie awake nights on account of this sober warning—they are abundantly able to protect themselves from the bewitching allurements of the "vidders."

"Beware of infants," sounds better as a "croak" than the other, and it is certainly of more practical value to a retailer of vinegar and bologna sausage, for such an individual has no time for "mashing" and flirting, even if he possessed the inclination.

I don't mean the toothless, baldheaded little variety of infants; they are entirely harmless, if they are somewhat expensive—that is, if they are healthy and not too numerous. I mean the big kind who go about with an embryo mustache on their upper lips and look like men. They look like men, but they are not men; they are only infants, and, if you do business with them, you may slip up in your calculations. A male infant is not a man until he is twenty-one years old; and yet the rule of law is that an infant becomes of age at the beginning of the day before his twenty-first birthday. This rule is not founded on reason, but on ancient authority and constant use.

If you contract with an infant, except for necessities, it is his blessed privilege to slip out of it and leave you in the lurch when he reaches his majority, if he be so inclined. And he may even dodge payment for necessities, if they were not strictly such and appropriate and suitable to his person, station and means. The law makes this grand exception, not for your benefit, but for that of the infant. Were it not for this exception, you see, the poor infant might starve or freeze to death.

It is impossible to draw an exact line in this matter and the courts have never attempted to do so. The retailer, therefore, must take more or less chances in furnishing an infant with "necessaries." To hold a major responsible for goods furnished him during his minority, there must be, substantially, if not in form, a new promise. A mere acknowledgment that the debt exists will not do; it must be such a recognition of the debt as may fairly be understood, by the creditor, as expressive of the intention to pay it, for that would be a promise by implication.

If you sell an infant property, any unequivocal act of ownership after majority, as selling it, for example, is a confirmation of the purchase. If he should buy a horse and give his note for it, and, after he is of age, the seller should put the note in suit, the owner may return the horse and refuse to pay the note; but, if keep the horse, it will be considered a confirmation of the note. How would you like to sell a horse to a big lusty infant with a wife and two children, and take his note in payment, and then, after reaching his majority, and after having sported with the horse around the country for six months or more, have him bring the horse back to you and coolly inform you that he "had concluded not to pay the note"?

But, if he should keep the article, he cannot avoid the note. In a case where an infant purchased a potash kettle and gave his note for the price, it being agreed by the parties that he might try the kettle and return it if it did not suit

him, and the seller, after the infant came of age, requested him to return the kettle if he did not intend to keep it, but he retained and used it a month or two afterwards, the court held that this was a sufficient ratification of the contract, and that an action might be sustained on the note. If you take his note, even for necessities, he is not bound by it as a note; and, if you loan him money to be expended for necessities and take his note, the debt, or the note, has been held, at law, to be voidable by him.

If you sell an infant anything and he pays you the money for it, I would not advise you to squander the money, for, when he comes of age, he may bring the thing back and demand a return of his money, and you would be obliged to return it. This is called "the baby act," and it is the infant's pleasure to play it whenever he feels so inclined. But he cannot avoid a contract and retain any benefit from it; he cannot retain any portion of that for which he paid his money and demand the return of his money at the same time.

If your infant clerk has contracted to work for you a certain period, and he should rescind his contract and leave you before his time expires, he can make you pay him for what he has done. If you give your note to an infant, or make any sort of a mercantile contract with him, you must abide by it, unless the infant should elect to disavow it after coming of age. Of course, if the naughty infant should lie to you and lead you to believe that he is of age, it is fraud, and fraud will dissolve any contract.

If you sell strictly necessities to an infant, he is not only liable for their value himself, but the infant's father is also liable for their value if he should refuse to supply them himself.

If you, your clerk, or your agent should sell or give away any cigar, cigarette, cheroot, chewing or smoking tobacco, or tobacco in any form whatsoever, to any infant under seventeen years of age, unless upon the written order of the parent or guardian of said minor, the statutes of our State say you are guilty of a misdemeanor, and, upon conviction thereof, provide a punishment for you.

If you are a dealer in secondhand goods, these same statutes say you are guilty of a misdemeanor if you purchase, either directly or indirectly, or by your agent or clerk, any goods, thing, article or articles, from any minor under the age of sixteen years, without the written consent of the parent or guardian of any such minor, and liable, upon conviction thereof, to fine and imprisonment.

In England and in some of the States, the statutes provide that the confirmation of a debt by an infant, on reaching his majority, must be in writing. This would be the better and safer way everywhere, statute or no statute, and, in closing this paper, I will append a form which will answer every purpose:

I, E. A. Owen, having promised Admiral Dew-drop [here describe the promise, whether by a note or verbally, for goods bought, or the like, briefly, but so that there may be no mistake about it], and, at the time of making said promise, I was a minor, within the age of twenty-one years, now, in consideration of said promise, do hereby confirm and acknowledge the same, and promise a full performance and execution thereof.

E. A. OWEN.

Use Tradesman or Superior Coupons.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists, GRAND RAPIDS**FREE CRAYON PORTRAITS.**

No premium ever offered draws trade equal to this plan.

IT MAKES EVERY SALE CASH AND INCREASES YOUR BUSINESS.

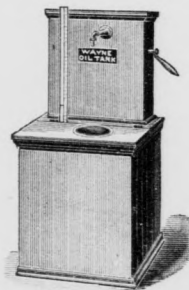
It commands the trade, and delights your patrons.

IT COSTS YOU NOTHING to adopt this plan. Write for full information.

Are you handling portraits as premiums? Please allow me to submit a sample portrait and frame and be convinced

I HAVE THE BEST.

A. WALTER, 358 Dearborn St., Chicago, Ill.



First Floor Tank and Pump.

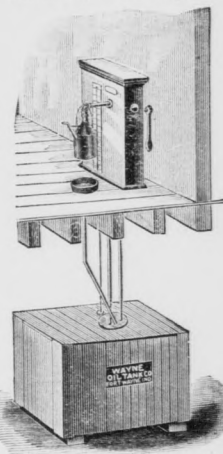
The Wayne Self-Measuring Oil Tank.

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

Manufactured by the

WAYNE OIL TANK CO.,
FORT WAYNE, IND.

Cellar Tank and Pump.

**NO****FAUCETS
FUNNELS
MEASURES
DIRTY FLOORS
BAD ODOR****REMEMBER OUR GOODS ARE FULLY GUARANTEED FOR THREE YEARS AND WITH CAREFUL USAGE WILL LAST A LIFE TIME.****NET PRICE LIST.****First floor Tanks and Pumps.**

1 bbl.....	\$13 00
2 bbl.....	15 00
3 bbl.....	18 00
4 bbl.....	22 00
5 bbl.....	27 00

Cellar Tanks and Pumps.

1 bbl.....	\$14 00
2 bbl.....	17 00
3 bbl.....	21 00
4 bbl.....	25 00
5 bbl.....	30 00
Pump without tank....	9 00

Compare our prices. Order now and save agents' commission.Why have the sales in-
ing the pastincreased 25 per cent. dur-
year on**Silver Soap**

Manufactured by

THE THOMPSON & CHUTE SOAP CO.,
TOLEDO, OHIO.**FIRST.**—High Grade of Quality! **SECOND.**—Its moderate Cost! **THIRD.**—The Successful Line of Advertising Matter given every Merchant who handles it! Send your order to any Wholesale Grocer or direct to the factory for prompt shipment.

AMONG THE TRADE.

AROUND THE STATE.

Saranac—R. K. Finch has opened a meat market.

Solon Township—W. J. Barnum succeeds S. Stark in general trade.

White—S. W. Tompkins succeeds Julius Rainey in general trade.

Clare—C. Whitney is succeeded by C. A. Buell in the grocery business.

Holly—L. S. Algeo succeeds Algeo & Hovey in the wind mill business.

Palo—C. Reimer has closed his market and retired from the meat business.

Clare—Ed. Whitney is succeeded by Buel & Son in the grocery business.

Britton—W. R. Osgood succeeds Osgood Bros. in the feed mill business.

Petersburg—E. Grove succeeds Geo. W. Graham in the furniture business.

North Branch—Schell Bros. succeed Schell Bros. & Castle in general trade.

Lansing—Dunham & Price succeeds Price & Smith in the hardware business.

Saginaw—Herman Elwert succeeds Boehlke & Elwert in the paint business.

Benton Harbor—J. C. Russell succeeds Russell & Hall in the grocery business.

Battle Creek—W. A. Green succeeds W. H. Green & Son in the meat business.

Detroit—John N. Graham succeeds C. C. Rolls as proprietor of the Rolls pharmacy.

Mancelona—J. D. Lewis succeeds L. W. Stewart in the dry goods and clothing business.

Brown City—John Shearsmith succeeds Rice & Mapes in the hardware business.

Union City—A. R. Barrett succeeds Mrs. G. W. Ensminger in the hardware business.

Owosso—D. L. Murphey succeeds J. M. Tobin & Co. in the glass and paint business.

Jackson—W. T. Roxburg & Bro. have removed their drug business from Battle Creek to this place.

Republic—Ericson & Kittle, meat dealers, have dissolved, Albert Kittle continuing the business.

Jackson—Squire G. Moore succeeds Moore & Etchell in the women's furnishing goods business.

Allegan—W. S. Perkins has removed his crockery, glassware and bazaar stock from Alma to this place.

Saginaw—Gattley & Burr Co., installment house furnishers, are succeeded by the Gattley & Donovan Co.

Detroit—J. B. Wilkinson & Co. are succeeded by Johnson & Foster in the cigar and tobacco business.

Escanaba—Peter Olsen succeeds Olsen & Peterson in the tailoring and men's furnishing goods business.

Detroit—Hubbard & Schultz, proprietors of the Crescent pharmacy, have dissolved, H. L. Hubbard continuing the business.

Forty Saginaw traveling men have signed an application for a charter for a local council of the United Commercial Travelers.

Ionia—Long Bros. succeed Welch & Long in the meat business, Canfield & Hanigan having purchased the grocery stock only.

New Haven Centre—R. Botsford has sold his general stock to W. H. Everest, who will continue the business at the same location.

Sault Ste. Marie—Herman Prenzlaue has retired from the wholesale and retail general store firm of Prenzlaue Bros.

The business will be continued by the remaining partners under the same style.

MANUFACTURING MATTERS.

West Bay City—Theo. Hine succeeds Hine & Laderach in the sawmill and lumber business.

Azalia—W. C. Reeves succeeds Ed. L. Dunn in general trade and the charcoal manufacturing business.

Saginaw—The McClellan File Co. has dissolved, Wm. McClellan and Annie Johnson continuing the business under the same style.

Marquette—Wiley Bros., of Saginaw, are putting in 4,000,000 feet of logs twenty miles north of here. They are banking on the shore of Lake Superior.

Cheboygan—L. P. Swift has sold his interest in the lumber and sawmill business of Swift Bros. to his brother, who will continue the business under the style of H. W. Swift.

Manistee—The Stronach Lumber Co. is about the last one of the old mill firms to run a store in connection with its business, and it has decided to discontinue, and has sold its stock.

Chippewa Lake—Parker & Moore have purchased the general stock formerly owned by the Chippewa Lumber Co. Mr. Parker has moved his sawmill from its former location to this place, where he has a five years cut.

East Tawas—The French Land & Lumber Co. recently sold the basswood stumpage alone on 16,000 acres of land in Isosco county to Burrell & Co., of Little Falls, N. Y., the price being \$2 a thousand. It is estimated that there is 20,000,000 feet of basswood on the land.

Petoskey—Wm. Everett and Guy M. Harwood have formed a copartnership under the style of the Everett & Harwood Mat and Brush Co. and engaged in the manufacture of cocoa fiber and Tampico door mats under the Chattaway patents. This industry promises to be an important one for Petoskey, as it will furnish steady employment for female labor.

Manistee—Louis Sands, Geo. M. Burr, Frank Fritzlauff, Jacob Lucas, L. B. Long, Wm. Vincent and Daniel Dake have organized the Manistee Maple Flooring Co., with a capital stock of \$10,000. They have secured a twenty year lease of four acres of land near the F. & P. M. roundhouse, just outside of the city limits, and will erect a large factory building as soon as arrangements can be perfected, for the purpose of manufacturing maple flooring.

Royal Purple vs. Rags.

"You pays your money and takes your choice." Johnnie Bull prefers both. He dearly loves a contrast, and so the gulf between his royal purple and his rags must be kept as wide as pounds sterling on the one hand, and parsimonious flunkysm on the other hand, will make it.

When little Miss Alexandrina Victoria Guelph accidentally fell heir to England's throne, the Civil List, which had previously been partially beyond the control of parliament, was settled. The young queen surrendered the hereditary revenues during her life, in consideration of a yearly sum of \$1,925,000 to be devoted solely to the paying of her family expenses. When coal is dear, and butter and eggs scarce, she can draw on Johnnie's generosity to the extent of \$2,000,000, but if she overdraws this sum,

she is expected to render an itemized bill of all particulars in excess of parliament. In addition to this yearly allowance for family expenses, a further sum of \$6,000 yearly is placed at her disposal, so that, in case she wishes to grant a little pension to her High Old Rat Catcher or her Lord High Bearer of the Royal Umbrella; or, in case she might wish to make a little Christmas present to some blue-blooded poet or red-taped member of some Royal Starlet Scientific Society, she can do so without cutting down her grocery bills or letting the fire go out in the front parlor.

So much for royal purple. When it comes to rags, Johnnie holds his own with the rest of them. They are not pauper's rags which he is parading just now, but rags of hunger and rags of want. They are ragged rags on the backs of stalwart subjects of Her Majesty who demand work as a means of obtaining bread, and receive police clubs instead.

The other day a small army of these starving workmen came together in the streets of London and resolved to give their rags an airing and make a united appeal for mercy, by forming a procession and marching past the parliament buildings; but they were met at the Thames embankment by the police, and were clubbed back and dispersed. And yet, Johnnie wonders why crime is on the increase in London: *No work, no honest bread.*

"He's Workin' Now."

When will men who are "constitutionally tired" learn that a rest longed for from birth cannot be secured on a paying basis by investing a few hundred dollars in the grocery business? When a man falls out with work and gets a notion into his head that he can lay aside his working tools and luxuriate henceforth and forever without being compelled to labor, why is it that he will at once embark in the grocery business? And why is it that, although every one of these fellows, in a few short months, is forced to toss overboard his last dollar to satisfy his folly, and don the overalls once more, others will not learn to avoid such a fatal and irremediable mistake? It would seem that any man who persists in committing this foolish blunder, in this enlightened age and in utter disregard of all precedent, must entertain the idea that he will never die.

Having occasion, recently, to call upon a small grocer in the northern section of the city, I found the place vacant. I thought I would go to the store on the next corner and enquire as to his whereabouts. I found that the grocer at this place had also retired from business to ruminate on his experience. In the rear of the store was a small meat market, and in there I went for information. A small boy sat by the stove.

"Good morning, my boy. Are you the man who runs this concern?"

"Betcher life," rejoined the boy. "W'atcher want?"

"What has become of Mr. —, who kept grocery down on the next corner?"

"Who? Pete —? Oh, he's workin' now."

The boy's reply gave rise to the above thoughts.

The employees of the wholesale department of H. Leonard & Sons enjoyed a sleigh ride last Friday evening to the residence of Thos. Muir, in Paris township.

A Few Facts About Hairpins.

A woman and a hairpin are inseparable, and yet few women you meet can give any information about a hairpin except that they cannot possibly do without one.

Undoubtedly the hairpins manufactured in London have the best American patronage. Five hundred thousand dollars' worth is imported to this country each year. The majority come from England, some from France and Germany.

There are but four American factories. The largest are in Birmingham and Waterbury, Conn.; the others are in Philadelphia and Brooklyn.

Hairpins are made by machinery. There is no standard machinery for their manufacture, but each company constructs machinery of its own design. The machine are automatic and very complicated. The wire, which is first in coils, is put upon drums; as it uncoils it feeds itself to the machine, becoming straightened in the process. It then passes along until it reaches two cutters, which cut it to the required length, pointing the ends at the same time. This piece of wire now slips along an iron plate until it reaches a slot; at this point a finger reaches down and presses it through the slot in such a way that it cannot help being bent into its regular shape.

The next process is japanning. The hairpins are put in a dish and japan is poured over them. A fork is used to stir them around. In fact, they are beaten up with the japan much on the style of an egg being prepared for a cake.

The oven in which the pan goes is heated to a temperature of from 300 to 400 degrees, and the hairpins stay in fifteen minutes.

In the manufacture of the articles in the United States 300 tons of wire are consumed annually, but the business is badly prostrated by a reduction of 15 per cent. under the McKinley tariff bill, and is no longer profitable. The common hairpin of to-day has been in use about seventy-five years, but hairpins in general are of ancient origin. Those used by ancient Egyptians were seven or eight inches in length, with large gold heads.

A HEAVY AWARD.

TEA AND COFFEE FOR THE COLUMBIAN FAIR.

