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GRAND RAPIDS, APRIL 12, 1893.

NO. 499

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

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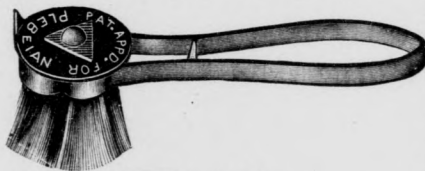
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Manufacturers of

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Our goods are sold by all Michigan Jobbing Houses.



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Buy them of

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WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

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FERMENTUM *The Only Reliable* COMPRESSED YEAST

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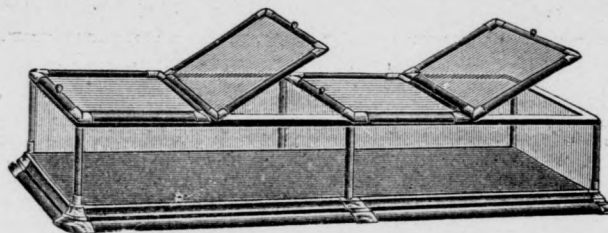
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Spring lines now ready
for inspection.

Would be pleased to
show them.

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

E. D. VOORHEES, Manager.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, APRIL 12, 1893.

NO. 499

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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BARLOW BRO'S BUILD BLANK BOOKS
WITH THE PHILA. PAT. FLAT OPENING BACK
SEND FOR PRICES GRAND RAPIDS, MICH.

Boot Calks.



Shoulder Calk. Pressed Calk.

HIRTH, KRAUSE & CO.,

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Pressed Ball Calk 3/4 per M	\$2 65
" " 3/4 " M	2 80
" Heel " 9-8 " M	4 00
Shoulder Ball, per M	2 00
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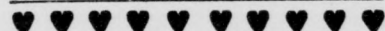


Eyes tested for spectacles free of cost with latest improved methods. Glasses in every style at moderate prices. Artificial human eyes of every color. Sign of big spectacles.

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HAVE MOVED
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THE LARGEST JOBBERS OF

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Window Shades

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Our Prices are the Same as Manufacturers.

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Louis St., Grand Rapids, Mich.

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BOOTS and SHOES,

5 and 7 Pearl St.,
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All the leading styles in fine and medium goods, made from the most select stock.

Orders by mail given prompt attention.

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Successor to Cooper Commercial Agency and Union Credit Co.

Commercial reports and current collections receive prompt and careful attention. Your patronage respectfully solicited.

Office, 65 Monroe St. Telephones 166 and 1030.
L. J. STEVENSON, C. A. CUMINGS,
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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.,

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THE CONVICT WHO ESCAPED.

The line which divides Texas from a presumably yet more furnace-like region was on this day less evident than usual. The air seemed visibly shriveling in the excess of heat, and the sun hung above the parched earth like a perpetual menace. Granite mountain glistened in the glare, with its thousand ruddy points sparkling like fireflies. Around the base of the mountain the long canyons-covered sheds gave the appearance of a huge yellow snake coiled up and at rest. In the sheds, where they were hewing and fashioning the stones that were to grace the walls of the State House, the heat was even more fearful. Tanned and leathery as were the skins of the State's prisoners working there, they yet gave vent to an occasional sigh; breath came with difficulty, and exhaustion was everywhere evident. But, since they knew that this day must come to an end at last, and since escape was, even in attempt, sheer folly, the convicts continued to ply their hammers and chisels without ceasing. For they knew themselves to be mere incidents in the building of the great capitol that was to outlive them and the memory of them.

There were many among these convicts, indeed, to whom this work of cutting granite at Granite Mountain was in the nature of an immense relief from a far greater evil—the swamps. In all the history of convict labor there is nothing more horrible than that chapter in which the names of those American convicts who have died in the swamps are recorded. These places have all the loneliness of the Siberian steppes, and are plague spots besides. Consequently, when a number of convicts were transferred from the swamps to Granite Mountain, there to be taught granite-cutting, these men came gradually to consider themselves as having been lifted from a hell to a heaven, and to behave gratefully as a recompense. The guards who paced up and down at every point of the visible and invisible horizon were rarely obliged to bring their Winchester into actual use; attempts at escape were few and far between—firstly, because the lot of these convicts was indubitably the happiest in the gift of the State of Texas, and secondly, because the formation of the country near Granite Mountain was especially unfavorable to success in eluding the rifles of the outposts. It was almost possible to stand at any point on the mountain itself and see every outlet of the camp at once. When it did happen that the sound of the chisels striking the granite was interrupted by the sharper "whang" of Winchesters, the question usually uppermost in the mind was not "Did he escape?" but "Did they kill him, or only wing him?" Any attempts at escape were mostly the result of a sort of frenzy that convicts are victims to; it is a state of mind much akin to the temporary insanity that juries find so convenient a label for suicides.

When, therefore, the hot stillness of that place was broken on this day by the

quick crackling of several Winchesters, the granite-cutters merely listened a moment, sighed, and bent down again to the veined blocks of stone before them. In the guardhouse, the guards who were not on outpost duty smiled at each other. One of them said shortly, "It's always on these very hot days," and the others nodded.

Out on the western ridge of the great red mountain, John Temple, the guard whose Winchester had spoken, was standing over the body of a convict who lay prostrate, a gray spot on the dull bed of rock over which a little stream of blood was trickling. Another guard approached presently, and they carried the would-be fugitive down into a sort of ravine, where the sun could not penetrate and where there was both coolness and shade. Then they sent for the doctor, who came riding up after a little while, and pronounced the man wounded to death. "He may live an hour," he said.

The wounded man opened two weary eyes; his right hand fumbled down against the rough sail-cloth upon which he lay, striving to grasp it, to clench it so that he could steady himself. "Bring the sergeant," he gasped; then his head dropped, and he seemed to sink into restfulness. When he opened his eyes again, the sergeant was standing waiting at his side. It was very still there, in that shadowy place; Death was already writing his signs upon the face of the prostrate convict, and the awe of him was upon the faces of all.

"Maybe," began the convict, looking at the sergeant, "you remember what I'm in for, and maybe you don't. Anyway I've got to tell you, so's I can make clear the whole of it. It's weak in me, I reckon, and there ain't no real call for me to tell it, but I'm a coward. I don't want to leave this world under the cloud I've lived in."

"I reckon all you know me by now is my number; but before I was sent up my name was Wainwright. I used to live up in Lampasas; kept a general store there, and was getting on fairly well for a young fellow. They were a pretty rough lot, the people who traded at my place—cowboys and poor white farmers, and niggers. But I managed to keep out of trouble and was laying a little something by every year. I was saving up until I had enough so's I could ask Mary Horton, the postmaster's daughter, to marry me, which I hoped was going to be soon. This was fifteen years ago, fifteen years ago. Mary'd told me she was willing, and we were as good as engaged, only I'd never thought it quite fair to have her bind herself until I was sure I could provide for her."

"And then Mary set eyes on a young cowboy of the name of Farnly one day, and she never was the same to me afterwards. I thought I'd eat my heart out to see how she was all glowing with love for him; for he was a reckless sort, and I didn't think he'd make her a good man. You see, I loved Mary; if she was going to be happier with Farnly, I wasn't going to stand in the way. It would hurt, I

knew that; but if she wanted it that way—

"Well, one day, another cowboy from the same ranch that Farnly was punching for rode into town, and started to drinking. He went over to the postoffice and called Mary Horton out to the door. Farnly was in my store, just opposite the postoffice, at the time, and we could see everything plainly. 'So you're the girl,' began the cowboy, leaning heavily against the frame of the door. Then he tried to kiss her; she flung out her hand at his face, and he, laughing drunkenly, was beginning to press forward, when there was a shot and the man fell. He died in five minutes.

"That shot was fired from my store. The jury and the evidence declared that it was I who fired the shot that killed that man. And that's why I'm here. But I'm going too fast. Before the smoke cleared away and out of the room that Farnly and I were standing in. I looked at the pistol, it was still smoking, and then at Farnly. 'It's me she loves,' I said. The same thing was in both our minds. He shook his head. 'Look at this,' and he handed me a note. It was in Mary's hand; what else it said I don't know, but at the last she declared she loved him, and that she would break off with me. For a moment or two I felt like killing Farnly. I reckon; then I took the hot pistol and held it so until they came and found me. All the evidence went to show that it was I, driven on by jealousy, who fired the shot that killed the cowboy. But it was not I. It was Farnly. If she had not loved him, if she had not determined upon sharing his life, what would it all have mattered to me? They might have found the smoking pistol in his hand for all I cared. But I loved her—do you understand that?—I loved her. She loved him; if she knew that he was a murderer, it would almost kill her. As for me, she no longer cared for me; my fate would only grieve her for a space; I was nothing in her life now. And so—I took the blame."

The feverish utterance ceased suddenly, and the dying man closed his eyes slowly. In the distance you could hear the whistles of the foremen, the dull echoes of blasting, and the tinkle of chisels. The doctor looked away from the pallet for an instant; his eyes wandered up towards where the sun was now visible over the edge of the ravine; when he withdrew them they were slightly moist; the sun had probably been too strong.

"That," went on the convict, opening his eyes again, and staring at the guard with a horrible smile on his gray lips, "was fifteen years ago. Well, since then—I have been here, and in the swamps. It is hard, isn't it, to be a prisoner—hopelessly—for so long—when you are innocent? But rather than spoil her happiness, I would have died. She must believe in her husband—always—to the end. And so—I could never speak. Only now, only now, when it can do no harm—and because it feels easier to pass out without the stain than with it. It is only that you may remember that convict 69 was innocent. I won't say anything about what I've endured. I'd do it again, gladly. I hope he made her happy. And now you must promise—you must promise me—a dying man, that you will say nothing of what I have told you; that you will regard it as sacred, and that there will be no raking

among the ashes of fifteen years ago. Promise me that gentlemen, promise me, or—I—cannot—die—in—peace." His dim eyes wandered from face to face, imploringly, and yet with something of command in them.

The sergeant looked at the doctor, and both their eyes shone. "It's against the law," said the sergeant, putting out his hand and laying it on the doctor's shoulder, "but for a man like that, I'd—doctor, if I omit this from the records—"

"I'll do the same," said the doctor swiftly. Then he spurted at the guard, "And if you say a word—"

"I'll be damned first," was the fierce reply. Then there was a silence, until the dying man spoke again, very slowly and with an effort.

"I suppose you wonder why I—tried to escape. Well, it was a madness, I think. I can't explain it myself. But I was out there with the blasting outfit to-day, when suddenly I looked up and saw the figure of a woman against the skyline, on the slope of the Granite mountain. She had on a big sunbonnet, and to me, in my sudden madness, she was the image of Mary Horton as I used to watch her coming from the district schoolhouse in the long ago. I reckon it was really one of the guards' wives, but I didn't think of that then. I saw that figure, and—all of a sudden—everything gave way in me—all but the longing for her. I forgot the years—the place, everything. There was Mary—out there on the mountain; if I could reach her and tell her how miserable I was; if I could but kiss her once, but once speak to her—. And then, I started forward madly, running at full speed, in a kind of frenzy—and—now—I—am—here." He noticed the anguish on the guard's face, and went on, looking up smilingly at him:

"Oh, you did your duty, you know. How were you to know the madness that was in me? For, it must have been a—madness. Yes, surely it must have been. And so, you have all promised me that you—will say nothing? Ah, thank you, thank you. It makes it so much easier for me, if I can think that she will never know. It—might—worry—her—."

His breath went from him in a gentle sigh, and the eyes closed. The doctor stepped forward and put his head down towards the man's heart. It had ceased to beat. "Dead!" he said briefly.

A tear glistened on the guard's leathery cheek. "He was white," he said thickly, "clear through." Then he put his hand up to his cheek and swore. "When an army soldier dies," he went on, looking at the sergeant—

"Yes," said the sergeant, "go on: he deserves it."

Over in the guard-station they listened to the shots and looked up. "What's that?" asked a lately-arrived guard. "A convict has escaped!" was the answer.

JOSEPH P. POLLARD.

An Appeal for Help.

The Ladies' Aid Society of Burdickville, Leelanaw county, are endeavoring to raise funds for the erection of a church edifice in their village, and, not being able to raise the necessary amount themselves, they appeal for assistance to the readers of THE TRADESMAN. The object is a worthy one, and the ladies deserve, and, no doubt, will receive, a hearty and generous response. Contributions may be sent to the Secretary, Ladies' Aid Society, Burdickville, Mich.

POTATOES.

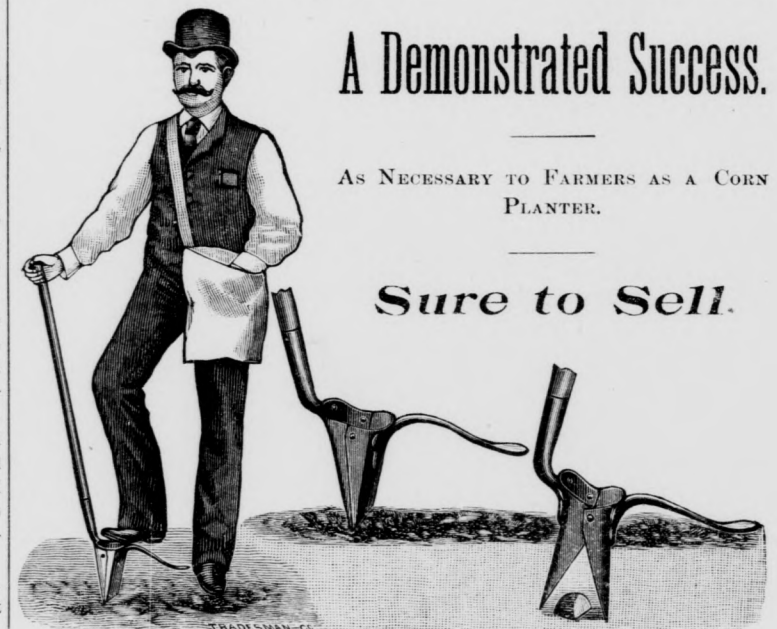
We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.
Ship your stock to us and get full Chicago market value.
Reference—Bank of Commerce, Chicago.

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

THE ACME HAND POTATO PLANTER.

Simple, Durable, Practical.

Used by Hundreds of Farmers.



A Demonstrated Success.

AS NECESSARY TO FARMERS AS A CORN PLANTER.

Sure to Sell.

(PAT. MAY, 1884.)

Works Perfectly in Clay, Gravel or Sandy Soil, Sod or New Ground. Plants at any and Uniform Depth in Moist Soil.

FOR SALE BY

FLETCHER, JENKS & CO., DET. OIT, MICH. FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

Price, \$24 per Dozen.

Liberal Discount to Dealers.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

HAVE AN ORIGINAL DESIGN

Printed on your Commercial Stationery. It don't cost much.

Write to THE TRADESMAN COMPANY, They Do It.

Purity.

Quality.

Price.

Three characteristic feature of our good swich make them popular and profitable to handle.

WE ARE THE PEOPLE in our line.

THE PUTNAM CANDY CO.

Make Your Office More Homelike.

From Metal.

Did it ever strike you, Mr. Business Man, that you spend one-third of your life in your office? Did you ever think that, if you attended with reasonable closeness to your business concerns, about one-half of the whole of the time which you will be awake from the time that you are twenty-one years old until you "turn up your toes to the daisies," will be spent in that place which you call your business office? Well, if you never thought of it, sit down and go over the figures some night when you are going home. Take out your Sundays and holidays. Take out your vacations. Figure up the number of years you have been at it. Make calculations as to the number of times you have worked overtime. Put it all together and see how many of your waking hours you have spent in the office and how many outside. Spend five minutes in thinking what the moral of all this is. If you cannot think, look around your office and see what it looks like. You have got a good looking desk. You have got a good waste paper basket of an ordinary pattern. Your chair is a tolerably easy one, but it is safe to bet "pennies to shekels" that you cannot rest your head on the back of it if you try. What do the walls of your den look like? Does the place with its bare floor, its dusty ceiling and general discomfort, compare with your own sitting-room or parlor at home? How would your wife like to be compelled to spend half her life in such a place?

