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RICHARD G. ELLIOTT.

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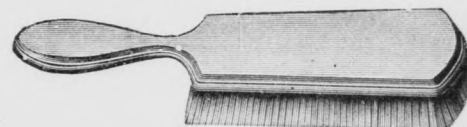
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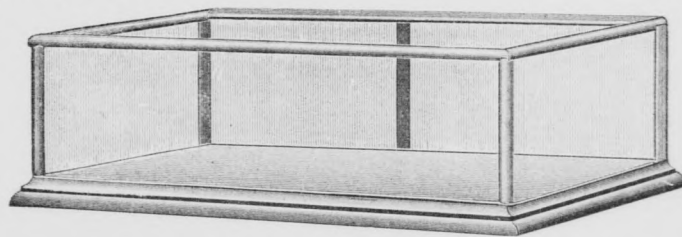


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TRADESMAN COMPANY,

Grand Rapids, Mich.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MARCH 15, 1893.

NO. 495

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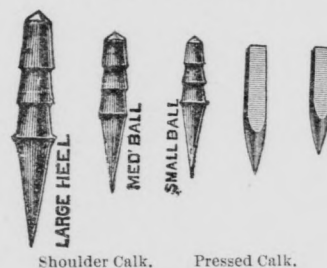
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MISS PAMELA'S VALENTINE.

The raindrops beat against the windows and splashed on the broad door-stone. The elms lashed their long bare arms impatiently. The lilacs beckoned and tapped at the glass, coaxing to be let in out of the storm. So at least it seemed to Miss Pamela Kilburn, sitting at her window that Sunday afternoon.

"'Tain't fit fur a dog to be out; I had't no idee this noon that 'twould pour so, though it looked consider'ble like rain, too," she said to herself, watching the hens that stood disconsolately on one leg in the shelter of the ox cart.

After a moment she went into the kitchen, reached down her old plaid shawl from its nail, pinned it tightly around her head, and scurried across the yard to the barn. Opening the door, she drove the hens in and fastened it with some difficulty.

"That plaguey hasp is broke ag'in," she muttered. "Well, I s'pose Joe Nash c'n fix it if he ever gits round to it. He's dumber'n a fish, I do say. A man about the place is dretful handy after all."

Miss Pamela sighed as she entered the house and spread her shawl over a chair to dry. When she had smoothed her soft gray hair, a little ruffled by the wind, she resumed her post at the sitting-room window. It was a pleasant place. The gay rag-carpet, the cushioned rocking-chairs, the red and black covered center-table, the half-dozen old books on the shelf under the mirror, all these were regarded as members of her family by the solitary woman who dwelt among them. The tall clock in the corner was her particular friend. When she talked to herself, which she often did, its clear brisk ticking formed a reassuring accompaniment to her voice. Indoors and outdoors the "White House Farm," under its guardian elms, showed only homely comfort and prosperity, and its mistress led to outward eyes, a quiet, contented life.

The afternoon waned bleak and cheerless. Miss Pamela kept her station at the window, gazing down the hill towards a small weather-beaten red house. Across the road from it was a still smaller and more weather-beaten barn. Presently there emerged from this house a man who carried a pail in either hand. He crossed the road and entered the barn, the door swinging to and fro behind him. After a while he reappeared, still carrying the pails, which now steamed in the chill air. He set them down, secured the swinging door, and with slow steps turned to the house and vanished.

The watcher at the window drew a long breath, and leaned back in her chair.

"He's as regular as that clock about his chores, Abner is," she thought; "I guess them pails was middlin' heavy—he walked slow."

Every Sunday afternoon for nearly thirty years she had sat at that east window watching her old sweetheart, and listening for an occasional sound of his voice as he called the cattle home. It seemed to her to-day that he looked thinner and more bent than ever before. She had heard him cough once or twice

in meeting that morning, and walking homesome one had said that "'twan't proper for old Mr. Whitney to be out such threat'nin' weather."

Miss Pamela repeated the words to herself: "Old Mr. Whitney!" He had always been young to her. "Well, we are getting along, that's a fact," she mused. "It's all of thirty years sence—lemme see—to-day's the 13th of Febroary—yes, it's jest thirty yearly ago to-day that abner Whitney and me come home from meetin' together, an' he asked me to wait in front of the postoffice whilst he run up to mail a letter. He acted dreadful knowin', but I never mistrusted nothin' till nex' mornin' when Mr. Cutler brought the mail, an' amongst it was my valentine."

She rose, and went slowly into her darkened parlor. On the marble-topped "stand" between the windows lay a huge family Bible. This she opened, and searching among its leaves, found a sheet of laced-edged paper, yellow with age. A painted Cupid, bearing aloft two red hearts, hovered at the top, and beneath were the lines, written in faded ink:

If you love me as I love you
No knife can cut our hearts in two,
O will you not, sweet miss, be mine,
And take me for your Valentine?

Miss Pamela came back to her seat and smoothed the paper out upon her knee with tender fingers.

"'Taint as pretty as it used to be. The little boy's cheeks are consider'ble bleached out—some like mine," she thought, with a swift glance at the old-fashioned mirror on the wall beside her; and as she rocked and gazed at the faded love token, the present rolled away, and she saw herself once more the comely village tailoress, whose face was her only fortune, who went about from house to house working and waiting cheerfully until handsome Abner Whitney should be "forehanded" enough to support both a wife and his poor crippled father. Again she received the summons to the sick-bed of the lonely old mistress of the "White House Farm," who claimed her services through some distant relationship to Pamela's long-dead parents. She went over in memory the days of patient watching and care, relieved only by stolen moments with Abner at the white gate under the elms; again she witnessed the sad death-bed, and the funeral at which she was the only mourner. She even seemed to hear the words of the will, leaving "all of which I die possessed to my beloved cousin, Pamela Kilburn." She remembered how, when the first shock of surprise was over, all her joy had been that at last she and Abner and his old father might have a happy home together. A shiver passed over her as she recalled that first Sunday after the funeral, when Abner came to her as she stood in the church porch amid a crowd of congratulating friends and said so quietly, "I hope you may live long to enjoy your good fortune, Miss Kilburn," and then he had gone away alone to his house, and that had been the end of it all. How hopefully

she had waited for him to come back to her! Then angry pride had crept into her heart; she could show herself as stubborn as he! And so the years had gone by, leaving them just two unneighborly old neighbors, whose little love-story was scarcely remembered by the present generation.

Miss Pamela did not often give her memory rein. She had a healthy, self-reliant nature, and life for her had not been altogether unhappy. But tonight she felt "dretful low-sperited some way," and suddenly her eyes overflowed with tears.

"I'm an awful fool," she said after a moment, giving herself a shake and searching for her handkerchief, "a reg'lar fool! But I do hate to think of him never havin' no chance, 'count of takin' care of his father so long, an' now left poor and miser'ble! Gittin' old, too (he's sixty-four come hayin' time, Abner is), an' me with plenty an' more! I don't feel right to hev it so." A pause. "I don't b'lieve he's ever thought of any other livin' woman" (Miss Pamela blushed at herself in the glass), "but he won't never give in, I s'pose—an' I could make him so comfortable, too! He told Mis' Ellis, more'n ten years ago, that he'd rather starve than hang onto a rich woman's petticoats! Rich! Well, there's more'n one way of lookin' at things' an' I say that plenty of means an' no one to share 'em with ain't nothin' but the worst kind of poverty. Lawzy me, I wisht he wasn't so turrible proud an' stubbed! I've a good notion to ask him myself, I declare for't!" A wave of vivid red swept over Miss Pamela's face up to the roots of her hair. She sat up straight in her chair, clasping her hands nervously over the valentine, which rustled and crackled as if it whispered words of encouragement.

The clock ticked away an hour, and still its mistress sat with eyes that saw nothing save a thin, bowed man, moving wearily about his forlorn home, with no prospect before him but another day as dreary and comfortless as the one that was past.

A wave of almost motherly tenderness filled the woman's heart; tenderness that washed away the resentment of many years.

"I a'most believe I'll do it! Ef I was certain 'twa'n't too turrible bold! I s'pose I might try it by the Bible same as mother used to—le's see—you shet your eyes, an' p'int out a line, an' go by what it says—well, I'm agoin' to do it, an' ef it's wrong, may the Lord forgiv' me!" said Miss Pamela fervently.

She brought the Bible and laid it on the table. Then with closed eyes and bowed head she whispered:

"O Lord—show me the right—for thy name's sake—amen."

She opened the book, placed her finger blindly on the page, and after a moment of silent waiting, read aloud the words that were to be her oracle:

"And a little child shall lead them."

Twice she read it over.

"I don't see what that means; seems 's ef it didn't help much," she thought, disappointed, and just then her puzzled gaze fell upon the painted valentine lying forgotten on the table.

"A little child shall lead them." The meaning was plain to her in an instant.

"O, it's beautiful! It's beautiful!" cried Miss Pamela smiling with misty eyes at the blue-robed cherub. "I'll send

it back to him to-night after meetin', an' he'll git it to-morrow, same as I did thirty years ago, Oh, dear me suz, I hope he'll understand that I ain't jest bein' forward I'm only a'valuin' my pride less'n his'n."

She searched until she found an envelope to contain the old love-token which was to pass once more between these two. When it was sealed and directed, she laid it away with her best bonnet and shawl, ready for the evening, and looked out at the darkening landscape. Her face fell.

"Like's not he won't stir out ef it's goin' to be a bad night—I must look at the west. His cough troubled him pretty consider'ble in sermon-time this mornin'. There's a draught by the window where he sets. My pew's as warm as toast."

Abashed at her own thought, Miss Pamela hurried to the west door and threw it open. The rain had ceased, though drops still hung glittering from every twig. Far away toward the sunset shone a level band of gold. All about her the eager swallows darted, now close to the ground, now high in the air.

"For lo, the winter is past, the rain is over and gone, the flowers appear on the earth, the time of the singing of birds is come," quoted Miss Pamela, unconsciously. All her doubts and fears rolled away and her heart was filled with the golden promise of the west and the music of a thousand birds' songs.

Evening meeting was over. The women adjusted their wraps as they gravely followed the men down the narrow aisles.

After she had seen Abner Whitney in his accustomed place, Miss Pamela had sat one moment, wishing the sermon over, the next that it might never end, but no idea of giving up her project entered her mind. It was right to do, therefore it must be done; and when the old man passed her pew he found her waiting for him with outstretched hand.

"Good evenin', Abner," she said. It seemed to her that he must hear her heart beat. Her voice was dry and husky, yet she spoke out bravely. "Howdy do! C'n I git you to light my lantern? I hain't got no match."

Abner Whitney was too surprised to answer her. He took her hand a moment and walked down the aisle at her side.

"You won't need no lantern, Pameley," he said, when they came out on the porch, "the stars is bright as buttons after the rain. 'Twa'n't a long storm, but 'twas considerable f'erce while it lasted." He glanced at her shyly. "I'll walk with you's fur's th' corner. I'm goin' up to Bradford's an' borry his Sunday paper. He's a good neighbor, Bradford is."

"So he is, certainly," assented Miss Pamela, trying to collect her thoughts. Just so they had walked thirty years ago. She wondered if he remembered it too. She drew the valentine from under her shawl, and as they neared the post office she said slowly and distinctly, like one repeating a lesson:

"I wisht—you'd wait—fur me—a minnit. I want t' mail—a letter."

The man looked at her curiously. It seemed to him that he was living over some dimly remembered experience. He took the envelope out of her unresisting hand. "I'll do it fur ye, 'f ye like," he said, and, going up to the box, he dropped it in. She thanked him breathlessly, and then in silence they walked

to the cross-road, clasped hands once more and parted.

"O Lord! O Lord!" gasped Miss Pamela, hurrying into the house, "I've done it now for certain sure! An' I don't be lieve he cares a grain."

For the first time in her life, she lay with wide-staring eyes while the long night wore away and brought another St. Valentine's day.

"It's a beautiful day, but I guess I won't begin my washin' this mornin'," thought the mistress of the "White House Farm" over her early cup of coffee. "Ther' ain't no hefty reason why I should, nor why I shouldn't, for the matter of that, but I didn't sleep well last night. Them sausages yes'day didn't set well, I guess." That she had lain awake thinking of Abner Whitney was a thing not to be acknowledged even to herself in the cold light of day.

A long-drawn bellow from the barn interrupted her. "For the land's sake, ain't that Joe Nash fed them cows yit! He gits later 'n later every mornin'. Poor critters, I'll tend to 'em myself this minit. Good for nothin' little scamp!"

So the old shawl came down from its nail again, and Miss Pamela went out to give her hungry servants their breakfast. While they ate she stood meditatively looking about her. How warm the air was for February, and how good the hay smelt. Suddenly she heard a footstep at the door.

"Here, Joe," she called, "I've done some o' your chores a'ready, but ain't you kinder 'shamed ter be so lazy? Why, Abner—Abner Whitney, how you scairt me! I—I thought 'twas Joe Nash—he's dretful troublesome lately—I—"

Abner Whitney came close to her and laid his hand upon her arm.

"Never mind the boy, Pamela," he said. "Look at this." He held out the faded valentine.

It was very still in the barn. Miss Pamela's cat slid down from the haymow where she slept, and rubbed against them, arching her back and purring.

Presently the man spoke again. "I was passin' the office early this mornin', an' Bates he stopped me, an' give me a letter. 'Mebbe it's a valentine, Abner,' he says, an' he laughed, an' so did I. You know what it was, Pameley, for you sent it to me. Say, it—it ain't a joke, is it? I wouldn't want to think you'd try ter make a fool o' me. I've been turrible proud an' hard, Pameley. I thought I was adoin' right by you, but I'd ruther drop right down dead where I be." His voice choked.

Miss Pamela put her hands before her face and sobbed. "'Tain't a joke, Abner; don't ye know me better'n that? I've been lonesome too, an' I've waited so long, an' you never said a word, an' I thought mebbe ef I sent back my valentine you'd understand that I meant everything, Abner!"

In and out of the barn door the hens walked with leisurely steps, enjoying the springlike sunshine. The cows munched contentedly, rubbing their necks up and down in the stanchels. The swallows twittered, and called to each other from the eaves.

Across the yard, hand-in-hand like two children, came a gray-haired man and woman. They smiled as they talked, bending towards one another, but there were traces of tears on their cheeks. As they reached the door the man said wistfully:

"I s'pose you're dreadful busy this mornin', Pameley; I'll come back ag'in t'night."

But Miss Pamela drew him into the sitting room with tender authority, and seated him in her own rocking-chair.

"You jest set there whilst I flax round an' stir up some griddle cakes and make a fresh pot of coffee, fur I don't believe you had a mite of breakfast, and I don't relish mine none. Here comes that Joe Nash, but I hain't no heart to scold him. I dunno but what he does as well as the heft of boys anyway."

She disappeared through the doorway and Abner Whitney leaned back with closed eyes. The clinking of dishes, the sound of Pamela's voice softly humming a tune over her preparations, the aroma of the coffee, even an occasional whiff of smoke from the griddle, surrounded him with a feeling of rest and contentment. Presently he could distinguish the words of the hymn his sweet-heart sang:

On Ararat the Ark did land,
And saved all that trustin' band.

"That's the hymn for us, certain, Pameley," said Abner, appearing at the kitchen door.

"We've been tossed about pretty consider'ble, but we're landed safe on to the mountain top, an' you"—he smiled gently, laying a detaining arm about her shoulders—"you're offerin' up a sacrifice of coffee an' griddle-cakes."

"Ef you don't let me go it'll be a burnt offerin', Abner," Miss Pamela answered, half proud, half shy, "but there, we're a'makin' light of serious things, an' tain't right. You set up to the table now an' eat the cakes 's fast as I bake 'em. I always did hold that a cake that warn't hot off'n the griddle warn't no better'n so much shoe leather. The coffee's beautiful, ef I do say it. Come, dear!"

SALLY BACKUS GRIGGS.

The Visiting Clause.

There are probably not many travelers on the railroad who know of the "visiting" clause in the rules of sleeping-car companies. In the Wagner rules it is provided that "passengers who have purchased berths will not be prohibited from inviting friends en route to share their accommodations. For persons so invited the regular form of berth check will be issued, punching out the cipher and writing the word 'visitor' plainly across the face of the check. This rule does not admit of an invitation being extended so that more than two persons occupy one berth. * * * On trains where there are two or more cars of this company, visiting will be allowed between the passengers who have purchased accommodations in either car, provided inconvenience is not done to any of the other occupants of the cars."

Australian Cheese.

The exporters of cheese from the Australian colonies to England are, says the *Grocers' Chronicle* of London, finding their efforts to establish a market for their goods on this side ably seconded by some of the largest British importers, notably the leading Scotch houses. The Secretary of State of Agriculture in Victoria has received a letter from a leading Glasgow firm containing some valuable hints regarding the sorts best suited to the English and Scotch markets. The New Zealand cheeses, inasmuch as they very closely resemble the English product, are most in demand, and from figures quoted by the firm the profits attending this branch of trade appear to be not inconsiderable. It seems the cheeses which find chief favor over here are those of cheddar shape and pale in color, two cheeses to the case. There is every prospect this season of increased prices, owing to the favorable opinion created by the colonial article.

Some of the Elements of Success.

Salesmen and saleswomen: Hire no one who has not the intention of making a life business of it, and of attaining eminence as a merchant. You will find that a good salesman is all the better for every branch of education or item of information he is possessed of. A good merchant is a model for every employe he has and the more he impresses his image on their minds the more effective his forces become. In this connection it is his duty and his profit to instruct his youthful help in all the facts and methods pertaining to the business. As a maxim your salesman should always know more of the nature of his goods, their excellencies and adaptability than any customer he may wait on, thus giving him an ascendancy and confidence that has a wholesome effect on an irresolute customer on the one hand or a too positive one on the other. There is a merchant in Cincinnati who can name the manufacturer and gauge the quality of almost any fabric of domestic manufacture, and he is willing to pay liberally any salesman who will labor to acquire the same knowledge.

As to wages and hours, a good merchant has no difficulty. Clock watchers and muscle savers he should weed out. They are easily known by slovenly kept stocks and small sales columns. A wide-awake merchant will pay special premiums for the sale of goods that don't sell themselves, and will reward, as merchants know how to do, for clearing out remnants and surplus stocks, and will ask no time service he does not pay for.

Advertising has become a necessary means to the carrying on of aggressive business. I have written many advertisements, some telling, some apparently without result. But for a merchant who wants to maintain his self-respect a slightly statement in the daily papers, facts in their strongest arrangement and wording, is the proper thing.

In my experience the newspapers, secular and religious, are worthless to a man who wants customers to come to his store. But for the order trade, especially where no stock is kept and where it is to the interest of the seller that he shall not meet the buyer, they serve well. But I am writing regarding regular business. Above all eschew programmes and fakes in the advertising line, cupidity being a ruling passion with many buyers, and it being true that it is easier to make money out of vices than the wants of mankind. Advertisements which promise to the buyer an unreasonable advantage over the seller readily draw this class of customer—being, of course, largely ignorant of the true value of goods, and coming to get wool for nothing they go home shorn and mountebank millionaires—too often disfigure the columns of the paper and debase the character of honorable business.

Horace Greeley, commenting on this class of dealer, says that young men are attracted by their glitter, but as they rise quickly they fall suddenly, none lasting thirty years. If you have an advantage and can set the same before the people you are a public benefactor and will be patronized. In this city I could name four most successful firms whose advertisements in the daily papers are reliable in every respect and are gladly read. They bring trade and are a source of profit to all concerned.

Special ways of attracting and holding trade, there are none. Locate properly, buy judiciously, keep neatly, display attractively, advertise liberally, offer respectfully, conduct accommodatingly, sell reasonably, deal justly, and the public will do their part just as surely as you do yours.

Combining or associating interests: If by this is meant the establishing of department stores, let me say that the man who gives his accumulated experiences, his slowly earned savings and his disciplined mind, body and soul to the conducting of a business in any specialty will thrive under the shadow of any department agglomeration in the world. "Beware of the man of one book." A man's two hands and two eyes are more serviceable than a hired Bivarus and Argus can ever be.

But if co-operation is meant, then it

should devolve on the part of the hired-man continuity of service, a condition which few are willing to make. I have tried it with varying success, but am not prepared to say more than with a steady man it works fairly well.

Experimental: The real merchant is no experimentalist; no man pours metal into a mold to see what comes out. Legitimate trading is supplying that which the public really want or fancy they want. He should stand ready to supply, but his skill should indicate the place, the stock, the style. He should project so as to intelligently anticipate wants, should read largely on finance and trade; should always converse with men of his kind, always having the balance of information in his favor.

I worked four years for a firm employing 300 men, and that firm wholly eschewed law suits.

There is nothing to be gained in vanquishing a customer in argument on any subject; a merchant sells, and is dumb to everything else while at his business.

In conclusion, it may sound old-fashioned, but it is true—"Corruption wins not more than honesty." I am opposed to every concealed method. Mark plainly, deal openly, speak the truth; and with energy, health, application and progressiveness, an honorable field is open and offers more to the graduates of our high schools than any one of the so-called professions.

Liability of Collecting Banks for Negligence.

