

Michigan Tradesman.

Published Weekly.

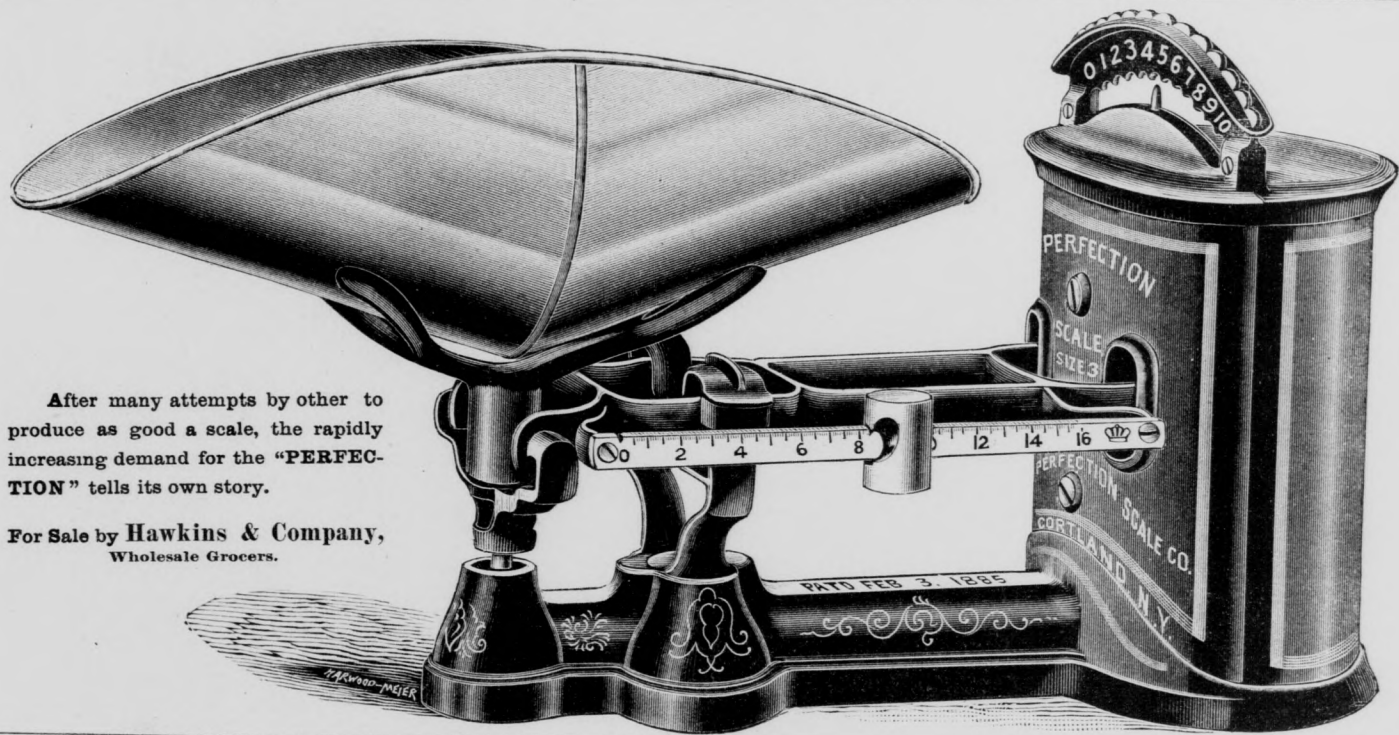
THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, APRIL 5, 1893.

NO. 498



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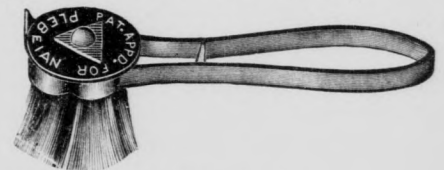


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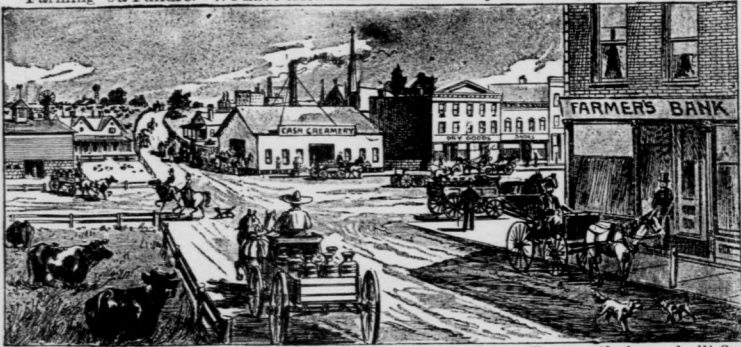
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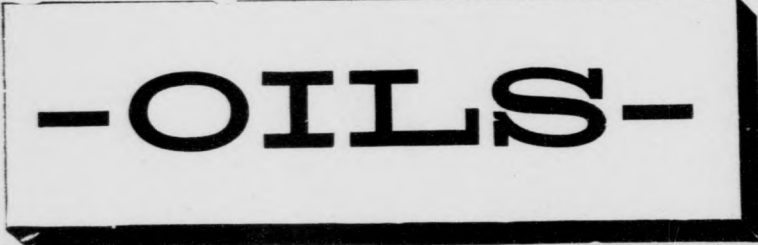
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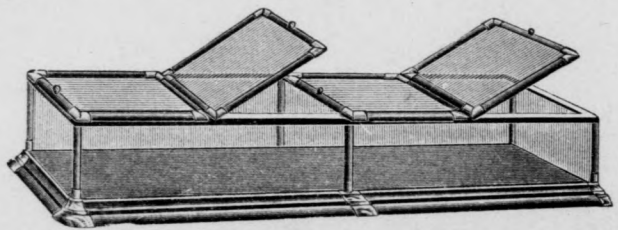
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MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, APRIL 5, 1893.

NO. 498

How to Keep a Store.

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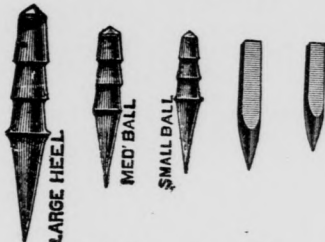
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" "	9/8 " M	4	00
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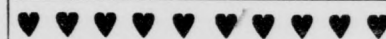
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HAVE MOVED
To 5 and 7 Pearl St., Near the Bridge.

THE RUSSIAN PRINCESS.

Story of an American Girl in St. Petersburg.

What was I to do? Never was a woman placed in such a pitiable condition. I had been brought to Russia by a New England sewing machine company to run their machines at an agency of theirs in street in St. Petersburg, where a handsome shop had been rented. One blustery, cold day toward the close of October I found the shop closed, and learned to my dismay that our agent had disappeared and the machines had all been seized for rent and debts. What was to be done? All the money I had in the world was about equivalent to \$12. What was due me I had left in our agent's hands, and I felt sure it was lost. I thought of everything in the twenty-five minutes which elapsed between my heart-break when I found the shop door closed and my rapid walk to my lodgings. Fortunately, my room had been hired for the month and had been paid for in advance. I had, at least, a roof over my head for a few weeks. An idea suddenly struck me. I had been making an evening dress on the machine for a Russian lady who spoke English. She had some idea of buying a machine. In order to expedite the work, I had taken to my room the body of her dress, and, having a machine there, had sewed on it of nights. That machine I would certainly keep; it would not go far toward the payment of the debt the agent owed me. I hurried home. Perhaps there was a letter with some money in it. There was nothing. I must find the lady—but how? She had left no address. She had hardly spoken to me. I thought I heard her say that she would come again, and I believed she had fixed on this very day. There was but one chance in a thousand. I must stand in the street and wait until she appeared.

I hastened back and took my position near the shop. I scanned every woman passing by. It was bitterly cold and raw, and the wind chilled me. I was faint with anxiety. Had I only known more of the language, I would have asked a policeman to take me to the American consul, to the minister. I was in despair. Suddenly a carriage drove up, a footman opened the door, and a lady elegantly dressed alighted. With my heart in my mouth, I told her my pitiful story, and begged her to help me. If she wanted a servant, would she only try me? I had a sewing machine, and would make her dresses for nothing if I could only stay with her until I could write to my people at home; they would send me money, and I could get back to the United States. My words must have had but little sense in them, I was so broken-hearted, for at first she hardly seemed to understand me. "I am without a friend in the world here—a poor American woman, thousands of miles from her home." She looked steadfastly at me, then opened her port-monnaie.

"No, no," I said. "I want no money. I cannot beg. I am not yet so poor as to ask alms. But do you not remember me?"

The store is closed. The man who kept it has run away. I showed you the way the machine was worked."

Then she scanned me quickly; next cross-questioned me sharply.

"How could a young girl trust herself alone in this strange country?" she asked.

"I was not alone. Two other young women came from the United States with me. Two weeks ago they were sent home, and the miserable man in charge induced me to stay, promising to give me money enough at the end of next month for my trip to the United States. Might not the police look up the matter? I have been outrageously swindled."

"The police; and my dress—am I to lose it?" the lady asked impatiently.

"Not all of it. The skirt is in the shop, the body, the waist, is in my room, almost finished." It seemed to me dreadful that in my agony she should talk about her dress.

"Where do you live?" she inquired. I told her. "Get into the carriage," she said. I did so. When we were off the main street, she stopped the carriage, got out with me, and we walked to my lodgings. I opened the door. On the table was her basque. It did not seem to interest her. She picked it up, however, glanced at it a moment, then threw it down. She examined the sewing machine.

"How long would it take me to become proficient in working this?" she inquired as she sat down before the machine and tried the pedals. "Is it fatiguing?"

"No, madam. O, would you buy it? It is mine by rights. The money for it might help me to leave St. Petersburg."

"How long did you say it would take me to become proficient?"

"Two weeks—perhaps less."

"Would it disfigure my hands?" She took off her gloves, showed her well-cared-for hands, her fingers glittering with rings.

"Your beautiful hands would hardly be soiled."

"Well, then, give me a lesson at once—at once. I will pay you for your trouble."

I expressed my gratitude with almost tears in my eyes. "I have no material here—but anything will do," I said, as I opened my trunk and took out an apron "I will run a tuck across the bottom—it will do no harm."

"Nonsense. Take the waist and begin on that."

"But it is quite finished, and an extra stitching would spoil this delicate cream-colored silk."

"Give it to me," said the lady, taking up the scissors and deliberately cutting the waist up the back.

"Now sew me up this," she cried. I took it, and as carefully as I could, ran the machine, sewing up an ugly gash, but, of course, the waist was spoiled. "Now I will try," and she sat down and under my instruction worked for an hour. She was wonderfully clever with her fingers, and seemed to seize the peculiarities of the machine at once.

"At this rate of progress, madam, you would become quite a good workwoman in ten days," I said approvingly.

She made no reply, but worked away for another half-hour, crossing and re-crossing the body with stitches. "It is not so tiresome, after all," she said, "but I have had enough for to-day. To-morrow I will call and you will then take the machine to pieces, and show me how to put it together again. You will oblige me very particularly by not going out to-day. I have to thank you for your patience. Keep my visit silent. I hope you have learned that in Russia it is better to keep a quiet tongue. Do not return to the shop. Pray take this for my first lesson," and she placed on the machine table a piece of gold.

"I am very much overpaid," I said.

"Where are you from? English or American?"

"American, from New Hampshire."

"New Hampshire! Where is that?"

"One of the New England States."

"I never heard of it. You are a good republican, I suppose?"

"I hope so."

"Well, adieu." I felt very much inclined to kiss her. She looked cold and haughty, but my heart was so full of thankfulness that, overcoming somewhat the awe I felt, I ventured to take her hand in mine and put it to my lips. She did not withdraw it. "Poor child," she said; "you do not look more than 20, and, at your age, to be in such trouble! This must be a hard experience for you. Good-by, and until to-morrow." She gazed at me steadfastly, as if she would look me through, and then, bowing, left me.

I did not, would not, allow myself to be disheartened. I sat down and wrote two letters—one to my mother at Amherst, the other to a sewing machine company in New York. I explained my pitiful condition.

Next morning early there was a low knock at my door. I opened it, and a woman plainly dressed entered. She did not say a word. She placed a bundle she held in her hand in a chair, and at once went to the machine, took up the bodice, and commenced sewing.

"You will kindly forget the lady of yesterday and know me as Elise simply, or rather, as Elise is French, we will say Eliza. I want to learn your trade. It is a whim of mine. Do you think that in a month I could earn my bread in this way? I offer you a partnership. I can find the funds. The contents of the shop will probably be sold out and you will be able to buy one of the machines for me. Now will you take this one apart?"

I had not a word to say. I brought a wrench, a screw driver, an oil can, and unloosened the working parts of the machine. She took the oil can and bent over the machine, studying it. I noticed that she touched with her white fingers all the grimy parts until her hands were soiled.

"It is by no means as complicated as a revolver," she said.

I made no comment as I put the working parts together. She was very silent, working incessantly on some coarse material she had brought with her. I sat near her—teaching her what to do. She worked on until it was past noon. "Is it not time now to eat something?"

