

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, MARCH 1, 1893.

NO. 493

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.

SEEDS

PLANTS, TOOLS, ETC.

For 1893
NEW CROP SEEDS

Every article of value known. You will make money and customers if you buy our seeds. Send for wholesale price list.

CLOVER and GRASS SEEDS, ONION SETS and SEED POTATOES. All the standard varieties in vegetable seeds.

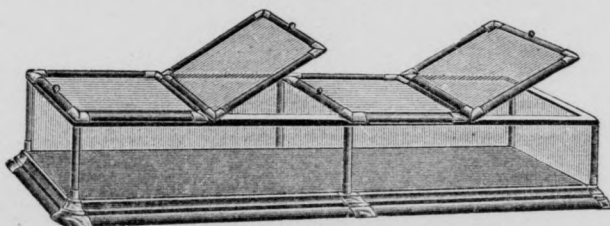
ALFRED J. BROWN, Seedsman,
24 and 26 NORTH DIVISION ST., GRAND RAPIDS, MICH.

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.

HEYMAN COMPANY,
Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES.

Who Sells **Star** **Red** **Drops?**
Cough

Every Druggist,
Every Grocer,
Every Confectioner
who wants to handle the best goods for the least money.
A. E. BROOKS & CO.,
46 Ottawa St., Grand Rapids, Mich.



Grand Rapids Agts, BROWN & SEHLER, West Bridge and Front St.

MOSELEY BROS.,
- WHOLESALE -
FRUITS, SEEDS, BEANS AND PRODUCE.
26, 28, 30, 32 Ottawa St., Grand Rapids.

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.



See Quotations.

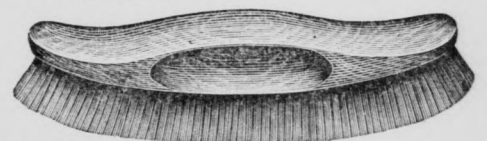


Grand Rapids Brush Co.,
Manufacturers of

BRUSHES

GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.



CHAS. A. COYE,
Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Oiled Clothing and Cotton Ducks.

Send for Price List.

11 Pearl St., Grand Rapids, Mich.

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.

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.

RINDGE, KALMBACH & CO.,

12, 14, 16 Pearl St.,

Manufacturers
and
Jobbers of

Boots & Shoes.

Spring lines now ready
for inspection

Would be pleased to
show them.

Agents for the Boston
Rubber Shoe Co.



Who urges you to keep

Sapolio?

The Public!

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

Any Jobber will be Glad to Fill Your Orders.

F. J. DETTENTHALER

JOBBER OF

OYSTERS

Salt Fish

POULTRY & GAME



Mail Orders Receive Prompt Attention.

See quotations in another column

CONSIGNMENTS OF ALL KINDS OF POULTRY AND GAME SOLICITED

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MARCH 1, 1893.

NO. 493

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.

BIRTH, KRAUSE & CO.,
GRAND RAPIDS AGENTS.

COMMERCIAL CREDIT CO.

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

The King Of all Coffees.

EDWIN J. GILLIES & Co's
BLENDED



IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javas differ very materially on account of the section of the Island of Java on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javas are delicious, others rank and worthless. The Diamond Java is a blend of those Javas which excel in any peculiar degree in fine flavor or full strength, and which mingling harmoniously together produce the perfection of a coffee.

The Diamond Java is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Roasted Coffee is intended for those that appreciate a fine article, and desire to use the best coffee that can be obtained. **ASK YOUR GROCER FOR IT.** If he cannot supply you send us his name.

Our finest goods now are the BEST VALUES on the market, as even LOW GRADES sell AT HIGH prices and will NOT SUIT, but the Blended Diamond Java will DRAW TRADE.

J. P. VISNER, Agt.,

167 No. Ionia St., Grand Rapids,

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, Widdicom 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.

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.

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.

SQUIRE SILAS.

An ancient place was Bigotville,
A strange, unsightly town,
Whose houses with their paintless sides,
And roofs half tumbled down,
Bespoke a lack of thrift,
And seemed to indicate
That life of every kind had fled,
And left it desolate.

Near by the village, on the east,
Meandered River Slow,
Upon whose banks a fresh idea
Had never deigned to grow.
Just off the so-called Village Park
An antique structure frowned,
Whose tottering steeple seemed inclined
To seek the solid ground.

This rickety, unsafe concern,
Wherein a careful mouse
Would hardly dare to make his home,
Was called "The Meeting house."
There swinging 'mid the owls and bats,
Within its crumbling spire,
For ages past, at 9 p. m.,
The bell had clanged, "Retire!"

A rod or two of pasture land,
Unfit for growing beans,
Had been reserved, by public vote,
For raising citizens.
Here, in a time-worn edifice,
Beside a stagnant pool,
The little folks of Bigotville
Attended common school.

Back from the street some half a mile,
On Ignoramus Hill,
A quaint old mansion reared its walls,
Overlooking Bigotville;
And there Squire Silas Custom lived,
Unsocial, cold and proud;
Before whose presence, old and young,
Throughout the township, bowed.

The Squire, by chance, had wooed and wed
Miss Habittura Pinch,
A lady who was never known
To yield her will an inch.
Squire Silas ruled all Bigotville,
And Mrs. C. ruled him;
Both with a power as absolute
As 'twas severe and grim.

Old Nathan Trust was constable,
And kept the corner store
That had "Dry Goods and Groceries"
Inscribed above the door.
It chanced that Ebenezer Grout
Came in to trade one day.
"Good morning, Nathan; heard the news?"
"What news?" said Nathan. "Hey?"

"I heard just now from Carpenter,
That Wright had sold his farm.
Young Henry Progress bought the place.
He'll surely come to harm;
Squire Silas Custom won't allow
A man like him about.
They'll have a fuss, you see 'f they don't;
And St will turn him out."

"Wright sold his farm! Sho! Well, do tell!"
Said Nathan. "What'd he get?"
"His price, no doubt. But what that was
I haven't heard as yet."
"Well, I declare! That's news, indeed!"
Said Nathan. "Where'll he go?"
"Just that," said Grout, "and why he sold,
I'm curious to know."

"There's something wrong, depend upon it.
John Wright would never sell
That farm his father left to him,
If all was goin' well.
He's been kept down by Custom's heel
For more than twenty year.
And then there's Madame Custom, too,
She's bothered him I hear."

"Well, they're the bother of us all,"
Said Nathan. "I, for one,
Should like to hear that they had sold,
And moved away from town.
'Tis judged a crime—a fearful crime—
If some poor wretched fool
Unwittingly o'erstep the bounds
And break Squire Custom's rule."

"But Squire, untrammelled by a law,
May riot in his lies;
While all the town must fold its hands
And meekly shut its eyes.
O'Brien, who tipples at the inn,
And drinks Van Bibber's ale,
Squire Custom calls a drunken wretch
And sends him off to jail.

"But Squire, himself, may sit at home,
And steep in high priced wine;
Or, at some social gathering,
Get drunk as Tim O'Brien;
Yet you and I must hold our tongues,
No matter how we feel,
For Squire must not be criticised;
His tipping is genteel.

"Poor crazy Jane, Ben Toper's wife,
Who killed Barkeeper Sling,
Squire Custom, with a pious zeal,
Condemns at once to swing.
But Squire and wife may walk our streets,
Concealed in Pleasure's guise,
And scatter habits worse than death
Before our very eyes.

"May pinch, cramp, torture and deform
The bodies of our youth,
And teach them in a thousand ways,
To ridicule the truth,
Yet no one dares to bring a charge
Against the twain meanwhile,
For Squire and wife are favored ones;
Their work is done in 'style.'"

Just at this point Miss Prate came in
To get her bill enlarged
"A roll of pins and three fresh eggs."
Of course she'd have them charged.
"You've heard," she said, "about that man
That's come to Bigotville.
He's going to make a stir, they say,
On Ignoramus Hill.

"Judge Common Sense and Lawyer Change,
I hear are coming, too.
With men like these a stirring round,
What will Squire Custom do?"
Exactly what the Squire would do,
No one could make quite clear.
Exactly what the Squire did do
Shall presently appear.

A lapse of years. Squire Custom sits
Reflecting o'er their flight.
Those years have brought him many a grief;
They've shorn him of his might.
"Indeed," said he, "a pretty fix.
Am I at last outdone?
Do these young upstarts think to rule
In this, my native town!

"That Progress' got a new idee,
Eb. Slocome said to-day;
If he don't keep it to himself,
I'll teach him what's to pay.
He and that scoundrel, Common Sense,
Will ruin Bigotville
If I don't put a stop to it—
But put a stop I will!

"They've run a pair of iron rails
Clean through the lower plain,
And introduced a thunderin' thing
They call an 'engine train.'
And then that scientific line,
The telegraphic wire,
That's strung along the engine track,
Has set the town afire.

"For on it, standin' just as 'tis,
They've made the people think
A letter'll go around the world
Before a man can wink!
They've squandered half the public funds
In fixin' up the town.
They've built a new academy,
And torn the old one down.

"The meetin'-house has been rigged up
With cushions, paint and blinds;
A public library procured
To feed the youngsters' minds;
A town house built upon the hill
That cost a cruel sum;
New side walks laid; the roads all paved;
A license fixed on rum;

"And all within a few short years,
In spite of my commands;

And what is more, they've got the power
Completely in their hands.
For when that rascal, Common Sense,
Soft-soaped John Government,
And made him let his niggers vote,
My influence was spent.

"I once held office; but alas,
I've been compelled to budge.
The chair I've occupied for years
Holds Common Sense as Judge.
I have a few constituents:
My wife's still left to me—
Sometimes wish she'd gone the way
Of all mortality.

"And if this Progress still persists
In carrying out his plan
Of settin' all the women up
On equal terms with man,
My days are numbered, sure as fate;
For Madam Silas C.,
With extra power, conferred by law,
Will make an end of me.

"That's what he's driving at, the wretch!
I'll have the sheriff sent
To apprehend him instantly
For murderous intent!"
The court was crowded. Old and young
Flocked in from everywhere
To hear the celebrated case
Of Progress versus Squire.

The plaintiff's counsel, Peter Fudge
And Nicodemus Cant,
Were there, in all their awful state,
Prepared to blow and rant.
Young Henry's counsel, Sharp and Grit,
Two stirring men were there;
And Common Sense serenely graced
The magisterial chair.

The court was opened in due form,
The accusation read;
Which, stripped of its redundant words
And legal techniques, said
That Progress, in his late attempts
To franchise Custom's wife,
Had laid a deep and deadly plot
To take his—Custom's—life.

"What answer make you to this charge?"
Inquired Judge Common Sense.
"Not guilty!" was the firm reply.
"Then let the suit commence."
The witnesses were duly sworn,
And pumped in legal style:
All were newsy, save one Blunt,
Who caused the court to smile

By recommending Lawyer Fudge
"To hold his slanderous tongue.
He wan't a gon'ter connive
To git young Progress hung."
Miss Prate was called, and took her oath
That Betsey Croaker said
That some one, morn'n a year ago,
Had told her nephew, Fred—

"Be more explicit, if you please,"
Said Grit, "tell what you've seen."
"Oh, nothing, sir, except I know—
That is—they say, I mean,
That Mr. Progress don't believe
In Mr. Custom's ways;

And I've expected there would come
A fuss, these many days."
The testimony given in,
All listened to the pleas.
Squire Fudge declaimed, and with his gas
Created quite a breeze.
"Tis clear," he said, "that yonder knave,
For reasons of his own,
Has plotted 'gainst my client's life;
But that's not all he's done:
"He's scattered throughout Bigotville
These modern traps of his:
He's turned the heads of all our youth;
And not content with this,
He now would have the women placed
Upon an equal stand
With us, who, by established law
Are rulers of the land.

"Your honor'll surely not withhold
The penalty that's due;
The law demands his punishment,
And I demand it, too."
When Lawyer Grit addressed the court,
Dead silence reigned around,
His words were pointed, plain, concise;
His arguments were sound.

"I will not try," said he, at length,
"To prove what now is plain—
That all these extra charges brought
Are libelous and vain.
These modern traps, I'm proud to say,
My client soon intends
To set for fogies everywhere.
Beware, my legal friends!

"About these dreaded equal rights,
So nettling to our pride,
I've neither this nor that to say;
Your honor must decide."
Judge Common Sense pronounced the charge
The Jury then withdrew,
But shortly brought the verdict back,
Which, read by Foreman True,
Pronounced the pris'ner at the bar
"Not guilty!" So say we,
But moved by pure and manly zeal
To make his fellows free."

Old Custom sat and ground his teeth.
Long may his Squifresh grind,
Till Progress, with his loftier aims,
Shall govern all mankind.

CHARLES A. DICKINSON.

MEN OF MARK.

Geo. H. Reeder, The Wholesale Shoe Dealer.

Geo. H. Reeder was born in Edinboro, Erie county, Pennsylvania, June 12, 1844. He attended the common schools of that place, subsequently graduating from the State Normal school located there, after which he took a commercial course at the Poughkeepsie Business College. In 1862 he enlisted in Company B, 145th Pennsylvania Volunteers, remaining at the front until after the battle of Fred-



GEO. H. REEDER.

rickburg in 1863, when he was prevented from engaging in active business during an entire year's illness. At the age of 21 he went to Oil Creek—which was then in the height of its fame as an oil producing center—where he ran a meat market, clerked in a store and speculated on his own account, clearing \$12,000 in five months and losing it before the end of another month. He then went back to Edinboro, where he engaged in the purchase of cattle and sheep for the Philadelphia and New York markets. At the age of 24 he removed to Bucyrus, Ohio, where he embarked in the shoe business, remaining there two years. He then removed to Napoleon, Ohio, where he conducted the shoe business thirteen years, when he removed to Big Rapids and continued in the shoe business for three and one-half years, gradually working into the jobbing of goods in connection with his retail trade. He then formed a copartnership with Luke Palmer, under the style of Reeder, Palmer & Co., and removed to Grand Rapids to embark in the wholesale business exclusively. One year later he purchased the interest of his partner, since which

time he has conducted the business under the style of Geo. H. Reeder and Geo. H. Reeder & Co., having recently admitted two of his brothers to partnership in the business.

Mr. Reeder is a man of marked individuality, being endowed with an indomitable will, which enables him to forge to the front under the most disadvantageous circumstances. He thinks quickly and acts with equal expedition, taking little time to dissect the most knotty problems incident to every business career. He is a hard worker, but is much more exacting as regards himself than he is in his dealings with his employees and customers. While his hair is plentifully sprinkled with gray, he is a young man in appearance and feeling, and, unless fate intervenes, he has reason to look forward to a long and prosperous career.

Teach the Children Business Methods.

Much has been said and written about the beauties of domestic harmony and the responsibility of the wife in the way of making the home pleasant; but it is only once in a while that one picks up a paragraph that touches upon the duties

on, year after year, paying all the bills, and never put into the hands of the family sufficient money for even the most trifling expenditures.

How can a man expect his children to grow up with any sound ideas of financial affairs if he manages them in this way, passes comprehension. It is every man's duty to provide for the judicious training for his boy and girl in money matters as much as he provides them with food and clothing. Every child should understand the value of money, should be called upon to use it and be held to a strict account for its expenditure. No matter what the wealth or poverty of the parents, this is an imperative rule. The boy and girl whose every bill is paid for them can never know the value of money or how to prudently provide themselves with the necessities of life. Some day, when they are left fatherless and come into possession of their portion of the estate, it goes to the winds. And what wonder? The father, from the very earliest childhood, has taken the course of which this folly is the legitimate result.

No one can know, without practical experience, what it costs to live; and no one, who has never been taught the judicious handling of financial responsibilities is able to comprehend how easy it is to make mistakes in this respect.

Just a Word.

If you have a thought that leans towards an improved counter scale, clinch it quick and order quick. From present appearances more Perfection Scales will be wanted during the next few months than can be produced and the manufacturers will not permit them to be turned out faster than it can be done with the utmost attention given to every detail. That, however, accounts for the universal satisfaction they are giving.

Value of the Coupon Book System.

From the National Provisioner.

Coupon books are an innovation of great value to the trade. They save all annoyances from disputed accounts. To understand the system more fully it may be said that these books, which vary in denomination, are given to customers who are in the habit of asking for credit. The book is charged to them for its full value at the time they receive it, they being required to sign an inclosed note providing for the payment of the same. The note is then detached and held by the butcher, grocer or any other merchant. This secures the customer's account, and avoids any chance of disputing an open account should there be any trouble in collection. The note is signed in ink and is as negotiable as any other commercial paper. The coupons are detached by the merchant, a one-cent coupon for each cent's worth of purchase.

The coupon book is also of great advantage in cash transactions. For instance, sell the book to your customers for a cash discount, say 5 per cent., a \$10 book would be sold for \$9.50 and be good to the customer for \$10 worth of goods, while you would receive \$9.50 cash in advance.

Lost and Found.

Lost—Money enough by giving down weight on an old style scale.

Found—A way to avoid it by using the celebrated "Perfection."

Thousands have found the latter and thousands more are finding it. Who will be the next?

The designing of carpets and wall papers opens to women a field for work in which they seem naturally qualified to excel. A few years ago a firm offered prizes of \$1,000, \$500 and \$300 for the best designs in wall papers, the competition being open to natives and foreigners, men and women. All three of these prizes were awarded to American women. A man of much experience in the business said recently that when women have had as many years of the same advantages as men, their work will stand on the same level and perhaps ahead.

Scales may come and scales may go. The Perfection goes steadily forward. It has no successful rival.

WHAT IS AN AGREEMENT?

Written for THE TRADESMAN.

Every agreement is a business transaction, but, unfortunately for the peace and prosperity of business men, every business transaction is not a legal agreement. If it were, there would not be so many lawyers.

An agreement is a plain proposition made by some certain party or parties to, and squarely accepted by, some other certain party or parties. If the proposition and acceptance are unequivocal in terms and understood by all the parties concerned, and the thing to be done or not to be done is lawful, the agreement will hold and prevail against all the quibbling within and cross-firing without which may be brought to bear upon it.

If I offer you a certain quantity of good butter at a certain price, and you accept my proposition as follows, "We accept your offer, expecting you will give us choice butter and full weight," it would be no acceptance, and I would be under no obligation to deliver the butter. You see, there may be a material difference between "good" butter and "choice" butter. You accept what I have not offered you, which is, virtually, a new proposition on your part, which has not been accepted by me.

If you send an order to one of our Grand Rapids wholesale merchants for a certain quantity of goods on certain terms of credit, and the merchant sends you a less quantity of goods and at shorter credit, and the goods are lost by the way, the merchant would have to bear the loss, for this transaction would not be a sale or agreement between you. In such a case, if the merchant had sent a greater quantity of goods, or he had sent the exact quantity you ordered but on a shorter term of credit, the result would be the same. The fact is that he must assent to your proposition precisely as made, in order to effect a sale or constitute an agreement between you.

The law presumes that every person means that which he distinctly says, yet there are apparent exceptions to the rule. For instance, if I offer to sell you my horse for \$20, and you pay me the money, after which I tender you my cow, on the ground that I was thinking only of my cow, and by a slip of the tongue, used the word "horse," this would not avoid my obligation, unless (and this is where the apparent exception comes in) I could show that the mistake was known to you; and in such case it would show fraud on your part. Of course, this is an extreme illustration, but difficult questions of this kind sometimes arise.

Suppose that I should offer to sell you a cargo of flour at "\$2," and that you accepted and the cargo was delivered accordingly. Suppose that, when I made you the offer, I meant "\$2 per hundred," but, when you received the invoice, you protested on the ground that you supposed you were buying the flour at "\$2 per barrel." What would be done in a case of this kind?

In the first place, if there were, honestly and actually, a mutual mistake, there would be no agreement or contract and the flour should be returned. But, in the second place, if a jury should be satisfied, from the words made use of by me, from the usage prevailing where the bargain was made, and known by each of us, or from other circumstances attending the bargain, that you knew that I was expecting that price for a hundred

pounds, you would have to pay it; and, if they were satisfied that I knew that you supposed that you were buying the flour at that price per barrel, then I could not reclaim the flour, nor could I recover more than that price. A parallel case to the one assumed is laying before me from which I have quoted the rulings of the court.