A case involving the liability of banks for failure to exercise care and diligence in making collections they undertake, was decided in the Circuit Court of St. Louis last week, and presents several features of interest.

The 15th of October, 1883, Selz, Schwab & Co., Chicago, drew at one day sight for \$2,032.25 on W. S. Wetzel, Ft. Benton, Montana, through the Bank of Northern Montana of that place, with instructions to present promptly for acceptance and urge payment at maturity. But authorizing the bank, if a reasonable amount were then paid on it, to grant Mr. Wetzel 10 or 20 days' additional time on the balance. The 27th of October the bank made returns for one-half, or \$1,016.25, stating that Wetzel had agreed to pay the balance in 20 days. Hearing nothing further from the draft, Selz, Schwab & Co. wrote the bank on November 27 to urge payment; and on the 12th of December, becoming anxious, in the absence of any response whatever, telegraphed the bank by night message that if the draft was not paid forthwith to place it in the hands of a reliable attorney.

December 15th, on receipt of an agency report that Wetzel had been attached

and had assigned, they wired the bank, asking whether they were protected, to which the latter replied on the 17th in the negative, but stating in effect that the case had been entrusted to M. J. Leaming, an attorney. The latter, however, knew nothing of the matter until the receipt of a letter from Selz, Schwab & Co. asking what he had done, and he then called upon the bank Jan. 17, and received the draft.

This looked suspicious, to say the least, nor was its aspect mended by a statement from Wetzel that, long before the assignment, he had paid the bank the money to take up the balance.

The assignment yielding only about 30 per cent., Selz, Schwab & Co. garnished the bank's balance with the Continental Bank at St. Louis. The defense set forth that, during the time of holding the draft, Wetzel was directly or contingently liable for paper which it held, and was most of the time overdrawn; and, though admitting the deposit of large sums of money, denied that it had been instructed by Wetzel to apply part of it to clean up the draft. It admitted, however, that it knew Mr. Wetzel to have been practically insolvent, an admission hardly necessary, as they had been among the ones to attach.

The prosecution abandoned the plea of wrongful conversion, but showed in effect that the bank had neglected its duty to use reasonable care and diligence, had disregarded positive instructions, limiting the time for holding the collection and had neglected if not betrayed the interests entrusted to it. So the Court instructed the jury to find for plaintiffs to the amount of loss with interest. The question at issue seems fairly to have been tested as the defense, in charge of Messrs. Ellis & Lee, among the leaders of the St. Louis bar, fought hard at every point, while the prosecution was ably conducted by Hon. Nathan Frank, an attorney equally eminent, and to whom thanks are due from the mercantile community for his successful efforts in establishing a precedent of peculiar value to them.

It Won't Buy His Tobacco.

Westley Hammond, of New Albany, Ind. has received notice that the government has allowed him a pension of \$8 a month for services in the Black Hawk war of 1832. Mr. Hammond is disgusted because the pension does not date back to the time of his enlistment, and thinks that it ought to be \$30 a month, any way. \$8 he says is not enough to keep him in chewing tobacco. He is a prominent merchant of New Albany, and worth not less than \$250,000.

Use Tradesman Coupons.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer
for life.

STANTON, MOREY & CO., Mfrs.
DETROIT, MICH.

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



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.

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.

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

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

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

USE



Best Six Cord

— FOR —

Machine or Hand Use.

FOR SALE BY ALL

Dealers in Dry Goods & Notions.

FREE CRAYON PORTRAITS.

No premium ever offered draws trade equal to this plan. It makes every sale cash and increases your business. It commands the trade and delights your patrons. It costs you nothing to adopt this plan. Write for full information.



Are you handling portraits as premiums? Please allow me to submit a sample portrait and frame and be convinced I have the Best.

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

AMONG THE TRADE.

AROUND THE STATE.

Montgomery—W. F. Freed succeeds J. F. Duguid in general trade.

Saginaw—J. H. Dinwoodie will remove his jewelry stock to Coleman.

Bronson—Mrs. C. Norton has sold her grocery stock to J. D. Johnson.

Dearborn—Cartwright Bros. succeed W. A. Dehn in the grocery business.

Corunna—M. L. Chase succeeds Chase & Kellogg in the grocery business.

Hubbardston—Perry Frink succeeds Townsend & Frink in general trade.

Lisbon—Appleton & Harrison succeed R. F. Hastings in the drug business.

Burr Oak—M. E. Downs succeeds L. H. Mallory in the grocery business.

Wilmot—Kline Bros. have moved their general stock to North Webster, Ind.

Atlas—Fred E. Gale is succeeded by Abram Up De Graff in general trade.

Dollarville—Darcy & Son succeed Bettis, Darcy & Co. in general trade.

Saginaw—C. F. Zwerck is succeeded by John H. Qualmann in the grocery business.

Iron mountain—V. C. Chelley is succeeded by J. P. Outhwaite in the meat business.

Traverse City—Wm. Armstrong succeeds Armstrong & Ringler in the grocery business.

Menominee—Hans Nelson is succeeded by Nelson & Axelson in the furniture business.

Hancock—Lazarus Silverman succeeds Silverman & Levy in the dry goods and notion business.

Marquette—John C. Fassbender is succeeded by John C. Fassbender, Jr. in the meat business.

Saginaw—Robt. Young has moved his clothing and men's furnishing goods business to Indianapolis, Ind.

Ironwood—P. V. Henningsen & Mehder, tailors, have dissolved. P. V. Henningsen continuing the business.

Kalamazoo—F. C. Andrews & Co., painters and wall paper dealers, have dissolved. Andrews & Park succeeding.

Ironwood—H. Keese & Co., dealers in general trade, flour and feed, etc., have sold their meat business to M. Forslund.

Ionia—O. J. Bretz & Co. have leased the store now occupied by Miller & Hudson, and will put in a line of furniture and undertaking goods.

Hastings—Joseph Rogers has sold an interest in his grocery stock to Charles Gardner, and the same will be carried on under the firm name of Joseph Rogers & Co.

Muskegon—Howard Shaw, for some time connected with the grocery house of D. Christie, has purchased the grocery stock of L. M. Codman and will continue the business.

Zeeland—H. DeKraif, Jr., is now occupying the new building he has erected especially for the agricultural implement trade. It is one of the finest buildings in the county.

Big Rapids—Fred E. Neahr and J. F. Hughes have purchased the boot and shoe stock of Geo. A. Roof and will continue the business under the style of Neahr & Hughes.

Ionia—M. M. McGeary & Co. have purchased the grocery stock of W. L. Mead, and have taken possession. Mr. McGeary is favorably known here, and there appears no reason why he should not make a success of the business.

Morenci—Harry Spencer has pur-

chased his father's interest in the drug and grocery stock of H. H. Spencer & Co., and will continue the same under the name of H. H. Spencer. Reuben Spencer will return to his former home at Richland.

Otsego—While Deputy Sheriff McNin was taking an inventory of the stock of E. E. Smith & Co., by virtue of a writ of attachment Friday, he was assaulted by E. E. Smith, George Smith and Mrs. E. E. Smith and forcibly thrown out of the store. The deputy sheriff summoned a posse and proceeded to retake possession. It resulted in a free fight with a large portion of the people of the town as spectators. After considerable hard work on the part of the sheriff and helpers, the Smith brothers were thrown bodily out on the sidewalk. Some of the goods in the store were broken in the fracas, and some of the participants were injured, but the difference of opinion as to ownership will be settled by an appeal to the courts, Smith & Co. having executed an indemnifying bond.

MANUFACTURING MATTERS.

Bronson—Woodruff & Walker succeed H. T. Woodruff in the cigar manufacturing business.

Houghton—Kutscheid & Rule succeed Kutscheid & Gitzen in the cigar manufacturing business.

Alpena—A. McInnis succeeds McInnes & Moffatt in the blacksmith and wagon manufacturing business.

West Branch—A. L. Shrigley has purchased a new boiler for his shingle mill near here. The mill is cutting 75,000 shingles daily.

Zeeland—Mr. Flokken will continue the manufacture of imported cheese at this place, starting a factory at Mona, Ill., in addition.

Saginaw—The shingle firms at this end of the river have all secured a full stock of logs and expect a good season's run with excellent prospects of an active business and fairly good prices.

West Branch—It is said that as soon as the French Lumber Co. cuts out its stock of logs here, the mill having a three months supply, it will be removed to Rose City, the new lumbering town in Ogemaw county.

Muskegon—P. J. Connell, the well-known contractor, will on April 1 sever his connection with the firm of Connell & Son, contractors, and go into the brick and tile business in this city. In connection with the Emens Brick & Tile Co., he will erect an office at Western avenue and Water street, where they will also have a brick yard and handle all kinds of building material.

Saginaw—The going out of commission of the mills here of Nelson Holland, C. M. Hill and Stevens & La Due will reduce the capacity the coming season about 40,000,000 feet. It is understood that the Mitchell, McClure & Co. mill will cut Canada logs. Two or three other small mills will cut for other parties and on stock purchased by the owners.

Saginaw—Several firms are inspecting Georgian Bay timber limits with the view of purchasing. J. T. Hurst, of Wyandotte, the most daring pine land speculator in Michigan, has a number of large tracts under his eagle eye, and O. E. Elsemore, his general utility man, has just returned from a tour of inspection of limits. He buys for speculation solely and has done more to help the Canadians

out as to the increase in the price of their timber than all the Canadians themselves have been able to achieve in the last 30 years.

Manistee—The Freesoil Lumber Co. has purchased on private terms the plant of the Stronach Lumber Co. at the head of Manistee Lake. The property consists of a saw and shingle mill and as complete a salt manufacturing plant as there is in this vicinity. The company will discontinue its operation at Freesoil and confine itself to running the Stronach plant. It has also concluded negotiations whereby 4,000 acres of timber land are transferred to them by the Flint & Pere Marquette Railroad Company.

Bay City—Mill men are making preparations for the summer campaign and expect an active season. The snow is disappearing gradually and should there be no more heavy snow falls it will soon all be gone on the river and a freshet will be avoided. In the woods there is still a large quantity of snow on the ground which is being utilized by log haulers. The quantity of hardwood, hemlock, elm and basswood logs and cedar put in this winter in the Saginaw district is enormous and will keep the mill firms engaged in its manufacture actively all the season and bring a large amount of money into circulation. Bliss & Van Auken will log all summer in Gladwin county, and are constructing a logging road six miles to connect with the Gladwin branch of the Michigan Central. Their logs are mostly railed to their mill at Saginaw, and the output of the mill, 30,000,000 feet annually, is all handled in the yard trade. The Kern Manufacturing Co. will handle all of its stock in the car trade. There has been some difficulty in obtaining the figures showing the rail lumber shipments out of the valley last year, owing to the Michigan Central not yet reporting, but it is expected the returns will all be in next week.

A Meritorious Measure.

The following is the full text of the bill recently introduced in the State Senate by Hon. Peter Doran, of this city, providing for the closing of upper berths in sleeping cars, unless they are actually sold for sleeping purposes:

SEC. 1. The People of the State of Michigan enact, that each upper berth in any sleeping car run or operated upon any railroad within this State, shall be and remain closed whenever the berth beneath the same shall be occupied by a passenger, until such upper berth shall be needed for actual occupancy by some other passenger present and requiring the same: Provided, That the bed in the upper berth shall be made ready for occupancy, and such berth then elevated and closed until needed for actual occupancy, or it shall be lowered and fastened down at the option of the taker of the lower berth: And provided also, That a copy of this act, plainly printed in the English language, shall be kept posted in each end of each and every such car, in a place convenient to be read by persons entering or leaving the car.

SEC. 2. Any person or persons, corporation, joint stock company or association of individuals who shall violate any of the provisions of this act, shall be subject to a penalty of \$100 for each and every such violation. Said penalty shall be taken and considered in the nature of liquidated damages, for the recovery of which a civil action shall be brought in any court of competent jurisdiction in the county where such violation first occurred. Said action shall be in the name of the people of this State, and the moneys recovered therein shall be paid into the general fund of the county treasury where such recovery was had.

SEC. 3. All such actions shall be commenced and prosecuted to effect by the prosecuting attorney of the county in which such action is brought.

One hundred tons of cats' tails were recently sold at once for the purpose of ornamenting ladies' wearing apparel. This means that, assuming an average cat's tail to weigh two ounces, no fewer than 1,792,000 pussies had to be killed.

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 OR TRADE FOR CLEAN STOCK groceries—Handle factory. Plenty of cheap timber. Good shipping facilities. Good chance right parties. Address No. 683, care Michigan Tradesman. 683

FOR SALE—\$3,000 STOCK OF CLOTHING, hats, furnishings, boots and shoes. Cheap for cash; no trades. Best opening in Michigan for clothing. Population 1,500; not a vacant store in town. Address No. 682, care Michigan Tradesman. 682

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. 677

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, M. ch. 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

TO EXCHANGE—FOR STOCK OF CLOTHING or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 680

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—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—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 A REGISTERED pharmacist of twenty years' experience. Good references. Address, stating wages, A. D. Carpenter, Clarksville, Mich. 684

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 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.

ATTENTION TRAVELING MEN—TO BE sold at sheriff's sale in a thriving town with best of railroad facilities, good schools, churches, etc., a fine modern residence, complete with all conveniences such as gas, steam heat, water supply, bath, closets etc., erected at a cost of \$8,000. Will probably be sold at less than one-half original cost. A rare opportunity for a traveler wishing a pleasant home in Central Michigan. Payment made easy. For information address, Real Estate, Box 397, Charlotte, Mich. 679

COUNTRY MERCHANTS ARE INVITED TO inspect our stock of dry goods, clothing and boots and shoes, which we propose to close out at a great sacrifice. People's Store, 333 Canal street, Grand Rapids. 685

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

Wayne County Savings Bank, Detroit, Mich.
\$500,000 TO INVEST IN BONDS
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 3 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

GRAND RAPIDS GOSSIP.

Jacob Allen has opened a meat market at the corner of Grandville avenue and Rumsey street.

Spencer & Rainy have opened a grocery store at Tustin. The Ball-Barnhart-Putman Co. furnished the stock.

Czapran Bros. have opened a grocery store at Ludington. The Olney & Judson Grocer Co. furnished the stock.

The Patterson Furnace Co. is bringing out a new furnace, with largely increased radiating surface and radical improvements in grate action. It is also adding an improved gas burner.

The Wilcox Heat-Light Co. has leased the second, third and fourth floors of the Reid block, corner of Louis and Campau streets, and expects to be able to begin business within a fortnight.

P. A. Reed will open a grocery store at Fennville. The Olney & Judson Grocer Co. furnishes the stock. Mr. Reed has been connected with the mercantile and banking business of J. E. Hutchinson for several years.

Jas. S. Toland, who conducted the grocery business at Ross fourteen years, retiring from trade a couple of years ago to embark in agricultural pursuits, has re-engaged in the same business at his old location. The Musselman Grocer Co. furnished the stock.

Gripsack Brigade.

Byron Davenport is rejoicing over the advent of a 10 pound lad at his house. A kneeswelled to double size by rheumatism is not quite so pleasant to contemplate.

Sol. F. Downs, who has covered a wagon route seven years for W. H. Downs and Swartout & Downs, has severed his connection with the latter firm and will hereafter drive his own wagon over the same territory he has covered in the past.

Frank Adams, who represented Geo. W. Cady & Co., of Cleveland, in Wisconsin for seven years, resigning a few months ago to take the Western Michigan territory of Childs, Lee & Co., of Toledo, has gone back to the old house and the old territory.

E. H. Manley, formerly engaged in the retail grocery business on West Bridge street, but for the past four years engaged in the same business on East street, has engaged to travel for T. M. Block & Co., of Chicago, taking Western Michigan as his territory.

At a meeting of Post E., Michigan Knights of the Grip, held at Sweets's Hotel Saturday evening, a committee of five was appointed to arrange for permanent quarters for the Post. This committee, composed of Edward C. Groesbeck, L. M. Mills, C. L. Lawton, Ben. Van Leuven and Geo. F. Owen, decided to lease Elk's hall for the period of one year, and the first meeting in the new quarters will include an entertainment feature, provided by a committee, whose chairman is Henry Dawley. The entertainment will be open to the wives and sweethearts of the members and will probably be well attended. It will occur on the evening of April 8. The Post adopted a resolution, urging Director Gonzales to use his influence to secure the payment of the death benefit to the family of the late Henry Burleson, as the deceased put in an application in plenty

of time to have made him a full member, but for a clerical error somewhere.

New York Tobacco Leaf: A mild rupture has been occasioned in Columbus and other parts of Ohio between the wholesale grocers and their traveling salesmen by a St. Louis tobacco firm's offer of a premium of one cent a pound to such commercial travelers for all this firm's good they succeed in selling. The object of this tobacco house was evidently to spur traveling men working for wholesale grocery houses into making an extra effort to sell this particular brand of tobacco. But the wholesalers refuse to allow their men to take the premium. They claim that if there is to be any premium for selling this brand of tobacco it should go to the wholesale grocers and not to their salesmen. A large wholesale grocer said to the writer: "There is no telling where that scheme would land the wholesale houses. We might find ourselves paying salaries and traveling expenses to our salesmen, while the salesmen would be putting in most of their time selling the St. Louis tobacco firm's goods for the premium they would get." The outcome of the matter will be watched with interest.

A Weekly Half Holiday.

Written for THE TRADESMAN.

In view of the fact that an agitation has been started in this city, having for its object the securing of a weekly half holiday for employes in mercantile establishments, it is gratifying to note that other cities are taking up this question and pushing it vigorously. This is a matter which should not be left entirely with the clerks, and should be taken up by dealers themselves, for they, after all, would be equal gainers by it. We are very certain that there are but few retail merchants in this city who are not only willing but anxious to give their employes all the leisure time, consistent with the requirements of their business, for rest and recreation. Bank and wholesale clerks work, as a rule, not more than nine hours per day; skilled mechanics, not over ten hours. The tendency in all the industries is towards shorter hours. Why, when this is the fact, should retail clerks be the only ones to receive no benefit from this shorter work day?

We believe this agitation is full of promise for the over-worked and sometimes poorly paid clerks and is bound to succeed, for it is founded upon that common brotherhood which unifies the race, and continually gives a powerful affirmative to the inhuman question of the first murderer, "Am I my brother's keeper?"

DANIEL ABBOTT.

The Hardware Market.

Wire Nails—An agreement has been reached by all the manufacturers as to price, and they all seem to be maintaining it. The best price at the mill now on wire nails is \$1.55, which makes them cost \$1.70 in Grand Rapids. Jobbers are still selling at \$1.75 and \$1.80, but if the factories hold their price, better figures must be had.

Barbed Wire—Extreme prices have been withdrawn. The present price is \$2.30 for painted and \$2.70 for galvanized.

Rope—Sisal is in the advance. The best quotations now being made is 9c for $\frac{3}{4}$ inch and larger. It looks as though the Cordage Co. had control of the market.

Glass—The tone of the market is firm. All indications point to a steady price being held for the spring.

Sugar Supplies—Everything in this line is moving off rapidly. No change in price.

A Glance Back Fifty Years.

CENTRAL LAKE, March 10.—The article in your last paper, headed "Andrew Jackson's 'O. K.'" has roused in my mind certain recollections of the Tippecanoe campaign of 1840. I think that at that time the Whigs, and not the Democrats, (or Loco-Focoes as they were derisively termed by their opponents), numbered among their war-cries, which were many, the cabalistic letters in question. In that memorable campaign, Whig songs were numerous, and sung with the honors at all Whig gatherings. I remember a portion of one of these, which was posted up in the shop of an old Whig shoemaker:

"What is't that alls the people, Joe?
They're in a kurious way,
For every where I chance to go
There's nothing but 'O. K.'
They do not use the alphabet,
What e'er they wish to say,
But all the letters they forget,
Except the 'O,' and 'K'."

The meaning of this, with the rest of the doggerel, was that in the opinion of the "poet," the Whigs—not the "Locoes," were "O. K." F. H. THURSTON.

The Grocery Market.

Sugar—No change from a week ago. Many of THE TRADESMAN's readers have expressed a desire that the Grand Rapids price on sugars be quoted, instead of or in addition to the New York price. As a matter of fact, under the equality plan, the Grand Rapids price would apply to Grand Rapids merchants only, as every town in the state is placed on a different basis, dependent on the freight rate from New York to that town.

Butter Plates—The Oval Wood Dish Co. announces an advance of 33 $\frac{1}{2}$ per cent. on butter plates, giving as a reason the scarcity of suitable timber for the manufacture of the goods. The reason is rather diaphanous, the real reason for the advance being the fact that the Oval people have complete control of the market and can put up prices when ever they choose.

Earned His Money.

PINE BLUFF, Ark., March 11—Greatly to my regret, I failed to receive my copy of THE TRADESMAN for Feb. 22. I have frequently received a dollar's worth of information from a single issue of the paper and the missing number may be one of that kind.

By the way, the issue of March 8 contains the most sensible article on currency that I have seen. We do not want to carry a dollar's worth of metal. A few hundred dollars in gold is quite burdensome. In ante-bellum times we paid 2 per cent. for South Carolina bank bills in exchange for gold. I remember being asked 5 per cent., and, concluding that for \$5 per hundred I could afford to carry the gold, I lugged it all the way to Texas. I am not quite sure but I earned that amount.