"It is," I replied; "would madam partake of my simple meal?"

"Madam! I am Eliza—and you say

your name is Mary. Mary, I shall be very glad to share your food with you, if you will let me. If you have not enough for two, I will go out and buy what is wanted. What shall it be? I dare say I can shop better than you. Will you lend me your shawl, your furs, and your overshoes?"

Before I could say a word she had them all on. Then she laughed for the first time and courtesied to me. "Sister Mary, Sister Mary," she cried in great glee, "our copartnership begins to-day. I am to be capital and you brains. Little sister, good-by. I shall not be gone more than a quarter of an hour." I was so astonished as to be speechless. In a trice she was back, loaded down with packages. She had a loaf of bread, a piece of cheese, a pot of preserves, a breast of smoked goose, some salted cucumbers. "I have a samovar, but it was too heavy for me to carry. The man I bought it of will bring it here at once. It is a second-hand one, but as good as new. I see you have a tea-pot. My only two extravagances were some good soap and a pound of the best tea. Come, let us eat. I can arrange anything. I am to wait on you."

Then up came the man with the copper urn and charcoal, and she made the fire and prepared the meal. "We don't drink tea out of cups when we belong to the people, and we are of the people, but swallow it in tumblers." Though I sat down at the little table with her, I ate sparingly, I was so much confused.

"Before I conclude my first day's lesson, Sister Mary, let me ask you something. Did you ever read the 'Arabian Nights?' It is a book I suppose all the world has read."

"You want me to remember Aladdin?"

"No, not at all. The story I wish you to think about is not half as pleasant. It is about Sinbad the sailor and the old man ape he could not get rid of. You are the sailor, Sister Mary, and I am the ugly old man ape," and she made so comical a grimace that I could not help smiling.

"I assure you that is my character, and you never will get rid of me until you break my head. Sister Mary, will you share your supper with me, your bed with me to-night, your breakfast with me to-morrow; not for that day, but for the next day, and the day after that?" She said this very quietly as she took my hand in hers. I was at a loss how to reply. "We are to work together for our living—only, Sister Mary, make me proficient. I will be so diligent."

"But, madam."

"No—Sister Eliza."

"Sister Eliza, how is it possible that a lady of means, whose acquaintance I made but yesterday, who awed me with her grand manners and her carriage, should wish to become a sewing woman?"

"Ask me no questions. This, however, I promise you. The story of the old man ape is partially true, but there is a limit to your endurance. In a month from now I swear to you, your passage home shall be paid you, and, besides that, there will be given you a handsome sum for you to start life with in your own country; only, for God's sake, remember that, just as you threw yourself on my mercy, I now throw myself on yours. I believe you have character and courage. No harm will come to you. I want a refuge, and have found it. Teach me what you call the tension, how to

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tighten the band when it slips, how to gauge the stitch, and what to do when the thread breaks."

In a day I learned to love that woman. All the haughty, proud manner was gone. She waited on me. She was the first up in the morning. She was always busy. The porter of the house evidently mistook her for one of the two girls who had been in the employ of the sewing machine company, for one or the other of them had often been in my room. Some small extra compensation was given him for the new lodger. She never spoke save in English, and her coming to me had been so mysterious that I felt quite certain the porter was entirely ignorant of her condition.

Certainly it worried me a great deal. More than once I ventured to ask for an explanation, but Eliza would place her hand on my mouth so that my speech was interrupted. It distressed me to see how hard she worked, for I felt sure that this new life was hurting her. I could see that from her pallor.

If any one thing more than another made me feel sorry, it was for her beautiful hands. She seemed to take infinite pains in spoiling them. "They are filthy—horrible," she would say, "and still I think I care for them more than I should. If I only could get a thick, red, rough skin on them!"

As she had said, the owner of the store was only too glad to sell me a machine Eliza furnished the money. Work came to us in a mysterious way—left down stairs with the porter. By and by a fashionable dressmaker, who made dresses for the court ladies, sent for me and gave me work. As what we had to do was well sewed, and we were always prompt, in less than three weeks we were doing a good business. My companion, save for the daily purchases made in the immediate neighborhood for food, never went out. No one called on her; she never received a letter.

A few days over the month had passed, when one morning, as I was running up a seam in a piece of cloth, my needle struck something. It was a piece of paper.

"It is for me, Sister Mary," said Eliza. She took the bit of paper, held it to the stove, appeared to read something, and then opened the stove door and burned it. I did not question her. She worked on cheerfully all day, chatting on indifferent subjects.

That night when we were in bed, taking me in her arms she said: "Poor Mary, your troubles, your anxieties are now over. To-morrow early apply for your passport. It will cost you to go from here to Liverpool, say £40, and the passage from Liverpool to the United States as much more; that makes £80, and you will have something to spare. I wish it could have been more, but you will have altogether £300, which, after deducting your traveling expenses, will leave you some money to begin your life with again. From me—who have learned to love a singularly honest and simple-minded woman—you shall have this ring," and she slipped on my finger a ring, "but don't wear it, the diamond might betray me. So far, Mary, you have run no risk, but next week you might be ruined forever, for you have harbored—"

I was speechless with terror.

"Only a woman," she continued, "whose own life—or the life of any one

else who stood in her way—she would care no more for taking than would the cook who wrings a chicken's neck. Do not be shocked, Mary. I shall sleep a sweetly to-night as if death did not threaten me. My story, as far as relates to you, is soon told. It became necessary to me a month ago to disappear. The simplest chance in the world threw you in my way. Had you been of any other nationality than an American I would never have trusted you. You might go out now, Mary, and sell me, Judas-like, for a sum of money which would make you rich for life."

I clung convulsively to her and bade her be quiet.

"Through my veins, child, there runs the best blood in Russia; but every drop of it I will shed for the cause. Thank your God for your lowly estate. You must go away to-morrow, and now, good-night."

I begged her to come to the United States with me. She said: "No, my place is here. I should be useless there." Then she complained of lassitude, and presently went to sleep. I looked at her, her face pillowed on her arm, breathing as calmly as an infant, and thought her the loveliest woman I had ever seen.

Next morning out of a package of some rough material she produced, as if by magic, a roll of notes, which, without counting, she handed to me. "Later in the day there ought to arrive some furs for you, for poor Mary must not get cold. Now, away with you." Her old manner had returned. "Get your passport. Go by Bremen to England, or the ice will delay you. Do not wait." Still I was irresolute. I could not bear to leave her. I sobbed as if my heart would break. Then she knelt to me and implored me to go. At last I consented. My passport was given to me at the police headquarters without a word.

I returned to our room. As I stood at the landing, the cheerful clatter of the machine was heard. Eliza was bending over her work, singing some plaintive air. "Is it all right?" she asked, very quietly. "See, your furs have come. They are very beautiful and so warm."

"I have permission to leave."
"Thank God! See my work. I think I could do now without you."

"You do not love me, Eliza," I cried.
"Not love you—my sister! I loved my husband—he was shot. I loved my only child; in the agony of my grief, because his father was killed, from my breast he sucked poison and died. After them I love you best." Then, for the first time, she burst into a paroxysm of tears. "It is because I love you—that I might be your death." As she wrung my hand, she felt the ring on my finger. "Off with it. You wore your mittens at the police office! If they had seen it! Quick, let me hide it." She took off my shoe and hid the ring in my stocking. "Should you ever marry, sell the ring, or the stone in it, and you will not be portionless. Now, off with you. I have made a bundle for you. The rest of your things you will give me. Here is a photograph of yours—you will let me keep it? I have been happier here with you than for years." She took me by the hand, gave me one long kiss, closed the door on me, and I never saw her more.

My trip home was without a single incident. My dear mother comforted me. Still, there was some vague feeling of dread. My mind wandered, all I could do, toward my room companion. Picking up a newspaper some two weeks after my arrival, I read in the telegraph dispatches:

ST. PETERSBURG, Dec. 23.—An arrest of great importance has been made. One of the chief actors in the nihilistic plots, a Russian princess, was taken, but only after she had killed one of the police. Disguised as a sewing machine woman, she had hitherto baffled the police.



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260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF S&P PAILS PER 100.

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

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

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

If you

sell the following line of coffees, you will have the best in the land. All roasted by **CHASE & SANBORN.** Sold in cans only.

Jewell's Old Government Java.

**Jewell's Old Government Java and
Arabian Mocha**

Wells' Java and Mocha.

Weaver's Blend.

Santora.

Ideal Golden Rio.

Crushed Java and Mocha.

I. M. CLARK GROCERY CO.

AMONG THE TRADE.

AROUND THE STATE.

Tekonsha—J. D. Davis succeeds E. P. Keep in the lumber business.

Kalamazoo—The Thompson Clothing Co. has assigned to David Fisher.

Big Rapids—J. C. Clark, jeweler, is succeeded by Mrs. S. E. Newcombe.

Monroe—Edward Zeller has purchased the grocery stock of Geo. Rammler.

Detroit—Ide & Ide are succeeded by Ide, Ide & Co. in the drug business.

Detroit—Burke & Nelson have purchased the drug stock of J. A. Zahn.

Almont—Chas. A. Laughlin succeeds D. M. Washer in the harness business.

Oxford—Hart & Hopkins succeed Nellie Beckwith in the millinery business.

West Bay City—F. E. Hixon succeeds S. J. Roblin in the furniture business.

Tekonsha—E. P. Keep is succeeded by Dorris Dwight in the lumber business.

Detroit—Mary P. Smalley succeeds Smalley & Smith in the lumber business.

Jonesville—Gilbert & Hix succeed John S. Lewis in the hardware business.

Port Huron—Rulinson & Eckstein succeed Henry A. Levy in the clothing business.

Saginaw—C. C. Wirth succeeds Wirth & Westhoff in the grocery and meat business.

Menominee—Ellsworth & Olson succeed Mrs. E. S. Sprong in the drug business.

Coldwater—A. R. Brown & Co. succeed Brown & Burrows in the furniture business.

Scottville—Bertram & Marshall succeed L. F. Bertram & Co. in the hardware business.

New Haven—W. I. Edmunds succeeds H. E. Watson in the grain and agricultural implement business.

Petoskey—Hankey & Foreman succeed the Armstrong Manufacturing Co. in the woodenware business.

Dollarville—Bettes, Darcey & Co., general store dealers, have dissolved, Darcey & Son succeeding.

Mecosta—Bromley & Wendling, general store dealers, have dissolved, J. Wendling & Co. succeeding.

Fraser—L. Schneider is succeeded by Chas. A. Prieks in the hardware and agricultural implement business.

Bloomington—David Smith and Lewis H. Fancher have formed a copartnership and opened a hardware store.

Ironwood—Erickson & Emmons, hardware dealers, have dissolved, Carl E. Erickson continuing the business.

Benton Harbor—Willard & Co. are succeeded by H. E. Eyman in the hat, cap, and men's furnishing goods business.

Bay City—H. J. Goldsmith has removed his clothing and boot and shoe stock from West Bay City to this place.

Dodge—The sawmill of the Lansing Lumber Co. will run day and night as soon as a duplicate crew can be secured.

Overisel—Kortering & Poelakker succeed Kortering & Nykerk in the boot and shoe and undertaking and furniture business.

Otsego—Howes Bros., late of Kendall, have opened a grocery store here. This makes nine places in town where groceries are sold.

Gowan—Valdemar Thomsen has purchased all the stock in the Danish Union Store, and will continue the business in his own name.

Hesperia—A. C. Eldridge has sold his general stock to C. M. Perkins, who for-

merly conducted the same business at the same location.

Orion—C. A. Fuller has sold the hardware stock conducted under the style of the Orion Hardware Co. to Jas. R. Stead, who will continue the business under his own name.

Saginaw—The Michigan Dry Goods Co., exclusively wholesale, opened its doors for business last Monday. The business is under the personal management of Jas. R. Livingston and George Lewis.

Saginaw—S. W. Tyler & Son have received a consignment of Georgia pine, consisting of ceiling and flooring, and some rough boards. This is an entirely new feature in lumber in the Saginaw valley.

Alpena—Alpena lumbermen are in the swim. They have sufficient logs in sight to keep the mills busy throughout the coming season, and the old stocks on hand have been about all cleaned up. By the opening of navigation there will be no dry stock to be had, and the same conditions exist at all Huron shore points. All are looking to one of the best seasons yet experienced.

Saginaw—The Tittabawassee Boom Co. will handle the output this season, which President Dorr estimates at 125,000,000 feet, and will then go out of business, and dispose of its apparatus to private parties, as it is calculated that there will not be logs enough after this season to warrant a continuance of business, and the charter of the company will expire in February, 1894.

Bay City—The prospects for an early opening of navigation are not very encouraging. Saginaw Bay is reported to be solidly frozen over yet, and the ice is of such thickness that it will require a good deal of warm weather to break it up and get it out of the way. On the whole this will be better for the lumber trade. A short and active season for lumber carriers is more satisfactory than a long and dull one.

MANUFACTURING MATTERS.

Hunt Spur—The Michigan Cedar Co. succeeds Whitney, Tuttle & Smith in the sawmill business.