The actual and honest intentions of the parties, as expressed in the contract, or in the words of the agreement, are always regarded as an important guide in constructing it; yet, if the parties, or either of them, show that a bargain was honestly but mistakenly made which was materially different from that intended to be made, it would be a good ground for declaring that there was no agreement.

Ignorance of the law is no excuse for the enforcing of a right or the avoiding of an obligation, and the courts cannot correct mistakes so made. But the law which one is required, at his peril, to know is the law of his own country, and in this respect the several states of the Union are foreign to each other. Ignorance of the law of a foreign state is ignorance of fact; hence, money paid through ignorance of the law of such foreign state may be recovered.

No legal agreement can exist where fraud abounds; the defrauded party will always be relieved. If both act fraudulently, neither can take advantage of the other; and, if one acts fraudulently, he cannot set his own fraud aside for his own benefit. For instance, if Jones should place a chattel mortgage on his stock of goods for the purpose of defrauding his creditors, the mortgage contract is nullified, of course, by the element of fraud; but Jones himself cannot annul the contract and avoid his obligation by setting up fraud because it is his own fraud. The law assumes that the injured party is the innocent party; and the party who enters into an agreement fraudulently can suffer no injury which the law will recognize and from which it will grant relief.

A great many delicate questions have come up, from time to time, in our courts for adjudication as to what constitutes an assent, or the meeting of minds, without which there can be no contract.

All negotiations are but preliminary steps, and which will never terminate in an agreement until a certain point is reached where the minds meet. Where the contracting parties are hundreds of miles apart, and the negotiations are carried on by correspondence, the necessary meeting of minds is not such a simple matter as might be inferred. I shall make this interesting topic the special subject of my next commercial law article.

E. A. OWEN.

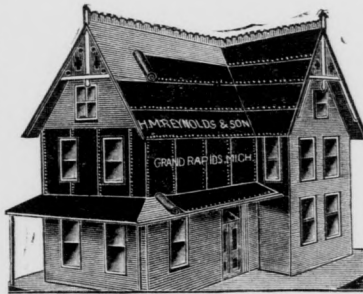
The Advance in Soap.

TOLEDO, Feb. 23.—The sharp advance in price of soap is caused by the great scarcity and extraordinarily high prices of tallow and oils, which have nearly doubled during the past sixty days and are still tending upward. The high price of lard is due to the great shortage of hogs, which is estimated in the government's report as being 600,000 less than the previous year. The trade reports show a decrease of hogs received by the Western packers since Nov. 1, 1892, of nearly 3,000,000 head as compared with the same period of last year. The decrease in receipts of cattle is also considerable and prices are high. As the best of the tallow is used by the packers to make "compound lard," there is only a small quantity left for the soapmakers' use, hence the great scarcity of tallow.

The cotton crop of the past year was a partial failure and receipts are light. Scarcity and very high prices prevail for cotton seed oil, which, when plentiful, is cheap enough to be largely used by soapmakers, but now it is almost wholly absorbed by the lard manufacturer. The outlook for the remainder of this year, and probably longer, is continued high prices, with the probability of further advances for all kinds of raw soap material. Of course, this means higher prices for soap. No dealer can make a mistake, but, in fact, can profit by buying a good supply at present advanced prices, as the advance of manufactured goods is not yet in proportion to the advance of crude material which must necessarily come in time. With manufacturers it has not been, altogether, so much a question of price, lately, as ability to get sufficient tallow, oils, grease, etc., for their needs. There are manufacturers to-day with plenty of orders on their books, but with idle kettles, owing to inability to get stock. The present condition of the soap trade has come to stay until new crops and stock of hogs and cattle can be multiplied to supply the present deficiency. The most hopeful say that it will take a year or two to do this.

GEO. M. CHUTE.

Use Tradesman Coupon Books.

ASPHALT
FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc., will not rot or pull loose, and when painted with our

FIRE-PROOF ROOF PAINT,

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

H. M. REYNOLDS & SON,
Practical Roofers,

Cor. Louis and Campau Sts., Grand Rapids, Mich.

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF SAP PAIRS PER 100.

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

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

In lots of 500 we will allow 5 per cent. off above prices. Terms, 30 days net. Send for price list of general line of tinware.

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer for life.

STANTON, MOREY & CO., Mtrs.

DETROIT, MICH.

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



For Terms and Agencies address
Crystal Washing Machine Co.,
Columbus, Ohio.

Our machine has a reversible rotary motion of both upper and lower washboards, giving the true hand-rubbing principle. Clothes never bunch while washing, common fault with others necessitating rearranging; not a pleasant task.

AMONG THE TRADE.

AROUND THE STATE.

Riverdale—Knouse & Langly succeed W. A. Bradley in general trade.

Clayton—J. L. Perkins succeeds Isaac R. Waterman in the grocery business.

Spring Lake—Campbell & Gray succeed G. A. Price in the drug business.

Ludington—Tiedman & Ungers succeed A. Tiedman in the lumber business.

Marcellus—Isaac M. Smith succeeds Taylor & Smith in the lumber business.

Otsego—Dibble & Keeler succeed Granger & Keeler in the clothing business.

Saginaw—Henry Biesterfeld succeeds Biesterfeld Bros. in the hardware business.

St. Johns—G. B. Porter has removed his jewelery stock from Alma to this place.

Plymouth—Lyndon & Holmes are succeeded by Lyndon & Son in the hardware business.

Battle Creek—Elisha Crawford succeeds J. F. Caldwell & Co. in the grocery business.

Saginaw—Nerretter & Earl are succeeded by J. C. Nerretter & Co. in the jewelery business.

Port Hope—Beck & Holstein, general store dealers, have dissolved, Beck Bros. succeeding.

Memphis—Jas. Sweet succeeds Wade & Bywater in the hardware, paint and oil business.

Muskegon—John Van Dyke succeeds Van Dyke & Hanover in the merchant tailoring business.

Ishpeming—C. Meilleur, dealer in groceries and meat, has sold his meat business to Joe Coveau.

Marshall—Root & Billings, crockery dealers, have dissolved, Kate E. Billings continuing the business.

Detroit—The style of the Hertz & Tallman Planing Mill Co. has been changed to the Hertz & Hosbach Co.

Mt. Clemens—Wm. Schwegler is succeeded by F. P. Hale in the confectionery and restaurant business.

Riverdale—John B. Adams has purchased the P. of J. store, and put in a new stock of general merchandise.

Carsonville—Graham, Williams & Co., dealers in men's furnishing goods, have dissolved, Graham & Co. succeeding.

Perry Frink, junior partner in the firm of Townsend & Frink, general dealers at Hubbardston, died Feb. 21, aged 30 years.

Holland—The Holland City Heading & Stave Co., not incorporated, has been changed to Holland Stave and Lumber Co.

Big Rapids—William Hangstorfer & Co. is the name of the firm that succeeds Mynning & Co. in the meat market business.

Parmelee—Wallace Watson has sold his general stock to Jas. D. C. Hubbard, formerly of Middleville, who will continue the business.

Ishpeming—The merchant tailoring establishment of Torrance & Conway was closed Feb. 21 by mortgages held by Field, Benedict & Co.

Ewart—Elton Davy and Fred B. Smith have been admitted to partnership in the general merchandise firm of Davy & Co. The style remains unchanged.

Stanwood—Van Auken & Barnard have sold their dry goods and grocery stock to Burgdoff & Mitchell, and their boot and shoe stock to Ward & Smith.

Hastings—Spary Phillips and George

H. Preston have formed a copartnership under the style of Phillips & Preston, and embarked in the grocery business.

Cassopolis—J. G. Hayden & Co., the largest grocery house in Cassopolis, has been sold out to William L. Pollock, who was formerly interested in the business.

Saginaw—Wm. Wolpert and Rinehart Marskey have formed a copartnership under the style of Wolpert & Marskey, and purchased the meat market of Wm. Rapp.

Battle Creek—Thos. J. Thompson, who was formerly engaged in the bazaar business at this place, is offering to compromise with his creditors at 25 cents on the dollar.

Cadillac—P. Medalie is no longer connected with the clothing firm of H. C. Auer & Co., the enterprising junior partner having become sole proprietor of the business.

Burton—G. C. Rogers has sold his grocery to Geo. McKenzie. Mr. Rogers will continue the drug business, paying especial attention to the manufacture of Rogers' troches.

Manistee—Ernest Blackmore, late of Grand Rapids, has associated himself with Henry J. Giegling, in the meat business, under the firm name of Giegling & Blackmore.

Holland—Lawrence Kramer and Ed. Vaupell have purchased the drug stock belonging to the estate of the late Dr. Wm. Van Patten, and will open the store for business March 1.

MANUFACTURING MATTERS.

Bay City—A. M. Miller & Co. will erect a new planing mill in the south end of the city.

West Bay City—Theo. Hine continues in the sawmill business, formerly owned by Hine & Ladarach.

Pontiac—Peter Duffas, who operates a hardwood mill here, is cutting 500,000 feet of railroad and building timber for the Grand Trunk road.

Saginaw—The Britton & Barber Hoop Co., of this city, which has just finished its new mill here, has secured a stock of logs and the mill will start March 1.

Cadillac—I. H. Rosenbloom, who has conducted the merchant tailoring business here for the past six years, has concluded to remove his business to Red Jacket.

Greenville—The Ranney Refrigerator Co. has purchased the patents and machinery of the Latta Sweeper Co., at Muskegon, and will hereafter manufacture sweepers in connection with refrigerators.

Ionia—G. F. Faude has leased the Chas. K. Calkins building, in what is popularly known as the Schmoltz block, and will take possession with his cigar factory about April 1, at which time he expects to have forty names on the pay roll.

Bay City—The Smalleys & Woodworth sawmill will start next week, and Green & Braman will also start their mill in a few days. The active market and light stocks is an inducement to mill owners who can secure logs to start at the earliest possible moment.

South Arm—The Wilson Hoop Co., of West Bay City and South Arm, after an existence of ten years or more has dissolved. The Bay City business is taken by Messrs. Isaac Pierce and Wilson, the inventor of the hoop machines, and the South Arm plant and business by Messrs. Alex. Bush and W. G. Pierce.

Muskegon—Hackley & Hume are putting in a full stock for next season's cut from their holdings in Clare county and are making excellent progress. The logs reach the Muskegon River at Jonesville over Hackley & Hume's logging railway. Year by year as the timber recedes the rails of the spurs are taken up and relaid nearer to the base of supply.

Montague—The Montague Iron Works has been merged into a stock company under the style of the Montague Iron Works Co. The capital stock is \$56,000, all paid in, and is equally divided between the Wilsons and the Hendries, with the exception of a small part of the stock held by S. H. Lasley, who will serve as one of the directors of the company.

Lowell—The Avery Panel Co. has been organized here by E. W. Avery, A. B. Johnson, F. B. Clark and H. W. Avery to manufacture panel lumber with the Avery panel machine. They have secured a location at East Tawas and E. W. and H. W. Avery and Frank Clark will go there at once to carry on the business. Frank Clark is closing out his grocery business here for that purpose.

Manistee—Rumor is rife as to whether the mills of the Stronach Lumber Co. will operate next season, but nothing definite can be ascertained in the matter. It is a sure thing that the company is not putting in any logs this winter, and has but little stumpage that it can get by rail during the summer; but John Canfield, who is the largest stockholder, has lots of logs which he can give the company to saw if he wants to.

Saginaw—The stave mills in this section will have the largest stock of timber in years, and as a number of new mills have been built the output this year will be the largest in the history of the State. At Breckinridge Gardner & Peterman have about 1,200,000 feet in the mill yard and are adding to it at the rate of 40,000 feet daily. The stave output of Northern Michigan this year will approximate 350,000,000, if it does not exceed these figures.

Muskegon—Judge Dickerman has made a decision of considerable interest to the creditors of the defunct Collin & Parker Lumber Co. After considering it for some time he denied a petition made by Gow & Campbell for the appointment of a receiver, and dissolved the temporary injunction, preventing the National Lumberman's Bank from collecting the proceeds, or Hovey & McCracken from disposing of the property. The latter will now proceed to dispose of the property under the chattel mortgage.

Onota—Schaeffer & Belknap are building a steam circular sawmill here. The concern has a railroad extending several miles into the timber from its junction at this point with the Duluth, South Shore & Atlantic Railway, over which they have been hauling cordwood. This road they will now utilize to bring in stock for the mill, which will have a capacity of 30,000 feet a day. As soon as the mill is completed it will begin cutting on a contract of 300,000 feet of hemlock timber for the breakwater extension at this place.

Saginaw—C. K. Eddy & Son are adding a new system to their mill plant this winter by which the boards are carried to the sorting yard, 300 feet distant from the saws, by machinery. This mill cuts about 18,000,000 feet each season. Here-

fore they have handled about 6,000,000 to 8,000,000 feet in the yard and sold the remainder on dock for water shipment. It is their intention in future to handle the entire output of the mill through the yard, shipping out by rail. They will bring 8,000,000 feet of logs from Canada and the balance of the stock for the ensuing season will come from Clare county.

Sebewaing—The development of the Sebewaing coal fields goes along steadily and over 200 tons are mined daily. On Friday a vein of burnished black coal was discovered in the Sebewaing mine five feet thick and of superior quality. The coal from this field is being shipped out in large quantities, and shafts are being put down at two or three points in Saginaw county. This cheap fuel, it is believed, will greatly stimulate the establishment of wooden manufactures here. Certainly no better location can be found, with the timber and fuel in vast quantities to be easily secured.

L'Anse—The L'Anse Lumber Co. is a new concern which will build a mill at this point. The company is capitalized at \$50,000, \$15,000 of which has been paid in. Work on the foundation of the new mill is progressing. The officers of the new company are J. B. Smith, president; J. A. Smith, vice-president and M. J. McCabe, secretary, treasurer and manager. The latter has been long identified with the Tom Nester interests and was raised as a lumberman from the stump upwards. During the past few years he has been practically manager of the Nester operations in the vicinity of Baraga and L'Anse. The mill will be a complete band outfit, and will have two band shingle machines and a lath mill, and probably a planing mill will be added in the near future. The power will be furnished with two boilers and a 100-horse power engine. The building will be 40x120 feet in size. The plant is to be completed about May 1.

Exclusively Wholesale Dry Goods House.

SAGINAW, E. S., Feb. 25—The Michigan Dry Goods Co. has been organized with a capital stock of \$50,000, all paid in, and the following officers: President, Isaac Bearinger; Vice President, J. R. Livingston; Secretary, George A. Lewis; Treasurer, W. L. Thompson; Board of Directors, Isaac Bearinger, W. L. Thompson, George A. Lewis, J. R. Livingston, S. H. Webster, J. H. Quallman, J. M. Morley.

The building which will be occupied will be Isaac Bearinger's large block on the southwest corner of Tuscola and Franklin streets, where the *Courier* was once located, and which Mr. Bearinger has had fixed up for the large stock which will be placed therein. J. R. Livingston has already left for the eastern markets and George A. Lewis will join him next week. The company propose to do an exclusively wholesale business.

Business Changes at the Central City.

JACKSON, Feb. 23—The following changes have been made in the grocery trade of this city:

L. G. Morgan, of Lansing avenue, has disposed of his grocery stock and meat market to Thomas Murphy.

M. Coykendall has moved his stock of groceries from East Main to North Jackson street.

Fred Glass has taken the store on East Main street, formerly occupied by M. Coykendall, and, after fitting up the room, has filled it with a fine stock of groceries.

N. H. Branch has resigned his position as Secretary of the Grocers' Union and O. C. Leach has been elected to fill the office.

GRAND RAPIDS GOSSIP.

H. E. Grand-Girard succeeds Geo. G. Steketee in the drug business at 142 Ellsworth avenue.

George Goosman has opened a grocery store on Grandville avenue. The Musselman Grocer Co. furnished the stock.

Michael Moran succeeds Smith & Moran in the baking business on Jefferson avenue just south of Wenham avenue.

H. E. Moseley & Co. have removed their cheese and vinegar business from 45 South Division street to 130 Oakes street.

Geo. W. Craver has engaged in the grocery business at Kalamazoo. The stock was furnished by the Musselman Grocer Co.

R. S. Brown, who has traveled in this State several years for the American Cigar Co., of Westfield, Mass., has leased the front end of the Gunn store, corner Monroe and Waterloo streets, and will open a cigar store therein about May 1. The Grand Rapids School Furniture Co. was a commission to produce the finest fixtures it is capable of turning out for that purpose.

Gripsack Brigade.

Geo. F. Owen has sold his farm of 6 acres on Walker avenue for \$5,000. The purchaser is O. Van Buren, the veteran milk dispenser.

Byron S. Davenport was compelled to remain at home last week by reason of a severe sprain in the instep. He hopes to be able to get out on the road again before the end of the week.

Milton Kerns, the magenta representative of the cigar department of Dilworth Bros., of Pittsburg, was in town several days last week and remained over Sunday. He no longer sells the "retail thrade."

John H. Payne, Jr., formerly with Hawkins & Co., who went to Colorado about a year ago, has engaged to represent the Drummond Tobacco Co. in California, and is now working his way westward from Denver, where he has been for some time. His health is not materially improved.

Geo. E. Lincoln, who has been on the road the past three years for the Chicago Newspaper Union, has taken charge of the advertising department of the Hartzell Medicine Co., at Scottville. The Hartzell company is erecting a laboratory and warehouse at Ludington and expects to remove its business to that place about May 1.

L. Winternitz, general traveling representative for the Fermentum Compressed Yeast, was in town one day last week for the purpose of purchasing a quantity of ice boxes and refrigerators for new agencies. Incidentally, he promoted Oscar Cusick to the management of an Eastern agency. Grand Rapids is looked upon as the training school for Fermentum agents.

Montague Observer: On Tuesday L. M. Mills, a traveling salesman representing the Hazeltine & Perkins Drug Co., of Grand Rapids, was here to sell Dr. Meinhardt a stock of drugs which he intended to open up business with in the Slocum building in Swedentown, Whitehall. Druggists Pitkin and Conley, of Whitehall, informed Mr. Mills that if he sold to Dr. Meinhardt he need look for no further business from them, consequently the doctor could get no goods.

This angered him and he boarded the train in the afternoon for Detroit to purchase his stock.

A traveling salesman who calls on the retail trade recently remarked: "I'd rather have the hours of 7 to 12 in the morning to do business in than all the rest of the day. Most retailers have comparatively little trade in the forenoon, and it is the best time to catch them at leisure. By the way, speaking of 7 o'clock in the morning, did you ever notice that the salesmen when on the road almost invariably leave a call at the hotel office for that hour? No matter how late they are up the night before, they don't dare sleep later than 7 in the morning for fear the other fellows will get ahead of them."

Shoe and Leather Gazette: They say that the traveling salesman will some day be a sweet memory of former days—that the genial drummer will pass away and be out of sight and out of existence. The *Gazette* believes it. When? Just as soon as he's not needed. They say that there is a time and place for everything. The present is the time for the drummer. His place is everywhere. He is a ubiquitous animal, whose home is here one day, there the next. He is the product of this century, but he has grown so numerous and so necessary that it is hard to see how we could get along without him. He is another middleman who is paid for by the economies he effects in securing trade for his house, and thus keeping the factory busy. He saves the retailer the trouble and expense of going to market by bringing the market to him. He keeps the dealer posted on what manufacturers are doing and what new styles are taking. He posts his house on the retailers and keeps a close eye on collections, bad debts, failures, etc. He's a necessity of the day and as long as he is needed he will remain a fixture in the commercial world. It is, perhaps, foolish to say that the traveling salesman will never be abolished. That is something no one can prove. At present it is difficult to see how his elimination could be successfully and satisfactorily brought about. Many things, however, which were once customary, are now unknown. Within the past century the whole method of doing business has changed. The requirements of the people have changed. Our manners, dress and methods of living are totally unlike those of our ancestors. If the twentieth century brings about the mutations of the nineteenth, we will be as different and as far in the rear a century hence as the patriots of '76 are behind us. Time and tide wait for no man, not even the drummer. If combination is the policy and the necessity for the traveling man is destroyed the drummer must go. If some other plan is followed, and the tourist is not needed, his name is mud. The boys on the road needn't get uneasy over it, however. There's plenty of room for them yet.

Purely Personal.