From the Boston Transcript.

For a Boston firm to receive the contract for supplying all the tea and coffee used on the grounds during the World's Fair is an honor, not only to the managers of the business, but to the city. In open competition with dealers from all over the country, Chase & Sanborn's goods were selected by the judges as reaching the highest excellence. A. S. Gage, of the Wellington Hotel, chairman of the committee, in awarding the contract, said the quality and uniformity of the goods, the business standing, integrity and financial ability to honestly fulfill obligations, were all taken into consideration before a decision was reached, and in all these cases this firm stood at the head. This is the largest contract ever awarded for high-grade roasted coffee, and it is estimated that the amount used will reach 700,000 pounds. While Chase & Sanborn will appear to reap the entire benefit in this flattering award, much credit is certain to be reflected on the city where their business is conducted, and also to the entire State, for such representative firms are certain to influence others and cause wider effort in keeping to a high standard.

Wayne County Savings Bank, Detroit, Mich.
\$500,000 TO INVEST IN BONDS

Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 3 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

GRAND RAPIDS GOSSIP.

Alpheus Beamer has opened a grocery store at 57 Fourth street. The Ball-Barnhart-Putman Co. furnished the stock.

H. S. Rogers has arranged to open a grocery store at Copemish. The Ball-Barnhart-Putman Co. has the order for the stock.

Spring & Company have sold the W. H. Price general stock, at Lyons, to W. S. Morse, who will continue the business at the same location.

F. J. Parker & Co. succeeds Tucker & Parker in the butter, egg, produce and commission business. The new firm will operate from 22 Brainard street.

Albert Wilson has arranged to open a grocery store at Petoskey, occupying the former location of J. L. Alger. The Lemon & Wheeler Company has the order for the stock.

Frederick Mayer recently uttered a chattel mortgage on his meat market at 354 Jefferson avenue to Swift & Company. Cornelius Oosterveer purchased the mortgage and succeeds to the business at the same location.

The price of compressed yeast at this market has been raised from 8 cents a dozen at wholesale to 15 cents per dozen. This necessitates an advance in the retail price from 1 cent to 2 cents per cake, giving the dealer 9 cents a dozen profit, instead of 4 cents, as heretofore.

D. M., P. J. and C. P. D. Wegner have formed a copartnership under the style of the Wegner House Furnishing Co. and will embark in the house furnishing goods business in the Stow & Moore block, on Pearl street, having leased both stores in that block.

At the annual meeting of the Putnam Candy Co., John W. Blodgett was elected a director, in place of Fred B. Aldrich, and Henry Idema was elected Secretary and Treasurer of the corporation. Mr. Aldrich relinquishing his official connection with the company to take up his residence in the West.

Gripsack Brigade.

John P. Osting, city salesman for the Lemon & Wheeler Company, is confined to his house by illness.

L. C. Reynolds, formerly on the road for Lambert & Lowman, but now senior member of the drug firm of L. C. Reynolds & Co., at Leslie, was married Jan. 25 to Miss Jennie Young of that place.

Eaton Rapids Herald: E. C. Pickett has secured a good position as traveling salesman for the Longman-Martinez Paint Co., and will soon move his family to Toledo, so as to be nearer his field of operations.

Harry G. McDowell died at Detroit Saturday morning as the result of pneumonia. The body was brought to this city Monday and taken Tuesday to Traverse City, where the interment was made. L. M. Mills accompanied the remains from Detroit to their final resting place.

The daily papers have given the details attending the death of Henry Burleson so minutely that THE TRADESMAN need not refer to it at length. The funeral, Sunday afternoon, was attended by about forty traveling men, and Col. Riseley did a graceful thing by placing the flag on Sweet's Hotel at half mast.

Owosso Times: After sixteen years of service as a traveling salesman, thirteen

of which were for the firm of Buhl Sons & Co., of Detroit, Cyrus Reimer has concluded to take a rest and has been granted an indefinite leave of absence. It is his intention to give his entire time to his hardware business in this city. Mr. Reimer is a wide awake business man and will keep all his competitors guessing.

At the regular meeting of Post E, Michigan Knights of the Grip, held at Sweet's Hotel Saturday evening, J. N. Bradford was appointed Sergeant-at-Arms and L. M. Mills, C. L. Lawton and Benj. Van Leuven were appointed a committee to attend the next meeting of the State Board of Directors and urge the claims of Grand Rapids as the next place of meeting. The next regular meeting of the Post will be held at Sweet's Hotel on the evening of the second Saturday in March.

Edward Pike died at the family residence, 272 Fourth avenue, last Monday as the result of pneumonia, combined with typhoid fever. Deceased had been ill less than a week and his death was entirely unexpected. The funeral was held at St. Andrews' cathedral Thursday morning, the interment being made in St. Andrews' cemetery on Madison avenue. A considerable number of traveling men attended the funeral, the pall bearers being Peter Lankester, J. N. Bradford, W. H. Downs, Leo A. Caro, H. B. Amer and C. J. Peck. Deceased was born at Kalamazoo July 4, 1865, being in his 28th year at the time of his death. His parents subsequently removed to Mattawan, where he resided until he was 18 years of age, when he came to Grand Rapids and entered the employ of F. J. Lamb & Co. as bookkeeper and traveling salesman. He subsequently traveled a couple of years for S. A. Welting, when he entered the employ of Voigt, Herpolsheimer & Co., with whom he remained four years. During this time he was confined to his bed several months by a most serious illness, necessitating a number of surgical operations of the most difficult and dangerous character. Jan. 1, 1892, he went on the road for Schloss, Adler & Co., wholesale clothing and men's furnishing goods dealers of Detroit, and on the retirement of that house from trade, a month ago, he entered the employ of the Queen City Varnish Co., of Cincinnati, with whom he was connected at the time of his death. Deceased was a man of generous impulses and excellent intentions and made friends wherever he went. He leaves a widow and two children to mourn his untimely departure.

Purely Personal.

Chas. Williams, the Big Rapids grocer, was in Monday.

O. P. DeWitt, the St. Johns grocer, was in town Monday.

Perry Frink, of the firm of Townsend & Frink, general dealers at Hubbardston, is very low as the result of a series of hemorrhages.

G. M. Harwood, the Petoskey druggist, was in town several days last week and left Monday for a fortnight's visit to Syracuse and Gotham. He is accompanied by his wife.

Henry Tons has opened a manufacturers' agency office in this city, representing Caskey, Quinlan & Hawley and the Everett & Harwood Mat & Brush Co., of Petoskey, and the Gringhuis curtain slat, which is manufactured here. Mr. Tons is located at 28 Canal street.

Cooking Utensils of Aluminum.

Aluminum seems to be a jack-of-all-trades metal, with no limit to the uses to which it may be put. It is adapted for anything from a flying machine to a kitchen skillet, which is its latest use. The Illinois Pure Aluminum Company, which has a plant at Lemont, is about to put aluminum cooking utensils upon the market and great things are claimed for them. The points claimed are: Freedom from poison, light specific gravity, great heat conductivity, cleanliness, rust impossibility, absence of all solder. It is stated that an aluminum utensil is only one-third the weight of the ordinary utensil, and that the metal is superior to all metals in heat-retaining properties. As aluminum has an intrinsic value, worn-out or broken utensils manufactured by the company will be bought at scrap prices.

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.

ELEGANT OFFER—IT'S NO TROUBLE TO find drug stocks for sale, but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

FOR SALE—IN ONE OF THE FINEST towns of the State, a stock of clothing and furnishings. Will inventory about \$4,800. Only stock in town. Best of reasons for selling. No old stock. Address 654, care Michigan Tradesman. 654

FOR SALE—WELL-SELECTED GROCERY stock, located on a main thoroughfare. One of the oldest grocery establishments in the city, which has yielded good returns every year. For full particulars as to stock, terms and location, call on or address Amos S. Musselman, President Musselman Grocer Co. 659

FOR SALE—FURNITURE STOVE AND crockery business. Store well adapted to the business. Undertaking might be added. Bargain on the stock; low rent; great opportunity; fine prosperous farming country. Address Lock Box 98, Greenville, Mich. 651

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

SITUATIONS WANTED.

WANTED—POSITION AS BOOK-KEEPER or salesman in general store by young man of 20 years. Two years' experience in store and short course in commercial college. Good references. Address No. 658, care Michigan Tradesman. 658

MISCELLANEOUS.

TO RENT—NEW BRICK STORE 22x100, IN heart of business in this rapidly growing town of 3,000, having four large flourishing furniture factories and many other industries. Railroads radiate to six points of compass. Only one clothing, two hardware and three dry goods stores. Grand opening for another of each. R. S. Tracy, Sturgis, Mich. 656

DRUG STORE TO RENT IN CHARLEVOIX. The store was built in 1875 and has been in use as a drug store continually ever since that time. It has shelving, drawers, counters, dispensing counters all ready for a stock of goods and is centrally located. The opening for a good live druggist is unexcelled in Northern Michigan, and the rent moderate. Apply to G. W. Crouter, Charlevoix, Mich. 655

FOR SALE—OR EXCHANGE FOR LARGE stock of merchandise. Will pay cash difference. Six hundred acres hardwood timber land in Emmet county. Good soil. One half mile from railway station, by road or waterway. For particulars address E. F. B., Grand Blanc, Mich. 652

WILL PAY CASH FOR STOCK OF GROCERIES or general merchandise. Must be cheap. Address No. 657, care Michigan Tradesman. 657

FOR SALE OR TRADE FOR MERCHANDISE, 3 billiard and 3 pool tables with outfit complete. Brunswick, Balke, Collender Co.'s make. Used only six months. Address No. 653, care Michigan Tradesman. 653

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—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

Buy

SNEDICOR'S
SWIFT
SELLING
HOES

MANUFACTURED BY

SNEDICOR & HATHAWAY

DETROIT, MICH.

Dealers wishing to see the line address
F. A. Cadwell, 682 Jefferson ave., Grand
Rapids, Mich.

More Made

More Sold

More Smoked

Than any Other Cigars
Michigan

GEO. MOEBS & CO.

Celebrated Brands.

Made on Honor!

Sold on Merit!



Send in your orders for

MASKS

to the

New York Baby Carriage Co.,

47, 49, 51, 53 Canal St.

Best Assortment and Lowest Prices.

MR. TUMPKINS' CLERKS.

How They Carelessly Fell into Error with Direful Results.

There are a number of good jobs open in a certain big dry goods house in Chicago just at present.

It happened in this way. Old Tumpkins is an exact employer, who insists on accuracy in everything. But he is kind withal, and several years ago he granted his several clerks a certain amount of grace for arriving in the morning. This liberality, however, was only given upon the distinct understanding that each person should write down the exact cause of his tardiness on a list provided. For a while this idea was carried out, but after some months old Tumpkins ceased to examine the list and the employees became correspondingly careless.

Most of the clerks lived in the suburbs and the first one to arrive usually wrote "cable broke," as the cause of the delay, or "fire engines blocked the track," or "got bridged," and the rest of the clerks would invariably hurry in and write "ditto" under it. This formal procedure had become so much a habit that they never took the pains to look at the cause subscribed by the first. Hence the disaster.

The other morning the first arrival conscientiously penned the words, "Wife ill—twins."

As it happened this morning old Tumpkins picked up the list for the first time in months. He read "wife ill—twins," with some astonishment, but when he saw it dittoed down the entire list his eyes stood out like boltheads on a boiler, and as he saw the small cramped ditto opposite the office boy's name he uttered a piercing shriek and fled from the place. The old-time list is now abolished and Old Tumpkins is having an expert examine his ledgers for three years back.

Essentials of a Good Salesman.

Mr. J. G. Powers, one of Wannamaker's lieutenants, thus describes the qualifications of a salesman:

To be a good salesman is the same, so far as it goes, as to be a good merchant, and the great majority of both merchants and salesmen mistake what it is to be either. For instance, isn't this the prevailing notion of a good salesman? To be bright and clean looking, to have a good face, a pleasant manner, to be modest, but confident, ready and self-possessed, cheerful, cheery, polite, to take pleasure in giving pleasure, to adapt himself to his customers, to carry the whole of one's stock in his head, to catch the customer's want or notion or whim in a minute, and go to a dozen sorts of goods, and surround that want or notion or whim with so many satisfactions as to narrow it into a choice between them; not to be afraid of work; to welcome service, to make a business of being ready with many expedients for every emergency; to seem to have no end of strength and time and patience; to spend them all without stint in the effort to please; to come from the last transaction with buoyancy and with anticipation of equal success in the next one; to devote oneself to a dozen, twenty, forty customers, one after another, never weary, with forty different manners of forty different customers, all marked by adaptation to the one in hand; taking success and failure with the same complaisance; helping other salesmen; taking help from them; being devoted to business, the business of selling, and helping others to sell, and being helped to sell, as if selling were what the world turns on. I believe that both merchant and salesman, to be good in their respective capacities, must add to these blandishments the hard, cold, stern virtue of sincerity. Of two equal salesmen, side by side, the one who sincerely makes his customer's money go as far in satisfaction and gratification as the store affords him opportunity to do, will distance the other just as surely as of two equal stores side by side, the one that counts not the cost of faithful, adequate service, will distance the other. Store and salesman must work together. A faithful salesman is out of place in a faithless store; and a faithful store depends on the faithfulness of its sellers.

Dry Goods Price Current.