Beaverton—Howard Seely succeeds Seely & Hood in the hoop and stave manufacturing business.

Standish—Austin & Co.'s band sawmill will start as soon as the ice melts in the pond. The shingle mill is operated with a full force.

Bay City—The work on the mill of the South End Lumber Co. is progressing favorably. The mill building is finished and the machinery is being placed in position.

Greenville—The American Potato Flour Association, limited, will erect a building here for the manufacture of flour from cull potatoes, provided a bonus of \$10,000 is forthcoming. The option expires April 20.

Kalamazoo—The Fuller Bros. Manufacturing Co. has sold its washboard factory to the American Washboard Co., which is absorbing all the washboard factories in the country and promises soon to be in absolute control of the market.

Muskegon—The Miner & McMillan shingle mill was the first one on Muskegon Lake to begin operations this season. There are about 4,500,000 feet of logs in the mill booms. Last season the mill cut 10,000,000 shingles, and it is ex-

pected the record this year will exceed that by 2,000,000.

Manistee—There is some talk of getting a large car building works here. Some of our local capitalists have offered 1,000 acres of land and a bonus of \$100,000 to locate here, and they are favorably considering the matter. Any industries looking for a new location cannot afford to overlook Manistee.

Saginaw—It is the common impression here that every man who has smelled sawdust is a millionaire. As a matter of fact, the Saginaw Valley has its usual proportion of lumbermen who come under the classification of plethoric purse barons, but there are just as many who have been operating in clear and culls forty years, whose possessions are as modest as a well-behaved school girl.

When the New Tribune was turning up millionaires by the bushel a year ago, it fished out eleven in Saginaw. Two of the best informed lumbermen in the city took up the list, went over it critically, and made it look everlastingly sick. They pledged their sacred honor as good judges of wealth when they came in contact with it, that on the most liberal estimate there were not more than four millionaires here, and if scaled down close, two of those would not tip the beam at over three-quarters of a million. There are several who range from \$200,000 up to \$500,000, but your regular able-bodied, life-sized millionaire is a scarce commodity. The men who have made the greatest fortunes have no made them in cutting boards in saw mills, but in the appreciation of pine lands. It is the men who purchased timber at from 50 cents to \$3 stumpage, and having faith in the future, closed it out at \$5 to \$8, who have the stuffed bank accounts. Most of these men, too, began life at the bottom of the ladder.

If there is a lumberman in Saginaw who began life with a good-sized capital, he is an undiscovered quantity. The Rusts came to Saginaw with very little money. William Callam worked in a sawmill at \$3 a day thirty years ago. W. R. Burt worked at \$15 a month in a lumber camp on the Pine River; David Ward, of Detroit, who is the wealthiest lumberman in the State, was not very well off forty years ago when he lumbered on Pine River and lived in Saginaw. Thomas Merrill, W. C. McClure, T. E. Dorr, the Eddys, Isaac Bearinger and others, who are classed as well-to-do, were poor men thirty years ago.

The Cosmo Buttermilk Soap Company has filed a bill in chancery in the Circuit Court of Cook County, case No. 113,682, against the Buttermilk Toilet Company of Chicago, claiming, among other things, \$20,000 damages for selling imitation "Buttermilk Soap" as and for the original and genuine "Buttermilk Soap" of the Cosmo Company, which latter company alleges in its bill of complaint that it first used the word "buttermilk" on soap, and that it has sold more than 1,000,000 cakes since March, 1891. Messrs. Moses, Pan & Kennedy and John G. Elliott, Esq., are solicitors for the complainant, and an injunction will soon be applied for. This case is of especial interest to the trade owing to the fact that during the last two years "Buttermilk Soap" has become a very profitable staple. When it appeared on the market here, the retail stores immediately recognized in it a great seller, and nearly every store in town carried a large stock. So great was the demand that in their eagerness to get the greatest benefits many stores made it a leader on certain days, and by cutting the price to 10

cents, they sold enormous quantities. This great distribution was the best advertisement that could have been given it, for it made Buttermilk Soap a staple article, and the annual sales in Chicago alone now reach 2,000,000 cakes. Jobbers and retailers throughout the country recognized its merits, and it is now sold in almost every city in the United States. The secret of its success appears to be a delightful combination of odors that improve with age. The buttermilk feature recommends it to ladies. The success of this soap has subjected it to the same piratical intrusion that nearly always follows the introduction of a good thing, hence this suit.

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—CLEAN GROCERY STOCK ON one of the best business streets of the city. Stock and fixtures will be sold at inventory value, with profitable cash trade and good will thrown in. For full information apply to E. A. Stowe, 100 Louis St., Grand Rapids. 700

ABOUT \$3,000 CASH WILL BUY ONE OF the best money making businesses in the city of Grand Rapids. Centrally located on Monroe street. Trade established twenty-two years. Reason of selling poor health. Address H. B. Huston, agent, 99 South Division street, Grand Rapids, Mich. 689

FOR EXCHANGE—I WISH TO EXCHANGE hotel and furniture for stock of merchandise. Hotel doing the best business in Northern Michigan. Electric lights, steam heat; in fact, all modern improvements. Or will sell furniture and lease the property. Address, Hotel McKinnon, Cadillac, Mich. 698

FOR SALE—SMALL DRUG STOCK, CLEAN and well selected, excellently located for business on main thoroughfare in this city. Address No. 697, care Michigan Tradesman. 697

FOR SALE OR EXCHANGE FOR GOOD real estate—\$2,500 stock of dry goods, ladies' and gent's furnishing goods. Address quick, C. Chrystle, 518 Allegan st., Lansing, Mich. 696

FOR SALE—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 691, care Michigan Tradesman. 691

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately, as desired. Cheap for cash. Chas. E. Williams, 69 Carrier street, Grand Rapids. 693

FOR SALE—GENERAL STOCK OF MERCHANDISE, doing a nice business. Reason for selling, health failed. Address New Home Machine office, 541 N. Division street, Grand Rapids, Mich. 688

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

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 CHEAP—ONE STORE BUILDING 28x34 with residence in connection. Best location in town for a saloon and billiard hall or general store. Those meaning business must inquire at once. Good reason for selling. Address No. 701, care Michigan Tradesman 701

SITUATIONS WANTED.

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

WANTED—POSITION AS BOOK-KEEPER by steady young man, with family. Unexceptional references furnished and satisfaction guaranteed. Address C. E. Weaver, Adrian, Mich. 690

MISCELLANEOUS.

FOR RENT—STORE WHERE THERE IS A good opening for a druggist. Rent low. Enquire at Michigan Tradesman office. 686

SOME VALUABLE FARMS AND FINE LANSING city property to exchange for merchandise. Address 222 Washington ave., N., Lansing, Mich. 687

FOR SALE—SMALL STOCK BAZAR GOODS; excellent location; cheap rent; goods fresh and cheap. E. F. Caldwell & Son, Lake Odessa. 698

GRAND RAPIDS GOSSIP.

J. F. Richards has opened a grocery store at Cedar Creek. The Musselman Grocer Co. furnished the stock.

Joseph Glowczynski has closed out his general stock at 481 East Bridge street and will retire from business.

Fred Blakeley has opened a grocery store at Eastport. The Olney & Judson Grocer Co. furnished the stock.

Gaylord Helmer, general dealer at Mc Millan, has added lines of drugs and hardware. The Hazeltine & Perkins Drug Co. furnished the former and Foster, Stevens & Co. supplied the latter.

B. E. Heald has taken possession of the meat market at the corner of South Division and Eleventh streets, formerly conducted by Eble & Hext, and more recently by men named Daniels and Cooper.

F. J. Lamb, formerly engaged in the produce and commission business here, is now conducting a bakery at Hyde Park, and is a partner in a commission business on South Water Street, Chicago.

Baldwin, Tuttle & Bolton will shortly begin the erection of an addition to their present sawmill machinery factory on Sixth street, 30x40 feet in dimensions and two stories high. It will be used entirely for manufacturing purposes.

It is reported that W. H. Tibbs will remove his drug stock from the corner of Monroe and Spring streets to the store in the Kendall block lately vacated by Morehead & Nelson. H. E. Grand-Girard will remove his stock from Ellsworth avenue to Mr. Tibbs' present location.

The Hardware Market.

The spring trade is opening up in splendid shape. Business in March, according to all reports, is far ahead of last year, and then it was considered good. The demand for seasonable goods is very large, but, as usual, there is trouble in getting orders filled.

Wire Nails—Firm and advancing. At a meeting held last week by the manufacturers, prices were advanced to \$1.60 at the mill. Jobbers are now quoting from stock \$1.85@1.80. Prospects for still further advances are evident.

Barbed and Plain Wire—Owing to advances in raw materials, all kinds of wire have been put up by the mills from 10c@15c per 100 pounds. Two dollars and forty cents for painted and \$2.70 for galvanized are now quoted in this market.

Rope—No change in price, but firm at last week's quotations.

Glass—No further action has been taken by the mills to change the present discount.

Tackle Blocks—The market is quite a little demoralized. While 60 per cent. discount is regular, better figures can be obtained for good-sized orders.

Bar Iron—Very firm, \$1.80@1.90 being now asked.

Agricultural Tools—The scarcity is still on. Why manufacturers do not anticipate this demand and carry larger stocks is hard to tell, but they all say it has been impossible for them to keep up with the demand.

Corn Planters—Are now being called for. The Monitor and Triumph seem to be the favorite makes called for. We quote Monitor \$9 per doz., and Triumph, \$7.50 per doz.

Potato Planters—This tool, although quite new, met with a very large sale last year, and the prospects are it will be more generally used this year than ever. We quote the Traverse City planter at \$12 per dozen.

The Grocery Market.

Sugar—The market advanced 1-16c last week, and another 1-16c advance was recorded Monday. The strong position of the raw market indicates still higher prices for the near future.

Kerosene—The Standard Oil Co. has advanced the price of Water White Michigan Oil 1/4c, making the present price on this grade 6 3/4c.

Soaps—Prices of staple brands continue to decline in consequence of the recent decline in both animal and vegetable fats used in the manufacture of soap.

Provisions—The downward tendency continues, pork having declined another \$1, hams 1/2c, and kettle rendered lard 1/2c.

Bananas—The season is opening as the weather moderates, the markets being fairly well stocked.

Lemons—No particular change from a week ago.

Oranges—California packers are talking higher prices, but the local markets are the same as a week ago. Floridas are getting scarce and very ripe, the crop being practically marketed.

Peanuts—Very strong. Prices in Virginia are unchanged, but the local markets are gradually advancing to keep pace with the recent advances in Virginia.

From Out of Town.

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

- F. A. Burlington, Wayland.
- Jas. E. Balkema, North Muskegon.
- Philip Baas, Alpine.
- G. Hirschberg, Bailey.
- Wm. Rademacher, Wright.
- W. H. Harrison, Harrisburg.
- Chittenden Lumber Co., Cadillac.
- J. Cohen, White Cloud.
- A. C. Brink, Bailey.
- E. A. Bowen, Kent City.
- Gaylor Helmer, McMillan.
- Thos. H. Atkins, West Carlyle.

The Board of Directors of the Michigan Knights of the Grip have voted to pay the death claim of the late W. H. Burleson, although the application of the deceased for membership had not been passed upon at the time of death, and the deceased was not a traveling man, strictly speaking, as he sold goods from trunks which he carried along with him, and not by sample, which is construed by the courts as the distinction between a traveling man and a peddler. Their action is certainly very generous, but the Directors should be just before they are generous, and pay some of the death claims, concerning which there is no question, which have hung fire for many weeks. Members to the number of 208 were accepted at the meeting of Directors, making the present membership 1,817.

M. W. Hicks, proprietor of the Springdale cheese factory, near Hopkins Station, was in town one day last week. He takes considerable stock in the prediction of Macpherson, the Canadian cheese king, that cheese will be better property than butter during the season of 1893.

Advertise in The American Cheesemaker

Unlike the Dutch Process

No Alkalies



Other Chemicals

are used in the preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

W. BAKER & CO., Dorchester, Mass.

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

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

Hazeltine & Perkins Drug Co.,

STATE AGENTS

GRAND RAPIDS, MICH.

FOURTH NATIONAL BANK

Grand Rapids, Mich.

D. A. BLODGETT, President.

Geo. W. GAY, Vice-President.

Wm. H. ANDERSON, Cashier.

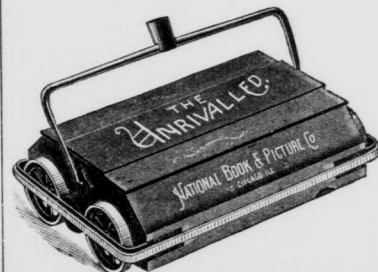
Jno A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

DIRECTORS.

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

THE BEST SWEEPER MADE
For the Money.



Strictly first class in all its details, with all latest improvements. If given as a premium with \$35.00 of Purchases, it will sweep trade your way. \$18.00 per dozen, 30 days net, 3 per cent 10 days. 500 cards and a punch free.

NATIONAL BOOK & PICTURE CO.,
CHICAGO.

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.

To My Ben-Hur
Cigar.

