

Michigan Tradesman.

Published Weekly.

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\$1 Per Year.

VOL. 10.

GRAND RAPIDS, APRIL 19, 1893.

NO. 500

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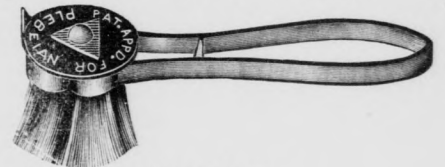
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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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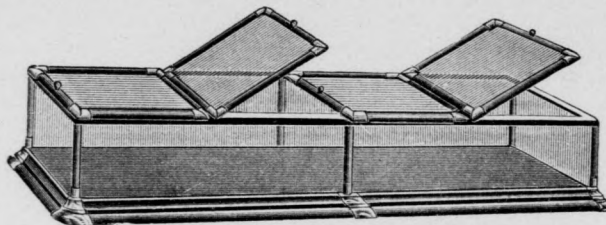
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IMPORTERS AND

Wholesale Grocers

Grand Rapids.

the road is built I suppose you will be getting \$1,000 apiece for building lots carved out of that \$20 an acre farm of yours."

Andrew laughed and said, "It's a good thing for the county, isn't it? It will add to the taxable basis, won't it?"

"Of course, of course, and, incidentally, it may increase the bank accounts of Andrew Rick and Erastus Crawley."

There was another laugh, but Andrew grew a little red in the face. He liked Reed, but he did wish that he would be a little less personal.

"By the way, Andrew, I wanted to see you about a matter. They are going to appoint a teacher for the Ricktown school next week, and Miss Julia Bodson wants it."

Andrew's cheerfulness sank.

"I don't suppose there'll be any trouble about it," Reed went on. "She is a charming young woman, too good by far for the work, but I suppose she needs it, and she ought to have it. I wish you would see that it is pushed through at once."

Andrew shifted uneasily in the chair. He tried to collect himself. He waited so long that Reed asked, "You'll do it, won't you?"

Andrew stammered. "Reed," he said, "I've promised it to Crawley for his daughter Mary."

"The devil you have!"

"I had to do it," pleaded Rick. "Crawley's wife is set on it, and unless Mary gets it I'd never hear the end of it, and Crawley wouldn't have any more peace as long as he lived."

Reed quickly comprehended the situation. He took up a paper knife and tapped on the desk as if to emphasize his thoughts.

"Look here, Rick," he said, "you are going too far, and it's about time that one of your friends gave you a little plain advice."

Andrew looked at the young man in amazement.

"I speak plainly," continued Reed, "because you need plain speech. You are getting the idea that you are bossing this county, and are looking upon the offices as belonging to you for personal distribution. You get flattery and abuse, and you take both as tributes to your power. You are making a mistake, and unless you draw in your reins a little you will soon reach the end of your rope."

"Reed," said Andrew, "keep your coat on and talk sense."

"Well, I will," replied Reed. "You have said once or twice lately that you're tired of putting up with Bodson. You think you have done too much for him. Now, the truth is, you have used him in your work, and now that he is old and poor and is drinking more than he ought to you want to visit all his weaknesses on his family."

"Reed, you're going too far," said Rick with emphasis as he arose. "When the place was promised to Crawley, I didn't know Julia Bodson was an applicant."

"That explains things, but it does not excuse you. You had no business to promise a school position. Such places ought to be given on merit alone."

"Oh!" exclaimed the manager, with some contempt in his voice, "you're turning civil service reformer, are you?"

"It's not a question of reform; it's a matter of justice."

"You can't run politics on theories,"

said Andrew, standing in front of the desk with both hands in his trousers' pockets. "You can't distribute offices like prizes in a spelling bee. You can't manage a party like a sewing society, but you can talk beautifully how the thing ought to be done and lay down opinions that are as lovely as a sixteen-year-old in a new gingham frock. I know men in this country who are not able to raise a crop of black-eyed peas, who think they can run the United States Government better than the President, the Supreme Court and Congress all put together, and believe they ought to be drawing \$5,000 a year for setting on goods boxes and talking about the weather. What has Bodson done for this country? What, except to swash around and speechify and get into debt? You've got to judge a man by what he's done and by what he does, and you've got to let him manage his own affairs."

"But the party's affairs are not one man's affairs."

"Yes, they are, if the party places him at the head of its management, and I defy you or anybody else to say that I have not tried to do the best I could. I'm not going to let up business principles now and run into sentiment. When I make a promise I'll stick to it, and what's more, I'm going to depend on you to help me out. You drew up that railroad bill for us!"

"I will not help you out in this school appointment," replied Reed with considerable deliberation; "and the sooner you get old Crawley to release you from this pledge the better it will be for you and the party. As for the railroad bill, I don't care a continental whether you get it through or not."

Andrew stood in silence. He walked to the fire and meditated, and looked to the ceiling and yawned.

"Well," he said, as if tired of the conversation. "I'll see what I can do. I guess I'll go home and go to bed."

* * *

The next morning, which was Saturday, Mr. Crawley, on his way home from the Legislature, which took a recess until Tuesday, called at the house of Mr. Rick. The two gentlemen went at once into executive session.

"The bill is all right," said Crawley. "I have promised to vote for things for near about everybody in the Legislature, and they are going to run our railroad through in return. Politics are just about as they were twenty years ago when I was there—the same old game of you vote for my bill and I'll vote for your bill, you tickle me and I'll tickle you."

"Don't let them put you off too long," said Mr. Rick; "their promises might not keep."

"That's all right," said Mr. Crawley. "The bill is safe."

Then Mr. Crawley moved his chair a bit closer and asked, "How about that little appointment for my daughter?"

"I don't know," said Mr. Rick ambiguously.

"Ain't it all right?"

"Yes, I think it is. But you know Julia Bodson has applied, and to tell you the truth she's got a mighty strong sentiment back of her."

"I don't care if she has," Mr. Crawley broke in vigorously. "You promised my daughter the place, and you've got to give it to her."

"Don't you see," expostulated Mr. Rick, "I'm doing all I can? But look

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Price, \$24 per Dozen.

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BANANAS!

Large Bunches.

Clean, Plump Fruit.

THE PUTNAM CANDY CO.

here, Crawley, why can't you let her wait until the next vacancy? It's going to be a hard fight to make it this time, and she might be defeated."

Mr. Crawley gasped, as if the proposition had taken his breath away. "Great Scott, Andrew, you don't know what this means. My wife is set on it. She brings it up every time I go home. I won't get any peace until it's done. If Mary should have to give way to Julia Bodson, I'd just as well buy a lot in that cemetery which we are going to build when we get our railroad to Ricktown."

"I know all that," said Mr. Rick, "but it's a very ticklish position for me, and will be very foolish for both of us if we go to jeopardizing our railroad by a fight over a little school appointment."

"It's not that at all," said Mr. Crawley. "There isn't a bit of danger. You're just afraid of Bodson; that's what you are. Now why don't you act sensible? Drop Bodson. You've done enough for him, and if you'll keep on trying to drag him along he's going to drag you down. He's a fool and you know it, and since he took to drink in his old age he's worse than a fool. No man ever makes anything by backing a fool. Drop him, Andrew, drop him, and let him shift for himself."

This sounded hard. Mr. Rick felt that it was hard, but it did seem to be business-like. He had wanted to say something of the sort himself, but he couldn't do it. Now it eased his mind to know that someone else had said it for him.

Saturday was a busy day at the court house. Usually Mr. Rick had his hands full, attending to his business ventures. He left the work of the office to his deputy. Late in the afternoon he entered the office, and found Colonel Marcellus Bodson in a demoralized condition—also the work. It made him angry. He had the ideas of a man who had prospered on temperance. He abhorred drunkenness. The more he thought about it, the worse his humor became. There was no one in the room but the two men. Mr. Rick suddenly stepped to the front of the desk on which Colonel Bodson was resting his weary brain. In crisp, clear-cut English he told the Colonel what he thought of him.

"This sort of thing must stop," he said. "For three Saturdays the books have not been kept up, and it can't go on any longer."

It required several minutes to arouse the Colonel. When he did get awake, he was vigorous and belligerent.

"Then why don't you come in here and help?" he asked. "If it hadn't been for me, you would never have been clerk; but I am your deputy, and therefore you must draw \$3,000 a year, while I get a miserable \$600 and do all the work. I want you to understand that I've got as much right in this office as you have."

Mr. Rick was nettled. He turned a shade paler, and his fingers clutched nervously at the leaves of the book. He did not reply at once, for he objected to a scene. He had expected the Colonel to cower at his reproof.