If you are one of the gilt-edged fellows who have caught on to this idea, and have got an office that looks as it should, turn to the next page. This article does not mean you. If, for example, you are a plumber and have the ordinary plumber's office, with windows that have not been washed since Columbus came over, with a floor so rough that a street sweeper's broom is necessary to rake off the coarser dirt, there is a chance for you to make your place a little more civilized. The trash that is hanging on your walls can be got rid of. Tarnished and useless samples can be thrown into the scrap heap. Broken traps, pieces of defective lead pipe and other curiosities—which are only curious now, because you have kept them—can be pulled out from under your desk and out from the shelves and put into the melting pot. If you are a hardware man in a small town, you know very well that you have piles of papers hanging on hooks and nails, filthy with the dust of ages—papers that have not been looked at for the last forty years, and you won't look at for the next forty. Take out everything that is of value and destroy the rest. Even your good looking desk of comparatively recent make has holes and corners that have not been explored since the desk was purchased. Then there are odd pieces of hardware in broken paper boxes that ought to be sent out and put in stock; a box of small chain brought in for a footstool ought not to be in the office, but in its proper place. If you must have a footstool take an empty box and make one, if you cannot afford to buy something as decent as you would have in your own house.

Then there is the man with the Water street office: The cobwebs in the upper part are almost as much of a curiosity as those in old Tom's chophouse. They are not, perhaps, as large nor as aggressive, but they are just as infinitely objectionable. The walls were once white, they are now a dark and sickening gray. What is the matter with cleaning them, pulling down the cobwebs, getting the dust out of the pigeon holes, where it has accumulated so that the papers cannot be pushed all the way in? Buy a bellows, if the pigeon holes cannot be got at any other way. But before you begin, subsidize an ash cart to stand at the door. The chances are that you will have it full before the office is habitable. Expense? Well, supposing it does cost something? Poor? Well, if you cannot afford a painter, buy a can of ready mixed paint and an 8-cent brush, and spend some Saturday afternoon in your old clothes going over it yourself. Put up some pictures. If you cannot afford frames quite as expensive as those in your own sitting room, get some that are

cheaper. Good pictures, in the present day, can be had almost anywhere and at very low prices.

Perhaps you are in another line of business, and have just moved into a new store; it is safe to gamble on the fact that within six months the new office will have the same dingy, heaven-forsaken, perdition-mortgaged appearance that the old one had. It is so easy to come in in the morning, shake a dust brush at the place where your elbow has to rest upon the desk, and go on all day long in the old routine. What wonder that the man in the office, called the "bookkeeper," becomes, after ten years in such a place and in such work, a mere two-legged multiplication table? Do reform. Get up a little revival, a revival in cleanliness; which, in the list of virtues, was put next to godliness, where it belongs. Try and be as civilized in your business as you are in your home. It won't cost very much. You will work easier. Those who are around you will miss some of the almost inevitable friction. Although one cannot always get all the comforts of a home into a business office, it is possible to reduce mental wear and tear, and not feel quite so much like going into a strange place when you get inside of your own house.

How Success May Be Won.

"Keep down expenses!" is the cry of men in business; "make your expense column light, so if the week's trade is small, you will not be apt to lose much." "Keep your expenses up to the requirements of a growing business, and you will have few poor weeks in which to lose," is the advice of business men retired on a comfortable fortune.

Cheap rents, cheap help and cheap advertisements mean cheap business.

Have your store on a thoroughfare where people must see your stock in trade. Then when people read your liberal advertising they know immediately where you "are at."

Make the front of the store attractive—a trademark, as it were—to give an idea of the personality inside. Goldleaf signs glitter, but do not attract the trade that "golden bargains" cheerfully displayed by neat, sensible salespeople, do for proprietors who believe in paying sufficient to secure help that are worthy and strive for the confidence of your customers. Have salespeople, in fact, all help, sufficiently acquainted with business to advise patrons in selecting needed articles for their special work. See to it that everyone is treated alike; allow no jealousy between help. When a poor man enters your store, treat him with as much deference as you would a rich man. They usually have large families and more "talk;" it is his trade you want, also his good will.

In advertising, do not spend your money on fair programmes and the like; they are worse than useless. Advertise freely in the newspapers, changing the wording frequently, and address frequent letters to the heads of families, inviting them to call and examine your stock.

The chief advertisement of a store is the show window. Never allow that to look neglected. Have the prices marked on goods, care being taken that prices are not all "too dear," or all "too cheap."

Have the store brilliantly lighted, never allow it to be too dismal. When you have tried in vain to sell an article at clearance price, give it to a poor customer (in worldly effects); he and his family of thirteen are yours ever after.

Now, in writing of store, help, advertising, light, etc., have you noticed any omission? Why! of course. I never mentioned yourself. But then the last in the writing should be first in success.

Now then! Look yourself over carefully. Are you sociable? You should be. Are you quick-tempered? Avoid it. Are you setting your "profit-makers" a good example by being personally attentive to business? Do so, and put your profits away in barrels.

Physician Wanted.

BALDWIN, April 5—There is a splendid opening here for a first-class physician. Please mention the matter in next issue of THE TRADESMAN.

THOS. HEFFERNAN.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago salesroom with Silverman & Oppen, Corner Monroe st. and Fifth ave.

Our specialties: Pants from \$7.50 to \$36 per doz. warranted not to rip. Shirts from \$2.50 to \$15 per doz. Spring line now ready. Samples sent on approval.

MICHIGAN
Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

BUY THE PENINSULAR
Pants, Shirts, and Overalls

Once and You are our Customer for life.

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

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



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

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

Wm. Brummeler & Sons,

Manufacturers and Jobbers of

Pieced and Stamped Tinware

Phone 640

260 S. Ionia St., GRAND RAPIDS.

NET PRICE LIST OF SAP 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.



Are You

Going to the
World's Fair?

If so, you want this Harvard Leather Bag. Leather lined, frame leather bound, latest improved patent fastening.

We will make you a present of one.

Write for particulars.

I. M. CLARK GROCERY CO.

AMONG THE TRADE.

AROUND THE STATE.

Sparta—O. W. Soper has opened a meat market here.

White—Chileote & Knapp succeed S. Rasley in general trade.

Farwell—L. W. Soule succeeds John W. Collins in general trade.

Yale—Archie Wilson succeeds Frank Landro in the furniture business.

Chesaning—Stuart & Co. succeed J. J. Campbell in the sawmill business.

Chase—J. E. Wells & Son have assigned their general stock to A. U. Smith.

Gaylord—Wm. G. Wolverton succeeds Sanford W. Buck in general trade.

Belding—The Eagle Clothing Co. is succeeded by Chas. F. Wood & Co.

Saginaw—C. L. Reinke is succeeded by John Gehrls in the grocery business.

Shelby—John Little succeeds J. L. Franks & Co. in the grocery business.

Detroit—Bernard Wolf is succeeded by Geo. Muhl & Son in the grocery business.

East Jordan—F. H. Bennett has sold his meat market to Beckman & Peckham.

Battle Creek—E. L. Jackson succeeds Leroy A. Woods in the grocery business.

Iron Mountain—Peterson & Orr succeed A. Cruse & Co. in the meat business.

Hillsdale—Croose & Schak succeed Wm. H. Croose & Co. in the meat business.

Saginaw—B. F. Seeley is succeeded by Seeley, Griggs & Parsons in the clothing business.

Menominee—Mrs. N. T. Hanrahan succeeds Mrs. O. Smith in the millinery business.

Menominee—Alexander Le Clerc has removed his boot and shoe stock to Marinette, Wis.

Gaylord—Robert H. Russell succeeds Russell & Phillips in the drug and furniture business.

Dowagiac—N. Creagon has sold his grocery stock to J. F. Calwell & Co., late of Battle Creek.

Houghton—Casper Brand is succeeded by H. G. Major in the grocery and confectionery business.

Bay City—Carroll, Hurley & Co. succeed Logan & Carroll in the produce and commission business.

Ann Arbor—Abel Bach & Co., general dealers, have dissolved, Bach & Roath continuing the business.

Beaverton—Harris, Patterson & Co. succeed Tonkin, Harris & Co., in general trade and the lumber business.

Gaylord—Russell & Phillips, dealers in furniture and drugs, have dissolved, R. H. Russell continuing the business.

Cedar Springs—E. A. Chilson has bought Mr. Thomas' interest in the grocery stock and added boots and shoes.

Traverse City—R. W. Kane, who recently came here from Kalamazoo, has opened a drug store in the Fartsch building on the South Side.

Traverse City—G. A. Johnson, of Boyne City, is having the Stover building, on the South Side, fitted up and will put in a line of drugs and medicines.

Caledonia—Dr. W. O. Barber, who has conducted the drug business here for the past three years, has sold his stock to Frank Hecox, who will continue the business.

Ithaca—Frank W. Warner, who has been connected with the Saginaw Dry Goods and Carpet Co. since that house was established, has opened a dry goods store at this place.

Owosso—C. L. Beagle & Co. have opened a store in the building formerly occupied by the Queen Cart Co. They carry a line of buggies and harnesses for both wholesale and retail trade.

Wayland—The E. H. Morse drug stock was sold at chattel mortgage sale April 6, the owner of the mortgage, Dr. A. Hanlon, bidding it in at \$600. The purchaser will continue the business.

MANUFACTURING MATTERS.

Ewen—Cameron Bros., lumber dealers, will remove to Grand Rapids, Minn.

Bay City—The Crump Manufacturing Co. has contracted to furnish packing boxes for the Woolson Spice Co. for four years. It will call for \$100,000 worth of box material.

Saginaw—The Saginaw Lumber & Salt Co. will bring over from Georgian Bay 15,000,000 feet of their own logs, and has purchased 40,000,000 feet of the Merrill-Ring Co., of which 10,000,000 will be cut and rafted over here this season.

Saginaw—The Arthur Hill Co. will probably begin lumbering in the Georgian bay region this year, having purchased last fall 250,000,000 feet of timber there. This is exclusive of 500,000,000 in the Ottawa district, in which Mr. Hill is interested.

Adrian—A. E. Palmer has merged his furniture factory into a stock company under the style of the Palmer Furniture Co. The corporation has a capital stock of \$35,000, of which \$24,000 is paid in. A. E. Palmer will be President of the company, and J. H. Purdy will serve as Secretary.

Kalamazoo—The Fuller Bros. Manufacturing Co. writes THE TRADESMAN that the statement that the American Washboard Co. is likely to secure absolute control of the market is premature, as that corporation has only purchased three factories up to this time, and there are fully a dozen factories still operating independently.

Ypsilanti—In applying for divorce, Mrs. Charles W. Glover affirms that her husband is the owner of \$40,000 worth of stock in the Ypsilanti Dress Stay Manufacturing Co., which yields him a monthly dividend of \$600. If such is a fact, the stock pays an annual dividend of 18 per cent., which is not to be sniffed at in these days of small profits and diminutive dividends.

Alpena—It is now given out cold that if the people along the right of way between Alpena and Lake May, Presque Isle county, are willing, the work of extending the Bay City & Alpena Railroad north from Alpena will begin in three weeks, and it will be ironed and ready for business by October. There is a vast quantity of timber that this road will reach if extended, a portion of which would be quite likely to come to Alpena mills. The distance from Alpena to Lake May is forty-five miles. A company of Alpena business men are endeavoring to secure the right of way. Should they fail, it is likely that Alger, Smith & Co. will build a logging railroad from Lake May to Hammond's Bay on Lake Huron, where the timber cut on the line of the road would be made up into rafts and towed down the lake, the long timber going to Lake Erie and the short logs to the Saginaw River.

Gripsack Brigade.

E. Kuyers, traveling representative for P. Steketee & Sons, is rejoicing over the advent of a 10 pound boy.

R. R. Moore, traveling representative for the Diamond Crystal Salt Co., of St. Clair, is in town for a few days.

Geo. W. Stowitts and wife propose to celebrate the tenth anniversary of their wedding April 22 at their home at 155 Thomas street.

C. L. Lawton, traveling representative for the New York Biscuit Co., is spending the week in Chicago. He is accompanied by his wife.

B. F. Pashby, formerly on the road for the Thomson & Chute Soap Co., but now representing the J. P. Dieter Company, of Chicago, is in town for a week or ten days.

J. N. Bradford was elected Secretary of the Regimental Association of the Twenty-sixth Michigan Infantry, which held its annual meeting at Woodland last week. The next reunion will be held in this city April 6, 1894.

F. M. Scott has resigned his position as traveling representative for the Lemon & Wheeler Company to take a hand in the management of the Lansing Woodenware Co., in which he is interested as a partner. His successor is D. H. Disher, who has traveled several years for the Dayton Spice Mills Co.

A recent decision of the New York Supreme Court is of interest to commercial travelers. It has decided that railroads are not responsible for loss or damage to samples. The basis of this judicial utterance is that a railroad ticket is simply a personal license for transportation of self and personal effects, under which samples cannot fairly be classed. Even when extra fare is paid the transportation of sample trunks and packages is in the nature of a concession on the part of the railroad.

The social feature of the monthly meeting of Post E, held at Elks' hall Saturday evening, was fairly well attended and was thoroughly enjoyed by all present. Progressive pedro was played from 8:30 to 11 o'clock, when the curtains at the end of the hall were drawn back, disclosing two well-laden tables, to which the party did ample justice. At the conclusion of the repast, Geo. F. Owen assumed the role of toast-master and called for voluntary remarks from several of those present. No one was in speaking trim, but all who were called upon managed to say a few words except Manley Jones, whose silence alarmed his friends beyond measure, as they had reason to believe that nothing short of paralysis of the tongue could keep him quiet under any circumstances. At the conclusion of the literary exercises, prizes were awarded the best players in the pedro games and a standing vote of thanks was accorded the committee on arrangements who had planned and managed so pleasant an evening.

The Drug Market.

Cubeb berries are in better supply and lower in price.

Balsam Peru is scarce and higher.

Buchu leaves have again declined and are tending downward, as there is now ample stock.

Gum opium has declined, but is now steady.

Oil anise, oil orange, oil cinnamon, oil copaiba, oil cubebs, cotton seed oil, oil lemon and Malaga olive oil have declined, African ginger is in better supply and is lower.

Alcohol has declined 4 cents.

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—TWO-STORY FRAME STORE building and dwelling at Levering, a thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St., Grand Rapids. 702

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

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, 67 Carrier street, Grand Rapids. 693

FOR SALE—GENERAL STOCK OF MER-chandise, 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 CLOTH-ing 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 must inquire at once. Good reason for selling. Address quick, John K. Meyers, Muskegon, Mich. 670

FOR SALE CHEAP—ONE STORE BUILDING 27x34 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—POSITION IN HARDWARE store by young man of nineteen who has had one year's experience. Wages reasonable. Bertrand Collins, care Wm. Morrison, Grand Rapids, Mich. 705

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 LAN-sing 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

SPOT CASH FOR WOOD—SEND FULL PAR-ticulars as to price and kind of wood. Address M. E. Lapham, 481 East Bridge St., Grand Rapids, Mich. 704

FOR SALE—A FIRST-CLASS SODA WA-ter fountain and complete charging apparatus, of Tuft's make. For particulars address F. D. Hopkins, Alba, Mich. 703

FOR SALE—CLEAN STOCK OF DRY GOODS, boots and shoes and groceries, located in best town in Michigan. Rent low. Stock will invoice about \$2,500; will take part cash, balance well secured. W. E. Thorpe, Hart, Mich. 706

WANTED—SECOND-HAND CASH REGIS-ter suitable for use in general store. Send full particulars as to make, style and time used. E. A. Stowe, 100 Louis St., Grand Rapids, Mich. 708

WANTED—POSITION AS CLERK IN GEN-eral store. Two years' experience, and best of references as to character and ability. Address No. 707, care Michigan Tradesman. 707

WANTED—AN EXPERIENCED BUTTER-maker. Apply to C. M. Northrop, Lakeview, Mich. 709

GRAND RAPIDS GOSSIP.