UNBLEACHED COTTONS.		Amoskeag.....12 1/2		Columbian brown.....12 1/2	
Adriatic.....7	" Arrow Brand 5 1/4	" brown 13	" Everet, blue.....12 1/2		
Argyle.....6	" World Wide.....6	Andover.....11 1/2	" Haymaker blue.....7 1/2		
Atlanta AA.....6	" LL.....4 1/4	Beaver Creek AA.....10	" brown.....7 1/2		
Atlantic A.....6 1/2	Full Yard Wide.....6 1/2	" BB.....9	Jaffrey.....11 1/4		
" H.....6 1/2	Georgia A.....6 1/2	" CC.....	Lancaster.....12 1/4		
" P.....5 1/2	Honest Width.....6 1/2	Boston Mfg Co. br.....7	Lawrence, 9 oz.....13 1/4		
" D.....6	Hartford A.....5	" blue 8 1/2	" No. 230.....13		
LL.....5	Indian Head.....7	" d & twist 10 1/2	" No. 250.....11 1/4		
Amory.....6 1/2	King A A.....6 1/2	Columbian XXX br.....10	" No. 280.....10 1/4		
Archery Bunting.....4	King E C.....5	" XXX bl. 19			
Beaver Dam A A.....5 1/2	Lawrence LL.....4 1/2	GINGHAMS.			
Blackstone O, 32.....5	Madras cheese cloth 6 1/2	Amoskeag.....7 1/2	Lancaster, staple.....7		
Black Crow.....6	Newmarket G.....5 1/2	" Persian dress 8 1/2	" fancies.....7		
Black Rock.....6	" B.....5	" Canton.....8 1/2	" Normandle.....6		
Boot, AL.....7	" N.....6 1/2	" AFC.....10 1/4	Lancashire.....6		
Capital A.....5 1/2	" DD.....5 1/2	" Teazle.....10 1/4	Manchester.....5 1/2		
Cavanat V.....5 1/2	" X.....6 1/2	" Angola.....10 1/4	Monogram.....6 1/2		
Chapman cheese cl.....5 1/2	Notbe R.....5	" Persian.....8 1/2	Norman.....7 1/2		
Clifton C R.....5 1/2	Our Level Best.....6 1/2	Arlington staple.....6 1/2	Persian.....7 1/2		
Comet.....6 1/2	Oxford R.....6	Arasapha fancy.....4 1/2	Renfrew Dress.....7 1/2		
Dwight Star.....6 1/2	Pequot.....7	Bates Warwick dress 8 1/2	Rosemont.....6 1/2		
Clifton CCC.....6 1/2	Solar.....6	" staples.....6 1/2	Slatersville.....6		
Top of the Heap.....7		Centennial.....10 1/4	Somerset.....7 1/2		
BLEACHED COTTONS.		Criterion.....10 1/4	Tacoma.....7 1/2		
A B C.....8 1/2	Geo. Washington.....8	Cumberland staple.....5 1/2	Toll du Nord.....10 1/4		
Amazon.....8	Glen Mills.....7	Cumberland.....5 1/2	Wabash.....7 1/2		
Amsburg.....7	Gold Medal.....7 1/2	" seersucker.....7 1/2			
Art Cambric.....10	Green Ticket.....8 1/2	Elfin.....4 1/2	Warwick.....8 1/2		
Blackstone A A.....7	Great Falls.....6 1/2	Everet classics.....7 1/2	Whittenden.....8 1/2		
Beats All.....4 1/2	Hope.....7 1/2	Exposition.....7 1/2	" heather dr.....8		
Boston.....12	Just Out.....4 1/2 @ 5	Glenarie.....6 1/2	" indigo blue 9		
Cabot.....7 1/2	King Phillip.....7 1/2	Glenarven.....6 1/2	Wamsuta staples.....6 1/2		
Cabot, %.....6 1/2	" OP.....7 1/2	Glenwood.....7 1/2	Westbrook.....8		
Charter Oak.....5 1/2	Lonsdale Cambric.....10	Hampton.....6 1/2	".....10		
Conway W.....7 1/2	Lonsdale.....@ 8 1/2	Johnson Chalou cl.....5	Windermeer.....5		
Cleveland.....8 1/2	Middlesex.....@ 5	" indigo blue 9 1/2	York.....6 1/2		
Dwight Anchor.....8 1/2	No Name.....7 1/2	" zephyrs.....16			
" shorts.....8	Oak View.....6	GRAIN BAGS.			
Edwards.....6	Our Own.....5 1/2	Amoskeag.....16 1/2	Valley City.....15 1/2		
Empire.....7	Pride of the West.....12	Stark.....20 1/2	Georgia.....15 1/2		
Farwell.....7 1/2	Rosalind.....7 1/2	American.....16	Pacific.....13		
Fruit of the Loom.....8 1/2	Sunlight.....4 1/2	THREADS.			
Fitchville.....7	Utica Mills.....8 1/2	Clark's Mile End.....45	Barbour's.....88		
First Prize.....7	" Nonpareil.....10	Coats', J. & P.....45	Marshall's.....88		
Fruit of the Loom %.....7 1/2	Vinyard.....8 1/2	Holyoke.....22 1/2			
Fairmount.....4 1/2	White Horse.....6	KNITTING COTTON.			
Full Value.....6 1/2	" Rock.....8 1/2				
HALF BLEACHED COTTONS.					
Cabot.....7	Dwight Anchor.....8 1/2				
Farwell.....8					
CANTON FLANNEL.					
Unbleached.....	Bleached.....				
Housewife A.....5 1/2	Housewife Q.....6 1/2	No. 6.....33	White. Colored.....38	No. 14.....37	White. Colored.....42
" B.....5 1/2	" R.....7	" 8.....34	".....39	" 16.....38	".....43
" C.....6	" S.....7 1/2	" 10.....35	".....40	" 18.....39	".....44
" D.....6 1/2	" T.....8 1/2	" 12.....36	".....41	" 20.....40	".....45
" E.....7	" U.....9 1/2	CAMBRICS.			
" F.....7 1/2	" V.....10	Slater.....5	Edwards.....5		
" G.....7 1/2	" W.....10 1/2	White Star.....5	Lockwood.....5		
" H.....7 1/2	" X.....11 1/2	Kid Glove.....5	Wood's.....5		
" I.....8 1/2	" Y.....12 1/2	Newmarket.....5	Brunswick.....5		
" J.....8 1/2	" Z.....13 1/2	RED FLANNEL.			
" K.....9 1/2		Fireman.....32 1/2	T W.....22 1/2		
" L.....10		Creedmore.....27 1/2	FT.....32 1/2		
" M.....10 1/2		Talbot XXX.....30	J R F, XXX.....35		
" N.....11		Nameless.....27 1/2	Buckeye.....32 1/2		
" O.....21		MIXED FLANNEL.			
" P.....14 1/2		Red & Blue, plaid.....40	Grey S R W.....17 1/2		
CARPET WARP.		Union R.....22 1/2	Western W.....18 1/2		
Peerless, white.....18 1/2	Integrity colored.....20	Windsor.....18 1/2	D R P.....18 1/2		
colored.....20 1/2	White Star.....18	6 oz Western.....20	Flushing XXX.....23 1/2		
Integrity.....18 1/2	" colored.....20	Union B.....22 1/2	Manitoba.....23 1/2		
DRESS GOODS.		DOMEST FLANNEL.			
Hamilton.....8	Nameless.....20	Nameless.....8 @ 9 1/2	".....9 @ 10 1/4		
".....9	".....25	CANVAS AND PADDING.			
".....10 1/2	".....27 1/2	Slate. Brown. Black. Slate. Brown. Black.			
G G Cashmere.....30	".....30	9 1/2.....9 1/2	10 1/2.....10 1/2		
Nameless.....16	".....32 1/2	10 1/2.....10 1/2	11 1/2.....11 1/2		
".....18	".....35	11 1/2.....11 1/2	12.....12		
CORSETS.		12 1/2.....12 1/2	20.....20		
Coraline.....\$9 50	Wonderful.....\$4 50	DUCKS.			
Schilling's.....9 00	Brighton.....4 75	Severin 8 oz.....9 1/2	West Point, 8 oz.....10 1/4		
Davis Waists.....9 00	Bortree's.....9 00	Mayland, 8 oz.....10 1/4	" 10 oz.....12 1/2		
Grand Rapids.....4 50	Abdominal.....15 00	Greenwood, 7 1/2 oz.....9 1/2	Raven, 10 oz.....13 1/2		
CORSET JEANS.		Greenwood, 8 oz.....11 1/4	Stark.....13 1/4		
Armory.....6 1/2	Naukeag satteen.....7 1/2	Boston, 8 oz.....10 1/4	Boston, 10 oz.....12 1/4		
Androsoggin.....7 1/2	Rockport.....6 1/2	WADDINGS.			
Biddeford.....6	Conestoga.....7 1/2	White, doz.....25	Per bale, 40 doz.....83 50		
Brunswick.....6 1/2	Walworth.....6 1/2	Colored, doz.....30	Colored ".....7 50		
PRINTS.		SILKENS.			
Allen turkey reds.....6	Berwick fancies.....5 1/2	Slater, Iron Cross.....8	Pawtucket.....10 1/4		
".....6	Clyde Robes.....4 1/2	" Red Cross.....9	Dundie.....9		
" pink & purple.....6	Charter Oak fancies.....4 1/2	" Best.....10 1/4	Bedford.....10 1/4		
" buffs.....6	DelMarine cashm's.....6	" Best AA.....12 1/2	Valley City.....10 1/4		
" pink checks.....6	" mourn'g.....6	L.....7 1/2	KK.....10 1/4		
" staples.....6	Eddystone fancy.....6	G.....8 1/2			
" shirtings.....4 1/2	" chocolat.....6	SEWING SILK.			
American fancy.....5 1/2	" rober.....6	Corticell, doz.....85	Corticell knitting, per 1/2 doz ball.....30		
American Indigo.....6 1/2	" new era.....6	twist, doz.....40			
American shirtings.....5	Hamilton fancy.....6	50 yd, doz.....40			
Argentine Grays.....6	Manchester fancy.....6	HOOKS AND EYES—PER GROSS.			
Anchor Shirtings.....5	" staple.....6	No 1 Bl'k & White.....10	No 4 Bl'k & White.....15		
Arnold.....6 1/2	" new era.....6	" 2 ".....12	" 8 ".....20		
Arnold Merino.....8 1/2	Merrimack D fancy.....6	" 3 ".....12	" 10 ".....25		
" long cloth B.....10 1/2	Merrimack shirtings.....4 1/2	No 2-20, M C.....50	No 4-15 F 3 1/2.....40		
" " C.....8 1/2	" Reppfurn.....8 1/2	3-18, S C.....45			
" century cloth.....7	Pacific fancy.....6 1/2	COTTON TAPE.			
" gold seal.....10 1/2	" robes.....6 1/2	No 2 White & Bl'k.....12	No 6 White & Bl'k.....20		
" green seal TR.....10 1/2	Portsmouth robes.....6	" 4 ".....15	" 10 ".....23		
" yellow seal.....10 1/2	Simpson mourning.....6	" 6 ".....18	" 12 ".....26		
" serge.....11 1/2	" greys.....6	SAFETY PINS.			
" Turkey red.....10 1/2	" solid black.....6	No 2.....28	No 3.....36		
Ballou solid black.....5	Washington Indigo.....6	NEEDLES—PER M.			
" colors.....5 1/2	" Turkey robes.....7 1/2	A. James.....1 40	Steamboat.....40		
Bengal blue, green, red and orange.....5 1/2	" India robes.....7 1/2	Crowley's.....1 35	Gold Eyed.....1 50		
Berlin solids.....5 1/2	" plain Tky X.....8 1/2	Marshall's.....1 00			
" off blue.....6 1/2	" " X.....10	TABLE OIL CLOTH.			
" green.....6 1/2	" Ottoman Tur.....6	5-4.....2 25	6-4.....3 25	5-4.....1 95	6-4.....2 95
" Foulards.....5 1/2	key red.....6	".....2 10	".....3 10		
" red %.....7	Martha Washington.....7 1/2	COTTON TWINES.			
" %.....9 1/2	Turkey red %.....7 1/2	Cotton Sail Twine.....28	Nashua.....18		
" 3-4 XXXX.....12	Turkey red.....9 1/2	Crown.....12	Rising Star 4-ply.....17		
Cochecho fancy.....6	Pearl River robes.....5 1/2	Domestic.....18 1/2	" 3-ply.....17 1/2		
" madders.....6	Windsor fancy.....6 1/2	Anchor.....20	North Star.....17 1/2		
" XX twills.....6 1/2	" gold ticket.....6 1/2	Brincol.....13	Wool Standard 4 ply.....17 1/2		
" solids.....5 1/2	Indigo blue.....10 1/2	Cherry Valley.....15	Powhattan.....18		
TICKINGS.		I X L.....18 1/4			
Amoskeag A C A.....13	A C A.....13	PLAID ONSABRUGS.			
Hamilton N.....7 1/2	Pemberton AAA.....16	Alabama.....6 1/2	Mount Pleasant.....6 1/2		
" D.....8 1/2	York.....10 1/4	Alamance.....6 1/2	".....5		
" Awning.....11	Swift River.....7 1/2	Augusta.....7 1/2	Prymont.....5 1/2		
Farmer.....8	Pearl River.....12 1/2	Ar sapha.....6 1/2	Randelman.....6		
First Prize.....10 1/2	Warren.....13 1/2	Georgia.....6 1/2	Sibley A.....6 1/2		
Lenox Mills.....13	Conestoga.....16	Granite.....5 1/2	Toledo A.....6 1/2		
COTTON DRILL.		Haw River.....5			
Atlanta, D.....6 1/2	Stark A.....8	Haw J.....5			
Boot.....6 1/2	No Name.....7 1/2				
Clifton, K.....7	Top of Heap.....9				

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.

USE



Best Six Cord

— FOR —

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 \$36 per doz.
warranted not to rip. Shirts from \$2.50 to \$15
per doz. Spring line now ready. Samples sent
on approval.

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.

THROWN OUT OF A JOB.

Joe's envelope said simply: "The house regrets it can no longer offer you employment, but its reasons do not hinge upon your competency, and we take occasion to thank you for good work for us, wishing you well."

Joe thought to hide the message from John as he passed out—John had worked at his elbows for months—but he didn't. John followed him out and said:

"Stout heart, old fellow. You'll have a better job in a week. If I can do you a favor call on me. My turn next, I imagine."

Joe walked the streets for hours, then went home to his wife and babies not less surely years older than that he had left them in the morning. He has fixed his purpose and will hold to it. He takes the usual trinkets home to the children, a trifle of some sort to his wife, and gives her, as is his rule, the week's earnings. Then he acts for the first time in his life—he romps and carouses with Flora until she believes he is as much a child as herself, and his wife watches it all from her sewing-table and wonders if she was ever as happy in the old courting days as she is now. And Joe's heart is heavy under it all, for he determines that they shall not know of his bad luck until he has another job. He is hurt, humiliated, repulsed—he feels that the house has clipped him off because it could spare him more easily than any one of the hundred odd others that it has retained. "But that little wife sitting there with her head full of belief in me mustn't know; she must believe me all I seemed to be."

He looks for work ten hours a day for a week, and doesn't find it. Saturday he pawns his watch for a week's wages, and carries it home, telling them that his watch had been stolen from him, but that he had a clue to the thief and that Inspector Byrnes would catch him in a few days. He says to himself that Fate stole it from him, but he keeps up the play bravely, and with fortitude answers the evening queries of the home ones about whether they had found the watch. The next two weeks are tided over by selling the Building and Loan stock. Then he borrows another week's pay of a friend.

Every morning he starts "to work" at the regular hour; every evening he returns. They go to the theater; they buy some needed and long-promised clothes; they pay their regular missionary money and church fees—for Joe is playing a desperate hand now, but with an insane sort of coolness. Something asks him over and over again every day, "Where will it end?" But Joe just sets his lips a little harder and don't reply even in thought.

His encyclopedia goes next. He loans it to a friend down at the office, so he tells them at home. Joe can't eat heartily this week. He watches his wife's and children's light-heartedness something like a brute would do—stoically, unmoved. He tells Amy to drink his cup of tea; he has no appetite, and doesn't want it. Then he is for the first time in his life affected with Satan's specially exported article of disease, insomnia. He sits for hours watching his family sleep, and he feels a heavy weight slowly settling upon his brain that he cannot understand the meaning of. Next day he finds another position, and his wife doesn't understand why he gives way so completely for the first time in his life and cries while telling her of it.

There are just a few Joes in this world—not too many. Clarence Harney tells his wife about it as soon as he gets home. He is sure he knew the infernal job wouldn't hold out long, anyhow. Plenty more, though—you just have to have a little gall; and the next day Clarence has another job. A little less pay to be sure. "But then," he argues, "it's only for a week or so; I'll strike a better one the first thing you know. You don't down me—not this year."

Jim Burton, the clerk, loses his job. He pitches into the whole family, and tells them there must be no more money spent for anything at all. "Understand? The goodness only knows when you will get any more from me, so make this last as long as it will." He goes down town,

gets another job, tells them at home that he has not yet found one, and so spends the entire pay for two weeks on himself, the while ostensibly searching wildly for work, and making the home ones pinch and worry with the lessening cash. Then at the critical moment he suddenly "finds work," and tells them he had to take it at seven dollars a week, when he really receives twelve dollars. Jimmie's friends down town call him "smooth."

Harris Russell, who writes shorthand, loses a job because he is a bad speller. He studies up on his spelling, answers advertisements, gets a few encouraging replies, and after moving to a cheaper room once and going it for a week on a diet of crackers and milk—occasionally a nickel's worth of hot waffles—he gets another place at one dollar a week more salary, and determines that he will not flounder on the same old reef a second time. Harris is an average boy—a typical case.

Emmons Holman, bookkeeper, learns that he is to be dispensed with soon, so very dignifiedly "resigns." He tells his friends that the firm bucked against it awfully, but that they couldn't keep him—that they offered shorter hours and a big raise, but that it was all no good. He knew what he was about. It is safe to admit that he did.

Ernest Jenkins is discharged. No friends. Can get no work. Starves three days. The river.—N. Y. Sun.

Building for Others.

What if I build for others,
And the walls of the building stand
Long after I am forgotten
By the dwellers within the land,
Long after the buildings have crumbled
That were founded upon the sand?

What if I build for others,
And the building shelters me not,
And within the home I have builded
I shall have no part or lot,
And the dwellers who have their homes there
Through all time shall know me not?

Yet when the years shall have faded,
And beneath the roof tree's shade,
The children of generations
In their childish days have played,
And have passed from under the roof tree
And vanished into the shade;

Some dweller beneath the roof tree
Thinking of when it was new,
May say as his thoughts turn backward,
Keeping its age in view,
"The builder who built this building
Builted better than he knew."

And I, though I have passed onward,
Hearing the Master's call,
May know, though it may not matter
To me what the building befall,
It is better to have builded for others
Than not to have built at all.

E. NORMAN GUNNISON.

Use Tradesman Coupon Books.

HATCH CHICKENS BY STEAM
With the Improved Excelsior Incubator.

Simple, Perfect, Self-Regulating. Thousands in successful operation. Guaranteed to hatch a larger percentage of fertile eggs at less cost than any other Hatcher. Lowest priced first-class Hatcher made.

GEORGE H. STAHL, Quincy, Ill.

When You Get Tired

Buying rubbish, send for our catalogue of window Screens, Screen Doors, Etc. Goods well made from best materials. Prices seldom higher.

A. J. PHILLIPS & CO.,
Fenton, Mich.

Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

AUGERS AND BITS.		dis.
Snell's	40	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 00	
D. B. Bronze	12 00	
S. B. S. Steel	8 00	
D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70

BLOCKS.		
Ordinary Tackle, list April 1892	50	
CRADLES.		dis.
Grain	50&10	

CROW BARS.		per lb
Cast Steel	5	

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

CARTRIDGES.		dis.
Rim Fire	50	
Central Fire	25	

CHISELS.		dis.
Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	

COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	

CHALK.		dis.
White Crayons, per gross	120 12 1/2	
COPPER.		per pound

Planished, 14 oz cut to size	28
14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25

DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	

DRIPPING PANS.		
Small sizes, per pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		

Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis 40
Adjustable	dis. 40&10

EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$25	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.

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		
Discount, 60		

GAUGES.		dis.
Stanley Rule and Level Co.'s	50	
KNOS—New List.		dis.

Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70

LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	

MATTOKES.		dis.
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	

MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.

Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30

MOLASSES GAUGES.		dis.
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 2 1 90	
Advance over base:		

60	Base	10
40	Base	10
30	Base	10
20	Base	10
16	Base	15
12	Base	15
10	Base	20
8	Base	25
7 & 6	Base	40
4	Base	60
3	Base	1 00
2	Base	1 50
Fine 3	Base	1 50
Case 10	Base	60
" 8	Base	75
" 6	Base	90
Finish 10	Base	85
" 8	Base	75
" 6	Base	1 00
Clinch 10	Base	1 15
" 8	Base	85
" 6	Base	70
Barrell 1/2	Base	1 75

PLANES.		dis.
Ohio Tool Co.'s, fancy	2 40	
Scotia Bench	2 60	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 60	
Stanley Rule and Level Co.'s, wood	3 10	

PANS.		dis.
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	

RIVETS.		dis.
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 20	
Broken packs 1/2 per pound extra		

HAMMERS.		
Maydole & 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	3 1/4	

Screw Hook and Eye, 1/2	net 10
" " " "	net 8 1/4
" " " "	net 7 1/4
" " " "	net 7 1/4
Strap and T	dis. 50

HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
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 73	
Japaned Tin Ware	25	
Granite Iron Ware	new list 33 1/2 40	

WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	

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

Try and Bevels.....	60
Mitre.....	30
SHEET IRON.	
Nos 10 to 14.....	Com. Smooth. Com.
	24 05. 33 05.

SHEET IRON.		
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 95	
Nos. 15 to 17	4 05 3 05	
Nos. 18 to 21	4 05 3 05	
Nos. 22 to 24	4 05 3 15	
Nos. 25 to 28	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 50	
" " " " " "	55	
" " " " " "	50	
" " " " " "	35	
Discount, 10		

SASH WEIGHTS.		per ton \$25
Solid Eyes	dis.	
" " Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X		

	Silver Steel Dia. X Cuts, per foot....	70
"	Special Steel Dex X Cuts, per foot....	50
"	Special Steel Dia. X Cuts, per foot....	30
"	Champion and Electric Tooth X	

WIRE.		dis.
Bright Market	35	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	63 1/4	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 85	
" " painted	2 40	

HORSE NAILS.		dis.
Au Sable	40&10	
Putnam	dis. 35	
Northwestern	dis. 10&10	

WRENCHES.		dis.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	

MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Cistern	75&10	
Screws, New List	70&10	
Casters, Bed a d Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65&10	

Baxter's Adjustable, nickered.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	
Blind Cases.....	dis.

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, - Postage Prepaid.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 15, 1893.

A POLICY OF SELF-PRESERVATION.

The recent application of the people of the chief of the Sandwith Islands for annexation to the United States will, in all likelihood, require that the American Republic should formulate some principle of public policy with regard to the acquisition of territory.

No person who is truly patriotic and desires the good of this country will advocate any policy of conquest and colonization for the sake of mere glory or prestige. We want no Asiatic possessions, and unless it be locations for a few coaling stations, there can be brought forward no good reason why this country should seek to own a foot of land on the continent of Asia. While all the leading European powers have been playing a grab game with the continent of Africa, the United States has taken no part in the proceedings, and has desired to have none. But when it comes to interference by foreign nations in the American hemisphere, the situation is wholly changed. American interests are profoundly affected, American susceptibilities are enormously aroused.

There has always been a strong prejudice with many of our people against the acquisition of territory and the extension of our free institutions over adjoining countries; but in spite of this fact the expansion has gone on at such a rate that the territory is now four times as large as was its original area. That is to say, in less than a century the Union has gained territory, by purchase or conquest, three times greater in extent than was that which was covered by the thirteen States that first formed the Federal Union. In 1803 Louisiana, which then embraced one-half the vast extent of country west of the Mississippi River, was acquired from France by purchase, much against the wishes of a large body of people. In 1820 Florida was purchased from Spain. By the Mexican war, which was bitterly condemned by many citizens, all the balance of the trans-Mississippi territory now held by the Union was gained. In this way the Atlantic States, which were previously cut off by foreign territory from the Gulf of Mexico and the Pacific Ocean, and only

had access to one shore of the Mississippi River, were given control of the entire country between the ocean on the east to the ocean on the west, and from the Gulf to the British line. All the gold of the Pacific States, and the enormously rich commonwealths that were carved out of this new territory, testify to the wisdom of those acquisitions.

The expansion of the Great Republic has not come to an end. Its destiny has not yet been worked out. Its flag and free institutions do not confer their blessings upon all the peoples who are yet to enjoy them. The protection of this country is not yet complete when it is envied by powerful foreign European nations. Whatever is required to complete that protection, it is necessary to accomplish. Whatsoever is demanded to give to American commerce the fullest legitimate expansion must be done. If the purchase of Cuba, the annexation of Canada, the acquisition of any other neighboring country is found to be necessary, then that acquisition is to be secured. The American motto should be, not a cent for glory, but everything for the public good. This is what a wise statesmanship will accomplish by the best means at hand.

RETALIATION AGAINST CANADA.

President Harrison has evidently been much in earnest in his avowed purpose to punish the discriminations practiced by Canada against American commerce in imposing unfair tolls on Canadian canals. Some time ago he sent a message to Congress favoring retaliation by the United States through the imposition of tolls on Canadian shipping passing through American canals. This recommendation of the President was adopted by Congress and the discriminating tolls imposed.

Not content with retaliating upon Canada by imposing tolls upon American canals, which, owing to the fewer facilities possessed by this country, was rather an unequal sort of settlement, he also favored the withdrawal of the privilege hitherto accorded to Canadian railroads of transporting merchandise from one port in the United States to another through Canadian territory in bond. Owing to the system of sealed cars, the Canadian railroads have been enabled to secure a large amount of freight between different points in the United States, being in a position to successfully compete with American roads because the latter, being restrained by the interstate commerce law, could not make as satisfactory rates as the Canadian roads, which, though possessing the bonding privilege, were hampered by no interstate commerce restrictions.

Last week President Harrison sent a special message to Congress dealing with this subject, and strongly recommending that the consular seal system be abolished. He declares that there is nothing in existing treaties preventing the United States from abolishing the system, and that the practice is highly prejudicial to the interests of the country's revenue.

In conclusion the President states: "If we continue the policy of supervising rates, and requiring that they shall be equal and reasonable upon these railroads of the United States, we cannot in fairness at the same time give the unusual facilities for competition to Canadian roads that are free to pursue the prac-

tices as to cut rates and favored rates that we condemn and punish if practiced by our own railroads."

The views of President Harrison on this subject appear eminently sound, as the privilege accorded Canadian roads by our laws, or rather by sufferance, is a direct injustice to our own roads, which are strictly regulated by the interstate commerce law. Common justice would seem to dictate that we should either place our own roads on an equal footing with the Canadian roads by allowing them to make competitive rates, or we should withhold the privilege now accorded to the Canadian roads of carrying goods between points in the United States through Canadian territory, in sealed cars, which practice alone enables the carriers of the Dominion to successfully compete with our own.

PEOPLE DISTRUSTFUL OF THEMSELVES.

The most remarkable circumstance in American politics to-day is the wonderful extent to which the American people have lost confidence in themselves. Time was when they believed themselves equal to any emergency, public or private, and they felt themselves entirely capable of righting by their own acts every public wrong, however grave.

To-day, surrendering all confidence in their own power and intelligence, they confess their helplessness in every public concern, and, throwing up their hands, pray to a powerful paternal government to help them. Under the influence of this growth of self-distrust and acknowledged weakness, the people are looking to Federal legislation for relief from every distress, real or fancied. Do the railways discriminate in freight rates against any particular localities? Forthwith there is an appeal to Congress for repressive or prohibitive legislation. Does overtrading produce a financial revulsion and a spasmodic scarcity of money? Congress is at once besought to open the flood-gates of its printing presses and pour out upon the country unlimited promises to pay. Is the price of American wheat lowered by reason of good grain crops in Europe, or is cotton cheapened by an excessive yield of the staple? Congress is at once besieged to apply a remedy by prohibiting all speculative trading in grain and cotton. Does cholera threaten to invade our shores? Immediately there is a loud demand that the Federal power shall at once take control of all administration of public health and sanitation.

We do not mean to say that no good is to be accomplished by Congressional measures of reform for certain abuses, but there is really something startling in the readiness with which the people on the slightest excuse fly to the Federal Government for help and for revenge. And, beyond all this, there is a growing demand that this same powerful and paternal Government shall seize on all transportation companies, telegraph corporations and all incorporated industries and control them in the interest of the people. This growing desire by the people to abandon all their rights and place them in the hands of a powerful central Government is all the more remarkable when we see that the tendency in all the Old World countries, where the people have been oppressed and crushed by despotic power, is to overthrow governments and restore to the people their original liberties.

It is difficult to understand the growth of socialistic submission among the American people. It looks as if they were becoming wearied of the cares and responsibilities of liberty. We do not here propose to offer any solution of so peculiar a problem. We only call attention to it. Nothing more strange has marked these last years of the century of human liberty and progress.

As foreshadowed elsewhere in this week's paper, Jacob Jesson will undoubtedly be retired in a few days from the Board of Pharmacy, to give place to a Republican aspirant for the position. Mr. Jesson has served on the Board continuously since its creation in 1885, occupying the responsible position of Secretary five years and the honorary position of President during 1890 and 1891. That he gave the Board his best effort and succeeded in satisfying the rank and file of the drug trade of the State is evidenced by the very flattering unofficial vote given him by the members of the Michigan State Pharmaceutical Society last fall, when he received more votes than all the other candidates combined. THE TRADESMAN believes Mr. Jesson has made some mistakes during his long incumbency on the Board, and has taken occasion to criticize his methods on several occasions, but, on the eve of his retirement from the Board, it is proper to attribute any apparent lapses to overzealousness in behalf of the cause and to accord him the tribute richly earned as a faithful and competent servant of the people.

The Hardware Market.

Wire Nails—Every indication points to higher figures. Manufacturers have gotten tired of the prevailing low prices at which they have been selling, and have advanced 5 @ 7c per keg. No change has yet been made in this market, \$1.70 to \$1.80 being the ruling price.

Barbed Wire—Look out for higher prices. Nothing has as yet been done, but extreme figures are being withdrawn, which is an indication that the next move will be an advance. \$3.30 for painted and \$2.70 for galvanized wire are the present quotations.

Rope—No change to note. Prices remain the same as last week.

Window Glass—A radical advance has taken place in window glass. A general and almost unanimous action of manufacturers and jobbers has established the following basis of prices:

Carload, 80, 10 and 5.

100 box lots, 80 and 10.

Less than 100 boxes, 80 and 5.

By the light, 75 and 10.

At these figures even the manufacturer will hardly get a new dollar for an old one, and we look for further advances as soon as matters are settled.

Doors and Sash—Owing to the scarcity and higher prices asked for lumber suitable for sash and doors, the manufacturers have been obliged to make a new list and advance their prices. The present discount is

Open and glazed sash, 60 to 60 and 5 per cent. dis.

Doors, 50 per cent. dis., all from new list.

Common Planes—An advance has taken place in all kinds of common and fancy planes. There has been no change in the list, but the present discount is

Common planes, 50 per cent.

Fancy planes, 40 per cent.

DATING CANNED GOODS.

Is Such a Law Feasible and Desirable?

Representative McKinstry, of Muskegon, recently remarked to a reporter of the Muskegon News: "I introduced a bill which is going to prove a hot favorite. It is designed to secure fresh canned goods and prevent grocers from palming off on people goods canned five years ago as canned the last season. The date of canning must be 'blown' in the tin."

Noting the item and marking the reflection on the retail grocery trade, THE TRADESMAN took steps to secure a copy of the bill, which is as follows:

Sec. 1. *The People of the State of Michigan enact*, That on and after January 1, 1894, it shall be unlawful for any person, firm or corporation to offer for sale any fruits, vegetables, meats, fish and soups, put up in tin or other metal packages, unless the year in which such fruits, vegetables, meats, fish and soups are packed is impressed in raised characters in the tin or other metal constituting such package, said raised impression to be in characters not less than one-fourth of an inch in length and put upon such package where the said characters will not be covered by any label or anything else for the purpose of obstructing a legible view of the said characters.

Sec. 2. Any person, firm or corporation who shall be found guilty of a violation of the provisions of this act shall be deemed guilty of a misdemeanor, and shall be punished by a fine of not less than \$10, nor more than \$100, together with costs of prosecution, and in default of the payment shall be confined in the county jail until such fine and costs shall have been paid, but such confinement shall not exceed thirty days.

Sec. 3. All acts or parts of acts in conflict with the provisions of this act are hereby repealed.

With a view to securing the author's reason for introducing the measure, THE TRADESMAN wrote him for information on that point, receiving in return the following indefinite and altogether unsatisfactory reply:

LANSING, Feb. 9.—Yours of Feb. 8 received. In reply would say, I am actuated by honest motives. The bill has been prepared to meet the ideas of many of my constituents, who desire to have some guide as to the age of canned goods when purchasing them. The bill is printed and, if you desire a number for mailing to packing houses, I think you can get them; or, if you will furnish a list of such houses, I will mail a few. The bill could have been passed yesterday, but I recognize its importance and in all fairness wish both sides to be heard in the matter—the producer and dealer, as well as the consumer. I will try and delay action in the bill for a short time, with that end in view. The bill is one which makes friends everywhere.

Yours truly
W. H. McKINSTRY.

One of the best authorities on canned goods in this country is the editor of the Baltimore Trade, and to this oracle THE TRADESMAN appealed for information, resulting as follows:

BALTIMORE, Feb. 11.—Yours of Feb. 8 to hand and in reply will say that quite a number of years ago the Maryland Legislature, at the request of the Baltimore Canned Goods Exchange, passed a law requiring the name of the packer and the location of the factory to be put on all canned goods in this State, with a penalty on the packers for non-compliance. The question of dating goods was discussed by the packers and they desired to have it in the law, so it was put in. New York State passed a law of the same nature, including the dating. The last session of the Maryland Legislature repealed so much of the canned goods laws as applied to soaked goods, and as the

dating portion was never enforced, the whole matter may be considered as a dead letter.

The packers in this State did not like the dating of canned goods by law, but it is possible they might not object to the packers of Michigan having to be governed by such a law.

Hoping this will satisfy your inquiry, I am,
Yours fraternally,
E. S. JUDGE.

The New Town of Watervale.

Watervale, a recently platted village, is situated about six miles south of Frankfort, on the shore of Lake Michigan and on the south shore of Lower Herring Lake. It is very pleasantly located and bids fair to make a fine summer resort in a few years. There is a large amount of hardwood and other timber accessible only to this point, owing to its location in what is known as the Herring Lake valley. Mr. Leo F. Hale, originator and owner of the village, has a fine sawmill plant here capable of producing 30,000 feet of hardwood lumber, or 50,000 feet of hemlock lumber, per day of 10 hours each. As soon as the frost is out of the ground in the spring he will erect a shingle mill for the manufacture of cedar shingles, having enough cedar stock on hand at the present time to run for a year the mill he contemplates erecting and he is also putting in considerable cedar shingle timber the present winter. He has in his sawmill all the machinery necessary for the manufacture of good lumber and has sufficient power and to spare to run the entire plant when completed. His lumber goes by vessel or barge to Chicago and other points, it being taken from his pier at a point where there is plenty of water, and which is one of the most substantial docks on the east shore of Lake Michigan. The buildings erected at Watervale are well constructed, consisting of large store, warehouse and dwelling, hotel or boarding house, barn, blacksmith shop and dwellings. His goods are all new and consist of a stock of general merchandise. His logging operations are in full blast, and he will have a stock of about 4,000,000 feet of hardwood, 1,000,000 feet of hemlock and 1,000,000 feet of cedar from this winter's crop. Mr. Hale has a good location and knows it. He thoroughly understands the logging, manufacture and handling of hardwood lumber, having been more or less interested in the business for years.

Mr. Parkill to Succeed Mr. Jesson.

The Detroit Journal of Feb. 9 contains the following:

Ald. Vernor, who was at Lansing yesterday in the interest of the candidacy of Stanley E. Parkill, of Owosso, for reappointment as a member of the State Board of Pharmacy, says Gov. Rich has promised to retain Mr. Parkill on the Board.

"Ald." Vernor will be recognized by the drug trade as Jas. Vernor, the genial Secretary of the State Board of Pharmacy. The word "retain," in the item quoted, should read "appoint," as Mr. Parkill has not been on the Board since January, 1892, when he was retired by Governor Begole to give place to C. A. Bugbee.

The appointment of Mr. Parkill over Mr. Jesson is a natural sequence, politically, as the prospective appointee is a Republican, while his principal competitor for the office is a Democrat.

Mr. A. E. Walter, of 358 Dearborn st., Chicago, who makes merchant's portraits a specialty, has some advantages to present to store-keepers who wish to increase their cash trade, as well as to those who are familiar with the merits of the plan. Mr. Walter believes that the subscribers of this paper are entitled to a special consideration, and those who write to him this week, will, in return, receive something that will greatly please them, and please their friends later.