"If you want the books fixed, you had better help do it," added the deputy aggressively. "You haven't done an honest day's work in this office for a month."

Mr. Rick's courage was not of the physical sort. At this attack he prepared for a retreat. But before he could get himself started, Colonel Marcellus Bod-

son, under the stimulus of his condition, advanced again in heavier array than ever.

"I want to know," he said, "what you mean by trading a school appointment for Crawley's vote on that crooked railroad bill of yours, and cheating my daughter out of her rights?"

His voice was thick, but his anger was unmistakable. As he spoke, his clearness of mind seemed to increase. He arose and steadied himself by holding to the desk. Although physically uncertain, he was intensely in earnest.

"I am waiting for an explanation," he added with dignity.

Mr. Rick was totally unprepared for this turn in the interview. As quickly as he could, he asked the Colonel to go home and come back Monday and settle it then.

"No, I won't," said the Colonel. "We'll settle it now—man to man."

"Then there is only one way," exclaimed Rick, summoning all his courage. "Leave the office."

"Not before you pay me what you owe me."

"You have overdrawn your account, and I don't owe you a cent."

"You've tricked me, and used me," exclaimed Mr. Bodson, holding up his hand, "and now you want to cheat me."

"I repeat, you've overdrawn your account."

The conversation was rapid. Each was under great excitement. Suddenly Bodson plunged toward Mr. Rick. He seemed to have lost his balance, but Andrew believed it to be an intentional advance. They were near the entrance, and Mr. Rick met the movement by grasping his deputy under his arm. Before he could struggle, he pushed him out of the office and locked the door.

When Mr. Rick sat down he was trembling from his head to his feet. Perspiration was standing on his forehead. He had never been in such a mess before. He would have given \$1,000 to be out of it then. But it was not his fault. He saw that clearly; and yet he knew people would talk.

"It's always this way," he muttered to himself. "When one thing goes wrong, everything goes wrong."

It did go wrong with a vengeance.

He looked through the side window. People were hurrying toward the front of the court house. He locked the safes and closed the shutters. His nerves were still rebelling, but he felt cooler when he turned the key in the door and started home.

He drew near the outer vestibule of the court house. Suddenly he saw men holding an improvised stretcher, on which was the prostrate form of Colonel Bodson, from whose face blood was flowing. Somehow his heart suddenly grew sick. Even the explanation, "The Colonel fell down the steps and was stunned—that's all," did not reassure him. He offered to help, but he was not needed.

As soon as he could, he went miserably towards his home.

He entered the house, staring as if he scarcely recognized it. But when he passed on into the sitting room, he came to himself as if from a shock.

Sitting near the window was Miss Julia Bodson, chatting with Mrs. Rick and praising the fancy work which she had just completed. Mr. Rick stammered

"Good evening," but he was plainly not himself. Suddenly his wife looked up and exclaimed:

"For mercy's sake, Andrew, what ails you?"

"Nothing," he said, "only tired—nothing at all."

"I know there is," she asserted decisively. "You are as white as a ghost. You look as if you've got a chill—doesn't he, Julia?"

"Indeed you do, Mr. Rick," said Miss Julia, "and I am afraid that Mrs. Rick will have to try her new remedy for the ague, which she has been telling me about."

Mr. Rick attempted to smile, but it was a ghastly failure.

"I must be going now," said Miss Bodson. "I suppose father has gone home?" This to Mr. Rick.

"Yes," said Mr. Rick, "he has gone."

She arose, and was about to say good-bye, when Mr. Rick looked at her and said, as bravely as he could:

"Miss Julia, you must not be alarmed, for it is not serious, but your father met with an accident, and—"

"How?" she asked breathlessly.

"He fell and cut himself—that's all. It was not serious."

Miss Bodson started towards the door.

"One moment, Miss Julia," said Mr. Rick. "The Colonel forgot to draw his salary today, and maybe you—I mean he'll need it. He might want some things."

"Thank you, Mr. Rick," said the girl with candor, "we shall need it. Now good-bye."

They had not observed Mrs. Rick. She had put on her hat and shawl, and when Miss Bodson started she said:

"I am going with you, dear. Andrew, you'll find the supper on the table."

An hour afterwards Mrs. Rick returned. The supper was untouched.

"I do think that some of these town folks have the least sense of any people I ever knew," was her first sentence. "They were crowding in that room enough to suffocate anybody, especially a man who had been in a faint. The doctors were away and it did seem that nobody understood just what ought to be done, and so I had to order them all out—all except Mr. Reed and Julia!"

"Is he much hurt?" asked Mr. Rick.

"After washing off the blood and smoothing out his hair, Mr. Reed and I got the bleeding stopped and wrapped his head up in bandages and got him to drink some hot coffee and eat a little piece of toast, and all the time he was thanking me, and I was telling him not to mind that, for his folks would be glad to do the same for us, and he said they certainly would, and—no, he ain't much hurt; he'll be all right soon."

Sunday and Monday were days of torture to Mr. Rick. It was noised around that there had been a fight between the two men, that Colonel Bodson had been discharged and knocked down; all sorts of rumors were flying over the town and through the county. Mr. Rick refused to discuss the matter, except to deny that there had been any physical difficulty. To his callers Colonel Bodson stated that the differences between Mr. Rick and himself were purely personal, but that they were of such a nature that he would not return to his duties as deputy clerk.

(Continued on page 18.)

Your Bank Account Solicited.

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In Felt, Composition and Gravel,

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Wm. Brummeler & Sons,

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NET PRICE LIST OF S&P PAIRS PER 100.

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

These goods are full size and are guaranteed not to leak. The pairs 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.

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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.

AMONG THE TRADE.

AROUND THE STATE.

Palo—John Galloway will shortly open a new grocery store here.

Blaine—Newberry Bros. succeed Myron Jefferson in general trade.

Detroit—O. L. Howard has sold his grocery stock to Albert Jeffrey.

Macomb—H. Schipper succeeds A. Van Hoe, Sr., in general trade.

McBain—G. W. Storry is succeeded by Storry & Ward in general trade.

Hastings—S. E. Phillips succeeds Phillips & Preston in the grocery business.

Kalamazoo—Lamb & Roediger succeed Geo. A. Lamb in the furniture business.

Metamora—O. Moses & Son succeed Dayton A. Travis in the furniture business.

Mt. Pleasant—Leahy & Donaghue succeed L. M. Winters in the grocery business.

Wise—Jas. D. Loomis has removed his general stock from Rosebush to this place.

Lawrence—Kelly & Bowen succeed Julius H. Kelly in the hardware business.

Hudson—Kirkup & Rooney, grocers, have dissolved, John Rooney continuing the business.

Coldwater—Brown & Burrows, furniture dealers, have dissolved, A. R. Brown & Co. succeeding.

Kalamazoo—W. A. Randall succeeds Randall & Nicholson in the fruit and confectionery business.

Deckerville—West & Laughran succeed J. West & Farley in the agricultural implement business.

Gagetown—Jas. Gage is succeeded by A. A. McKenzie in the furniture and undertaking business.

Pomona—G. H. Spencer has sold his stock of general merchandise to G. E. Dye, late of Nessen City.

Escanaba—Geo. Preston is succeeded by F. B. Johnson in the drug, news and stationery business.

Slocum's Grove—C. E. Mills succeeds Ira A. Woodward in general trade and the shingle business.

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

Muskegon—Peterson, Chapel & Co., hardware dealers, have dissolved, Peterson & Damm succeeding.

Hubbardston—J. A. Damon has purchased the F. A. Holbrook drug stock and will continue the business.

Capac—E. B. Fuller, doing business under the style of Fuller Bros., has sold his general stock to W. O. Fuller.

St. Louis—F. N. Humphrey succeeds Humphrey Bros. in the hardware and agricultural implement business.

Kalamazoo—Purdy & Dibble succeed W. A. Purdy in the grocery business at the corner of Parsons and Edwards streets.

Owosso—Edward M. Johnson has purchased the old brewery building from M. L. Stewart, and will utilize the building as a bakery and candy factory.

Coral—Abram Shook has been admitted to partnership in the general merchandise establishment of D. L. Shook, and the new firm will be known as Shook & Son.

Eaton Rapids—T. J. Waddell has purchased Wm. Rogers' interest in the meat business of Rogers & Manning. The new firm will be known as Manning & Waddell.