Oh! bright cigar:
I love thy wreaths of smoke so dimly curling,
I love thy murky cloud above me whirling;
While, like a star,
Amd the smoke thy brilliant tip is shining,
And bids me cast all care and sad repining
From me afar.

Companion dear!
When weary of this world, its empty pleasure,
Its ceaseless toil, its cares without a measure,
Its doubt and fear;
Then fancy paints upon thy bright cloud waving
The far off friends and scenes my heart is craving
And brings them near. [ing,

And when in sorrow
My heart is bowed and all is cold around it,
And dreary thoughts and weary cares surround it,
Yet still I borrow
From thee a solace, while dear hope reviving,
Brings to my view, the mist before it driving,
A bright to-morrow!

—[The Smoker.

All First-Class Dealers Sell Ben-Hur Cigars.

MADE ON HONOR. SOLD ON MERIT.

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

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 \$1,105,994, 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 surance 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.

The Growth of Chicago.

What will be the size and status of Chicago in a century? Well, let us suppose we have no war, pestilence or earthquake, and that the Mississippi Valley has counted 100 more harvests, has garnered fifty billion bushels of wheat, one hundred and fifty billion bushels of corn, and so on, and this quantity of fuel has been turned into human energy, and men have all worked like slaves, as they now work, with almost magical power of product by use of machinery, and Chicago is in the center of it, the largest city of the valley—is it not a stupendous thought?

It will depopulate London, and as men have always migrated when necessary, either by war or friendly reception, such a history might find Chicago with 10,000,000 people, extending from Wisconsin to Indiana. Six hundred thousand people came here to stay between Jan. 1, 1889, and Jan. 1, 1892. If you knew every one three years ago, there are to-day six that you do not recognize to eight that you do. With blocks of sixteen story buildings rising in every direction, with 72,000 persons riding in the elevators of one structure in one day, what shall the prophet do but spread the pinions of his imagination and soar to empyreal heights?

This I think I know of Chicago—that it is the cheapest place to live in, if one will work. But perhaps the reason for the inexpensiveness of life here is the low state of municipal cleanliness. Purity is never a bargain. Filthy streets, black buildings, unswept gutters and walks, careless raiment—these matters unquestionably make life easier, just as a soiled child in an alley has a much happier life than little Lord Fauntleroy—and lives longer. With a level site and Lake Michigan to drink from, with all railroad trains and all lake craft due here at any time within a week always, I should think Chicago would support 3,000,000 souls at least within 100 years.

Yet if the wage system shall remain to be the only one that human nature will tolerate, it appears probable that the town will be a Birmingham and not a Florence. The black pall of smoke that lowers upon Chicago annually after the sun crosses Madison street going south must increase, for each new tall building of which we hear empties its additional tons upon tons into the skies.

We ought to like the age of progress, and we do. Nearly everybody in America has sat in a velvet chair, if only in a railroad car. There are getting to be so many fine things the kings cannot use them all. A Chicagoan of modest means was awakened the other night at 11 o'clock by a telegraph boy, who delivered an electric message for the hired girl from another hired girl concerning an engagement to meet the next Thursday out. He was forced to awaken the girl and convey the tidings orally, as she could not herself read the plainest print. This episode bespeaks the democracy of the times far louder than a congressman's oration. JOHN MCGOVERN.

Coffee is adulterated with chicory; and chicory with carrots, turnips and mangelwurtzel. The deception will be complete when something is found to adulterate the mangelwurtzel with.

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

Use Tradesman or Superior Coupons.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, GINGHAMS, and various fabric types with their respective prices.

Table of DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, BED FLANNEL, MIXED FLANNEL, DOMESTIC FLANNEL, GANYAS AND PADDING, DUCKS, WADDINGS, SILSILAS, SEWING SILK, HOOKS AND EYES—PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.

ATLAS SOAP

Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

For general laundry and family washing purposes. Only brand of first-class laundry soap manufactured in the Saginaw Valley.

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

"The Kent."

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

BEACH & BOOTH, Props.

We are state agents for the

People's Typewriter.

Retail price, \$20 each.

Agents wanted in every town in the state.

EATON, LYON & CO. Booksellers and Stationers,

20 & 22 MONROE ST., GRAND RAPIDS, MICH.

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.

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 guarantee of good faith.

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

Sample copies sent free to any address.
Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, APRIL 5, 1893.

THE DIGNITY OF LABOR.

A serious disagreement has occurred between the faculty and students of Straight University. This institution, which was established by the New York Missionary Association for the education of the colored youth of both sexes, is a manual labor school in which the pupils pay in part for the educational facilities afforded them with some sort of useful service. The males perform the rougher labor required by the establishment, while the girls do housework and fulfill the lighter duties of maintaining the institution. It appears that the latter have willingly performed most of the offices required of them, but some refuse to wait on the table. Until recently hired servants were kept for that duty, but, when it devolved upon the girl students, some refused to render service, protesting that it was servile and unworthy.

It appears that the parents of the girls have seconded their protests, and quite a controversy has arisen with the faculty over the matter. As the questions at issue are simply those of the discipline of the school, it does not particularly concern the public at large. Nevertheless, it may be permitted to remark that service in a subordinate situation is servile only as it is felt to be so and not from any inherent quality in the act. Somebody must serve, since the majority of people are not rich enough to command service for themselves. Nothing is more common than for white students at some of the most respectable colleges to work during vacation to secure money to complete their education, and waiting at table in the hotels of watering places is regarded as desirable employment, and is gladly secured by students of both sexes.

We hear much of the dignity of labor. This dignity consists in doing useful work in a faithful, self-respecting manner. To be ashamed of it is an unworthy weakness. The man who feels that he is disgraced by honorable work really disgraces his work. The proper use of education is not to enable people to live without labor, but to dignify and ennoble their labor. Many a man with a college culture is forced to do manual labor for

a living. Many a woman reared in the lap of luxury and refinement is driven by poverty to work with her hands. We do not believe that people of true pride of character feel any disgrace under such circumstances, however much they may deplore the loss of wealth. If education is to nourish a foolish vanity which makes people ashamed to work, it is an evil instead of a blessing. It is not wealth that truly elevates, but the conscientiousness of honesty, industry and fidelity in the discharge of every duty, no matter how difficult or disagreeable, that makes people worthy of respect. Servility is not in the performance of a duty, but in the heart of him that is ashamed of the duty. This is a rule for the entire human race, without regard to color or condition.

FOOD BILLS AT LANSING.

There are four measures before the Michigan Legislature pertaining to the sale of food and food products in this State. All of the bills originated in the House, being designated as follows:

File No. 204 is a bill creating the office of Dairy and Food Commissioner, defining his duties and regulating prosecutions begun by him. This bill is practically a copy of the present Ohio law, and has worked great injustice to the trade in that State. While the necessity for the creation of such an office is generally recognized, it is essential that the officer who executes the law should not be clothed with arbitrary authority to that extent that he can prosecute dealers unjustly and unnecessarily. With such objectionable features eliminated from the bill, there is no reason why it should not become a law.

File No. 187 is a bill providing against fraud and adulteration in food products and drugs. It covers a multiplicity of subjects, including adulterations of drugs, spices, coffee, tea, milk, cheese, oleomargarine, vinegar, liquors, wine, etc., and embodies many tyrannical features which would work great injustice to both the wholesale and retail trade of the State. This bill is copied after the Ohio law, and contains all the undesirable features which have made the food laws of the Buckeye State so obnoxious to the people at large. Properly amended, it would be a good thing for the State; but it is objectionable in its present form, and a source of great injustice to all concerned.

File No. 58 is a bill providing for the inspection of all neat cattle intended for slaughter and sale as human food. It provides for the appointment of a live stock inspector in each city and village in the State; providing severe penalties for any violation of any provision of the act.

File No. 45 is the McKinstry bill, providing for the dating of canned goods. THE TRADESMAN has frequently pointed out the undesirable features of this measure, so that it is hardly necessary to refer to it again, except to warn the people of the State that, unless they take prompt action, it may become a law. Without any officer to enforce it, however, it will be, like many other laws on the statute books, a complete dead letter.

It will be seen from the above statement of the bills now pending in the House that the merchants of Michigan ought to take prompt action toward the suppression of the undesirable features in such legislation as would affect them

inhuriously. Unless they do so, they are likely to be hampered by the enactment of annoying laws which will serve to keep them in hot water, without being of any benefit to the people at large.

CANADIAN ANNEXATION.

There appear in the press dispatches from time to time accounts of the progress of the annexation sentiment in the Dominion of Canada, and there can be little doubt that there is an element among the Canadians favorable to political union with the United States. The agitation was first started several years ago at the time of the last general election in Canada, a few months previous to the death of Sir John Macdonald, and it was then rather a campaign ruse of the Liberals than a serious agitation in favor of annexation. Now it appears that the French-Canadian element have taken up the cry, and one of their prominent journals calls upon the French-Canadian residents in the United States to urge upon their friends and relatives in Canada the benefits to follow from the annexation of the Dominion to the United States.

Evidently our Canadian friends have not profited by the lesson taught by the recent revolution in the Hawaiian Islands. The Hawaiians deposed their Government and asked for annexation, but the people of the United States have not yet agreed to the proposed union, and it is open to some doubt whether consent to the annexation of the islands will ever be forthcoming. While, therefore, our Canadian friends may be very willing to be annexed to the United States, it does not appear that the American people are in any way interested in the proposed political union of the two countries.

It is more than probable that the discontented element in Canada will not find it an easy matter to get rid of their present Government and cut loose from the British Empire, and even if that were accomplished, it is by no means certain that the United States would consider annexation desirable, particularly if brought about at the cost of annoying complications.

Gripsack Brigade.

John Cozens, traveling representative for the Telfer Spice Co., celebrated his 48th birthday on March 30.

E. E. Adams has gone on the road for Chas. A. Coye, the awning manufacturer. He hails from Otisville, and is meeting with flattering success.

C. W. Granger has gone on the road for the Michigan Manufacturing Co., of Otsego. He will remove his family to this city, and make Grand Rapids his headquarters.

J. N. Bradford will attend the annual reunion of the Twenty-sixth Michigan Infantry at Woodland on Thursday. His route will be covered in the meantime by John Cummins.

John M. Fell, for three years traveling representative for Geo. H. Reeder & Co., but for the past two years on the road for C. M. Henderson & Co., of Chicago, has engaged to travel for the Reeder Bros. Shoe Co.

Manley Jones has leased a small tract of ground and proposes to embark in the production of horse radish. He expects to make a blend of three parts of turnip to one of horse radish, having taken special instruction on the subject from an Owosso expert.

Hub Baker celebrated the forty-eighth

anniversary of his arrival in the land of molasses and horse raffles March 29, at his residence at 1009 Gilbert street. The event was participated in by an even one-third gross of friends and neighbors, all of whom join THE TRADESMAN in the hope that Mr. Baker may be spared to star in many more similar occasions.

A. W. Merrill, traveling representative for the American Eagle Tobacco Co., is an heir to the wealth left by Millionaire Woods of Cleveland. Mr. Merrill resides in Lexington. A Mrs. Tewksbury, deceased, who formerly lived in Detroit, was a sister of the late capitalist. The Woods estate, it is claimed by business men, cannot amount to more than \$500,000, although it has been popularly estimated at ten times that amount.

The trials and discomforts of the average traveling man, and which he must inevitably undergo if he is devoted to the interests of his firm—and what traveler is not?—would fill a large book. In the summer he makes unwearied miles through dust and heat; in the winter he uncomplainingly exposes himself to weather and roads which might have checked the inspiration of a Don Quixote, but so long as he sells his wares and benefits his house, no weather is too bad, no discomfort too rough for him to patiently endure.

During one of the severe snow storms of this winter nearly two hundred traveling men were snow-bound in a small railroad town in the interior of Wisconsin. The storm was of several days' duration, and the only thing to do was to make the best of the situation. This the knights of the grip proceeded to do. They told stories, played checkers, and matched pennies for the cigars. On Sunday morning they marched in a body to the village church. Their presence created consternation, and more attention was paid the sleek, good-natured salesmen than the minister and his strictly orthodox sermon. After the sermon, the contribution plate was passed by a meek-faced deacon, who seemed to hesitate as to the advisability of approaching the crowd of traveling men. He did so, however, and was reassured when the first one he approached threw in a big silver dollar. The second did the same, and so did the third. The deacon's eyes became as large as the pieces of money and he began to wonder if he had really awakened from his regular Sunday morning nap in his pew. But the clink of the silver pieces was real, and he rubbed his eyes to make sure he was awake. The plate was filled and half the men had not been approached. The deacon was so excited and nervous he could scarcely walk to the pulpit to empty the plate. The congregation was no less excited, and men and women stared at the rows of drummers with as much curiosity as the small boy exhibits when he visits his first circus. But the traveling men, bless you, were as demure as so many Quakers, and had it not been for their garb might have been taken for the strictest of that strict sect. The first sound heard on the deacon's return to the row where he left off was the "plunk" of a silver dollar from the first man under whose nose the plate was pushed. There was too much excitement for the congregation to sing, and the members did nothing except to gaze at those wonderful drummers, whom they had always considered dangerous and naughty men. A second time the

plate had to be emptied, and when the last traveling man had been visited the plate was well filled the third time. It is said the minister was so confused that he sent the congregation home without the benediction, and the commercial men were the only ones who noted the omission.