L. E. Bahle, the Sutton's Bay general dealer and lumberman, was in town last week on his way to Detroit.

L. Roscoe, of the grocery firm of Roscoe & Speicher, at Mancelona, was in town last week on his way home from Milan, Ohio, where he was called to attend the death and funeral of his mother. Capt. C. G. Perkins, of Henderson, Ky.,

is in the city for a few days, called hither by the serious illness of his daughter, Mrs. Fred H. Ball. Capt. Perkins will be remembered as a former partner in the firm of Hazeltine, Perkins & Co. and a heavy stockholder until a year ago in the Hazeltine & Perkins Drug Co.

W. H. Benedict, the Vermontville grocer, was in town one day last week. He was chanting "Out of the old, into the new," having just removed from the store in which he has done business a quarter of a century into a double store, 50x80 feet in dimensions. Mr. Benedict possesses an enviable reputation as a dealer and deserves the success which appears to be headed in his direction.

Walter H. McBrien has been suspended from the Peninsular Club, probably as a means of expressing the disapproval of the directors over the drunken brawl he recently indulged in at the club house, which necessitated his removal to police headquarters. It is reported that the conflicting stories alleged to have been told by McBrien in such connection also actuated the directors in taking such a summary action. McBrien was formerly connected with the wholesale grocery trade of this market in the capacity of broker, previous to which he was employed by the former firm of Cody, Ball & Co. as billing clerk.

The Grocery Market.

Sugar—The market is without change so far as refined is concerned. The demand for raw is strong, giving some ground for the belief, expressed in some circles, that slightly higher prices will rule.

Fish—Whitefish and trout have both advanced, the former more than the latter, owing to scarcity. Dealers agree in the opinion that the scarcity of whitefish will throw a big demand on trout, in consequence of which it will surely go higher. Mackerel are strong and in active demand. Herring are active and firm. Cod is strong and actually higher.

Matches—The Diamond Match Co. has advanced the price of No. 9 matches—its "fighting brand"—from \$1.25 to \$1.65.

Oranges—Higher and strong at the advance.

Lemons—Only slightly higher.

Foreign Nuts—Figs and dates are unchanged.

Peanuts—Higher and advancing.

Oysters—Lower, with good supply.

The Hardware Market.

Wire Nails—Still firm in price, but no advance has yet been made, although extreme prices have been withdrawn. \$1.70 to \$1.80 is now quoted.

Saws—Crosscut saws still continue scarce and jobbers find it impossible to keep a supply of the desirable lengths. The market is very firm on saws of all kinds and an advance has already been made on one-man saws. We look for higher prices on crosscuts of all kinds. We quote the one-man saw at 42 cents a foot.

Barbed Wire—No change in price has yet been made, but manufacturers and jobbers are not soliciting orders at prices named earlier in the season. It is hoped by all dealers and manufacturers that a firm advance may soon be made, as there is no profit at present prices.

Measure a man by the sense in his head rather than by the dollars in his pocket.

The Drug Market.

Gum opium is very firm at the recent advance.

Morphia is unchanged.

Quinine is in active demand, but at unchanged prices.

Carbolic acid is very firm and an upward movement is expected in the near future.

Chloride of lime is also in a firm position and likely to be advanced.

Gum kino is very scarce and high.

Gum arabic has declined.

Chlorate potash has advanced.

From Out of Town.

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

W. H. Benedict, Vermontville.

F. J. Kinney, Grove.

J. C. Newman & Co., Door.

Roscoe & Speicher, Mancelona.

L. E. Bahle & Co., Sutton's Bay.

D. Wellbrook, Rockford.

J. P. Cordes, Alpine.

Jas. D. C. Hubbard, Parmelee.

When the problem of damming Niagara has been successfully accomplished, THE TRADESMAN may possibly cease to chronicle the periodical re-appearance of Fred S. Kieldsen in the grocery business at Cadillac. About every two years he flashes into the firmament like a meteor, does a rushing business for a year or so and then retires from the field with the suddenness of a spent rocket. Mr. Kieldsen now announces that he will be in line with a new stock early in March.

On the Side of Safety.

William (out shopping)—Sarah, do you see that little sign that says: "Hamburg edging this way?"

Sarah—Yes, William, what of it?

William—Well, if Hamburg is edging this way with all of its cholera, why the quicker we kin git out of here the better.

A man in the Washington Legislature said: "You may hang Puget Sound on a tall fir tree to dry, you may place Mount Rainer on a nail keg, unbuckle the bellyband of eternity, but you will never get me to vote for a man I do not believe entitled to a seat in this house."

More Made

More Sold

More Smoked

Than any Other Cigars
Michigan

GEO. MOEBS & CO.

Celebrated Brands.

Made on Honor!

Sold on Merit!

The Basis of Credit.

D. T. Mallett in Business.

Credit is to business what mortar is to the wall: it is the adhesive material with which commerce is cemented. The humblest dealer equally with the greatest manufacturer feels the power and recognizes the need of credit. The majority, perhaps three-quarters, of all business transactions are operated through the medium of credit rather than cash, and while the individual duration of credits may have shortened during the past five years, the amount of credit has been largely increased.

To the business man the condition of his credit is of vital importance, and anything which has a tendency to reflect upon its strength is particularly avoided. The man who desires to establish his credit firmly, will find himself judged by a common standard the world over. The four pillars which may be said to support credit are, Honesty, Ability, Application and Resources. They are the qualities which decide the matter of extending credit, and a favorable report on these points can never fail to secure accommodation in proportion to the circumstances. The principle which is of most importance, and which, indeed, affects all the others, is that of honesty. Anyone would rather lend ten dollars to a poor man whom they knew was honest in his statements, than to one who possessed wealth but had a reputation for dishonesty. Strip an honest man of his wealth; burn up his warehouses; rob him of his investments; leave him without a dollar, and his case is not hopeless. His honest past will stand out like a white figure of hope upon the black background of his financial wreck, and through the force of credit founded on honest principles he may regain all or more than he lost. Some of the most influential men, whose names are familiar and cherished sounds in the public ear, have at times suffered financial defeat but recovered their position on the basis of their reputation for personal honesty.

Honesty, however, may be sadly hindered from a lack of the second factor of commercial credit, Ability. The man of good intentions is not a rare individual, but rather the man who combines in his operations honesty and ability, blended to a common purpose—Commercial Credit. Smart men are seen every day; they abound in all lines of trade; honest men are met often enough to dispel any fear of their decrease; but the truly smart man who is consistently honest, never finds it necessary to advertise for employment or argue for credit. General ability is not of such commercial value as special ability. It is of particular importance that the man and the work should be in exact line with each other. Ability is susceptible of classification much in the same way as is other working material. It is never safe to suspend too heavy a load of labor on the slender cord of ability, and equally a waste of materials to employ a huge cable to support a trivial weight.

But the factors of honesty and ability are dependent in turn upon the third pillar of credit, Application. Just at this point comes the test of ability and the proof of honesty. How many men of marked ability and inherent honesty have wasted their lives through sheer lack of industrial application of their talents! The kind of ability which conceives must be reinforced with the willingness of application to effect results. Application means the routine of detail, the everyday work which is never ended, the watchful care and devotion to the task which ultimate success relentlessly demands. Credit never knocks at the door of the indolent; never lingers in the shadow of indecision, never smiles on good intentions which are barren of results. Industry is that property of business upon which credit bases its security and lends its influence; it is the natural product of honest ability trained to a definite purpose.

Last comes the pillar of credit which we call Resources, upon which credit may safely extend its assistance. A man cannot exchange his Honesty, Ability and Application for a stock of merchandise unless he possess some actual Capital; the amount of credit it is safe to extend to the possessor of a

given amount of capital, depends, however, entirely upon the relation which the principles mentioned bear to the tangible property he possesses. The owner of a thousand dollars can at any time exchange it for an equal value in merchandise; but if he desire to retain his money and obtain the goods on credit, the fact of his having in the bank, at the time of purchase, the equivalent in cash, will not entitle him to the consideration of credit unless his intentions are known to be honest; his abilities equal to his enterprise; and his application sufficient to accomplish successful results.

"How's Trade?"

Oh, yes, they've heard that before. But it's a civil question, isn't it? Then why don't they answer it as true Christians should? Have they forgotten the little story that their Sunday school teachers used to tell them about a fellow who went by the cognomen of Ananias? At that time they were innocent and truthful. They had never been asked the question, "How's trade?" and they little thought that the time would come when a man would run the risk of being knocked down fifty times a day by the avenger of truth and veracity.

"Misery loves company," but, somehow, when I'm miserable, I can't find it. I'm suffering at the present time with the biggest attack of the "blues" with which I've had the bad luck to meet in some time. I think I was exposed to 'em in every blessed town I've made since the holidays. Yes, I have 'em bad, and, if ever double-distilled misery hankered after a little good-fellowship, it is hankering now in my own case.

But what's the use of looking for comfort? Whenever I approach one of these other fellows, confidentially, for a crumb of consolation, and give the old familiar password, "How's trade?" he looks me right in the eye, and, without the least tinge of a blush on his petrified cheek, he lies to me up and down. Sometimes I try a fellow who, to my certain knowledge, has not taken an order for a whole week, and the very cheek of the fellow so paralyzes me that I can't get up courage enough to contradict him. I ask for the bread of consolation and he gives me the stone that killed Ananias; and not only so, but he compels me to again sear my conscience by producing a "whopper" to match his. I leave him with a forced, "You bet, everything's just buzzing!"—and, when I am out of hearing, I finish the sentence with, "in your eye."

"Hello, old boy. How's trade?" is a sort of interrogative *double entente*. Its true meaning, rendered into plain English, would be: "Well, my son, it is now your blessed privilege to tell a lie; and, after you have had the unblushing effrontery to lie to me when I know that you are lying, and, moreover, you know that I know that you are lying, I shall endeavor to go you one better."

The Bell Telephone Company, it is estimated, controls from two to three hundred patents. Some of these are mere adjuncts to the service. The instruments now in common use do not embrace a single patent taken out by Bell, except his fundamental idea. Some of the patents held by the company are new and will be guarded carefully for many years to come. A short time ago the Bell Company bought out the interests of Berliner and Edison, then in litigation, and in various other respects the company seems to have secured its interests in a way to make rivalry a very expensive undertaking.

Use Tradesman or Superior Coupons.

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	6	Arrow Brand	5 1/4
Argyle	6	World Wide	6
Atlanta A.A.	6	LL	4 1/4
Atlantic A.	6 1/2	Full Yard Wide	6 1/2
" H.	6 1/2	Georgia	6 1/2
" P.	5 1/2	Honest Width	6 1/2
" D.	6	Hartford A.	5
" LL.	6 1/2	Indian Head	7
Amory	6 1/2	King A.	6 1/2
Archery Bunting	4	King E.C.	5 1/2
Beaver Dam A.A.	5 1/2	Lawrence L.L.	4 1/2
Blackstone O.	32	Madras cheese cloth	6 1/2
Black Crow	6	Newmarket G.	5 1/2
Black Rock	6	" B.	5
Boot, A.L.	5 1/2	" N.	6 1/2
Capital A.	4 1/2	" DD.	5 1/2
Cavanah V.	5 1/2	" X.	6 1/2
Chapman cheese cl.	3 1/2	Nolbe R.	5
Clifton C.R.	5 1/2	Nur Level Best	6 1/2
Comet.	6 1/2	Oxford R.	6
Dwight Star	6 1/2	Pegout	7
Clifton C.C.	6 1/2	Solar	7
		Top of the Heap	7
BLEACHED COTTONS.		BLEACHED COTTONS.	
A.B.C.	8 1/4	Geo. Washington	8
Amazon	8	Glen Mills	7 1/2
Amsburg	7	Gold Medal	7 1/2
Art Cambric	10	Green Tacket	8 1/2
Blackstone A.A.	7	Great Falls	6 1/2
Beats All	12 1/2	Hope	6 1/2
Boston	12	Just Out	5
Cabot	7 1/2	King Phillip	7 1/2
Cabot, %	6 1/2	" OP.	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W.	7 1/2	Lonsdale	8 1/2
Cleveland	7	Middlesex	8 1/2
Dwight Anchor	8 1/2	No Name	7 1/2
" shorts.	8	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Perle of the West	12
Farwell	7 1/2	Rosford	7 1/2
Fruit of the Loom	7 1/2	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	7	" Nonpareil	10
Fruit of the Loom %	7 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	" Rock	8 1/2
HALF BLEACHED COTTONS.		HALF BLEACHED COTTONS.	
Cabot	7	Dwight Anchor	8 1/2
Farwell	8		
CANTON FLANNEL.		CANTON FLANNEL.	
Unbleached	5 1/2	Bleached	6 1/2
Housewife A.	5 1/2	Housewife Q.	6 1/2
" B.	5 1/2	" R.	7
" C.	6	" S.	7 1/2
" D.	6 1/2	" T.	8 1/2
" E.	7	" U.	9 1/2
" F.	7 1/2	" V.	10
" G.	7 1/2	" W.	10 1/2
" H.	7 1/2	" X.	11 1/2
" I.	8 1/2	" Y.	12 1/2
" J.	8 1/2	" Z.	13 1/2
" K.	9 1/2		
" L.	10		
" M.	10 1/2		
" N.	11		
" O.	11 1/2		
" P.	12 1/2		
CARPET WARE.		CARPET WARE.	
Peerless, white.	18 1/2	Integrity colored.	20
colored.	18 1/2	White Star.	18
Integrity.	18 1/2	" colored.	20
DRESS GOODS.		DRESS GOODS.	
Hamilton	8	Nameless	20
" "	9	" "	25
" "	10 1/2	" "	27 1/2
G.G. Cashmere.	20	" "	30
Nameless	16	" "	32 1/2
" "	18	" "	35
CORSETS.		CORSETS.	
Coralline	8 1/2	Wonderful	8 1/2
Schilling	9	Brighton	4 75
Davis Waisis	9	Bortree's	9
Grand Rapids	4 50	Abdominal	15 00
CORSET JEANS.		CORSET JEANS.	
Armory	6 1/2	Naumkeag satteen	7 1/2
Androscoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	7 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.		PRINTS.	
Allen turkey reds.	6	Berwick fancies	5 1/2
" robes	6	Clyde Robes	6
" pink & purple	6	Charter Oak fancies	4 1/2
" buffs	6	DelMarine cashm's	6
" pink checks.	6	" mourn'g	6
" staples	6	Eddystone fancy	6
" shirtings	4 1/2	" chocolat	6
American fancy	5 1/2	" rober	6
American Indigo	6 1/2	" sateens	6
American shirtings	5	Hamilton fancy	6
Argentine Grays	8	" staple	6
Anchor Shirts	6	Manchester fancy	6
Arnold	6 1/2	" new era	6
Arnold Merino	6	Merrimack D fancy	6
" long cloth B.	10 1/2	Merrimack shirtings	4 1/2
" " C.	8 1/2	" Reppfurn	8 1/2
" century cloth	7	Pacific fancy	6
" gold seal	10 1/2	" robes	6 1/2
" green seal TR	10 1/2	Portsmouth robes	6
" yellow seal	10 1/2	Simpson mourning	6
" serge	11 1/2	" greys	6
" Turkey red	10 1/2	" solid black	6
Balloon solid black	5	Washington Indigo	6
" color	5 1/2	" Turkey robes	7 1/2
Bengal blue, green	5 1/2	" India robes	7 1/2
red and orange	5 1/2	" plain Tky X	8 1/2
Berlin solids	5 1/2	" " X	10
" off blue	6 1/2	" Ottoman Tur	6
" green	6 1/2	key red	6
" Foulards	5 1/2	Martha Washington	7 1/2
" red 3/4	7	" Turkey red	7 1/2
" " 4/4	9 1/2	Martha Washington	7 1/2
" 3-4 XXX	12	Turkey red	9 1/2
Cochecho fancy	6	Riverpoint robes	5 1/2
" madders	6	Windsor fancy	6 1/2
" XX twills	6 1/2	" gold ticket	6 1/2
" solids	5 1/2	Indigo blue	10 1/2
Amoskeag A.C.A.	13	Harmony	4 1/2
Hamilton N.	7 1/2	A.C.A.	13
" D.	8 1/2	Pemberton AAA	16
" Awning	11	York	10 1/2
Farmer	8	Swift River	7 1/2
Fine Price	10 1/2	Pearl River	12 1/2
Lenox Mills	15	Warren	13 1/2
Atlanta, D.	6 1/2	Randelman	16
Boot	6 1/2	Cotton Drill	8
Clifton, K.	7	Stark A.	8
		No Name	7 1/2
		Top of Heap	9

DEMINS.

Amoskeag	12 1/4	Columbian brown	12
" 9 oz.	13 1/4	Everett, blue	12 1/4
" brown	13	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A.A.	10	" brown	7 1/2
" BB.	9	Jaffrey	11 1/2
" CC.	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 1/4
" blue	8 1/4	" No. 230	13
" d & twist	10 1/4	" No. 250	11 1/4
Columbian XXX br.	10	" No. 280	10 1/4
" XXX bl.	19		

GINGHAMS.

Amoskeag	7 1/4	Lancaster, staple	7
" Persian dress	8 1/4	" fancies	7
" Canton	8 1/4	" Normandie	8
" AFC.	10 1/4	Lancashire	6
" Teazle	10 1/4	Manchester	5 1/2
" Angola	10 1/4	Monogram	6 1/2
" Persian	8 1/4	Normandie	7 1/2
Arlington staple	6 1/2	Persian	8 1/4
Arasapha fancy	4 1/2	Renfrew Dress	7 1/4
Bates Warwick dress	8 1/4	Rosemont	6 1/4
" staples	6 1/4	Slatersville	6
Centennial	10 1/4	Somerses	7
Criterion	10 1/4	Tacoma	7 1/4
Cumberland staple	5 1/4	Toll du Nord	10 1/4
Cumberland	5	Wabash	7 1/4
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/4	Warwick	8 1/4
Everett classics	8 1/4	Whitenden	6 1/2
Exposition	7 1/4	" heather dr.	8
Glenarie	6 1/4	" indigo blue	9
Glenarven	6 1/4	Wamsuta staples	6 1/2
Glenwood	7 1/4	Westbrook	10
Hampton	6 1/4	Windsor	10
Johnson Jhalon cl.	7 1/4	Windermeer	5
" indigo blue	9 1/4	York	6 1/2
" zephyrs	16		

GRAIN BAGS.

Amoskeag	16 1/4	Valley City	15 1/2
Stark	20 1/4	Georgia	15 1/2
American	16	Pacific	13

THREADS.

Clark's Mile End	45	Barbour's	88
Coats, J. & P.	45	Marshall's	88
Holyoke	45		

KNITTING COTTON.

No.	White. Colored.	No.	White. Colored
6	33	38	42
8	34	39	43
10	35	40	44
12	36	41	45

CAMBRICS.

Slater	5	Edwards	5
White Star	5	Lockwood	5
Kid Glove	5	Wood's	5
Newmarket	5	Brunswick	5

RED FLANNEL.

Fireman	32 1/2	T.W.	22 1/2
Creedmore	27 1/2	P.T.	32 1/2
Talbot XXX	30	J.R.F. XXX	35
Nameless	27 1/2	Buckeye	32 1/2

MIXED FLANNEL.

Red & Blue, plaid	40	Grey S.R.W.	17 1/2
Union R.	22 1/2	Western W.	18 1/2
Windsor	18 1/2	D.R.P.	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B.	22 1/2	Manitoba	23 1/2

DOCKET FLANNEL.

Nameless	8	"	9 @ 10 1/4
"	8 1/2 @ 9 1/4	"	12 1/2

CANYASS AND PADDING.

Slate.	Brown.	Black.	Slate.	Brown.	Black.
9 1/2	9 1/2	9 1/2	10 1/2	10 1/2	10 1/2
10 1/2	10 1/2	10 1/2	11 1/2	11 1/2	11 1/2
11 1/2	11 1/2	11 1/2	12	12	12
12 1/2	12 1/2	12 1/2	20	20	20

DUCKS.

Severan, 8 oz.	8 1/4	West Point, 8 oz.	10 1/4
Maylan, 8 oz.	10 1/4	" 10 oz.	12 1/4
Greenwood, 7 1/2 oz.	9 1/4	Raven, 10 oz.	13 1/4
Greenwood, 8 oz.	11 1/4	Stark	13 1/4
Boston, 8 oz.	10 1/4	Boston, 10 oz.	12 1/4

WADDINGS.

White, doz.	25	Per bale, 40 doz.	\$3 50
Colored, doz.	25	Colored	7 50

SILKES.