Marquette—George McDonald has sold

the entire cut of his sawmill at Three Lakes to Eastern parties. The lumber will be shipped through all rail as fast as dry.

Traverse City—D. D. Paine, who went to Pueblo, Col., last October for his health, died at that place on Monday. His wife and daughter were with him. Mr. Paine had been in the furniture business in this village since 1887.

Middleton—J. M. Trask, who was associated with the Nelson-Barber Co., at Ithaca, for over ten years, has purchased an interest in the general merchandise firm of Naldrett Bros. The new firm will be known as Naldrett Bros. & Co.

Muskegon—The drug store of Padley Bros. was closed April 14 by S. H. Laseley, administrator for the Ferdinand Weller estate, which holds a chattel mortgage of some \$3,500 on the stock. The action was taken on a petition from Fred Brundage, who holds notes to the amount of \$2,700 from Padley Bros., and endorsed by the late Ferdinand Weller. Mr. Brundage set up in his petition that Padley Bros. were selling out their stock without replenishing it.

MANUFACTURING MATTERS.

Cedar Springs—J. H. Worden succeeds Worden & Nickerson in the sawmill business.

Romeo—Wellington Jersey is succeeded by Hare & Murdock in the flouring mill business.

Trout Creek—The Trout Creek Lumber Co. is about beginning work on the construction of a logging railway, six miles long.

East Tawas—The East Tawas Stave Co.'s mill is finished and the mill will begin the manufacture of staves and heading this week. The company will also erect a hoop mill.

Onkama—The Onkama Lumber Co.'s sawmill started on Monday of last week. This company has a full supply of logs on hand, and, as more can be brought in by rail, a full season's run on hemlock and hardwoods is expected.

Au Sable—The Au Sable & Northwestern Railroad, owned by Loud & Sons, is to be extended to Lewiston, the new lumber town on the Twin Lake branch of the Michigan Central, and work will begin this week. There is only eight miles of road to build.

Watervale—Leo F. Hale is adding 200 feet to the length of his dock, which will give him sufficient depth of water for any vessel to load there. He has started his shingle mill for the season and expects to have all his lumbering enterprises in full operation by June 1.

Saginaw—G. B. Wiggins will not rebuild his planing mill here which was burned last season, but will erect a planing mill in connection with his sawmill on the Gladwin branch of the Michigan Central at Highwood. He has banked 5,000,000 feet of logs which will be cut at this mill.

Manistee—About all the sawmills here are now making sawdust again. Both of the Peters mills started April 4, the Canfield mills on the 6th, the Eureka on the 10th and Canfield & Wheeler's and Sands' on the 13th. The Filer mill is so crowded with salt that it cannot start until some of the surplus is shipped.

Coleman—Farault & Williams, of Toledo, have purchased J. H. Peters' head lining mill here. The price was \$14,500, and they also paid \$18,000 for stock and other property. They own 17,000 acres

of hardwood land in this vicinity and will put up a sawmill and hoop mill to operate in connection with the head lining mill.

Cadillac—The Cummer Lumber Co. expects to finish cutting its pine timber in Missaukee county by July 1. It is expected that the company's sawmill in Haristown will be replaced by a new double band mill which will manufacture lumber for Blodgett, Cummer & Diggins. The three band mills of Cobbs & Mitchell at Cadillac are all in operation.

Saginaw—C. K. Eddy & Son will start their sawmill April 19. Some improvements have been made in the method of handling the lumber from the mill to the yard, and the entire product of the mill, about 20,000,000 feet, will be handled in the yard trade. Heretofore from 10,000,000 to 12,000,000 feet has been sold in cargo lots. The firm has not a foot of unsold lumber on the mill dock.

The Hardware Market.

Trade continues in very gratifying volume and there is general activity in all parts of the State, both jobbers and retailers doing a very satisfactory business. While there is an excellent demand for nearly all kinds of hardware, there is special activity in seasonable goods. Builders' hardware is also moving in large quantities, with a good demand; also heavy hardware. In several lines there is difficulty in obtaining goods as fast as called for, and the market in some branches shows an improvement in tone, with slight advances in quotations.

Wire Cloth—Jobbers have advanced the price to \$1.50 per 100 feet by the full roll, and \$1.75 where cut to length. Even thus early it is now very scarce, as, despite the increased output by the factories, the demand has exceeded all anticipation and stocks have been run off rapidly.

Cut Nails—The new card of advances on cut nails has now gone into effect and they are the same as wire nails. The base, or price, for 60d nails is \$1.55, with the regular advance for other sizes.

Wire Nails—The market is in excellent condition and prices are very firmly held, \$1.80@1.85 being the present quotation.

Barbed Wire—There is a heavy demand for barbed wire, and shipments are with difficulty made by manufacturers as promptly as desired by their customers. The price is firm at \$2.40 for painted and \$2.80 for galvanized, with higher prices in prospect.

Carriage and Machine Bolts—In keeping with other lines, bolts are very firm, 75 and 10 discount now being quoted.

Rope—In sympathy with the condition of the hemp market, prices for manilla and sisal rope are slightly lower. Sisal now commands 8 3/4 @ 9c.

Window Glass—An advance of 5 per cent. has been made on all grades of widow glass, 80 per cent. to 80 and 5 being now the extreme discounts made.

Agricultural Tools—Everything in the line of garden rakes, forks, hoes, etc., are very scarce. The manufacturers find it impossible to provide ahead a sufficient stock to take care of their orders and the result is everybody has to be inconvenienced.

Caught by Chicago Thieves.

A. E. Souter has been in Chicago this week in the interest of a number of potato shippers who had made consignments to Miles & Warner. He found the

firm out of business, thoroughly irresponsible and uncollectable; in fact, the members of the firm were under arrest for embezzlement upon the complaint of a Lansing man. The experience of Oceana county people in shipping potatoes on consignment to two or three snide commission houses will make it difficult for solicitors hereafter to get produce unless they have the cash to hand over when the stock is weighed. It will, no doubt, affect the shipment of fruit on consignment this season.

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—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 696, care Michigan Tradesman. 696

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately, as desired. Cheap for cash. Chas. E. Williams, 66 Carrier street, Grand Rapids. 693

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 made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

SITUATIONS WANTED.

WANTED—SITUATION AS CLERK IN boot and shoe, hardware or grocery store in general store by young man who has had three years' experience in general store. Best of references. Address Sherman Wightman, Monroe Centre, Mich. 711

WANTED—SITUATION IN DRY GOODS or general store by young man with two years' experience. References furnished. Address H. Lock Box 41, Vernon, Mich. 695

WANTED—CLERKSHIP OR MANAGER by registered pharmacist with ten years' experience, and A1 references. Address No. 710, Tradesman. 710

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 SALE—\$5,000 STOCK OF BOOTS AND shoes in good town of 1,500. Only stock in town. All new goods. I wish to sell, not trade. Object, ill health. Don't answer unless you mean business. Address No. 712 care Michigan Tradesman. 712

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

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—FIRST-CLASS SODA WATER fountain and complete charging apparatus, of Tull'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 prove about \$2,500; will take part cash, balance well secured. W. E. Thorp, Hart, Mich. 706

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.

Paddock & Toby succeed A. Bunnell in the grocery business at 600 South Division street.

Geo. Orr has purchased the grocery stock of John Price at 1066 Madison avenue and will continue the business.

H. E. Finch has purchased the grocery stock of Jones & Babcock at the corner of Wealthy avenue and Henry street.

S. Bolles & Co. will shortly remove their wholesale cigar stock from Pearl street to the store in the Kendall block at the corner of Monroe and Park streets.

John Allgier and R. W. Pritchard have formed a copartnership under the style of Allgier & Pritchard and opened a boot and shoe store at 196 East Bridge street.

The Gauthier grocery stock, at 561 and 563 Cherry street, has been purchased by H. M. Liesveld, who will continue the business at both locations until fall, when he will remove his stock from his present store at the corner of Cherry and East streets to the Gauthier location.

J. J. Parker, of the former firm of Tucker, Coade & Parker, has leased ground floor space in the store of Bunting & Davis and the office above their place of business, and engaged in the handling of butter, cheese, eggs, poultry and egg case supplies, under the style of J. J. Parker & Co.

Frank Vidro is building a two story brick store building at 184 Stocking street, which he hopes to have completed by midsummer. It will be occupied by A. Vidro with his grocery stock, when he will devote his own double store at 186, 188 and 190 Stocking street entirely to his dry goods stock.