Hallock & Toan have opened a boot and shoe store at Howard City. Rindge, Kalmbach & Co. furnished the stock.

John Junkman has opened a hardware store at the corner of East and Logan streets. Foster, Stevens & Co. furnished the stock.

M. E. Lapham has leased the store building at 481 East Bridge street and removed his feed and fuel business to that location.

J. N. Loucks has reopened his grocery store at Ottawa Beach for the season. The Lemon & Wheeler Company furnished the stock.

A. C. Eldredge, who recently sold his grocery stock at Hesperia to C. M. Perkins, has formed a copartnership with Robert Wilson under the firm name of A. C. Eldredge & Co., and embarked in the hardware business at Hesperia. Foster, Stevens & Co. furnished the stock.

C. H. Libby, formerly associated with Cornélius Fox in the grocery business at 95 South Division street, but for the past year associated with Lyman T. Kinney in the lumber business at Woodville, returned to this city last week and purchased the grocery stock owned by Mr. Fox. He subsequently sold a half interest to Jos. Triel, and the two will continue business under the style of Libby & Triel.

Purely Personal.

Paul Steketee has decided to erect another cottage at Macatawa Park.

Y. Berg, of H. Leonard & Sons, has returned from Holland. While there he purchased several consignments of crockery direct from Holland factories.

Edward Telfer, of W. J. Gould & Co., Detroit, was in town Monday on his way to Chase, whither he is attracted by the assignment of J. E. Wells & Son.

Peter Steketee, formerly engaged in the grocery business on West Leonard street, has arranged to build a summer cottage at Harrington's Landing this summer.

M. S. Goodman, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., has gone to Florida to spend a week or ten days with his wife, who has spent the winter in that State.

James Stewart, of the James Stewart Mercantile Co., Limited, of Saginaw, has been seriously ill for several weeks with erysipelas. He was somewhat better when last heard from. THE TRADESMAN hopes he may soon be restored to complete health.

C. A. Crawford, who has been associated with Hannab, Lay & Co., at Traverse City, for twenty-eight years, of late years as Cashier of their bank, will retire from that position June 1 to embark in the real estate and money loaning business on his own account.

Two worthy representatives of the lumbering and mercantile fraternity of Northern Michigan graced THE TRADESMAN office one day last week—G. V. Nash, of Norwood, and Arch. Cameron, of Torch Lake. Both gentlemen blazed their way through primeval forests to their present locations and have been important factors in the growth and development of Charlevoix and Antrim counties. It is a matter of no small satisfaction that they have both shared in the prosperity which has smiled on the

Grand Traverse region and that they could retire from business with comfortable competencies, if they felt so disposed.

Wm. G. Cameron, Secretary of the Cameron Lumber Co., died at his home at Torch Lake on March 24 of pneumonia, and was buried at Elk Rapids the following Sabbath. The deceased was born in Toronto in 1850, going to Torch Lake in 1865, where he labored assiduously in converting a piece of the wilderness into a farm. In 1883 he became a member of the firm of Cameron Bros., lumbermen and general dealers, assuming the position of yard manager. On the organization of the Cameron Lumber Co., in 1892, he was elected to the office of Secretary, continuing in charge of the yard and shipping business of the corporation. The deceased was a man of energy and aggressiveness, and won for himself a name and fame which will always be treasured by the people of Antrim county, who had come to regard him as one of its foremost citizens and business men.

National Convention of Retail Grocers.

An attempt is being made to organize a National Association of Retail Grocers, to meet in Chicago during the World's Fair, "for considering the abuses which exist in trade and deriving means to remedy them." The object is one which should engage the attention of every retail grocer, and receive hearty support. It is to be hoped that the Retail Grocers' Associations of this State will take prompt action in the matter, to the end that they may be properly represented.

As a preliminary to the proposed National convention, a mass meeting of Western dealers will be held in Washington Hall, Chicago, on the evening of April 19, for the purpose of arranging for the convention and discussing, among other things, the formation of a National body. Mr. J. W. Callahan, of New York, has promised to be present and give his views upon the matter. It is said of Mr. Callahan that no man in the United States is better qualified to speak intelligently and authoritatively on the subject and the needs of the retail trade than he.

New Lumber Company at Ellsworth

The Ellsworth Lumber Co. has been organized at Ellsworth with an authorized capital stock of \$50,000, all of which is subscribed, and 60 per cent. of which is paid in. The stock is held by three persons, as follows:

G. V. Nash	\$40,000
E. R. Harris	5,000
A. B. Meech	5,000

These gentlemen comprise the board of directors, and the officers are as follows:

President and General Manager—G. V. Nash.
Vice-President—A. B. Meech.
Secretary and Treasurer—E. R. Harris.

The company has built and equipped a hardwood sawmill at Ellsworth, with a daily capacity of 25,000 feet of hardwood, and will put in a general store in connection with the mill, Mr. Meech giving his entire attention to the lumber business, and Mr. Harris assuming entire charge of the mercantile department. Mr. Nash will continue to reside at Norwood, where he conducts a sawmill and general store, but will give the new corporation the benefit of his wide and successful experience as a lumberman and merchant.

BURNED OUT.

But will be unning 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.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOP, Ass't C's'r.

Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

DIRECTORS:
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,
T. J. O'Brien, A. J. Bowne, Henry Idema,
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

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.

Unlike the Dutch Process

No Alkalies

—OR—

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.

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.

THE PROOF of
the PUDDING
Is Asking for More.
Ben-Hur.

(10 cents or 3 for 25 cents.)

Record Breakers.

(The Great 5 cent Cigar.)

MADE ON HONOR. SOLD ON MERIT.

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT, MICH

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,907,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescent avenue, Grand Rapids, Mich.

Hard on the Scheme Creameries.

John Gould, the noted authority and expert in dairying matters, writes *Hoard's Dairymen* as follows:

All through the State this winter I find the agents of creamery "fixtured" houses as busy at work as "nailers" and trying to nail any chance where by any sort of scheme they can establish \$5,000 creamery plants. This business is being overdone, and each one of these concerns—and its almost absolute failure in the past, either as a wreck, or a surrender of stock—sets the dairy business back for years. There is neither sense nor reason, only swindle, in this forcing of the extension of the dairy business where there is no chance for the big concern, and the dairy must, if at all, be developed by the inexpensive, almost crude manufacturing concern, started by a few farmers as a neighborhood concern. Let this little affair, cheaply managed, grow into the great factory by the natural process of increase, as farmers are drawn to it by seeing the advantages of adding dairies to their farms and joining in this home-managed, co-operative effort.

We do not fully indorse the charge made by some papers, that the failure of so many creameries, in Southern and Central Ohio, is because the farmers lack business ability and lack of harmony among themselves. In one sense, lack of business ability has led them to get loaded with a \$5,000 creamery, when a \$1,500 one would have been fully equal to the supply of dairy products; but the truth is, no set of men on the green earth can to-day change in the twinkling of an eye from grain and meat producers into first-class dairymen, and, in addition, take upon themselves successful co-operation, when the whole business is new, and not understood. That they will succeed, when they are told by the agents of these "fixtured" houses that a man can get rich from the dividends of his \$100 share and the product of six summer milch cows, is not in the nature of things; and when he does not, as he cannot, it is only natural that he will say hard things.

I was in a creamery the other day, one of these \$6,000 affairs, with a huge, mammoth separator, and less than 1,200 pounds of milk a day, gathered from little dairies for miles about, and the cost of paying for help, and dividends on the stock which must be paid, and all combined, so that the cost of every pound of butter must have been close to 12 cents for making, and while there was pluck left in some of the stockholders, it was found in small degree in others, and the voice of the street was, "dairying is a fraud."

What shall such a creamery do? Why, don't throw away the plant! Re-capitalise at \$1,500, turn off two of the three managers and assistants; sell the \$800 engine, and get a small and cheaper one, and commence over, and *small, and grow*; take the leading dairy paper; start a campaign of education, in advance of the creamery shark.

The building of these creameries all over the country is only indicative of the general feeling that the farm wants a better revenue than it now has, and the dairy is the fulfillment of that want, something to give the farmer a better income than he now has; not by abandoning his present systems, but bringing in the dairy along with the rest, and make the revenue of the farm more nearly continuous. The creamery "fixtured" man has taken advantage of this desire; and by building up a large sized air-castle and filling it with "wind," has not only induced this farmer to go into a scheme that he was not fitted for, without previous understanding of what was actually to be required of him; and then to see thousands of dollars *vanish*, and that at a time when the supposed patrons are standing aloof "to see how it's going to come out"—there is good reason why seven out of each ten of those new concerns go up the first year. Dairy education must go ahead of dairy establishment, if there is to be success from the start, and lasting. What says the editor?

The milliners are ready to spring the spring bonnets on the community.

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 5 1/4
Argyle	6	" World Wide. 6 1/4
Atlanta A.A.	6	" LL 4
Atlantic A.	6 1/2	Full Yard Wide. 6 1/4
" H.	6 1/2	Georgia A. 6 1/4
" P.	5 1/2	Honest Width. 6 1/4
" D.	6	Hartford A. 5
" LL.	5	Indian Head. 7
Amory	6 1/2	King A A. 6 1/2
Archery Bunting	4	King E C. 5
Beaver Dam A A.	5 1/2	Lawrence L L. 5
Blackstone O. 32.	5	Madras cheese cloth 6 1/2
Black Crow	6	Newmarket G. 5 1/2
Black Rock	6 1/2	" B 5
Boot, A.L.	7	" N. 6 1/2
Capital A.	5 1/2	" DD. 5 1/2
Cavanat V.	5 1/2	" X. 6 1/2
Chapman cheese cl.	3	Nolbe R. 5
Clifton C.R.	5 1/2	Our Level Best. 6 1/2
Comet.	6 1/2	Oxford R. 6
Dwight Star	6 1/2	Pequot. 7
Clifton C.C.C.	6 1/2	Solar. 6 1/2
		Top of the Heap. 7
BLEACHED COTTONS.		
A B C.	8 1/2	Geo. Washington. 8
Amazon.	8	Glen Mills. 7 1/2
Amsburg.	7	Gold Medal. 7
Art Cambric.	10	Green T'icket. 8 1/2
Blackstone A A.	7 1/2	Great Falls. 6 1/2
Beats All.	4	Hope. 7 1/2
Boston.	12	Just Out. 4 1/2 @ 5
Cabot.	7 1/2	King Phillip. 7 1/2
Cabot, %	6 1/2	" OP. 7 1/2
Charter Oak.	5	Lonsdale Cambric. 10
Conway W.	7 1/2	Lonsdale. @ 8 1/2
Cleveland.	7	Middlesex. @ 5
Dwight Anchor.	8 1/2	No Name. 7 1/2
" shorts	8	Oak View. 6
Edwards.	6	Our Own. 5 1/2
Empire.	7	Pride of the West. 12
Farwell.	7 1/2	Rosalind. 7 1/2
Fruit of the Loom.	7 1/2	Sunlight. 4 1/2
Fitchville.	7	Utica Mills. 8 1/2
First Prize.	7	" Nonpareil. 10
Fruit of the Loom %.	7 1/2	Vinyard. 8 1/2
Fairmount.	4 1/2	White Horse. 6
Full Value.	6 1/2	" Rock. 8 1/2
HALF BLEACHED COTTONS.		
Cabot.	7 1/2	Dwight Anchor. 8 1/2
Farwell.	8	
CANTON FLANNEL.		
Unbleached.		Bleached.
Housewife A.	5 1/2	Housewife. 6 1/2
" B.	5 1/2	" R. 7
" C.	6	" S. 7 1/2
" D.	6 1/2	" T. 8 1/2
" E.	7	" U. 9 1/2
" F.	7 1/2	" V. 10
" G.	7 1/2	" W. 10 1/2
" H.	7 1/2	" X. 11 1/2
" I.	8 1/2	" Y. 12 1/2
" J.	8 1/2	" Z. 13 1/2
" K.	10	
" L.	10 1/2	
" M.	10 1/2	
" N.	11	
" O.	21	
" P.	14 1/2	
CARPET WARP.		
Peerless, white.	18	Integrity colored. 20
" colored. 20		White Star. 18
Integrity.	18 1/2	" colored. 20
DRESS GOODS.		
Hamilton.	9	Nameless. 20
" "	9	" 25
" "	10 1/2	" 27 1/2
G G Cashmere.	20	" 30
Nameless.	16	" 32 1/2
" "	18	" 35
CORSETS.		
Coraline.	\$9.50	Wonderful. 84.50
Sculling's.	9.00	Bright. 4.75
Davis Waist.	9.00	Bortree's. 9.00
Grand Rapids.	4.50	Abdominal. 15.00
CORSET JEANS.		
Army.	6 1/2	Naumkeag sateen. 7 1/2
Androscoegin.	7	Rockport. 6 1/2
Biddeford.	6	Conestoga. 7 1/2
Brunswick.	6 1/2	Walworth. 6 1/2
PRINTS.		
Allen turkey reds.	6 1/2	Berwick fancies. 5 1/2
" robes.	6 1/2	Clyde Robert. 6 1/2
" pink & purple.	6 1/2	Charter Oak fancies. 4 1/2
" buffs.	6 1/2	DelMarine cashm's. 6
" pink checks.	6 1/2	" mourn'g. 6
" staples.	6 1/2	Eddystone fancy. 6 1/2
" shirtings.	5	" chocolat. 6 1/2
American fancy.	5 1/2	" rober. 6 1/2
American indigo.	6 1/2	" sateens. 6 1/2
American shirtings.	5	Hamilton fancy. 6 1/2
Argentine Grays.	6	" staple. 6
Anchor Shirtings.	6	Manchester fancy. 6
Arnold.	6 1/2	" new era. 6
Arnold Merino.	6	Merrimack D fancy. 6
" long cloth B.	10 1/2	Merrim'ck shirtings. 4 1/2
" " C.	8 1/2	" Repprun. 8 1/2
" century cloth.	7	Pacific fancy. 6
" gold seal.	10 1/2	" robes. 6 1/2
" green seal TH 10 1/2		Portsmouth robes. 6 1/2
" yellow seal. 10 1/2		Simpson mourning. 6 1/2
" serge.	11 1/2	" grass. 6 1/2
" Turkey red. 10 1/2		" solid black. 6 1/2
Ballou solid black.		Washington indigo. 6 1/2
" colors.		" Turkey robes. 7 1/2
Bengal blue, green, red and orange.	6	" India robes. 7 1/2
Berlin solids.	5 1/2	" plain T'ky X. 8 1/2
" off blue.	6 1/2	" X. 10
" green.	6 1/2	" Otoman Tur. key red. 6 1/2
" Foulauds.	5 1/2	Martha Washington. 6 1/2
" red %.	7	Turkey red %.
" %.	10 1/2	Martha Washington. 7 1/2
" 34XXXX 10 1/2		" Turkey red. 9 1/2
Cocheco fancy.	6	Riverpoint robes. 5 1/2
" madders.	6	Windsor fancy. 6 1/2
" XX twills.	6 1/2	" gold ticket. 6 1/2
" solids.	5 1/2	Indigo blue. 10 1/2
		Harmony. 5
TICKINGS.		
Amoskeag A C A.	13	A C A. 13
Hamilton N.	7 1/2	Pemberton AAA. 16
" D.	8 1/2	York. 10 1/2
" Awning.	11	" green. 10 1/2
Farmer.	10 1/2	Pearl River. 12 1/2
First Prize.	10 1/2	Warren. 13 1/2
Lenox Mills.	18	Conestoga. 16
COTTON DRILL.		
Atlanta, D.	6 1/2	Stark A. 8
Boot.	6 1/2	No Name. 7 1/2
Clifton, K.	7	Top of Heap. 7 1/2

There is no absolute protection against the swindlers who prey upon the community. They would steal if there was no law against it, but to keep out of prison they will gather in their gains without violating any legal requirement or subjecting themselves to any legal penalty. The best safeguard is to give more attention to character. A good name always has a mercantile value, but in the rush and jostling of men eager for gain it is not as highly estimated as it ought to be, nor taken into sufficient account in the granting of credits. A merchant in this city received a consignment of wheat from a person in the country with whom he had no previous acquaintance. He made a liberal advance upon it, and when he had sold it he paid the consignor the balance. It turned out that the latter had no valid title to the wheat, and when the case was submitted to us we decided that the consignee, in spite of the fact that he had received the consignment and settled for it in good faith, must pay its value over again to the real owner. The case was carried to the Court of Appeals and our judgment was sustained. When the merchant demanded of us what security a commission dealer had in his business if he could be compelled to pay twice for a lot of produce sent to him for sale, we answered that he must see to it that the consignor was a man of good character who had not appropriated another person's goods. As the sender of the grain did not ask for credit, the merchant supposed that it was unnecessary to inquire concerning the man's character, but he gained some knowledge by that very costly experience.