Yours truly,
J. P. ANGELL.

Purely Personal.

Zimmerman Ross, formerly engaged in the drug business at Chase, has opened a drug store at Boon.

C. F. Shirts, formerly engaged in the grocery business at Shelby, has taken a clerical position with the mercantile department of the Converse Manufacturing Co., at Newaygo.

A Liverpool, Eng., judge has decided that filled cheese is not cheese at all, inasmuch as it is not of the nature, substance and quality of cheese.

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescent avenue, Grand Rapids, Mich.

INDUCEMENT
TO THE
RETAIL DRUGGISTS
AND
GENERAL STORES.

Do You Sell
DIAMOND TEA?

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

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

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

DIAMOND TEA CO.,
DETROIT, MICH.

Diamond Tea is sold by all wholesale druggists.

More Made
More Sold
More Smoked

Than any Other Cigar
Michigan

GEO. MOEBS & CO.

Celebrated Brands.

Made on Honor!

Sold on Merit!

THE PRICE OF SUCCESS.

Invariable Rules Which Must Be Observed.

From the Grocer and Country Merchant.

In discussing the great problem of how to be successful in business, in our issue of last week we laid down the general rule that to be successful the merchant must give personal attention to all the details of his business. One of the most important of these details is the purchase of goods. We want to pursue this topic further.

It is a proverb that goods well bought are already half sold. No one will call in question the correctness of the view here taken. If this is so, then we will not argue the point. But many people see plainly and acknowledge freely the correctness of a principle, who find it difficult to put it into active practice. Yet this elementary principle is simple and easy of comprehension. To buy well is to buy cheaply; to buy best is to buy cheapest. Ver true! but the lowest priced goods are not necessarily the cheapest. Low priced goods may be so because they are short in weight, or inferior in quality. If they are sold in packages put up at the factory and are short weight, your customers will find this out, and although you may be selling them a fraction less than your competitors are getting for a full weight package, the consumers are likely to forsake your counters and go elsewhere. If you are selling at the same price as your neighbor, while you may think you are getting ahead by making a larger profit, you are still more likely to lose trade. If your short weight packages have to be broken and retailed in smaller lots, you must either give light weight too, or if you give full weight you are no better off than the man who buys full weight goods, even if he pays something more for them. Nine times out of ten you are worse off, for the too keen manufacturer who puts up short weights does not do so to help out the retailer or consumer. He is working for himself, and proposes to live, but does not care a snap whether he lets others live or squeezes the others all to death. It will, therefore, be found a general rule that it is better to buy full weight goods at a fair price, rather than to get light weight goods at a little concession.

A matter quite as important as weight is quality. Study your trade and keep such goods as your customers are likely to want. But in doing so, be careful to avoid the temptation of buying poor goods in the expectation of working them off for better grades at prices rather above their value. The housekeeper is more stupid than common, and more careless than the average, who does not enjoy the satisfaction arising from the larger pleasure of the palate incident to the consumption of a dish of good food. The palate is dull that does not detect the difference. So if you can sell a superior article as cheaply as your neighbor sells one of less merit you will build up your trade quite as rapidly, if not more so, than by underselling where you have to palm off inferior goods. The better grades of your trade will respond to this sort of treatment most, and this principle will apply with more force in your finer lines of goods. It applies more in luxuries than in staples. But it will apply in force in all lines of trade and all grades of goods. Do you not think that if your customers find the capers they have served with their mutton to be large, tender and piquant in flavor that they will remember where they bought them? Do you not think if they get between their teeth a caper the size of a pin's head, as tough as rubber and as tasteless as a chip, that they will buy the next bottle at some other store?

These three details seem very simple. Buy at the closest market price; get full weight goods; get the best goods your money can find. It seems as if a child could comprehend all that. So a child can; but it requires a keen, careful and experienced man of business to put it in practice. It requires tireless energy to look over all markets, find the best goods for the money and the most in quantity for a given sum. But the merchant who does take the pains and has the knowledge of goods and of the grades

of goods to get the best and the most for a dollar is the man who will reach the highest pinnacle of success.

Does It Pay?

From "Boots and Shoes."

Temperance lectures are not usually popular, and we don't propose to deliver one, but from observations made within the last six months, we are led to ask this question: Does it pay a salesman to continually treat his customers and friends to drinks every time he meets them?

We know that this is a custom which is regarded by some salesmen as indispensable. They think they could not do business with a man unless they first took him out and treated him. Of course, the dealer has to treat in his turn, and after three or four rounds neither the dealer nor salesman are in exactly the condition to do business properly. If there is any one thing more certain than another, it is that a man who wants to transact business in a business-like way must have his head clear. Any befuddlement, caused by drink, is sure to work more or less disaster.

A salesman who is well known, but who shall be nameless, happened into this office the other day. It was remarked that he was looking unusually well.

"Yes," said he, "I am feeling well. I don't go around the corner as much as I used to, in fact, I don't go around at all. I have not tasted a drop for a year."

"Are you any the worse off for it?" we asked.

"On the contrary, I am better off. I feel better, I can work better and I can sell more goods since I stopped drinking entirely than I ever did before."

"Don't you find it necessary to treat customers in order to get them into a buying mood?"

"By no means. If I must take a man out and treat him to half a dozen drinks, before I can sell him a bill of goods, I would prefer not to sell him at all. Besides, treating takes time. I am now working on commission. Time is money with me. By not treating I save the time consumed in so doing, and save the expense of the treats. I feel better for it, the customer feels better for it, and everybody seems to be satisfied."

Twenty-five years ago we knew a salesman whose trade amounted to over a million dollars a year. When we knew him he was an invalid and a physical wreck, but such was the confidence that dealers from all parts of the country reposed in him that his trade did not suffer very much from his physical incapacity. He was telling the writer one day how he used to do business when he was on the road. He said that he seldom if ever got to bed before 12 or 1 o'clock at night. He said every night there was a meeting in his room at the hotel or somewhere and a general "good time," with plenty of whisky and cigars.

The writer asked him if he had to start over again, whether he would do with respect to drinking just as he had done. He said:

"No, I have broken down one of the best constitutions a man ever had by this very means, and my advice to every young traveling man is to let whisky alone. He can sell more goods and be better in every way. If he comes in contact with a man who must drink, he can either let somebody else sell him or else refuse to drink himself."

There are thousands of traveling salesmen who, thoughtlessly perhaps, spend a great deal of money for themselves and for their firms in treating their customers, and it is possible that some of them may be induced to heed the advice given by the two salesmen quoted above.

A man whom the women of the country would respect rise up and call blessed lives in Rochester. He has invented self-patching jackets and trousers. The plan is simple but it is said to be effective. The cloth is of double thickness where most of the wear comes, the pattern being carefully adjusted so as to coincide with each piece. When the outer covering wears through, all that has to be done is to darn in the rough edges. The pattern and cloth remain intact.

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic	7	Arrow Brand	5 1/2
Argyle	6	World Wide	6
Atlanta AA	6	LL	4 1/2
Atlantic A	6 1/2	Full Yard Wide	6 1/2
" H	6 1/2	Georgia A	6 1/2
" D	6	Honest Width	6 1/2
" LL	5 1/2	Hartford A	5
Amory	6 1/2	Indian Head	7
Archery Bunting	4	King A	6 1/2
Beaver Dam A A	5 1/2	King E C	5
Blackstone O	32	Lawrence L L	4 1/2
Black Crow	6	Madras cheese cloth	6 1/2
Black Rock	6 1/2	Newmarket G	5 1/2
Boot, AL	7	" B	6 1/2
Capital A	5 1/2	" DD	5 1/2
Cavanat V	5 1/2	" X	6 1/2
Chapman cheese cl.	3 1/2	Nothe R	5
Clifton C R	5 1/2	Our Level Best	6 1/2
Comet	6 1/2	Oxford R	6
Dwight Star	6 1/2	Pequot	7
Clifton C C C	6 1/2	Solar	7
BLEACHED COTTONS.		GINGHAMS.	
A B C	8 1/2	Amoskeag	7 1/2
Amazon	8	" Persian dress	8 1/2
Amsburg	7	" Canton	8 1/2
Art Cambric	10	" AFC	10 1/2
Blackstone A A	7 1/2	" Teazle	10 1/2
Beats All	4 1/2	" Angola	10 1/2
Boston	12	" Persian	8 1/2
Cambric	7 1/2	" Arlington staple	6 1/2
Cabot	7 1/2	" Arasapha fancy	6 1/2
Cabot, %	6 1/2	" Bates Warwick dres	8 1/2
Charter Oak	5 1/2	" staples	6 1/2
Conway W	7 1/2	" Centennial	10 1/2
Cleveland	7 1/2	" Criterion	10 1/2
Dwight Anchor	8 1/2	" Cumberland staple	5 1/2
" shorts	8	" Essex	4 1/2
Edwards	6	" Elfin	7 1/2
Empire	7	" Everett classics	8 1/2
Farwell	7 1/2	" Exposition	7 1/2
Fruit of the Loom	9	" Glenarie	6 1/2
Fitchville	7	" Glenarven	6 1/2
First Prize	7 1/2	" Glenwood	7 1/2
Fruit of the Loom %	7 1/2	" Hampton	6 1/2
Fairmount	4 1/2	" Johnson Chal on cl	6 1/2
Full Value	6 1/2	" Indigo blue 9 1/2	6 1/2
HALF BLEACHED COTTONS.		" zephyrs	16
Cabot	7 1/2	GRAIN BAGS.	
Farwell	8	Amoskeag	16 1/2
CANTON FLANNEL.		Stark	18 1/2
Unbleached	5 1/2	American	15 1/2
Housewife A	5 1/2	THREADS.	
" B	5 1/2	Clark's Mile End	45
" C	6 1/2	Barbour's	88
" D	6 1/2	Coats' J. & P.	45
" E	7	Holyoke	22 1/2
" F	7 1/2	KNITTING COTTON.	
" G	7 1/2	White. Colored.	
" H	7 1/2	No. 6	33
" I	8 1/2	" 8	34
" J	8 1/2	" 10	35
" K	9 1/2	" 12	36
" L	10	No. 14	37
" M	10 1/2	" 16	38
" N	11	" 18	39
" O	11 1/2	" 20	40
" P	12 1/2	" 22	41
CARPET WARP.		CAMBRICS.	
Peerless, white	18	Slater	5
colored	20	White Star	5
Integrity	18 1/2	Kid Glove	4 1/2
DRESS GOODS.		Newmarket	5
Hamilton	8	RED FLANNEL.	
G G Cashmere	30	Fireman	32 1/2
Nameless	18	Credmore	27 1/2
CORSETS.		Talbot XXX	30
Coraline	50	Nameless	27 1/2
Schilling's	9 00	MIXED FLANNEL.	
Davis Walsts	9 00	Red & Blue, plaid	40
Grand Rapids	4 50	Union R	22 1/2
CORSET TRANS.		Windsor	18 1/2
Armory	6 1/2	6 oz Western	20
Androsoggin	7 1/2	Union B	22 1/2
Biddeford	6	DOMEST FLANNEL.	
Brunswick	6 1/2	Nameless	8 @ 9 1/2
PRINTS.		" 8 1/2 @ 10	12 1/2
Allen turkey reds	6 1/2	CANNAS AND PADDING.	
" robes	6 1/2	Slate. Brown. Black.	
" pink & purple	6 1/2	9 1/2	9 1/2
" buffs	6 1/2	10 1/2	10 1/2
" pink checks	6 1/2	11 1/2	11 1/2
" staples	6 1/2	12 1/2	12 1/2
" shirtings	6 1/2	13 1/2	13 1/2
American fancy	5 1/2	14 1/2	14 1/2
American Indigo	6 1/2	15 1/2	15 1/2
American shirtings	5	16 1/2	16 1/2
Argentine Grays	6	17 1/2	17 1/2
Anchor Shirtings	5 1/2	18 1/2	18 1/2
Arnold	6 1/2	19 1/2	19 1/2
Arnold Merino	6	20 1/2	20 1/2
" long cloth B	10 1/2	21 1/2	21 1/2
" century cloth	8 1/2	22 1/2	22 1/2
" gold seal	10 1/2	23 1/2	23 1/2
" green seal TR	10 1/2	24 1/2	24 1/2
" yellow seal	10 1/2	25 1/2	25 1/2
" serge	11 1/2	26 1/2	26 1/2
" Turkey red	11 1/2	27 1/2	27 1/2
Ballou solid black	11 1/2	28 1/2	28 1/2
" colors	11 1/2	29 1/2	29 1/2
Bengal blue, green, red and orange	6	30 1/2	30 1/2
Berlin solids	5 1/2	31 1/2	31 1/2
" oil blue	6 1/2	32 1/2	32 1/2
" green	6 1/2	33 1/2	33 1/2
" Foulards	5 1/2	34 1/2	34 1/2
" red %	7	35 1/2	35 1/2
" %	9 1/2	36 1/2	36 1/2
" 3-4 XXXX	12	37 1/2	37 1/2
Cochecho fancy	6	38 1/2	38 1/2
" madders	6	39 1/2	39 1/2
" XX twills	6 1/2	40 1/2	40 1/2
" solids	5 1/2	41 1/2	41 1/2
Amoskeag A C A	13	42 1/2	42 1/2
Hamilton N	7 1/2	43 1/2	43 1/2
" D	8 1/2	44 1/2	44 1/2
" Awning	11	45 1/2	45 1/2
Farmer	8 1/2	46 1/2	46 1/2
First Prize	10 1/2	47 1/2	47 1/2
Lenox Mills	18	48 1/2	48 1/2
COTTON DRILL.		49 1/2	49 1/2
Atlanta, D	6 1/2	50 1/2	50 1/2
Boot	6 1/2	51 1/2	51 1/2
Clifton, K	7	52 1/2	52 1/2

WAYS WHICH WIN.

Pertinent Suggestions for the Successful Seeking Merchant.

From the Cincinnati Tribune.

The requisite qualifications of a successful business man are many.

1. He will not overload his credit until it becomes like a balky horse and refuses to go even when unloaded.

2. He should possess a good common-school education, including bookkeeping and commercial law.

3. He should possess and practice a code of moral laws, and all the better if they bear the test of an All-Scrutinizing Eye; he should be affable to everybody, polite and kind, in short, a gentleman in the true sense of the word.

4. He should patronize the home papers having the largest circulation in the community with which he wishes to trade, charter a space, use attractive headlines and give a list of leading articles in plain type. This should not be spasmodic, but should be put there to stay. Billposting and fence advertising is money thrown away. It is too much like posters of a theatrical play, read one evening and forgotten by the next.

5. He will become personally acquainted with his customers, and, if his trade is with the farmers and rural population, he will do well to make a yearly canvas of the surrounding country, from house to house, not for the purpose of advertising his goods alone, but to become better acquainted with them. The farmer knows how to appreciate, and it will pay to carry with you a big lot of good, clean, newsy papers—of course they should contain your advertisement. Close attention to business with strict economy ought to insure success, and will.

6. The employment of clerks, salesmen and women is a subject of vital importance, and they should possess the same characteristics as above described, with a thorough knowledge of the business in hand and should be instructed never to misrepresent an article for the sake of selling it; such misrepresentation will be discovered sooner or later, and the penalty will not only be the loss of that customer, but many of his friends.

Stewart, the great merchant prince of New York (dead many years), attributed his great success to the strict adherence to a code of morals, from which no temptation could swerve him. Many anecdotes have been written about his reprimands of clerks for misrepresentation.

The difference between the successful merchant and the unsuccessful one may not be perceptible to a casual observer, but a man who has for fifty years been a close observer of men and their methods can see the difference very distinctly; so can the public, but they may not be able to analyze it so clearly. The most prominent defects of unsuccessful men are such that all who have dealings with them can see; it may be an uncontrolled temper, an uncivil answer, unsocial manners and inability to recognize a customer or remember his name when meeting him on the street or in select company.

The failure of many men in business may be owing to a want of system and prompt payment; in leaving work that should have been done to-day until to-morrow or next week; the want of thinking or making use of his brain, no matter how much of that article he may possess.

8. I have noticed that sharing the profits with a capable, honest and industrious foreman works well; it stimulates him to think and guard the interests of the business as well as that of his employer. Young men of bad habits should never be employed in a store, but a profit-sharing foreman is a sort of detective in the absence of the proprietor, as his interest in the profits would naturally cause him to be. The writer of this has two sons who served a long apprenticeship in the dry goods business in the same house in a prosperous town in Iowa. They were promoted as profit sharers about five years ago. The elder was taken in as a partner in a branch store, and is now a wealthy merchant in Charles City, Iowa. The younger is still employed in the parent store. The proprietor has become wealthy and spends six months in the year traveling

in Europe, leaving the business in charge of his profit-sharing foreman. I have said thus much, to show that in this instance profit sharing was a success both to employer and employee. I have been a citizen of Iowa forty years, and I noticed an article on page four of your good paper on how success is won. In it we are told that Cincinnati and our Southern Ohio and Indiana towns are behind the times and that they do better in the Northwest, particularly in Chicago and Minneapolis.

Iowa has the facilities for producing a far-seeing, shrewd class of young men as any other spot on the globe. The school-house on every hilltop is Iowa's pride, and the rural population cannot be surpassed in any other state in the Union for intelligence. Instead of a horde of wild, political-flat-money manufacturers—calling themselves the Farmers' Alliance and other appropriate names, as they do in Kansas and States further south—our Iowa farmers set themselves to work to supply the world with bread-stuffs, horses, cattle, hogs, sheep, dairy products, poultry, eggs and many other products of the farm. The vast amount of provisions sent forward to Chicago from every railroad station would seem incredible if the true figures were shown, and, for the want of proper data at hand, I can only give the result of my own observation.

The vast amount of money distributed among the farmers from returns from the sales of the products of the soil is making them rich, and the merchants are reaping a rich harvest in trading with Chicago is the great distributing point, and, of course must grow and prosper, as well as the towns further west and north.

The whole question of the growth of the Northwest, in a nutshell, is that the balance of trade is all in its favor.

Reckless Orthography.

The following specimen of "English as she is wrote" was received recently by a well known wholesale merchant of this city. As a specimen of reckless orthography it is "out of sight."

March 6th 1893—I reced yours statemant and Will Say in Re Play Will Pay yo as Soon as Posuable far it is Clot times for me now have Ben Runing Be hind for 3 ar 4 Weeks Cant git a nuf money to Run my Buissness With, But thik Will Be Beter Be for lang and Will Pay yo as soon as i gite it.

Use Tradesman Coupon Books.

HATCH CHICKENS BY STEAM
With the Improved Excelsior Incubator.

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

Circulars free. Send 6c. for Blue Catalogue.

GEO. H. STALL, Quincy, Ill.

When You Get Tired

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

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

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50	& 10
AXES.		
First Quality, S. B. Bronze	\$ 7 60	
" D. B. Bronze	12 00	
" S. B. S. Steel	8 00	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	30 00	
BOLTS.		dis.
Stove	50 & 10	
Carriage new list	75 & 10	
Plow	40 & 10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70 & 5	
Wrought Narrow, bright fast joint	60 & 5	

Wrought Loose Pin	60 & 10
Wrought Table	60 & 10
Wrought Inside Blind	60 & 10
Wrought Brass	75
Blind, Clark's	70 & 19
Blind, Parker's	70 & 10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	50
CHADLES.	
Grain	dis. 50 & 02
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
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	dis. 40
Hotchkiss	25
CHALK.	
White Crayons, per gross	130 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	04
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 Raps	50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27	18
List 12 13 14 15 16 17	28
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 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
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, 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 & Co.'s	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60 & 10
Stebbin's Genuine	60 & 10
Enterprise, self-measuring	25
NAILS.	
Steel nails, base	1 85
Wire nails, base	1 80 & 1 90
Advance over base:	
60	Steel. Wire.
50	Base. Base.
40	05 25
30	10 25
20	15 25
18	15 45
16	15 45
14	15 45
12	20 50
10	25 60
8	25 60
7 & 6	40 75
4	60 90
3	1 00 1 20
2	1 50 1 60
Fine 3	1 50 1 60
Case 10	65 75
" 8	70 90
Finish 10	85 95
" 8	1 00 1 10
" 6	1 15 1 10
Clinch 10	85 70
" 8	1 00 90
" 6	1 15 90
Barrell 10	1 75 1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scotia Bench	2 60
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 60
Stanley Rule and Level Co.'s, wood	dis. 10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4c per pound extra	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel, Hand	30c 40 & 10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60 & 10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
Strap and T	dis. 50
HOLLOW WARE.	
Barn Door Kidder Mfg. Co., Wood track	50 & 10
Champion, anti-friction	60 & 10
Kidder, wood track	40
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 32 1/2 & 10
WIRE GOODS.	
Bright	70 & 10 & 10
Screw Eyes	70 & 10 & 10
Hook's	70 & 10 & 10
Gate Hooks and Eyes	70 & 10 & 10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 10
ROPES.	
Sisal, 1/4 inch and larger	9
Manilla	13
SQUARES.	
Steel and Iron	75
Try and Bevels	60
Mitre	25
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 30
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 28	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '98	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	55
" White B	55
" Drab B	55
" White C	35
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X	
Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 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	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 85
" painted	2 40
HORSE NAILS.	
Au Sable	dis. 40 & 10
Putnam	dis. 05
Northwestern	dis. 10 & 10
WRENCHES.	
Baxter's Adjustable, nicked	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75 & 10
MISCELLANEOUS.	
Bird Caps	50
Pumps, Clifton	75 & 10
Screws, New List	70 & 10
Casters, Bed a d Plate	50 & 10 & 10
Dampers, American	40
Forks, hoes, rakes and all steel goods	60 & 10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 2 1/2	15
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—MELTIN 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
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IX, " Allaway Grade	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
14x35 IX, for No. 8 Boilers	15
14x40 IX, " 9	per pound 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.