The wholesale price of granulated sugar to the Grand Rapids retail trade last week was \$5.30 per 100 pounds. The retailers' price was 6 cents a pound or eighteen pounds for \$1. The Atlantic and Pacific Tea Co.'s local manager came out with a card in the newspapers, offering twenty pounds for \$1. The cut appeared to excite little interest on the part of the consumer, but the wholesale and retail grocery trade took advantage of the opportunity and kept a steady stream of buyers purchasing granulated in dollar packages, as the cut in price put the staple below the wholesale price—17 cents a hundred below the cost to the jobber laid down in Grand Rapids, in fact. Some of the jobbers succeeded in getting several barrels of granulated in this manner and several of the retail grocers managed to get enough to supply their regular trade for several days. A peculiar feature of the episode was the overweight given by the A. and P. people, nearly every package containing upwards of twenty pounds, the overweight ranging from one to eight ounces on each package.

Gripsack Brigade.

F. L. Anderson, Western Michigan representative for the Rogers Shoe Co., of Toledo, was in town last Saturday.

F. H. White, who has been confined to his house most of the time for the past month, has so far recovered as to be able to resume his regular visits to the trade.

C. M. Woodard, formerly on the road for Barlow Bros., but for the past three

months with the Globe Company, of Cincinnati, has returned to his old position with Barlow Bros.

Gus Oswald, city salesman for A. E. Brooks & Co., was married April 10 to Miss Mary Frey at the family residence at the corner of Plainfield avenue and Coldbrook street.

Fred E. Morley, junior member of the former firm of Morley Bros., general dealers at Cedar Springs, has engaged to cover the trade of the Upper Peninsula for the I. M. Clark Grocery Co. and will take up his residence at Marquette. He has closed out his boot and shoe business at Rapid City, South Dakota.

A local post of the Michigan Knights of the Grip was recently organized at Traverse City by Geo. Gane, Vice-President, and J. L. McCauley, Secretary, of the State organization. The post starts out with twenty-two charter members and the following officers: C. M. Beers, President; L. M. Pemberton, Vice-President; A. L. Bachant, Secretary and Treasurer; Riley Sweers, Sergeant-at-Arms.

Frank L. Kelly, who has been confined to his house since Feb. 2 by dropsy and stomachal trouble, is now able to retain and assimilate nourishment, in consequence of which he expects to be able to get on his feet again in a short time. Carson, Pirie, Scott & Co., his employers, have sent him a check for his regular salary each month, which is certainly a very commendable thing for them to do under the circumstances.

Purely Personal.

Summer Wells, of the I. M. Clark Grocery Co., spent several days last week in the Upper Peninsula.

A. H. Cleland, who has served as bookkeeper for the Giant Clothing Co. for the past year, has resigned his position, and will spend the summer in his father's store at Coopersville, unless a more lucrative opening presents itself.

John W. Ver Hoeks & Co., the Grand Haven general dealers, celebrated the tenth anniversary of their starting in business April 13. The firm has built up a large and satisfactory trade, and deserves the congratulations of its friends.

B. M. Adams, son of G. O. Adams, the Dushville general dealer, has been spending several days in the city, looking over the various points of interest. It is his first visit to this market and his initial impressions have been pleasant beyond expectation.

C. Billman, general dealer at Solon, was in town last Thursday on his way to Central Indiana with several carloads of potatoes. He predicts that the Manistee & Northeastern Railroad will build a spur from its main line to some Lake Michigan point in Leelanaw county this season, but thinks it an open question whether the branch starts from Solon or Lake Ann.

Geo. H. Reeder has returned from Boston and Lycoming, where he placed orders for fall stocks of shoes and rubber goods. Mr. Reeder is strongly of the opinion that the dealer who delays placing his order for rubber goods until after July 1, in all probability will not get any rubbers in time for the fall trade, as the members of the rubber trust seem disposed to manufacture only for present wants and assert that they will not anticipate the needs of the trade in the least degree.

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.

"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.
MANUFACTURERS,
DETROIT.

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.

Free—CANS—Free

EDWIN J. GILLIES & CO'S
BLENDED



IF YOU ENJOY A GOOD CUP OF COFFEE READ THIS.

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

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

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.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,
125 Court St., Grand Rapids, Mich.

INDUCEMENT

TO THE
RETAIL DRUGGISTS
AND
GENERAL STORES.

Do You Sell

DIAMOND TEA?

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

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

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

DIAMOND TEA CO.,
DETROIT, MICH.

Diamond Tea is sold by all wholesale druggists.

For humanity sweeps onward; where to-day the martyr stands,
On the morrow crouches Judas, with the silver in his hands;
Far in front the cross stands ready and the crackling fagots burn,
While the hooting mob of yesterday in silent awe return
To glean up the scattered ashes into History's golden urn.
—James Russell Lowell.

A Reprehensible Practice.

From the Confectioner's Journal:

In this pushing, driving age many practices are often resorted to secure trade which are entirely at variance with the golden rule of "doing to others as you would wish them to do unto you," besides being unprofitable from a purely selfish point of view. One of these practices, and not the least pernicious either, is that of dividing profits with a customer in order to secure the trade of a competitor. Besides accustoming people to a scale of prices which is entirely incompatible with reasonable profit, thus demoralizing trade, it is the baneful source of competitive strife which often leads to the most extravagant limits, and ultimately to all kinds of adulterations and sophistications, from which traders and customers are alike sufferers. In all classes of business especially in the large cities and towns, are to be found picaune dealers and manufacturers who have no reputation at stake, and very little money, but who are willing to do business on a small margin, or even at cost or below. These guerillas are to be found everywhere, and are pests wherever they are, but it is a great mistake to fight them with their own weapons, as you enable them to be your masters from the moment that you consent to follow their lead. This undercutting is rarely resorted to except by men who have neither capital nor reputation at stake, whilst you have both to protect. As a rule, it is always the best thing to ignore these pests altogether, and try to hold your trade intact by keeping up the quality of goods you sell and prices in harmony with that quality. This kind of competition is never very long-lived, and it is always the most profitable course to let these desperadoes do the fighting whilst you simply look on. You may suffer some loss for the time being, but it will be far less as a passive spectator than as an actual slugger. This is one of the many cases where the old axiom comes in, and it is applicable in business as in morals: "Of two evils choose the least."

Be Honest With Your Customers.

There are some persons who believe in paying a little more for an article and getting a good thing, believing in the end that it is cheaper to do so. There are merchants who, when they get hold of a customer, will tell him that the cheaper article is just as good as the higher priced one, and all the while they know it is not.

No merchant has the right to deceive his customers. "That's too dear," the customer says. Very well, let the customer see the cheaper article, but let him know at the same time that it is not as good as the first, and, if possible, show him the difference, and then let him decide for himself. You may say, "You can go to other places, and they will tell you one is as good as the other, but they are not equally as good; because, if they were, we would charge the same for each."

We know it to be true that customers like to be treated in this manner, and soon the merchant gets a class of trade that all the advertisements of his competitors cannot take away from him. Time and time and again I have heard persons say: "I always trade with Mr. Blank. He is so reliable, and has never sold me a poor thing yet." There are today men in every line of business which competition cannot effect. Why? The reason is simple enough. Those merchants have dealt honestly with their trade, and their trade knows it, and you couldn't get them away with a derrick. You may not believe, but it is true all the same.

Use Tradesman Coupon Books.

Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	" Arrow Brand	5 1/2
Argyle	6	" World Wide	6
Atlanta A.A.	6	" LL	4 1/2
Atlantic A.	6 1/2	" Full Yard Wide	6 1/2
" H.	6	" Georgia A.	6 1/2
" P.	5 1/2	" Honest Width	6 1/2
" D.	6	" Hartford A.	5
" LL	5	" Indian Head	7
Amory	6 1/2	" King 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 1/2
Boat, 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 1/2	" Noibe 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	" Pegnot	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
Amberg	7	" Gold Medal	7 1/2
Art Cambric	10	" Green Ticket	8 1/2
Blackstone A.A.	7 1/2	" Great Falls	6 1/2
Beats All	4 1/2	" Hope	7 1/2
Boston	12	" Just Out	4 1/2 @ 5
Cabot	7 1/2	" King Phillip	7 1/2
Cabot %	8 1/2	" L.	7 1/2
Charter Oak	5 1/2	" Lonsdale Cambric.	7 1/2
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.	8 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	5 1/2	Housewife Q.	6 1/2
" B.	5 1/2	" R.	7
" C.	5 1/2	" S.	7 1/2
" D.	6 1/2	" T.	8 1/2
" E.	7	" U.	9 1/2
" F.	7 1/2	" V.	10
" G.	7 1/2	" W.	10 1/2
" H.	7 1/2	" X.	11 1/2
" I.	8 1/2	" Y.	12 1/2
" J.	8 1/2	" Z.	13 1/2
" K.	9 1/2		
" L.	10		
" M.	10 1/2		
" N.	11		
" O.	11 1/2		
" P.	12 1/2		
CARPET WARP.			
Peerless, white.	18	" Integrity colored.	20
" colored.	20	" White Star	18
Integrity	18 1/2	" colored.	20
DRESS GOODS.			
Hamilton	9	" Nameless	20
" B.	10 1/2	" "	25
" C.	10 1/2	" "	27 1/2
G G Cashmere.	20	" "	30
" "	16	" "	32 1/2
" "	18	" "	35
CORSETS.			
Coraline	89 50	" Wonderful	84 50
Schilling's	9 00	" Brighton	4 75
Davis Waists	9 00	" Bortree's	9 00
Grand Rapids	4 50	" Abdominal	15 00
CORSET JEANS.			
Armory	6 1/2	" Naumkeag satteen.	7 1/2
Androscoggin.	7 1/2	" Rockport.	6 1/2
Biddeford	6	" Conestoga	7 1/2
Brunswick	6 1/2	" Walworth	6 1/2
PRINTS.			
Allen turkey reds.	6	" Berwick fancies.	5 1/2
" robes	6	" Clyde Robes	4 1/2
" pink & purple	6	" Charter Oak fancies	4 1/2
" buffs	6	" DelMarine cashm's	6
" pink checks	6	" mourn'g	6
" shirtings	6	" Eddystone fancy	6 1/2
" shirtings	5 1/2	" " chocolat	6 1/2
American fancy	5 1/2	" " rober	6 1/2
American indigo	6 1/2	" " sateens.	6 1/2
American shirtings.	4 1/2	" Hamilton fancy.	6 1/2
Argentine Grays.	6	" " staple	6
Anchor Shirtings.	4 1/2	" 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	" " Reppfurn	8 1/2
" century cloth	7	" Pacific fancy	6
" gold seal.	10 1/2	" " robes	6 1/2
" green seal TR	10 1/2	" Portsmouth robes.	6 1/2
" yellow seal.	10 1/2	" Simpson mourning.	6 1/2
" serge	11 1/2	" " greys	6 1/2
" Turkey red	10 1/2	" " solid black.	6 1/2
Ballou solid black.	10 1/2	" Washington indigo.	6 1/2
" colors.		" " Turkey robes.	7 1/2
Bengal blue, green,		" " India robes	7 1/2
red and orange	6	" " plain Tky & X.	10
Berlin solids	5 1/2	" " X.	10
" oil blue	5 1/2	" " Ottoman	6 1/2
" green	5 1/2	" " key red	6 1/2
" Foulards	5 1/2	" Martha Washington	7 1/2
" red X	9 1/2	" Turkey red X	7 1/2
" " 4	10	" Martha Washington	7 1/2
" 3-4XXXX	12	" Turkey red	9 1/2
Cochecho fancy.	6	" Riverpoint robes	5 1/2
" madders	6	" Windsor fancy	6 1/2
" XX twills	6 1/2	" " gold ticket	10 1/2
" solids	5 1/2	" indigo blue	10 1/2
		" Harmony	5
TICKINGS.			
Amoskeag A.C.A.	12 1/2	" A.C.A.	13
Hamilton N.	7 1/2	" Pemberton A.A.A.	16
" D.	8 1/2	" York	10 1/2
" Awning	11	" Swift River	7 1/2
Farmer	8 1/2	" Pearl River	12
First Prize	10 1/2	" Warren	13 1/2
Lenox Mills	18	" C oga	16
COTTON DRILL.			
Atlanta, D.	6 1/2	" Stark A.	8
Boat	6 1/2	" No Name	7 1/2
Clifton, K.	7	" Top of Heap	9

DEMINS.	
Amoskeag.....	12 1/2
" 9 oz.....	13 1/2
" brown 13.....	13 1/2
Andover.....	11 1/2
Beaver Creek A.A.....	10 1/2
" BB.....	9
" CC.....	9
Boston Mfg Co. br.....	7
" blue 8 1/2.....	8 1/2
" d & twist 10 1/2.....	10 1/2
Columbian XXX br.....	10
" XXX bl.....	19
COLUMBIAN BROWN..... 12	
EVERETT, BLUE..... 12 1/2	
HAYMAKER BLUE..... 7 1/2	
JAFFREY..... 11 1/2	
LANCASTER..... 12 1/2	
LAWRENCE, 9 OZ..... 13 1/2	
" No. 230..... 13	
" No. 250..... 11 1/2	
" No. 280..... 10 1/2	
GINGHAMS.	
Amoskeag.....	6 1/2
" Persian dress 8.....	8
" Canton 8.....	10 1/2
" AFC.....	10 1/2
" Teazle.....	10 1/2
" Angola.....	10 1/2
" Persian.....	8
Arlington staple.....	6 1/2
Arassapha fancy.....	4 1/2
Bates Warwick dress.....	7 1/2
" staples 6 1/2.....	6 1/2
Centennial.....	10 1/2
Criterion.....	10 1/2
Cumberland staple.....	5 1/2
Cumberland.....	5 1/2
Essex.....	4 1/2
Elgin.....	7 1/2
Everett classics.....	8 1/2
Exposition.....	7 1/2
Glenarie.....	6 1/2
Glenarven.....	6 1/2
Glenwood.....	7 1/2
Hampton.....	6 1/2
Johnson Chalon cl.....	6 1/2
" indigo blue 9 1/2.....	9 1/2
" zephyrs.....	16
Lancaster, staple.....	6 1/2
" fancies.....	7 1/2
" Normandle.....	8
Lancashire.....	5 1/2
Manchester.....	6 1/2
Monogram.....	6 1/2
Normandle.....	7 1/2
Persian.....	8
Renfrew Dress.....	7 1/2
Rosemont.....	6 1/2
Slatersville.....	6
Somerset.....	7
Tacoma.....	7 1/2
Toile du Nord.....	10 1/2
Wabash.....	7 1/2
" seersucker.....	7 1/2
Warwick.....	6 1/2
Whittenden.....	8
" heather dr.....	7 1/2
" indigo blue 9.....	9
Wamsutta staples.....	6 1/2
Westbrook.....	6 1/2
".....	10
Windermeer.....	5
York.....	6 1/2
GRAIN BAGS.	
Amoskeag.....	16 1/2
Stark.....	18 1/2
American.....	15 1/2
Valley City.....	15 1/2
Georgia.....	15 1/2
Pacific.....	15 1/2
THREADS.	
Clark's Mile End.....	45
Coats' J. & P.....	45
Holyoke.....	22 1/2
Barbour's.....	81
Marshall's.....	81
KNITTING COTTON.	
No. 6.....	33
" 8.....	34
" 10.....	35
" 12.....	36
White. Colored.....	38
" 16.....	38
" 18.....	39
" 20.....	40
" 20.....	45
CAMBRICS.	
Slater.....	5
White Star.....	5
Kid Glove.....	5
Newmarket.....	5
Edwards.....	5
Lockwood.....	5
Wood's.....	5
Brunswick.....	5
RED FLANNEL.	
T.W.....	22 1/2
F.T.....	22 1/2
J.R.F. XXX.....	35
Buckeye.....	32 1/2
MIXED FLANNEL.	
Grey S.R.W.....	17 1/2
Western W.....	18 1/2
D.R.P.....	18 1/2
Flushing XXX.....	23 1/2
Manitoba.....	23 1/2
DOMEST FLANNEL.	
..... 8 @ 9 1/2.....	9 @ 10 1/2.....
..... 8 1/2 @ 10.....	 12 1/2.....
CANVASES AND PADDING.	
Slater.....	9 1/2
Black.....	10 1/2
Slate.....	10 1/2
Brown.....	11 1/2
10 1/2.....	11 1/2
11 1/2.....	12 1/2
12 1/2.....	13 1/2
12 1/2.....	20
20.....	20
DUCKS.	
West Point, 8 oz.....	10 1/2
" 10 oz.....	12 1/2
Raven, 10 oz.....	13 1/2
Stark.....	13 1/2
Boston, 10 oz.....	12 1/2
WADDINGS.	
White, doz.....	25
Colored, doz.....	20
Per bale, 40 doz.....	85 50
Colored.....	7 50
SILKES.	
Pawtucket.....	10 1/2
Dundie.....	9
Bedford.....	10 1/2
Valley City.....	10 1/2
KK.....	10 1/2
L.....	6 1/2
G.....	8 1/2
SEWING SILK.	
Corticeil, doz.....	85
twist, doz.....	40
50 yd, doz.....	40
Corticeil knitting, per 40x ball.....	30
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White.....	10
" 2.....	12
" 3.....	12
No 2—20, M.C.....	50
" 3—18, S.C.....	45
No 4 Bl'k & White.....	15
" 8.....	20
" 10.....	25
No 4—15 F 3/4.....	40
PINS.	
No 2 White & Bl'k.....	12
" 4.....	15
" 6.....	18
No 8 White & Bl'k.....	20
" 10.....	22
" 12.....	25
SAFETY PINS.	
No 2.....	25
No 3.....	35
NEEDLES—PER M.	
Steamboat.....	40
Gold Eyed.....	15
Marshall's.....	100
TABLE OIL CLOTH.	
5-4.....	2 25
" 2 10.....	1 10
6-4.....	3 25
" 3 10.....	2 10
1-95.....	6-4
2-9.....	2-9
COTTON TWINES.	
Nashua.....	18
Rising Star 4-ply.....	17
" 3-ply.....	17
North Star.....	20
Wool Standard 4 ply.....	17 1/2
Powhattan.....	18
PLAID CENABUBES.	
Mount Pleasant.....	6 1/2
Oneida.....	5
Prymont.....	5 1/2
Randelman.....	6
Riverside.....	5 1/2
Sibley A.....	6 1/2
Toledo.....	6 1/2
Alabama.....	6 1/2
Alamance.....	6 1/2
Angusta.....	7 1/2
Ar sapha.....	6
Georgia.....	6 1/2
Granite.....	5 1/2
Haw River.....	5
Haw J.....	5