If all debts for which securities were not pledged at the time they were contracted were debts of honor, and there was no legal process for enforcing their payments, there would be far less money lost through broken credits than there is at present, and a premium would be put on integrity. A man without means, but with a good character, would find that the latter was worth more to him than a large bank account would be to deserve it, and the man who would not pay his debts when he had the means would be ruled off the course, while he who was willing but unable to pay could not be hindered by a single hard-hearted creditor from engaging in a business to retrieve his fortune. Instead of a bankrupt law we would repeal the enforcing act, and let all debtors pay when they could or when they would. He who would but could not and he who could but would not may seem to stand on the same level without the compelling statement, but the difference between them would be as wide as that between honesty in misfortune and knavish abundance. Weighed in the same scales the latter would surely kick the beam.

From the American Grocer.

While conceding the economical benefits to be derived from combinations, trusts, or great aggregations of capital, we have also recognized the liability to the abuse of power, inherent in such organizations. Hence, we favor legal supervision of aggregated capital much of the same character as now exercised over banks and insurance companies and by the general government over interstate transportation.

We have no defense to offer for such an open and flagrant violation of business ethics and morality as was brought to light through the investigation of the management of the Hudson River State Hospital at Poughkeepsie. Said P. A. Van Wagener, local agent for Armour & Co.'s dressed beef, when confronted with the fact that he sold beef at wholesale in smaller quantities in Poughkeepsie for from 1 to 1½ cents less than to the State: "I am here to make money. It cost me \$7,000 to do up one competitor, and I have lost as much as \$450 a month on the meat. I have sold to the asylum, but I have made up in the long run. If I knew that I was the only bidder, the meat would have cost the State a lot more money." This is the language of a pirate; of the cutter; of one who is willing to ruin competitors and

risk his own ruin if he can only down his opponent. In many cases, such as that at Poughkeepsie, it is an abuse of power, the strong against the weak, ignoring fair business principles and seeking by foul competition to acquire a monopoly. This man Van Wagener is willing to rob the State if he can only be sure he has the chance. He testified that he did not know that he was the only bidder, or he would have charged more—as much more as he could get. If Armour & Co. endorse the action of their agent and pursue a like policy in pushing their business, then Armour & Co. ought to be amenable to the law—possibly indicted for conspiracy. Such a man as Van Wagener would rob the public, as well as the State, had he the opportunity.

In a hardware store, as elsewhere, the whole duty of the proprietor and clerks is not comprised in honest dealing, courteous attention in explaining and describing the uses of the various articles and prompt delivery of goods. It is further required that there should be ample space between stoves, display stands, etc., to permit of their being inspected and examined without undue crowding. Notwithstanding the fact that this should force itself upon the mind of merchant and clerk, we know of stores where the goods are so crowded that it requires some little ingenuity to make one's way into the interior. The contrast between that style and as it should be is striking. Surplus stock should not be allowed to accumulate in the front part of a store, but should be so arranged as to afford a clear view from front to back, or end to end of the store. This invites new custom and will afford a more general view of the stock. It should be remembered that the front of the store and along and around the counters should be kept clear for customers' use, and in no case should shovels, spades, rakes, etc., which may have been brought out for inspection, be left standing against counters or stoves. After the sale is made they should be returned *at once*, for not only are they unsightly, being out of place, but they are liable to be knocked down and may cause trouble. The comfort and safety of patrons, as well as courtesy, should be at all times uppermost in the thoughts of merchant and salesmen. A hardware store cannot be made too attractive, either as regards arrangement and display of goods, or neatness and cleanliness. These features should go hand in hand.

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

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&16
Blind, Parker's.....	70&16
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, 1st April 1892.....	50
CHAPLES.	
Grain.....	dis. 50&02
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	" 60
G. D.....	" 35
Musket.....	" 60
CARTRIDGES.	
Rim Fire.....	50
Central Fire.....	dis. 25
CHISELS.	
Socket Firmer.....	70&10
Socket Framing.....	70&10
Socket Corner.....	70&10
Socket Slicks.....	70&10
Butchers' Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planned, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	28
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	23
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	67
Large sizes, per pound.....	04
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	20
List 12 13 14 15 16 17.....	16
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings.....	50
Door, porcelain, jap. trimmings.....	50
Door, porcelain, plated trimmings.....	50
Door, porcelain, trimmings.....	50
Drawer and Shutter, porcelain.....	75
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	50
Mallory, Wheeler & Co.'s.....	50
Branford's.....	50
Norwalk's.....	50
MATTOCKS.	
Adze Eye.....	\$16.00, dis. 6
Hunt Eye.....	\$15.00, dis. 6
Hunt's.....	\$18.50, dis. 20&10
MILLS.	
Sperry & Co.'s, Post, handled.....	dis. 50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Clark's.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	50
NAILS.	
Steel nails, base.....	1 80&10
Wire nails, base.....	1 80&10
Advance over base:	
60.....	Base 10
40.....	Base 05
30.....	10
20.....	15
16.....	15
12.....	15
10.....	20
8.....	25
7 & 6.....	40
4.....	60
3.....	1.00
2.....	1.50
Fine 3.....	1.50
Case 10.....	60
" 8.....	75
" 6.....	90
Finish 10.....	85
" 8.....	1.00
" 6.....	1.15
Clinch 10.....	85
" 8.....	1.00
" 6.....	1.15
Barrell %.....	1.75
PLANES.	
Ohio Tool Co.'s, fancy.....	20
Sciota Bench.....	20
Sandusky Tool Co.'s, fancy.....	20
Bench, first quality.....	20
Stanley Rule and Level Co.'s, wood.....	20
PANS.	
Fry, Acme.....	dis. 60
Common, polished.....	dis. 10
RIVETS.	
Iron and Tinned.....	50
Copper Rivets and Burs.....	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27 10.....	10
"B" Wood's pat. planished, Nos. 25 to 27.....	10
Broken backs % per pound extra.....	9

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE
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E. A. STOWE, Editor.

WEDNESDAY, APRIL 12, 1893.

UNIONISM JUDICIALLY REBUKED.

The decision of Judge Billings, ordering an injunction against the Amalgamated Workingmen's Council of New Orleans, and the still more recent decision of Judge Ricks, restraining Chief Arthur, of the Brotherhood of Locomotive Engineers, from ordering a general strike, puts an entirely new face upon the labor problem, and is a decided rebuke to the arrogant assumptions of labor organizations. It seems all but certain that unionism has received a blow from which it can hardly hope to recover. This will not be a misfortune, but the reverse, if workingmen learn from it the lesson it is calculated to teach. Whether they will or not remains to be seen.

The worst enemy of workingmen today is unionism. It has arrayed employe against employer, and made their interests appear to be diverse. As soon as one man enters the employment of another he begins to regard his employer as an enemy, against whom he must scheme and plot. He is convinced that the one object of his employer is to work him as many hours as possible, and at the lowest possible remuneration. Should he become dissatisfied, he believes he has the right—unionism has taught him so—to desert his employment at a moment's warning, and to resort to any means to prevent the filling of the place he has vacated. Unionism undertakes to dictate what wages shall be paid, and how many hours' labor shall be performed by each individual; how many apprentices shall be employed in each of the mechanical trades to a given number of men; and that no one shall be employed who is not a member of the union. These are some of the arrogant and preposterous claims of unionism, the illegality, to say nothing of the absurdity, of which is apparent upon even a cursory examination. The courts have declared strikes and boycotts to be illegal, affirming that due notice must be given, by the employe, of his intention to leave his place, otherwise his act is construed by the law to be "interference with commerce," and is regarded and punished as a conspiracy. Boycotting is regarded and treated similarly. The wage question cannot be settled by the unions; indeed, from the

nature of the circumstances which must govern and control wages, it will never be settled. Certainly the question is brought no nearer a solution by the injection of unionism into it. The declaration of unionism, that none but union men may be employed, is in direct opposition to one of the plainest statements of the national constitution. All men have the right to live, because they are men, and not because of any ulterior circumstance. The right is inherent in the manhood of the individual, and not in the class or organization of which he may be a member. Any interference with this right is a crime against humanity, for which there can be neither palliation nor excuse.

Workingmen are not altogether to blame for the strained relationship which they bear to their employers. They have been deceived and misled by their leaders into accepting the fallacies and follies which these demagogues call principles; their passions and prejudices, and not their reason, have been appealed to, until they have come to regard every employer of labor as the natural enemy of the workingman, and war to the knife as their only resource.

This is a false and ruinous condition of things, especially for the wage-earners. But there can be no change until they kick out those blatant jawsmiths and self-constituted leaders, who are the only ones who have ever profited by the "labor movement." They must learn that their interests and the interests of their employers are identical, and that the prosperity of the one means the prosperity of the other; that their employer is their friend, and not their enemy. They must learn, also, that they cannot serve two masters—that, as they love the union more, they will serve their employer less, and that the business out of which they get their living and the support of their families should have the first place in their minds and receive their heartiest service. Then the wage question will be settled, so far as it is possible to settle it, for every workingman may make himself so useful to his employer that he will be willing to pay him every cent he is worth, and a little over. But first the "leaders" must go, and when they go unionism will go with them, and a brighter and better day dawn for both employe and employer.

NO CAUSE FOR ALARM.

The Toronto Merchant is very much exercised over the Patrons of Industry. It is afraid that there may be some merchants foolish enough to be frightened by the threats of the Patrons into acceding to their demands; and that there will be merchants who will be led away by their wild and woolly schemes, who will adopt their ridiculous theories, and attempt to do business on a 12½ per cent basis. Let our contemporary possess his soul in patience. This State had an epidemic of patronism several years ago, and about 200 retail merchants were induced to put P. of I. theories into practice in their stores, and endeavor to do business on a profit of 10 per cent. Those of the number who depended to any considerable extent upon the P.'s of I. for their trade went to the wall, of course, for retail business cannot be done on such a basis. Moreover, the Patrons, while holding the merchants strictly to the agreement, refused to be bound by it themselves. If they wanted staples, they

went to the "Patron store," while the best of their custom went to stores not bound by the agreement. Some of those who signed the agreement managed to pull through, because a good percentage of their trade was with people outside of the Patrons. Those who refused to have anything to do with the Patrons, were, of course, the best off. Four years ago there were probably 40,000 active members of the organization in this State; now every lodge has lapsed and the only vestige left to remind one of the wave of rural discontent created by the wily organizers of the order is the periodical meeting of a half dozen cranks who style themselves "grand officers." They are grand in only one respect—in their solitude.

THE STAFF OF LIFE.

Indian corn, or maize, commonly known as "corn" in the United States, is a most important article of food on this side of the Atlantic, but in the greater part of Europe it is a small factor in the subsistence of human beings.

According to official reports, this country furnishes about three-fourths of the production of the world, which averaged about 2,300,000,000 bushels for the decade ended in 1890, and the tendency is to increase in the proportion that the acreage is extended faster in the United States than in other countries. Only one bushel in twenty-five is exported, and the higher the domestic price the less is exported, as the amount shipped per annum has been 100,000,000 bushels when prices were lowest, and less than 2,000,000 when prices were highest. In this country the consumption for food amounts to nearly 200,000,000 bushels. Corn is also used for food in Mexico and in Southern Europe, but in other parts of Europe almost exclusively for feed of horses and other animals.

It is strange that the Europeans are so backward in learning the use of this excellent grain, but they do not take to it even under the pressure of famine. In Northern Europe oatmeal furnishes standard food, while in Central Europe rye is the chosen breadstuff. It is preferred by the masses to wheat even. In some countries of Asia and Africa millet is the principal bread plant, while in China rice is the staple food. Of course, wheat is used in most countries, having been grown from the earliest times.

Corn is a native of America, having been found by the first Europeans in Mexico, Peru, Virginia and other parts of the mainland. Corn is grown in every part of the country, from Canada to the Gulf of Mexico, but the Western Central States are the chief producers. Of these, Iowa comes first, with 168,000,000 bushels; Nebraska second, with 135,000,000; Illinois third, with 127,000,000; Missouri fourth, with 126,000,000; Kansas fifth, with 120,000,000. Of the Southern States, Texas shows up with 65,000,000, and all the other Southern States, except Florida, producing from 10,000,000 to 50,000,000 bushels each. The prices of corn fluctuated from 68.4 cents a bushel in 1883, to 41.8 cents in 1890. These are the extremes in thirteen years past.

Wheat belongs to a colder climate than corn, the extreme Northwestern States being the largest producers. An extensive section of Canada is well adapted to wheat, and that fact furnishes an important reason why the acquisition of

Canada by the United States will be most desirable. The time will come, it is already foreshadowed, when America will be depended on to furnish bread to the rest of the world. The wheat crop of the United States for 1892 was about 516,000,000 bushels. In 1891 it was about 612,000,000, the largest ever made. Kansas leads as a wheat-producing State, with about 71,000,000 bushels; while Minnesota is second, with 41,000,000. Of the Southern States, Kentucky alone furnishes more than 10,000,000. Texas produces 5,000,000. All the other Southern States less. The wheat crop of California in 1892 was 39,000,000.

The highest price for wheat in fifteen years was in 1878, when it brought \$1.34 per bushel. In 1890 it got down to 83 cents, and for a number of years past had not reached \$1, until 1892, when it got to \$1.03. The steady cheapening of breadstuffs, save when artificially stimulated by a failure of foreign crops, while not an encouraging sign for the farmer, is, at least, a benefit to the balance of mankind. Like the low price of cotton, it is a good thing for the masses. What is necessary for the producers is to decrease the cost of production, and so increase their profits, without levying increased exactions on consumers.

THE ADVANCE IN SUGAR.