Slater, Iron Cross	8	Pawtucket	10 1/4
" Red Cross	9	Dundie	10 1/4
" Best	10 1/4	Bedford	10 1/4
" Best AA	12 1/4	Valley City	10 1/4
L.	7 1/2	KK	10 1/4
G.	8 1/2		

SEWING SILK.

Corticelli, doz.	85	Corticelli knitting,	
twist, doz.	40	per 1/2 doz ball	30
50 yd, doz.	40		

HOCKS AND EYES—PER GROSS.

No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2	12	" 8	20
" 3	12	" 10	25

FINS.

No 2-20, M.C.	50	No 4-15 F 3 1/4	40</
---------------	----	-----------------	------

Dating Canned Goods.

From the American Grocer.

A member of the Michigan Legislature from honest motives and not from malice or for a "strike," has introduced a bill requiring the dating of canned goods. Such a measure will work injury to the trade and commerce of the State, embarrass its manufacturers and merchants, and strengthen an unreasonable and indefensible prejudice entertained by consumers ignorant of the process of hermetically sealing food in tin cans.

Age works no harm to canned goods. If properly put up they will keep indefinitely, as claimed by Appert, the discoverer of the process in 1807. This has been proven by the tests of eighty odd years. It is frequently the case that goods put up during the latest season are very inferior to the same sort of goods put up three, five or more years earlier. The character of a season varies from year to year. Thus in a season of excessive moisture peaches contain much more water than in a season of ordinary climatic conditions. From this it is evident that the quality of peaches and other fruits varies from year to year, rendering it possible for the older goods to be better than the newer.

Some fruits, as for instance pineapples, are better the second or third year than the first, because it takes time for the syrup to thoroughly permeate the fruit; the same is true of many acid fruits, which, when first packed are a little hard, but which become mellowed with time and the absorption of the syrup.

We recognize that the popular idea is that canned or preserved food should be judged by the standard set up for fresh food on the ground that "the fresher things are the better." As a general proposition this latter idea is correct, but as applied to canned goods is erroneous and misleading. A law requiring dating is, therefore, undesirable, because it gives strength to an unreasonable and indefensible prejudice which has become ingrained in the minds of many consumers. They would accept the date as indicating quality, when it bears a very slight relation thereto.

Such a bill works injury and loss to manufacturers and packers. The latter class make their cans during the winter and spring, in order to be in readiness to preserve without delay the fruits and vegetables of the coming summer. If it were obligatory that a date be struck in the can, this must be done when the cans are made. Then in case of a crop failure, as in Delaware last year, the packer would have a lot of useless cans, unless he put up, in 1894, peaches in cans stamped 1893.

The bill would work injury to retail merchants and tend to advance prices. Michigan packers would comply with the law, and as packers in other states would not, the supply and variety of canned food would be curtailed and consumers would pay higher prices.

The enormous consumption of canned food, reaching 1,000,000,000 tins in this country alone, with only now and then a sporadic complaint of sickness charged to them and rarely proven, attests their superior quality and lends color to the statement so often made, that bulk for bulk, canned food is of more uniform and better quality than so-called fresh food as ordinarily sold in city markets.

Brig.-General Hawkins, Chief Commissary Subsistence, U. S. Army, says very pertinently: "No person having a decent knowledge of what is good or bad, sound or unsound, could be misled into eating an improper article from a can any easier than he could be induced into eating a decayed potato or a tainted piece of butcher's meat."

There is no popular demand for such legislation as is proposed in Michigan, and there are no good arguments to be offered in support of the measure. It ought to be killed in Committee, as was the case in the New York Legislature.

Opposed to the McKinstry Bill.

GRAND RAPIDS, Feb. 20—Noticing the bill on dating canned goods in last week's issue, I wish to say that in my opinion such a law would be a source of loss and worry to can manufacturers, packers,

farmers and jobbers, without any compensating benefit to the consumer, as canned goods three years old are just as good as goods three months old. As a proof of this statement, I may mention the hermetically sealed foods of Pompeii, which after being canned thousands of years, opened as perfectly as though canned last summer; also the hermetically sealed flower seeds of ancient Egypt, which sprout and blossom to-day as perfectly as those of the last crop. This is the severest of tests for hermetical sealing, as the slightest approach to decay or change would be fatal to the life of the seed.

While the dating is useless to the consumer, it will be also a source of worry and loss to the can manufacturer, who, not being able to tell exactly how many cans will be needed by his customers until the last day of canning, must make some to carry over; and, as the date is to be stamped in the can, the cans carried over would be a loss to the manufacturer, consequently under the dating bill the can manufacturer would be liable to get out of cans at the last end of the season, especially if a late season. In such case, the canner would lose the last of the pack and the farmer would lose the last of his crop. The jobber would buy more cautiously for fear of overstock. This would be another burden for the already over-worried packer. Practically the same bill was recently introduced in the Illinois Legislature and is being fiercely fought by the canned goods and retail grocery trade.

Respectfully yours,
CHAS. W. SHEDD.

A Rebate Decision.

From the New York Shipping List.

A Chicago court has decided that no person can be compelled to deal exclusively in the products of one manufacturer, and that rebates cannot be withheld because the buyer failed to observe the contracts which provide that no competing goods shall be handled. Such a condition of sale is clearly in restraint of trade, as it interferes materially with the business of other manufacturers. Two leading companies that have received considerable notoriety through the operation of their novel rebate system, will no doubt find it necessary to remove the objectionable clause from their contracts. A rebate for maintaining prices is legitimate and leaves an open field for all competitors, but the new method for crushing rivals should not be allowed to get any headway. It is taking an unfair advantage of the weaker concerns, and they have a right to appeal to court for protection.

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.

Circulars free. Send for Illinois Catalogue.

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.

AUGURS AND BITS.		dls.
Snell's.....		60
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.....	12	50
BARROWS.		
Railroad.....	\$ 14	00
Garden.....	30	00 net
BOLTS.		
Stove.....	50	&10 dls.
Carriage new list.....	75	&10 dls.
Plow.....	40	&10 dls.
Sleigh shoe.....	70	dls.
BUCKETS.		
Well, plain.....	\$ 3	50
Well, swivel.....	4	00
BUTTS, CAST.		
Cast Loose Pin, figured.....	70	&4 dls.
Wrought Narrow, bright cast joint.....	60	&5 dls.

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	60&10
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	50
CRADLES.	
Grain.....	dis. 50&62
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	perm 85
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 50
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	130 12 1/2 dis. 10
COFFER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	0 1/2
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16 17.....	28
Discount, 60.....	dis. 50
GAUGES.	
Stanley Rule and Level Co.'s.....	50
KNOBS—New List.	
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.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Branford's.....	55
Norwalk's.....	55
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$16.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Clark's.....	40
" Enterprise.....	38
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	2
NAILS.	
Steel nails, base.....	1 80&10
Wire nails, base.....	1 80&10 9
Advance over base:	Steel. Wire.
60.....	Base Base
50.....	Base 1
40.....	05 2
30.....	10 2
20.....	15 3
16.....	15 4
12.....	15 4
10.....	30 5
8.....	35 6
7 & 6.....	40 7
4.....	60 9
3.....	1.00 1 2
2.....	1.50 1 6
Fine 3.....	1.50 1 6
Case 10.....	60 6
" 8.....	75 7
" 6.....	90 9
Finish 10.....	85 7
" 8.....	1.15 1 1
Clinch 18.....	85 7
" 8.....	1.00 8
" 6.....	1.15 9
Barrell 1/2.....	1.75 1 7
PLANES.	
Ohio Tool Co.'s, fancy.....	dis. 20
Sciota Bench.....	20
Sandusky Tool Co.'s, fancy.....	20
Bench, first quality.....	20
Stanley Rule and Level Co.'s, wood.....	20
PANS.	
Fry, Acme.....	dis. 60
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	dis. 50
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27 10.....	10
"B" Wood's pat. planished, Nos. 25 to 27.....	9
Broken packs 1/2 c per pound extra.....	9

HAMMERS.			
Maydole & Co.'s.....	dls.	25	
Kip's.....	dls.	25	
Yerkes & Plumb's.....	dls.	40&10	
Mason's Solid Cast Steel.....	80c	list	60
Blacksmith's Solid Cast Steel, Hand.....	30c	40&10	
HINGES.			
Gate, Clark's, 1, 2, 3.....	dls.	60&10	
State.....	per doz.	net,	2 50
Screw Hook and Strap, to 12 in. 4½ 14 and longer.....			3¼
" " " " %.....	net	8¼	
" " " " %.....	net	7¾	
" " " " %.....	net	7¾	
Strap and T.....	dls.	50	
HANGERS.			
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	70	
Japanized Tin Ware.....	25		
Granite Iron Ware.....	new list	33¼&10	
WIRE GOODS.			
Bright.....	70&10	0&10	
Screw Eyes.....	70&10	0&10	
Hook's.....	70&10	0&10	
Gate Hooks and Eyes.....	70&10	0&10	
LEVELS.			
Stanley Rule and Level Co.'s.....	dls.	70	
ROPES.			
Sisal, ¼ inch and larger.....	9		
Manilla.....	13		
SQUARES.			
Steel and Iron.....	75		
Try and Bevels.....	60		
Mitre.....	30		
SHEET IRON.			
Nos. 10 to 14.....	Com. Smooth.	Com.	
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 26.....	4 25	3 25	
No. 27.....	4 45	3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra			
SAND PAPER.			
List acct. 19, '36.....	dls.	50	
SASH CORD.			
Silver Lake, White A.....	list	50	
" Drab A.....	"	55	
" White B.....	"	50	
" Drab B.....	"	55	
" White C.....	"	35	
Discount, 10.....			
SASH WEIGHTS.			
Solid Eyes.....	per ton	\$25	
SAWS.			
" Hand.....	dls.	30	
" 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 Cuts, per foot.....	30		
TRAPS.			
Steel, Game.....	dls.	60&10	
Onelda Community, Newhouse's.....	35		
Onelda Community, Hawley & Norton's.....	70		
Mouse, choker.....	18c	per doz.	
Mouse, delusion.....	\$1.50	per doz.	
WIRE.			
Bright Market.....	65		
Annealed Market.....	70-10		
Coppered Market.....	60		
Tinned Market.....	62¼		
Coppered Spring Steel.....	50		
Barbed Fence, galvanized.....	2 85		
" painted.....	2 40		
HORSE NAILS.			
Au Sable.....	dls.	40&10	
Putnam.....	dls.	05	
Northwestern.....	dls.	10&10	
WRENCHES.			
Baxter's Adjustable, nickeled.....	30		
Coe's Genuine.....	50		
Coe's Patent Agricultural, wrought.....	75		
Coe's Patent, malleable.....	75&10		
MISCELLANEOUS.			
Bird Cages.....	50		
Pumps, Etern.....	75&10		
Screws, New List.....	70&10		
Castors, Bed a d Plate.....	50&10&10		
Dampers, American.....	40		
Forks, hoes, rakes and all steel goods.....	65&10		
METALS.			
PIG TIN.			
Pig Large.....	28c		
Pig Bars.....	28c		
ZINC.			
Duty: Sheet, 2½¢ per pound.			
60 pound casks.....	6%		
Per pound.....	7		
SOLDER.			
¼@%.....	16		
Extra Wiping.....	15		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
ANTIMONY.			
Cookson.....	per pound		
Hallett's.....	"	13	
TIN-MELYN GRADE.			
10x14 IC, Charcoal.....	\$ 7		
14x20 IC, ".....	7 0		
10x14 IX, ".....	9 25		
14x20 IX, "	9 25		
Each additional X on this grade \$1.75.			
TIN-ALLAWAY GRADE.			
10x14 IC, Charcoal.....	\$ 6 75		
14x20 IC, ".....	6 75		
10x14 IX, ".....	8 25		
14x20 IX, "	9 25		
Each additional X on this grade \$1.50.			
ROOFING PLATES			
14x20 IC, " Worcester.....	6 50		
20x28 IC, " ".....	12 50		
14x20 IC, " Allaway Gble.....	6 00		
14x20 IX, " ".....	7 50		
20x28 IC, " ".....	12 50		
20x28 IX, " ".....	15 50		
BOILER SIZE TIN PLATE.			
14x28 IX.....	\$14 00		
14x31 IX.....	15		
14x56 IX, for No. 8 Boilers, } per pound.....	10		
14x60 IX, " 9.....	10		

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, MARCH 1, 1893.

THE REAL AMERICAN POLICY.

It has come to be a custom, and a most wise one, that the United States Senate celebrates Washington's birthday by listening to the reading of Washington's farewell address when retiring from his second term of the Presidency.

Doubtless in the reading which was had Wednesday, particular attention was paid to his sage advice against entering into entangling alliances with foreign nations. Washington, as a far-seeing and sagacious statesman, realized that the day would come when European domination would die out on this hemisphere. Since it was possible for the British colonists to throw off the yoke of the most powerful nation which had possessions here it was reasonable to expect that the other colonists would be able to secure their independence also, but, from the very nature of the circumstances, the United States would be the most powerful of the independent American nationalities, and would in time exercise a sort of patriarchal influence over all the others, and to do so would be a sort of natural result, as well as a wise and friendly policy.

Washington had not been dead more than a score of years before Mexico acquired independence, while several of the South American States had done so previously, and in thirty years from the time Washington's farewell address was published the entire region from Cape Horn to the Canada line had been wrested from European control. The first of American statesmen did not mean to advise that the United States should acquire no territory and should have no relations with other countries. What he did fear was some entanglement with European nations that would entail interference in European affairs. He realized that the interest of the first of the republics of the West was in maintaining itself, in developing its power and resources, and in spreading free institutions to its neighbors of the other American countries.

The activity and success with which the freeing of other American peoples was effected naturally emphasized the necessity for friendly and paternal relations by the great Republic with its

younger sisters, and the next, as it was the most obvious step in our statesmanship, was the formulation and announcement of the Monroe doctrine, that there should be no interference by European nations in the affairs of this continent. At first the acquisition of territory was not only considered wise statesmanship and a most desirable act when that territory was adjacent to our own, but no opportunity was lost in carrying it out. In the course of half a century Florida and the vast region west of the Mississippi were secured, annexed and organized into States. Then came the slavery agitation to disturb the whole internal policy of the country. As the acquired territory became populated and was organized into States, partisan and sectional jealousy of the most bitter and uncompromising description arose. It was a question of extreme importance whether a new State would become a free State or a slave State. This contest over slavery was sufficient to bar the way to the spread of the great Republic to the southward for fear the new territory would furnish more slave States. But for that Cuba would, without doubt, have come into the Union, not to speak of other countries to the south of us.

But since slavery is no longer a question any more than it is an entity in American affairs, the old sectional jealousies should no longer, and logically can no longer, appear in any problem of American policy. The time is coming when America must be American wholly, and not European. The United States needs to establish the most intimate commercial and political relations with the American Republics. It must acquire, by means entirely friendly and mutually beneficial, a paramount influence with them. So shall be evolved an American policy for America, and to accomplish this without entering into entangling alliances is a grand problem of statesmanship.

RESPONSIBILITIES OF ANNEXATION.

Now that it is a practically settled thing that we are to annex the Hawaiian Islands, it will not be out of place to speculate upon some of the possible future consequences of such a step. While it is true that in absorbing Hawaii the United States annexes but a paltry foreign State, still, having acquired possession practically without difficulty or protest, the way has been opened for designs upon more important acquisitions.

The people of Cuba to the south of us, and those of Canada in the North, are said to have a strong leaning toward annexation to this country. Either of these neighboring countries is of vastly more importance than little Hawaii, and both are already under the dominion of strong European powers. It is not probable that the annexation of either could be brought about as easily as in the case of the Hawaiian Islands, nevertheless, the tendency of the times is unmistakably towards the eventual absorption by the United States of both Canada and Cuba: therefore it would be as well to prepare leisurely both to meet promptly any opposition that might be encountered and to protect the new territory when acquired.

The work of constructing the new navy should, therefore, be pushed energetically, and the preparations which have already been inaugurated in the way of

providing adequate land defenses should not be permitted to drag. The Hawaiian Islands practically command the principal trade routes of the Pacific, while Cuba possesses equal ascendancy over the commerce coming into the Gulf of Mexico and Caribbean Sea. In the case of trouble, both these island possessions, if in the hands of the United States, would have to be strongly protected, and such protection could only be given by a large fleet capable of coping with the most powerful possessed by the leading European nations.

To successfully carry out a policy of annexation it will be necessary for the country to possess military strength and equipment of the first order, hence it would be bad policy to delay for a single year the providing of these facilities as speedily as possible.

INJUNCTION AGAINST A BOYCOTT.

Until recently it has been found difficult to secure through the courts any relief from a "boycott" or combination to obstruct and damage the lawful business of another, except by means of an action for damages, or a resort to the conspiracy laws. In 1890 Congress enacted a law against combinations of persons who are banded together for the purpose of monopolizing or of obstructing and restraining trade. It punishes persons found guilty with fine and imprisonment, and exacts triple damages to be recovered by action at law. A U. S. Circuit Judge, sitting at New Orleans, recently issued an order for an injunction against a combination of persons who had induced the crew of the British ship *Violante*, lying at anchor in that port, to abandon the vessel, and had thereafter prevented the ship from securing a crew until the court had issued a restraining order in the case.

The injunction was issued *pendente lite*, because the case has not come up on its merits, through which, under the law, parties found guilty may be subjected to fine and imprisonment, with damages in addition. But the decision of the court, establishing the right and power to issue an injunction in such cases is of the utmost importance. Its effect is to put a stop to a boycott, or damaging combination, against commerce, pending the slow processes of legal methods for final adjustment, and it furnishes an immediate preliminary remedy which will prove of the greatest value and importance.

The questions decided by the New Orleans Judge are, in many of their bearings, entirely new, and are settled upon principle rather than by precedent; but the logic of the court seems unassailable. The discussion of all the relations of the issues involved is very able and interesting, and the right to issue a restraining order against such combinations, which was really the foremost issue involved, seems most conclusively settled. This case promises to establish an important precedent.

A bill has been introduced in the Legislature of this State providing for the inspection of food products. The Michigan Fruit Manufacturers Association is chiefly responsible for its introduction. The object is a good one, but is open to the same abuse which characterizes a similar law in the State of Ohio, where, instead of the inspection taking place at the manufactories, it is done after the

article reaches the retail dealer. The retail dealers of this State should profit by the experience of their Ohio brethren and take immediate steps to secure the elimination of any objectionable features from the proposed law. Now is the time to act, and not after the bill has become a law. We shall have more to say concerning this matter when a copy of the proposed measure reaches us.

As will be noted by the resolutions embodied in the report of the last meeting, the Grand Rapids Retail Grocers' Association speaks in no uncertain sound on the McKinstry dating-canned-goods-bill, now before the Legislature. In common with all classes of business men, retail grocers discern the utter foolishness of this measure, which appears to have been introduced for no other purpose than to assist in prolonging the session, to the end that men whose time at home is worth less than \$3 per day, may stay in Lansing as long as possible.

How Mail Clerks Assist the Memory.

From the Philadelphia Record.
The railway postal clerks have a unique method for learning the routes on which postoffices are located. Take for example, the State of Pennsylvania, in which there are over 5,000 offices. The prospective mail distributor buys a quantity of blank cards—about the size of the ordinary visiting card—and on each of these he writes the name of an office. On the back of the card he writes the name of the route by which the office is served with its mail. Taking in hand a pack of these cards—say from 50 to 100—he goes over them one after another studiously, looking at the back each time and getting the name and route clearly associated in his mind. The second time he goes through the pack he finds that he knows the half of the routes by reading the name of the office. It is a dull student who, upon going over a pack of cards a dozen times, does not know them thoroughly. The method is so simple and such an aid to memorizing that it is adopted by all railway mail clerks. By it clerks have been known to memorize a State like Pennsylvania inside of two months.

On all large routes clerks work but half time, the other half being devoted to rest and study. The mail clerk at home, continually reminded of coming examinations, carries his cards wherever he goes, conning them over at every opportunity. One demonstrative clerk on the New York and Pittsburgh R. P. O. is famed for having learned the State of Ohio in four days. As he shuffled over his cards he walked from garret to cellar, and vice versa, from dawn until the shades of twilight fell. On the fourth day he went to the examiner's office and separated Ohio without an error.