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ed to

HOW SHALL UNJUST EXACTIONS OF TRADES UNIONS BE AVOIDED?

Written for THE TRADESMAN.

Between the threatening attitude of trusts and the arbitrary exactions of trades unions, the mind of the mass of the people is considerably exercised. Though the former style of combination is, perhaps, equally to be feared, the latter causes a greater local irritation, if one might express it that way.

Let me point out one or two ways by means of which the arbitrary character of the trades unions might largely be nullified. And, first, I would say, *by reason*.

As a preliminary, I will endeavor to show what a trade union really is in the abstract, and that without the historical data of the first inception of such combinations.

Many employers are more than generous to their employees; but it cannot be denied that many are all too eager not to give them what they earn, but as little as they can afford to work for, and yet, strangely enough, this class of employers is largely made up of those who were but a short time before employees themselves. Man is a gregarious animal, and it is but natural that, when acts of injustice were committed by employers, the workers should seek some means of protection. Then the most logical course was combination—an agreement whereby they bound themselves to allow no arbitrary acts or injustice from one workman to another, from a foreman to a workman, or from an employer to a workman. So far, so good. Many of these combinations added a form of savings society or beneficiary plan to its propaganda, but in a very modest way. The scheme of trades unions worked this way: Say a dozen men of average competence and skill are employed in a shop, and, for reasons as above stated, some form of agreement is entered into, one of the features of which is that none of them will underbid the other in the matter of wages, and that the least they figure they, as skilled workmen, can afford to take is, say, \$15 per week. This is the minimum figure, leaving any workman of exceptional skill to obtain such extra compensation for his services as the employer sees fit to give. So far the scheme is not to be condemned.

Now comes the rock over which we all fall: A stranger workman comes along and offers his services at \$12 per week and is employed. He is a competent workman and his co-laborers think he is selling his labor below the market rate and they approach him on the subject, explaining their plan. He thinks it is a good one, and informs his employer that he wants \$3 more. The employer guesses he "doesn't want him just now, anyhow," and is about to discharge him when the man says he'd "just as lief work for the \$12." This alters the case, and so another man—a \$15 man—is laid off instead. It does not take a very astute mind to see that the "combination" is crumbling. Now, to sum it up, the men don't demand the discharge of the cut-rate worker—that is if they are sensible; but they say that they can't work in the same shop with him. It is not easy to replace twelve skilled workmen; so the cut-rate worker has to give way and the standard-rate man comes back.

Now, all this does not seem so very much out of reason. But, when incompetent men are taken into the combination; when an employer needs help and

has to pay, say, three men \$15 who are not worth \$10, or else see his whole staff walk out, then comes the injustice.

I emphatically protest against blaming the "leaders"—so-called—of the labor organizations for the arbitrary acts of these bodies. They are much more often disgusted with the pig-headed majority whose servants they are. It is much more often the glib utterance of some noodle that precipitates an important vote to the side of folly. So strange is human nature, men whom trades unions will not honor with office will often influence to a degree that is almost ludicrous, were not the matter so serious, a convention of their fellow-workers to make laws and demands unworthy of consideration.

Did employers have more cause to believe in the intelligence of the trades unionists, much might be done to nullify the pernicious element that grows fat on discord. There is too much misrepresentation of trades unions. The men, as a rule, want to discuss matters fairly and impartially, but, as a general thing, they are not diplomatic. If they have a request to make, it is a demand. Agitated by a labor press whose profits lie in agitation—preaching false economies and misstating facts—it is a wonder that they are as successful as they are.

Let the employers publish papers that will review trade difficulties without prejudice. Papers should be published for an exchange of views. Labor papers go exclusively to workmen; financial and trade journals almost exclusively to employers. Let us have a medium of communication, and it should be cheap enough and plenty enough to scatter broadcast throughout the land; and in these papers let it be preached that right is right and that wrong is wrong. The scheme is practicable. Let employers invite workmen to economic conferences, and let the reports be published in full. Teach the workman to think for himself and act like a man of business. Let us come down from our pedestal and listen to reason, and perhaps, as the matter is argued, the trade union club will be held in a slacker grasp as the strings of the wallet are held in a less determined clutch.

ALBERT HENRY.

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AUGERS 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.....	30 00	
BOLTS.		
Stove.....	50&10	
Carriage new list.....	75&10	
Plow.....	40&10	
Sleigh shoe.....	70	
BUCKETS.		
Well, plain.....	\$ 3 50	
Well, swivel.....	4 00	
BUTTS, CAST.		
Cast Loose Pin, figured.....	70&	
Wrought Narrow, bright joint.....	66&0	

Wrought Loose Pin.....	60&10
Wrought Table.....	60&10
Wrought Inside Blind.....	60&10
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	50
CRADLES.	
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
Butcher's Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	dis. 40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x48.....	23
Bottoms.....	25
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DRIPPING PANS.	
Small sizes, ser pound.....	07
Large sizes, per pound.....	6 1/4
ELBOWS.	
Com. 4 piece, 6 in.....	dos. net 75
Corrugated.....	dis. 40
Adjustable.....	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$38.....	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Disston's.....	60&10
New American.....	60&10
Nicholson's.....	60&10
Heller's.....	50
Heller's Horse Rasps.....	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16 17.....	17
Discount, 60.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Brantford's.....	55
Norwalk's.....	55
MATTOKES.	
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$18.50, dis. 20&10
MILLS.	
Sperry & Co.'s, Post, handled.....	dis. 50
COFFEE, PARKERS CO.'S.	
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Clark's.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	dis. 60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	25
NAILS.	
Steel nails, base.....	1 85
Wire nails, base.....	1 80&1 00
Advance over base: Steel.....	Base 10
60.....	Base 10
50.....	Base 10
40.....	Base 10
30.....	Base 10
20.....	Base 10
16.....	Base 10
12.....	Base 10
10.....	Base 10
8.....	Base 10
7 & 6.....	Base 10
4.....	Base 10
3.....	Base 10
2.....	Base 10
1.....	Base 10
Finest 8.....	Base 10
Case 10.....	Base 10
8.....	Base 10
6.....	Base 10
Finish 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Clinch 10.....	Base 10
" 8.....	Base 10
" 6.....	Base 10
Barrell 10.....	Base 10
PLANKS.	
Ohio Tool Co.'s, fancy.....	dis. 20
Sciota Bench.....	dis. 20
Sandusky Tool Co.'s, fancy.....	dis. 20
Bench, first quality.....	dis. 20
Stanley Rule and Level Co.'s, wood.....	dis. 10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	dis. 40
Copper Rivets and Burs.....	50-10
PATENT PLANISHED IRON.	
" Wood's patent planished, Nos. 24 to 27.....	10 20
" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/4 c per pound extra.....	