CHAS. A. COYE,

Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Hammocks and Cotton Ducks.

11 Pearl St., Grand Rapids, Mich.

Send for Price List.

Quality Sterling
Durability Guaranteed
Finish Finest
Price Satisfying



The Falcon Wheels.

No Wheel
Competes with
Them!

SEND FOR CATALOGUE.

YOST MFG. CO., Toledo, O.

Detroit Cycle Co., Sole Agents for State of Michigan.

Excelsior Bolts Wanted!

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

J W. FOX,

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

Grand Rapids, Mich.

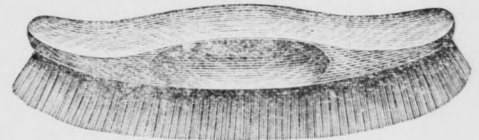
Grand Rapids Brush Co.,

Manufacturers of

BRUSHES

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.



OYSTERS!

The weather has moderated in Maryland so the dredges can work, consequently the price of oysters has receded to a point near actual value. There are six weeks yet of the regular season and during Lent there is chance for a large volume of business to be done.

Send in your orders and reap the benefit.

THE PUTNAM CANDY CO.

Drugs & Medicines.**State Board of Pharmacy.**

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Expiring Jan. 1—Jacob Jesson, Muskegon.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.
Next meeting—Saginaw, Jan. 11.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkhill, Owosso.
Vice-Presidents—L. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

President, W. R. Jewett, Secretary, Frank H. Escott.
Regular Meetings—First Wednesday evening of March, June, September and December.

Methods of American and European Railways Contrasted.

Americans who have traveled abroad find no one thing which strikes them as more distinctive at every point than the railways, and the class system in vogue both in England and on the Continent. The difference in the coaches from what they have been accustomed to at home is so ever present to their eyes that they cannot forget it, and the plush upholstered compartments, side by side with those finished in carpeting or bare wood, present so immediate a contrast that the memory of it remains for a long time. They are fond of saying that the American railway is without the distinctions of first, second and third-class, and because the cars upon the railroads of the United States are not so labeled, declare that here, at least, the realization of the democratic idea is complete, and that the same accommodation is open alike to the millionaire and his humblest employe. There is a sense in which this is true, in that there are cars equally available to both, and there was a time when there was but little difference in the accommodation furnished by the railroads to all their patrons. It is, perhaps, too much to say that those days are past, but certain it is that we are now year by year approaching more and more nearly to the class distinctions in matters of travel, only we have not yet so termed them. Indeed, much of our present nomenclature as applied to this subject is out of joint. Let the traveler purchase to-day a first-class ticket at any railroad office, and to what does it entitle him? To transportation, as a matter of course, and in a car in which there are seats, but not always does he find a seat afforded by his first-class ticket, and from the Pullman cars he is, as a rule, excluded if he relies solely on his so-called first-class ticket. Further than this, there are now getting to be trains where special speed is to be made and for which there is an additional charge over and above his regular ticket, though it bears in bold type the word "first-class." The specious way of putting this is, that there are extra and unusual facilities supplied for which the wealthy are ready and willing to pay; but the fact that they are and do is only another way of saying that our roads are rapidly building up the very class systems for the traveling public which exist in other lands. There is no special objection to the fact, but why should it be thought necessary to lie about it; to inscribe usually in capital letters upon the ticket of him who is given only second or third rate accommodations the word "first-class"? It cannot be that it deceives the traveler, and it certainly does not the

railroad official. The very use of the word implies that there is more than one class. With the rush of 1893 to the Columbian Exposition, these difficulties will undoubtedly find accentuation, and leave lasting effects upon our modes of travel. The time is, therefore, opportune for revising our traveling nomenclature, doing away with much of the tinsel rubbish of "limiteds" and "vestibuled limiteds" and substituting for it plain, comprehensive words.

This is needed for another reason. We are, as a nation, sadly afflicted with extras. We meet them at every point, and especially in traveling, so that, for one contemplating a trip, to estimate its cost is a practical impossibility. It is easy enough to ascertain the rates of transportation between given points, but there is no accompanying schedule to give the extras, of sleepers, Pullmans, dining cars, the et ceteras of travel which enter into first-class accommodation. Yet the public, poor and rich alike, are entitled to have this information and to have it procurable more readily than at present. There is no virtue in high-sounding words, and the fact that a ticket is stamped "first-class" does not keep its possessor warm by its inherent qualities. We smile in superior scorn at many of the glittering gewgaws of monarchical countries, and, in some of the commonest affairs of life, seek to perpetuate our democratic traditions by the most palpable of lies.

Civilization has been tersely defined as the increase of man's wants. If this be true, since the power of the gratification of human wants is not uniform, civilization must also raise class distinction, but there is no good end subserved by attempting to deceive ourselves by terms. Let us have first-class truth, if nothing else. HENRY STOCKBRIDGE, JR.

The Drug Market.

Buchu leaves have again advanced and are tending higher.

Gum opium has advanced, in sympathy with foreign markets. A report of damage to the growing crop is given as the reason.

Morphia is as yet unchanged.

Cotton seed oil is very much higher on account of the high price of lard.

Lard oil has again advanced.

African ginger root is scarce and held by few holders. Higher prices are noted, with an upward tendency.

Cloves are higher.

Oil cloves has advanced, on account of the higher price of buds.

Lupulin is higher and hardly any is to be had.

Mace has declined.

Epsom salts has advanced.

Neat's foot oil has advanced.

Turpentine is higher.

Chlorate of potash has advanced.

Sperm oil is higher.

Until lately the most fastidious merchants have been unable to reconcile oil tanks with any attractive arrangement of stock, but this difficulty has been obviated by the invention of the self-measuring oil tank manufactured by the Wayne Oil Tank Company, Fort Wayne, Ind. It is a handsome store fixture, prevents wastage, is absolutely clean, and is so constructed that the measurements are bound to be accurate. Dealers who will write to this company will receive illustrated matter and prices that will convince them that they cannot afford to do without the Wayne self-measuring oil tank.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,

Jobbers for Western Michigan.

MICHIGAN**Fire & Marine Insurance Co.**

Organized 1881.

DETROIT, MICHIGAN

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.

La Grippe

may attack but cannot overcome those protected by frequent use of



CUSHMAN'S

MENTHOL INHALER.

It destroys the microbes lodged on the mucous membranes and arrests progress of the disease. Unequalled for COLDS, SORE THROAT, CATARRH, HEADACHE and NEURALGIA.

The first inhalations stop sneezing, snuffling, coughing and headache. Continued use completes the cure. Sold by all druggists 50 cents. Registered mail 60 cents from

H. D. CUSHMAN, Patentee and Mfr.,
Three Rivers, Mich., U. S. A.

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.

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary.

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I have suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.

Any druggist will get it for you

as he can obtain it from every wholesaler in Detroit, Chicago or Grand Rapids.

Wholesale Price Current.

Advanced—Buchu leaves, gum opium, oil cloves, cloves, cotton seed oil, lupulin, epsom salts, lard oil, turpentine, neat's foot oil, chlorate potash, sperm oil. Declined—Muscle.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoleum German.	60 30	Aloe	50
Boric	20 30	and myrrh.	50
Carbolicum	20 30	Assafetida	50
Citricum	50 52	Atropine Belladonna	60
Hydrochloric	30 5	Benzoin	60
Nitricum	10 12	Co.	50
Oxalicum	10 12	Sanguinaria	50
Phosphoricum dil.	20 30	Rosmaria	50
Salicylicum	1 30 10	Cantharides	75
Sulphuric	1 30 10	Capicum	50
Tannic	1 40 10	Cassia	50
Tartaric	30 33	Castor	50
AMMONIA.		POTASSIUM.	
Aqua, 10 deg.	3 1/2 5	Bi Carb.	15 12
20 deg.	5 1/2 7	Bichromate	13 14
Carbonas	12 14	Bromide	35 39
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate (po 22 24)	22 24
Black	2 00 25	Cyanide	50 55
Brown	80 100	Iodide	2 80 30
Red	45 50	Potassa, Bitart. pure	27 30
Yellow	2 50 3 00	Potassa, Bitart. com.	15 15
BACCAR.		Potass Nitras, opt.	80 10
Cubea (po 50)	50 55	Potass Nitras	70 9
Juniperus	20 30	Prussiate	28 30
Xanthoxylum	20 30	Sulphate po.	15 15
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	40 50	Althaea	2 25
Terebin, Canada	45 50	Anchusa	12 15
Tolutan	35 50	Arum, po.	2 25
CORTEX.		Calamus	30 40
Abies, Canadian	18 20	Gentiana (po 12)	80 10
Cassia	11 15	Gentiana (pv 15)	18 18
Cinchona Flava	18 20	Hydrastis Canaden.	2 30
Eunonymus atropurp.	20 30	Helio bore, Ala, po.	15 20
Myrica Cerifera, po.	12 15	Inula, po.	15 20
Prunus Virgin.	12 15	Ipecac, po.	2 30 30
Quillaja, grd.	10 12	Iris plox (po 35 38)	35 40
Sassafras	12 15	Jalapa, pr.	50 55
Ulmus Po (Ground 15)	15 15	Maranta, l.s.	15 18
EXTRACTUM.		Podophyllum, po.	15 18
Glycyrrhiza Glabra.	24 25	Rhei	75 100
po.	30 35	et pv.	75 100
Haematox, 15 lb. box.	110 120	Spigelia	35 38
" 15.	130 140	Sanguinaria (po 25)	20 20
" 15.	140 150	Serpentaria	30 32
" 15.	160 170	Senega	65 70
FERRU.		Similax, Officialis, H	2 40
Carbonate Precip.	2 15	M	2 25
Citrate and Quinia	2 30	Scilla, (po 35)	10 12
Citrate Soluble	2 30	Symplocarpus, Fetti-	2 30
Ferrocyanidum Sol.	2 30	dus, po.	2 30
Solut Chloride	2 15	Valeriana, Eng. (po 30)	2 30
Sulphate, com'l.	2 7	Ingber a.	18 20
" pure.	2 7	Zingiber j.	18 22
FLORA.		SEMIN.	
Arnica	18 20	Anisum, (po 20)	2 15
Anthemis	3 35	Apium (graveleone)	12 15
Matricaria	40 50	Bird, is	4 6
FOIDA.		Carui, (po 13)	8 12
Barosma	45 1 00	Cardamom	1 00 1 25
Cassia Acutifol, Tin-	25 30	Coriandrum	10 12
nivelly	25 30	Cannabis Sativa	3 1/2 4
" Alix.	35 50	Cydontum	75 100
Salvia officinalis, 1/2	15 25	Chenopodium	10 12
and 1/2.	15 25	Dipterix Odorata	3 00 3 25
Ura Ursi	80 10	Foeniculum	2 15
GUMMI.		Poenigreek, po.	6 12
Acacia, 1st picked	2 75	Lini, grd. (bbl 3 1/2)	4 4 1/2
" 2d	2 50	Lobelia	25 40
" 3d	2 40	Pharlaris Canarian	6 6 1/2
" sifted sorts.	2 35	Kapa	6 7
" po.	2 30	Sinapis Albu.	11 13
Aloe, Barb. (po 80)	50 60	" Nigra	11 12
" Cape. (po 20)	50 60	SPIRITUS.	
" Socotri. (po 60)	50 60	Frumentum, W. D. Co.	2 00 2 50
Catechu, 1s, 1/2s, 14 1/2s.	2 1	" D. F. R.	1 75 2 00
16)	2 1	Juniperis Co. O. T.	1 25 1 50
Ammoniac	55 60	Saachatum N. E.	1 75 2 00
Assafetida, (po 35)	3 30 35	Spt. Vinl Gall.	1 75 2 00
Benzoinum	30 35	Vinl Oporto	1 25 2 00
Camphora	55 58	Vinl Alba	1 25 2 00
Euphorbium po	35 40	SPONGES.	
Galbanum	2 30	Florida sheeps' wool	2 25 2 50
Gamboge, po.	70 75	Nassau sheeps' wool	2 00
Gualacum, (po 30)	2 25	Velvet extra sheeps'	1 10
Kino, (po 55)	2 60	wool carriage	85
Mastic	2 30	Extra yellow sheeps'	1 40
Myrrh, (po 45)	2 40	carriage	85
Opil, (po 2 80)	2 10 2 15	Grass sheeps' wool	75
Shellac	30 35	Hard for slate use.	65
" bleached	33 35	Yellow Reef, for slate	1 40
Tragacanth	40 42	use	1 40
HERBA—In ounce packages.		SYRUPS.	
Abstinthium	25	Accacia	50
Eupatorium	20	Zingiber	50
Lobelia	25	Ipecac	50
Majorum	25	Ferri Iod.	50
Mentha Piperita	25	Aurant Cortes	50
" Vir.	25	Rhei Arom.	50
Rue	25	Similax Officialis.	50
Tanacetum, V.	25	" Co.	50
Thymus, V.	25	Senega	50
MAGNESIA.		Scilla	50
Calcined, Pat.	55 60	" Co.	50
Carbonate, Pat.	20 25	Tolutan	50
Carbonate, E. & M.	20 25	Prunus virg.	50
Carbonate, Jennings.	35 36	OLEUM.	
OLEUM.		Abstinthium	3 50 4 00
Calcined, Pat.	55 60	Amygdalae, Dulc.	45 50
Carbonate, Pat.	20 25	Amygdalae, Amarae.	8 00 8 25
Carbonate, E. & M.	20 25	Anisi	1 75 1 85
Carbonate, Jennings.	35 36	Aurant Cortes	2 40 2 50
Castor	50 55	Bergamit	3 25 3 50
Celastrum	50 55	Caliputi	60 65
Celastrum	50 55	Caryophylli	80 85
Celastrum	50 55	Cedar	35 40
Celastrum	50 55	Chenopodii	60 65
Celastrum	50 55	Cinnamomi	1 00 1 10
Celastrum	50 55	Citronella	40 45
Celastrum	50 55	Conium Mac.	35 40
Celastrum	50 55	Copaiba	90 100

Morphia, S. P. & W.	1 70 1 95	Seidlitz Mixture	20	Lindseed, boiled	52	55
S. N. Y. Q. &	1 70 1 95	Sinapis	18	Neat's Foot, winter	80	85
C. Co.	1 60 1 85	" opt.	30	strained	40 1/2	45
Moschus Canton.	65 70	Suif, Maccaboy, De	35	Spirits Turpentine	bbl. lb.	
Myristica, No. 1.	20 22	Voes	35			
Nux Vomica, (po 20)	20 22	Suif, Scotch, De, Voes	35	Red Venetian	1 1/2	2 1/2
Os. Sepia	20 22	Soda Boras, (po 11)	10 11	Ochre, yellow Mars.	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 1/2
Picls Lq, N. C., 1/2 gal	20 22	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	3 1/2
Pil Hydrarg. (po 80)	20 22	Soda, Bi-Carb.	5	" strictly pure	2 1/2	3 1/2
Piper Nigra, (po 25)	20 22	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
Piper Alba, (po 5)	20 22	Soda, Sulphas.	50 55	ican	65 70	
Pix Burgun.	20 22	Spts. Ether Co.	2 25	Vermilion, English	70 75	
Plumbi Acet.	14 15	" Myrcia Imp.	2 30	Lead, red	6 1/2 7	
Pulvis Ipecac et opil.	10 11	" Vinl Rect. bbl.	2 29 2 39	" white	6 1/2 7	
Pyrethrum, boxes H	10 11	Less 50 gal., cash ten days.	2 29 2 39	Whiting, white Span.	2 70	
& P. D. Co., doz.	10 11	Strychnia Crystal	1 40 1 45	Whiting, Gilders	2 90	
Pyrethrum, pv.	30 35	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0	
Quassia, S. P. & W.	27 32	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
Quina, S. German	19 24 33	Tamarinds	80 100	Pioneer Prepared Paints	20 24	
Rubia Tinctorum	13 14	Terebenth Venice	25 30	Swiss Villa Prepared	1 00 1 20	
Saccharum Lactis pv.	23 25	Theobromae	45 48	Paints		
Salicin	1 75 2 1 8	Vanilla	9 00 16 00			
Sanguis Draconis	40 50	Zinci Sulph.	70 8			
Sapo, W.	12 14	OILS.				
" M.	10 12	Bbl. Gal		No. 1 Turp Coach	1 10 1 20	
" G.	10 15	Whale, winter	70 70	Extra Turp.	100 120	
		Lard, extra	1 10 1 15	Coach Body	2 75 3 00	
		Lard, No. 1.	65 70	No. 1 Turp Furn.	1 00 1 10	
		Linseed, pure raw	49 52	Eutra Turk Damar	1 55 1 60	
				Japan Dryer, No. 1	70 75	
				Turp.		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