In Favor of the Half Holiday.

GRAND RAPIDS, April 1—It is very encouraging, the strength the early closing movement has gained during the last few weeks. The boys talk about it; business men talk about it; in fact, all seem to have a kindred interest in the matter. Everyone enjoys recreation. Sometimes people talk as if extra leisure for young men meant giving them scope to run into everything which is bad. It may do if one is naturally of a vicious turn, but there are a very large number who, if they had the time, would like to improve body and mind, at the same time. Has not long hours the tendency to lead them wrong? When the body is worn out and run down, is not the tendency of most men to rush into excitement and places where, in a more normal condition of the system, they would have no thought of going? Some business men argue that their business cannot be made to fit in with shorter hours. That is a big mistake. If firms in large cities, employing from 100 to 500, can manage their business to suit a half holiday, then surely there is no business in a city like ours but can be adapted to it. There is a good deal of truth in the old motto, "Whatever man has done, man can do." Whatever has been done in other towns, can be done here. If it is essential to have a half holiday in Chicago or Buffalo, or any other large city, it is just as much so in Grand Rapids. What is sauce for the goose is sauce for the gander, and I am fully persuaded that there is not one who tries it for one year but will be well repaid, and will undoubtedly feel as if he was getting a little nearer the millennium.

E. WHITE.

Purely Personal.

E. R. Jewell, of Tacoma, Wash., has taken a position as office assistant for the I. M. Clark Grocery Co. Mr. Jewell is a brother of the vice-president of the corporation.

H. R. Whitman, for the past six years General Agent for Western Michigan for the Mutual Benefit Life Insurance Co., of Newark, N. J., has removed to Detroit to take the position of Superintendent of Michigan Agencies for the same company. Mr. Whitman is a man of tact, force and persistence, combining these qualities in such a manner as to enable him to achieve remarkable success in his chosen calling.

The Drug Market.

The reports of damage to the growing crop of opium have been fully confirmed, and higher prices will rule for the present. The market is steady at the late advance.

Morphia is firm at the new price named on the 23d.

Quinine is steady, and it is believed there is a combination of foreign and domestic makers to maintain prices.

Linseed oil is very firm and another advance is looked for.

The McKinstry Bill Passed and Reconsidered.

LANSING, March 28.—The McKinstry canned goods bill to-day passed the House by a bare majority. I was not here when it was considered in committee of the whole, but succeeded in getting the vote reconsidered, temporarily tabling the measure. Will you please send me a copy of all the issues of your paper mentioning the bill; also any other points to help me defeat this pernicious measure.

Truly yours,

A. T. LINDERMAN.

Bay City—The shipbuilding industry here is likely to be pushed with greater activity this season than ever before. Wheeler & Co. are full of business, and Capt. Davidson, who builds wooden vessels solely, has sold four of the big fleet and a number of smaller ones, and will continue to turn out wooden boats.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
HENRY IDEMA, Vice-Pres.
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Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

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Deposits Exceed One Million Dollars.

La Grippe

may attack but cannot overcome those protected by frequent use of



CUSHMAN'S

MENTHOL INHALER.

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

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

WALL PAPER

Merchants can make 30 to 50 per cent. selling wall paper on our plan, which is to

Sell From Samples.

We Ship Goods same day order is received, so you need buy only what you sell and make

NO INVESTMENT.

Our Sample Books contain over 400 patterns and represent a stock of \$5,000 to \$6,000. We ask \$5.00 for sample books including a nice display rack and when you have sent orders amounting to \$50.00 we

Refund the Money

paid for samples and Rack. We will send a few samples from these books free, with full particulars to Merchants. You can make \$6.00 to \$12.00 every day this spring selling our wall paper.



ALFRED PEATS, Wall Paper Merchant

136-138 W. Madison St., CHICAGO.

30-32 West 13th St., NEW YORK.

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

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkhill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—James Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

Some of the Causes of Failure.

The causes which lead to business failures are as varied as the motives which underlie human action, and seem to vary with the individual and the occupation. Certain methods and principles, however, seem as surely to be followed by failure as cause is followed by effect.

One writer on this subject says that one of the first great causes of failure is too much confidence on the part of the young man just starting into business for himself. Not knowing of the many obstacles before him, and the difficulties to be overcome, he soon finds himself struggling in a "sea of trouble" and goes down on meeting the first breaker. He imagined that by launching his boat he would have clear sailing and eventually glide on to wealth and independence. On the other hand, there is the timid man who is afraid to move for fear of being swamped, and is forever waiting for just the proper moment to push off. There is much in the old saying: "Nothing venture, nothing have."

One source of failure is an over-estimate of talent in the individual concerned. By asking the great thing he loses the small which goes to make up the whole; and by scorning to do what he might do well, fails by attempting what he cannot do at all. There are many who "bite off more than they can chew."

Many failures may be traced to too much confidence in what is known as luck, and instead of "adjusting efforts to obstacles," expect some turn in affairs to set them up above all difficulties, and thus fail in the beginning; while yet another class struggle aimlessly on always "waiting for something to turn up."

Some fail from the inability to retain a good thing after it has been procured. Rothschild said:

"It requires a great deal of boldness and a great deal of caution to make a fortune, and when you have got it, it requires ten times as much wit to keep it." At another time, in speaking of losing a fortune by letting go of one thing to seize another, he said: "Stick to your business, young man; stick to your brewery, and you will be the great brewer of London. Be brewer and banker and merchant and manufacturer, and you will soon be in the Gazette."

Another cause of failure is a want of concentration of powers and the inability to see and to grasp the opportunity when it is at hand. "Timeliness of action," it has been called. There is something in knowing just when the iron is hot enough to strike. Shakespeare said: "There is a tide in the affairs of men which, taken at its flood, leads on to fortune." Many have seen too late that they have allowed it to go by. Time once lost can never be regained.

Of course there may be defects in mind and character which lead to failure, and many faults in business methods which are followed by disaster.

Dishonest means cannot be used to accomplish honest ends. A want of consideration of the rights of others in the business world, failure to keep promises and fulfil conditions, a want of the appreciation of time and failure to be prompt in meeting obligations or to stand by a contract, all these tend to weaken and destroy the healthy forces of all action, and will penetrate the business to the very core. Carelessness, forgetfulness, untidiness and sloth, all help

to undermine the good standing of any house. Of these personal characteristics of the business man there are many which help to weaken and to keep him down.

There are some reasons why a man may not succeed over which he has no control. Perhaps the first of these is ill-health. Emerson says: "For performance of great works it needs extraordinary health." And again he says: "The first wealth is health. Sickiness is poor-spirited and cannot serve any one."

There are qualities possessed by individuals which enable them to accomplish what others of equal capabilities could not. "Who shall set a limit to the influence of a human being?" Men have changed the affairs of a nation by a book. What is known in business circles as good or poor address has much to do with failure and success.

Fire, flood and pestilence are enemies to fortune, and cripple business whenever they are met. The last cause I shall speak of is perhaps the greatest I have mentioned yet—the fear of work. Without work there is no success. "The one prudence in life is concentration."

Honest, faithful, conscientious work will always win. Once again, I beg leave to quote from Emerson: "Wealth consists of timeliness in being at the right spot." Be on the right spot at the right time, young man, and work, and you cannot but succeed. C. WINTER.

A Woman's Idea of Economy.

"Some women have a peculiar idea of economy," said a well-known merchant to a St. Louis *Republic* reporter. "I live pretty far out in the West End, where corner grocery and butcher shop provisions cost more than they do anywhere else on the present extent of discovered earth. We have been paying 30 and 35 cents each for common, ordinary good beefsteaks, and everything else in proportion.

"The other day my wife had occasion to visit a friend in South St. Louis, and, on her return to Broadway to catch a north-bound car, she passed a meat shop which attracted her attention by reason of its clean and wholesome display of fresh meats. She entered the place, selected a large steak and bought it.

"How much?" she asked the butcher, reaching for her purse.

"Fifteen cents, mum."

"What!" cried my wife, thinking she had not heard aright. "Fifteen cents?"

"Yes, mum; or two for a quarter."

"Two for a quarter?"

"Yes, mum."

"Then gimme two, right quick. I never heard of such prices in St. Louis."

"Proudly she walked out with her two steaks, but she had only gone a block—repeating to herself meanwhile, 'never heard of such prices,'—when it dawned upon her that she ought to take advantage of the opportunity and lay in a sort of winter's supply. So back she went to the butcher's and bought two more steaks.

"Well, thus far everything was right, and for several days we fairly reveled in cheap, delicious meat.

"But, alas, her success turned her head. That was a month ago. And yesterday she told me with pride in her voice that she had been sending down every day since for one steak—one steak, mind you, for 15 cents, with 20 cents car fare added.

"I dare not disturb her dream of economy. It was too realistic and too full of victorious pleasure for my ruthless hand to sweep away. I am still complimenting her on the frugality of her management—and paying extra to carry out the deception just the same."

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

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

**Candy
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We carry the
Largest Variety

and can show you the

Finest Goods

made in this country and will make

Lowest Prices

quality considered.

A. E. BROOKS & CO.,

46 Ottawa St., Grand Rapids, Mich.

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

Write to **THE TRADESMAN COMPANY**, They Do It.

MUSKEGON BRANCH UNITED STATES BAKING CO.,
Successors to

MUSKEGON CRACKER CO.,

HARRY FOX, Manager.

CRACKERS, BISCUITS AND SWEET GOODS.

MUSKEGON, MICH.

SPECIAL ATTENTION PAID TO MAIL ORDERS.

Oysters!

Season closes April 1. We have done our best to supply first-class stock, and our endeavors seem to have been appreciated, as we have been favored with orders from every direction. We thank you for them and trust you have made money by handling the best brand put up—the P. & B.

THE PUTNAM CANDY CO.

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 had 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. It has come to be an established fact that this is the best Pile Remedy on the market, and every live druggist has it in stock.

No Blanks. When you purchase

CONFECTIONERY

manufactured by us you get full value for your money and have the satisfaction of knowing that you are handling PURE GOODS made by the most improved methods.

THE PUTNAM CANDY CO.

Wholesale Price Current.

Advanced—Gum opium, gum opium po., morphine. Declined—Turpentine.

Table listing various chemical and medicinal products such as Aceticum, Benzolicum, Boracic, and others, with their respective prices and quantities.

Table listing medicinal products and chemicals including Morphia, S. N. Y. Q., Moechus Canton, Myristica, Nux Vomica, and others, with prices and quantities.

HAZELTINE & PERKINS DRUG CO.

DRUGS

CHEMICALS AND PATENT MEDICINES

Paints, Oils and Varnishes.

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

Weatherly's Michigan Catarrh Remedy.

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction.

HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

Table containing categories: AXLE GREASE, BAKING POWDER, BATH BRICK, BLUEING, BROOMS, BRUSHES, BUTTER PLATES, CANDLES, CANNED GOODS, CHOCOLATE, CHEESE, Fruits, Gold Medal, Skim, Brick, Edam, Leiden, Limburger, Pineapple, Roquefort, Sap Sago, Lusk's, Schweitzer, Imported, domestic, CATSUP, Blue Label Brand, Half pint, 25 bottles, Pint, Quart 1 doz bottles, CLOTHES PINS, 5 gross boxes @50, COCOA SHELLS, 35 lb bags @3, Less quantity @3 1/2, Pound packages @6 1/2 @7, COFFEE, Green, Rio, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Fancy, Prime, Milled, Java, Interior, Private Growth, Mandehling, Mocha, Arablan, Roasted, Coffee, add 1/2 cent per lb. for roasting and 15 per cent. for shrinkage, Package, McLaughlin's XXXX, Bunola, Lion, 60 or 100 lb. case, Extract, Valley City 1/2 gross, Hummel's, foil, gross, tin, CHICORY, Bulk, Red, CLOTHES LINES, Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 72 ft., CONDENSED MILK, 4 doz. in case, Eagle, Crown, Genuine Swiss, American Swiss, COUPON BOOKS, 1, 5, 'Tradesman', \$1 per hundred, \$2, \$3, \$5, \$10, \$20, 'Superior', \$1 per hundred, \$2, \$3, \$5, \$10, \$20, 'Universal', ENVELOPES, XX rag, white, No. 1, 6 1/2, No. 2, 6 1/4