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

E. A. STOWE, Editor.

WEDNESDAY, MARCH 15, 1893.

IT IS NO LIGHT TASK.

Were you ever struck, gentle reader, by the thought of the magnitude of the task of producing, week by week, such a journal as THE TRADESMAN? The issuing of the ordinary morning newspaper is not a circumstance in comparison. The Associated Press, with its teeming wires, overflowing with news of "disasters by flood and field," its reports of crimes of varying degree, political and social sensations and divorce suits, pours its flood of news in a constant stream into the columns of the morning paper; the many items of interest to be gleaned in a populous and busy city by the alert reporter, make its production, so far as news is concerned, a matter of comparative ease. But these "sources of information" are barred to the trade journal. It is not a newspaper in the ordinary meaning of that term, but is issued solely in the interest of business; business men must be its correspondents, and business its constant theme; it may chronicle the coming and going, the failures and successes of business men, the ups and downs of business life, with an occasional business sensation or humorous incident; but there is an end of it. The business man is more interested in prices current than in politics, while reports from the market and the tenets of business success are more to his liking than murders and sensations. Moreover, the business man takes his morning paper with his coffee. He does not want the "news of the day" in his trade paper. Shut out, therefore, as the editor of the trade paper is from the fields where news for the ordinary paper is gathered, it is no light task to create a paper that is true to its name, and at the same time readable and interesting. The nature of the undertaking can only be appreciated by one whose fortune, good or bad, it is to be connected with such a paper. In addition to the ordinary difficulties of the work, there comes a time when everything seems out of joint—when correspondents are slow or do not correspond at all; when contributors do not contribute; when the topics which are supposed to interest the readers, seem, to the editor at least, to have been

worn threadbare; dull markets, no news, the business world apparently at a standstill; yet the forms must go to the pressroom at a certain hour on a certain day, just the same. At such times life is a burden to the editor, and he sees to it that his associates carry a portion of it. But, be it said with gratitude, such occasions are rare, and the lot of the editor of the trade paper is as happy as most. Only he would like his readers to reflect sometimes upon the peculiar difficulties of his position.

BUSINESS PARAMOUNT TO POLITICS.

On all purely political questions, THE TRADESMAN is strictly non-partisan. It is neither Republican nor Democratic, but considers the policies of both parties from a purely business standpoint. Therefore, what it may say about the declared policy of the new administration will be said without any partisan bias whatever. The economic value of a policy and not party affiliation or prejudice is what governs THE TRADESMAN, and ought to govern every business man in the country, so far as "politics" is concerned. Does this seem mercenary? It is very far from being so, for this is a commercial country, depending upon the conservation and extension of her commercial interests, for her advancement in the "arts of civilization" and her influence in the "councils of the nations." So, if we would correctly estimate the economic value of any policy, fiscal or governmental, we must understand its relation to, and, in a measure at least, gauge its effect upon, our various industries, the proceeds of which go to make up the sum total of the business of the country. The extreme partisan is incapable of reasoning—indeed, he never thinks of reasoning; his party has declared for a certain policy, so he declares for it, also; it must be right; it is sure to be beneficial to the country, for is it not the policy of his party? He is satisfied to let other men do his thinking for him, to the extent, at least, of telling him who and what he ought to vote for. And this is the shortsighted course pursued by many business men, who would resent as an insult any tender of advice as to how they should conduct their private business; at the same time, they will permit a "professional politician," whose sole and only business is to get votes and the measure of the value of whose services is his vote-getting ability, to decide for them as to what is the best policy for the conduct of the business of the nation—a course than which nothing could be more unbusinesslike. That policy which will benefit the many will benefit the individual; while a policy which will benefit the individual may injure the many; and, in the end, is very certain to injure the individual. Then let every business man decide for himself, and decide, too, in the interest, not of this or that party but of the business in which he is engaged. The business of the country is one, though it has many branches, and its success means always the increasing comfort and happiness of all the people.

REMOVED THE BOYCOTT.

The Knights of Labor are to be congratulated upon having, at last, come to their senses, and removed the boycott, which, some two years ago, they imposed upon Rochester clothing. The only ones injured by it were the Knights themselves. Rochester clothing has been sold

in all parts of the country, as if there were no boycott. As a weapon of offense the boycott is a miserable farce, and is a boomerang in the hands of those who use it. It does nothing but alienate the sympathies of the public. No lasting good has ever resulted from resorting to either the strike or the boycott. Workmen and their families are the only ones injured, most of the suffering falling upon the innocent women and children. But this does not seem to be a matter of much concern to the labor leaders who continue to foment discord from sinister motives. The only persons who profit by strikes are the venal leaders who make a "fat" thing out of the funds contributed for the support of the strikers. Take the case of the printers' strike in Pittsburg, for instance. The strike has been "on" for about two years now, and was a failure from the start, without the slightest hope of success. The strike was endorsed by the International Union, which sent a committee to manage it and dispense the relief fund. That committee is still doing business, sending out reports as to the condition of the strike, paying out to the strikers the money received from printers in all parts of the country, and living in regal style at one of the best hotels in the city. It is presumed that they are doing more "living in style" than anything else, since there is no strike to manage, and most of the strikers who failed to secure re-employment have long ago left the city. This may be an extreme case, but it throws considerable light, nevertheless, on the motives which actuate the average labor leader. Labor should pray to be delivered from its friends.

The London Dairy notes that it is the intention of the cheesemakers of Cheshire, England, to endeavor to have a law passed "to compel every person dealing in cheese, other than the pure article, to brand or durably mark the same with the word "caserine," and to compel the registration of every manufactory of such article." This is certainly a step in the right direction, as the average consumer has no means of telling which is the one and which the other, and a law compelling the maker to brand every cheese he makes, so that it can be told at a glance whether it is the "caserine" or whole milk article, would be but common justice to the consumer. It would be a benefit to the maker as well, that is the maker of the pure article, for it would enable the people to correctly gauge the quality and relative value of whole and skim-milk cheese, and a taste for the pure article would be cultivated. The result of this would be to drive skim-milk cheese, to a considerable extent at least, out of the market, and whole-milk cheese would bring a better price.

The Winnipeg Board of Trade has adopted a resolution urging the Dominion Parliament to enact legislation to dissolve combines and trusts and authorize the Governor-General to reduce and abolish the import tariff on any and every class of goods in connection with which a combine or trust for the upholding of prices or otherwise hindering competition has been or may be found in the Dominion. The intention of the resolution may be all right, but as the Governor-General can do nothing except on the advice of the ministers of the crown, and as the ministers depend upon the moneyed interests for their continuance

in office, it is not very probable that the Dominion Government will be in any hurry to introduce the legislation asked for.

H. F. Going, surviving partner of Thos. Kensett & Co., pioneer canned goods packers of Baltimore, has several cans of salmon packed in 1822, which he proposes to open and serve when he becomes a grandfather. Mr. Going should be careful how he puts his life in jeopardy in this manner, as a cigar-maker-legislator of Michigan has put himself on record as asserting that canned goods begin to deteriorate after they are a year old. Of course, a man who has spent his life in a cigar factory is better able to pass judgment on such matters than a person who was born under the shadow of a cannery and has devoted his entire career to the pursuit of that business!

A diligent pursuit and suppression of small crimes in our cities would lessen the commission of greater and more serious one. A good, honest and proficient police force would be worth more to a city, in actual money, than the expense it would occasion. The wholesome effect of a strict enforcement of the laws cannot be overestimated. The efficacy of law depends largely on the extent to which it is enforced, and a strict enforcement of it would give it dignity and majesty, which it too often possesses only in theory.

The economist who attempts to remedy all the ills society is heir to by some vague theory accomplishes far less than the individual who, in a simple and practical way, aids a fellow man and makes him better and happier. The oppressed and poor need something that will enter lives as simple as theirs, remove the impression that they are inferior to others about them, and inspire them with a proper sense of their manhood's power and possibilities.

The higher up you go among ecclesiastical authorities the less intolerance you are likely to find. Methodist-Bishop Vincent's decision, declaring that it is not unchristian for members of that communion to keep drug-store in which liquor is sold for medicinal purposes, is a shining example of good sense, as well as a stinging rebuke to some bigoted churchmen.

The Dry Goods Market.

Spring trade is starting among dry goods jobbers, wash goods, prints and all outing flannels being in good demand.

The new product of the Arnold Mills—"Satin Gloria"—is a seller. It is made to retail at 15c; jobbers get 12½c, less 5 per cent. They are copies of all the new designs in china silk.

A big cut was made by local jobbers last week in Maltese chevrons. These regular 10½c goods were sold so as to be retailed at 10c, 32 inches wide. A large trade was done, as these are special value.

Jackson Business Changes.

JACKSON, March 13.—The Imperial Tea Co., of Detroit and New York, has opened a branch house at 166 West Main street, under the management of Mason Vroman.

The Morgan stock of groceries, on Lansing avenue, has changed hands several time recently, and is now "bought for keeps" by Delaney & Stanbridge.

Use Tradesman or Superior Coupons.

BUSINESS DEPRESSION IN BRITAIN.

No one will dispute the statement that the internal trade of the United States is prosperous and profitable. Our manufacturers never were more busy, our artisans never were more fully employed nor at higher wages. If the prices of our agricultural products are low, the crops have been abundant, and what farmers and planters lose consumers gain. Across the ocean a very different state of affairs prevails, and the depression in financial circles, due to uncertainty as to the course legislation will take on this question, is as nothing compared to that, for example, of Great Britain.

The official statistics of British trade for the year 1892 are now nearly complete, and they fully justify the gloomy reports, which came to us from time to time during the year, of the depressed condition of business in the United Kingdom. In value the exports of British and Irish produce were less in 1892 by £20,175,000, or over 8 per cent., than they were in 1891, and the imports £11,799,000, or nearly 3 per cent. less. Much of the decrease, however, was due to lower prices, so that in quantity the imports for 1892 really exceeded a trifle those of 1891, and the imports were only about 4 per cent. less. Still the result was unfavorable to the shipping business, which suffered from the general depression. The gross earnings of the railways were almost exactly of the same amount as they were in 1891, but the working expenses were larger, and the dividends, being spread over an increased capital, showed an average decrease from 5.094 per cent. in 1891 to 4.875 per cent. in 1892. The transactions of the banks of the kingdom show a light decrease in volume, but a very large one in net profits, the rate per £100 having fallen, in the case of the London banks, from an average of 14s. 9d. two years ago, to one of 10s. 3d. last year, the country banks having done somewhat better. Mining and manufactures exhibit a similar decline, and at the close of the year the various unions of skilled trades reported that in an aggregate membership of 279,577 there were 27,845 out of work. The number of paupers in England and Wales at the end of November was 672,722, against 660,823 at the same date in 1891, being about 23 in every 1,000 of the population.

To present the fact a little more in detail, I will quote a few scattered items from the review of the year by the *London Economist*. Agriculture: "The year 1892 will long be remembered as one of the worst which the British farmer has ever experienced. * * * The losses have been greater than our impoverished agriculture can bear, and the result is that all over the country farms are being given up, and all classes connected with the land, owners, tenants, and laborers, find ruin staring them in the face." Cattle: "In regard to live stock, the *Times* states that 1892 was a year almost of disaster to both the grazier and the breeder." Coffee: "All the year through a ceaseless contest has been waged against deficient, ill-assorted supplies and rising prices. In these respects the year 1892 has been worse than its predecessors, and we presume that there are few in the home trade who can conscientiously assert that they have done well in coffee during the past twelve months." Dried fruit: "The year 1892

will long be remembered by the trade generally as a most disastrous one." Rice: "It is not a happy task to go back upon a year so disastrous in its results to nearly all engaged in this trade." Sugar: "The past year, on the whole, has been one of disappointment to the sugar trade." Chemicals: "The spring season of 1892 proved a great disappointment to the nitrate producers." "The Sicilian sulphur industry has been in a poor way. "There can be no doubt that the demand for phosphatic manures in this country is on the wane." Cotton: "There is a decrease (in consumption) of 6,590 bales per week." Leather: "The course of business in the leather trade during the past year has been disappointing." Oils: "The market for the past year has mostly been in a drooping condition, with quotations at the close lower than at the opening." Tallow: "Nearly all the year through the demand has been of a disappointing character." Silk: "The course of the silk trade during the past year has been very remarkable, and, as regards the home trade, very disappointing." Timber: "The wood trade of the United Kingdom for 1892 has not resulted so satisfactorily for importers as in 1891." Wool: "The past year establishes a record in two respects—it marks the lowest point to which Australian merino wool has ever fallen, and what is more significant, it is also the year of the lowest average level of values ever known for colonial wool." Coal: "During no previous year have coal owners experienced more difficulty in adjusting the cost of production to the selling price." Iron and steel: "The review of the iron and steel trade for 1892 is far from satisfactory, for not only was there a further contraction in the volume of business, but prices continued on the downward grade." Freights: "There has not during the past year, as in previous years, been any very active demand for tonnage in any quarter."

The inevitable result of this decline in the activity and the profits of British industries, coupled with the bad harvests, has been a diminution of the surplus earnings of the people available for investment in new enterprises. Consequently we find that the capital subscribed for new undertakings during 1892 was but £81,137,177 against £104,594,910 in 1891 and £142,565,000 in 1890, while the amount actually paid in was but £59,262,059, against £76,043,796 in 1891 and £141,007,000 in 1890. Since the incoming of the present year the record is still worse, the subscriptions to new undertakings, of which but a small percentage has been called up, amounting on February 18 to only £4,929,883, against £16,614,174 for the corresponding period of 1892.

The comfort derived from the contemplation of Great Britain's evil plight and its contrast with our own comparative prosperity, is somewhat impaired by the reflection that we, indirectly, share in the loss resulting from it. For years past our rich cousins across the water have been furnishing us, out of their surplus income, capital with which to make productive the natural resources of our country. The result has been beneficial alike to us and to them. We have been enabled to build railroads, open mines, establish manufactories, and create various other money-making instrumentalities, of which we have reaped the larger share of the profits,

but from which they still have received more income than they could possibly have got at home. This fertilizing flood, for the last year or two, has shrunk considerably, and now it threatens, by reason of its own diminished volume and of our folly in beating it back by bad financial legislation, to fail us altogether. It is true that we have in process of time become rich enough ourselves to forego the aid of foreign capital with less injury than we could have done a few years ago, but a loss is a loss, be it large or small, and it is always to be regretted. Let us hope that this consequence of our financial errors will make itself felt in the quarter where those errors now find most supporters, and that wisdom bought by dear experience may take the place there of the folly which now reigns supreme. MATTHEW MARSHALL.

Three Essential Rules for the Guidance of the Druggist.

1. The druggist and pharmacist should use every endeavor to increase his almanac and calendar trade. This highly profitable portion of his profession is probably too much neglected. He should order early and in large quantities all the literature of this character to which he has access. Nothing is so pleasant as to have the whole community spend six weeks or two months every year tramping from one drug store to another bawling for this annual supply of mental pabulum. They want one or two samples of each kind made from each store, and are as hard to please as a professional female shopper.

2. Look well after the children who come in after empty cigar boxes. It will be well worth while to empty a few dozen "two for fives," throw the weeds away, and give the boxes to applicants. A stick of licorice root with each box will prove an attraction, and it is a good card to now and then kiss one of the larger girls. When the children leave always invite them to "come again." If you fail to do so, they will probably limit their calls to six times a day, but a kind word and an exhibition of your appreciation of their patronage will, no doubt, largely extend your business.

3. Pay very especial attention to the pushing of your postage stamp trade. It is a mystery past finding out why druggists are expected the world over to sell stamps, etc., but it is probably because they have nothing else to do. Judicious advertising will be found useful, but the greatest inducement is to offer three two-cent stamps for five cents, and other articles in proportion. It is a strange thing in human nature that the person who wants to buy a stamp is always in a hurry. It does not make a particle of difference how busy the druggist may be, the stamp buyer is the most vociferous in his or her demands to be waited on. Mr. Apothecary may be up to his elbows "pestling a poisoned potion behind his crimson lights," or he may be preparing a prescription requiring the utmost nicety of care, or, perhaps, mixing up laboriously a hoss powder of aloes, assafetida, antimony, anti-fat, anteofer and other remedies for ills that equine flesh is heir to, but all must stop to satisfy some woman who declares that if he "doesn't hurry up she will go to some store where they will wait on her." And when at last the good man, half distracted, leaves his task to do her bidding, she says casually, "Just charge it," and talks for two hours afterwards to a lady friend who has happened in.

"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.

CHILDBIRTH 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 testimonials. Aetna Co. Cd. 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 Machines, Market, Bushel and Delivery Baskets, Building Paper, Wrapping Paper, Sacks, Twine and Stationery.

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

125 COURT ST.,

GRAND RAPIDS, MICH.

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.

Hazeltime & Perkins Drug Co.,

STATE AGENTS

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.

HOW TO SUCCEED.

Sharp, Crisp and Pointed Hints to the Retailer.

The following article, taken from the Cincinnati Tribune, is full of "meat" for the dealer who is looking for, and will use, hints as to the successful conduct of his business:

Given a sufficient capital, a knowledge of the business gained by actual experience in handling and selling the class of goods, a suitable storeroom in a good location, a man with energy, economy, good habits and perseverance, may count on sure success in a retail business.

Now as to the how. Well, volumes might be written, but the gist of them all would be hustle. Unremitting hard work is at the bottom of success in anything. It is the men who can plod. The bulldog wins because he sets his teeth in and hangs on.

The utmost care should be taken to secure good help. A good clerk is rarer than a good wife. Such can be had, however. As good clerks are hard to find, when found they should be kindly and justly treated. Much depends on this. Respect their feelings. Treat them with delicacy and generosity. Gratuities, a present now and then, allowance of time off, evidence that extra service or devotion to the business is appreciated by the employer, will work wonders in developing efficiency in the help.

Never reprove a clerk in the presence of others, and never scold. Seek out the special natural ability of each man and avail yourself of it. Be master of your business and master of the employees. The subordinates always respect a chief who is chief. Get rid of the incompetents in as friendly a way as possible. But get rid of them. Take pains to train the staff, and hold them up to a high standard of performance of duty.

Enlist their goodwill in behalf of the business. Give good wages and then insist upon good work for good pay.

Hours of work should be made as short as possible. Avoid requiring evening work if possible. Overworked clerks get cross and careless. Run at high speed, but not too many hours a day. Weed out the lazy. Encourage the talkers to go out and hire a hall somewhere—at their own expense; not yours.

Encourage the clerks to good habits, neatness in dress, affability and unfailing courtesy. See that they treat Hans and Bridget as politely as they would Cæsus. The good salesman does not overdo the talking; does not dictate to the customer; studies the tastes and best interests of the customer, and is able to control his own temper. Why not take as much pains to retain a customer as to get him?

Profit-sharing with employees is advisable under some circumstances. The theory is good. But it sometimes tends to complication and confusion. It sometimes brings too many advisors into the cabinet. It may lead to internal dissension in a business, and misunderstandings. There must be unity in the management. The most successful undertakings in the world recognize the autocratic principle.

"Now, boys, this house is full of goods, and they've got to be sold." Let in the light! Spread out the stock so that people can see. The work is half done if the samples are out in good shape. Marking goods in plain figures begets confidence in the buyer. Then there is much in skillful arrangement of goods, so as to catch the eye. A bright-looking store and stock unfastens the purse. Then those show windows! Use them for all they are worth. Change them as often as possible. Nobody brings in a bill for the wonderful advertising they do. Prices in the windows work like magic.

Replenish stock promptly. Have the goods. Have the goods people want. Here comes in genius and forecast. The "get-there" merchant don't wait for people to push him. He leads. Yes, leads. And he gets up early to do it, too. Spring begins before March 1 with him, and the cream of the season's profits rises on his milk. Don't you forget it.

The retail merchant who is too stingy or to lazy to advertise may as well retire to the rear townships. He will fetch up there sooner or later. In these days a man must advertise. And the live newspaper is his best medium. Beware of the humbug line in the advertising line! Their name is legion. They are the leeches of the commercial world. They fasten themselves on every merchant. Fire them out! If necessary, keep a dog.

But advertise! Study your clientele, seize the fine points in your business, and don't be afraid to blow the horn. But be able to perform all you promise. Have more than one egg to cackle over. Banish deception from every department of the business. Give value received every time. Then Mr. Jones and Mr. Brown will come back. And, what is more, they will tell about you to the minister and the people next door. Don't forget the newspaper. The one that goes into the homes, and that the women read, is the best. The women do most of the talking, and they help the store that they like. "That's right."