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

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Blackberries.		Sap Sago.		Manilla, white.		HERBS.	
Aurora.....	55	doz gross	95	Schwitzer, imported.....	222	6.....	1 00	Sage.....	15
Castor Oil.....	75	doz	9 00	domestic.....	214	6.....	95	Hops.....	15
Diamond.....	50	doz	5 50	CATSUP.		Mill No. 4.....		INDIGO.	
Frazer's.....	80	doz	9 00	Blue Label Brand.....	2 75	Farinaceous Goods.		JELLY.	
Mica.....	75	doz	8 00	Half pint, 25 bottles.....	4 50	Farina.....	3 34	Madras, 5 lb. boxes.....	55
Paragon.....	55	doz	6 00	Pint.....	5 50	Hominy.....	3 00	S. F., 2, 3 and 5 lb. boxes.....	50
BAKING POWDER.		Damsons, Egg Plums and Green Gages.		CLOTHES PINS.		Barrels.....		LICORICE.	
Acme.....	45	Erie.....	1 10	5 gross boxes.....	40@45	Domestic, 12 lb. box.....	55	Pure.....	30
1 lb. cans, 3 doz.....	85	California.....	1 70	COCOA SHELLS.		Imported.....	10 1/2 @ 1 1/4	Calabria.....	25
1 lb. " 2 ".....	1 00	Common.....	1 20	35 lb. bags.....	2 34	CREDIT CHECKS.		Sicily.....	12
Bulk.....	10	Gooseberries.....	1 20	Less quantity.....	6 1/2 @ 7	500, any one denom'n.....	3 00	LYE.	
Arctic.....	60	Peaches.....	1 25	Pound packages.....	6 1/2 @ 7	1000, " ".....	5 00	Condensed, 2 doz.....	1 25
1/2 lb. cans.....	1 20	Pie.....	1 85	COFFEE.		2000, " ".....	8 00	" 4 doz.....	2 25
1/2 lb. " 2 ".....	2 00	Maxwell.....	2 00	Green.....		Steel punch.....	75	MATCHES.	
1/2 lb. " 2 ".....	9 60	Shepard's.....	2 10	Rio.....		CRACKERS.		No. 9 sulphur.....	1 25
5 oz. cans, 4 doz. in case.....	80	California.....	1 85	Fair.....	19	Butter.....	6	Anchor parlor.....	1 70
16 " 2 ".....	2 00	Monitor.....	1 85	Good.....	20	FISH-Salt.		No. 2 home.....	1 10
Red Star, 1/2 lb. cans.....	40	Oxford.....	1 85	Prime.....	22	Bloaters.....	1 40	Export parlor.....	4 00
" 1/2 lb. " 2 ".....	40	Pears.....	1 20	Golden.....	22	Yarmouth.....	1 40	MEASURES.	
Telfer's, 1/2 lb. cans, doz.....	45	Pineapples.....	1 20	Peaberry.....	24	Cod.....	5 4	1 gallon.....	1 75
" 1/2 lb. " 2 ".....	85	Common.....	1 00 @ 1 30	Santos.....	24	Pollock.....	3 1/2	Half gallon.....	1 40
BATH BRICK.		Johnson's sliced.....	2 75	Fair.....	20	Boneless, bricks.....	7 1/2	Quart.....	70
2 dozen in case.....	90	grated.....	2 75	Good.....	21	Boneless, strips.....	7	Pint.....	45
English.....	90	Quinces.....	1 10	Prime.....	22	Smoked.....	10 @ 11	Half pint.....	40
Bristol.....	80	Raspberries.....	1 10	Peaberry.....	23	Herring.....	9 50 @ 12 00	Wooden, for vinegar, per doz.....	7 00
Domestic.....	70	Red.....	1 30	Mexican and Guatemala.....	23	Holland, bbl.....	9 50 @ 12 00	1 gallon.....	7 00
BLUING.		Black Hamburg.....	1 50	Fair.....	20	Norwegian.....	12 00	Half gallon.....	4 75
Arctic, 4 oz. ovals.....	4 00	Erie, black.....	1 30	Good.....	21	Round Shore, 1/2 bbl.....	2 50	Quart.....	3 75
" 8 oz.....	7 00	Strawberries.....	1 25	Fancy.....	23	Scaled.....	1 25	Pint.....	2 25
" pints, round.....	10 50	Lawrence.....	1 25	Maracaibo.....	19	MOLASSES.		PICKLES.	
" No. 2, sifting box.....	2 75	Hamburg.....	1 25	Prime.....	19	No. 1, 90 lbs.....	9 00	Blackstrap.....	14
" No. 3.....	4 00	Erie.....	1 25	Milled.....	20	No. 1, 40 lbs.....	4 65	Cuba Baking.....	16
" No. 5.....	8 00	Terrapin.....	1 10	Interior.....	25	No. 1, 10 lbs.....	1 15	Porto Rico.....	30
" 1 oz ball.....	4 50	Whortleberries.....	1 10	Private Growth.....	27	Family, 90 lbs.....	5 25	Fancy.....	30
BROOMS.		Blueberries.....	1 10	Mandehling.....	28	10 lbs.....	65	New Orleans.....	18
No. 2 Hurl.....	1 75	Meats.		Arabian.....	26	Trout.....	6 40	Fair.....	18
No. 1 ".....	2 00	Corned beef, Libby's.....	2 00	Roasted.....		No. 1, 1/2 bbls, 100 lbs.....	7 50	Good.....	20
No. 2 Carpet.....	2 25	Roast beef, Armour's.....	2 00	To ascertain cost of roasted		No. 1, kits, 10 lbs.....	85	Extra good.....	25
No. 1 ".....	2 50	Potted ham, 1/2 lb.....	1 30	coffee, add 1/4 c. per lb. for roast-		Whitefish.....	7 50	Choice.....	30
Parlor Gem.....	2 75	" 1/2 lb.....	80	ing and 15 per cent. for shrink-		Family, 1/2 bbls, 100 lbs.....	4 00	Fancy.....	40
Common Wisk.....	1 15	" tongue, 1/2 lb.....	1 35	age.		" kits 10 lbs.....	66	One-half barrels, 3c extra.....	
Fancy.....	1 15	" chicken, 1/2 lb.....	85	Package.		FLAVORING EXTRACTS.		PIPES.	
Warehouse.....	3 25	Vegetables.		McLaughlin's XXXX.....	34 30	Souders'.....		Clay, No. 216.....	1 75
BRUSHES.		Beans.....	1 25	Bunola.....	23 80	Oval Bottle, with corkscrew.....		" T. D. full count.....	75
Stove, No. 1.....	1 25	Hamburg stringless.....	1 25	Lion, 60 or 100 lb. case.....	24 30	Best in the world for the money.....		Cob, No. 3.....	1 25
" 10.....	1 50	" French style.....	2 25	Extract.		Regular		POTASH.	
" 15.....	1 75	Limas.....	1 40	Valley City 1/4 gross.....	75	Grade.....		48 cans in case.....	
Rice Root Scrub, 2 row.....	85	Lima, green.....	1 40	Pelx.....	1 15	Vanilla.....		Babbitt's.....	4 00
Rice Root Scrub, 3 row.....	1 25	soaked.....	75	Hummel's, foll, gross.....	1 50	2 oz.....	1 50	Penna Salt Co.'s.....	3 25
Palmetto, goose.....	1 50	Lewis Boston Baked.....	1 35	tin.....	2 50	4 oz.....	2 40	RICE.	
CANDLES.		Bay State Baked.....	1 35	CHICORY.		Foreign.		Domestic.	
Hotel, 40 lb. boxes.....	10	World's Fair Baked.....	1 35	Bulk.....	5	Citron, Leghorn, 25 lb. boxes.....	20	Carolina head.....	6
Star, 40.....	9	Picnic Baked.....	1 00	Red.....	7	Lemon.....	10	" No. 1.....	5
Paraffine.....	11	Corn.		CLOTHES LINES.		Orange.....	11	" No. 2.....	4 1/2
Wicking.....	24	Hamburg.....	1 40	Cotton, 40 ft.....	1 25	Envelopes.		Broken.....	3
CANNED GOODS.		Livingston Eden.....	1 30	" 50 ft.....	1 40	XX rag, white.....	1 75	Japan, No. 1.....	6
Fish.		Purity.....	1 30	" 60 ft.....	1 60	No. 2, 6 1/2.....	1 60	" No. 2.....	5
Little Neck, 1 lb.....	1 30	Honey Dew.....	1 50	" 70 ft.....	1 75	No. 1, 6.....	1 50	Java.....	5
" 2 lb.....	1 90	Morning Glory.....	1 50	" 80 ft.....	1 90	No. 2, 6.....	1 50	Patna.....	5
Clam Chowder.....	2 25	Soaked.....	1 15	Jute.....	1 90	CONDENSED MILK.		Gunpowder.	
Standard, 3 lb.....	2 25	Harris standard.....	75	4 doz. in case.....	7 40	Eagle.....	7 40	Austin's Rifle, kegs.....	3 50
Cove Oysters.....	95	VanCamp's marrofat.....	1 10	2 crown.....	1 50	Crown.....	6 25	" 1/2 kegs.....	2 00
Standard, 1 lb.....	95	Archer's Early Blossom.....	1 30	3 ".....	1 65	Genuine Swiss.....	7 70	" Crack Shot, kegs.....	3 50
2 lb.....	1 75	French.....	2 15	Loose Muscatels in Boxes.....	1 50	American Swiss.....	6 70	" 1/2 kegs.....	2 00
Lobsters.....	2 50	Mushrooms.....	152 22	Loose Muscatels in Bags.....	5 1/4	COUPON BOOKS.		" Club Sporting.....	4 50
Star, 1 lb.....	2 50	Pumpkin.....	85	2 crown.....	5 1/4	1.....		" ".....	2 50
2 lb.....	3 50	Erie.....	85	3 ".....	6 1/4	5.....		TRADESMAN'S	
Picnic, 1 lb.....	2 00	Squash.....	1 25	1.....	2 00	2.....		CREDIT COUPON	
2 lb.....	2 90	Hubbard.....	1 25	5.....	2 50	3.....		ONE CENT	
Mackerel.....	1 25	Succotash.....	1 40	10.....	3 00	4.....		UNIVERSAL	
Standard, 1 lb.....	1 25	Hamburg.....	1 40	20.....	3 50	5.....		TRADESMAN'S	
2 lb.....	2 10	Soaked.....	55	30.....	4 00	6.....		CREDIT COUPON	
Mustard, 2 lb.....	2 25	Honey Dew.....	1 60	40.....	4 50	7.....		TRADESMAN'S	
Tomato Sauce, 2 lb.....	2 25	Erie.....	1 35	50.....	5 00	8.....		CREDIT COUPON	
Soured, 2 lb.....	2 25	Tomatoes.....	1 25	60.....	5 50	9.....		TRADESMAN'S	
Salmon.....	1 90	Hancock.....	1 25	70.....	6 00	10.....		CREDIT COUPON	
Columbia River, flat.....	1 90	Excelsior.....	1 25	80.....	6 50	11.....		TRADESMAN'S	
Alaska, Red.....	1 45	Eclipse.....	1 25	90.....	7 00	12.....		CREDIT COUPON	
" pink.....	1 25	Hamburg.....	1 40	100.....	7 50	13.....		TRADESMAN'S	
Sardines.....	1 25	Gallon.....	3 25	110.....	8 00	14.....		CREDIT COUPON	
American.....	2 5	CHOCOLATE.		120.....	8 50	15.....		TRADESMAN'S	
Imported.....	6 1/2 @ 7	Baker's.....		130.....	9 00	16.....		CREDIT COUPON	
Mustard.....	15 @ 16	German Sweet.....	23	140.....	9 50	17.....		TRADESMAN'S	
Boneless.....	21	Premium.....	37	150.....	10 00	18.....		CREDIT COUPON	
Trout.....	2 50	Breakfast Cocoa.....	43	160.....	10 50	19.....		TRADESMAN'S	
Brook, 3 lb.....	2 50	CHEESE.		170.....	11 00	20.....		CREDIT COUPON	
Fruits.		Amboy.....	12 1/4 @ 13 1/4	180.....	11 50	21.....		TRADESMAN'S	
3 lb. standard.....	1 00	Acme.....	13	190.....	12 00	22.....		CREDIT COUPON	
York State, gallons.....	3 25	Riverside.....	12 1/2	200.....	12 50	23.....		TRADESMAN'S	
Hamburg.....		Gold Medal.....	12 1/2	210.....	13 00	24.....		CREDIT COUPON	
Apricots.		Skim.....	9 @ 11	220.....	13 50	25.....		TRADESMAN'S	
Live oak.....	1 75	Brick.....	11	230.....	14 00	26.....		CREDIT COUPON	
Santa Cruz.....	1 75	Edam.....	1 00	240.....	14 50	27.....		TRADESMAN'S	
Lusk's.....	1 75	Leiden.....	23	250.....	15 00	28.....		CREDIT COUPON	
Overland.....	1 75	Limburger.....	20	260.....	15 50	29.....		TRADESMAN'S	
Apples.		Pineapple.....	25	270.....	16 00	30.....		CREDIT COUPON	
Live oak.....	1 75	Roquefort.....	25	280.....	16 50	31.....		TRADESMAN'S	
Santa Cruz.....	1 75	COUPON BOOKS.		290.....	17 00	32.....		CREDIT COUPON	
Lusk's.....	1 75	1.....		300.....	17 50	33.....		TRADESMAN'S	
Overland.....	1 75	2.....		310.....	18 00	34.....		CREDIT COUPON	
Apricots.		3.....		320.....	18 50	35.....		TRADESMAN'S	
Live oak.....	1 75	4.....		330.....	19 00	36.....		CREDIT COUPON	
Santa Cruz.....	1 75	5.....		340.....	19 50	37.....		TRADESMAN'S	
Lusk's.....	1 75	6.....		350.....	20 00	38.....		CREDIT COUPON	
Overland.....	1 75	7.....		360.....	20 50	39.....		TRADESMAN'S	
Apples.		8.....		370.....	21 00	40.....		CREDIT COUPON	
Live oak.....	1 75	9.....		380.....	21 50	41.....		TRADESMAN'S	
Santa Cruz.....	1 75	10.....		390.....	22 00	42.....		CREDIT COUPON	
Lusk's.....	1 75	11.....		400.....	22 50	43.....		TRADESMAN'S	
Overland.....	1 75	12.....		410.....	23 00	44.....		CREDIT COUPON	
Apricots.		13.....		420.....	23 50	45.....		TRADESMAN'S	
Live oak.....	1 75	14.....		430.....	24 00	46.....		CREDIT COUPON	
Santa Cruz.....	1 75	15.....		440.....	24 50	47.....		TRADESMAN'S	
Lusk's.....	1 75	16.....		450.....	25 00	48.....		CREDIT COUPON	
Overland.....	1 75	17.....		460.....	25 50	49.....		TRADESMAN'S	
Apples.		18.....		470.....	26 00	50.....		CREDIT COUPON	

SPICES.

Whole Sifted.	
Allspice	10
Cassia, China in mats	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyana	22
" Zanzibar	10
Mace Batavia	50
Nutmegs, fancy	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	10
" white	20
" shot	16
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	18
" and Saigon	25
Cloves, Amboyana	22
" Zanzibar	18
Ginger, African	15
" Cochina	20
" Jamaica	22
Mace Batavia	50
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	34
" Cayenne	30
Sage	21

"Absolute" in Packages.

Allspice	1 55
Cinnamon	84 1 55
Cloves	84 1 55
Ginger, Jamaica	84 1 55
" African	84 1 55
Mustard	84 1 55
Pepper	84 1 55
Sage	84 1 55

SAL SODA.

Kegs.	1 14
Granulated, boxes	1 14

SAUERKRAUT.

Gold Medal	@ 25
------------	------

SEEDS.

Anise	@ 12 1/2
Canary, Smyrna	10
Caraway	10
Cardamom, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 1/2
Mustard, white	10
Poppy	6
Rape	6
Cattle bone	30

STARCH.

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

SNUFF.

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

SODA.

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

SALT.

100 3-lb. sacks	@ 25
60 5-lb.	2 00
28 10-lb. sacks	1 85
20 14-lb.	2 25
24 3-lb. cases	1 50
56 lb. dairy in linen bags	32
28 lb. " drill	18

Warsaw	
56 lb. dairy in drill bags	32
28 lb. " "	18
Ashton	
56 lb. dairy in linen sacks	75
Higgins	
56 lb. dairy in linen sacks	75
Solar Rock	
56 lb. sacks	27

Common Fine	
Saginaw	90
Manistee	95

SALERATUS.

Packed 60 lbs. in box	
Church's	@ 30
DeLand's	3 15
Dwight's	3 30
Taylor's	3 00

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	4 00
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1/2-lb.	3 60
Proctor & Gamble	
Concord	3 20
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox	4 00
Mottled German	3 15
Town Talk	3 25

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	84 05
" plain	3 98
N. K. Fairbanks & Co.'s Brands.	
Santa Claus	4 00
Brown, 60 bars	2 25
" 80 bars	3 25

Lautz Bros. & Co.'s Brands.	
Acme	3 65
Cotton Oil	5 75
Daisy	3 10
Marselles	4 00
Master	4 00

Scouring.