Table containing categories: Fruits, Apples, 3 lb. standard, York State, gallons, Hamburg, Apricots, Live oak, Santa Cruz, Lusk's, Overland, Blackberries, B. & W., Cherries, Red, Pitted Hamburg, White, Erie, Damsons, Egg Plums and Green Gages, Erle, California, Gooseberries, Common, Peaches, Pie, Maxwell, Shepard's, California, Monitor, Oxford, Pears, Domestic, Riverside, Pineapples, Common, Johnson's sliced, grated, Quinces, Common, Raspberries, Red, Black Hamburg, Erle, black, Strawberries, Lawrence, Hamburg, Erle, Terrapin, Whortleberries, Blueberries, Meats, Corned beef, Libby's, Roast beef, Armour's, Potted ham, 1/2 lb., 1 lb., 3 lb., 5 lb., chicken, 1/2 lb., Vegetables, Beans, Hamburg stringless, French style, Lima, green, soaked, Lewis Boston Baked, Bay State Baked, World's Fair Baked, Picnic Baked, Corn, Hamburg, Livingston Eden, Parity, Honey Dew, Morning Glory, Soaked, Peas, Hamburg marrofat, early June, Champion Eng., petit pois, fancy sifted, Harris standard, VanCamp's marrofat, Archer's Early Blossom, French, Mushrooms, Pumpkin, Erle, Hubbard, Squash, Succotash, Hamburg, Soaked, Honey Dew, Erle, Tomatoes, Hancock, Excelstor, Eclipse, Hamburg, Gallon, CHOCOLATE, Baker's, German Sweet, Premium, Breakfast Cocoa, AMBOY, Acme, Riverside

Table containing categories: Gold Medal, Skim, Brick, Edam, Leiden, Limburger, Pineapple, Roquefort, Sap Sago, Lusk's, Schweitzer, Imported, domestic, CATSUP, Blue Label Brand, Half pint, 25 bottles, Pint, Quart 1 doz bottles, CLOTHES PINS, 5 gross boxes @50, COCOA SHELLS, 35 lb bags @3, Less quantity @3 1/2, Pound packages @6 1/2 @7, COFFEE, Green, Rio, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Fancy, Prime, Milled, Java, Interior, Private Growth, Mandehling, Mocha, Arablan, Roasted, Coffee, add 1/2 cent per lb. for roasting and 15 per cent. for shrinkage, Package, McLaughlin's XXXX, Bunola, Lion, 60 or 100 lb. case, Extract, Valley City 1/2 gross, Hummel's, foil, gross, tin, CHICORY, Bulk, Red, CLOTHES LINES, Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 72 ft., CONDENSED MILK, 4 doz. in case, Eagle, Crown, Genuine Swiss, American Swiss, COUPON BOOKS, 1, 5, 'Tradesman', \$1 per hundred, \$2, \$3, \$5, \$10, \$20, 'Superior', \$1 per hundred, \$2, \$3, \$5, \$10, \$20, 'Universal', ENVELOPES, XX rag, white, No. 1, 6 1/2, No. 2, 6 1/4

Table containing categories: \$1, per hundred, \$2, \$3, \$5, \$10, \$20, Above prices on coupon books are subject to the following quantity discounts: 200 or over, 5 per cent., 500 " 10 " 1000 " 20 " COUPON PASS BOOKS, Can be made to represent any denomination from \$10 down, 20 books, 50, 100, 250, 500, 1000, CREDIT CHECKS, 500, any one denom'n, 1000, 2000, Steel punch, CRACKERS, Seymour XXX, Seymour XXX, cartoon, Family XXX, cartoon, Salted XXX, cartoon, Salted XXX, cartoon, Johnsha, Boston, Butter biscuit, Soda, Soda, XXX, Soda, City, Soda, Duchess, Crystal Wafer, Long Island Wafers, Oyster, S. Oyster XXX, City Oyster, XXX, Farina Oyster, CREAM TARTAR, Strictly pure, Telfer's Absolute, Grocers', DRIED FRUITS, Domestic, Apples, Sundried, sliced in bbls., quartered, evaporated, 50 lb. boxes, California in bags, evaporated in boxes, Blackberries, In boxes, Nectarines, 70 lb. bags, 25 lb. boxes, Peaches, Cal. evap., in bags, Pears, Pitted Cherries, Barrels, 50 lb. boxes, 25 " Prunelles, 30 lb. boxes, Raspberries, 50 lb. boxes, Raisins, Loose Muscatels in Boxes, 2 crown, 3 " Loose Muscatels in Bags, 2 crown, 3 " Foreign, Currants, Patras, in barrels, in 1/2 bbls., in less quantity, Citron, Leghorn, 25 lb. boxes, Lemon, Orange, Raisins, Ondura, 29 lb. boxes, Sultana, 30, Valencia, 30, Prunes, California, 100-120, 90x100 25 lb. bxs, 80x90, 70x80, 60x70, Turkey, Silver, Sultana, ENVELOPES, XX rag, white, No. 1, 6 1/2, No. 2, 6 1/4

Table containing categories: No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/4, Manilla, white, Coin, Mill No. 4, FARINACEOUS GOODS, Farina, 100 lb. kegs, Hominy, Barrels, Grits, Lima Beans, Maccaroni and Vermicelli, Domestic, 12 lb. box, Imported, Oatmeal, Barrels 300, Half barrels 100, Pearl Barley, Kegs, Peas, Green, bu., Split per lb, Rolled Oats, Barrels 180, Half bbls 90, Sage, German, East India, Wheat, Cracked, FISH--Salt, Bloaters, Yarmouth, Cod, Pollock, Whole, Grand Bank, Boneless, bricks, Boneless, strips, Hallbut, Smoked, Herring, Holland, white hoops keg, Norwegian, Round, 1/4 bbl 100 lbs, Scaled, Mackerel, No. 1, 100 lbs, No. 1, 40 lbs, No. 1, 10 lbs, Family, 90 lbs, 10 lbs, Sardines, Russian, kegs, Trout, No. 1, 1/4 bbls, 100lbs, No. 1, 1/2 bbl, 40 lbs, No. 1, kts, 10 lbs, No. 1, 8 lb kits, Whitefish, Family, No. 1 No. 2, 1/2 bbls, 100 lbs, 10 lb. kits, 8 lb., FLAVORING EXTRACTS, Souders', Oval Bottle, with corkscrew, Best in the world for the money, Regular Grade Lemon, 2 oz, 4 oz, Regular Vanilla, 2 oz, 4 oz, XX Grade Lemon, 2 oz, 4 oz, XX Grade Vanilla, 2 oz, 4 oz, Jennings' D C, Lemon, Vanilla, 2 oz folding box, 3 oz, 4 oz, 6 oz, 8 oz

Table containing categories: GUNPOWDER, Austin's Rifle, kegs, Crack Shot, kegs, Club Sporting, HERBS, Sage, Hops, INDIGO, Madras, 5 lb. boxes, S. F., 2, 3 and 5 lb. boxes, JELLY, 17 lb. pails, LICORICE, Pure, Calabria, Sicily, LYE, Condensed, 2 doz, MATCHES, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, MINCE MEAT, NEW ENGLAND MINCE MEAT, 3 or 6 doz. in case per doz., MEASURES, Tin, per dozen, 1 gallon, Half gallon, Quart, Pint, Half pint, Wooden, for vinegar, per doz., 1 gallon, Half gallon, Quart, Pint, MOLASSES, Blackstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Prime, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra, PICKLES, Medium, Barrels, 1,200 count, Half bbls, 600 count, Small, Barrels, 2,400 count, Half bbls, 1,200 count, PIPES, Clay, No. 216, T. D. full count, Cob, No. 3, POTASH, 48 cans in case, Babbitt's, Penna Salt Co's, RICE, Domestic, Carolina head, No. 1, No. 2, Broken, Imported, Japan, No. 1, No. 2, Java, Patna, SARDINES, American, Imported, Mustard, Boneless, Trout, Brook, 3 lb.



SPICES.

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

Table listing various oils, syrups, vinegars, and other food products, including items like Scouring, Sugar, Syrups, Vinegar, Wet Mustard, Yeast, Teas, and various types of Beans and Peas.

Table listing various meats, fish, and other food products, including items like Banner Tobacco Co.'s Brands, Bologna, Pork loins, Sausage, Mutton, Veal, Fish and Oysters, and various types of Meats and Fish.

Table listing various shell goods, paper and woodenware, and other food products, including items like Oysters, Clams, Paper, and Woodenware.

Table listing various provisions, including items like Plain Creams, Decorated Creams, String Rock, Burnt Almonds, and various types of Meats and Fish.

Table listing various candies, fruits, nuts, and other food products, including items like Candies, Fruits and Nuts, and various types of Meats and Fish.

In Praise of Gorgonzola.

It is not often that cheese inspires a bard to "drop into verse," as one of the characters in a Dickens novel puts it. But a recent statement in an important daily journal to the effect that Gorgonzola cheese is getting scarce, and the further uncomfortable avowal that this same dainty of the dairy is productive of what Carlisle called "that accursed hag, dyspepsia," in other words is sadly indigestible—have inspired a modern poet to liberate his sentiments in this rhyming fashion:

Oh! take the Cheddar cheese away,
It suiteth not the gourmet's throat.
The Neuchatel hath had its day,
And is not fit for table d'hote;
For what are cheeses such as these is,
Compared with Gorgonzola!

For Parmesan I do not care,
No Stilton, if you please, for me;
I am not "gone" on Camembert,
Or Dutch, Canadian or Brie;
The Gorgonzola's worth the lot,
And Gorgonzola can't be got.

I have enjoyed it from of old,
That product of the sunny South—
The cheese that wears the dairy mould,
And melts like butter in the mouth;
And whose consumption oft is graded
By such a pleasant after-taste.

To man's digestion, so 'tis said,
It causes dreadful wear and tear,
Remaining on his chest like lead,
Inspiring many a weird nightmare.
Well, they may say so, if they please,
But still I mean to eat that cheese!

AMERICAN TEA.

South Carolina Growers Confident They Can Solve the Problem.

From the New York Sun.

Tea dealers in New York have once more been asked to take an interest in the South Carolina tea-growing experiments. Commissioner of Agriculture LeDuc, who once contributed to the gaiety of nations, was the first person seriously and officially to urge the wisdom of tea culture in the United States. He obtained seeds, had them distributed from his bureau, and spread broadcast elaborate instructions as to the best method of carrying on the culture. An expert from the tea fields of Assam reported that the tea could be grown for 15 or 20 cents per pound in North and South Carolina. Ever since there have been periodical efforts to interest the tea trade in American teas, and, in spite of discouragements, a few experimenters in south Carolina have persisted in tea culture.

There is no subject touching which the tea trade of New York is more skeptical than the possibility of making tea culture a profitable industry in the United States. The men who sit in dingy little down-town offices with small brass teakettles about them and ugly little tea cups stored in cupboards that would drive any neat housewife into hysterics, smile whenever American tea is mentioned. The skepticism of the tea dealers results partly from the fact that they know so much, partly from the fact they know so little. The literature of tea culture is a library in itself. To know the subject is to spend years in study. There are men down in the tea trade who can appraise to a mill the value of a given specimen of tea, but who use the very names of teas without a knowledge of their significance. Tea, before its arrival in market, is to the average dealer an Oriental mystery. Those who read books on the subject find them full of contradictions. Some dealers flatly declare their belief that travelers who write upon tea culture in China, have never reached the interior of the country. As a matter of fact, different writers upon Chinese tea culture are of necessity contradictory, because they have seen the operation in different districts. There are many ways of cultivating tea in China, as there are many of preparing it for market. Tea bricks, for example, which are sold by the million pounds all over Central Asia, never appear in the trade of the United States. Should the average tea dealer see a close-packed dark green brick, hard on the surface, and marked in gold with Chinese characters, he would scarcely recognize it as tea. The dealers find that the Oriental plays strange tricks with this market. When one sort of tea has been a drug on the market, next season the same tea appears under a different name. Young hyson and gunpowder are the same tea differently rolled, and there are a dozen devices by which the Celestial takes advantage of the Occidental world.

In the face of all the current skepticism as to American tea, a South Carolinian, who has a ten-acre tea garden, recently sent up some of his own product to be appraised by a firm of New York tea dealers. He sent along also a tea-plant, which has been exhibited in a dealer's window. The firm to whom the sample had been confided tasted, smelt, and drew the tea, and after mature deliberation wrote to the experimenter that all the tests indicated that his tea was worth 20 cents a pound. The grower wrote back to thank the dealer, and to express satisfaction that his sample could be appraised at such a rate.

All this makes no great impression upon the skepticism of the tea trade. Tea that wholesales at 20 cents a pound should fetch about 40 cents a pound at retail. A fair average imported tea, such as is consumed by persons of moderate means demanding articles of good quality, wholesales at about 25 cents a pound. Above and below that prices have wide range. Tea dust from China wholesales in this market at from 6 to 11 cents a pound. The best of it is drunk by the poor, who pay for it 20 cents a pound retail. The worst is bought by druggists and dealers in whisky. There is an unkind suspicion in the tea trade that a good deal of cheap tea-dust goes into sugar-coated pills of one kind or another, in place of quinine, for example. It is well known that a great deal of tea dust is used to color new whisky and give it an appearance of age.

After the tea dust come various cheap grades of Japan, Congou, Young Hyson, and Amoy, wholesaling at 12 or 13 cents a pound. Then there other Young Hysons and Japans and Formosa teas wholesaling at 20 or 25 cents a pound. The Ceylon teas range from 14 to 40 cents wholesale, with fancy qualities as high as 80 cents a pound. Some of the fancy Young Hysons and Formosas wholesale at from 60 to 80 cents, and a Chicago firm has been retailing fancy brands as high as \$3 a pound. Dealers down town smile at such prices as this last, and say that there is really no better tea in this market than some that may be retailed at \$1 a pound. As a matter of fact the finest China teas do not leave the country, and probably would not endure transportation.