The most interesting phase of the present commercial situation is the great strength of the sugar market. During the past two weeks there have been frequent advances, and unless the signs of the times are very misleading, there will be further advances during the coming fortnight. The advance has not been confined to the United States, but has extended all over the sugar world, beginning with London and the continent. In Havana and the island of Cuba generally there has been a sharp advance in prices, accompanied by considerable speculative buying, if reports are to be credited.

The causes of this general advance are the comparative light supplies of sugar in Europe and the prospect that the Cuban crop will fall considerably short of last season. The main sugar supply of the United States is derived from Cuba, hence the American sugar market is more promptly affected by influences operating in Havana than by any other cause. It is said that the Cuban yield is falling considerably short, and extensive fires in the cane fields have further diminished the promise of the crop. An early commencement of the rainy season is also expected, in which event the deficit will be increased.

With the prospect of a short sugar crop, there is reason to expect that the United States will have to draw upon European supplies of beet sugar early in the season. This prospect has already assisted in the advance in London, and should the Cuban shortage turn out as serious as some fear, still further advances may be expected to follow.

With Mr. Stowell's article in this week's issue, the controversy between that gentleman and Mr. Owen is brought to a close. THE TRADESMAN departed from its usual custom in permitting the discussion in the first place, and its readers are assured that hereafter nothing of the kind will be allowed. Discussions on merchandising and kindred subjects are invited, and articles on trade and trade relations will always find a place in our columns, but there must be

no descending to personalities. A discussion which cannot be conducted with calmness and moderation will do more harm than good. Due consideration for and toleration of the opinions of others are essential to fair, honest discussion.

A writer in an English paper complains because the freight charges on a ton of cheese from a point 120 miles from London to the metropolis, are 30s. (\$7.50), while it only costs 17s. (\$4.25) to convey the same quantity from Chicago to London, a distance of 4,000 miles. An Englishman must be hard to please, if he lets a little thing like that put him out.

The Hardware Market.

The first week of April opens up with business good in all lines and a general disposition to get higher prices, although early in the season considerable trouble is experienced in getting seasonable goods, but manufacturers all say they are straining every nerve to keep up with their orders.

Barbed and Plain Wire—The market is very active, the demand is large and prices are firm. The recent advance of \$2 a ton is being held firmly by jobbers and manufacturers and any decline in price need not be looked for. The advance has come to stay. \$2.40 for painted and \$2.80 for galvanized are the present prices.

Wire Nails—Firm at the quotations of last week, with every prospect of firmer prices for the future. There is no doubt but what the manufacturer has been losing money at the low prices which have prevailed the last six months, and, while there is no combination, there is a feeling that the continued low price meant ruin, and better prices must be had; \$1.60 rates at the mill, and \$1.80@1.85 rates in Grand Rapids are the present prices.

Glass—No change to note.

Rope—Very firm with advancing tendencies. The present prices are 9c for sisal and 13c for manilla.

Wool Twine—Many inquiries as well as purchases are now being made of wool twine. It is higher than last year. Jobbers are quoting 6½¢@7c lb by the bale, with ½¢ extra for broken packages.

Augur Bits—Everything in the line of augurs—augur bits and car bits—have had a very material advance. Common augur bits are now quoted at 60 and 10 discount from list.

Doors and Sash—Owing to scarcity and higher prices ruling for lumber, doors and sash have advanced. They are now being quoted as follows: Doors, 45 and 5 discount; sash, 60 discount. Manufacturers advise us they must go higher, as material has advanced to stay.

Testimonial to the Power of the Press.

MONTAGUE, April 1.—I notice in THE TRADESMAN of March 22 the following announcement under the head of Montague: "E. L. Dodge has sold his stock of hardware to A. A. Allen," and I have been cudgelling my brains ever since as to where the joke comes in. Ever since the notice appeared, the power of the press has been getting in its work on the unsuspecting hardware dealers of the country, who continue to flood my mail with circulars, price lists and discount sheets, after the perusing of which I sadly contemplate "what might have been" if I only had thought of it, or known at an earlier stage of the game the enormous difference between a hardware man's and druggist's profits. Hoping you will kindly undeceive aforesaid u. h. d.'s and tell them that it was only a drug stock I purchased, and not a hard-

ware, or, at least, not one in the strict meaning of the term, and that they may rest assured that I will not give them away, as I am not a fellow that speaks of those things.

I remain, respectfully,

ALFRED ALLEN.

The Grocery Market.

Sugar—The market continues strong and excited, having advanced another sixpence during the past week, with every prospect of going still higher before the end of another week.

Molasses—Now is a good time to lay in summer supplies of New Orleans goods, before the warm weather renders shipping precarious.

Salt—The Michigan Salt Co. has reduced the price of common fine to 55 cents, in consequence of which the local market has dropped from 90 to 85c.

Coffee—The market on Brazilian grades continues to decline, in consequence of which the manufacturers of package goods have reduced their quotations ½c.

Provisions—Pork is 50c lower than a week ago and hams have declined ¼@½c. Kettle rendered lard is 1½c lower.

From Out of Town.

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

J. E. Turkow, Morley.
J. C. Neuman & Co., Dorr.
Phin Smith, Hastings.
Ezra Brown, Ballard.
Dr. J. W. Kirtland, Lakeview.
J. R. Harrison, Sparta.
Ellsworth Lumber Co., Ellsworth.
Cameron Lumber Co., Torch Lake.
G. V. Nash, Norwood.
W. E. Thorp, Hart.

The Dry Goods Market.

Dress gingham are off and are quoted from 6½¢@7½c for regular 8½c quality. Prints are ½c cheaper. Cottons remain firm.

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—Dealers pay 13¼¢ and hold at 15c. Picklers and cold storage men are offering as high as 13½c and competition among the latter for cold weather eggs may send the price up ¼@½c higher.

Honey—White clover commands 16c per lb. dark buckwheat brings 13c.

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.

Pieplant—6c per lb.

Potatoes—The market is stronger and about 5c higher, with some prospects of still higher quotations.

Radishes—35c per doz. bunches.

Spinach—75c per bu.

Strawberries—\$3.50 per case of 24 pints. The arrivals so far come from Florida and Texas and are decidedly inferior in flavor.

Tomatoes—\$4 per 6 basket crate.

Turnips—So cheap and plenty as to be practically unquotable.

**MICHIGAN
Fire & Marine Insurance Co.**

Organized 1881.

DETROIT, MICHIGAN.

Free—CANS—Free

**EDWIN J. GILLIES & CO'S
BLENDED**



NEW YORK.

IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

THE fact that a coffee is a Java does not always imply that it will make a delicious beverage, for Javas differ very materially on account of the seed in the Island of Java on which they are grown and the method used in cultivating, some being grown by private planters, other under the government supervision. Some of these Javas are delicious, others rank and worthless.

The DIAMOND JAVA is a blend of these Javas which excel in any peculiar degree in fine flavor or full strength, and which blending harmoniously together produce the perfection of a coffee.

The DIAMOND JAVA is packed in air-tight cans when taken hot from cylinders, and its fragrant aroma is thus preserved until used. This brand of Whole Bean Coffee is intended for those that appreciate a fine article and desire to use the best coffee that can be obtained.

ASK YOUR GROCER FOR IT.

If he cannot supply you send us his name.

No charge for cans. No returning cans. Cans given away with our finest Coffees—the best in the world. Get what you can for cans and reduce prices.

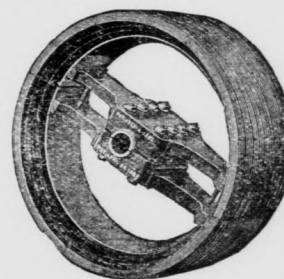
Ask for an explanation of our new system in handling roasted Coffees.

EDWIN J. GILLIES & CO.,
New York.

J. P. VISNER, Agt.,

129 Canal St., Grand Rapids.

**IN TIME OF PEACE PREPARE
for WAR!**
WHEN BUSINESS IS QUIET
It is a good Time to be organizing
for a grand RUSH in the Fall.
The NATIONAL BOOK AND PICTURE CO.
is always studying up
the best things
To BUILD UP TRADE.
167-169 Fifth Ave. CHICAGO.



DODGE

Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
THE BEST!

HESTER MACHINERY CO.,

45 So. DIVISION ST., GRAND RAPIDS.

Use Tradesman Coupon Books.

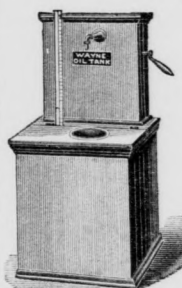
The Wayne Self-Measuring Oil Tank.

Measuring one qt. and half gallon at single stroke.

Manufactured by the

WAYNE OIL TANK CO.,
FORT WAYNE, IND.

Our goods are fully guaranteed for a year, and with care will last a life time as there is nothing about them to wear out.



First Floor Tank and Pump.

NET PRICE LIST.

First floor Tanks and Pumps.

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

Cellar Tanks and Pumps.

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



FIG. 1.



FIG. 2.



FIG. 3.

Those who have experienced the constant and necessary annoyance of raising their vinegar and molasses barrels on a platform high enough to tap cannot fail to appreciate the **WAYNE BARREL TRUCK.**

Send for Pamphlets and Price List.

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

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

HOW TO SUCCEED.**A Lady Gives Her Views on "Ways Which Win."**

From the Cincinnati Tribune:

The day is past when the dealer who does not come up to the latest methods in business can achieve much success. Competition overwhelms the inert and sleepy dealer. Eager to be in the swim, to buy and to sell, to attract custom and retain it, the retail dealer avoids the shelving of stock, and makes "Quick sales if small profits" his motto.

So important a part do his salesmen and saleswomen play in this endeavor, that the skill in choosing and the allotment of duties and management of them is an art. To attract to himself and to hold such a class of employees as shall push his business with individual energy and promptness, is laying the foundation of success upon the bed rock. Some men have a sixth sense in regard to this choosing of aid and in appreciating first-class service. Others, with all good intentions, utterly fail to interest and secure the good will of a force. The wise employer must pay for fidelity, not despise it. Happy is he who can adjust his business interests and his sense of justice in so nice a balance that he allows fair hours, fair wages, and who remembers at all times that his employees are human, like unto himself. A great mercantile house has gained its unparalleled success mainly by the sagacity of one of the partners. You can see him here, there, in the various floors, speaking socially, pleasantly, encouragingly, to the clerks, winning from them not only obedience, but cheerful interest and pride in their duties. This gentleman, with great foresight and prudence, has lately admitted into his firm, incorporated as a stock company, the heads of various departments, faithful employees whom he could reward in no other way. And the profits of this firm count up to the hundred thousands.

The customer associates for the time being the value of the goods bought with the alacrity and courtesy of the one serving him. He has no use for the lofty ornament whose vision is away and beyond the humblest customer. Remember that the customer likes to be served with that deference which tickles vanity.

Don't underrate the value of new ideas and new goods. The charm or novelty never dies. To make the public notice your goods is a great thing. Fertile brains have been racked for devices with which to attract attention, and the outcome, at times, has been fearful and wonderful to behold. Good taste is paramount here, as elsewhere. Your devices and displays must suit your class of customers. Pearls should not be placed before swine, nor should *wine* be paraded under the noses of the frequenters of the St. Nicholas Cafe. In other words, reflect upon the people, the sovereign people, whose money you desire.

What a field for ingenuity and originality lies in the window display! An original idea, born in a moment of positive inspiration, may win hundreds of dollars over the counter ere the sun goes down. Look at the crowds that are ever there. They come, they pass, they are replaced over and over. Encourage harmless competition among your force in window dressing. You may find a genius. The public will judge for you.

"Rut what can I do with shovels?" asks the hardware dealer. Do something with shovels that was never done with shovels before. You will sell shovels. "And shoes?" cries another. "It is so hard to make a telling display in shoes." Yet I dream of a winding stair filling the window, a stair case in miniature. Upon the carpeted steps were shoes in pairs.

Is trade dull? Get out a special lot of left-overs and advertise it catchily. The five-cent table and store idea started that way and made Edward Butler a rich man. If your brain isn't constructed so as to evolve sudden and original ideas, court the society and solicit the aid of some one who has brilliant moments. Get some one whose flow of words is free and spontaneous to write you something fresh and nifty about your stock, and keep pushing advertisements into the local newspapers. You'll sell your goods. You'll have a tireless messenger running to and fro in the land.

Large firms now make a specialty of art in advertising, and a fine magazine is published in New York in that interest.

One's mouth waters at the reading, and contentment resteth not within until you have sent for some of the goodies. A clever picture will tell volumes, a single apt quotation empty shelves, an ingenious trademark win a run upon a line of goods. Who has not admired Millet's "Bubbles," but who can, for a moment, forget the famous soap it advertised? A famous soap house has but recently closed a widely-advertised verse contest, receiving over 20,000 replies in praise of their best brand. In itself the contest was a great advertisement.

Premiums with sales have often helped dull business. Chromos have been followed by more tangible presents. China, glass, lamps, photographs; all have been used to coax the reluctant dollar into the retailer's hands. The card, the calendar, the blotter, all have their uses, but do not advertise as widely as the newspaper.

I have heard of an enterprising grocer who potted, with his wife's and children's assistance, hundreds of slips of geraniums. When the dreaded dull season came he advertised that, on a certain day, he would present a geranium to every customer purchasing a certain amount of goods. The little plants were tastefully arranged among the bottles and cans. The result was a decided success, opening the way for future successes. Soap, coffee, tea, chocolate and dainties of various sorts are advertised by receptions when the clerks serve out delicious samples of the articles. At some stores trade is attracted by the exhibition of some magnificent work of art or the alluring music of a first-class orchestra. Anything, anything new and novel to win the crowd to enter, to see, to purchase.

To buy closely, to tell of your wares, to show alluringly, to sell quickly, are vital points along the highway to success. The key to public favor, however, is in the persistent keeping of wares before the public. Make it feel that you are a persistent caterer to wants, that whether you have shovels or shoes, drugs or dishes, you are keeping at it everlastingly, and mean success. Again I say unto you—advertise! advertise! advertise!—and in the paper that reaches the buying class.

ELIZABETH CHERRY HAIRE.

Use Tradesman or Superior Coupons.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

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.

BANANAS!

Large Bunches.

Clean, Plump Fruit.

THE PUTNAM CANDY CO.



FREE CRAYON PORTRAITS.

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

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

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

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.

Candy

Candy

Candy

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.

Wholesale Price Current.