Sapallo, kitchen, 3 doz	2 50
hand, 3 doz	2 50

SUGAR.

To ascertain the cost of sugar laid down at any town in the Lower Peninsula, add freight rate from New York to the following quotations, which represent the refiners' prices:	
Cut Leaf	\$5 31
Powdered	4 94
Granulated	4 63
Fine Granulated	4 63
Extra Fine Granulated	4 75
Cubes	4 94
XXXX Powdered	5 31
Confec. Standard A.	4 56
No. 1 Columbia A.	4 50
No. 5 Empire A.	4 38
No. 6	4 38
No. 7	4 31
No. 8	4 25
No. 9	4 18
No. 10	4 12
No. 11	4 00
No. 12	3 87
No. 13	3 31

SYRUPS.

Corn.	
Barrels	22
Half bbls.	24
Pure Cane.	
Fair	19
Good	25
Choice	30

SWEET GOODS.

Ginger Snaps	8
Sugar Creams	8
Frosted Creams	9
Graham Crackers	8 1/2
Oatmeal Crackers	8 1/2

VINEGAR.

40 gr.	7 @ 8
50 gr.	8 @ 8
\$1 for barrel.	

WET MUSTARD.

Bulk, per gal	30
Beer mug, 2 doz in case	1 75

YEAST.

Magie	1 00
Warner's	1 00
Yeast Foam	1 00
Diamond	75
Royal	90

TEAS.

JAPAN—Regular.	
Fair	@ 17
Good	@ 20
Choice	@ 24
Choicest	@ 34
Dust	@ 10

SUN CURED.

Fair	@ 17
Good	@ 20
Choice	@ 24
Choicest	@ 34
Dust	@ 10

BASKET FIRED.

Fair	@ 18
Choice	@ 25
Choicest	@ 35
Extra choice, wire leaf	@ 40

GUNPOWDER.

Common to fair	@ 25
Extra fine to finest	@ 50
Choicest fancy	@ 75

OOLONG.

Common to fair	@ 23
Imperial	@ 26
Common to fair	@ 23
Superior to fine	@ 30
Young Hyson	@ 26
Common to fair	@ 18
Superior to fine	@ 30

ENGLISH BREAKFAST.

Fair	@ 18
Choice	@ 24
Best	@ 40

TOBACCOS.

Fine Cut.	
Pails unless otherwise noted	
Hiawatha	62
Sweet Cuba	36
McGinty	27
" 1/2 bbls.	25
Dandy Jim	29
Torpedo	24
" in drums	23
Yum Yum	28
1892	23
" drums	22

Plog.

Sorg's Brands.	
Speckhead	41
Joker	40
Nobby Twist	40
Scotten's Brands.	
Kylo	26
Hiawatha	38
Valley City	34

Finzer's Brands.

Old Honesty	40
Jolly Tar	32

Smoking.

Catlin's Brands.	
Kiln dried	16
Golden Shower	19
Huntress	26
Meerschm	29

American Eagle Co.'s Brands.	
Myrtle Navy	40
Stork	30 @ 32
German	15
Frog	33

Banner Tobacco Co.'s Brands.

Banner	16
Banner Cavendish	38
Gold Cut	28

Scotten's Brands.

Warpath	16
Honey Dew	25
Gold Block	30

F. F. Adams Tobacco Co.'s Brands.

Peerless	26
Old Tom	18
Standard	22
Globe Tobacco Co.'s Brands.	
Handmade	41

Leidersdorf's Brands.	
Rob Roy	26
Uncle Sam	26 @ 32
Red Clover	32
Spaulding & Merrick	
Tom and Jerry	25
Traveler Cavendish	38
Buck Horn	30
Plover Boy	30 @ 32
Corn Cake	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene	8
Water White, old test.	@ 7 1/2
W. W. Headlight, 150°	@ 6 1/2
Water White	@ 6 1/2
Naphtha	@ 7
Stove Gasoline	@ 6 1/2
Cylinder	27 @ 36
Engine	13 @ 21
Black, 15 cold test.	@ 8 1/2

HIDES.

Green	2 1/2 @ 3 1/2
Part Cured	@ 2 1/2
Full	@ 4 1/2
Dry	5 @ 5 1/2
Klips, green	2 1/2 @ 3 1/2
" cured	@ 4 1/2
Calfskins, green	4 @ 5 1/2
" cured	@ 7
Deacon skins	10 @ 20
No. 2 hides 1/2 off.	

PERKINS & HESS pay as follows:

HIDES.	
Green	2 1/2 @ 3 1/2
Part Cured	@ 2 1/2
Full	@ 4 1/2
Dry	5 @ 5 1/2
Klips, green	2 1/2 @ 3 1/2
" cured	@ 4 1/2
Calfskins, green	4 @ 5 1/2
" cured	@ 7
Deacon skins	10 @ 20
No. 2 hides 1/2 off.	

WOLLS.

Washed	20 @ 23
Unwashed	10 @ 20

MISCELLANEOUS.

Tallow	6 @ 7
Grease butter	1 @ 2
Switches	14 @ 2
Ginseng	2 00 @ 2 75

FURS.

Outside prices for No. 1 only.	
Badger	50 @ 60
Beaver	15 @ 25 00
Beaver, 3	00 @ 7 00
Cat, wild	40 @ 50
Cat, house	10 @ 25
Fisher	4 00 @ 6 00
Fox, red	1 00 @ 1 60
Fox, cross	3 00 @ 5 00
Fox, grey	5 00 @ 8 00
Lynx	2 00 @ 3 00
Martin, dark	1 00 @ 2 00
" pale & yellow	50 @ 75
Mink, dark	03 @ 12
Muskkrat	15 @ 30
Opossum	5 @ 10
Otter, dark	5 00 @ 6 00
Raccoon	25 @ 90
Skunk	1 00 @ 2 25
Wolf	1 00 @ 2 00
Beaver castors, lb.	2 00 @ 2 50

DESKINS—per pound.

Thin and green	10
Long gray, dry	20
Gray, dry	25
Red and Blue, dry	35

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test)	65
No. 1 Red (60 lb. test)	65

MEAL.

Bolted	1 40
Granulated	1 60

FLOUR.

Straight, in sacks	3 70
English Rock	3 90
Patent "sacks"	4 70
Graham "sacks"	4 90
Rye "sacks"	2 90
Buckwheat, Rising Sun	4 75
& Co's Pure	4 25

MILLSTUFFS.

Less quantity	
Brans	\$16 00
Screenings	14 00
Middlings	17 00
Mixed Feed	19 50
Coarse meal	19 50

CORN.

Car lots	47
Less than car lots	52
OATS.	
Car lots	38
Less than car lots	42

HAY.

No. 1 Timothy, car lots	13 70
No. 1 " ton lots	14 00

FRESH MEATS.

Beef, carcass	6 @ 8
" hind quarters	7 @ 9
" fore	5 @ 6
" loins, No. 3	10 @ 12
" ribs	9 @ 10
" rounds	6 @ 6 1/2

Bologna.

Pork loins	@ 6
" shoulders	@ 11
Sausage, blood or head	@ 10 1/2
" liver	@ 7
" Frankfurt	@ 9 1/2
Mutton	@ 8
Veal	@ 7 1/2

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish	@ 9
Trout	8 @ 9
Hallbut	@ 15
Clusces or Herring	@ 6
Bluefish	11 @ 12
Fresh lobster, per lb	@ 30
Shrimp, per gal	1 00
Cod	@ 12
No. 1 Pickerel	@ 8
Pike	@ 7
Smoked White	@ 8
Stockfish	11
Finnan Haddies	10
Sei	8

OYSTERS—CANS.

Fairhaven Counts	@ 37
F. J. D. Selects	@ 30
Selects	@ 25
Anchor	@ 23
Standards	@ 20
Favorites	18

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.	
Mess	20 50
Short cut	22 50
Extra clear pig, short cut	
Extra clear, heavy	24 00
Clear, fat back	24 00
Boston clear, short cut	24 00
Clear back, short cut	24 00
Standard clear, short cut, best	25 00

SAUSAGE—Fresh and Smoked.

Pork Sausage	11</
--------------	------

How Money Is Spent.

Written for THE TRADESMAN.

To a reflective mind accustomed to note the common details of everyday life, it is interesting to see how many different ways people have of paying out money. On the street or in the store, by a little observation one can perceive human nature developed as plainly, in every instance, as if confession had been made, of the peculiar foible or mental condition accompanying the act. It is commonly the habit of people, when before the critical eye of the public in general, to try and be at their very best. If they have any disagreeable characteristics, they are carefully concealed, and *suaviter in modo* is depended on to pass a creditable inspection. The oldish gentleman and the lady nearing the forties are apt to imitate the dress and manners of people many years younger. If indicted with infirmity of temper or any personal defect, it is most natural to disguise it from general observation.

But there is, after all, a ruling motive that peeps out, in spite of conscious effort at concealment, and that is most apparent when in the act of paying out money. Most people have a miserly element in their composition. This is not discreditable, altogether, for it is the salt that seasons one's relations with the rest of human kind. It is the saving quality that, if not excessively developed, becomes valuable in every home and to every individual composing it. We could scarcely imagine such a thing as a world composed entirely of misers, nor one made up entirely of spendthrifts. Either would be an absurdity, because impossible. All spending means no accumulation, which would be loss beyond measure. All acquiring and saving, with no distribution, would be the death of enterprise. The miser's faculty of getting and hoarding, however, when not in excess, is part of a well-balanced character, and, when inherited by millions, forms the basis of national prosperity.

But all men are not alike in this particular. Some have thrift, industry and a faculty for acquiring money, but lack the quality that makes accumulation possible. The leaks resulting from careless habits and expensive tastes and acquaintances negative all expectations of wealth in the future. Some are niggardly in spirit, averse to spend money when results promise liberal profits and strive to secure the latter at the least possible outlay of means. Others are free when they have a chance to handle it, with money that belongs to someone else, but close, even to parsimony, with their own. There are business men in plenty who lack the courage and faith in the future that would make capital a servant to do their bidding. They spend grudgingly and reap accordingly. The reckless operator spends freely; gives no careful attention to causes or results; sends one venture after another upon the ocean of speculation, and finds them at the last wrecks instead of garnered profits.

A few men have a faculty of making money with a facility that is the wonder of everybody, but the many climb the road to affluence by slow and painful steps. With many grimaces and complaints of hard times, the miser slyly accumulates by pinching and saving, all the time bemoaning the hard fate that dooms him to work and poverty. Those who deal with him find that every dollar paid out bears upon it the marks of a

miser's teeth. His intimates never see a shining coin leaving his hand in charity, and his public spirit flows out towards local enterprise as freely as tar in January.

The class first mentioned comprise many whose geniality and whole-heartedness disarm jealousy of their more favored condition. Money is to them only the means to future ends. Being of active temperament and ambitious to excel, they push ahead in the race for wealth, distancing others of equal natural capacity, because they concentrate all their energies in one direction. At the same time, they do good freely and unconsciously, from the fact that their projects require the employment of a large number of men and the expenditure of immense capital; and capital that is kept moving is practical commercial philanthropy, even if not a dollar be paid out as alms to suffering humanity. The man who wishes to be honored highest in the annals of humanitarian achievement must be one who best helps mankind to earn, and afterwards to save what has been earned. No reasonable person begrudges the liberal business man the prosperity that crowns his efforts. Such an one is never penurious in business details; he is correspondingly liberal in the outlay for labor or material. Money passes from his hand as freely as smoke rolls upward—not like the spendthrift, who blindly scatters what he is unable to value; nor as the selfish speculator, who overvalues what is acquired and belittles what he wishes to possess, but as an equivalent justly due for value received. The manner in which it is paid makes it worth more than its face value to the one who receives it. The latter feels that he is dealing with a man who knows the true purpose of money, and how to spend it carefully without stinginess, yet liberally without ostentation.

It is among the customers frequenting retail stores that one gets an idea of the multifarious ways people have of dispensing cash. The pompous gentleman displays a wallet surfeited with wealth, and, after a long and vain search for the exact sum, asks if you can change a \$20 bill. The careless man throws down a number of coins, asks if that is enough and seems loth to take back the surplus. Another always pays before calling for the goods, and, if the dealer be not careful, at the close of the transaction the deposit will prove to have been "misaid." The ancient lady in specs, who is a little deaf, mistakes the price asked, and finally makes the exact change out of a load of pennies; she's not miserly, but only indulging in a way she has of killing time. But the loud-mouthed dame, who does not hesitate to berate your wares and call you an extortioner, will play the penny racket with a rebate, because she intends to beat you, to prove that she believes the charge. The timid damsel, after making a purchase, lays a coin daintily on the edge of the counter and starts to go, forgetting there is change to be returned, as though this was her first venture. The rough village rowdy will throw down short change, among which may be a mutilated coin, and, when called back, will swear it is all he has and that the bad piece came from your hands the day before. The pennies of the small boy are offered, and then withdrawn, in a conflict of motive, as though he did not know whether it was best to buy then, or how many of them to spend;



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



FERMENTUM

The Only Reliable

COMPRESSED YEAST

Sold in this market for the past Fifteen Years.

Far Superior to any other.

Correspondence or Sample Order Solicited.

Endorsed Wherever Used.

JOHN SMYTH, Agent, Grand Rapids, Mich.

Telephone 566.

106 Kent St.



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



When it comes to spices, the best is none too good.

Gold Medal

Spices

are the best goods money will buy and they are all packed in fiber pails.

One trial will make you a friend of them.

Ball
Barnhart
Putman Co.

but he ends by leaving the whole of his hoard, with a sigh for ungratified wishes and a stick of candy struggling to pass one another in his open mouth. A few lay down carefully and solemnly the price of goods purchased, as they would lay a dear friend in the silent tomb; others drop the currency with the eagerness of a boy giving his ticket at the circus entrance. Once in a while comes one who, deliberate in every motion, both of inspection as to the goods and hesitation as to paying the sum asked, finally makes up his dilatory mind to accept the inevitable and draw the darling coin from his reluctant purse. But every thought of parting with the equivalent cash delays his lagging intention, and one can almost hear the struggle that is going on between avarice and justice in the secret chambers of the small habitation he calls his soul. It is painful to watch him as, like the demon-possessed creature of Scripture, he writhes with the agony that comes from an unhallowed will striving against a half-intelligent conscience. The latter finally conquers, not because the demon is exorcised, but because necessity that knows no law compels the sacrifice.

In direct contrast to this last class Heaven has sent into the world many who make others glad by the right use and distribution of money. Some noble characters, when overlooked by canvassers for public charities, chide them for not offering one more opportunity of gratifying their generous natures. I have in mind a working girl who will walk miles to save car fare, and that at serious risk to her health, that she may have the pleasure of seeing the smile of gratitude on the face of a suffering sister as she quietly slips a \$5 bill in her hand, with the strict injunction, "See thou tell no one of this."

On the streets of a large city money is ever flowing lavishly. Although the volume of business is not so large as that conducted inside brick and stone walls, the number of separate transactions may be equal. Everywhere, all day long, everyone's hand is engaged in paying out—and a lucky few in taking in—the dimes, nickels and pennies that go to procure the trifles this luxurious age has made necessities. But, whatever the motive or the manner of spending may be, a new element has been added to increase the already large distribution of small change—that of curiosity, and it is the key depended on to unlock many a pocketbook; and the devotees of the "nickel in the slot" machine seem to be as constant and liberal in their offerings as the pious crowd that gather around the poor boxes of a cathedral. What curiosity begins, habit continues, and new idols are set up to share the results of this fashionable fad. Perhaps, in the not distant future, an automaton may be constructed, able to tell the exact age of any inquirer who will fee the modern Delphic oracle. Though no one will need to ask the solemn wisacre concerning a fact with which he is already acquainted, yet many a nickel will be freely tendered, "just to see if he does actually know, you know."

When one gets through contemplating the motives and differing moods of all who pay out money, it will be time for himself to pay the last great debt of nature, which is hoped may be done with the calm serenity of him who

"Wraps the drapery of his couch
About him and lies down to pleasant dreams,"
S. P. WHITMARSH.

T. H. NEVIN CO.'S Swiss Villa Mixed Paints

Have been used for over ten years.
Have in all cases given satisfaction.
Are unequalled for durability, elasticity and beauty of finish.
We carry a full stock of this well known brand mixed paints.
Send for sample card and prices.

Hazeltine & Perkins Drug Co.,

STATE AGENTS
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,
C. Bertsch, A. J. Bowne, G. K. Johnson,
Wm. H. Anderson, Wm. Sears, A. D. Rathbone

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

Building Papers, Carpet Linings, Asphalt Ready Roofing, Tarred Roofing, Felt, Coal Tar, Roofing and Paving Pitch, Resin Asphalt Roof Paints, Mineral Wool for deadening purposes, Asbestos products, car, bridge and roof paints. Elastic roofing Cement, Etc.