Advertise proportionally. Change the matter often. Short ads are read when long ones sometimes are not. Don't let your politics or your religious views govern your advertising patronage. A good silver dollar is cash—who ever brings it—even though he believes "the sun do move."

Now, turn the stock over often. Those old, shabby-looking goods hurt the new, fresh stock. Different lines should be brought to the front and made prominent from time to time. Special window and counter displays—changed as often as once a week, at least—are blisters to draw. Razeing prices is often resorted to profitably. The man who hasn't nerve enough to once in a while "make a loss" ought not to be a merchant.

But steadiness in prices is good, too. Circumstances must govern. Whatever you do be open and aboveboard about it. If stuck on a lot of goods own up, and then give your customers the benefit of your folly. But don't tell lies—especially in the newspapers. The public are "on to it."

The quick and adroit presentation of novelties is one secret of prosperity. Thus is leadership in the market often gained. "Eternal vigilance is the price" of keeping at the head of the procession. And the E. V. comes in behind the season as well as in front. See?

But get customers by advertising, and on all thy getting get customers. Advertise! Advertise!! Advertise!!!

It is doubtful if, in retail lines, anything is gained by combinations or association with others in same line of business. Each house ought to govern itself and have its own active, definite policy. Human nature is selfish and proves to break regulations and agreements. The pushing, energetic men hamper themselves if they enter combinations with the weak and sluggish.

To sum up: Be forehanded and forecasting. Plan ahead for each day, each month, each season. Value good health, cultivate good nature, eliminate all the vinegar from yourself, your clerks and your bookkeeper. Let the sun shine. Then push! Concentrate all the forces on the selling of goods. There's where the profit comes in. Never mind politics, baseball or your neighbor's divorce case. Wall street can take care of itself, also the wheat market and—Latonia. Have money enough so as not to worry about payments. Never give a note if you can help it. Let me know as soon as you begin to "shin" for money which you must have before 3 o'clock. That's the beginning of the end. Watch the leaks! Don't overstock! Know what is on the shelves. Beware of the seductive drummer. He don't pay the bills. That comes on you. Don't say, "I like that and I'll make it sell." It is the taste of the customer that decides whether goods are saleable or not.

Pleased with the Change.

Tailor—Checks, I see, are not to be used this spring.

Customer—Well, that suits me; I always liked credit far better.

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.



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.

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.

F. J. DETTENTHALER,
WHOLESALE OYSTERS, FISH and GAME,

LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

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.

THE CALENDAR NUISANCE.

A Merchant Who Suffers from the Trouble.

"This calendar business is completely overdone," said a merchant some days ago. "There was a time when a calendar was a good advertisement of one's business because it was a convenience to get one. Now I consider it a convenience not to get one. The month of January has become a horrid dream. It seems as if our January business this year consisted of receipting for calendars sent to us, and informing the myriad of applicants that we did not issue any ourselves. The first business day in the year, which I believe was January 3, we had nine applications for calendars. The clerks were polite about it, and explained that we were not issuing any advertising of that sort this year, but the applicants all went away with a sort of dissatisfied look.

"The next day was quiet, and I began to think we wouldn't be troubled any more with calendar grabbers, when, about 3 o'clock, a thin, middle-aged man came into the store. He sidled up to one of the clerks, favored him with a beaming smile, and then whispered confidentially, 'I want one of your calendars, old fellow.'

"We don't issue any calendars, sir," said the clerk.

"The visitor nudged the clerk in the ribs. 'That's all right,' he whispered.

"What is?"

"Bluffin' about calendars."

"I tell you we haven't any calendars," "And I say you have," said the calendar fiend out loud. "I saw one up town this morning. Elegant thing, Russia leather and gold, limited number for your big customers, and all that."

"You are greatly mistaken," protested the clerk. "We haven't issued a calendar this year."

"Come off. I saw your calendar myself. I'm a good customer of this house," he added, getting mad. "I bought nine dollars' worth of goods here last fall, and blamed if ever I come in here again." And he went out and slammed the door after him hard enough to break all the glass in it. He really thought we'd bluffed him. Then I had a notice stuck upon the door:

X.....X
HAPPY NEW YEAR.
NO CALENDARS.
We never issued one, and we
never will.
X.....X

But we had thirty-one applications by mail after that. About the 15th the calendars began to come in to us. We received eleven by messengers and had to sign receipts for all of them. Twenty-four others came by mail. I had nine calendars hanging in my office at once. Fire insurance, ink, pens, sarsaparilla, electrotyping, printing, newspapers, cigarettes, all sorts and conditions of enterprise. One of them was two feet square. I think it must have been designed for blind men and old ladies. I stood this collection of calendar bric-a-brac until last week, and then I said to the office boy: "William pull all these calendars up by the roots and throw them into the waste basket. Then get fifty cents from the cashier and buy me a calendar, a little one, all calendar and nothing else."

Science As a Detector of Crime.

A somewhat remarkable case was ended on Feb. 18 by the decision of Chancellor McGill, Judge of the Prerogative Court of New Jersey, revoking a probate he had previously granted on a pretended will of the late George P. Gordon, the millionaire printing press maker of Rahway. In 1879, a year after Gordon's death, a retired lawyer named Henry C. Adams attempted to foist upon the heirs-at-law a will which he pretended was drafted by him in 1868 at the instance of Gordon. Failing to make any impression at that time, his efforts ceased till 1890 when Mary Agnes Gordon, who had had the management of the estate, died. Her will not proving satisfactory to those who had been receiving remittances from the estate during her lifetime, and those remittances ceasing at her death, a contest was begun. Adams

renewed his efforts, and submitted a draft of the alleged will to Black & King, attorneys for the contestants of Miss Gordon's will. A few days later the pretended will itself was found on the Adams farm at Rahway. It was subsequently deposited with the Secretary of State. The alleged will, which Judge McGill has just pronounced a forgery, when finally opened in the preliminary probate proceedings, was found to be a very long and complicated document, written on blue paper in black ink. The draft, which was on white paper, was also written in the main in black ink, but a copious quantity of red ink had been used in interlineations. The significant paragraph of the new will was a direction to his heirs to purchase, if the testator had not succeeded in doing so before his death, the Henry Adams farm for \$32,000. Minute directions were given to insure the purchase, but no lower price than \$32,000 was mentioned. Commenting upon this Judge McGill says:

"It is also to be here noted that the Adams farm is now scarcely worth one-third the price for which it is directed to be purchased."

Continuing the Judge says:

"The only living person who professes to have had knowledge of this disputed paper prior to November, 1890, is Henry C. Adams. He most clearly and positively testified that he drew the disputed paper at the instance of Mr. Gordon. He produced a draft from which he said it was copied. * * * I have already stated that Mr. Adams testified most positively when the draft of the disputed paper was offered in evidence that it was the identical document from which the will of 1868 had been copied, and it is to be remembered that the interlineations in that draft are almost all made with red ink, and that Mr. Adams testified that those interlineations existed when the will was copied from the draft. With a view to testing the truth of this testimony the contestants submitted the draft to scientific experts, who pronounced the red ink to be a product of eosine, a substance invented by a German chemist named Caro, in the year 1874, and after that time imported to this country. At first it was sold for \$125 a pound, and was so expensive it could not be used commercially in the manufacture of ink. Afterwards the price was so greatly reduced that it became generally used in making red ink. It is distinguished by a peculiar bronze cast that is readily detected. It was recognized in the red ink interlineations in the draft of the disputed paper produced by Mr. Adams by a number of scientific gentlemen, among whom were some of the best known ink manufacturers in the country, and Mr. Carl Pickhardt, who first imported eosine. * * * I find it to be impossible to rely upon the testimony of Henry C. Adams. Excluding it the will is not proved.

"I will deny probate, revoking that which I have heretofore granted in common form."

Toots From Ram's Horn.

God speaks whenever and wherever his truth is made known.

A lie is always an enemy, no matter how well meaning it may look.

The man who rides a hobby always wants the whole road for himself.

A boy's idea of having fun is to be allowed to make all the noise he can.

Nothing makes a man so mad as to be shown the face of the devil in himself.

It never hurts the cause of the devil a bit for a stingy man to talk in church.

There are men who starve their children to help the brewer fatten his horses.

Love your enemies, and you won't have any trouble about treating them right.

The character of love is the same, summer and winter. It does not change with circumstance or climate.

Two people praying the same prayer at the same time anywhere on earth will produce a commotion in heaven.

Nothing will take the fight out of a quarrelsome man any quicker than to find out that there is no fight in you.

The angels have no orders to open any windows in heaven for the man who never prays except when he has to.

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.

WANT TO SELL OUT?

WANT TO BUY?

WANT A SITUATION?

WANT A CLERK?

In any case THE TRADESMAN'S wants column will be apt to help you.

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.

THE CRY OF COMMUNE!

Mr. Owen Pays His Compliments to Mr. Stowell.

Written for THE TRADESMAN.

With the kind permission of the editor of THE TRADESMAN, I would like to tender Mr. Stowell my sincere thanks for the very high compliment paid me in last week's issue. Indeed, it is the only compliment of the kind vouchsafed me in these columns during two years of laborious scribbling. I began to grow discouraged. I put forth strenuous efforts to learn if any one had ever read one of my productions. I have the evidence at last. "An article, etc., deserves more than passing notice." Thanks, but I did not write "under the above caption," for said "caption" contains the word "communism." This may not be Mr. Stowell's fault, however—it may have been a slip of the pen on the editor's part. I am sorry that Mr. Stowell did not carefully read the counterpart of this article which preceded it under the head, "Whither are we Drifting." If he had done so he might have understood that I was writing under the inspiration of a prophetic spirit, and that the "commercial tyranny" was a general condition predicted for the future. He would not have charged me with having "apparently, determined in my own mind" that aggregation of capital and singleness of control, *per se*, is commercial tyranny, and "an evil to be deplored and combated."

By the way, my critic takes exception to my phraseology. He thinks there is something out of joint with the phrase "aggregation of capital and singleness of control." It might not have grated quite as harshly on his euphonistic ears if the adjunct had not been connected by a co-ordinate conjunction. His ideas are evidently quite modern, and manufactured to order, after the latest improved patterns; while mine are *home-made* and constructed with *home-grown* material. My learned friend is well fortified with lexicons and unabridged dictionaries. He says his lexicographers tell him that "tyranny is unlawful authority cruelly exercised." He says "an aggregation of capital exercises no authority—has none to exercise." This settles the question—in his mind. Aggregations of capital have no authority to exercise—his lexicographers tell him that tyranny is the cruel exercise of authority—hence, aggregations of capital can never become commercial tyrannies.

But he says an aggregation of capital "has power." That lets me out, for my little, old, pocket dictionary tells me that tyranny is the arbitrary and despotic exercise of power; and observation, backed up by common horse sense, teaches me that an aggregation of capital with a singleness of control, when it reaches the ultimate goal for which it is striving, does exercise arbitrary power, becoming thereby a commercial tyranny.

If I ran a grocery on one corner and Mr. Stowell ran one on the opposite corner, and, in order to increase our chances for success, we pooled our interests, thereby reducing our rent, clerk hire, advertising and other running expenses, it would be an aggregation of capital with a singleness of control—but it would not be a commercial tyranny. Why? Because it would possess no power which might be exercised arbitrarily or despotically. It is only when these aggregations reach a point in their

development where they can control production and dictate prices that they win to themselves the unsavory epithet "commercial tyranny."

He thinks I meant "desire for money" when I used the term "greed;" yet he expresses a doubt as to whether these aggregations are formed for the purpose of satisfying this desire, for he says "they may have been conceived in greed." It seems to me that a man who expresses a doubt on this question would be inclined to doubt his own existence.

Mr. Stowell says I am mistaken in my conception of paternalism. He thinks I don't know the difference between paternalism and communism. I wonder if Mr. Stowell ever waded out very far into the sea of political economy? If he has, an essay on "The Object of Government" would be appreciated by the readers of THE TRADESMAN. I have no space at my disposal for a discussion of the merits or demerits of paternalism. Suffice it to say that the term has attached to itself an American signification since Noah Webster went to his reward. In the use I made of it, I qualified it by making the term synonymous with "governmental control." No chance for quibbling here. Nothing would give me greater pleasure than to follow this gentleman, line by line, but I dare not impose on the good nature of the editor, so will confine myself to this insinuation of communism which my friend has thrown at me.

What does this monopolistic howl of communism mean? Why is it that whenever a man down in the trenches opens his mouth or takes up his pen, the watch dogs in the tower send up this howl? *Commune* is the designation of the lowest administrative division in France. On March 27, 1871, the commune of Paris proclaimed itself the only lawful government, just as the people of Grand Rapids might declare themselves to be free and independent of state and national control. They were driven out of Paris, but on the morning of May 20, they reentered the city, and the terrible cry of the wealthy was heard in every quarter: "The Commune! The commune!" The commune fired the city with petroleum, and the fire was not checked until property had been lost to the value of many millions of dollars, besides the destruction of many historical monuments, which can never be replaced. This act of vandalism is without a parallel in modern times. The horror inspired by the Commune for a time drove the wealthy classes from Paris. So much for French political communism. Let my readers who are better acquainted with me than Mr. Stowell is, say whether I am a political communist or not. This short reign of terror in Paris should not be confounded with the social theory known as communism, and which, I presume, is the particular malady Mr. Stowell imagines I am afflicted with. Let us see. Communism embraces socialism and is the name given to one class of the arrangements by which certain hair-brained cranks have proposed to dispose with those laws of social and political economy which are supposed to keep society together. "Socialism" has generally been applied to those who only propose to interfere with labor by abolishing competition and wages, leaving men to work under the influence of public spirit, and making an equal division of the produce. The term communist, on the other hand, has been applied to those

who go a step further, and propose to abolish the relation of husband and wife, along with the system of domestic government which is founded on parental, or paternal authority. Read this over carefully, Mr. Stowell, and then frankly confess that you didn't know what you were talking about when you said that communism appeared to be what I was contending for.

Mr. Stowell says: "What is needed is simply an application of the principles which underlie our constitution. No oppression can exist where these principles are active." So say I. And permit me to add, that the only way to avoid the dire calamities which so many see, or fancy they see, looming up in the horizon, is to remove everything which interferes with the free action of these principles.

E. A. OWEN.

Beware of the Soap Powder Fiend.

Section 3583 of the Revised Statutes of the United States provides that

No person shall make, issue, circulate or pay out any note, check, memorandum, token or other obligation for a less sum than one dollar, intended to circulate as money or to be received in lieu of lawful money of the United States; and every person so offending shall be fined not more than five hundred dollars or imprisoned not more than six months, or both, at the discretion of the Court.

The "cash tickets" issued by the Rose Washing-Powder Co., the Hartford Chemical Co. and the J. B. Williams Co. are clearly infractions of the postal laws and the Anti-Lottery Act. The tickets of the J. B. Williams Co., which are fair samples of the others, bear date of "Feb. 27, 1893," and on the face is printed:

"This ticket entitles the bearer to 12-cent package containing 1½ pounds of Ivoryine Washing Powder for 7 cents, if presented at your grocer's within 10 days from date. This ticket is thus equal to 5 cents cash." The obverse side contains a "notice to grocers," which reads: "Our salesman will call and cash these tickets at five cents each or they may be mailed to us and we will cash them, but only on condition that they were taken in payment for 1½ pound package of Ivoryine. The J. B. Williams Co., Glastonbury, Ct."

The attention of the postal authorities at Washington was called to the matter, and, after investigation, it was decided that "such issues are clearly infractions of the law and must be discontinued." Grocers should let all such "flim flam" games severely alone. There are plenty of ways by which money can be made and a business advertised without resorting to any such questionable methods. If an article has merit and is useful as well, it will find a market without resorting to a violation of the law for the purpose of "making it go." Moreover, dealers should remember that, in accepting these tickets and offering them as an inducement to purchasers, they are *particeps criminis*, and are liable to prosecution. If dealers would unitedly refuse to handle goods which it is attempted to sell on the catch-penny plan, or any similar system, it would not be long before such disreputable and demoralizing methods would be abandoned.

A business firm at Beuthen, Prussia, recently sent out a number of black letters with white addresses for advertising purposes. After 1000 had been sent the postmaster received an order from the authorities at Berlin forbidding him to receive any more.

It won't do any good for a Christian to talk louder than he lives.

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.



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 \$8% per doz. warranted not to rip. Shirts from \$2.50 to \$15 per doz. Spring line now ready. Samples sent on approval.

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.

Geo. H. Reeder & Co.,

JOBBERS OF

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

Toadstools vs. Mushrooms.

A box of mushrooms sat on a Monroe street grocer's counter. A horny-handed ruralist from one of the back townships, with timothy chaff in his whiskers and dried milk on his boots, was taking a mental inventory of the stock. Three different clerks had, one after the other approached the curry-comb scented gentleman from the country, with a polite bow and an inquiry as to what he would like, but each had been met with, "Oh, I'm just a lookin' round to see what I can see." He did not seem to realize that he was in the presence of delicately-refined, city-bred personages of highly strung nervous temperaments, for he coolly and deliberately pulled a square yard of red cotton out of his pocket and blew such a blast on his nasal trumpet that it nearly frightened the timid candy-counter girl into a "conniption fit."

After this exhibition of his wind power, he repocketed his vermilion sweat evaporator and took a copious "chaw" of black plug "tobacker." Rube was now at peace with all mankind. His jaws began to wag with a sort of lateral swing, and with such regular precision that it indicated a long and close companionship with the patient ox. After a little while he caught sight of the box of mushrooms, which caused him to make the following exclamation, delivered in his own vernacular:

"Toad-stools, by thunder!"

The candy girl was again frightened for she thought the man with the milky boots said "co-boss" and then swore. The girl was not to blame, however, as the articulation was very indistinct, owing to the fact that Rube's organ of speech, at the time, was helplessly floundering in a quagmire of tobacco juice. After thus giving vent to his surprise, he reached out for one and began to pick it to pieces. A bald-faced clerk approached and gently reminded him that those things were too expensive to be mutilated in that way.

"What," cried Rube, "de yu p'tend to tell me that them air toad-stools is good fur anything jist because the ground's kivered with snow an' ye can't go out an' git 'em? But where in sancho did ye find these?"

"Those are not toad-stools," said the blerk, "they're mushrooms, and if you knew what they cost, you would think they were good for something."

Rube looked over to the candy girl and winked, which caused her to drop a tray of caramels. He thought the clerk was trying to guy him, and he wanted to convince the candy girl that he come from the place where toad-stools grew, and that he wasn't such a jay as the clerk took him to be. In justice to the candy girl, it is but fair to state that it was not the mere fact of being winked at that gave her such a shock. Oh, my, no! But it was the manner in which it was done. The candy girl never lived in the country where the girls turn the grind-stone and the pigs drink the buttermilk after it becomes too sour and thick for the men folks.

"Mush-a-rooms," repeated the incredulous Rube, with mouth stretched from ear to ear, "do ye s'pose I never heard that mush-a-rooms was something good t' eat? Do ye think I'm a big enough jay-hawk to b'lieve that anybody ever et toad-stools? I guess not, b' hokey. You'll have to try that on a bigger fool than I am, you betcher boots."

The proprietor now came to the rescue and explained to Rube that they were real mushrooms, and that they were obtained down at Grandville. The proprietor is one of the most candid men in the whole city. The very sound of his voice carries conviction with it, and when coupled with the expression of his honest blue eye, there is not even a shadow of a doubt left in the mind of his hearer. Rube's skepticism vanished. His broad-gauged grin of self-sufficiency gave place to a look of wide-open surprise.

"Is 'at so?" said the newly converted Rube, "but where do ye find 'em dawn t' Grandville? They got jist 's much snow dawn there as ye've got up here."

"Oh, we buy them of a party who propagates them for the market," said the smiling grocer, and then he rubbed his hands and smiled harder as a token of the great fact that all things terrestrial must come to an end. Rube took the hint and began to button up his overcoat. While searching for his mittens in his capacious pocket, he gave vent to his pent up emotions as follows:

"Well, a feller never gits to old t' larn. I've hearn tell of inguns eatin' grasshoppers and pismires but, by hen, I didn't know that yer tony city folks et toad-stools. Why, my sakes alive, if mush-a-rooms is nothing but toad-stools, come out to my place next summer an' ye kin git all ye want fur nothing; but I wouldn't eat one of 'em if ye'd give me the best hoss in the county."

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Elk Rapids Iron Co., Elk Rapids. Eugene O'Connor, Kent City. Jas. S. Toland, Ross. C. Pfeifle, Diamond Lake. R. D. McNaughton, Coopersville. C. S. Comstock, Pierson. A. C. Brink, Bailey. A. Denton, Howard City. C. McCarty, Lowell. Frank Smith, Leroy. Jas. D. C. Hubbard, Parmelee.