HAMMERS.		
Maydole & Co.'s.....	dis.	25
Yerkes & Plumb's.....	dis.	25
Mason's Solid Cast Steel.....	dis.	40&10
Blacksmith's Solid Cast Steel, Hand.....	dis.	30c list 60
HINGES.		
Gate, Clark's, 1, 2, 3.....	dis.	60&10
State.....	per doz. net,	2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer.....	net	3 1/4
Screw Hook and Eye, 1/2.....	net	10
" " " 3/4.....	net	8 1/4
" " " 1.....	net	7 1/4
" " " 1 1/2.....	net	7 1/4
Strap and T.....	dis.	50
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track.....	dis.	50&10
Champion, anti-friction.....	dis.	60&10
Kidder, wood track.....	dis.	40
HOLLOW WARE.		
Pots.....	dis.	60&10
Kettles.....	dis.	60&10
Spiders.....	dis.	60&10
Gray enameled.....	dis.	40&10
HOUSE FURNISHING GOODS.		
Stamped Tin Ware.....	new list	70
Japanned Tin Ware.....	new list	33 1/2 40
Granite Iron Ware.....	dis.	40
WIRE GOODS.		
Bright.....	dis.	70&10&10
Screw Eyes.....	dis.	70&10&10
Hook's.....	dis.	70&10&10
Gate Hooks and Eyes.....	dis.	70&10&10
LEVELS.		
Stanley Rule and Level Co.'s.....	dis.	70
ROPES.		
Sisal, 1/4 inch and larger.....	dis.	9
Manilla.....	dis.	13
SQUARES.		
Steel and Iron.....	dis.	75
Try and Bevels.....	dis.	60
Mitre.....	dis.	20
SHEET IRON.		
Com. Smooth.....	dis.	84 05
Nos. 10 to 14.....	dis.	82 25
Nos. 15 to 17.....	dis.	4 05
Nos. 18 to 21.....	dis.	3 05
Nos. 22 to 24.....	dis.	4 05
Nos. 25 to 28.....	dis.	3 25
No. 27.....	dis.	4 45
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	dis.	3 85
SAND PAPER.		
List acct. 19, '86.....	dis.	50
SASH COORD.		
Silver Lake, White A.....	dis.	50
" Drab A.....	dis.	55
" White B.....	dis.	50
" Drab B.....	dis.	55
" White C.....	dis.	35
Discount, 10.....	dis.	
SASH WEIGHTS.		
Solid Eyes.....	per ton	\$25
SAWS.		
" Hand.....	dis.	20
" Silver Steel Dia. X Cuts, per foot.....	dis.	70
" Special Steel Dia. X Cuts, per foot.....	dis.	50
" Special Steel Dia. X Cuts, per foot.....	dis.	30
" Champion and Electric Tooth X Cuts, per foot.....	dis.	30
TRAPS.		
Steel, Game.....	dis.	60&10
Oneda Community, Newhouse's.....	dis.	35
Oneda Community, Hawley & Norton's.....	dis.	70
Mouse, choker.....	dis.	150 per doz.
Mouse, delusion.....	dis.	\$1.50 per doz.
WIRE.		
Bright Market.....	dis.	65
Annealed Market.....	dis.	70-10
Coppered Market.....	dis.	60
Tinned Market.....	dis.	82 1/2
Coppered Spring Steel.....	dis.	50
Barbed Fence, galvanized.....	dis.	2 85
" painted.....	dis.	2 40
HORSE NAILS.		
Au Sable.....	dis.	40&10
Putnam.....	dis.	05
Northwestern.....	dis.	10&10
WRENCHES.		
Baxter's Adjustable, nickeled.....	dis.	30
Coe's Genuine.....	dis.	50
Coe's Patent Agricultural, wrought.....	dis.	75
Coe's Patent, malleable.....	dis.	75&10
MISCELLANEOUS.		
Bird Cages.....	dis.	50
Pumps, Clister.....	dis.	75&10
Screws, New List.....	dis.	70&10
Casters, Bed a d Plate.....	dis.	50&10&10
Dampers, American.....	dis.	40
Forks, hoes, rakes and all steel goods.....	dis.	65&10
METALS.		
PIG TIN.		
Pig Large.....	dis.	260
Pig Bars.....	dis.	28c
ZINC.		
Duty: Sheet, 2 1/2 c per pound.....	dis.	6 1/2
600 pound casks.....	dis.	7
Per pound.....	dis.	7
SOLDER.		
1/2 0/4.....	dis.	15
Extra Wiping.....	dis.	16
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	dis.	
ANTIMONY.		
Cookson.....	per pound	13
Hallett's.....	per pound	13
TIN—MELBYN GRADE.		
10x14 IC, Charcoal.....	dis.	7 0
14x20 IC, ".....	dis.	7 0
10x14 IX, ".....	dis.	9 25
14x20 IX, ".....	dis.	9 25
Each additional X on this grade, \$1.75.....	dis.	
TIN—ALLAWAY GRADE.		
10x14 IC, Charcoal.....	dis.	6 75
14x20 IC, ".....	dis.	6 75
10x14 IX, ".....	dis.	8 25
14x20 IX, ".....	dis.	8 25
Each additional X on this grade \$1.50.....	dis.	
ROOFING PLATES.		
14x20 IC, " Worcester.....	dis.	6 50
14x20 IX, " ".....	dis.	8 50
20x28 IC, " ".....	dis.	12 50
14x20 IC, " Allaway Grade.....	dis.	6 00
14x20 IX, " ".....	dis.	7 50
20x28 IC, " ".....	dis.	12 50
20x28 IX, " ".....	dis.	15 50
BOILER SIZE TIN PLATE.		
14x28 IX.....	dis.	\$14 00
14x31 IX.....	dis.	15 00
14x56 IX, for No. 8 Boilers, per pound.....	dis.	10 00
14x60 IX, " ".....	dis.	10 00

Michigan Tradesman

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E. A. STOWE, Editor.

WEDNESDAY, APRIL 19, 1893.

POPULATION AND PRODUCTION.

There has been before the New York State Legislature a bill providing that Brooklyn and a number of other neighboring towns and cities should be annexed to and incorporated with the metropolis. It is reckoned that New York city now has about 1,700,000 population, and that Brooklyn has 810,000, while the other towns and suburbs to have been annexed would include 100,000 more of people, giving a grand total of 2,520,000, bringing New York in the scale of cities next to London. The bill has just been defeated and the project will have to be abandoned.

New York is poorly situated for the needs of an extremely populous city, being built on a long, narrow island, and surrounded by wide, navigable bodies of water, which, if they are bridged, must not have their ship channels obstructed. Most of the railways which approach the city from the West and Southwest are not able to run their trains into the city, but must deliver and take freights and passengers on the New Jersey side of the Hudson River. As a consequence, much of the business which should really belong to the New York metropolis is really done in another State, or in other towns outside the corporate limits of the metropolis. More than this, a great number of the people who do daily business in the city live outside its jurisdiction, and they are put to much cost and inconvenience in getting to and from the city to their homes.

For a variety of reasons, but chiefly because of the contracted and pent-up situation of the city upon an island, New York is a most expensive place to live in, and no expedient that has yet been adopted has been able to cheapen necessities. The masses of the working classes cannot afford to live out of town, and, therefore, they must find quarters in the crowded parts of the city in tenement houses, badly ventilated, filthy, unsanitary in the extreme, and forced to pay the highest prices for the means of a scant subsistence. The squalor of the tenement-house districts of New York has been declared to be more hopeless than is that of the poorest parts of London. It does not appear that the annex-

ation of surrounding towns and cities can ameliorate the condition of the people who live on Manhattan Island.

New York maintains its metropolitan supremacy by the vast concentration of wealth that was secured through the fact that it has long been the gateway of a rich and rapidly growing region in the West. Its railways and the Erie Canal gave it the readiest communication with the rich and populous States of Ohio, Indiana and Illinois, and their development made its first greatness. Now that it is the money mart of the Western world, it commands trade from every quarter. But while it may retain its place as the financial capital of the continent, the day will come when it will cease to be the first in population.