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

EATON, LYON & CO.'S

Full force of travelers will soon be out with complete lines of new goods in

Stationery

—AND—

Sporting Goods

20 & 22 MONROE ST.,

GRAND RAPIDS, MICH.

ATLAS SOAP

Is Manufactured
only by
HENRY PASSOLT,
Saginaw, Mich.

For general laundry and family washing purposes.

Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.

"The Kent."

Directly Opposite Union Depot.

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

BEACH & BOOTH, Props.

Use Tradesman Coupons.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive.
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 20 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 others daily, 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
Ionla, 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 05am	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	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
Milwaukee 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 January 29, 1893.

TRAINS GOING NORTH.	
Trains	Leave
For Traverse City and Saginaw	6:45 a.m.
For Traverse City & Mackinaw	9:00 a.m.
For Cadillac and Saginaw	9:00 a.m.
For Potoskey & Mackinaw	8:10 p.m.
From Chicago and Kalamazoo	8:35 p.m.
Train arriving from south at 6:45 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.	

TRAINS GOING SOUTH.	
Trains	Leave
For Cincinnati	6:30 a.m.
For Kalamazoo and Chicago	10:55 a.m.
For Fort Wayne and the East	11:50 a.m.
For Cincinnati	5:15 p.m.
For Kalamazoo & Chicago	10:40 p.m.
From Saginaw	11:50 a.m.
From Saginaw	10:40 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
7:20 a.m. train has Parlor Car to Traverse City.
1:10 p.m. train has parlor car Grand Rapids to Potoskey and Mackinaw.
10:10 p.m. train—Sleeping car Grand Rapids to Potoskey 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 7:05 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. train 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.
11:25 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 10:30 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 *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

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R. 7:30am 5:35pm
Ar. Manistee 12:15pm 10:29pm
Ar. Traverse City 12:35pm 10:50pm
Ar. Charlevoix 2:55pm
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. DETR. 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. 7:30am 4:15pm Ar. G. R. 11:50am 11:00pm

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 & North 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. & M.
Lv. Grand Rapids at 8:50 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.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, Feb. 6, the application of S. J. Thompson & Co., grocers at 400 East street, was presented and accepted.

The special Committees on Flour and Roll of Honor were given further time to report.

The special Committee on Exemptions presented the following report:

Your Committee to whom was referred the amending of the exemption laws, has the honor to report that it has had same under consideration, and would recommend that in Section 8032 of Howell's Annotated statute, the word "twenty five" be stricken out and the word "ten" be inserted in its place, and further recommend that our Secretary be instructed to have a bill to that effect properly drawn and forward same to our Legislature at Lansing as soon as possible.

E. J. CARREL,
J. A. SMITS,
E. WHITE,
Committee.

The report was unanimously adopted.

E. J. Herrick called attention to the statement of President-elect Cleveland to the effect that his administration would be a "business administration," and suggested that the Association take time by the forelock and begin to agitate needed municipal reforms in advance of the spring election.

On motion of Mr. Walbridge, a committee of three was appointed to take this subject under consideration and outline a program for action at the next meeting. The chair appointed as such committee Messrs. Herrick, Walbridge and Vieregiver.

Peter Schult suggested that the Association hold a banquet, and that a committee of four be appointed to consider the plans and decide upon the necessary preliminaries. The motion was lost.

Henry Hannink moved that a special committee be appointed to investigate the oil matter and report at a subsequent meeting. The chair appointed as such committee Mr. Hannink, A. Brink and B. VanAnroy.

E. White thought that a roll call of members should be made a regular feature of the meetings hereafter.

Mr. Walbridge called attention to the small margin made on flour by the average retailer. He stated that a miller could produce a barrel of straight flour for \$2.73, which he sells for \$3.70, besides realizing on the bran and middlings. This gives him a profit of \$1.52 a barrel, while the retailer does not realize over 70 cents per barrel.

E. A. Stowe introduced the following resolution, which was unanimously adopted:

Resolved—That this Association heartily endorse the Weiss bill, now before the Legislature, providing that actions at law may be maintained against telegraph companies for the mistakes of their employees.

Resolved—That our Senators and Representatives be requested to work and vote for this measure.

The following questions were then taken from the question box and presented for discussion:

Would not a league of the grocers' associations of the State be a good thing?

Do you favor opening the World's Fair on Sunday?

Do you think the present system or time for collecting taxes affects the collection of bills for the winter months—say December and January? If so, can you suggest a remedy?

Do you think our Association should endorse the resolution of the Board of Trade on the river improvement question?

Can we stop the peddling of kerosene by having a committee visit the wholesalers?

Can we stop oil peddling in this city?

Are you a victim of the coupon rebate scheme? If so, how do you like it? Are you bound by contract for a stated period to continue it? If not, are you ready to give it up?

Can anything be done to induce all the Grandville avenue grocers to join the Association?

E. J. Herrick strongly favored a State league of the grocers' associations. He said he was not much in sympathy with the B. M. A., as the grocer is not greatly interested in dry goods and other things outside of his own business, and strongly favored a unification of the grocery interests of the State.

President Elliott placed himself on record as favoring the idea of a State league, when Mr. Herrick moved that the Secretary be requested to correspond with the other grocers' associations of the State, with a view to ascertaining their sentiment on this question, which was carried.

J. A. Smits suggested that October and March would be a better time to collect the taxes than October and December, as at present.

B. VanAnroy moved that the Secretary correspond with Wm. K. Munson, Secretary of the Fruit Growers' Association, with a view to securing his attendance at the next meeting, which was adopted.

Daniel Vieregiver moved that the Secretary invite Mr. S. M. Lemon to address the next meeting on a subject of his own choosing, which was adopted.

E. J. Herrick moved that E. B. Fisher be invited to address the next meeting relative to his recent trip to the "Spice Islands," which was adopted.

Treasurer Harris reported a balance on hand of \$564.36, and disbursements since the last meeting of \$62.50, leaving a net balance on hand of \$501.86.

There being no further business, the meeting adjourned.

From Out of Town.

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

Frank Hamilton, Traverse City.
C. A. Vandenberg, Howard City.
G. M. Harwood, Petoskey.
G. A. Hutchinson, Whitneyville.
Kinsey & Myers, Caledonia.
Jas. Murphy, Lowell.
Tew & Jordan, Orange.
F. L. Sommers, Ionia.
R. Gannon, White Cloud.
P. H. Kilmartin & Son, Orange.
Albert Wilson, Petoskey.

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.

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—The price has sustained a sharp advance, handlers now paying \$1.50@1.75 for country picked and holding city picked at \$1.90 @ \$2.10 per bu.

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

Cabbage—\$1 per doz., and scarce at that.

Celery—18@20c per doz. bunches.

Cider—13@15c per gal.

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

Eggs—The market has gone to pieces, handlers now paying 29c and holding at 30c. The Chicago market broke to 25c Saturday.

Grapes—Malagas are 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—Not so plentiful as a few weeks ago. Clover stock is held at 13c.

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

Parsnips—40c per bu.

Potatoes—The market is about the same as a week ago, buyers now paying 65c per bushel here and 60c at the outside buying points. The demand continues strong and the anxiety to fill orders has resulted in a number of frosted cars and made many shippers sick.

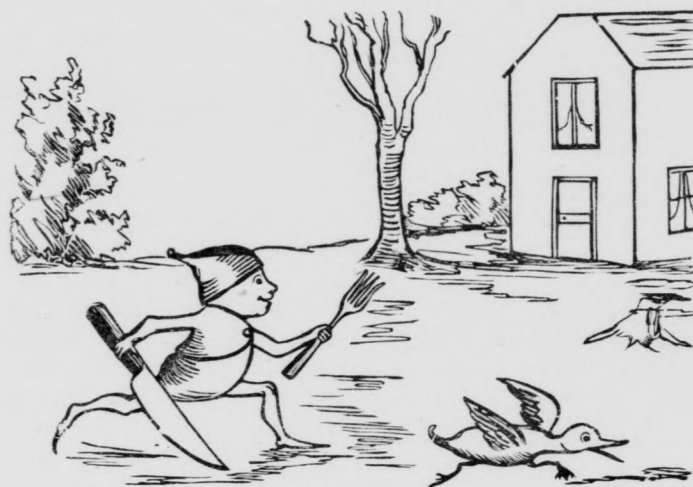
Squash—So scarce that it is practically out of market.

Sweet Potatoes—Out of market.
Turnips—35c per bu

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.

Headquarters for CARVING SETS

And Everything in the line of
Cutlery.



"QUACK! ALACK! I feel in my wishbone that this is my last home-run, for that imp has bought one of Foster, Stevens & Co.'s Carvers, but I have the satisfaction of knowing, that if my end has come, I will not be all hacked up with a dull knife."

It must be humiliating to any well-brought-up goose to be inartistically carved up, but this must be the inevitable result if a poor knife is used.

We have a line of Carvers unsurpassable. Carvers in Iron, in Bone, in Wood, in Celluloid and in Pearl. Carvers for breakfast, Carvers for dinners, game Carvers, Carvers of every description, Carvers in sets, Carvers just any way you want them.

FOSTER-STEVENSON
& CO.
MONROE ST.

P. STEKETEE & 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.

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.

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,

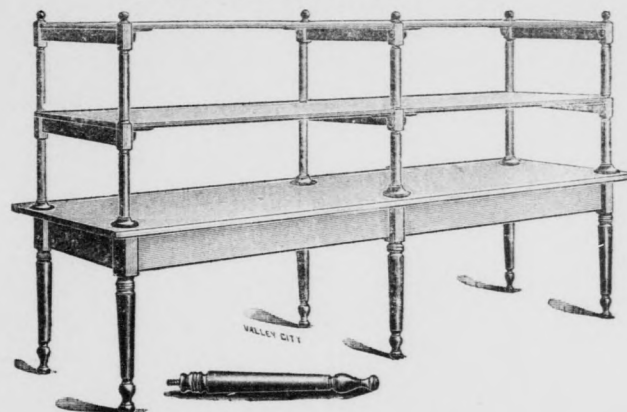
IMPORTERS AND WHOLESALE DEALERS IN

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.

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.

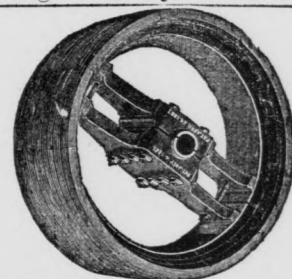
DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

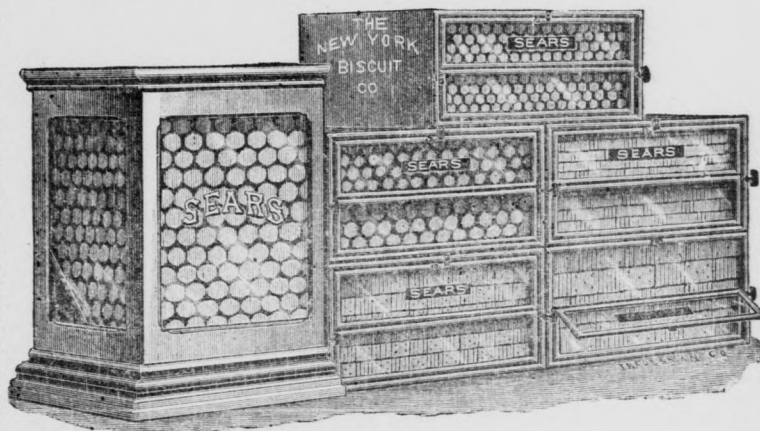
HESTER MACHINERY CO.,

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.

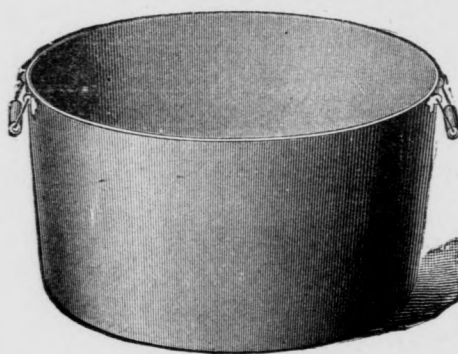
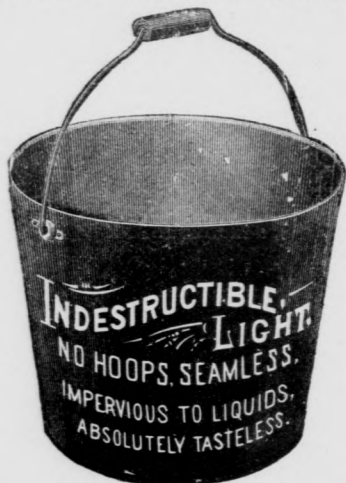
THE NEW YORK BISCUIT CO.,
S. A. Sears, Mgr. GRAND RAPIDS.

Important Reductions in Indurated Wood Fibre Ware.

Lowest Prices Ever Offered.

Taking Effect Jan. 25, 1893.

Subject to Change without Notice.



PAILS.		Per doz
Weaver pails, 6 qt.		\$2 70
Star " standard size		3 15
Fire " round bottom		4 05
BUTTER BOWLS.		
15 in. bowl	\$3 60	
17 in. " "	4 50	
19 in. " "	5 40	
MILK PANS.		
Standard size	\$2 25	

Your stock is not complete if you haven't these goods.

WASH TUBS.		Per doz
No. 0, diam. 23 1/2 in. 13 1/2 in. deep		\$15 75
No. 1, " 21 " 12 " "		13 50
No. 2, " 19 1/2 " 11 " "		12 00
No. 3, " 18 1/2 " 9 1/2 " "		10 50
NESTED TUBS.		Per nest
No. 1 Nest, Nos. 1, 2, 3		3 00
KEELERS.		Per doz
No. 1 Diam. 17 1/2 in. 7 in. deep		6 75
No. 2 " 15 1/2 " 6 " "		6 30
No. 3 " 13 1/2 " 5 " "		5 40

Compare these prices with what you have been paying, then order.

SLOP JARS.		Per doz
No. 2, 12 qt.		\$7 65
SLOP JAR MATS.		
17 inch Mat.		3 60
WASH BASIN.		
12 1/2 inch Basin		2 10
SPITTOONS.		
No. 2, 12 inch		4 50

Send in your orders early and secure the first sale on these goods at the reduced prices.

Michigan State Agents for the Grand Rapids Giant Junior Vapor Stove.

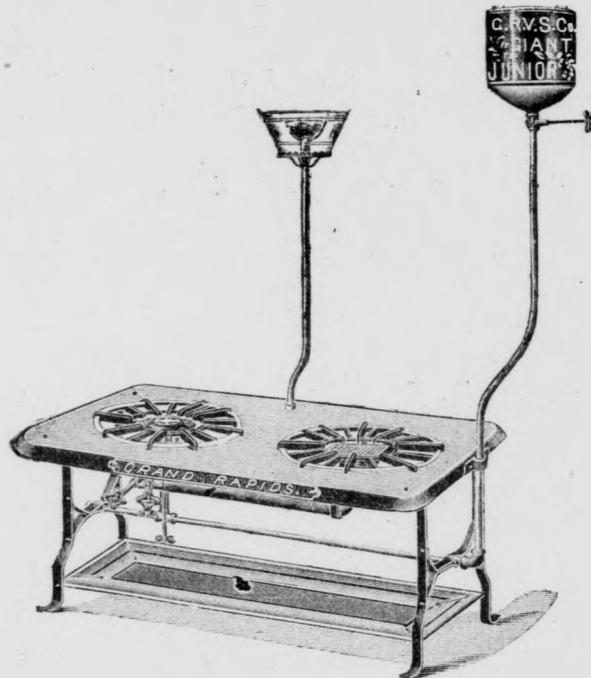
This is an entirely new Gasoline Stove, with a patent multiple generator, which is the simplest and most powerful generator made and far surpasses anything of the kind ever put on the market. Write for catalogue.



STYLE OF NO. 31—TWO BURNER AND STEP WITH ILLUMINATING FEATURE & GLOBE.

This stove is a gem, it occupies but little space, has powerful burners, and in our judgment is destined to become the most popular stove of any on the market.

Its practical illuminating device, the means for conveniently having at hand at all times a tea kettle of boiling water will be fully appreciated by every house-keeper.



STYLE OF NO. 46—2-BURNER JUNIOR WITH ILLUMINATING FEATURE AND GLOBE.

The Illuminating Feature is thoroughly practical in every way. It is conveniently located back of the cooking burners, thus affording a brilliant gaslight whenever desired, at a minimum cost. This improvement will be appreciated at a glance and hailed with delight by all buyers. This feature alone gives this stove the preference.

Our high stoves are one inch, and our low stoves are three inches higher than any other make of Junior stoves.

H. LEONARD & SONS, Grand Rapids,
134 to 140 E. Fulton St.