The Lansing Woodenware Co.

will open up about April 16, in the City of Lansing, Mich., and would like to correspond with all manufacturers of goods in that line. Address

F. P. MERRELL,

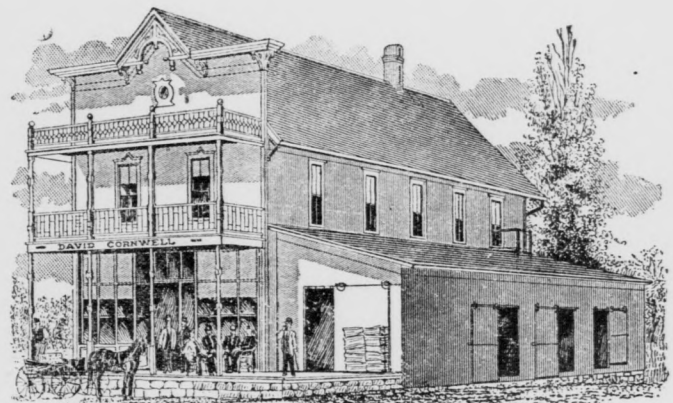
Ithaca, Mich.

Do You Want a Cut of



Your Store Building?

For use on your Letter Heads, Bill Heads, Cards, Etc.?



We can furnish you with a double column cut similar to above

For \$10.



Or a single column cut, like the above for \$6.

In either case we should have clear photograph to work from.

THE TRADESMAN COMPANY,

ENGRAVERS AND PRINTERS.

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

One Year—James Vernon, Detroit.
 Two Years—Ottmar Eberbach, Ann Arbor
 Three Years—George Gundrum, Ionia.
 Four Years—C. A. Eugene, Cheboygan.
 Five Years—S. E. Parkill, Owosso.
 President—Ottmar Eberbach, Ann Arbor.
 Secretary—Jas. Vernon, 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. Ferry, 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 Vernon.
 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.

Between Two Fires.

S. P. Whitmarsh in Pharmaceutical Era.

The proprietor of a drug store in any city or large town may, or may not, be satisfied with his environments. There are certainly some features in which an enthusiastic lover of his profession may take pride and pleasure—such as a lively prescription trade that keeps his knowledge of materia medica fresh in mind and develops new combinations in orders for drug dispensing. Thus he is prevented from becoming careless and dull through routine, or rusty from lack of practice. To this may be added the fact, that as he must necessarily keep up with the times in the matter of new remedies, the business quite naturally gratifies the ambition of one who aspires to be not only a dealer in drugs, but a student and chemist as well.

That there are drawbacks, even to the most prosperous city druggist, it is useless to deny. The competition of trade is apt to compel excessive outlays in order to keep at least abreast of the times. The cares of conducting a business that requires so much to be spent in luxurious fixtures and expensive clerk hire, and the chance that some slight cause may at any time direct the current of trade away from him may possibly overbalance the advantage of location. The temptation to extravagant living in order to maintain social standing or family influence may prove one of the rocks on which his business and happiness may be wrecked. But one whose experience has been wholly confined to cities or large towns can have no realizing sense of the condition that surrounds, confounds and perpetually confronts the country druggist.

I speak now of one who, in addition to having a good general education, has also well grounded opinions on what may be considered the ethics of his profession—who is sensitive as to the good or ill-repute in which he may be held, and has a conscience of the true New England pattern—also a miscellaneous stock of goods and a moderate acquaintance with human nature. Given these conditions in an average country village under our peculiar laws, and there is also given the making of a hero or a hypocrite. Which he will be depends not so much on the surroundings as on himself; yet were it not for the surroundings, the battle of life would not have to be fought out against such heavy odds as met men in olden times, who went to the gibbet or stake to prove their faithfulness to honest conviction of what they thought was right.

The country druggist begins his chosen career often under circumstances that in many respects are very promising; especially if he is at some distance from another town, and the local physician has not graduated from a college where he is taught that the practice of medicine and the dispensing of the same should be combined in one person. He can find some satisfaction in adapting the stock on his shelves to the varied needs of the community. By reading and occasional visits to city marts, he can keep himself *en rapport* with the progressive nature of his calling, and if not too much confined to business, enjoy the social amenities of life with increasing zest.

Were it not for one element that enters to disturb these favorable conditions his life might flow smoothly and happily along, with nothing more than the vicis-

situdes common to ordinary mortals engaged in mercantile pursuits. The fates, however, are seldom propitious in his case. He soon finds that, on account of the fact that vinous and spirituous liquors are a necessary part of his stock in trade, entering into the composition of so many known and needed remedies, his standing in society, if not questionable, is at least questioned, and he is most unjustly criticised by many whose good will he had hoped to deserve and secure.

In a rural community the ordinary rules of law are suspended and sentence is usually pronounced before the verdict is rendered. Often the last formality takes precedence of the slight evidence that is grudgingly admitted. Upon the dealer, in goods the sale of which is restricted by statute, falls a surveillance equal to the "white light that beats against a throne," and which distorts natural objects into horrible shapes in perspective on the shade of a distant background. At the outset he is handicapped by traditions born of gossip and prejudice, that meet him on every hand. In time he also encounters bitter enmities from another class who cannot understand, and continually resent, the course he pursues in declining to make unlawful sales. He is thus placed between two fires, and before his hair is gray knows the true application and painful meaning of that noted phrase, "the slings and arrows of outrageous fortune." But that other saying, "*in medio tutissimus ibis*," does not apply to one in his condition. It is because he has decided to walk in the middle of the road that the missiles from both parties fall heaviest on his unprotected head. There is a certain distance wherein the kick of a mule attains its greatest momentum. It is easier to believe this statement than to exemplify it in one's own person.

By the extremists who, in mistaken zeal for temperance, adopt the motto, "*aut Caesar, aut nullus*," the rural dispenser is classed with the worst of those who pander to the drinking habit. By the opposite class, to whom freedom means license to evade or defy laws passed in the interest of true liberty, he is ranked as a fanatic. The former prove the sincerity of their charges by a withdrawal of outward courtesies and by a lessening trade. The latter show resentment by refusing to deal with a man who is so foolish as to have scruples about selling a *dram*, and considers gold dross that cannot be earned without the sacrifice of principle. Neither class seems able to grasp the idea that one whose convictions of duty cost him so much in cold cash may possibly be in the right, and they—mistaken.

It is because the critics accept the voice of gossip for evidence, that they so often do injustice to men who, as a class, stand true to the interests of society at a cost both in money and reputation, that none but the eye of Omniscience may ever know.

It is easy for one whose calling makes him independent of public favor for a living, to suggest what another should do in a difficult case. Virtue by proxy is very common, but it never wins for its possessor the palm for noble deeds. Were such critics to put themselves for a short time in the place of one they condemn, they would hear the voice of conscience echo as once it sounded on Judea's plain. "Let him that is without sin cast the first stone." When once they have been called on at any hour of the day or night to decide off-hand a question not always involving moral principle but only matters of fact, without the usual guide of clear testimony, leaving one's intuitions and the preponderance of what slight indirect evidence may develop the only clue to a correct solution, their decisions also might not match the wisdom of Solomon.

Perhaps some will urge that the druggist may escape such embarrassing positions by keeping alcohol in stock only for tinctures, and selling no vinous or distilled liquor except under the written order of a physician. This suggestion ignores the fact that there are every day cases where spirits for medicine are obviously a necessity in many households. To compel one to pay first a fee to procure the order, often at great in-

convenience and loss of time, and then in addition the cost of the medicine, would be an undeserved hardship for honest people, while it would not prevent unlawful use by unworthy applicants. The restraints now devised by statute to prevent the sale of liquor by druggists as a beverage are already ample and exhaustive.

What is needed to-day for the protection of society in this particular is a public sentiment that does not shift one's own moral burdens on other people's shoulders. The value of a man's principles can only be reckoned by what they have cost him either in material, wealth or personal sacrifice. The druggist has a right to ask for a public sentiment that shall sustain and encourage every honest dealer in living up to the law and his well-known convictions of duty. Thus the unfortunate country dealer would no longer be at the mercy of two hostile fires—one of gossip and misrepresentation, reaching even into legislative halls, set by well-intentioned people as once were the fires of persecution in olden time, to destroy what were considered evils that could be obliterated in no other way—the other a fire of revenge, kindled by resentment for fancied wrongs, and both unworthy the age of toleration in which we now live.

Character is what we are when we think we are not watched.

Use Tradesman or Superior Coupons.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists
 GRAND RAPIDS

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.

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.

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, CATTARRH, HEADACHE and NEURALGIA. The first inhalations stop sneezing, snuffing, 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.

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.

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.		Fruits.		Gold Medal		No. 1, 6.		GUNPOWDER.	
Aurora	55 6 00	3 lb. standard	1 05	Skim	9 @12 1/2	No. 2, 6	1 50	Austin's Rifle, kegs	3 50
Castor Oil	75 9 00	York State gallons	3 25	Brick	11	XX wood, white		" " 1/4 kegs	2 00
Diamond	50 5 50	Hamburg		Edam	1 00	No. 1, 6 1/2	1 35	" " Crack Shot, kegs	3 50
Prater's	83 9 00	Apricots		Leiden	23	No. 2, 6 1/2	1 25	" " 1/2 kegs	2 00
Mica	75 8 00	Live oak	1 75	Limburger	210	6 1/2	1 00	" " Club Sporting	4 50
Paragon	55 6 00	Santa Cruz	1 75	Pineapple	225	6	95		
BAKING POWDER.		Lusk's	1 75	Roquefort	235	FARINACEOUS GOODS.		HERBS.	
Acme	45	Overland	1 75	Sap Sago	222	Farina		Sage	15
1/2 lb. cans, 3 doz.	85	Blackberries		Schweitzer Imported	224	100 lb. kegs.	3 1/2	Hops	15
1 lb. " 1	1 00	B. & W.	95	domestic	214	Barrels	3 00	INDIGO.	
Bulk	10	Cherries		CATSUP.		Hominy	3 00	Madras, 5 lb. boxes	55
Arctic		Pitted Hamburg	1 10 @ 1 20	Blue Label Brand		Grits	3 50	S. F., 2, 3 and 5 lb. boxes	50
1/2 lb. cans	60	White	1 75	Pint	2 75	COUPON PASS BOOKS.		JELLY.	
1 lb. " "	1 20	Erle	1 30	Quart 1 doz bottles	3 50	[Can be made to represent any		17 lb. pails	70 @ 75
1 lb. " "	2 00	Damsons, Egg Plums and Green	1 30	CLOTHES PINS.		denomination from \$10 down.]		30 " "	1 00 @ 1 05
1 lb. " "	9 60	Gages		5 gross boxes	40 @ 45	20 books	\$ 1 00	LICORICE.	
Fosfon	80	California	1 10	35 lb boxes	23	500, any one denom'n	\$3 00	Pure	30
5 oz. cans, 4 doz. in case	2 00	Gooseberries	1 70	Less quantity	23 1/2	1000 " "	5 00	Calabria	25
16 " "	2 00	Peaches		Pound packages	6 1/2 @ 7	2000 " "	8 00	Sicily	12
Red Star, 1/2 lb. cans	40	Pie	1 25	COFFEE.		Steel punch	75	LYE.	
1 lb. " "	50	Maxwell	1 85	Green		CRACKERS.		Condensed, 2 doz	1 25
1 lb. " "	1 50	Shepard's	2 00	Rio		Butter		" 4 doz	2 25
Telfer's, 1/2 lb. cans, doz.	85	California	2 20	Fair	20	Seymour XXX	6	MATCHES.	
1 lb. " "	1 50	Monitor	1 85	Good	21 1/2	Family XXX	6	No. 3 sulphur	1 65
Dr. Price's		Pears		Prime	23 1/2	Family XXX, cartoon	6 1/2	Anchor parlor	1 70
per doz		Common	2 10	Golden	25	Salted XXX, cartoon	6 1/2	No. 2 home	1 10
Dime cans	90	Pineapples	1 00 @ 1 30	Peaberry	25	Salted XXX, cartoon	6 1/2	Export parlor	4 00
4 oz. " "	1 33	Johnson's sliced	2 50	Mexican and Guatemala	21	Kenosha	7 1/2	MINCE MEAT.	
6 oz. " "	1 90	grated	2 75	Fair	21	Boston	8		
8 oz. " "	2 47	Quinces	1 10	Good	22	Butter biscuit	8 1/2	3 or 6 doz. in case per doz.	95
12 oz. " "	3 75	Raspberries	1 30	Prime	23	Soda		MEASURES.	
16 oz. " "	4 75	Black Hamburg	1 50	Peaberry	24	Soda, XXX	6	1 gallon	\$1 75
2 1/2 lb. " "	11 40	Black black	1 30	Marscalbo	21	Soda, Duchess	7 1/2	Half gallon	1 40
4 lb. " "	18 25	Strawberries	1 25	Prime	21	Crystal Wafer	10	Quart	70
5 lb. " "	21 60	Lawrence	1 25	Milled	22	Long Island Wafers	11	Pint	45
10 lb. " "	41 80	Hamburg	1 25	Java	22	Oyster		Half pint	40
BATH BRICK.		Terrapin	1 10	Private Growth	27	S. Oyster XXX	6	Wooden, for vinegar, per doz.	
2 dozen in case		Whortleberries	1 00	Mandehling	28	City Oyster XXX	6	1 gallon	7 00
English	90	Meats		Arabian	26	Farina Oyster	6	Half gallon	4 75
Bristol	80	Corned beef, Libby's	2 10	CREAM TARTAR.		DRIED FRUITS.		Quart	70
Domestic	70	Potted ham, 1/2 lb.	1 30	Strictly pure	30	Domestic		Pint	45
BLUING.		" 1/2 lb.	1 80	Telfer's Absolute	31	Apples		Half pint	40
Arctic, 4 oz. ovals	4 00	" tongue, 1/2 lb.	1 35	Grocers' 15 @ 25		Sundried, sliced in bbls.	7 1/2	MOLASSES.	
" 8 oz. " "	7 00	" chicken, 1/2 lb.	95	Roasted.		Evaporated, 50 lb. boxes	10 1/2	Blackstrap.	
" No. 2, sifting box	2 75	Vegetables.		To ascertain cost of roasted		California in bags	16 1/2	Sugar house	14
" No. 3, " "	4 00	Beans		coffee, add 1/4c. per lb. for roast-		Evaporated in boxes	17	Ordinary	16
" No. 5, " "	8 00	Hamburg stringless	1 25	ing and 15 per cent. for shrink-		Blackberries	17	Porto Rico	
" 1 oz ball	4 50	" French style	2 25	age.		In boxes	8 @ 9	Prime	30
BROOMS.		Lima, green	1 35	Package.		Nectarines	15	Fancy	30
No. 2 Burl	1 75	Lewis Boston Baked	1 35	McLaughlin's XXXX	24 30	70 lb. bags	15 1/2	New Orleans.	
No. 1 " "	2 00	Bay State Baked	1 35	Bunola	23 80	25 lb. boxes	15 1/2	Fair	18
No. 2 Carpet	2 25	World's Fair Baked	1 35	Lion, 60 or 100 lb. case	24 30	Peaches	16	Good	20
No. 1 " "	2 50	Picnic Baked	1 00	Extract.		Cal. evap.	14	Extra good	25
Parlor Gem	2 75	CHICORY.		Valley City 1/2 gross	75	" In bags	13 1/2	Choice	30
Common Whisk	90	Corn		Felix	1 15	California in bags	16 1/2	Fancy	40
Fancy	1 15	Hamburg	1 40	Hummel's, foll. gross	1 50	Evaporated, 50 lb. boxes	10 1/2	PICKLES.	
Warehouse	3 25	Soaked	75	tin	2 50	Blackberries	17	Medium	
BRUSHES.		Hamburg marrofat	1 35	CLOTHES LINES.		Prunelles		Barrels, 1,200 count	25 50
Stove, No. 1	1 25	French	2 25	Cotton, 40 ft.	per doz. 1 25	Raspberries	22	Half bbls, 1,200 count	23 75
" 10	1 50	Lima	1 35	" 50 ft.	" 1 40	Loose Muscatels in Boxes	24	Small	
" 15	1 75	soaked	75	" 70 ft.	" 1 60	2 crown	1 50	Barrels, 2,400 count	8 00
Rice Root Scrub, 2 row	85	Lewis Boston Baked	1 35	" 80 ft.	" 1 75	3 crown	1 65	Half bbls, 1,200 count	4 50
Rice Root Scrub, 3 row	1 25	Bay State Baked	1 35	" 90 ft.	" 1 90	Loose Muscatels in Bags	5 1/2	PIPES.	
Palmetto, goose	1 50	Picnic Baked	1 00	" 72 ft.	" 1 00	3 crown	6 1/2	Clay, No. 216	1 75
BUTTER PLATES.		CONDENSED MILK.		CONDOSE MILK.		Foreign.		" T. D. full count	75
Oval-250 in crate		Eagle	7 40	4 doz. in case		Patras, in barrels	4 1/2	Cob, No. 3	1 25
No. 1	60	Crown	6 25	COUPON BOOKS.		" in 1/4 bbls	4 1/2	POTASH.	
No. 2	60	Genuine Swiss	7 70	TRADESMAN		" in less quantity	4 1/2	48 cans in case	
No. 3	80	American Swiss	6 70	5		Peel		Babbitt's	4 00
No. 5	1 00	CHOCOLATE.		TRADESMAN		Citron, Leghorn, 25 lb. boxes	20	Penna Salt Co.'s	3 25
CANDLES.		Baker's		1		Lemon	25	RICE.	
Hotel, 40 lb. boxes	10	German Sweet	23	CREDIT COUPON		Orange	11	Domestic	
Star, 40	9	Premium	37	5		Flavoring Extracts.		Carolina head	6
Paraffine	11	Breakfast Cocoa	43	CHOCOLATE.		Souders.		" No. 2	5 1/2
Wicking	24	CHEESE.		COUPON BOOKS.		Vanilla.		" No. 2	4 1/2
CANNED GOODS.		Amboy	13 1/2 @ 13 1/4	TRADESMAN		Regular		Broken	3
Fish.		Acme	12 1/2 @ 12 1/4	5		Vanilla		Imported.	
Clams		Riverside	12 1/2 @ 12 1/4	CREDIT COUPON		2 oz folding box	75	Japan, No. 1	6
Clam Chowder		CHOCOLATE.		TRADESMAN		3 oz " "	1 00	" No. 2	5
Standard, 3 lb.	2 25	Baker's		1		4 oz " "	1 50	Java	5
Cove Oysters		German Sweet	23	CREDIT COUPON		6 oz " "	2 00	Patna	5
Standard, 1 lb.	95	Premium	37	5		8 oz " "	3 00	JENNINGS' D. C.	
2 lb.	1 75	Breakfast Cocoa	43	CHOCOLATE.		Regular		Lemon, Vanilla	
Lobsters		CHEESE.		COUPON BOOKS.		2 oz " "	75	1 00	1 50
Star, 1 lb.	2 50	Amboy	13 1/2 @ 13 1/4	TRADESMAN		3 oz " "	1 00	1 50	2 00
" 2 lb.	3 50	Acme	12 1/2 @ 12 1/4	5		4 oz " "	1 50	2 00	3 00
Picnic, 1 lb.	2 00	Riverside	12 1/2 @ 12 1/4	CREDIT COUPON		6 oz " "	2 00	3 00	4 00
" 2 lb.	2 90	CHOCOLATE.		TRADESMAN		8 oz " "	3 00	4 00	
Mackerel		Baker's		1		ENVELOPES.		XX rag, white.	
Standard, 1 lb.	1 25	German Sweet	23	CREDIT COUPON		No. 1, 6 1/2	\$1 75	One Cent	
" 2 lb.	2 10	Premium	37	5		No. 2, 6 1/2	1 60	Universal.	
Mustard, 2 lb.	2 25	Breakfast Cocoa	43	CHOCOLATE.		COUPON BOOKS.		TRADESMAN	
Tomato Sauce, 2 lb.	2 25	CHEESE.		COUPON BOOKS.		TRADESMAN		TRADESMAN	
Souped, 2 lb.	2 25	Amboy	13 1/2 @ 13 1/4	TRADESMAN		TRADESMAN		TRADESMAN	
Salmon		Acme	12 1/2 @ 12 1/4	5		TRADESMAN		TRADESMAN	
Columbia River, flat	1 90	Riverside	12 1/2 @ 12 1/4	CREDIT COUPON		TRADESMAN		TRADESMAN	
" " " "	1 75	CHOCOLATE.		TRADESMAN		TRADESMAN		TRADESMAN	
Alaska, Red	1 45	Baker's		1		TRADESMAN		TRADESMAN	
" pink	1 25	German Sweet	23	CREDIT COUPON		TRADESMAN		TRADESMAN	
Sardines.		Premium	37	5		TRADESMAN		TRADESMAN	
American	@ 5	Breakfast Cocoa	43	CHOCOLATE.		TRADESMAN		TRADESMAN	
Imported	6 1/2 @ 7	CHEESE.		COUPON BOOKS.		TRADESMAN		TRADESMAN	
" "	10 @ 11	Amboy	13 1/2 @ 13 1/4	TRADESMAN		TRADESMAN		TRADESMAN	
Mustard	@ 8	Acme	12 1/2 @ 12 1/4	5		TRADESMAN		TRADESMAN	
Boneless	21	Riverside	12 1/2 @ 12 1/4	CREDIT COUPON		TRADESMAN		TRADESMAN	
Trout.		CHOCOLATE.		TRADESMAN		TRADESMAN		TRADESMAN	
Brook, 3 lb.	2 50	Baker's		1		TRADESMAN		TRADESMAN	