Advanced—Balsam Peru. Declined—Cube berries, gum opium, oil annise, oil orange, oil cinnamon, copaiba, oil cubebs, cotton seed oil, oil lemon, Malaga olive oil, African ginger, alcohol.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	65 75	" " F.	50
Boracic	27 36	Aloes	60
Carbolicum	50 52	" and myrrh.	60
Citricum	36 5	Arnica	50
Hydrochlor	10 12	Asafetida	0
Nitricum	10 12	Atropa Belladonna	60
Oxalicum	10 12	Benzoin	60
Phosphoricum dil.	20	" Co.	50
Salicylicum	1 30 1 70	Sanguinaria	50
Sulphuricum	1 30 1 70	Barosma	50
Tannicum	1 40 1 60	Cantharides	75
Tartaricum	30 33	Capicum	50
AMMONIA.		Cinnamon	75
Aqua, 16 deg.	3 1/2 5	Castor	1 00
" 20 deg.	5 1/2 7	Catechu	50
Carbonas	13 14	Cinchona	50
Chloridum	13 14	" Co.	60
ANILINE.		Columba	50
Black	2 00 2 25	Conium	50
Brown	80 1 00	Cubeba	50
Red	45 50	Digitalis	50
Yellow	2 50 3 00	Ergot	50
BACCÆ.		Gentian	50
Cubeba (po 40)	40 45	" Co.	60
Juniperus	25 30	Guaiac	50
Xanthoxylum	25 30	" ammon.	60
BALSAMUM.		Zingiber	50
Copaiba	45 50	Hyoxyamus	50
Peru	21 60	Iodine	75
Terabin, Canada	60 65	" Colorless	75
Tolutan	35 50	Ferr Chloridum	50
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	11	Myrrh	50
Cinchona Flava	30	Nux Vomica	50
Eucalyptus atropurp.	20	Opil	85
Myrica Cerifera, po.	12	" Camphorated	50
Prunus Virgini	10	" Deodor.	2 00
Quillaja, grd.	10	Aurant Cortex	50
Sassafras	12	Quassia	50
Ulmus Po (Ground 15)	15	Rhatany	50
EXTRACTUM.		Rhel.	50
Glycyrrhiza Glabra	24 25	Cassia Acutifol	50
" po.	33 35	" Co.	50
Haematotox, 15 lb. box.	11 12	Serpentaria	50
" 1/2 lb.	13 14	Stromonium	60
" 1/4 lb.	14 15	Tolutan	60
" 1/8 lb.	16 17	Valerian	50
FERRU.		Veratrum Veride.	50
Carbonate Precip.	2 15	MISCELLANEOUS.	
Citrate and Quinia	2 30	Aether, Spts Nit, 3 F.	28 30
Citrate Soluble	2 30	" 4 F.	32 34
Ferrocyanidum Sol.	2 30	Alumen	2 1/2 3
Solut Chloride	2 15	" ground, (po.	
Sulphate, com'l.	2 10	7)	32 4
" pure.	2 7	Annatto	55 60
FLORA.		Antimoni, po.	42 5
Arnica	18 20	" et Potass T.	55 60
Anthemis	30 35	Antipyrin	21 40
Matricaria	40 50	Antifebrin	2 25
FOLIA.		Argent Nitras, ounce	60
Barosma	20 50	Arsenicum	50 7
Cassia Acutifol, Tin-		Balm Gilead Bud.	38 40
nively	25 28	Bismuth S. N.	20 25
" Alx.	35 50	Calcium Chlor, 18,	12 14
Salvia officinalis, 1/2		12; 1/2, 14)	11
and 1/4	15 25	Cantharides Russian,	21 00
Ura Urn	80 10	po.	21 00
GUMMI.		Capici Fructus, af.	26
Acacia, 1st picked	2 75	" po.	28
" 2d	2 45	" Bpo.	20
" 3d	2 30	Caryophyllus, (po. 18)	14 15
" sifted sorts.	2 25	Carmin, No. 40	23 75
" po.	60 80	Cera Alba, S. & F.	50 55
Aloe, Barb, (po. 60)	50 60	Cera Flava	40
" Cape, (po. 20)	12	Coccus	2 30
Socotri, (po. 60)	50	Cassia Fructus	2 30
HERBA—In ounce packages.		Centaria	2 10
Abinthium	25	Celaenium	40
Eupatorium	20	Chloroform	60 63
Lobelia	25	" squibb	21 25
Majorum	28	Chloral Hyd Crst.	1 35 1 60
Mentha Piperita	23	Chondrus	20 25
" Vir.	25	Cinchonidine, F. & W	15 20
Rue	30	German 3	12
Tanacetum, V.	22	Corks, list, dis. per	60
Thymus, V.	25	cent	35
MAGNESIA.		Creosotum	2 2
Calced, Pat.	55 60	Creta, (bbl. 75)	2 3
Carbonate, Pat.	20 22	" prep.	50 55
Carbonate, K. & M.	20 22	" precip.	11 11
Carbonate, Jennings	35 36	" Rubra.	8
OLEUM.		Crocus	1 00 1 10
Abinthium	3 50 4 00	Cudbear	24
Amygdalae, Dulc.	45 75	Cupri Sulph.	5 6
Amygdalae, Amarae	8 00 8 25	Dextrine	10 12
Anisi	1 70 1 89	Ether Sulph.	70 75
Aurant Cortex	2 30 2 40	Emery, all numbers.	6
Bergamit	3 25 3 30	" po.	6
Cajiputi	60 65	Ergota, (po. 75)	70 75
Caryophylli	85 90	Flake White	12 15
Cedar	35 40	Galla	23
Cenopodii	21 60	Gambler	7 8
Cinnamon	90 1 00	Gelatin, Cooper	40 60
Citronella	45	" French	40 60
Conium Mac	35 65	Glassware flint, by box 70 & 10.	
Copaiba	80 90	Less than box 66 1/2	
SYRUPS.		Glue, Brown	90 15
Accacia	50	" White	130 25
Zingiber	50	Glycerina	14 20
Ipecac.	60	Grua Paradisi	22
Ferr Iod.	50	Humulus	25 55
Aurant Cortes	50	Hydrag Chlor Mite.	25
Rhel Arom	50	" Cor	80
Similax Officinalis	50	" Ox Rubrum	90
" Co.	50	" Ammoniat.	10 00
Senega	50	" Unguentum	45 55
Scilla	50	Hydrargyrum	64
" Co.	50	Icthyobolla, Am.	1 25 1 50
Tolutan	50	Indigo	75 100
Prunus virg.	50	Iodine, Resub.	3 80 3 90
		Iodoform	24 70
		Lupulin	23 25
		Lycopodium	60 65
		Meliss	70 75
		Liquor Arsen et Hy-	
		drag Iod.	27
		Liquor Potass Arsenitis	10 12
		Magnesia, Sulph (bbl	
		1 1/2)	2 1/2 4
		Mannia, S. F.	60 63

Morphia, 20 P. & W.	2 30 2 45	Seidlitz Mixture	20	Lindseed, boiled	54	57
" S. N. Y. Q.	2 10 2 35	Sinapis	18	Neat's Foot, winter	80	85
Moschus, Ceylon	40	" opt.	30	strained	80	85
Myristica, No 1	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	38	43
Nux Vomica, (po 20)	10	Voes	35	PAINTS. bbl. lb.		
Os. Sepia	20 22	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 3/4
Pepsin Saac. H. & P. D.	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2	2 3/4
" Co.	20 22	Soda et Potass Tart.	27 30	" Ber	1 1/2	2 3/4
Picis Liq. N.-C., 1/2 gal	20 22	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 3/4
" doz	20 22	Soda, Bi-Carb.	2	" strictly pure	2 1/2	2 3/4
Picis Liq. quarts	21 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
" plnts	21 00	Soda, Sulphas	50 55	ican	65 70	
Pil Hydrag, (po. 80)	21 00	Soda, Ether Co	23 25	Vermilion, English	70 75	
Piper Nigra, (po. 22)	21 00	" Myrcia Dom	23 25	Green, Peninsular	70 75	
Piper Alba, (po 65)	21 00	" Myrcia Imp.	23 25	Lead, red	6 1/2 7	
" 3	21 00	" Vini Rect. bbl	2 25 2 35	" white	6 1/2 7	
Pix Burgun	7	Less 5c gal, cash ten days.		Whiting, white Span.	2 70	
Plumbi Acet	14 15	Strychnia Crystal	1 40 1 45	Whiting, Gilders	2 96	
Pulvis Ipecac et opif	1 10 1 20	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0	
Pyrethrum, boxes H	21 25	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
" P. D. Co., doz	21 25	Tamarindus	30	Pioneer Prepared Paint	20 21	20
Pyrethrum, pv	15 25	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 1 20	
Quassia	80 10	Theobromae	45 48	Paints	1 00 1 20	
Quinia, S. P. & W.	29 34	Vanilla	9 00 16 00	VARNISHES.		
" S. German	21 30	Zinc Sulph.	7 8	No. 1 Turp Coach	1 10 1 20	20
Rubia Tincturum	13 14	OILS.		Extra Turp	160 1 70	
Saccharum Lactis pv	23 25	Whale, winter	70 70	Coach Body	2 75 3 00	
Salicin	1 75 1 80	Lard, extra	1 10 1 15	No. 1 Turp Furn	1 00 1 10	
Sanguis Draconis	40 50	Lard, No. 1	65 70	Eutra Turk Damar	1 55 1 60	
Sapo, W.	12 14	Linseed, pure raw	51 54	Japan Dryer, No. 1	70 75	
" M	10 12					
" G	15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