The down-town skeptics say that American tea must compete, if at all, with grades of imported tea somewhat below medium quality. They believe that the thing cannot be done. Climate and the cost of labor are both against it, and the fine art of adulteration is also in favor of the foreign grower. Indian teas, which have greatly increased in popularity of late years, are grown with labor which costs from 4 to 6 cents a day. Nobody knows how much less may be the price of labor in the heart of the Chinese tea-growing regions. Labor in South Carolina, where the tea growing experiment has been most persistently tried, is anywhere from three to ten times the cost of labor in Ceylon and India. But it was discovered long ago that much of the labor in tea culture could be performed by machinery, and even that many of the manipulations to which the Chinese tea producers have clung for many centuries may be omitted altogether without detriment to the product. The tea growing experimenters of South Carolina have great hopes from the application of American energy and invention to this ancient employment.

As to the climate, the extension of tea culture has been very gradual, partly because those in whose hands it lay have been jealous of competition, and partly because the climatic needs of the tea plant have been greatly misunderstood. The culture of tea in China is a matter of centuries, perhaps of millenniums, but it is a comparatively recent thing in Japan, while it is only a little over fifty years old in India and less than twenty in Ceylon. The American tea growers have recent precedent and the tradition of American enterprise in their favor; they have against them cheap skilled labor and conscienceless adulteration abroad, and at home the conservatism of dealers and consumers.

Use Tradesman Coupon Books.

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, 6th and 7th April. 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.

HENRY S. ROBINSON.

RICHARD G. ELLIOTT.

H·S·ROBINSON AND COMPANY.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES and RUBBERS

99, 101, 103, 105 Jefferson Ave.,

Detroit, Mich.

State Agents for the Candee Rubber Co.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

Lemons, Dates,
Oranges, Figs,
Bananas, Nuts.

WE SELL THEM! GET OUR PRICES.

THE PUTNAM CANDY CO.

Medium Priced but Strictly High Grade Bicycles.

READ THE LIST.



Eclipse, \$135
New Mail, 125
Majestic, 115
Waverly, 100

We fully guarantee every one. We want AGENTS in unoccupied territory at liberal discounts. Write us for a free ticket on a Majestic bicycle which we will give to the holder of the 101st ticket out of the box at a drawing to be held May 30th, 1893.

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

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.

JIM ALLSPICE.

Jim Scores the "Smart Alecks."—A Few All-Around Remarks.

Written for THE TRADESMAN.
Urbanity is a jewel.

I am a traveling man, deep-dyed as any; a many of family, with but few of the world's comforts to show for my labor.

In my daily walks I find my fellow traveler and competitor in all stages of humanity, from the genial, sociable, practical business man down to the cold, retiring, distant man, with his blood so frozen in his veins, that nothing but the receipt of his salary would set his blood in circulation. He seems to measure his fellowman by the standard of dollars and cents. For him to do an act of charity or contribute to the welfare of his brother traveler in misfortune, it would become necessary to apply a mustard plaster to draw it out of him, and he would then advertise the fact especially to your customers or personal friends.

I am no "kicker," but, as I fit from town to town making my regular calls, selling my customers, always on the lookout for new stocks and new customers, I often meet with many queer or comical travelers with very set ideas regarding business; fellows who are ready to knife your prices, or who insist on telling the merchant what he should buy either on speculation or for splendid "sellers," regardless of the times or location.

I recently put in a day with the buyer of a large mercantile company per appointment. The firm was doing an immense lumbering business, and proposed to make an early purchase of canned goods for their winter trade, giving my firm a good round order, in connection with our purchase of new packing for early fall delivery. Making myself entirely at home in his office, I was like a grand marshal reviewing a parade on Labor Day. "The boys" came thick, fast and furious, all clamorous for orders—to-bacco men, cracker men, soap fiends, meat salesmen, specialty men, and last but not least, salesmen in my own line, all out for game. Of course it would not do for me to deny the fact that I was feeling "way up" as I worked away on my order—I was in the "swim." "The boys'" jokes and shots at me I turned to advantage, quietly shaking them up in return.

What a chance I had to compare human nature, manners, talents or cupidity in those swaggering, bragging, self-esteemed travelers! I noted down some of the styles of different ones in presenting their "cases." Now, the buyer was a well-posted business man, a well-read, polished, affable gentleman that held a position and salary far better than the average salesman. One drummer would walk right in on top of the buyer, slap him on the back, and exclaim: "Hello, Jackson, old boy; how's your liver?" in the same breath informing him that he won \$25 on the prize fight at New Orleans last night. "When I was at the factory a few days ago, the 'old man' told me to make you an offer on (pulling sample out of his pocket) this fine-cut—

23c—put up under your own brand, same price we make to Grand Rapids and Chicago jobbers." Without giving "Jackson" a chance to say a word, he then rattled off some coarse jokes, winding up with a pretty tough story.

Mr. Jackson was "very sorry," but he had "bought all the fine-cut he needed for the present." Our drummer was very sorry—he could have saved him big money if he had only waited, and, with a "Ta ra ra boom deay," he departed. On looking over my cost book, I found that we were buying of the factory the same goods 21c cost, and sold Mr. Jackson 50 pails for sample order, 23c, Grand Rapids.

A dapper young man in a tight-fitting Kersey coat, a pair of trousers "broad brimmed" all the way up, a shiny "tile" of the latest pattern, marched in on us with, "Hello, cap! Are you the buyer? I am selling toilet soaps, extracts, tooth powders, etc. Are you in it?" without introducing himself at all. After Mr. Jackson's telling him that he was supplied, he broke into whistling and started for the door, shooting a fancy card or two about the store. Here was a salesman traveling on his shape. The house he was trying to represent sold this mercantile company quite a few good orders every year. He lost an order by his inexperience and being "too fly."

It was a grand circus for us when the fish man called, direct from Cape Cod. He was a traveling bureau of information. He could give the statistics of the catch of fish from the Sea of Galilee down to the last run of shore mackerel off the coast of Maine. After telling some very funny fish stories, he captured an order for cod, mackerel, herring and smoked fish which would have been an ornament to any traveling man's order book. With a parting ludicrous story about the dog fish barking the bears out of the trees down in Maine, he left Mr. Jackson in a happy frame of mind, well pleased with his purchase and the salesman.

The chief piece of discourtesy and "gall" was fired at Mr. Jackson by a traveler from the Windy City. He "caught on" to the sale I was making and was in a terrible hurry—"Going right along to Petoskey—just wanted to leave a memorandum, with polite request for Mr. Jackson to drop him a line to Petoskey if accepted." He quoted canned peaches, corn, tomatoes—100c lots in Chicago, future delivery, at cut prices—adding a few cuts on Spear Head, package coffee and granulated sugar to sweeten the offer up a little. But the bait did not work, as I had the satisfaction of booking his order for a large quantity of canned goods, with a general "sort up" order for groceries for immediate wants.

As I placed my letter with the order on the south-bound train I met my competitor, who was "in such a hurry to go north," patiently waiting to go south on the first train. For some reason he had suddenly forgotten my name and existence. That was only one day's experience, and, when I received an acknowledgment of my order from my house, with some complimentary remarks as to my success, I said to myself: "It pays to be courteous in business matters. Urbanity, thou art a jewel."

JAS. ALLSPICE.

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

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 be promptly attended. This bank pays 4 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

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We pay the highest price for it. Address
PECK BROS., Wholesale Druggist.
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Building Papers, Carpet Linings, Asphalt Ready Roofing, Tarred Roofing, Felt, Coal Tar, Roofing and Paving Pitch, Resin Asphalt Roof Paints, Mineral Wool for deadening purposes, Asbestos products, car, bridge and roof paints. Elastic roofing Cement, Etc.

Practical Roofers
In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.

Grand Rapids, Mich

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart
10 00 p. m. Detroit Express 6 55 p. m.
4 30 p. m. Mixed 7 00 a. m.
10 00 a. m. Day Express 1 20 p. m.
6 00 a. m. *Atlantic and Pacific 10 45 p. m.
1 00 p. m. New York Express 5 40 p. m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 4:40 p. m., arriving at Grand Rapids 10:00 p. m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.



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

Time Table in effect January 29, 1893.
VIA D., L., & N. R. Y.
Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.
Ar. Toledo at 1:10 p. m. and 10:30 p. m.
VIA D., G. H., & M. R. Y.
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.
Ar. Toledo at 1:10 p. m. and 10:30 p. m.
Return connections equally as good.
W. H. BENNETT, General Pass. Agent,
Toledo, Ohio.

DETROIT,
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. 7:30am 4:15pm Ar. G. R. 11:50am 10:40pm
TO LOWELL VIA LOWELL & HASTINGS E. R.
Lv. Grand Rapids 7:10am 1:25pm 5:40pm
Ar. from Lowell 12:55pm 5:25pm

THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor cars to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

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. Others 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 10:55 a. m. 3:40 p. m.
For Fort Wayne and the East 11:50 a. m. 4:30 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.
Ar. Chicago 3:55 p. m. 9:00 p. m. 6:50 a. m.
10:05 a. m. train through Wagner Parlor Car.
11:20 p. m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:05 a. m. 3:10 p. m. 11:45 p. m.
Ar. Grand Rapids 2:20 p. m. 8:35 p. m. 6:45 a. m.
3:10 p. m. through Wagner Parlor Car. 11:45 p. m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive
6:55 a. m. 10:00 a. m.
11:25 a. m. 4:40 p. m.
5:30 p. m. 9:45 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. Almqvist, ticket agent at Union Station, or George W. Munson, Union Ticket Agent, 67 Monroe street, Grand Rapids, Mich.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

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

GOING TO CHICAGO.

Lv. G.R.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. G.R.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 10:25pm
Ar. Traverse City 12:35pm 10:50pm
Ar. Charlevoix 2:55pm
Ar. Petoskey 3:30pm

THROUGH CAR SERVICE.

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.
Trains Leave +No. 14 +No. 16 +No. 18 *No. 83
G'd Rapids, Lv 6:50am 10:30am 3:25pm 11:00pm
Ionia Ar 7:45am 11:25am 4:27pm 12:40am
St. Johns Ar 8:30am 12:17pm 5:20pm 2:00am
Owosso Ar 9:05am 1:20pm 6:05pm 3:10am
E. Saginaw Ar 10:50am 3:45pm 8:00pm 6:40am
Bay City Ar 11:30am 4:35pm 8:37pm 7:15am
Flint Ar 10:05am 3:45pm 7:05pm 5:40am
Pt. Huron Ar 12:05pm 5:50pm 8:50pm 7:30am
Pontiac Ar 10:53am 3:05pm 8:25pm 5:37am
Detroit Ar 11:50am 4:05pm 9:25pm 7:00am

WESTWARD.
Trains Leave *No. 81 +No. 11 +No. 13
Lv. Detroit 10:45pm 6:50am 10:50am
G'd Rapids, Lv 7:05am 1:00pm 5:10pm
G'd Haven, Ar 8:25am 2:10pm 6:15pm
Milw'kee Str
Chicago Str.
*Daily. *Daily except Sunday.
Trains arrive from the east, 6:40 a. m., 12:50 a. m., 5:00 p. m. and 10:00 p. m.
Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:45 p. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Chair Car. No. 82 Wagner Sleeper.
Westward—No. 81 Wagner Sleeper. No. 11 Chair Car. No. 15 Wagner Parlor Buffet car.
JAS. CAMPBELL, City Ticket Agent.
23 Monroe Street

Ways Which Win.

From the Cincinnati Tribune:

It is an imperative duty the employer owes to his business that he have about him only those whom he knows to be strictly honest and truthful. They should come to him well recommended by former employers, or should by him have been tried and tested. I advocate the placing under bond of all employes engaged in the handling of money. If they are unable to procure bond from their friends, or feel a delicacy about asking such a favor of them, they have recourse to those companies which make a business of furnishing bonds at a very nominal percentage.

Salespeople, by reason of their vocation, should possess a sunny disposition; they must be amiable, affable, courteous, and cultivate a spirit of forbearance, humility and resignation to cope with the peculiarities, whims and sometimes overbearing manner of their customers. Vindictiveness is one of the most fatal and unprofitable traits in the character of the person engaged in the selling of goods. With the same civility and gracious bearing, they should appear alike to the cultured, the uneducated, the considerate or the sore; one person's money is as good as another's, and that is what the salesperson is after. It therefore behooves the employer to select and retain exactly the right kind of material for his salespeople.

Wages: They should be paid all they are worth to their employer, and should be allowed a certain percentage in excess of a stated amount of the sales they individually make. There should be a line of promotion. Pursue a liberal and generous policy with your employes, and it will redound to you ten-fold in good-will and harmony, and be dollars in your pockets.