SPICES.		Scouring.		Banner Tobacco Co.'s Brands.		Bologna.		SHELL GOODS.		Pails, No. 1, two-hoop.	
Whole Sifted.		Sapolio, kitchen, 3 doz. 2 50		Banner Cavendish.		" shoulders		Oysters, per 100 1 50		" No. 1, three-hoop.	
Allspice.		hand, 3 doz. 2 50		Gold Cut.		" liver		Clams, " 1 00		Clothespins, 5 gr. boxes.	
Cassia, China in mats.		SUGAR.		Scotten's Brands.		" Frankfort		BULK.		Bowls, 11 inch.	
" Batavia in bund.		To ascertain the cost of sugar		Warpath.		Mutton		Counts, per gal.		" 13 "	
" Saigon in rolls.		laid down at any town in the		Honey Dew.		Veal		Extra Selects.		" 15 "	
Cloves, Amboyna.		Lower Peninsula, add freight		Gold Block.		F. F. Adams Tobacco Co.'s		Selects.		" 17 "	
" Zanzibar.		rate from New York to the fol-		Handmade.		Brands.		Standards.		" 19 "	
Mace Batavia.		lowing quotations, which repre-		Leidersdorf's Brands.		F. J. Dettenthaler quotes as		Clams.		" 21 "	
Nutmegs, fancy.		sent the refiners' prices:		Peerless.		follows.		Scallops.		Baskets, market.	
" No. 1.		Cut Leaf.		Old Tom.		FRESH FISH.		Shrimps.		" shipping bushel.	
" No. 2.		Powdered.		Standard.		Whitefish.		PAPER & WOODENWARE		" full hoop "	
Pepper, Singapore, black.		Granulated.		Globe Tobacco Co.'s Brands.		Trout.		PAPER.		" willow cl'ths, No. 1 5 75	
" white.		Fine Granulated.		Handmade.		Halibut.		Straw.		" " No. 2 6 25	
" shot.		Extra Fine Granulated.		Corn Cake.		Ciscoes or Herring.		Rockfalls.		" " No. 3 7 25	
Pure Ground in Bulk.		Cubes.		OILS.		Bluefish.		Rag sugar.		" " No. 1 3 50	
Allspice.		XXXX Powdered.		The Standard Oil Co. quotes		Fresh lobster, per lb.		Hardware.		" " No. 2 4 25	
Cassia, Batavia.		Confec. Standard A.		as follows, in barrels, f. o. b.		Cod.		Bakers.		" " No. 3 5 00	
" and Saigon.		No. 1 Columbia A.		Grand Rapids:		No. 1 Pickerel.		Dry Goods.		INDURATED WARE.	
" Saigon.		No. 5 Empire A.		Eocene.		Pike.		Jute Manilla.		Pails, 1 doz.	
Cloves, Amboyna.		No. 7.		Water White, old test.		Smoked Haddies.		Red Express.		" " " "	
" Zanzibar.		No. 8.		W. W. Headlight, 150°.		Red Snappers.		No. 1.		Local dealers pay as follows:	
Ginger, African.		No. 9.		Water White.		Columbia River Salmon.		No. 2.		DRESSED.	
" Cochin.		No. 10.		Naptha.		Mackerel.		No. 3.		Fowl.	
" Jamaica.		No. 11.		Stove Gasoline.		Fairhaven Counts.		WOODENWARE.		" " "	
Mace Batavia.		No. 12.		Engine.		F. J. D. Selects.		Tubs, No. 1.		Turkeys.	
Mustard, Eng. and Trieste.		No. 13.		Black, 15 cold test.		Anchor.		No. 2.		Ducks.	
" Trieste.		SYRUPS.		HIDES, PELTS and FURS.		Standards.		No. 3.		Chicken.	
Nutmegs, No. 2.		Barrels.		Perkins & Hess pay as fol-		Favorites.		Sea Island, assorted.		" " "	
Pepper, Singapore, black.		Half bbls.		lows:		PROVISIONS.		No. 5 Hemp.		LIVE.	
" Cayenne.		Pure Cane.		Green.		The Grand Rapids Packing and Provision Co.		No. 6.		Chickens.	
" Absolute" in Packages.		Fair.		Part Cured.		quotes as follows:		WOODENWARE.		" " "	
Allspice.		Good.		Full.		PORK IN BARRELS.		Tubs, No. 1.		" " "	
Cinnamon.		Choice.		Dry.		Mess.		No. 2.		" " "	
Cloves.		SWEET GOODS.		Kips, green.		Short cut.		No. 3.		" " "	
Ginger, Jamaica.		Ginger Snaps.		Cured.		Extra clear pig, short cut.		Stand up, 5 lb. boxes.		BANANAS.	
" African.		Sugar Creams.		Wet Mustard.		Extra clear, heavy.		Small.		ORANGES.	
Mustard.		Frosted Creams.		Beer mug, 2 doz in case.		Clear, fat back, short cut.		Medium.		Floridas, fancy.	
Pepper.		Graham Crackers.		YEAST.		Clear back, short cut.		Large.		Messinas, 200s.	
Sage.		Oatmeal Crackers.		Magic.		Standard clear, short cut, best.		SAUSAGE—Fresh and Smoked.		" 300s.	
SAL SODA.		VINEGAR.		Warner's.		PORK IN BARRELS.		Pork Sausage.		LEMONS.	
Granulated, boxes.		40 gr.		Yeast Foam.		Mess.		Ham Sausage.		Messina, choice, 360.	
SAUERKRAUT.		50 gr.		Diamond.		Short cut.		Tongue Sausage.		" fancy, 360.	
Gold Medal.		WET MUSTARD.		Royal.		Extra clear pig, short cut.		Frankfort Sausage.		" choice 300.	
SEEDS.		Beer mug, 2 doz in case.		TEAS.		Extra clear, heavy.		Blood Sausage.		" fancy 360.	
Anise.		YEAST.		JAPAN—Regular.		Clear, fat back, short cut.		Bologna, straight.		OTHER FOREIGN FRUITS.	
Canary, Smyrna.		Magic.		Good.		Standard clear, short cut, best.		Bologna, thick.		Figs, fancy layers, 6 lb.	
Caraway.		Warner's.		Choice.		SAUSAGE—Fresh and Smoked.		Head Cheese.		" " 10 lb.	
Cardamom, Malabar.		Yeast Foam.		Choice.		Pork Sausage.		Kettle Rendered.		" extra " 14 lb.	
Hemp, Russian.		Diamond.		Dust.		Ham Sausage.		Granger.		" " 20 lb.	
Mixed Bird.		Royal.		FAIR.		Tongue Sausage.		Family.		" " 10 lb.	
Mustard, white.		SUN CURD.		Good.		Frankfort Sausage.		Compound.		" " 14 lb.	
Poppy.		Fair.		Choice.		Bologna, straight.		50 lb. Tins, 1/2 c advance.		" " 20 lb.	
Rape.		Good.		Choice.		Bologna, thick.		20 lb. pails, 1/2 c.		" " 10 lb.	
Cattle bone.		Choice.		Dust.		Head Cheese.		1 lb. " 1 c "		" " 3 lb. " 1 c "	
STARCH.		BASKET FIRED.		FAIR.		LARD.		BEEF IN BARRELS.		Almonds, Tarragona.	
Corn.		Fair.		Good.		Kettle Rendered.		Extra Mess, warranted 200 lbs.		" Traca.	
20 lb boxes.		Choice.		Choice.		Granger.		Extra Mess, Chicago packing.		" California.	
40 lb.		Extra choice, wire leaf.		Choice.		Family.		Boneless, rump butts.		Brazil, new.	
Gloss.		GUNPOWDER.		Choice.		Compound.		SMOKED MEATS—CANNED or Plain.		Filberts.	
1-lb packages.		Common to fair.		Choice.		50 lb. Tins, 1/2 c advance.		Hams, average 20 lbs.		Walnuts, Grenoble.	
3-lb.		Extra fine to finest.		Dust.		20 lb. pails, 1/2 c.		" 16 lbs.		" Marbot.	
6-lb.		Choice.		FAIR.		1 lb. " 1 c "		" 12 to 14 lbs.		" Calif.	
40 and 50 lb. boxes.		Choice.		Good.		3 lb. " 1 c "		" picnic.		Table Nuts, fancy.	
Barrels.		Common to fair.		Choice.		BEER IN BARRELS.					

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, March 6, G. H. DeGraaf acted as chairman in the absence of the regular presiding officer.

Several complaints were filed against the Star Mills for selling small quantities of flour to consumers, whereupon J. H. Goss moved that the old Committee on Flour be discharged and a new Committee be appointed to investigate the matter and report at the next meeting. The motion was adopted and the chairman appointed as such committee Messrs J. H. Goss, Peter Schuit and D. Arnott.

Henry Hanink, of the special Committee on Oil, reported that Manager Bonnell could not give a definite answer to the request of the Association on the oil peddling question, as he expected a visit shortly from an officer of the company, when he would make a prompt reply to the request. The report was accepted and the Committee continued.

E. J. Herrick, chairman of the Committee on Municipal Affairs, presented the following report:

Your Committee, to whom was referred the license clause of the report of your Election Committee, begs leave to report as follows:

1. That Section 3 to the ordinance relative to hucksters, peddling and hawking in the city of Grand Rapids, passed May 1, 1891, be amended as follows: Only yearly licenses shall be issued, dated from May 1, of each year, and paid in full at time of taking such license, or proportionate part of fiscal year after May 1 of each year. Also that the title to the above mentioned ordinance be changed by striking out the word "hawking."

2. We would recommend a change as follows in the schedule of fees for licenses:

Peddlers of groceries.....	\$51 00
" berries.....	21 00
" fruit.....	51 00
" fruit by basket only.....	16 00
" oil.....	51 00
" vegetables.....	21 00
" spices and extracts.....	51 00
" tea and coffee.....	51 00
" brooms.....	16 00

Chairman DeGraaf called E. J. Carrel to the chair and moved that the report be amended by changing the license fee for fruit peddlers by basket from \$16 to \$31. The amendment was heartily endorsed by Messrs. Goss, Schuit, Wagner and White, when the amended report was accepted and adopted.

The Secretary reported the number of acceptances to the invitation to the State meeting of grocers, for the purpose of organizing a State league of grocers' associations. The invitation was not so generally accepted as it was hoped it would be, owing to the apathy of a number of the local associations throughout the State.

E. White recommended that the convention be postponed until the time of the annual picnic in August, and E. J. Herrick moved that the meeting be postponed until the middle of May, which, after somewhat extended discussion, was adopted.

E. White suggested that the grocery stores be closed at 5 o'clock one night a week during June, July and August. The suggestion evoked some discussion and will be taken up for further discussion at some future meeting.

J. J. Wagner said that the Association had been a very great benefit to the grocers, but he doubted the wisdom of the last change in the sugar price. This appearing to be the sentiment of a majority of those present, the chairman asked all those who wished to see the price put back to 5 cents a pound or 18 pounds for \$1 to rise. There being no dissenting votes, the Committee on Trade Interests was instructed to make the change in price the following day.

J. H. Goss suggested that some of the officers of the Association visit the West Leonard street grocers with a view to securing applications for membership in that locality.

E. White moved that a roll call of the members be made hereafter, which was adopted.

The chairman appointed the following special committees:

To interview candidates for Mayor—Messrs. Herrick, Walbridge and Viergiver.

To see candidates for alderman:

First ward—G. H. DeGraaf, John G. Gray, A. Brink.

Second ward—Geo. McInnes, Jr., Hubert Daane, A. Buys.

Third ward—H. Liesveld, Elmer E. Chapel, S. E. Gauthier.

Fourth ward—John Cordes, Jr., Julius J. Wagner, J. Frank Gaskill.

Fifth ward—Peter Schuit, H. A. Olney, Geo. Timmer.

Sixth ward—John Ley, M. A. Tuinstra, John Mulder.

Seventh ward—A. Vidro, Chas. Pettersch, Ed. C. Judd.

Eighth ward—J. Geo. Lehman, Leonard Klipp, Jos. Rademacher.

Ninth ward—Jas. A. Stratton, Chas. Schmidt.

Tenth ward—T. H. Hart, Frank Dyk, Augustus Bartholomew.

Eleventh ward—W. F. Huyge, B. Doyle, John Van DeWyck.

Twelfth ward—E. J. Carrel, G. Roessink, Geo. H. Cobb.

There being no further business the meeting adjourned.

The Value of a Trademark

From the Keystone.

A trademark is a certificate of character. It embodies the memories and reputations of the founders of a business, and the activities and enthusiasms of present management. It comprehends the scores of lives, may be, which have been concerned in the development of the fame of the article. It stands for something which the public has learned to respect. A man's name on a note measures in its effect the sum of his financial reputation. A man's card socially tells by the consideration it calls forth just how his reputation stands in social lines. The preacher is advertised by the power of his pulpit reputation; his trademark sells his published sermons and draws crowds to hear him. The lawyer gains a public recognition for his talents and for his probity by his reputation for argument and honor.

Is the mercantile trademark different, except in kind? The goods become generally known as a social leader is. "They gather the force of many minds and of many lives, as the workers succeed each other in pushing and perfecting the article. The purity is kept up, the quality is found to be reliable, and the public awards a vote of general confidence. This makes the value of a trademark, and it also makes the value of a character." Cynical men say that "every man has his price." While they measure character by this mean estimate, it would be well for them to realize that they could not buy the mere word "Sapolio" for a round million of dollars; and the names "Elgin," "Keystone," "Waltham," etc., represent a money value which would stagger the belief of an intending purchaser of the businesses represented by these names.

In view of this conceded value of a trademark or tradename, it is not surprising that unscrupulous men should attempt to steal such reputations. The more daring will deliberately risk the law by exactly copying the mark or name; others, with more caution, will imitate it so nearly as to deceive the public in nine cases out of ten. The spelling will be slightly changed; an inconspicuous word will be dropped or added; or any of a dozen familiar subtleties will be practiced. It seems to be the penalty of fame that rascals should make a target of an object distinguished above others—not, however, by defaming its merits, but by putting before the world an imitation which confuses the people and foists upon the ignorant an article which is unworthy the reputation of the original—an infinitely more serious hurt than could ensue from unjust abuse or slander.

It behooves all good people to jealously guard against the counterfeiting of trademarks and the theft of tradename. Common wisdom, no less than common honesty, is concerned in protecting the integrity of reputations. In such a defense the manufacturer, the merchant and the consumer should be allied; for the iniquitous defrauding of a well-deserved popularity strikes at the very root of honest effort, and stands as a menace to all worthy and proper ambition.

A big salmon trust is forming in Oregon to control the entire output of the Columbia River canneries. All the principal packers have reached an agreement and the final steps of organization are about to be taken. The combination resembles the Alaska salmon trust formed last year.



Why have the sales in-
g the past

creased 25 per cent. dur-
year on

Silver Soap

Manufactured by

THE THOMPSON & CHUTE SOAP CO.,

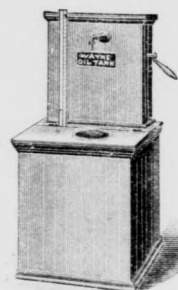
TOLEDO, OHIO.

FIRST.—High Grade of Quality! **SECOND.**—Its moderate Cost! **THIRD.**—The Successfu
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.

ESTABLISHED 36 YEARS.

Michael Kolb & Son,
Wholesale Clothiers,
Rochester, N. Y.

It is a pleasure to acknowledge that through advertising herein we constantly receive mail orders giving universal satisfaction, and our Michigan representative, **William Connor**, frequently receives letters from merchants requesting to look through our line. He also attends periodically at Sweet's Hotel, Grand Rapids, Mich., and will be there Thursday and Friday, 23d and 24th March. Merchants meeting him there are allowed expenses. If you desire him to call upon you address William Connor, Marshall, Mich., and he will soon be with you.



First Floor Tank and Pump.

Are You Obligated to Wash Your Hands

after drawing a gallon of oil before you can put up the next customer's sugar, or sell a bottle of perfume, if so save time and money by ordering one of the WAYNE Self-Measuring Tanks.

Are you in the business for money?

IF SO ORDER A FIVE BARREL TANK and be able to order your oil in large quantities, save a good discount, return your barrels and get full price for them, and do away with the continual loss of oil by evaporation and leaky barrels.

In the construction of our tanks only the best galvanized iron is used. The appearance of the whole is ornamental, the tank being encased in a cabinet of Southern pine. The first-floor tanks are finished in the natural wood, the cellar tanks are neatly painted, while the cabinet on the first floor is also finished in the natural wood. Having a leverage of three to one enables our pump to respond with greater ease and rapidity than an old style direct lift.

If you deal in oil why not have a clean way of handling it as

Manufactured by

Wayne Oil Tank Co.,

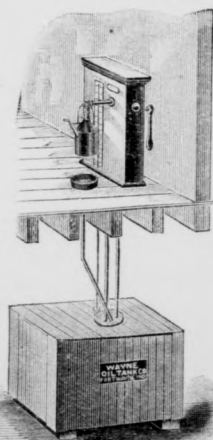
FORT WAYNE, IND.

NET PRICE LIST.

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

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

Cellar Tank and Pump.



NINETY-SIX PASS

Out of a Class of One Hundred and Twenty.

At the examination session of the board of Pharmacy, held here last week, there were 120 applicants, and of this number fifty-one passed the examination and became registered pharmacists and forty-one became assistants, and twenty-four utterly failed. Those who became registered pharmacists are: Abel Baker, Grand Rapids; Lee B. Barnard, Deer Lodge, Montana; Walter Beck, Charlotte; James Braden, Joppa; Fred Burke, Richmond; Lewis Chappell, Grand Rapids; Arthur J. Cromwell, Parkinson, Ohio; John A. Downes, North Branch; Ira E. Dunlop, Boyd, O.; J. J. Froby, Benton Harbor; B. J. Franks, Detroit; J. A. Fraser, Roscommon; J. D. Fromm, Ann Arbor; H. K. Gleason, Wayland; A. D. Graham, Ann Arbor; H. W. Grisso, New Carlisle, O.; C. E. Hamilton, Ada, O.; E. D. Hamlin, Battle Creek; F. J. Hartman, Welland, Ont.; Fred Harrington, Cedar Springs; L. D. Havenhill, Ann Arbor; C. A. Henderson, Ada, O.; G. F. Hoffman, Greenup, Ky.; F. A. Hope, Detroit; Chester Joseph, Quincy; Max J. Keckler, Ada, O.; Bert E. King, St. Johns; Fred Kurtz, Kalamazoo; Albert Leech, Utica; J. W. Loppentheen, Ludington; Fred D. Matthews, Yale; Frank A. Moon, Lowell; Fred H. Nickerson, Ann Arbor; C. R. Orr, Manistee; Emil Richter, Saginaw; George Robertson, West Branch; H. H. Rodenbaugh, Detroit; J. W. Rothacher, Detroit; K. E. Rudolph, Ann Arbor; F. C. Schmitt, Pontiac; John Schonborn, Helena, Montana; Bert Skinner, Cedar Springs; B. F. Spaulding, Bellevue; Jay Nelson Swift, Eaton Rapids; W. Treblecock, Grand Rapids; N. R. Whalen, Kalamazoo; F. J. Wheaton, Jackson; R. C. Witeslow, West Branch; C. W. Woodworth, Cedar Springs; G. O. Young, Eaton Rapids; R. Zant, Grand Rapids.

Those who passed as assistants are: G. H. Beal, Detroit; H. P. Burger, Adrian; O. L. Boice, Yale; C. Bradshaw, Yale; W. Cole, Petoskey; Claude G. Drake, Imlay City; John M. Early, Detroit; C. G. Foster, Yale; F. M. Graves, Grand Rapids; G. G. Gardner, North Star; Fred J. Green, Manistee; C. E. Hammond, Grand Rapids; Ted C. Heavener, Detroit; Harry P. Hull, Muskegon; Lloyd E. Jones, Grand Rapids; W. A. Jones, Ludington; Fred H. Kincaid, Hersey; William Lennon, Yale; L. O. Loveland, Charlotte; William Lutz, Monroe; J. A. McOmber, Hastings; M. F. Marks, Tecumseh; G. J. Menold, Oscoda; Will C. Moody, Shelby; LeRoy Moss, Maple Rapids; A. E. Moore, Grand Rapids; C. R. Newell, Burnip's Corners; W. F. Osterly, Grand Rapids; S. W. Pew, Muskegon; C. G. Putnam, Middleville; Peter Reardon, Coopersville; W. J. Reid, Port Huron; R. H. Reyeroft, Detroit; E. L. Sargeant, Saranac; D. L. Treat, Adrian; J. B. Trimmer, Grand Rapids; C. F. Miterkercher, Saline; H. L. Vaughn, Charlevoix; L. G. Wolcott, St. Johns; M. Wiggaz, Grand Rapids; B. Whetmore, South Haven; Frank W. Weise, Saginaw; L. Williams, Englishville; Hattie A. Williams, Grand Rapids.