It is related that the wife of a postal clerk adopted the card method for increasing her vocabulary in French. On one side of the cards she wrote the French word and on the other the English equivalent to be learned. Another lady, hearing of this, used the same system successfully for learning mythology, placing the word "Mars," for instance, on one side of the card and "war" on the other. The method has so many advantages over the old and tedious way of learning from the pages of a book that it might be utilized with advantage by teachers in search of new methods of imparting instruction.

I had rather that one fading bud of kindly sympathy were laid in the palm of my living hand than that my coffin were shadowed by a pyramid of the costliest exotics that ever burdened with sickly fragrance the chamber of death—J. L. Russell.

Knowledge is power, but the power must be put in motion by character and purpose.

JIM ALLSPICE.

Jim Visits "Paradise." Extramundane vs. Realization.

Written for THE TRADESMAN.

After going to the depot for the third time one night at Cadillac, I finally found that the train north would arrive in ten minutes. I thought I might as well wait. Such a night! Sixteen below zero, blowing a gale, with the snow about two feet deep! Finally, with no little misgiving, I boarded the train, already two hours late, wondering if we would succeed in getting through. Securing a comfortable double seat near the stove, I lighted a fresh cigar and let my thoughts wander homewards. I could picture my wife and the baby tucked away in bed, while the two "kids" were nestled down under the clothes—with the family cat—in an adjoining bed; Jack, my faithful dog, lying in the corner on his rug, with one eye open, keeping watch over all as they slumbered, while I was doing my best to make an extra night run on this cold, blustering night, with the hopes of selling a new stock on the morrow.

All at once the brakeman called out, "Paradise—twenty minutes for a hot lunch. "Grasping my grips and other belongings, I made up my mind to take in the new town. The lunch served at the dining counter was superb—hot oyster stew, real Java coffee, pure solid cream, fresh laid eggs, golden butter, home-made bread and nice flaky doughnuts. The bill of fare was extensive, the price was way below the average, a nice, clean, tidy lunch counter, with a good motherly old lady to wait on and cheer you while filling up the inner man. My impression was so favorable that I concluded to wait and make the town. As the train rolled on northward, I lighted a fresh cigar to while away the hour or so before daylight. At the break of dawn I hustled to the hotel for breakfast, finding a most genial landlord, who served a fine breakfast *a la carte*. I never shall forget that plate of brown buckwheat cakes, with genuine maple syrup. I never thought I should be able to eat 'em, but, when I had put away twelve, I made up my mind that the other two should keep company with the rest.

After getting the points of the town from the clerk, I found that one leading firm in my line did about all the business, besides being almost absolute owners of the town and all adjoining them. Grasping my "black chums," I sallied forth to make a sale and a new customer, if possible. Never had I made the acquaintance of so agreeable a firm nor seen such pleasant surroundings, furnishings and general taste displayed in the arrangement of stock, nor such a good-looking and intelligent set of bright, tidy employees. I was shown into a private room marked in gold letters on the ground glass of the door, "Private Traveling Men Only." On entering I discovered several original and tasty signs hanging about the apartment, reading thus: "Money Loaned;" "Checks Cashed;" "No Rebates Expected;" on a closed sideboard one in particular, "Change Your Breath Here." There was a fine center table on which rested a register with the notice "Sign Here;" a complete lavatory, with a bright young boy in attendance to answer questions and assist in opening up samples. Finally, the buyer put in an appearance, and, after mutual explanations, we started

ed in for business and an order. I found him fully posted as to markets and in regard to short weights and full packages of fish, syrups, etc., he was "right up." I was quite surprised to find that he had never bought any goods in our city. After placing a fine order for him, getting in my house brands of plug and fine cut tobaccos, can baking powder with the gift scheme of glassware, bootjacks, stove lifters and frying pans, I called his attention to our Columbus nickel cigar with World's Fair coupons, which seemed to strike him very favorably, and he placed an order for a full case. My order so far had been a general sort up, with a few specialties I had. I could not help but notice I had sold him "Spear Head," Arbuckle and XXXX coffee full list price. I wondered at it, as I had, of course, expected to give him a rebate.

After closing up our deal, he invited me to a sleighride, which I was not slow to accept. In a casual way, I found that none of my competitors were making the town, and I solemnly vowed that "mum" should be the word. I would never give the new-found "snap" away. After driving about the beautiful place, admiring the nice broad avenues, elegant residences, etc., we finally landed at the depot. Just then my train north putting in an appearance, I bade my new-found friend a kind farewell, and, with a promise to return "later on," I boarded the train in the best of good humor. Planking myself in the regulation two seats, I lighted a fresh cigar, intending to have a good old smoke, but, quietly dropped off in a gentle doze.

How long I slept I will never know, but, all at once, and with a terrible thud as if the train had struck a stone pile, I awoke in a dazed condition. The brakeman passing just then, I found that we were at Mancelona, five hours late, road blocked, with instructions to abandon the train. After getting myself stowed away at the hotel, I discovered that I had a terrible head on me, was feeling very dry, and there was an intimation from the inside man as to the prospects for dinner. Procuring the necessary "eye opener" it put me to thinking. *I had been on the road all night.* Whether it was the hot coal stove, or those hot drinks of Swedish punch at "Yonny Yohnson's" at Cadillac, that caused my terrible headache and *also sent me to Paradise*, I shall never know; but I shall never forget the town, those buckwheat cakes, and that splendid order. Persume I shall have to "hitte the pipe" in order to make the place again. Whattee you think?

JIM ALLSPICE.

Notice to the Grocery Trade.

On account of the disastrous fire which destroyed our works on Feb. 4, we have been compelled to discontinue sending 10 pounds of saleratus free with each box, and the price, until further notice, will be 5½ cents per pound, 60 pounds to the box.

A. F. PEAKE,
State Agent Deland & Co., Fairport, N. Y.

A physician having visited a sick lady during a storm, she expressed concern at his having to come so far in such bad weather; to which the doctor unluckily replied: "Oh, madam, I have another patient in this neighborhood, and by that means, you know, I kill two birds with one stone." "Doctor, replied the lady, "you are too good a shot for me," and dispensed with his further attendance.

THE W. BINGHAM CO., Cleveland, O.,



Have had such flattering success in handling our Bicycles that they have bought our entire output for 1893. They have taken up all negotiations pending for the purchase of cycles, and we respectfully solicit for them the good will of our friends.

THE YOST MFG. CO.,
TOLEDO, OHIO.

It's Cheap!

Not Coal, but

Molasses.

We bought at the right time and will give you the benefit of our purchases. We brand them

GOLD MEDAL

The quality is right, the price is right, and it's dollars in your pocket to handle them.

**Ball
Barnhart
Putman Co.**

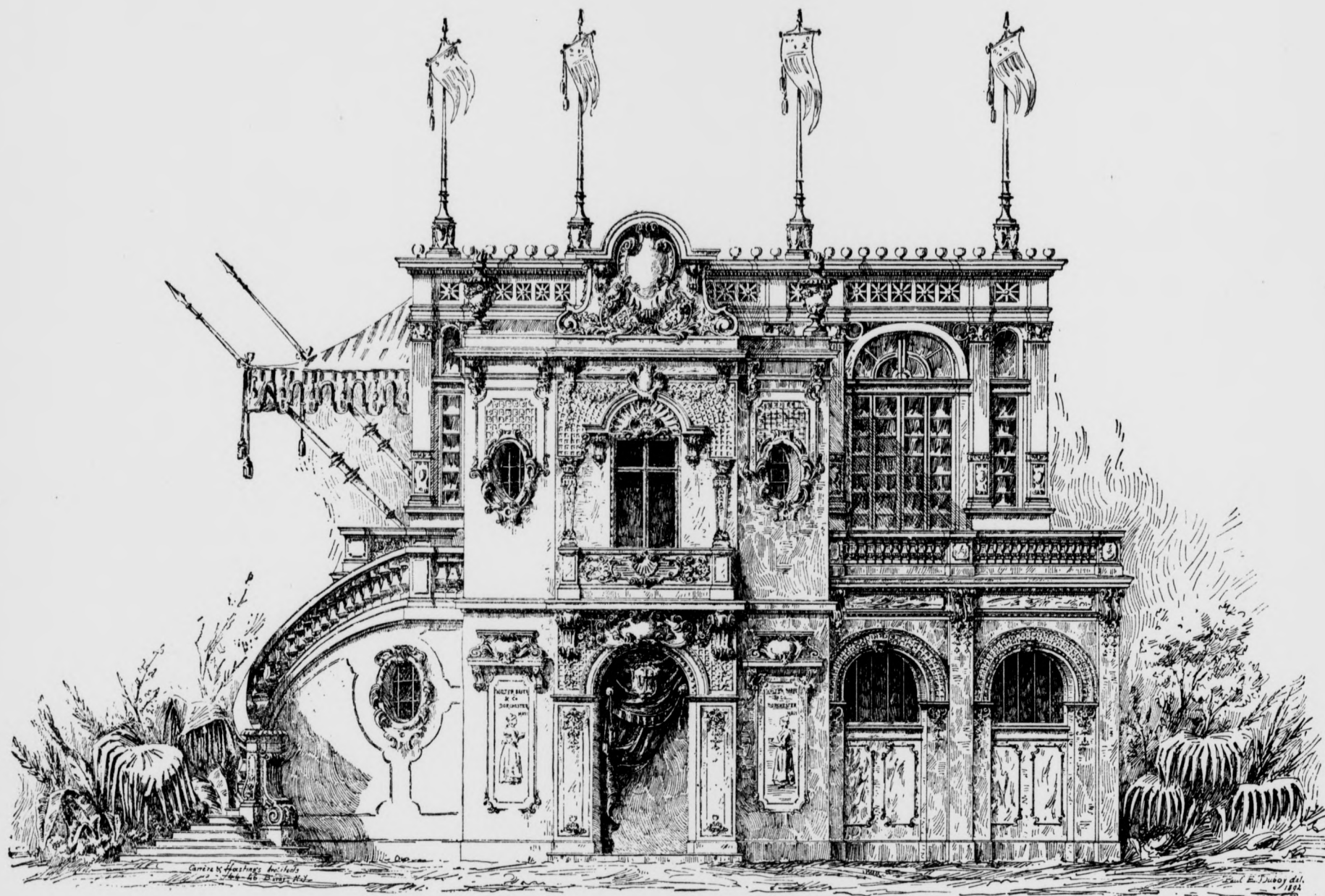
TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS



WALTER BAKER & CO.'S CHOCOLATE PAVILION AT THE WORLD'S FAIR.

Some Practical Suggestions for Country Dealers.

PAPER I.

Written for THE TRADESMAN.

Inasmuch as the *personnel* of this class of business men is constantly changing, from year to year, a new grist of beginners going into the hopper of mercantile experience perhaps faster than an equal number can be graduated by their own consent at the usual place of exit, a few hints from an old-timer may not be altogether thrown away. Though advice is, at present, the cheapest article on the market, that very fact may make what I have to offer acceptable to some whose belief is that only in underbidding competitors lies the secret of making money in a retail traffic; where wholesale dealing connected with a farmer's life has hitherto proved unremunerative.

With the most who start in a small way; remote from a large town, and without any experience in the methods of trade or the quality of goods in which they expect to deal, is like taking a leap in the dark; but a little judicious preparation will go a long way toward securing one from the calamities common to oversanguine and less careful dealers.

The building and fixtures having been provided, and the question of how much capital to be used finally determined, there comes the important one of how to select and arrange the stock of goods to the best advantage. Unless one's intuitions can be trusted (which is very seldom the case), a little private coaching by a friend well qualified will be the next best thing. In such a case, you may take a wholesale price list, and, with reasonable care, make out, in proper proportions, and so as not to exceed the amount to be invested, a memorandum of what is needed. If no such help be at hand, take your funds to the city where reputable firms abound, and, having carefully selected the one with which you wish to deal, frankly state your condition to the head of the house, together with the amount of capital you wish to invest on the start, also the fact that this is your first venture. A manly beginning like this will often procure a business friend who may prove of immense advantage to you in the future. Only be sure of this one thing—that the first purchase comes within the limit of cash in hand. No credit should ever be asked for or suggested on the first bill. Even if the house shows a desire to make the invoice overbalance your present means, firmly decline the favor. With a cash purchase of the first one, you can feel the satisfaction that comes of doing business with your own money, and that knowledge will steady your judgment in many emergencies, and will make it easier to strike out into deeper water where you will need to keep your wits together.

The line of goods you start in with may not comprise a very large variety, but this is rather an advantage, since it will make it easier for you to become intimately acquainted with your stock. It will surely be enough to test the market, and you can then more intelligently extend purchases to other lines as the needs of customers develop. Two or three errors into which some men fall at first may be mentioned in this connection. By pretending to be better posted on goods and prices than they

really are, some amateur buyers tempt the salesman who assists in filling the first order to an encounter of wits which is found, in the outcome, to be decidedly unprofitable. It is human nature in him, when dared, to justify his knowledge of business, which he is able and likely to do in a practical way not easily resisted. No buyer need feel that he is humiliated by asking questions on matters concerning his own interest. The average salesman, if treated with business courtesy, will drop many hints that are both timely and valuable to the first buyer, and he who resents or fails to profit by them is not wise; but, after you have been many years in business and know the ropes as well as he does, should that same salesman call at your place and try to tell you how to run your business, it will be proper to give him the quiet "shake," being assured that your judgment about what will sell best at home is better than his.

Some men make the opposite mistake of leaving, without restriction, the selection of stock entirely to the salesman. He naturally, in a spirit of loyalty, gives the firm, for which he works, an advantage by unloading on the unconscious buyer articles that are bargains for the seller only. Besides, he ignores the limit agreed upon, urging the plausible reason that it is an advantage to commence with a full stock.

The first purchase having been duly completed, and the invoice fully written and in all its details and placed in your hands, it would be well to carefully study it while the goods are on the way, so as to get yourself familiar, in advance, with the cost of wares on which you are to place a new valuation. For want of this precaution, many dealers make blunders that are mortifying even for a beginner, since they could have been easily avoided by a slight application of the elementary rules of arithmetic.

Another error often made is the failure to establish some general rule with which to govern yourself in fixing prices. No horizontal per cent. tariff will answer in any line of goods. Due regard must be given to the quality, frequency of demand, amount purchased and the loss by shrinkage and in handling. Even after the best possible arrangement of prices is made, it should be considered as subject to future revision, as experience shall more fully determine, in the interest of all concerned. Where a store has already preceded the new venture, the worst possible course to pursue is to make prices competitive at once, without regarding the element of cost; this is much like shooting at a mark without taking aim, trusting to luck to hit something. In this case, something, at all events, is sure to be hit; but the return fire soon provokes more bad feeling than good sense can heal in months of fair trading. One who thus cuts prices on the start below ordinarily fair rates because he is unable to make a scale for himself, will be a follower instead of a leader, and always at the mercy of the whims of his competitors. If he thus practically allows another dealer to set prices on his goods, he might as well be an agent doing business for someone else. If each dealer would study to become well acquainted with the practical details of his business, and how to adapt them to the needs of his special locality, there would be fewer

Geo. H. Reeder & Co.,

JOBBER OF:

Boots and Shoes,
Felt Boots and Alaska Socks.
State Agents for



158 & 160 Fulton St., Grand Rapids.

Excelsior Bolts Wanted!

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

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

J W FOX,

Grand Rapids, Mich.

Buy

S

NEDICOR'S
WIFT
SELLING
HOES

MANUFACTURED BY

SNEDICOR & HATHAWAY,
DETROIT, MICH.

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

HEROLD-BERTSCH SHOE CO.,

WHOLESALE

BOOTS AND SHOES.



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

Dealers are cordially invited to send in
mail orders.

GRAND RAPIDS, MICH.

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.

"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.

CHILD BIRTH and its attending Pains
relieved by the use of a
Purely Vegetable Remedy. Used
by a prominent physician in regular
practice. Price 50 cts. Send for testi-
monials. Aetna Co. Co., Rapids, Mich.

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 Ma-
chines, Market, Bushel and De-
livery Baskets, Building
Paper, Wrapping
Paper, Socks, Twine and Stationery.

Manufacturers in lines allied to above, wish-
ing to be represented in this market are request-
ed to communicate with me.

125 COURT ST.,

GRAND RAPIDS, MICH.



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 \$30 per doz.
warranted not to rip. Shirts from \$2.50 to \$15
per doz. Spring line now ready. Samples sent
on approval.

bushwhackers in trade, and the results would be advantageous to customers in general. In fact, there is no advantage for any community in having more dealers competing for trade than than can be profitably employed in supplying its needs, because if prices go down in the heat of competition, quality goes down in greater ratio, which means sure loss to the consumer.

While it may be for the interest of a beginner to acquire a knowledge of the methods possessed by other dealers, there is always a best way to manage one's own business; and this best way can be attained by practice only, and it differs in many respects from theirs, the same as no two men are perfectly alike in form, features and temperament. The surest way to build up a lasting and profitable trade is to start as you can hold out, having a system well digested by which prices will be governed, and allowing no deviation therefrom except as the rules of trade require.

With goods on the shelves neatly arranged and priced, the next thing desired is to sell them at a fair profit. If there were no such thing as credit, this problem would be much simplified, for one would then have only to make sure of a certain average amount of sales each day to do a profitable business; but, since an uncertain proportion of goods must be sold on a longer or shorter credit, and as the stock must be continually replaced as fast as sold, besides meeting expenses and losses out of the cash collections, keeping store in a rural district will not prove to be such a pastime as some people would have us believe.

In another paper the writer will add a few more suggestions as to the best methods of conducting business.

S. P. WHITMARSH.

To Fix Prices by Law.

From the American Artisan.

Nearly approaching the programme of those who would deliver over the industries to government management, in points of impracticability and contempt for human liberty of action, are the ideas of certain well-meaning people who would correct every abuse, whether real or imaginary, by the application of a legislative plaster. To this class—although the number of dead statutes upon the books should be a perpetual reminder of the folly of their belief—a legal enactment is a catholicon whose efficacy they imagine to have no limit.

One of the most recent examples of this wrong-headedness is furnished by a member of the New York State Legislature who has succeeded in getting a bill passed to a third reading in the Senate, whose aim is to checkmate the Reading coal trust by regulating the transportation rate for coal over the railways and also to fix the maximum price at which the commodity shall be sold by the retailers. The bill requires that the transportation corporations and the retailers take out state licenses, and that these licenses shall name the maximum rate of freight and the maximum retail selling price to consumers, such rates to be subject to revision by the railroad commissioners at stated periods. The highest figure which is permitted to be charged to consumers in New York and Brooklyn for coal under the bill is \$4.50 per ton.

The motive which has induced the parent of this measure to action is clear enough and is one with which we have full sympathy, but we submit that such a law would be unconstitutional and absurd upon its face, since it would create a precedent which might be followed to the detriment of every business man in the country. If the price of coal is to be regulated by law, why not that of stoves, cutlery and tinware also? It is folly to answer that coal consumers in New York

and Brooklyn occupy an exceptional position on account of the coal trust and that such a radical piece of legislation is necessary in their case, while those who find it necessary to buy stoves or other articles suffer no such injustice at the hands of manufacturers, which would make the passage of a similar law advisable in other states. Coal is not the only product controlled by a trust; indeed, there are few articles of general use, either natural products or manufactured goods, for which consumers do not pay tribute in excess of a fair profit to a "combine" of one kind or another. To do exact justice in the direction in which this bill points it would be necessary to pass a national law as intricate and voluminous as the existing tariff measure, in which all the articles whose price is inflated by unjust combination among the manufacturers and producers should be separately set down, together with their "maximum" rates as adjusted by a paternal government. The time may come when this will be necessary. We do not think it has arrived yet.

A much easier and more sensible way to deal with the Reading coal question, and for that matter, with every other injustice which has its birth in "combine" manipulations, is to apply the legal remedies already made and provided. If the national law has proved ineffectual how can any real good be expected from a merely local measure?

Brief Business Maxims.

D. T. Mallett in Business.

If you would establish credit, first create a confidence in your honesty and ability with your creditor.

It is a common fallacy for everyone to consider his neighbor's business more congenial and profitable than his own.

It is not the man who himself accomplishes the most work, but the one who possesses the faculty to use the ability of others who attains the broadest success.

It is a wise man, indeed, who so regulates his affairs as to judiciously mix business and recreation to the prejudice of neither.