Hours: As is generally the case the hours in the retail stores are necessarily long and tedious, especially when trade is dull and where stores are kept open in the evening. Break the day up into three parts—morning, afternoon and evening—by allowing all one or one and a half hour for dinner to enable them to go home and get a warm meal; allowing them the same time for supper, and, where there are a number employed, there should be a system of relief during the dull hours of the day, and, when practicable, an evening off once or twice a week for each employe. With such a policy adopted there could be no discord, no dissatisfaction. Each would vote for the other's interest. Take, for an example, Mr. Childs, of the *Philadelphia Ledger*, and his force of employes. Where is there to be found more harmony or a more friendly feeling between employer and employe?

Advertising: I believe in judicious and persistent advertising. To drop out periodically and give the space to others is to sell their goods while yours remain on the shelf—keep yourself ever before the public from January 1 to December 31 year after year. The artistic advertising of the day is a study, a joy, a thing of beauty to look upon, and to suppose that advertisements are skipped over and not read is a great mistake. There are more people who read the advertisements today than ever before. The restless people of the United States are ever on the alert for bargains and something new; but, whether you have bargains or not to offer, keep yourself and your merchandise before the great public's eye through the medium of the newspaper.

Special methods: Buy the best quality of goods in the market—the genuine. Shun the adulterated as you would shun an adder. Your neighbor may be able to undersell you for a time by selling inferior and adulterated goods, but, with a little patience and perseverance in the right channel, the trade will drift from him to you, and then you will hold it.

Combining Interests, etc.: I believe it would be the means of less failures and greater prosperity for all if retailers could agree upon a certain price for their goods, especially the staples, to be governed, of course, by the wholesale quotations. The wholesale and jobbers' prices vary but little. Why not have the same state of things among the

retailers? To cut and undersell is alike disastrous to all.

Experimental: Swing your business into a position where you can buy for cash, discount you bills, sell for cash, giving your customers the benefit of the discount upon the purchase of a certain amount of goods by them.

John Smyth Suspected of Being an Escaped Convict.

CHICAGO, April 1—Studying different reports coming in from our various agencies, I find among them one which I think might be good, to play somewhat of a joke on our brother, John Smyth, of Grand Rapids. He visited the great town of Corunna, and writes to this office the following report: "I had quite an experience at Corunna. The bus driver there thought I was Latimer, the escaped convict from Jackson, and I noticed he eyed me and followed me around the depot; then he telephoned for the sheriff to come and look me over. They both stood and sized me up, and said nothing. I had a new hat and new suit of clothes on, and I suppose that was an unusual thing for them to see. It was fun for me as I knew how that \$500 reward stared them in the face, but as I was confident that I did not look like the Jackson lifer, I approached them and handed them my card, 'Buy Fermentum, the only reliable.'" L. WINTERNITZ.

The Herold-Bertsch Shoe Co. having sold its retail stock of boots and shoes to J. H. Hagy, the members of the company will devote their entire attention to the wholesale business hereafter.

PRODUCE MARKET.

Apples—Baldwins and Spies are each 25 cents higher, the former being now held at \$3.75 and the latter at \$3.50. Russets still command \$2.75.
 Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.
 Butter—The scarcity continues. Jobbers find no difficulty in getting 28c for choice dairy.
 Cabbage—Fine stock commands \$1 per doz, but fair stock is in the market at 50 to 75c per doz.
 Cider—13@15c per gallon.
 Cranberries—Practically out of the market.
 Eggs—The price dropped off the latter part of last week and gives no evidence of a rally. Dealers pay 12 and 14c and hold at 14 and 15c per doz.
 Honey—White clover commands 15c per lb. dark buckwheat brings 12 1/4c.
 Lettuce—Hot bed stock commands 15c. Hot-house stock is firmly held at 18c per lb.
 Maple Sugar—Handlers pay 8 and 9c, holding at 10 and 11c per lb.
 Onions—Lower and weaker. The selling price has dropped to \$1.30 per bu.
 Parsnips—40c per bu.
 Potatoes—The market is weaker than a week ago, handlers now paying 55@60c per bu. Late rose is in active demand for seeding purposes, commanding about 5c above these prices.
 Radishes—35c per doz. bunches.
 Strawberries—\$3.50 per case of 24 pints. The arrivals so far come from Florida and Texas and are decidedly inferior in flavor.
 Turnips—The country is full of unmarked stock, the price being so low that it does not pay the producer to draw them to market.

BURNED OUT.

But will be running again by MAY 1st.

EVERYTHING NEW.

Lasts and Patterns the Latest.

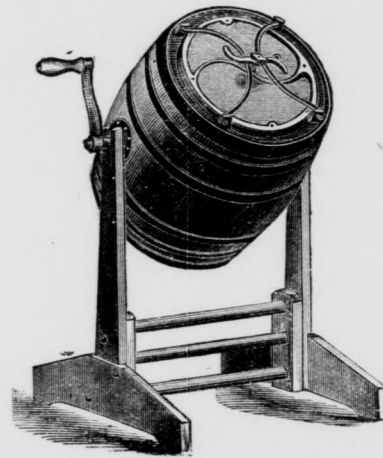
SNEDICOR & HATHAWAY,

DETROIT, MICH.

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

THE FAVORITE CHURN

Has worked its way steadily to the front, and now stands at the head, fully acknowledged to be the very best that is made anywhere.



Points of Excellence.

It is made of thoroughly seasoned material. It is finished smooth inside as well as outside. The iron ring head is strong and not liable to break. The bails are fastened to the iron ring, where they need to be fastened. It is simple in construction and convenient to operate. No other churn is so nearly perfect as The Favorite. Don't buy a counterfeit.

Sizes and Prices:

No. 0— 5 gallons, to churn 2 gallons,	\$ 8 00
No. 1—10 " " " " "	8 50
No. 2—15 " " " " "	9 00
No. 3—20 " " " " "	10 00
No. 4—25 " " " " "	12 00

FOSTER-STEVENS & CO. MONROE ST.



DODGE Independence Wood Split Pulley

THE LIGHTEST! THE STRONGEST! THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.

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



158 & 160 Fulton St., Grand Rapids.

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.

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.

We Have 50, 65 and 75c Overalls to be
The Best had in Grand Rapids.

Pants, Jackets, Hunting Coats, Rubber Coats, and Caps at
prices ranging from 75c to \$4.50 per doz.

Ladies' and Men's Straw Hats—our line is complete from a
5c to a 50c straw hat.

Outing shirts for men and boys from \$2.25 to \$24 per doz.

FAST BLACKS IN HOSE AND SOCKS.

P. STEKETEE & SONS

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

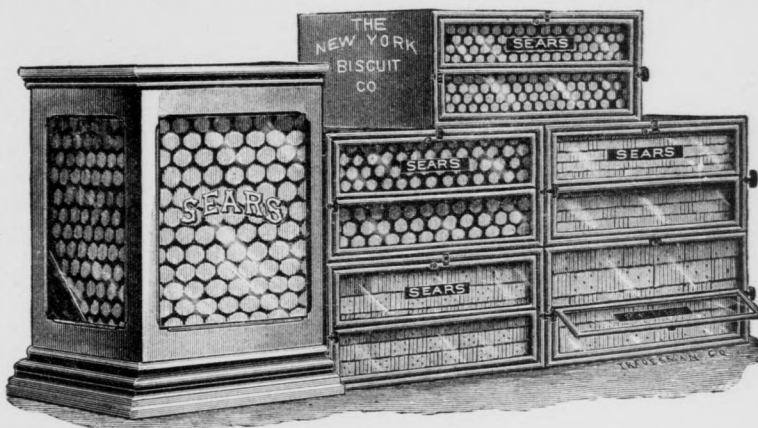
Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

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

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 mar
ket price. Send them to us in any
quantity up to car loads, we want 1000
bushels daily.

W. T. LAMOREAUX CO.,

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

Are You Ready?

Is your stock of our staple lines; of the quick selling lines of Earthenware, Glassware, House Furnishing Goods, and Novelties ready for the demands that will certainly be made upon it? If not, call upon us, either by postal or in person, and let us show you how easily and how cheaply you can get your "want book" filled up.

Novelty and Variety are the Order of the Day.

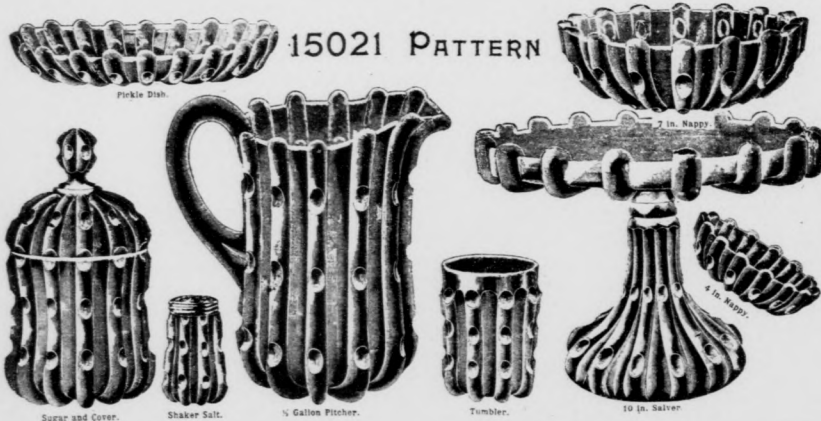
Are You Ready?

Aye! We Are Ready.

Our receipts of White and Decorated Earthenware, of Glassware, of Rockingham and Yellow and Stoneware, of House Furnishing Goods, of Novelties and Staples for Spring and Summer trade in all our departments has averaged one

CAR-LOAD EVERY SECOND DAY SINCE JANUARY 1st.

These Extraordinary Receipts have enabled us to present an Unrivalled Assortment, complete in every detail. Send for our Catalogues, if you do not have them, or put us down for a call the next time you are in the city.



15021 PATTERN

No. 15021.

Assorted Package Glassware.

- | | |
|---------------------------------|----------------------------------|
| 1-2 Dozen Pr. Sets. | 1-4 Dozen Tall Celeries. |
| 1-2 Dozen Half Gallon Pitchers. | 1-6 Dozen Pickles. |
| 3 Dozen Tumblers. | 1-4 Dozen 5-Inch Footed Jellies. |
| 1-6 Dozen 7-Inch Covered bowls. | 1-6 Dozen Molasses Cans. |
| 1-6 Dozen 8-Inch Covered Bowls. | 1-6 Dozen 7-Inch Oblong Dishes. |
| 1-4 Dozen 7-Inch Berry Nappies. | 1-6 Dozen 8-Inch Oblong Dishes. |
| 1-4 Dozen 8-Inch Berry Nappies. | 1-6 Dozen Oils. |
| 3 Dozen 4-Inch Berry Nappies. | 1 Dozen Salts and Peppers. |
| 1-6 Dozen 10-Inch Salvets. | |

BRILLIANT NEW STYLES OF

Finest Crystal Glass.

. SEND FOR PRICE LIST



15024 PATTERN

15024.

Assorted Package Glassware.

- | | |
|----------------------------------|---------------------------------|
| 1 Dozen 4 Pc. Sets. | 2 " Tumblers. |
| 1-6 " 7-Inch Comforts. | 1-6 " Molasses Cans. |
| 1-6 " 8-Inch Comforts. | 1-6 " Celeries. |
| 2 " 4 1/2-Inch Comforts. | 1 " Tooth Picks. |
| 1-6 " 4 1/4-Inch Footed Jellies. | 1-12 " 7-in. Footed C'v'd Bowl. |
| 1-6 " 9-Inch Salvets. | 1-12 " 8-in. " " " |
| 1-3 " 1/2-Gallon Pitchers. | |

THESE PACKAGES REPRESENT THE

Leaders for 1893, Never so CHEAP

. DROP US A POSTAL FOR PRICE LIST.



GENOESE PATTERN

BABY RUTH,

Ass't P'k'g of Genoise Glassware.

- | | |
|-----------------------------|---------------------------------|
| 1/2 Dozen 4 Pc. Sets. | 1/2 " 8-Inch " |
| 1/2 " 1/2 Gallon Pitchers. | 1/2 " 4-Inch " |
| 1/2 " 1/4 Gallon Pitchers. | 1/2 " Footed Jellies. |
| 1/2 " Tumblers. | 1 Dozen Molasses Cans. |
| 1/2 " Tall Celeries. | 1/2 " 6-Inch Round Comforts. |
| 1/2 " Goblets. | 1/2 " 7-Inch " |
| 1/2 " Salts and Peppers. | 1/2 " 8-Inch " |
| 1/2 " Open Jellies. | 1/2 " 4-Inch " |
| 1/2 " 6-Inch Covered Bowls. | 1/2 " 10-Inch Salvets. |
| 1/2 " 7-Inch " " | 1/2 " Footed Bread Trays. |
| 1/2 " 8-Inch " " | 1/2 " Low Bread Trays. |
| 1/2 " Catsup Bottles. | 1/2 " Nick Nacks, small. |
| 1/2 " 6-Inch Sq. Comforts. | 1/2 " Nick Nacks, footed, large |
| 1/2 " 7-Inch " " | 1-6 " Nick Nacks, large. |

. PRICES MAILED ON REQUEST

H. LEONARD & SONS,

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