Maintaining Parity of Gold and Silver.

From the Journal of Banking.

To maintain the parity of gold and silver dollars in the United States—in other words, to maintain gold payments, it is asserted that the Secretary of the Treasury has authority under the act of 1875 for the resumption of specie payments, to obtain such additional gold as may be necessary for the purpose, by the sale of bonds. Admitting that this construction of law is correct, and also that it is most important to maintain gold payments, the question suggests itself, what would be the consequences of the sale of bonds, if carried to the extent it must be, to obtain and keep on hand the necessary gold? The bonds, no doubt, could be sold for gold. If sold in the United States, the gold would most probably be drawn from the Treasury stock, or they would be paid for with legal tender notes or silver certificates, the equivalent of gold. If sold abroad, foreign gold might be obtained for them, but just as the stock of gold abroad is diminished, it will

have to be replenished from some other source. The United States Treasury, with its law of 1890, pledging it to maintain the parity of the gold and silver dollars, is the easiest place to draw gold from. Every dollar of the paper currency, legal tender notes of 1861, National bank notes, legal tender notes of 1890, gold certificates, and silver certificate, is redeemable, directly or indirectly, in gold coin.

The first result, therefore, of an offer to sell bonds abroad, for gold, would be to stimulate the redemption of the paper currency in gold. As much gold as shall come into the Treasury from foreign parts will be drawn out of the Treasury in redemption of the paper currency. More gold being then required to maintain the gold reserve, more bonds will have to be sold to procure it. The circulation of the gold having once begun, and the attention of the public having been directed to it, like all currents, once started it will be sure to gain in force. There must be a profit to the buyer or the bonds will not sell, and this, together with the confession that the Treasury is short of gold, and the further fact that it can be kept short of gold by constant demand for the redemption of the paper currency, will increase the sales and reduce the price of bonds. If the paper currency redeemed is reissued there will be no end to gold purchases. To maintain the parity of the gold and silver dollars under such conditions will be the continued labor of Sisyphus. If the paper currency is cancelled as it is redeemed, the result will be an increase of National bank circulation to take its place. The bonds would be cheap and the banks could both afford to take them better than others and could issue circulation profitably upon them. When the legal tender notes and silver certificates have all been redeemed and cancelled, the United States Treasury will be left with no liabilities for paper money, with the exception that, if the purchase of silver bullion by the monthly issue of legal tender Treasury notes is not discontinued, about fifty-four millions per year will be required to redeem these notes in gold. The interest-bearing debt will have been increased by the amount of bonds sold.

Probably the amount of bonds it would be necessary to sell would be in the neighborhood of (\$1,200,000,000) one billion, two hundred millions of dollars. After having redeemed all its paper currency in gold, the Treasury would find it unnecessary to keep a gold reserve. It would have on hand a large amount of silver, which it could gradually dispose of as prices were favorable, and apply the proceeds to the sinking fund to be maintained upon the bonds issued. The interest on these bonds would, at 4 per cent. be about \$50,000,000 per annum, not more than is paid out in Treasury notes annually for silver. The sale of bonds to obtain gold to maintain the parity of the gold and silver dollars thus appears to us a very considerable undertaking, but at the same time a very satisfactory remedy for the present anomalous financial condition of the United States. It would at once restore confidence in all American securities, give the country for many years a safe and elastic National Bank currency, and entirely do away with government legal tender notes. The silver question would be practically solved, and the stock of silver now in the hands of the Treasury could be gradually sold at the smallest possible loss, and perhaps at a profit. We do not, however, believe it would be necessary to sell any of these bonds abroad. At a rate of interest not greater than 4 per cent. and perhaps less, and with a period of thirty years to run, the National banks would take them all at par and pay for them in legal tender notes and silver certificates—that is, if the notes presented in payment are cancelled. Any undue contraction of the currency could be prevented by the gradual sale of bonds for notes to be cancelled as the National Bank currency based upon them was placed in circulation.

Ida—N. A. Weifert succeeds A. H. Brounlick in the hardware business.

STRAW BOARD.

WE ARE THE LEADERS IN THIS PRODUCT AND CARRY A VERY LARGE STOCK. DON'T FAIL TO WRITE US FOR PRICES.

BUILDING PAPERS.

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

CARPET LININGS.

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

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

Geo. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

JNO. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

DIRECTORS.

D. A. Blodgett, Geo. W. Gay, S. M. Lemon, C. Bertsch, A. J. Bowne, G. K. Johnson, Wm. H. Anderson, Wm. Sears, A. D. Rathbone

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 at 4:40 p.m., arriving at Grand Rapids 10:00 p.m.

Direct communications 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
Ironia, 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 30pm	6 05pm	3 10am
E. Saginaw, Ar	10 00am	3 45pm	8 00pm	4 40am
Bay City, Ar	11 30am	4 35pm	8 37pm	7 15am
Flint, Ar	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron, Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac, Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit, Ar	11 50am	4 05pm	9 25pm	7 00am
WESTWARD.				
Trains Leave	*No. 81	*No. 11	*No. 13	
Lv. Detroit	10 45pm	6 50am	10 50am	
G'd Rapids, Lv	7 05am	1 00pm	5 10pm	
G'd Haven, Ar	8 25am	2 10pm	6 15pm	
Milwaukee Str				
Chicago Str				

*Daily. *Daily except Sunday.

Trains arrive from the east, 6:40 a.m., 12:50 a.m., 5:00 p.m. and 10:00 p.m.
Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:45 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.

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

Grand Rapids & Indiana.

Schedule in effect January 29, 1893.

TRAINS GOING NORTH.		Arrive from Leave going
	South.	North.
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.
From Chicago and Kalamazoo	8:35 p.m.	
Train arriving from south at 6:45 a.m. and 9:00 a.m. daily. Other trains daily except Sunday.		
TRAINS GOING SOUTH.		Arrive from Leave going
	North.	South.
For Cincinnati	6:30 a.m.	7:00 a.m.
For Kalamazoo and Chicago		10:05 a.m.
For Fort Wayne and the East	11:50 a.m.	2:00 p.m.
For Cincinnati	5:15 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 Travers 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 through Wagner Sleeping Car.
Lv Chicago 7:05 a.m. 3:10 p.m. 11:45 p.m.
Arr Grand Rapids 2:30 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 10:30 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.

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

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

CHICAGO NOV. 20, 1892 AND WEST MICHIGAN 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. Manistee 12:15pm 10:30pm
Ar. Traverse City 12:35pm 10:50pm
Ar. Charlevoix 2:55pm
Ar. Petoskey 3:30pm
Ar. from Petoskey, etc., 10:00 p.m.; from Traverse City 11:50 a.m., 10:00 p.m.

THROUGH CAR SERVICE.

Wagner Parlor Cars Leave Grand Rapids 1:25 pm, leave Chicago 5:25 p.m.
Wagner Sleepers—Leave Grand Rapids *11:35 pm; leave Chicago *11:15 p.m.
Free Chair Car for Manistee 5:35 p.m.
*Every day. Other trains week days only.

DETROIT, JAN. 22, 1893 LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. DET 7:45am *1:30pm 6:05pm
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 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

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

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'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. G. H. & M.
Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.
Ar. Toledo at 12:55 p.m. and 10:20 p.m.

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

Flavor of Japan Tea.

Robert O. Fielding in American Grocer.

The slightly unpleasant taste of Japanese teas, which militates against its European consumption, may be accounted for by the sulphur and petroleum springs which are found in the vicinity of many tea producing districts. At Nutsu, especially, the ground is thoroughly impregnated with petroleum, which has a decided effect on all vegetation.

Kami-bayashi, a tea merchant at Uji, about 1570 A. D. was the first to introduce matting-covers raised on poles about eight feet above the ground—the tree bushes are from four to five feet high—so that people at work can walk under it comfortably and attend to the first crop of leaves. When this is over, the roof is taken down and put away in houses or sheds set apart for it till the next year. Its object is to protect the bushes from the cold dew, which reddens the young leaves and gives a bitter taste. It evidently diminishes the radiation of heat from the ground and leaves, and thus the nocturnal cooling; the softened light at the same time, lengthens the internodes of the young shoots and makes the leaves more tender (maybe this matting roof has something to do, as well as the sulphur and petroleum springs mentioned above, with causing the peculiar flavor characteristic of Japanese teas, for I do not know that it is used in any of the other tea producing countries, China, India, Ceylon or Java, the teas of which countries are similar in character). When riding through the country in June at the time when the young leaves which yield the first quality of green tea, are fully developed, one notices that the whole country about Uji is under matting, over which the head of the horse-man just rises, so that with the exception of the distant hills and mountains and the roofs of the homesteads, the landscape is hidden from view.

Meeting of Jackson Grocers' Union.

At a meeting of the Jackson Grocers' Union, held March 9, the following is a summary of the business transacted:

The Superintendent of the Bureau of Collection and Information submitted a report of business done for two weeks ending Feb. 9.

A blank petition to the State Legislature in regard to changing the amount of exemption from \$25 to \$10, was presented by the Committee on Trade Interests. The petition was received and referred to two members to circulate.

The Board of Directors submitted a report recommending the discontinuance of the salary heretofore paid to the Superintendent of the Bureau of Collection and Information, which was adopted.

The Superintendent of Collection and Information submitted a statement of the liabilities and resources of the Bureau.

The Secretary, O. C. Leach, tendered his resignation, on the grounds that he had not time to attend to its duties. The resignation was accepted, and it was decided to postpone the election of a new Secretary until next meeting.

A communication was received from E. A. Stowe, Secretary of the Grand Rapids Retail Grocers' Association, in regard to the convention of Retail Grocers' Associations, stating that the time of meeting had been postponed until May; also a letter from Mr. Stowe, in regard to the drafting of a bill reducing the exemption allowed householders in garnishee matters, from \$25 to \$10. These letters were received and placed on file.

A letter was presented from a firm at San Francisco, Cal., asking about the result of the debate that was to have been held by this Union on the subject of advertising. The Secretary was instructed to answer the letter and state that the matter had not yet been discussed.

It was decided to have a social and invite all the members and their families to attend the next regular meeting.

W. H. PORTER, Sec'y pro tem.

The Drug Market.

Quinine is steady.
 Gum opium is dull and lower.
 Powdered opium has declined.
 Canada balsam fir has advanced.
 Celery seed is higher.
 African ginger has advanced.
 Jamaica ginger has advanced.
 Linseed oil has advanced 2c.

PRODUCE MARKET.

Apples—No change. Russets still bringing \$2.50 per bbl. and Baldwins and Spys \$2.75@33, according to quality.

Beans—Slightly lower, \$1.60 to \$1.70 being paid for country picked, city picked bringing \$1.90 to \$2.10 per bu.

Butter—Choice dairy is in demand at 18 to 20c, being held at 22c; creamery, 22 to 26c. Market easier.

Cabbage—75c to \$1 per doz. Still plentiful and quality good.

Celery—20@35c per doz. bunches.

Cheese—D. M. Macpherson, the largest manufacturer of cheese in the world—being the owner of eighty factories in Ontario—writes THE TRADESMAN: "If I am not mistaken from signs and aspects of the butter and cheese markets when I was in England last month [the date of writing is Feb. 21] the butter market will be a poor one indeed this coming summer; and the cheese market a correspondingly good one." Mr. Macpherson has the courage to sustain his convictions, as he is now offering 10 to 15 cents more per hundred pounds of milk in cheese than in butter.

Cider—13@15c per gal.

Cranberries—On the rise, Cape Cods and Jerseys bringing \$3.25@3.50 per crate.

Eggs have not changed during the past week, dealers paying 16 to 18c, holding at 18c. A drop is anticipated.

Green Stuff—Lettuce in good supply at 18c per lb. Rhubarb 4c per lb. and radishes 40c per doz. Honey—No change, clover stock still bringing 13c.

Maple Sugar—Maple sugar producers are interested in the recommendation of the Commissioner of Internal Revenue that Congress amend the sugar bounty law so as to permit the payment of a bounty of \$2.20 per 100 pounds upon pure sugar, that to be the basis upon which all payments should be made. Under the present law there is no inducement for the producer to make a higher grade of sugar than 90 per cent., except for the difference in the market price. The higher the grade the larger is the percentage of foreign substances removed from it. The weight is consequently diminished and the amount of bounty received is smaller. At present, it is to the interest of the producer, so far as the bounty is concerned, to make his sugar as much between 80 and 90 per cent. as possible and not to try to produce sugar of the highest grade.

Onions—Easier, dealers paying \$1.15 to \$1.20, and holding at \$1.40 to \$1.45.

Parsnips—Same as last week—40c per bu.

Potatoes—55c is still the paying price, with an easy market.

Pop Corn—The 1892 crop of pop corn, although planted later than ever before, has turned out of average yield and excellent quality. There was more of the '91 crop carried over into '93 than usual, as the old crop has generally been exhausted by the time the new came into market. Prices ruled very steady until last season, when they declined, owing to overproduction in '91 and '92. Growers have been flooding the Chicago market, thinking that the World's Fair would create an extraordinary demand. The result has been an excessive supply on hand at the lowest prices on record, 1c@1.4c per pound. In 1888 good rice corn was worth \$3@3.50 per 100 pounds on the ear, but it is now freely offered at \$1.50 for '91 crop, and \$1.25 for '92. The '92 crop will not be cured out and in good condition to pop before July. White rice corn is by far the best variety and rules 50 cents per 100 pounds higher than pearl flint or eight-rowed corn. The Golden Yellow, or California corn, has lately been introduced as a superior variety, but the trade find it to be tough and coarse when popped. Iowa and Nebraska raise the most and the best corn; next in order come Illinois, Wisconsin, Missouri, Kansas, with a very little grown in Ohio, Michigan and New York.

Seeds—The indications are that there will be an active demand for seeds this year, in fact, for hotbed seeds it has already been brisk. European countries have bought more on this side than usual. Prices are about the same as last year, except that some varieties of beans and peas are scarce, while onions are liable to run short before the season is over. Potato seed will sell well, and grass seeds are higher than last year, especially timothy and red and white clover. Growers have been placing more value on their stocks and are contracting for the growing season of 1893 at higher figures.

Squash—Out of the market.

Turnips—35c per bu.

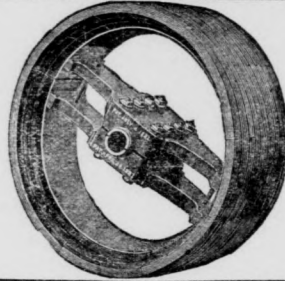
Wheat—Stocks of wheat in the United States and Canada, Feb. 1, amounted to 113,712,000 bushels, according to Bradstreet's, as compared with 72,589,000 bushels on Feb. 1, 1892, and 54,951,000 bushels on Feb. 1, 1891. It will thus be seen that available stocks at the beginning of the month were more than double the supply available at the same date two years ago.

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.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
 THE STRONGEST!
 THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.



What, Annex Hawaii?

People who do not use spoons?
 People to whom a fork is almost an unknown article?

People who would not know what to do with a pie knife?

Most emphatically NO! NEVER!

We will say to the people of the United States if such a thing as the annexation of Hawaii should be consummated, we cannot answer for the effect it would have on the mind of the young gentleman whose especial pride is the glistening, glittering line of

Elegant Silverware

We have placed in his charge. This line comprises:

Rogers Bros.' Table Knives,
 " " Dessert Knives,
 " " Fruit Knives,

Orange Spoons,
 Coffee Spoons,
 Olive Forks and Spoons,
 Pie Knives,
 Bon Bon Spoons,

Nut Picks,
 Butter Knives,
 Sugar Shells,
 Sugar Tongs,
 Pickle Forks,
 Fish Knives and Forks,
 Gravy Ladles,
 Cream Ladles, Berry Spoons.

We have been obliged to almost entirely renew our stock since the holidays, and have therefore gotten in just the latest thing in all kinds of flat ware. Our SAVOY ORANGE SPOONS remind one of

APPLES OF GOLD IN PICTURES OF SILVER.

Our Embossed Fruit Knives are beautiful beyond compare. Our entire line is one that all are enraptured with and one we take great pleasure in showing.

FOSTER-STEVENS

& CO.

MONROE ST.

HAVE AN ORIGINAL DESIGN Printed on your Commercial Stationery. It don't cost much.

Write to THE TRADESMAN COMPANY, They Do It.

P. STEKETEE & SONS

HAVE RECEIVED

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

Embroidery from 1½c per yd. to 50c
Mail orders receive prompt attention.

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.
OVERALLS OF OUR OWN MANUFACTURE.

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

BARCUS BROS.,

MANUFACTURERS OF CIRCULAR



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

Saw Repairing

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

MUSKEGON, - MICHIGAN.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

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.

BEANS

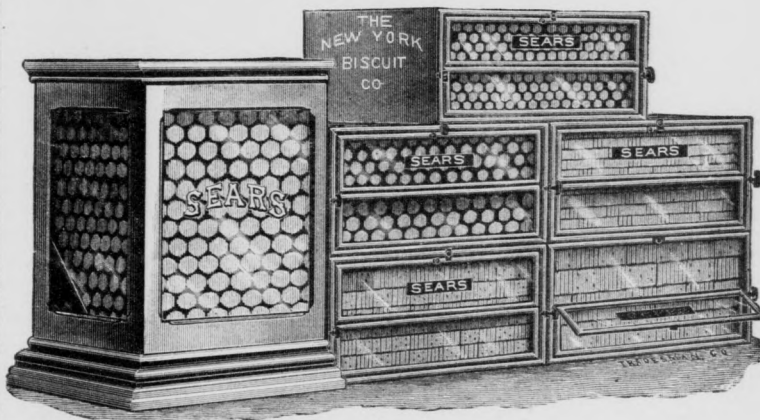
If you have any beans and want to sell, we want them, will give you full market price. Send them to us in any quantity up to car loads, we want 1000 bushels daily.

W. T. LAMOREAUX CO.,

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

H. LEONARD & SONS,

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

VELOCIPEDES, TRICYCLES, STEEL AND WOOD EXPRESS WAGONS.

If you have not received our spring catalogue write for one with price of the following goods.



This is undoubtedly the easiest running, the most handsome and best finished tricycle in the market. The new coil spring seat has proven a complete success. The frame is black japanned. The wheels have oval iron tires bright tin plated.

- No. 1 has 22 inch rear wheels for girls from 4 to 7 years of age.
- No. 2 has 26 inch rear wheels for girls from 7 to 10 years of age.
- No. 3 has 30 inch rear wheels for girls from 10 to 15 years of age.

GEM TRICYCLE.

- No. 1 has 20 inch rear wheels for girls from 3 to 7 years of age.
- No. 2 has 24 inch rear wheels for girls from 7 to 11 years of age.
- No. 3 has 28 inch rear wheels for girls from 11 to 14 years of age.
- No. 4 has 32 inch rear wheels for girls from 14 to 18 years of age.

NEW STEEL EXPRESS WAGONS.



We wish to call the attention of the trade to our steel body Express wagons with round corners. The box is constructed of the best quality of sheet steel, bent over a steel rod which gives it all the strength that is required to make it durable. The gear is made of the best quality of malleable iron, except the axles which are of the best quality of cold rolled iron, with malleable nuts which turn forward. The wheels are steel wire retinned. We guarantee this to be the best finished and strongest boys' express wagon on the market.

Bodies.	Wheels.	Crate.	Bodies.	Wheels.	Crate.
No. 04, 4x11 in.	6 & 9 in.	1/2 doz.	No. 0, 12x24 in.	8 & 12 in.	1/2 doz.
No. 03, 10x20 in.	7 " 10 in.	1/2 "	No. 1, 13x28 in.	10 " 16 in.	1/2 "
No. 02, 11x22 in.	8 " 11 in.	1/2 "	No. 2, 14x31 in.	12 " 18 in.	1/2 "
			No. 3, 15x33 in.	14 " 20 in.	1/2 "



This is the best line of boys' Wood Express Wagons made. The wheels are very strong and durable. The largest sizes have the adjustable malleable iron tongue draw, the 5th wheel, welded tires on wheels, and are nicely striped and painted.

No. XX bodies are	9x18, size of wheels 6 and 8 inches.
No. X " "	10x20, " " 8 " 10 "
No. 0 " "	12x24, " " 10 " 14 "
No. 1 " "	12x25, " " 10 " 14 "
No. 2 " "	13x26, " " 10 " 14 "
No. 3 " "	13x26, " " 10 " 14 "
No. 4 " "	13x26, " " 10 " 14 "
No. 5 " "	14x28, " " 12 " 15 "
No. 6 " "	14x28, " " 12 " 15 "
No. 7 " "	15x30, " " 12 " 16 "

For prices of wagons
See pages 31, 32, 33,
No. 110 Catalogue.

IMPROVED STEEL VELOCIPED.



The frames of our velocipedes are made of wrought steel and all the castings are malleable iron finished in the best japan. The wheels have oval iron tires, bright tin plated.

No. 1, front wheel 16 in.	Rear wheel 14 in.
No. 2, " " 20 in.	" " 16 in.
No. 3, " " 24 in.	" " 18 in.
No. 4, " " 26 in.	" " 18 in.
No. 5, " " 28 in.	" " 18 in.

We can also furnish this same line with rubber tire if desired. Write for prices