It is not how much a man sells nor the per cent. of profit which he makes which determines his gains, but the relation which the expenses bear to the receipts.

The business man without enthusiasm is like a stove without fuel; he lacks the warmth of purpose necessary for success.

The matter of economy is not to be determined by the cost, but by the results.

It is the men who investigate that progress; the conditions of yesterday are seldom repeated.

The one end of business is to make money, but there is a distinction in the means which involves character.

It is only the really busy man who can find time to attend to the demands of others for assistance.

It is only the men who best know their business who perceive the limit of their knowledge.

Money invested in paying one's debts never fluctuates in value.

Crisp Philosophy.

From Ram's Horn.

A man with a bad liver very often has a good heart.

If the tongue could kill, not many would live to old age.

The man who picks his own cross never gets the right one.

The easiest thing for a loafer to do is to find fault with busy people.

When people are hired to be good they quit work as soon as the pay stops.

The diamond has the more sparkle, but window glass does the more good.

The trouble with people who can talk is that they are apt to say too much.

Undertake to prove that there is no hell and every mean man will throw up his hat.

They know in heaven how much religion the rich have by the way they treat poor folks.

The world is full of lion fighters, but it is hard to find people who won't run from a hornet.

If you have the wrong kind of religion in the street cars, you don't have the right kind at church.

Use Tradesman or Superior Coupons.

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.



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.

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.

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.

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, O. C. Leach.

Grand Haven Retail Grocers' Association.
President, John Boer; Secretary, Peter VerDuin.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at Protective Brotherhood hall on Monday evening, Feb. 20, the application of Fred W. Fuller, grocer at 143 Livingston street, was received and accepted and the applicant elected to membership.

The special committees on Flour and Roll of Honor were not ready to report and were given until the next meeting.

Chairman Herrick, of the special committee on Municipal Affairs presented the following report:

Your Committee, to whom was referred the matter of procedure at the coming spring election, begs to report the following:

1. That a committee of three be named in each ward to confer with those desiring the position of alderman, to ascertain if they are willing to pledge themselves to protect the interests of those who are paying high rents, and are otherwise under heavy expense in doing their business, by collecting a yearly tax against the peddler who comes without expense, such tax to be collected in full the 1st of May of each year, such committee being composed of members of the Association, regardless of party affiliation.

2. That a like committee of three be appointed to confer in like manner with the nominees for Mayor, with the same support from the Association.

3. That the Association make a schedule of licenses and present same to the Mayor elect and the new Council for their consideration and adoption.

E. J. HERRICK,
D. VIERGIVER,
Committee.

The report was accepted, and the Committee was instructed to pursue the subject further and make further reports thereon from time to time.

The President was instructed to appoint a committee of three to see the Mayor, and also a committee of three from each ward to interview the nominees for office at the spring election.

A. Brink, chairman of the special Committee on Oil, reported that Seefeld, Schurmer & Teagle offered to discontinue the peddling of oil in the city if the Standard Oil Co. would do the same. The Committee had been unable to meet Mr. Bonnell, in consequence of which the matter was recommitted for further consideration and subsequent report.

The following communication from Mr. Lemon was read and accepted:

GRAND RAPIDS, Feb. 20—I must attend a board meeting, this evening, and this will prevent my meeting my brethren of the retail grocery craft at their meeting to-night; but I hope to be with you at your April meeting. Please present my apology and excuses and assurances of my highest regard for the welfare of the Grocers' Association.

Yours truly,
S. M. LEMON.

Letters were also received from the Retail Grocers' Associations of Grand Haven and Jackson, heartily approving the idea of a State league and offering to send delegates to a convention whenever same is called.

E. B. Fisher, editor of the *Daily Eagle*, then addressed the meeting at some length on the subject of his recent voyage from New York to the Windward Islands and return. The address was the most interesting and instructive talk ever given the Association and was heartily enjoyed by everyone present. THE TRADESMAN regrets that it is not able to present a verbatim report of the talk, as it was full of interesting statements concerning both sea and land. At the conclusion of the address, Mr. Fisher was given a rising vote of thanks.

William K. Munson, Secretary of the Grand Rapids Fruit Growers' Association, was also present to address the meeting, but consented to postpone his address until the next meeting, when the peddling question will be the special order of business.

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

WHEREAS, A bill has been introduced in the Michigan Legislature, making it obligatory for manufacturers of canned goods to place the date of the packing of their goods on each can; and

WHEREAS, We consider such a law entirely unnecessary, as it is based on the false assumption that all hermetically sealed canned goods deteriorate with age; therefore

Resolved, That we oppose such a measure in all honorable ways and request our Senators and Representatives to work and vote against its adoption.

On motion of Mr. Herrick, the Secretary was instructed to issue a call to the grocers of the State to meet at Grand Rapids on March 15, for the purpose of forming a State league, to take up the work of organization where the local associations leaves off and carry it forward.

E. White called attention to the closing of the

grocery stores one afternoon in the week. He said that such a custom was in vogue in Europe and he saw no reason why it should not become equally popular in America. While the laboring man is clamoring for an eight hour working day, the grocer is expected to keep his store open, at least twelve hours a day. Such a discrimination is wrong in intent and purpose and the time is not far distant when a proposition to establish a half holiday will be greeted with something besides smiles.

The recent advance in the price of tin foil compressed yeast was then introduced through the medium of the question box and provoked a lively discussion, the general opinion being that the price is now about right, although Peter Schuit—who is never entirely happy unless he smells a banquet in the distance—thought 9 cents profit on 24 cents in sales was altogether too much profit—that 11 cents profit on 36 cents in sales was about right.

There being no further business the meeting adjourned.

Another Voice from Grand Haven.

GRAND HAVEN, Feb. 23—We, as Grand Haven merchants, feel deeply interested in the idea of trying to get the exemption laws revised and I think it is about time that steps were taken in that direction—the sooner the better. If it can be accomplished, it will be of great value to the retail merchants. There is not a dealer in the land who has as little protection as the retail merchants in our exemption laws, and I think every retail merchant in the State ought to feel interested in the movement. We also ought to have the support of every jobber, as it would be the means of putting the retail merchants in a better and healthier financial condition.

We have had a Retail Grocers' Association here for nearly a year and are receiving daily benefits from the movement. We have a uniform price, which prevents us from selling our goods at a sacrifice and also protects us from dead-beats and those who are slow and not worthy of credit. The Association is a grand success and is doing more good than any other organization we have ever had, as it creates better feeling, larger profits and less losses in business.

Hoping the movement toward the revision of the exemption laws will be pushed and made a success, I remain

Yours truly,

J. BALL.

The Family Must Have Bracelets.

Around a small basket in a crowded store, a mob of women were clutching and clawing like the proverbial wolves over a coveted bone. Handsomely attired women were engaged in a hand-to-hand scuffle with those wearing shawls over their heads; waves of women poured in from all sides, only to be repulsed by those nearest the counter. The Charge of the Light Brigade was child's play in comparison to this struggle. Tall women reached frantically over the heads of those in front of them. Short women stooped and dodged like the small boy under a circus tent; every one struggling to get their hands into that little basket at the same time; and for what? Nothing but a little imitation garnet and turquoise bracelet, sold at other stores for fifteen cents, which this enterprising firm was offering them for a nickel. And this was the prize for which women with immortal souls were engaging in this disgraceful skirmish. Suddenly an old woman of Irish persuasion and Dutch decent sprang into the thickest of the fight; she was like a war horse smelling the battle from afar. Using her knuckles and elbows to good advantage, she rapidly worked her way to the front. Just as she was making her last furious onslaught on the ranks ahead of her, a floor-walker, who had been watching the affair, touched her on the shoulder. The whole wriggling mass stood still, and he said authoritatively:

"Madam, wait your turn."

She turned, her old wrinkled face aflame with passion and her dim old eyes full of the fire of conquest, and exclaimed:

"If I wait my turn there won't be any left for me, for there are mighty few of them, anyway."

"Well," he replied, "there are more than you'll want to buy."

She faced him wrathfully. "How do you know what I want. I know my own business best, and I'm going to have ten pairs of those bracelets for my own family, and maybe I'll get some for my neighbors."

Michigan Board of Pharmacy.

DETROIT, Feb. 1—A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for

registration, will be held at Grand Rapids, Tuesday and Wednesday, March 7 and 8, 1893.

The examination of both Registered Pharmacists and Assistants will commence on Tuesday at 9 o'clock a. m., at which hour all candidates will please report at the lecture room of Hartman's hall, corner Fountain and Ionia streets.

The examination for registration for all candidates will occupy two days.

Owing to the action of the last Legislature, which caused the Railway Association of Michigan to change its rules relative to reduced rates for assemblies, special railroad rates for this meeting cannot be secured.

Parties who are going from Detroit should leave their names with me, as, if ten go, a special rate of \$6 for round trip can be secured. Yours respectfully,

JAMES VERNOR, Sec'y.

Boarders Eat Them.

A New York paper thinks that the American appetite for prunes must be developing rapidly, because the importation of this fruit has increased so much of late. Last year the imports amounted to 22,000,000 pounds, against 7,000,000 the year before. The probability is, however, that this increase of importation is in anticipation of the demand at Chicago during the world's fair. It is a well-known fact that prunes make a cheap and healthy diet to feed boarders on.

CINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
GRAND RAPIDS



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.



PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

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

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.
Five Years—S. E. Parkill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, 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, John D. Muir; Sec'y, Frank H. Escott.

Who Was It? Peck.

[The severe storms incident to the present winter season has made traveling very uncertain, and commercial travelers have had great difficulty in reaching their customers on schedule time. A. W. Peck, traveling representative for the Hazeltine & Perkins Drug Co., recently found the following attempt at rhythmic composition pinned to his advance card in the store of one of his customers.]

Who was it that, in days gone by,
Did our pills and salts supply,
And on whom for more we did rely?

PECK.

Who was it that by mail did send
A card, and on thereon he did append,
"Hang me up and keep your eye on the
late, February third."

PECK.

Who was it that by mail did us notify
That on him we could rely,
But told us a d—n big lie?

PECK.

Who will take the blame, if one should die
For want of medicine, bye and bye,
And to the land of sheol go
Into that clime so free from snow,
And say, "'Twas for the want of pills
That he succumbed to mortal ills?"

PECK.

The World as It May Seem to Different Eyes.

Written for THE TRADESMAN.

If we should ask an astronomer what his idea of the world was, we would very likely receive a reply something like this: "The planet or body on which we live, occupying in the solar system the third place in order of distance from, and taking 365 days to move through its fixed path or orbit around, the sun, revolving on its axis once in twenty-four hours. It has but one satellite, the moon, which takes twenty-eight days for its revolution around the earth." And so his answer might go on indefinitely.

One who made a specialty of the study of geography in all its branches would tell us that the world was the surface of the globe or planet on which we live, and would give the numerous divisions and the peoples inhabiting the same.

But there are other ways of looking at the world than these, although the above may be the most real. That part of the country, and the people we know or in whom we are the most interested, generally constitute each one's individual world. Again, to each of us the world presents a different phase. To one it brings glorious pictures of honor and renown; to another riches as a reward of past and future work, while to some it seems a very humdrum kind of a place where we arise morning after morning and go through the same weary routine with nothing to break the monotony until the Creator, in his wisdom, makes a most decided change by taking one or another of our companions into the Great Beyond. Sometimes as we go our way day by day, a face we have not seen in years, nor thought it anywhere near, will startle and carry us back to what is an entirely different world. What a different country will come before us, and how bright the world seemed back in that past where the face belongs! One by one the memories surge around us, and we are, if not children, still very young

again, with our plans laid to be or to do this or that great thing. Slowly the illusion fades and we find ourselves back in our everyday life with its duties and its pleasures, its sorrows and its joys.

Thomas Moore says:

"This world is all a fleeting show
For man's illusion given;
The smiles of joy, the tears of woe,
Deceitful shine, deceitful flow—
There's nothing true but Heaven."

Another poet says:

"This is a very good world that we live in,
To lend, to spend and to give in;
But to borrow, or beg, or get a man's own—
'Tis the very worst world that ever was known."

And still another:

"The world is a comedy to those who think—
A tragedy to those who feel."

From things seen and heard, I am inclined to think that many believe what is told in the second quotation. Maybe if we should all try to live by the Golden Rule, this world would be brighter and pleasanter for each and every one of us.

A. L. I.

Queer Orders Received by a Druggist.

D. D. Turner, of Fairbault, Minn., furnishes the *Pharmaceutical Era* with the following queer orders received by him at different times during the past half dozen years:

Acobole (Alcohol).
Alchoil (Alcohol).
Alchol (Alcohol).
Alkahal (Alcohol).
Alkohoil (Alcohol).
Catagory (Cuticure).
Tanery (Tannin).
Red cipic.
Husbun Ca. Gine Magnicy.
Glisserean (Glycerine, written by an

M. D.

Sulfuic Asic.
Dear Sir will you please send me one bottle off James Inspector in clare you. Fine \$100.

1 lb can of Burt Cennah.
4 ocs sconk Root.
One ocs apson soles.
One onz meritasid.
One onz selfpuriceasid.
10c of sephern tea.
Crese Suplyment.
Gross supplement.
Cresont Sublimat.
1 Box Ensect powder and one tin machine for using it.

Mr. Dearser Ples sen one D. St. Jacobs Oil 375 one Doisen Pinkelers 180 at hol-saile.

Gream Tartar and Sulver.
10c Gum Straticum.
Read picipet.
Acafortis.
Belidolian (Belladonna).
Arnecky.
Beldonia.
Bicarnate of Potash.
Colizboligascons (Carbolic Acid).
10c of Sulfer.
10c of Mustird.
Sheponica.

The Best Tobacco Pouch.

From the St. Louis Globe-Democrat.

The best tobacco bags are made not of leather or rubber, but of the pouch of a pelican. The monstrous membrane which fills out the lower bill of the pelican is soft and thin, of very fine texture, easily tanned, and, when dressed, makes a beautiful article of leather, possessing the quality of being as impervious to water as India rubber. Tobacco kept in it will never become dry, but retains its sweetness and aroma even longer than when preserved in tin foil. In the southern seaboard States its value is well understood, and tobacco pouches made of it are very common.

Bliss in Ignorance.

From the Indianapolis Journal.

Jungerman—When I marry, the very first thing I mean to do is to settle the question as to who is boss.

Altman—I'd advise you not to. You'll find yourself a sight better off by remaining in ignorance.

A bargain is not a good one when it has a best end which another man gets.

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.

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, sniffling, 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.

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.

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.

Wholesale Price Current.

Advanced—Chlorate potash, gum kino. Declined—Gum arabic.

ACIDUM.		TINCTURES.	
Aceticum	82 10	Aconitum Napellis R.	60
Benzoleum German.	65 75	Aconitum " F.	50
Boricum	27 36	Aloes	50
Carbolicum	50 32	" and myrrh	50
Citricum	30 5	Arnica	50
Hydrochloric	10 12	Asafetida	50
Nitrosum	10 12	Atrope Belladonna	50
Oxalicum	10 12	Benzoin	50
Phosphoricum dil.	1 30 21	Sanguinaria	50
Salicylicum	1 30 21	Barosma	50
Sulphuricum	1 30 21	Cantharides	50
Tannicum	1 30 21	Capsicum	50
Tartaricum	30 33	Ca damon	50
AMMONIA.		Castor	1 00
Aqua, 16 deg.	3 1/2 5	Catechu	50
" 20 deg.	5 1/2 7	Cinchona	50
Carbonas	1 12 14	Columba	50
Chloridum	1 12 14	Conium	50
ANILINE.		Cubeba	50
Black	2 00 2 25	Digitalis	50
Brown	2 00 2 25	Ergot	50
Red	2 00 2 25	Gentian	50
Yellow	2 00 2 25	" Co.	50
BACCÆ.		Gualica	50
Cubese (po 50)	50 55	Zingiber	50
Juniperus	80 10	Hyoscyamus	50
Xanthoxylum	25 30	Iodine	75
BALSAMUM.		" Colorless	75
Copaiba	45 50	Ferr Chloridum	35
Peru	45 50	Kino	50
Terabin, Canada	45 50	Lobelia	50
Tolutan	35 50	Myrrh	50
CORTEX.		Nux Vomica	50
Abies, Canadian	18	Opil	50
Cassia	11	" Camphorated	50
Cinchona Flava	18	" Deodor.	2 00
Enonymus atropurp.	30	Aurant Cortex	50
Myrica Cerifera, po.	20	Quassia	50
Prunus Virgin.	12	Rhatany	50
Quillaja, grd.	10	Rhel	50
Sassafras	12	Cassia Acutifol.	50
Ulmus Po (Ground 15)	15	" Co.	50
EXTRACTUM.		Serpentaria	50
Glycyrrhiza Glabra.	24 25	Stromonium	60
" po.	33 35	Tolutan	60
Haematox, 15 lb. box.	11 12	Valerian	50
" 18.	13 14	Veratrum Veride	50
" 1/4s.	14 15	MISCELLANEOUS.	
" 1/2s.	16 17	Ether, Spts Nit, 3 F.	25 30
FERRU.		" 4 F.	30 34
Carbonate Precip.	2 15	Alumen	2 1/2 3
Citrate and Quinia.	2 30	" ground, (po.	3 4
Citrate Soluble	2 80	Annatto	50 60
Ferrocyanidum Sol.	2 50	Antimoni, po.	4 5
Solut Chloride	2 15	" et Potass T.	50 60
Sulphate, com'l.	2 92	Antipyrin	2 10
" pure.	2 7	Antifebrin	2 25
FLOBA.		Argenti Nitras, ounce	60
Arnica	18 20	Arsenicum	50 7
Anthemis	30 35	Balm Gilead Bud.	3 20
Matricaria	40 50	Bismuth S. N.	2 20 2 25
FOSSIA.		Calcium Chlor, 15, (1/4s	12; 1/4s, 14)
Barosma	45 50	Cantharides Russian,	21 00
Cassia Acutifol, Tin-	25 28	" po.	2 25
nively	35 50	Capsici Fructus, af.	2 25
Salvia officinalis, 1/4s	15 25	" po.	2 25
and 1/2s.	80 10	" Bpo.	2 20
Ura Ursi	80 10	Caryophyllus, (po. 13)	14 15
GUMMI.		Carmines, No. 40	23 75
Acacia, 1st picked	2 75	Cera Alba, S. & F.	50 55
" 2d	2 45	Cera Flava	35 40
" 3d	2 30	Cocous	2 25
" sifted sorta.	2 25	Cassia Fructus	2 10
" po.	60 80	Centaria	2 10
Aloe, Barb. (po. 60)	50 60	Cetaceum	2 10
" Cape, (po. 20)	2 12	Chloroform	60 63
Socotri, (po. 60)	2 50	" aquibbs.	2 15
Catechu, 1s, 1/4s, 1/2s	2 1	Chloral Hyd Crst.	1 35 21 60
Ammoniac	55 60	Chondrus	20 25
Asafetida, (po. 35)	30 35	Cinchonidine, P. & W	15 20
Benzoinum	50 55	" German	3 12
Camphora	55 58	Corks, list, dis. per	60
Euphorbium po	35 10	cent	35
Galbanum	2 50	Creasotum	2 2
Gamboge, po.	70 75	Creta, (bbl. 75)	5 5
Gualica, (po. 30)	2 25	" prep.	5 5
Kino, (po. 1 10)	2 15	" rubra.	2 8
Mastic	2 80	Crocus	75 85
Myrrh, (po. 45)	2 40	Cudbear	2 24
Opil (po. 3 0)	2 25 30	Cupri Sulph.	5 6
Shellac	30 38	Dextrine	10 12
" bleached.	33 35	Ether Sulph.	70 75
Tragacanth	40 41 00	Emery, all numbers.	2 6
HERBA—In ounce packages.		Ergota, (po.) 75.	70 75
Absinthium	25	Flake White	12 15
Eupatorium	30	Galla	2 23
Lobelia	30	Gambier	7 8
Majorum	28	Gelatn, Cooper.	7 8
Mentha Piperita	23	" French.	40 60
" Vir.	25	Glassware flint, by box 70 & 10.	70 10
Rue	30	Less than box 68 1/2	68 1/2
Tanacetum, V.	22	Gine, Brown	90 15
Thymus, V.	25	" White	130 25
MAGNESIA.		Glycerina	15 40 20
Calcined, Pat.	55 60	Grana Paradisi	2 22
Carbonate, Pat.	20 22	Humulus	25 55
Carbonate, K. & M.	20 25	Hydrasg Chlor Mite.	2 85
Carbonate, Jennings.	35 36	" Cor.	2 80
OLEUM.		" Ox Rubrum	2 100
Absinthium	3 50 24 00	" Unguentum	45 55
Amygdalae, Dulc.	45 75	Hydrargyrum	2 64
Amygdalae, Amarae	8 00 25 25	Ichthyobolla, Am.	1 25 21 50
Anisi	1 75 21 85	Indigo	75 21 00
Aurant Cortex	2 40 2 50	Iodine, Resubi.	3 80 23 90
Bergamit	3 25 23 50	Iodoform	24 70
Caliputi	60 65	Lupulin	2 25
Caryophylli	85 90	Lycopodium	60 65
Cedar	35 65	Macleis	70 75
Chenopodi	1 00 21 10	Liquor Arsen et Hy-	2 27
Cinnamonil	2 45	drag Lod.	10 12
Citronella	2 45	Liquor Potass Arsenit	2 27
Conium Mac.	35 65	Magnesia, Sulph (bbl	2 4 4
Copaiba	90 21 00	1 1/2)	60 63
		Mannia, S. F.	