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GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora. 55 6.00 Castor Oil. 75 9.00 Diamond. 50 5.50 Frazer's. 75 8.00 Mica. 55 6.00 Paragon. 55 6.00		BAKING POWDER. Acme. 1/2 lb. cans. 3 doz. 45 1 lb. " 2 " 85 1 lb. " 1 " 1.00 Bulk. Arctic. 10 Arctic. 60 1/2 lb. " 1.20 1/2 lb. " 2.00 1/2 lb. " 9.60 5 oz. cans. 4 doz. in case. 80 16 " 2 " 2.00 Red Star. 1/2 lb. cans. 40 1/2 lb. " 75 1 lb. " 1.40 Telfer's. 1/2 lb. cans. doz. 45 1/2 lb. " 85 1 lb. " 1.50 Our Leader. 1/2 lb. cans. 45 1 lb. cans. 75 1 lb. cans. 1.50 Dr. Price's. per doz Dime cans. 90 4-oz. " 1.33 6-oz. " 1.90 8-oz. " 2.47 12-oz. " 3.75 16-oz. " 4.75 3 1/2-lb. " 11.40 4-lb. " 18.25 5-lb. " 21.60 10-lb. " 41.80		BAKING POWDER. Bath Brick. 2 dozen in case. English. 90 Bristol. 80 Domestic. 70 BLUING. Gross Arctic. 4 oz. ovals. 4.00 " 8 oz. " 7.00 " plims. round. 10.50 " No. 2, sifting box. 2.75 " No. 3. " 3.00 " No. 5. " 4.50 " 1 oz. ball. 4.50 Mexican Liquid. 4 oz. 3.60 " 8 oz. " 6.80 BROOMS. No. 2 Hurl. 1.75 No. 1 " 2.00 No. 2 Carpet. 2.25 No. 1 " 2.50 Parlor Gem. 2.75 Common Whisk. 2.90 Fancy " 3.15 Warehouse. 3.25 BRUSHES. Stove, No. 1. 1.25 " 10. " 1.50 " 15. " 1.75 Rice Root Scrub. 2 row. 85 Rice Root Scrub. 3 row. 1.25 Palm-etto, goose. 1.50 BUTTER PLATES. Oval—250 in crate. No. 1. 60 No. 2. 70 No. 3. 75 No. 5. 1.00 CANDLES. Hotel, 40 lb. boxes. 10 Star, 40 " 9 Paraffine. 11 Wickling. 24 CANNED GOODS. Fish. Clams. Little Neck, 1 lb. 1.20 " 2 lb. 1.90 Clam Chowder. 2.25 Standard. 2 lb. 1.00 Cove Oysters. 1.85 Standard. 1 lb. 1.00 2 lb. 1.85 Lobsters. Star, 1 lb. 2.50 " 2 lb. 3.50 Picnic, 1 lb. 2.00 2 lb. 2.90 Mackerel. Standard. 1.25 " 2 lb. 2.10 Mustard. 2 lb. 2.25 Tomato Sauce, 2 lb. 2.25 Soured, 2 lb. 2.25 Salmon. Columbia/River, flat. 1.90 " tails. 1.75 Alaska, Red. 1.45 " pink. 1.25 Sardines. American. 1/2 5 " 3/4 6 1/2 Imported. 1/2 7 " 3/4 10 1/2 Mustard. 1/2 25 Boneless. 1/2 25 Trout. Brook, 3 lb. 2.50		FRUITS. Apples. 3 lb. standard. 1.05 York State, gallons. 3.00 Hamburg. 3.00 Apricots. Live oak. 1.75 Santa Cruz. 1.75 Lusk's. 1.75 Overland. 1.75 Blackberries. B. & W. 95 Cherries. Red. 1 10 1/2 20 Pitted Hamburg. 1.75 White. 1.50 Erie. 1.20 Damsons, Egg Plums and Green Gages. Erie. 1.10 California. 1.70 Gooseberries. Common. 1.25 Peaches. Pie. 1.25 Maxwell. 1.65 Shepherd's. 1.65 California. 1.65 Monitor. 1.65 Pears. Domestic. 1.20 Riverside. 2.10 Pineapples. Common. 1 00 1/2 1.30 Johnson's sliced. 2.50 " grated. 2.75 Quinces. Common. 1.10 Raspberries. Red. 1.30 Black Hamburg. 1.50 Erie, black. 1.30 Strawberries. Lawrence. 1.25 Hamburg. 1.25 Erie. 1.25 Terrapin. 1.10 Whortleberries. Blueberries. 1.00 Meats. Corned beef, Libby's. 2.10 Roast beef, Armour's. 2.10 Potted ham, 1/4 lb. 1.30 " 1/2 lb. 80 " tongue, 1/4 lb. 1.35 " 1/2 lb. 85 " chicken, 1/4 lb. 95 Vegetables. Beans. Hamburg stringless. 1.25 " French style. 1.25 " Limas. 1.35 Limas, green. 1.40 " soaked. 75 Lewis Boston Baked. 1.35 Bay State Baked. 1.35 World's Fair Baked. 1.35 Picnic Baked. 1.00 Corn. Hamburg. 1.40 Livingston Eden. 1.30 Purty. 1.50 Honey Dew. 1.50 Morning Glory. 75 Soaked. 75 Peas. Hamburg marrofat. 1.35 " early June. 1.50 " Champion Eng. 1.50 " petit pois. 1.75 " fancy sifted. 1.75 Soaked. 75 Harris standard. 75 VanCamp's marrofat. 1.10 " early June. 1.30 Archer's Early Blossom. 1.35 French. 2.15 Mushrooms. 17 1/2 22 Pumpkin. 95 Squash. 1.25 Succotash. 1.40 Soaked. 85 Honey Dew. 1.50 Erie. 1.35 Tomatoes. Hancock. 1.25 Excelsior. 1.25 Eclipse. 1.15 Hamburg. 1.40 Gallon. 3.25 CHOCOLATE. Baker's. German Sweet. 23 Premium. 37 Breakfast Cocoa. 43 CHEESE. Amboy. 2 Acme. 2 Riverside. 2		GOLD MEDAL. @12 1/4 Skim. 9 Brick. 11 Edam. 1.00 Leiden. 23 Limburger. @10 Pineapple. @25 Roquefort. @25 Sap Sago. @22 Schweitzer, imported. @24 domestic. @14 CATSUP. Blue Label Brand. Half pint, 25 bottles. 2.75 Pint. 4.50 Quart 1 doz bottles. 3.50 CLOTHES PINS. 5 gross boxes. @50 COCOA SHELLS. 25 lb. bags. @3 Less quantity. @3 1/2 Pound packages. 6 1/2 @7 COFFEE. Green. Rio. Fair. 20 Good. 21 1/2 Prime. 23 1/2 Golden. 23 Peaberry. 25 Santos. Fair. 21 Good. 22 Fancy. 24 Maracalbo. Prime. 23 Milled. 24 Java. Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. Imitation. 25 Arabian. 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX. 23.30 Bunoia. 23.30 Lion, 60 or 100 lb. case. Extract. Valley City 1/4 gross. 75 Felix. 1.15 Hummel's, foil, gross. 1.50 " tin. 2.50 CHICORY. Bulk. 5 Red. 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1.25 " 50 ft. 1.40 " 60 ft. 1.60 " 70 ft. 1.75 " 80 ft. 1.90 Jute 60 ft. 1.00 " 72 ft. 1.00 CONDENSED MILK. 4 doz. in case. Eagle. 7.40 Crown. 6.25 Genuine Swiss. 7.70 American Swiss. 7.70 COUPON BOOKS. TRADESMAN'S 1 CREDIT COUPON 5 CREDIT COUPON "Tradesman." \$1, per hundred. 2.00 " 2. " 2.50 " 3. " 3.00 " 5. " 3.00 " 10. " 4.00 " 20. " 5.00 "Superior." \$1, per hundred. 2.50 " 2. " 3.00 " 3. " 3.50 " 5. " 4.00 " 10. " 5.00 " 20. " 6.00 ONE CENT COUPON "Universal."		ABOVE PRICES ON COUPON BOOKS are subject to the following quantity discounts: 200 or over. 5 per cent. 500 " 10 " 1000 " 20	
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SPICES.		Scouring.		Banner Tobacco Co.'s Brands.		Bologna.		SHELL GOODS.		Pails, No. 1, two-hoop.	
Whole Sifted.		Sapallo, kitchen, 3 doz.		Banner		Pork loins		Oysters, per 100		No. 1, three-hoop	
Allspice	10	hand, 3 doz.		Banner Cavendish		" shoulders		Clams		Clothespins, 5 gr. boxes	
Cassia, China in mats	7	" SUGAR.		Gold Cut		Sausage, blood or head		BULK.		Bowls, 11 inch	
" Batavia in bund.	15	The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.		Scotten's Brands.		" liver		Counts, per gal.		" 13 "	
" Saigon in rolls	32			Warpath		" Frankfort		Extra Selects		" 15 "	
Cloves, Amboyana	22			Honey Dew		Mutton		Standards		" 17 "	
" Zanzibar	12			Gold Block		Veal		Scallops		" 19 "	
Mace Batavia	80			F. F. Adams Tobacco Co.'s Brands.				Shrimps		" 21 "	
Nutmegs, fancy	75			Peerless		FISH AND OYSTERS.		PAPER & WOODENWARE		Baskets, market	
" No. 1	70			Old Tom		F. J. Dettenthaler quotes as follows:		PAPER.		" shipping bushel	
" No. 2	60			Standard		FRESH FISH.		Straw		" full hoop	
Pepper, Singapore, black	10			Globe Tobacco Co.'s Brands.		Whitefish		Rockford		" willow el'ths, No. 1	
" white	30			Handmade		Trout		Rag sugar		" No. 2	
" shot	16			Leidersdorf's Brands.		Halibut		Hardware		" splint " No. 1	
Pure Ground in Bulk.				Rob Roy		Fresh lobster, per lb.		Bakers		" " " No. 3	
Allspice	15			Uncle Sam		Cod		Dry Goods		" " " No. 3 50	
Cassia	18			Red Clover		No. 1 Pickerel		Juice Manila		" " " No. 3 45	
" and Saigon	25			Spaulding & Merrick		No. 2		Red Express No. 1		INDURATED WARE.	
Cloves, Amboyana	22			Tom and Jerry		Smoked White		No. 2		Pails, 1 doz.	
" Zanzibar	18			Traveler Cavendish		Pinn Haddies		48 Cotton		DRESSED.	
Ginger, African	16			Buck Horn		Red Snappers		Sea Island, assorted		Fowl	
" Cochin	30			Plow Boy		Columbia River Salmon		No. 5 Hemp		Turkeys	
" Jamaica	22			Corn Cake		Mackerel		No. 6 "		Ducks	
Mace Batavia	75					OYSTERS—Cans.		Tubs, No. 1		Chicken	
Mustard, Eng. and Trieste	25					Fairhaven Counts		No. 2		LIVE.	
" Trieste	25					F. J. D. Selects		No. 3		Chickens	
Nutmegs, No. 2	75					Selects		No. 3		Fowls	
Pepper, Singapore, black	16					Anchor		No. 3		Turkeys	
" white	24					Standards		No. 3		Duck	
" Cayenne	20										
Sage	20										
"Absolute" in Packages.											
Allspice	84										
Cinnamon	84										
Cloves	84										
Ginger, Jamaica	84										
" African	84										
Mustard	84										
Pepper	84										
Sage	84										
SAL SODA.											
Kegs.	1 1/4										
Granulated, boxes	1 1/4										
SAUERKRAUT.											
Gold Medal	25										
SEEDS.											
Anise	12 1/2										
Canary, Smyrna	6										
Caraway	10										
Cardamon, Malabar	90										
Hemp, Russian	4 1/2										
Mixed Bird	5 1/2										
Mustard, white	10										
Poppy	9										
Rape	6										
Cuttle bone	30										
STARCH.											
Corn.											
20-lb boxes	6										
40-lb "	5 1/2										
Gloss.											
1-lb packages	5 1/2										
3-lb "	5 1/2										
6-lb "	6										
40 and 50 lb. boxes	4 1/2										
Barrels	5 1/2										
SNUFF.											
Scotch, in bladders	37										
Maccaboy, in jars	35										
French Rappee, in jars	43										
SODA.											
Boxes	5 1/2										
Kegs, English	4 1/2										
SALT.											
100 3-lb. sacks	2 1/2										
50 5-lb. "	2 00										
25 10-lb. sacks	1 85										
20 14-lb. "	2 25										
24 3-lb. cases	1 50										
56 lb. dairy in linen bags	32										
28 lb. " drill	16										
Warsaw.											
56 lb. dairy in drill bags	32										
28 lb. " Ashton.	18										
56 lb. dairy in linen sacks	75										
Higgins.											
56 lb. dairy in linen sacks	75										
Solar Rock.											
56 lb. sacks	27										
Common Fine.											
Saginaw	85										
Manistee	65										
SALERATUS.											
Packed 60 lbs. in box.											
Church's	33 30										
DeLand's	3 15										
Dwight's	3 30										
Taylor's	3 00										
SOAP.											
Laundry.											
Allen B. Whisley's Brands.											
Old Country, 80 1-lb.	3 51										
Good Cheer, 60 1-lb.	3 90										
White Borax, 100 1/2-lb.	3 95										
Proctor & Gamble.											
Concord	3 45										
Ivory, 10 oz.	6 75										
" 6 oz.	4 00										
Lenox	3 90										
Mottled German	3 60										
Town Talk	3 25										
Jas. S. Kirk & Co.'s Brands.											
American Family, wrp d.	84 00										
" plain.	2 94										
N. K. Fairbanks & Co.'s Brands.											
Santa Claus	4 75										
Brown, 60 bars	2 85										
" 80 bars	3 50										
Lautz Bros. & Co.'s Brands.											
Acme	4 00										
Cotton Oil	6 00										
Marselles	3 95										
Mafer	4 35										
Scouring.											
Sapallo, kitchen, 3 doz.	2 50										
hand, 3 doz.	2 50										
" SUGAR.											
The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.											
Cut Leaf.	35 98										
Powdered	5 61										
Granulated	5 30										
Extra Fine Granulated	5 42										
Cubes	5 61										
XXXX Powdered	5 98										
Confec Standard A	5 23										
No. 1 Corn Meal A	5 17										
No. 5 Empire A	5 11										
No. 6	5 05										
No. 7	4 98										
No. 8	4 92										
No. 9	4 86										
No. 10	4 80										
No. 11	4 80										
No. 12	4 75										
No. 13	4 72										
No. 14	4 36										
SYRUPS.											
Corn.											
Barrels.	24										
Half bbls.	26										
Pure Cane.											
Fair	19										
Good	25										
Choice	30										
SWEET GOODS											
Ginger Snaps	8										
Sugar Creams	9										
Frosted Creams	8										
Graham Crackers	8 1/4										
Oatmeal Crackers	8 1/4										
VINEGAR.											
40 gr.	7 28										
50 gr.	8 29										
WET MUSTARD.											
Bulk, per gal	30										
Beer mug, 2 doz in case.	1 75										
YEAST.											
Magic	1 00										
Warner's	1 00										
Yeast Foam	1 00										
Diamond	75										
Royal	90										
TEAS.											
JAPAN—Regular.											
Fair	17										
Good	20										
Choice	24										
Choicest	32										
Dust	10										
SUN CURED.											
Fair	17										
Good	20										
Choice	24										
Choicest	32										
Dust	10										
BASKET FIRED.											
Fair	13										
Choice	25										
Choicest	32										
Extra choice, wire leaf	40										
GUNPOWDER.											
Common to fair	25										
Extra fine to finest	50										
Choicest fancy	75										
COOLONG.											
Common to fair	23										
IMPERIAL.											
Common to fair	23										
Superior to fine	30										
YOUNG HYSON.											
Common to fair	18										
Superior to fine	30										
ENGLISH BREAKFAST.											
Fair	18										
Choice	24										
Best	40										
TOBACCOS.											
Fine Cut.											
Pails unless otherwise noted											
Hiawatha	60										

CANNED MEATS.

Wonderful Growth in the Consumption of Canned Food.

From the New York Sun.

One of the leading wholesale grocers in this city says that the demand for canned goods has doubled within the last two years. Almost everything that is edible is done up in cans—meats, fruit, vegetables, soups and puddings, and in some instances the supply hardly keeps pace with the demand. This is particularly the case with canned meats, which are a comparatively new product. The canning of fruits on a large scale has been an extensive industry for some years, but meat in bulk has been canned only for a short time. One New York firm three years ago turned out 200 cans of meat a day; the same firm is now delivering 8,000 cans a day, and has great difficulty in filling its orders. The demand for canned meats is almost boundless, for they are much cheaper than fresh meats, and better than the fresh meat sold in many places. Tons of canned beef, fresh and corned, are sent annually to the West Indies, to the West and South of this country, and to Europe, Asia and Africa. Wherever man lives, the empty beef can is a familiar part of the scenery. Dealers say that the ignorance of butchers has almost as much to do with the sale of canned meat as a local scarcity of good animals. They mention Cuba and some of our Southern States to illustrate this point. In Cuba the animals are good, though scarce, but the butchers have no idea of cutting a carcass properly. They carve it into chunks, regardless of the tenderloin, sirloin or roasts, and sell every part at the same price. The consequence is that good meat is spoiled, and customers prefer the canned meat, which is always properly butchered.

With so much canned meat in use all over the world, it is well to know that the people who are most interested in its wholesomeness and keeping qualities have great confidence in it. These people are the explorers, particularly Arctic explorers, who are cut off from outside supplies for months, whose lives depend upon the soundness of the food they carry with them. They naturally exercise more care in the selection of canned goods than any other people. When the Greely expedition was fitting out, in 1881, a New York firm supplied it with a large quantity of pemmican. Part of this was eaten in the Arctic regions, but when the party returned there was a good supply left, and what was brought back was returned to the dealer. Ten years later, when the Peary expedition was fitting out, sample cases of this pemmican were opened and were found to be in as good condition as when fresh made, and the meat that had seen Arctic service with Greely went northward again with Lieut. Peary, and what was left the second time was in good condition at the end of the voyage.

Pemmican is now rarely used, except by Arctic explorers, because other kinds of preserved meat are more palatable and will keep equally well. Pemmican is made of beef dried in the sun, pounded into a stiff paste with plenty of fat, and some raisins, prunes, and other dried fruits. The paste is then done up in bags, boxes, or tin cans. Pemmican and jerked beef were once the great staples for long voyages and exploring parties, but with canned meat the diet is now much more varied. No pemmican is kept on sale in this city, but several of the large grocers will take orders for it in quantities. Jerked beef also has nearly disappeared from American markets. It is considered cheap and nasty. It is merely beef sliced and dried in the sun, and it will keep for years, but it is very unpalatable. It is still sold in the West Indies and some European countries, but it is not thought good enough for American sailors or explorers. Smoked beef and canned meats have driven it out of America.

The best canned soups are warranted

for five years, but they are generally good for from ten to fifteen years. The soup-canning factories in this city are kept as clean as New England kitchens. The best meat is selected, and boiled in large copper tanks. The result is the "stock," which is the basis of all soups. The addition of tomatoes turns this stock into tomato soup; of chopped green turtle, into green turtle soup, and so on. There is a vegetable department, in which the vegetables are washed, pared, and cut by machinery into odd little figures, such as stars and crescents and crosses. These are added to the stock just before it is taken from the tanks. After the filled cans are weighed (and the weight is an important matter in determining the density and keeping quality) they are labeled, varnished, and boxed, and the soup is ready to be eaten in Alaska, at the Cape of Good Hope, or on the South Sea Islands.

With canned fruits, the juice that accompanies the fruit is always syrup made of sugar and water, with as much taste of the fruit as it acquires by contact with it. The raw fruit is poured into the boiling syrup, and the whole is canned while still hot. Milk is preserved for an indefinite time by boiling with a secret preparation of sugar. Beef, either fresh or corned, is merely steamed, boned and pressed into cans. A two-pound can of this meat, retailed for 25 cents, is said to contain as much nourishment as 50 cents' worth of fresh meat from the butcher. The meat extracts are made from the juice extracted from raw meat under heavy pressure. This juice is boiled down in some cases to a thin liquid, and in others to a stiff paste. Every manufacturer has his own secret way of preparing it, but the base of all meat extracts is the juice from raw meat. Dealers say that the manufacturers give a correct statement of the number of pounds of meat required to produce an ounce of the extract, but it does not follow that the little jar contains as much nourishment as that many pounds of beef.

All vegetables except one are prepared in the simplest way, by boiling thoroughly and canning while hot. The single exception is asparagus, which is cooked in a mixture resembling drawn butter.

"I can stock your house so that you need not make another purchase of food for five years," a dealer said to the reporter, "and you shall have every day for dinner soup, fish, an *entree*, roast, fruits, pudding, cheese and coffee. And you can vary the list almost as much as you could in the markets. Of course people in civilized countries do not live entirely upon canned food, but it is a valuable adjunct and a great benefit to the housekeeper. Canned goods are kept in nearly every house, ready for the preparation of an unexpected meal. A whole Christmas dinner may be prepared in twenty minutes out of the cans."

The canners of food are not backward in their ideas of the importance of their industry. They say that their goods have an effect even upon the geography and history of the world. England particularly, they think, should be grateful to them, on account of the increased hold they have given her upon Gibraltar. The capture of Gibraltar from the British is a question of starving out the garrison, and with canned food the rock can be and is provisioned for an indefinite number of years. In this era of canned food, they think, there can be no more starving out of garrisons.

The provisioning of sailing ships for long voyages is an every-day matter in New York, and dealers say that such vessels carry double the quantity of food that they formerly carried. This is because there is no danger of loss, but rather a chance for profit in it. What is not used in one voyage is good for another, and often some of the provisions can be sold at a profit at distant ports.

A public office is a public trust; but the average office-seeker regards it as a public crib

Use Tradesman Coupon Books.



WILLIAM CONNOR.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

Mail orders promptly attended to, or write our Michigan representative, William Connor, Box 346, Marshall, Mich., who will show you our line, and if we don't happen to have what you want we will thank you for the opportunity you gave us in sending for him.

We always guarantee excellent fits and well made garments.

YOU WANT

A Cheap Fine Cut,

But it must be Up in Quality.

Try

GOLD MEDAL

The Price is away down, but the quality is "out of sight."

Ball Barnhart Putman Co.

Medium Priced but Strictly High Grade Bicycles.

READ THE LIST.



<i>Eclipse,</i>	\$135
<i>New Mail,</i>	125
<i>Majestic,</i>	115
<i>Waverly,</i>	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.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, April 3, four applications for membership were received and accepted as follows: J. D. Van Wyck, 387 Jefferson Ave.; Wm. Zylstra, 508 Adams street; Jacob Plischke, 75 Gold street; C. F. Heyer, 626 Broadway.