Morphia, S. P. & W.	1 70 21 95	Selditz Mixture	2 30	Lindseed, boiled	52	55
S. N. Y. Q. &		Sinapis	2 18	Neat's Foot, winter		
C. Co	1 60 21 85	" opt.	2 30	strained	80	85
Moschus Canton.	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	40 1/4	45
Myristica, No.	65 70	Voos	2 35	PAINTS.		
Nux Vomica, (po. 20)	2 10	Snuff, Scotch, De. Voos	2 35	Red Venetian	1 1/2	2 23
Os. Sepia	20 22	Soda Boras, (po. 11)	10 20	Ochre, yellow Mars.	1 1/2	2 23
Pepsin Saac, H. & P. D.		Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 23
Co.	2 2 00	Soda Carb.	1 1/2 2 5	Putty, commercial	2 1/2	2 4 23
Picls Liq. N. C., 1/4 gal	2 2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 4 23
Picls Liq., quarts	2 21 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-		
" pints	2 85	Soda, Sulphas.	50 55	ican	13 16	
Pil Hydrarg, (po. 80)	2 50	Spts. Ether Co.	50 55	Vermilion, English	65 70	
Piper Nigra, (po. 22)	2 1	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Alba, (po. 25)	2 3	" Myrcia Imp.	2 30	Lead, red.	63 67	
Pix Burgun.	2 7	" Vini Rect. bbl.	2 29 2 39	white	63 67	
Pumbl Acet	14 15	Less 5c gal., cash ten days.		Whiting, white Span.	2 70	
Pulvis Ipecac et opit.	1 10 21 30	Strychnia Crystal	1 40 21 45	Whiting, Gilders	2 96	
Pyrethrum, boxes H	2 21 25	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0	
& P. D. Co., doz	2 21 25	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
Pyrethrum, pv.	30 35	Tamarinds	8 10	Pioneer Prepared Paints	20 21 24	
Quassia	8 10	Terebenth Venice	2 30	Swiss Villa Prepared		
Quinia, S. F. & W.	27 32	Theobromae	45 48	Paints	1 00 21 20	
" S. German	19 1/2 33	Vanilla	9 00 21 60	VARNISHES.		
Rubia Tincturum	13 14	Zinc Sulph.	7 8	No. 1 Turp Coach	1 10 21 20	
Saccharum Lactis pr.	23 25	OILS.			Extra Turp.	1 60 21 70
Salacin	1 75 21 89	Whale, winter	Bbl. Gal	Coach Body	2 75 23 00	
Sanguis Draconis	40 50	Lard, extra	1 10 1 15	No. 1 Turp Furn	1 00 21 10	
Sapo, W.	13 14	Lard, No. 1	65 70	Extra Turk Damar	1 55 21 60	
" M.	10 12	Linseed, pure raw	49 52	Turp.	70 75	
" G.	2 15					

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, doz gross	55 6 00	B. & W.	95	Schweitzer, imported.	2 22	6 1/2	1 00	Sage	15
Castor Oil, doz	75 9 00	Cherries.		domestic	2 24	6	95	Hops	15
Diamond, 50	50 5 50	Red	1 10 21 20	CATSUP.		Farinaceous Goods.		INDIGO.	
Frazer's, 80	90 9 00	Pitted Hamburg	1 75	Blue Label Brand.	2 75	Farina.	3 1/2	Madras, 5 lb. boxes	55
Mica, 75	8 00	White	1 50	Half pint, 25 bottles	4 50	Hominy.	3 50	S. F., 2, 3 and 5 lb. boxes.	50
Paragon, 55	6 00	Erle	1 20	Pint	3 50	Barrels	3 00	JELLY.	
BAKING POWDER.		Damsons, Egg Plums and Green		Quart 1 doz bottles	3 50	Grits	3 50	17 lb. palls	90
Acme.		Gages.		CLOTHES PINS.		Dried	4 1/2	30	1 50
1/4 lb. cans, 3 doz	45	Erle	1 10	5 gross boxes	40 45	Lima Beans.	3 00	LICORICE.	
1/4 lb. " 2 "	85	California.	1 70	COCOA SHELLS.		Maccaroni and Vermicelli.	4 1/2	Pure	30
1 lb. " 1 "	1 90	Common	1 20	35 lb bags	2 3	Domestic, 12 lb. box	55	Calabria	25
Bulk	10	Peaches.		Less quantity	2 3 1/2	Imported	10 1/2 @ 1/4	Sticly	12
1/4 cans.		Gooseberries.	1 20	Pound packages	6 1/2 @ 7	Oatmeal.		LYE.	
1/4 " "	1 20	Common	1 20	COFFEE.		Barrels 200	4 85	Condensed, 2 doz	1 25
1/4 " "	2 00	Pie	1 25	Green.		Half barrels 100	2 55	4 doz	2 25
1/4 " "	9 60	Maxwell	1 85	Rio.		Kegs	2 1/2	MATCHES.	
5 oz. cans, 4 doz. in case	80	Shepard's	2 00	Fair	19	Pearl Barley.		No. 9 sulphur	1 65
16 " 2 "	2 00	California	2 20	Good	20	Peas.		Anchor parlor	1 70
Red Star, 1/4 lb. cans	40	Monitor	1 85	Prime	22	Green, bu.	1 85	No. 2 home	1 10
1/4 " "	50	Oxford		Golden	22	Split per lb	2 1/2	Export parlor	4 00
1/4 " "	1 50	Pineapples.		Peaberry	24	Rollled Oats.	5 25	MINCE MEAT.	
Telfer's, 1/4 lb. cans, doz	45	Common	1 00 @ 1 30	Santos.		Half bbls 90	5 25		
1/4 " "	85	Johnson's sliced	2 50	Fair	20	Sago.	4 1/2		
1 lb. " 1 "	1 50	grated	2 75	Good	21	East India.	5	3 or 6 doz. in case per doz.	95
BATH BRICK.		Quinces.		Prime	22	Cracked.	5	MEASURES.	
2 dozen in case.		Raspberries.	1 10	Mexican and Guatemala.		Fish--Salt.		Tin, per dozen.	
English	90	Red	1 30	Fair	20	Bloaters.		1 gallon	\$1 75
Bristol	50	Black Hamburg	1 50	Good	21	Cod.	3 1/2	Half gallon	1 40
Domestic	70	Erle, black	1 30	Fancy	23	Pollock	3 1/2	Quart	70
BLUING.		Strawberries.		Maracaibo.		Boneless, bricks	7 @ 9	Pint	45
Arctic, 4 oz ovals	4 00	Lawrence	1 25	Prime	19	Boneless, strips	7	Half pint	40
8 oz	7 00	Hamburg	1 25	Milled	20	Halibut		Wooden, for vinegar, per doz.	
pints, round	10 50	Erle	1 25	Java.		Herring.		1 gallon	7 00
No. 2, sifting box	2 75	Terrapin	1 10	Interior	25	Holland, white hoops keg	75	Half gallon	4 75
No. 3	4 00	Whortleberries.	1 00	Private Growth	27	No. 1, 40 lbs.	12 00	Quart	3 75
No. 5	8 00	Blueberries		Mandehling	28	Round, 1/4 bbl 100 lbs	3 00	Pint	2 25
1 oz ball	4 50	Meats.		Mocha.	26	Scalded	17	MOLASSES.	
BROOMS.		Corned beef, Libby's	2 10	Roasted.		Mackerel.		Blackstrap.	14
No. 2 Hurl	1 75	Roast beef, Armour's	2 10	To ascertain cost of roasted		No. 1, 100 lbs.	12 00	Sugar house	
No. 1	2 00	Potted ham, 1/4 lb.	1 30	coffee, add 1/2 c. per lb. for roasting		No. 1, 40 lbs.	5 05	Cuba Baking.	
No. 2 Carpet	2 25	" 1 lb.	80	and 15 per cent. for shrinkage.		No. 1, 10 lbs.	1 35	Ordinary	16
No. 1	2 50	" tongue, 1/4 lb.	1 35	CHICORY.		Family, 90 lbs.		Porto Rico.	20
Parlor Gem	2 75	" chicken, 1/4 lb.	85	Bulk	5	Sardines.	50	New Orleans.	30
Common Whisk	90	Vegetables.		Red	7	Trout.		Fair	18
Fancy	1 15	Beans.		CLOTHES LINES.		No. 1, 1/4 bbls, 100 lbs.	7 00	Good	20
Warehouse	3 25	Hamburg stringless	1 25	Cotton, 40 ft. per doz.	1 25	No. 1 1/4 bbl, 40 lbs.	3 05	Extra good	25
BRUSHES.		French style	2 25	" 50 ft.	1 40	No. 1, kits, 10 lbs.	85	Choice	30
Stove, No. 1	1 25	Limas	1 35	" 60 ft.	1 60	No. 1, 8 lb kits	70	Fancy	40
" 15	1 50	Lima, green	1 40	" 70 ft.	1 75	One-half barrels, 3c extra.		PICKLES.	
Rice Root Scrub, 2 row	85	soaked	75	" 80 ft.	1 90	Medium.		Barrels, 1,200 count	27 00
Rice Root Scrub, 3 row	1 25	Lewis Boston Baked	1 35	Jute	90	Barrels, 2,400 count	8 00	Half bbls, 1,200 count	4 50
Palmetto, goose.	1 50	Bay State Baked	1 35	" 72 ft.	1 00	Small.		PIPES.	
CANDLES.		Picnic Baked	1 00	CONDENSED MILK.		Clay, No. 216	1 75	" T. D. full count	75
Hotel, 40 lb. boxes	10	Corn.		4 doz. in case.		Cob, No. 3	1 25	POTASH.	
Star, 40	9	Hamburg	1 40	Eagle	7 40	48 cans in case.		Babbitt's	4 00
Paraffine	11	Livingston Eden	1 30	Crown	6 25	Penna Salt Co.'s	3 25	RICE.	
Wickling	24	Purity	1 50	Genuine Swiss	7 70	Domestic.		Carolina head	6
CANNED GOODS.		Honey Dew	1 50	American Swiss	6 70	" No. 1	5	" No. 2	4 1/2
Fish.		Erle	95	COUPON BOOKS.		Broken	3	Imported.	
Little Neck, 1 lb.	1 20	Squash.	1 25	1		Japan, No. 1	6	Java	5
" 2 lb.	1 90	Succotash.	1 25	5		" No. 2	5	Patna	5
Clam Chowder.		Tomatoes.		10		Gunpowder.			
Standard, 3 lb.	2 25	Hancock	1 25	20		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
Cove Oysters.		Excelcor	1 25	30		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
Standard, 1 lb.	95	Eclipse	1 25	40		" Club Sporting	4 50	" "	2 50
2 lb.	1 75	Hamburg	1 40	50		ENVELOPES.			
Lobsters.		Gallon	3 25	60		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
Star, 1 lb.	2 50	CHOCOLATE.		70		No. 1, 6	1 65	No. 2, 6	1 50
" 2 lb.	3 50	Baker's.		80		XX rag, white.			
Picnic, 1 lb.	2 00	German Sweet	23	90		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
" 2 lb.	2 90	Premium	37	100		Gunpowder.			
Mackerel.		Breakfast Cocoa	43	110		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
Standard, 1 lb.	1 25	CHEESE.		120		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
2 lb.	2 10	Amboy	12 1/2 @ 13 1/4	130		" Club Sporting	4 50	" "	2 50
Mustard, 2 lb.	2 25	Acme	13 1/4	140		ENVELOPES.			
Tomato Sauce, 2 lb.	2 25	Riverside	12 1/4	150		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
Soused, 2 lb.	2 25	Gold Medal	12 1/4	160		No. 1, 6	1 65	No. 2, 6	1 50
Salmon.		Skim	9 @ 11	170		XX wood, white.			
Columbia River, flat	1 90	Brick	11	180		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
" palls	1 75	Edam	1 00	190		Gunpowder.			
Alaska, Red	1 45	Limburger	210	200		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
pink	1 25	Pineapple	235	210		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
American 1/4 s.	2 5	Roquefort	235	220		" Club Sporting	4 50	" "	2 50
4 s.	6 1/4 @ 7			230		ENVELOPES.			
Imported 1/4 s.	10 @ 11			240		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
1/4 s.	15 @ 16			250		No. 1, 6	1 65	No. 2, 6	1 50
Mustard 1/4 s.	8			260		XX wood, white.			
Boneless	21			270		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
Trout.				280		Gunpowder.			
Brook, 3 lb.	2 50			290		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
Fruits.				300		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
Apples.				310		" Club Sporting	4 50	" "	2 50
3 lb. standard	1 05			320		ENVELOPES.			
York State, gallons	3 25			330		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
Hamburg.				340		No. 1, 6	1 65	No. 2, 6	1 50
Apricots.				350		XX rag, white.			
Live oak	1 75			360		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
Santa Cruz	1 75			370		Gunpowder.			
Lusk's	1 75			380		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
Overland	1 75			390		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
				400		" Club Sporting	4 50	" "	2 50
				410		ENVELOPES.			
				420		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
				430		No. 1, 6	1 65	No. 2, 6	1 50
				440		XX wood, white.			
				450		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
				460		Gunpowder.			
				470		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
				480		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
				490		" Club Sporting	4 50	" "	2 50
				500		ENVELOPES.			
				510		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
				520		No. 1, 6	1 65	No. 2, 6	1 50
				530		XX wood, white.			
				540		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
				550		Gunpowder.			
				560		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
				570		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
				580		" Club Sporting	4 50	" "	2 50
				590		ENVELOPES.			
				600		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
				610		No. 1, 6	1 65	No. 2, 6	1 50
				620		XX wood, white.			
				630		No. 1, 6 1/2	1 35	No. 2, 6 1/2	1 25
				640		Gunpowder.			
				650		Austin's Rifle, kegs	3 50	" 1/4 kegs	2 00
				660		" Crack Shot, kegs	3 50	" 1/4 kegs	2 00
				670		" Club Sporting	4 50	" "	2 50
				680		ENVELOPES.			
				690		No. 1, 6 1/2	81 75	No. 2, 6 1/2	1 60
				700		No. 1, 6	1 65	No. 2, 6	1 50
				710		XX wood, white.			

LIFE BEHIND THE COUNTER.

Written for THE TRADESMAN.

Life is made up of strange coincidences. Yea, verily!

But a few short weeks ago, upon a certain day, the wind blew with its accustomed violence, the snowflakes chased each other by the office with their usual agility and the cold crept through the cracks around the windows and under the door with that grace, cheerfulness and persistence which have been its leading characteristics since the first cold snap in November last.

It is, indeed, an ill wind that blows hot and cold with the same breath, for winter is harvest time for the dry goods merchant of the northern portion of the Lower Peninsula of the great State of Michigan.

On the morning referred to at the opening of this article, our very good friend, Silas Jawbone, entered the front door of the building occupied by our stock of merchandise, the back door being locked at the time, and proceeded to the use of vigorous language, expressive of his contempt for the chilly condition of the atmosphere without. He also announced that he had come to invest in some underwear; but, before buying, expressed a desire to indulge in the luxury of a smoke. Being presented with a clay pipe and some Peerless tobacco, he next requested the loan of a match, remarking as he scratched it upon the stovepipe:

"I'm suthin' like the Irishman. He ses to a feller, s'he, 'Gimme a poipe, tebaccy an' match an' Oi'll shmoke!'"

* * *

No man in this region need seek popularity as a country merchant, who does not keep at the disposal of his customers a plentiful supply of those articles necessary to a cheap smoke.

Let Farmer Jones, when he arrives at your place of business, after a long ride in the teeth of a northern blizzard, sit down by your Round Oak to thaw out, and give him the welcome which man owes man. But when that is over and you notice a restless roving in his eyes or that he fidgets in his chair, bring forth a white and spotless "T D," allow him to fill this treasure from a package of XXXX, and you have made of him a customer for life, a friend who will stick closer than a burr.

Life is, indeed, made up of small things, and of these one of the least expensive to the country grocer is the giving away of a few pipesful of "smokin' terbacker."

Silas Jawbone, after making a liberal purchase of underwear, departed homeward, and as the echoes of his vituperations died upon the blast, the door was opened by Billy Swatts.

Billy, as everyone knows, is a small man. He is small in stature only, however, for he is most liberally endowed with good humor, and there is not a mean thing about him. But he has lived in Northern Michigan long enough to have acquired the habits of his countrymen, and having exchanged the customary greetings and backed up to the stove, he began in his breezy manner to relate the following anecdote, which is vouched for as a perfectly true and strictly moral tale:

"When I was a little gaffer, no more'n so — high, my Gran'dad usen to tell a yarn on a nold Irishman what worked fer his dad when he was a little feller hisself.

"Pat come into the house one cold

morn'n', a rubbin' his han's to warm 'em, an' he ses to Greatgran'dad, ses he:

"'Av yez'll have the daiciency to lin' me the loan av a poipe, tebaccy an' match, Oi'll shmoke. Oi have a mouth av me own.'

"Well, I'm southin' in the fix of that air ole Irishman myself." And Billy laughed heartily at his joke.

* * *

A sturdy old farmer who has ever been a firm adherent of ours, and who lives not far from the village, walked in during the day, and, having filled his "cob" from a sack of his own home grown Havana, said in his quaint and amusing way:

"I'm no great hand to beg tobacco. I've seen lots of it, though, where there's lumberin' an' such like goin' on; but when I feel tempted to forage a smoke offen some other feller, I allus think about the story of the Irishman. Meeting a chum of his on the road, he said:

"'Moike, have yez ary tebaccy?'"

"'That Oi have.'

"'Have yez any poipe?'"

"'Sure an' Oi have that same.'

"'Have yez any match?'"

"'Oi have, indade.'

"'Will, thin,' said Pat in tones of melting tenderness, 'Oi have the jaws.'"

* * *

In the city of Grand Rapids, among the jobbers of groceries, is a house which of late has been "opening new territory" in Northern Michigan, and as this village is situated on the line of the newly built extension of the Chicago and West Michigan Railway, what is more natural than that these people should send one of their representatives to call upon the "oldest firm?"

The gentleman who acts in this capacity is one of the best fellows on the road, and of a countryman of his, on the day first mentioned in this "o'er true tale," he spoke as follows:

"Shovelin' mud in a ditch be the roadside, an' sweatin' till ye cud wring his shirt wud yer two hands, was the worst lookin' ould Mick me eyes iver rested an. Catching sight av us whin he cast up the next bit av dirt, he stopped short like in his labors, an', wipin' the sweat from his long nose wid the back av his durrt paw, he says to us, says he:

"'Ef any av yez foinie gentlemens have ary poipe, tebaccy an' match yed lind to a poor dhivil the loikes av me, Oi have the draugh mesilf.'"

* * *

With a hoarse cry the senior partner fled from the store, and it is thought that he may still be hiding in some of the impenetrable swamps in the region of the Ellsworth sink hole. Any information leading to the discovery of his whereabouts will be thankfully received.

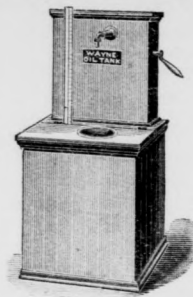
GEO. L. THURSTON.

The Only John Smith, Jr.

From the Boston News.

Damages to the amount of \$1,000 was awarded against John Smith, Jr., by Chief Justice Mason yesterday, for using his name in violation of a lease of it for a period of thirty years to James A. Bowman. Smith sold out a real estate and broker agency business to Bowman, and gave the latter the exclusive right to use his name in connection with that business. It was asserted by Bowman that John Smith, Jr., was in that particular business in Boston in violation of the bill of sale.

Use Tradesman Coupons.



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.

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.

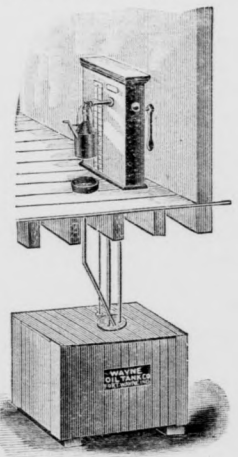
1 bbl.....	\$13 00
2 bbl.....	15 00
3 bbl.....	18 00
4 bbl.....	22 00
5 bbl.....	27 00

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.

Cellar Tank and Pump.



Why have the sales increased 25 per cent. during the past year on

creased 25 per cent. during the past 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.

FREE GRAYON 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.

PATERNALISM, OR COMMERCIAL TYRANNY.

Written for THE TRADESMAN.

Since the article in last week's TRADESMAN, "Whither Are We Drifting?" was written, the daily press has published a report from Pittsburg to the effect that the representatives from that city, on their return from the window glass manufacturers and jobbers' meeting held in Milwaukee last week, report the meeting a grand success. They say that a combination of 93 per cent. of all the manufacturers and jobbers of window glass in this country was effected, and that the other 7 per cent. will be knocking at the door for admission, when they realize the great benefits to be derived from it. This huge trust is said to represent a combined capital of \$50,000,000, and, as a safeguard against future cutting in prices, each member was required to put up \$100,000 for each pot operated, which sum shall merge into the common treasury as a forfeit on the part of any member who shall violate the agreement. A uniform list was adopted which, it is said, has already advanced prices fully 10 per cent. If this report is true, one more huge monopoly has been created, and one more commodity of prime necessity has been placed beyond the pale of competition. Once more the people are reminded that commercial freedom in this country has fallen into a decline which is speedily bearing it to its grave.

That we are rapidly approaching a condition of commercial tyranny must be potent to the mind of every thinking man. To show that aggregation of capital and singleness of control has actually lessened the cost of living in certain cases, does not make the commercial tyranny, as such, one whit less in degree. It is arbitrary and despotic in the exercise of its power, and, whether it lowers or whether it raises prices, has no bearing whatever upon the subject. Indeed, if the monster came into being for the express purpose of benefitting humanity and lessening the burdens of the people, it would still be a tyranny; but when, as a matter of fact, it is conceived in greed and brought into being for the sole purpose of crushing individual liberty as a means of removing competition, it is paying it more respect than it deserves when it is designated by so mild a term as "commercial tyranny."

Will the people meekly wait until this transformation is perfected; until every commodity necessary for the enjoyment of life and the pursuit of happiness shall have passed into the controlling clutches of some hydra-headed monster combine; until individual industrial liberty is utterly destroyed, and commercial freedom, liberty of competition in the daily struggle for bread, and the noble spirit of emulation shall be no more? It is more than probable that they will thus stupidly wait until this process of transformation is completed. Every movement completes its own cycle; and this concentrating and centralizing movement, although far reaching in its scope, will in time, work out its own ultimatum. Bill after bill will be introduced in Congress for the avowed purpose of checking this movement, but it will be only those which are vague and ineffectual that will be allowed to pass, while all of those which are really meritorious will be strangled in the lobbies, where they will die the death of the righteous.

Slight protests will be made from time to time, by the people, even to the extent of driving the governing party into the cold shades of opposition, as was done at the last general election; but the movement will go on and on just the same, in spite of Republican, Democrat or Populist, because the wealth of the nation is behind it, and few there be who control it.

But when this ultimatum is reached—what then? Will it be a settled reign of commercial tyranny, or will it be a sudden and a mighty flop to paternalism or governmental control? I opine that it will be the latter. It has fallen to the lot of this nation to make a few pages of history for the guidance of future nations, and the issue cannot be avoided. It is for this nation to give the world an example of the application of the principle of feudalism in commercial matters. The executive head of the combine represents the despotic monarch, while the members thereof are the money barons in the system. The old landed baron lived in a castle beneath whose walls nestled a village. The modern money baron does not live in his castle, but a village peopled with his vassal dependents nestles beneath his wall just the same; and these dependents are just as much obligated to their lord for their holdings as were the old feudal vassals. A withdrawal of the services due the lord meant an eviction from the holdings. What better simile to this is required than the recent happenings at Homestead? The old feudal system served its day and was superseded by other systems. This modern commercial feudalism is preparing people for another condition of things, and, when the times have reached their fullness, the people will arise in their might and welcome the new condition. This new condition will be paternalism. A government of the people will assume control of things and legislate for the people. It will be paternal in character, and its chief aim will be to reduce the cost of living to the minimum and secure the blessings and comforts of life to the greatest possible number.

This is no eutopian dream—it is simply a clear insight of the future. There is enough for all and abundance to spare, and some day the Great Problem will be solved. Some day the people will have acquired a sufficient amount of intelligence to take care of themselves. They will not always remain as they now are—mere dupes and tools of selfish and designing demagogues who serve the money kings for pelf. Would anyone suppose, for an instant, that a man in New York could have a letter carried all the way to San Francisco for two cents if the government should turn the postal service over to the merciless clutches of some big private concern? If the government were thus to relinquish its hold upon the postal service, how long do you suppose any clothier in Grand Rapids would be able to send an ounce sample of merchandise to some customer in New Orleans for one cent? No service demanded by the people is so intricate in all of its ramifications as the postal service, and yet it is rendered with greater precision and a higher degree of exactness than any other service, public or private, of which the people are the recipients. And what more striking illustration do the people want of the beneficial results of paternalism

than the government postal service? There is no reason why governmental control of railroads, telegraph and telephone service, and, in fact, the entire field of transmitting intelligence and transporting the fruits of industry among the people, would not prove as beneficial, proportionately, as the postal service. These surface questions are already agitating the minds of the people, and just underneath are the banking and loaning questions, and below these lies the great problem of all—the industrial question. When this is reached, there will be a mighty revolution, and in that conflict commercial tyranny will go down in ignominy, and a new and a brighter era will be ushered in by paternalism. E. A. OWEN.

The Object of the System.

The customer who had brought some damaged goods back to exchange them, and had patiently accompanied the cash girl for fifteen minutes from one official to another in pursuance of the regular routine, leaned against the counter to rest herself.

"Your plan of making exchanges," she said, "is really discouraging."

"Yes," cordially replied the young woman at the desk, filling out a blank necessitating a trip to another official two floors above, "that's what it's for."

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

JNO. A. SEYMOUR, Asst. 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

MICHIGAN CENTRAL
"The Niagara Falls Route."

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

Arrive. Depart
10 00 p.m. Detroit Express 6 55 p.m.
4 30 p.m. Mixed 7 00 a.m.
10 00 a.m. Day Express 1 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 30am	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 55am	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	Arrive
For Traverse City and Saginaw	6:45 a.m.	7:20 a.m.
For Traverse City & Mackinaw	9:00 a.m.	1:10 p.m.
For Cadillac and Saginaw	2:20 p.m.	4:15 p.m.
For Petoskey & Mackinaw	8:10 p.m.	10:10 p.m.
For Chicago and Kalamazoo	8:35 p.m.	
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	Arrive
For Cincinnati	6:30 a.m.	7:00 a.m.
For Kalamazoo and Chicago	10:05 a.m.	10:05 a.m.
For Fort Wayne and the East	11:50 a.m.	2:00 p.m.
For Cincinnati	6:15 p.m.	6:00 p.m.
For Kalamazoo & Chicago	10:40 p.m.	11:20 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 Petoskey and Mackinaw.
10:10 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati.

10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.

11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

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

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

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave.	From Muskegon—Arrive
6:55 a.m.	10:00 a.m.
11:25 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 10:20 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.

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

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

CHICAGO

NOV. 20, 1892

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

TO AND FROM BENTON HARBOR, AND ST. JOSEPH
Lv. G. R.8:50am 1:25pm *11:35pm
Ar. G. R.6:10am 3:55pm 10:45pm

TO AND FROM MUSKEGON.

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

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R.7:30am 5:35pm
Ar. Manistee12:15pm 10:30pm
Ar. Traverse City12:35pm 10:50pm
Ar. Charlevoix2:55pm
Ar. Petoskey3:30pm
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. 7:20am 4:15pm Ar. G. R. 11:50am 11:00pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids7:10am 1:25pm 5:40pm
Ar. from Lowell12:55pm 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't 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., E. H. & M.
Lv. Grand Rapids at.....6:50 a.m. and 3:25 p.m.
Ar. Toledo at.....12:55 p.m. and 10:20 p.m.

Return connections equally as good.

W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

POLITICAL UNION WITH CANADA.

Written for THE TRADESMAN.

The union of the two English speaking divisions of the American continent under one flag would appear at first sight, to be something like "manifest destiny." With identical interests; their language and customs similar in all material respects; neither having anything in common with the rapidly decaying political and social systems of the Old World—their union under one government would seem to be but a matter of time. The bond that unites Canada to the "Mother Country" is a purely sentimental one, where it is not mercenary, and she will not long permit a mere sentiment to bar her progress in the march of development and civilization. Hampered as she has been by her connection with England, which has made the development of her vast natural resources and the accession of population such as has come to this country an impossibility, her commercial achievements have been simply marvelous. A few figures will suffice to show this: In 1882 the value of Canadian imports was \$179,000,000; last year it was \$256,000,000, an increase of 42 per cent. During the same period the value of her products increased from \$209,000,000 to \$475,000,000 an increase of 52½ per cent. In twenty-four years the value of manufactured goods exported increased 432 per cent. In the matter of shipping, the seagoing, inland and lake tonnage (the employed registered tonnage) has risen in four years from 34,000,000 to 43,000,000. The deposits in Canadian savings banks in 1888 were \$182,000,000; in 1892 they had risen to \$229,000,000. The population of the Dominion is yet under six millions. We give these figures to show what Canada, with her meager population and limited resources, has been able to accomplish. How much of this success is due to the infusion of American business push and speculative energy (by reflex influence, say) we shall not attempt to say. The Imperial government has never encouraged a general emigration of all nationalities to British colonies, but has always striven to foster a purely English sentiment in the colonists, and to this end has, by a system of assisted passages, sought to induce the surplus population of England to "go out." This has been especially the case in regard to Canada, her population being at least seven-tenths English. Had general immigration been permitted it is safe to say that annexation would have taken place years ago. Union with this country means large accession to the population, and the consequent enlargement of the home market. Canada has not the means necessary to develop her natural resources. Union with this country would give her unlimited capital for this purpose. American enterprise would soon lift Canada out of the slough of national stagnation into which British "policy" has, intentionally, or otherwise, plunged her, and she would be a sharer in the national greatness and commercial prosperity which the future will undoubtedly bring to our Republic. The political differences between the two countries, which must be arranged before annexation can become a fact, and the benefits which would accrue to this country by such union, are material enough for another article, which, if permitted, we shall lay before the readers of THE TRADESMAN in the near future.

DANIEL ABBOTT.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—DRUG STOCK ON ONE OF the best business streets. All new. Must be sold soon if at all. Address No. 677, care Michigan Tradesman.

FOR SALE OR EXCHANGE—STOCK OF ladies' and gents' furnishing goods and notions. Will take part real estate. Address 604 Washington ave. N., Lansing, Mich. 678

FOR SALE—\$3,000 OR \$4,000 STOCK OF Hardware well located; established 12 years. Sickness reason for selling. Also new store to rent or sell cheap. Will exchange for Southern California property. Also valuable real estate to sell. Address John C. McGowan, West Branch, Ogemaw county, Mich. 676

FOR SALE—ONE OF THE FINEST GROCERY and meat market combined, in Michigan. Best location in the city. Splendid trade. Reason for disposing of it, can't give it our personal attention. Address, quick, Lock Box 685, Ludington, Michigan. 675

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—SITUATION BY REGISTERED pharmacist of 14 years experience. Thirty-two years of age. Strictly temperate. No. 1 references. W. J. Mills, Riverdale, Mich. 673

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. 628 care Michigan Tradesman. 658

WANTED—POSITION AS SALESMAN BY unmarried man 24 years old; two and a half years in general store. Good stock-keeper. References. Address H., Box 33, Columbiaville, Mich. 671

MISCELLANEOUS.

IF YOU HAVE A STOCK OF MERCHAN- dise invoicing from \$3,000 to \$6,000, and are not doing a satisfactory trade, address No. 674, care Michigan Tradesman, and you will learn something to your advantage. 674

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

WANTED—GOOD DRUG CLERK. GIVE references, wages wanted and experience. Drugs, care Tradesman. 672

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

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

How to Keep a Store.

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

THE TRADESMAN CO., Ag'ts.

Grand Rapids, Mich.

The King of Salesmen.

ALL SHREWD MERCHANTS USE THEM.

To what can we refer but coupon books, which are now in use by hundreds of Michigan merchants and are invariably giving excellent satisfaction? If you wish to adopt the system, why not buy at headquarters, thus patronizing a house which has a larger output than all other coupon book makers in the country combined?

TRADESMAN COMPANY,
Grand Rapids, Mich.

Sugar Maker Supplies of All Kinds.

POST'S EUREKA SAP SPOUTS.

Over 15,000,000 Sold.



Patent Improved 1884.

Sugar makers acknowledge a very large increase in the flow of sap by the use of the self-sealing air trap in the IMPROVED EUREKAS, as claimed for them.

SPOUT NO. 1.

Actual size, with heavy wire hanger that does not break like hangers cast on the spout.

No. 2—Actual Size.



THE CHAMPION.

Improved Anchor Sap Spout.



Is provided with a spur at the point end, which catches in the wood and anchors the spout in the tree, regardless of wind, storm, frost or weight, as the greater the weight upon the spout the more firmly the anchor attaches to the wood, the tube passing only through the rosin and bark of the tree, and is superior to other spouts for the following reasons:

First—The anchor holds the spout level with the hole in the tree, allowing the sap to run off without damming up a portion to become sour and taint all sap running over it. Second—Does not require to be driven so hard or so far, hence does not loosen the bark from the wood and allows the tree to heal over much more quickly. Third—Will run more sap as it leaves the outer pores of the tree open for the free flow of sap, and is easily removed from the tree by raising up on the outer end of the spout. Fourth—Is stronger than any other spout in the market, the center plate making it impossible to bend or collapse.

FOR SALE AT FACTORY PRICES BY

FOSTER-STEVENS
& CO.
MONROE ST.

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



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

Saw Repairing

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

MUSKEGON, - MICHIGAN.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

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 30c

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.

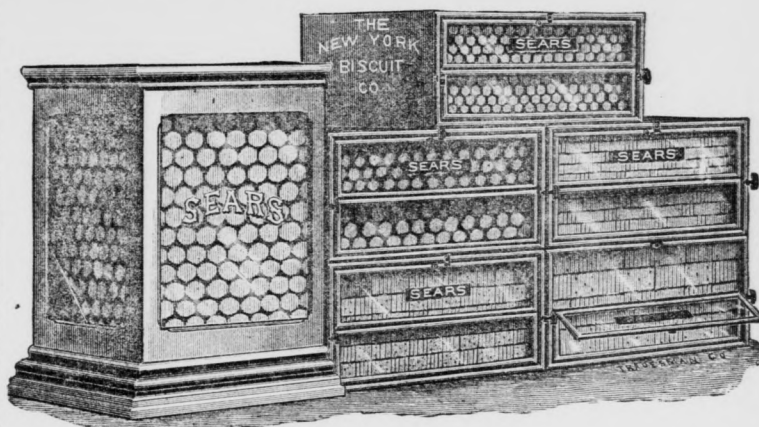
Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

Cracker Chests.

Glass Covers for Biscuits.



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

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.

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

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.

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.

BEANS

If you have any beans and want to sell,
we want them, will give you full mar-
ket 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.

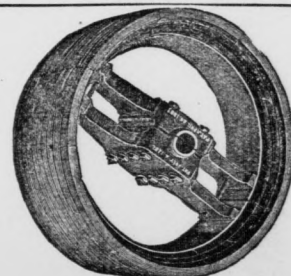
DODGE

Independence Wood Split Pulley.

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

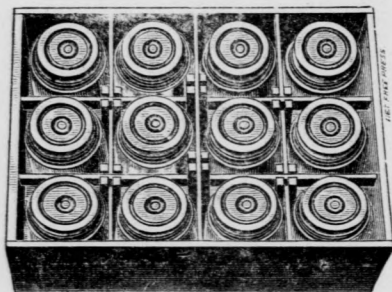
45 So. Division St., GRAND RAPIDS.



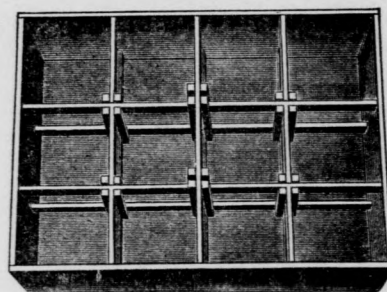
Headquarters for Fruit Jars.

Write for our prices before ordering.

Fruit Jar Packing Case Full.



Fruit Jar Packing Case Empty.



We are prepared this year to sell you fruit Jars put up 1 doz. in a case at a slight advance of the old style of 6 and 8 doz. in a case, and wish to call your special attention to the advantage of handling jars packed in this way.

First, a great saving in breakage in transportation. Second, saving of time of unpacking. Third, saving in paper and string to do cans up. Fourth, convenient to handle for both dealer and customer. Fifth, the case makes a dark closet to keep fruit in after being canned. Be sure you get our prices on cans put up in this style before you place your orders for the coming season.

THE DANDY

Is a perfect sealer, air tight and for simplicity in opening or closing it has no equal. This is the only jar especially adapted for canners and preservers, as it will vent itself as the fruit, vegetables or meat are cooking by leaving fastener on first step. A trial of these jars will convince anyone of the above facts.



The Silver Fruit Press and Potato Masher.

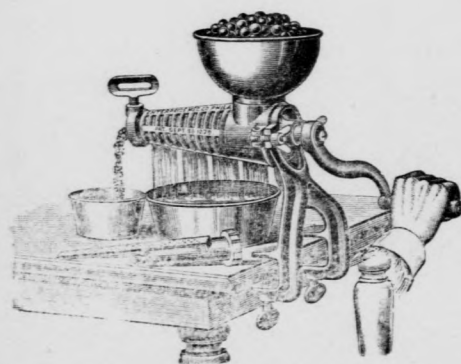
This takes the place of all other fruit and vegetable presses, jelly strainers, etc. The cup, being removable, is easily cleaned and if damaged new ones can be obtained.

For price look on page 88, catalogue 110.



THE MASON

Is still and always will be the favorite with a great many canners. We are better prepared this year than ever to meet the large demand for this popular make of fruit jar and are now making very low prices for future delivery. If you are in the market be sure and write us for prices.



Combination Fruit, Wine or Jelly Press.

It has no equal for making wine, jellies, or fruit butter, and will press more lard in less time than any press of its size to be obtained.

For prices on Cherry Pitters, Fruit Press, etc., see page 88 in our 110 Catalogue.



ENTERPRISE CHERRY STONER.

The above cut illustrates our Enterprise Cherry Stoner which we particularly recommend to those desiring rapid work. It can be adjusted by thumb screws to adapt it to the different sizes of cherry stones. It will be found rapid in its work, and a decided improvement over others of this class.



Queen City Fruit or Jelly Press.

Save all cold meats, fowl, etc., put in covered kettle with just enough water to keep from burning. Season to taste. When thoroughly steamed, put into press hot, and after pressing, allow to remain until cold. It may then be kept for a long time and will slice like cheese.

For pressing out lard, fruit or jelly it has no equal.

NOTICE.

Write for our No. 110 Catalogue, if you have not received one.

H. LEONARD & SONS,

134 to 140 East Fulton St., Grand Rapids, Mich.