E. J. Herriek, chairman of the Committee on Municipal Affairs, reported that a circular had been issued to the various ward committees, setting forth the changes in the license ordinance desired by the Association. The report was accepted and adopted.

B. Van Anroy, of the special Committee on Oil, reported progress, and the Committee was given further time to complete its report.

J. H. Goss, of the special Committee on Flour, reported the result of an interview with the Valley City Milling Co., and D. Arnot, of the same Committee, reported the result of an interview with the two Voigt mills. The attitude of the mills was from satisfactory and the Committee was therefore requested to continue its work and bring in a subsequent report at a future meeting.

J. C. Bonnell, manager of the Standard Oil Co., then addressed the Association at some length on the subject of "Oil," describing the origin and growth of the business from the discovery of petroleum in 1859 to the present time. He vigorously defended the policy of the Standard Oil Co., as set forth by the solicitor of the company, closing his talk with the following reference to local conditions:

In reply to the committee of the Retail Grocers' Association who called on me in reference to our withdrawing sales of oil to peddlers, if I remember correctly, we had a similar case in the Southern part of the State, and, upon investigation we found we could not withhold such sales, as the law forbids it. The few peddlers in the city who purchase of us are, in nearly every case, dependent upon what little oil they sell for the support of themselves and families, and it would seem to me these sales are so small and so distributed that it affects each one of you so little that if you give it the thought it deserves, I am sure you will conclude there is not enough in it to go any further with the investigation. The price we make to peddlers and grocers is the same. We own no wagons, nor employ any person or persons to peddle illuminating oil to consumers in this city.

We have, in our business in Grand Rapids, a system of investigating complaints, not confined to the city but extending over my whole territory. I wish to have it distinctly understood and particularly request, whenever complaints come to you of our oil, if you will give the name and address of the person making it, to any of our drivers—who will report to my office—I will send a suitable person, employed for this purpose, and ascertain the cause, no matter if in this city or in any town in my territory, and report to you the result.

Mr. Le Baron addressed the Association from the standpoint of the agent, setting forth some of the objections raised by non-members to affiliating with the Association.

On motion of Mr. Herriek, Mr. Bonnell was given a rising vote of thanks for preparing and delivering so able an address.

The question of weights and measures and their inspection by an authorized officer was then discussed at some length, when it was decided to make the matter the special subject for discussion at the next meeting, E. White being requested to prepare a paper on the subject.

There being no further business, the meeting adjourned.

Meeting of the Jackson Grocers' Union.

Thursday, April 6th, was the regular night of meeting of the Jackson Grocers' Union. At a previous meeting it was decided to hold a social in connection with the next business meeting. When the ladies and invited guests had assembled, last evening, the good cheer and friendly feeling of those present made it inadvisable to try to hold a business session; therefore, instead of the President calling to order, he called all present to the tables, which were spread with eatables and drinkables. After all had satisfied their appetites, President Fleming stated that we were to be disappointed, as a message had been received late in the afternoon from Mr. E. A. Stowe, of the Grand Rapids Retail Grocers' Association, that he could not be present. As Mr. Stowe had been asked to deliver an address on the benefits, financial and otherwise, of gro-

cers' unions, and there being no one else to fill the place, the President called upon the guests present from the wholesale trade, and also some of the members of the Union, to fill the time that had been allotted to Mr. Stowe. Brief addresses were made by T. E. Howard, of Howard & Solon, Mr. Baker, of the Jackson Grocery Co.; M. F. Cottrell, of the United States Baking Co., and Mr. F. Averill, of Averill Bros.; also by the President and Vice-President, and Messrs Jones, Helmer, Parker and others of the Union. Everyone present seemed to enjoy themselves and favored the idea of repeating the social feature of the Union. Owing to the rain storm, which began business at about the time the grocers were closing their stores for the evening, quite a number of those expected were not able to be present. It was regretted very much that Mr. Stowe could not be present, but we have his promise that he will try again, and we hope to have a still better time than the one of last evening.

One feature of last evening seemed to be enjoyed very much and that was the opportunity of the ladies to get acquainted with one another, and we believe it would be better for the trade generally, if we were better acquainted with each other and stood by to help rather than to injure our brother grocer.

April 7, 1893.

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

THE DRUMMER'S STORY.

A Business-Like Highwayman He Met in New Mexico.

The drummer had heard several very interesting stories, and finally some one suggested that he tell one himself.

"I'll do it," he said, "and one of my own experience some years ago in New Mexico, and I want to say here that I have an affidavit that goes with this story if anybody disbelieves it. We were going along in the stage one day when all at once out popped two masked men from the chaparral, and in a minute or two we tumbled out of the stage and stood along in a row with our hands up. There's no need to go into particulars, as these fellows went into our pockets; suffice it that in a few minutes, a transfer of property had taken place, we were hustled back into the stage and the driver ordered to get along fast. We were all congratulating ourselves that we had got off with our lives, and in some instances that a few dollars had been overlooked by the highwaymen, when dashing after us came the robbers, and we were stopped again, and this time we were badly frightened. As soon as the stage stopped one of the men rode up, and, pointing his gun at me, asked me to step outside a minute. To say that I was scared doesn't half express it. I wouldn't have insured my life for \$50,000 for a cent less than \$49,999.75 premium, but I stepped out. I was one in the party to whom a few dollars had been left. In fact, there was \$250 there in my sock, and about \$25 in a small pocket in the lining of my coat. The robber was polite.

"I am sorry to trouble you," he said, but I believe I got this paper from you, and he handed me a note for \$200 at four months, which one of my customers had given me in part payment.

"Yes," I said, "you did. Is there anything the matter with it?"

"No," he replied, "I think we can collect it, but you will observe that it has four months to run. The interest for that time at 10 per cent., our usual rate out here, is \$6.66 2-3, and if you can kindly fish out of your clothes, say \$6.65, I don't care about the change, you will do me a favor. I am sure, in the hurry, a few minutes ago, you left you something, or, perhaps, you can borrow it from some of your friends who were not thoroughly searched. Be in a hurry, please."

"And wasn't I in a hurry? I went through the crowd myself, and gathered together small change enough to make \$6.70, which I handed over, and the robber thanked me and rode off, and that evening when we reached our destination I blew in that \$25 in my inside pocket on the crowd."

"Let me see the affidavit you said goes with that story," remarked the hotel clerk, as the drummer finished, and he brought forth a paper that was so soiled and worn it could scarcely hold up its own weight.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually. S. D. ELWOOD, Treasurer.

CINSENC ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists.

Established 1868.

H. M. REYNOLDS & SON,

WHOLESALE DEALERS IN

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

Practical Roofers

In Felt, Composition and Gravel,

Warehouse and Office

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart
10:00 p.m. Detroit Express 6:55 p.m.
4:30 p.m. Mixed 7:00 a.m.
10:00 a.m. Day Express 1:20 p.m.
6:00 a.m. Atlantic and Pacific 10:45 p.m.
1:00 p.m. New York Express 5:40 p.m.
Daily. All others daily, except Sunday.

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

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

Direct 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 Rys 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. & 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. 7:20am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

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

THROUGH CAR SERVICE

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

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

Grand Rapids & Indiana.

Schedule in effect January 29, 1893.

TRAINS GOING NORTH.

Arrive from Leave going
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
For Cincinnati 6:30 a.m. 7:00 a.m.
For Kalamazoo and Chicago 10:05 a.m. 10:50 a.m.
For Fort Wayne and the East 11:50 a.m. 2:00 p.m.
For Cincinnati 5:15 p.m. 6:00 p.m.
For Kalamazoo & Chicago 10:40 p.m. 11:20 p.m.
From Saginaw 11:50 a.m.
From Saginaw 10:40 p.m.
Trains leaving south at 6:00 p.m. and 11:30 p.m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

7:30 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. 2:30 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 7:45 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. 9:05 p.m.

Sunday train leaves for Muskegon at 9:05 a.m., arriving at 10:40 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:45 p.m.

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

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

CHICAGO NOV. 20, 1892

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. 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 5:45pm
Ar. G. R. 10:45am 3:55pm 10:45pm

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R. 7:30am 12:15pm 10:29pm
Ar. Traverse City 12:35pm 10:59pm

Ar. Charlevoix 2:55pm
Ar. Petoskey 3:30pm

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

THROUGH CAR SERVICE.

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

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

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 22
G'd Rapids, Lv	6:50am	10:20am	3:25pm	11:00pm
Ionla, 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

Mr. Stowell to Mr. Owen.

I must apologize to the readers of THE TRADESMAN for the "personalities" which have been indulged in in the controversy between Mr. Owen and myself. In that gentleman's reply to my first criticism, he indulged in considerable sarcasm at my expense, which I, very naturally, resented; but that is no excuse for my writing as I did subsequently. This is in no sense an apology to Mr. Owen.

Mr. Owen found fault with my drawing conclusions from the language of the writers from whom I quoted. It need hardly be said that he is begging the question; for, if we may not draw conclusions from a writer's words, there can be no such thing as intelligent discussion, and the rules of inductive and deductive logic are meaningless. When Mr. Owen stated that he had written "under the inspiration of a prophetic spirit," we were justified in concluding, if his words had any meaning at all, that he was inspired; and when he stated that his ideas were "home-made" and "home-grown," we are justified in concluding, if his words had any meaning at all, that his ideas were his own—the product of his own brain. No one supposed, or had any right to suppose, that when he claimed to be "writing under the inspiration of a prophetic spirit," that it was Rev. Thos. Dixon, of New York—and not Owen—who was inspired; or that those "home-made" and "home-grown" ideas were, not Owen's, but Rev. Thos. Dixon's. The readers of THE TRADESMAN are sufficiently intelligent to draw their own conclusions.

I do not "charge" Mr. Dixon "with contending for communism." It is unnecessary. He is an avowed communist of the Bellamy stamp, and the whole article from which Owen quoted is simply an adaptation of Bellamy's language in "Looking Backward." As to whether Mr. Dixon is, or is not, a reliable authority on questions of political economy can only be decided by the developments of the future. He is, at least, an honest man, whose ability, earnestness and moral worth are acknowledged even by his enemies. I have read, with much pleasure and profit, several articles from his pen of the same general character as the one quoted from, and, while I cannot accept all his conclusions, I am free to say that there is much sound reasoning and much food for thought in them all. No man is wise enough to say what will be the governmental system of the future, but that a change will come eventually, everyone who reads must admit; yet, whether the change, when it comes, will be retrogressive or progressive, it is impossible to say. We can only hope that it will be the latter. It is only by being true to the present, and taking advantage of the opportunities for political reform which come within our reach, that we can insure a happy and prosperous future to our country. I have nothing further to say to Owen.

FRANK STOWELL.

Koal-Spar.

The New York World has been "exposing" koal-spar, a compound by the use of which, it is claimed, a ton of coal can be made to last as long as a ton and a half of coal not treated with it. The principal ingredient of koal-spar is said to be common salt. Thousands of people all over the country have purchased

the stuff, steam users buying it in large quantities. It is put up in neat packages of three pounds each, and sold at 25 cents a package. As common salt wholesales at 90 cents a barrel, the profits of the business must have been enormous. The home of this alleged "fake" is classic Boston, with "branch offices" in many parts of the country. Professional agents fairly fell over each other in their eagerness to secure the "exclusive right of sale," and in one instance, at least, the exclusive right is alleged to have been given to four different agents in one locality. The desire to get rich, with as little labor as possible, is probably at the bottom of this; but the gullibility of the public is a great encouragement to enterprises of this nature.

The Lansing Woodenware Co.

will open up about April 1, in the City of Lansing, Mich., and would like to correspond with all manufacturers of goods in that line. Address

F. P. MERRELL,

Ithaca, Mich.

REEDER BROS. SHOE CO.,

JOBBERS OF

Boots and Shoes,

Felt Boots and Alaska Socks.

State Agents for



158 & 160 Fulton St., Grand Rapids.

How to Keep a Store.

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

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

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.

GASOLINE

—AND—

KEROSENE

STOVES.



WE ARE HEADQUARTERS.

Send for Our Catalogue.

**FOSTER-STEVENS
& CO.** MONROE ST.

New Prices

RED STAR

Baking Powder.

ARCTIC MANUFACTURING CO., Grand Rapids, Mich.

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 The Best

50, 65 and 75c Overalls to be
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.

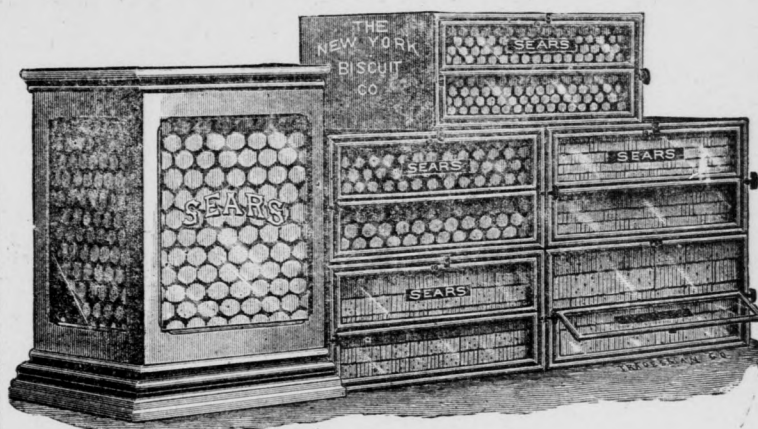
Mackinaw Shirts and Lumbermen's Socks.

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.

will save enough good from flies, dirt and prying fingers in a short time to pay
for themselves. Try them and be convinced. Price, 50 cents each.

OUR new glass covers are by far the
handsomest ever offered to the
trade. They are made to fit any
of our boxes and can be changed from
one box to another in a moment. They

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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

W. T. LAMOREAUX CO.,

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

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.

New Goods! New Goods! New Goods.

Every Department is full to the brim and running over with our New Spring Selections. See our New Patterns in Glassware—they cannot be seen elsewhere—and prices are Cut! Cut! CUT.

15009 PATTERN



The "Rosemary" Assortment.

NEW GLASSWARE

This is the lowest priced pattern of Glassware on the market to-day. Send for Price List. The assortment contains:

1 Dozen 4 pce. Sets.	1-4 Dozen Salvers, heavy, 9 in.
1-2 " Pitchers.	1-4 " " " 10 in.
2 " Tumblers.	1-2 " Oils.
1-3 " Celeries.	1-2 " Bread Plates.
1-2 " Berry Dishes, 8 in.	1-4 " 7 Covered Comports.
3 " Berry Nappies, 4 in.	1-4 " 8 " " "
1-2 " Covered Honey Dishes.	1-6 " 7 " Bowl, H. ftd.
2 " Comports, 4 in.	1-6 " 8 " " " "
1-2 " 8 in. Oblong Dishes.	1-6 " 7 Open Bowl, H. ftd.
1-3 " Molasses Cans.	1-6 " 8 " " " "
1-2 " Pickles.	

Selling Agency for the

Grand Rapids Vapor Stove.

Its many New Features make this the **Leader** This Year.

Is there an agency for this Stove in your town? If not, write us for catalogue and discounts, and you will see that we offer you the Best, Simplest, and most Powerful Stove ever offered for double the price we are introducing it at this season.

All sizes and styles are made but we cannot give the exclusive sale on an order for "Juniors" only. Russia Iron Ovens now on hand, cut expressly for this Stove. We have placed thousands of these Stoves and Ovens in the largest cities in the state, and our advice is TO ORDER THEM EARLY.

Every mail proves our statements by such letters as this, just received from one of the best hardware dealers in Michigan: "If you can keep me supplied, I can sell one hundred Grand Rapids Vapor Stoves."



H. LEONARD & SONS,

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