An inevitable result of a great increase in the population of a country is the lessening of wages. There are more workers, and, therefore, more competition. This means a decrease of wages, and it necessitates a cheapening of all the expenses of living. People will flock to the great producing regions in order to be nearer to the sources of food supply. These conditions are already exerting a marked influence on the cities of the West, such as Chicago, St. Louis and others in the rich valleys of the Mississippi, the Ohio and the Missouri. Within a decade, Chicago has risen from the position of the fifth city in point of population to be the second, while the progress of others in the West, if less remarkable, is also notable. This is the rule that governs the position of all the great cities of the Old World. They are in the heart of the country and nearest the great sources of supply. The great central valley of our continent is, for obvious reasons, to be the seat of a vast population. Enormous cities will grow up on the banks of its great rivers, while the wide regions between them and the mountains will be covered with towns, villages and myriad farms, and traversed in all directions by railways leading chiefly to the grand cities which will stand on the shores of the great interior waterways.

THE INCREASE IN WAGES.

That the wages of all classes of laborers and artisans in this country have risen very materially in the past twenty-five years is true, and is a matter for rejoicing on the part of every one interested in the material and intellectual advancement of our people. The reason for this rise is not far to seek. Progress in the arts and sciences; the all but universal diffusion of knowledge, cheap books and newspapers, either of which can be had for about one-third of what they cost twenty-five years ago; and the growing luxuriousness of the people generally have combined to make an increasing purchasing power on their part an absolute necessity. In all ages of the world, as civilization has advanced, the needs of the people have increased. A growing intellectuality means a discarding of barbarous habits and modes; an abandonment of the rudeness of barbarism necessitates new and more congenial surroundings and concomitants. The simplicity of the social and political systems of the past has given place to a condition complex and costly to an extreme. For hundreds of years our forefathers were tillers of the soil and were satisfied with what the earth gave them, their needs being almost entirely phy-

sical. Very few concerned themselves with intellectual pursuits. Now all this is changed. Knowledge has been disseminated, and has become a common possession of all; we are an intellectual people today, and even our pleasures and recreations partake largely of that character. Barbarity and rudeness have given place to a refined luxuriousness, confined to no class, but, in some degree, common to all. That this has enormously increased living expenses is plain, and the reason is obvious. People eat finer and a greater variety of food, have more and costlier pleasures, travel more, wear more expensive clothing, read more, give more largely to objects of benevolence, have finer houses and better furnished—indeed, the list of increased expenses is almost endless.

It is claimed by some, who have given but little thought to the subject, that the increase in wages has been brought about by the trades unions through the mediums of "agitation" and strikes. The fact is that laboring men have never been benefited, but the very reverse, by the agitation of the unions. Strikes, and lockouts, and boycotts are the legitimate children of unionism, and the birth of these progeny has been attended with enormous expense, without a particle of compensating gain. Were it not that wage earners have shared in the marvelous prosperity and advancement of the country, their condition today would be worse than it was twenty-five years ago. But not until these last relics of a discarded barbarism, the strike and the boycott, have been left far behind, will all our people receive the full measure of the blessings of nineteenth century civilization.

NEW YORK.

Epitome of the Markets--Trade News and Gossip.

NEW YORK, April 15.—The grocery trade of New York is not just at present in a condition to cause any great elation among dealers, and the spring rush that has been awaited for the last six weeks is still to materialize. This may be due, in some measure, to the fact that many buyers will go to Chicago this spring who have heretofore made this city their objective point. It must be admitted that the Exposition is a factor in trade this year, and the East will feel its effects. The tide, perhaps, will set this way in the fall, but, at present, the policy is one of waiting for "something better farther on." It is sincerely to be hoped the tide may soon turn.

For the past few years we have had somewhat of a glut of food expositions, embracing all phases except those of interest. The manufacturers are finally beginning to protest at being so frequently called upon to "make a display," as the financial results have been very unsatisfactory; and it is to be hoped that a breathing spell will be given the public now. There are innumerable "fakes" invariably to be found at the expositions, and the real object of the exposition is too frequently overshadowed by "grease extractors," "furniture polish," "potato scrapers," etc. What is wanted is an exposition which will show the processes of manufacture, the methods of filling packages, the manner of roasting coffee and other practical demonstrations of the manner of preparing our food supply.

The matter of a National Association of Retailers is being agitated in trade circles, but there is not much enthusiasm, apparently. It would be a good thing, could such an association be thoroughly organized, but it is felt that there is still a vast amount of local organizing that should be done before the matter can be successfully made a national affair. In other words, it seems like beginning at the wrong end of the subject.

The returnable berry-crate question is one of those things which will not down. Time alone will settle the matter, and, it is hoped, to the satisfaction of all parties. The consumer intimates that the berry boxes are growing smaller each year, and that they will soon disappear altogether, or, at least, consist of a box with the "bottom on top," and thus the matter will settle itself.

In the entire range of groceries there is nothing that has undergone any recent striking variation in price, but, when we compare present values with those of Jan. 1, we see a very distinct appreciation in nearly all lines: Tomatoes on Jan. 1 were worth \$1@1.05, while now they are fairly quoted at \$1.17½; corn, peas, apples and peaches all show an upward trend, though not so strongly marked as in the case of tomatoes. A striking exception to the general upward turn is the case of California raisins. They hang, and hang, and hang.

It is pleasant to learn from the Michigan crop bulletin that "a large acreage of celery will be planted in Kalamazoo county." If anything pleases the New York housewife, it is the long lines of Kalamazoo celery to be seen in the big markets. It is to be hoped it is all the genuine article, but Kalamazoo is famous, on account of its celery, and, perhaps, counterfeits will now and then appear.

Strawberries are becoming rather plenty, but the quality is poor and prices are high. JAY.

The Creamery System All Right.

GRAND RAPIDS, April 17.—With your permission, Mr. Editor, I would like to say a word or two to the readers of your valuable trade journal in defense of the modern creamery system. I say defense—not that it requires any defense on my part, its practical utility under favorable circumstances having been clearly and satisfactorily demonstrated—but because certain unscrupulous busybodies, who can see nothing but evil in every movement in which they do not play a leading part, have rushed into print from time to time with ridiculously foolish statements which are misleading and which tend to create a feeling of antipathy in the minds of the farmers toward the creamery system.

Some of these wisecracks proclaim that all \$5,000 and \$6,000 creameries are dead weights and that \$1,500 creameries are all right. These foolish statements are made regardless of the capacity required for the handling of, not only the milk product secured in the beginning, but also the prospective product contributory to the creamery. Such a proposition is utterly devoid of the least semblance of business principles. No matter what the required capacity may be; no matter what the quantity of milk product, both guaranteed and prospective, may be—a \$5,000 or \$6,000 creamery is a costly mistake, and a \$1,500 creamery is all right!

Now, I wish to state, most emphatically, that no contrivance can be set up and put into operation, however crude, whereby the best results in butter making can be obtained, whether the product be 1,200 pounds or less, at a cost of \$1,500. It is the cheap, battened structures, wooden tubs, etc., that the farmers cannot afford to put their money into; such a "crude" beginning would be a foolish waste of money. A creamery, like every co-operative adventure, will surely be a failure if its inception be a blunder as to location, its cost greater than the possibilities warrant, or the co-operation of its promoters and patrons be not harmoniously active. To build a creamery where there is no milk; to invest a capital of \$6,000 where \$3,000 or \$4,000 would meet all future demands; to subscribe stock and then "stand aloof" and withhold patronage until they "see how it's going to come out," or to permit a spirit of discord and contention to creep in and destroy co-operation, would be to court failure, sure and certain.

In a future article, if permitted, I will show up the fallacy of some of the statements made by these self-constituted traducers of the modern creamery system.

S. K. FELTON.

MEXICAN MERCANTILE CUSTOMS.

Written for THE TRADESMAN.

Between the average city retail palace, with its scores of brisk salesmen and assistants, and a general store in a small village there is an immense contrast in relative value and importance. Yet both are products of one civilization. Each in its locality fills satisfactorily the measure of service the public requires.

A person who leaves this land of progressive business methods and notes the customs and peculiarities of people in other countries will find many surprises in store for his curiosity; and much that will interest him by way of comparison. A glimpse of a Mexican store to one who is accustomed to our system of retail traffic, is a novelty worth jotting down in a traveler's note-book not only for the oddity of the stock in trade, but also for its arrangement, and the peculiar ways of both buyer and seller.

The building is of one story, usually constructed of rough adobes, sometimes plastered on the outside, and as white as lime can make it. The roof is either flat, supported by timbers of palm, or is composed of rafters set at a steep pitch, and shingled with palm leaves which give it the appearance of a heavy thatch. There is a front door seldom closed in the daytime, and a window or two barred with iron rods and provided with solid wooden shutters by which the room is hermetically sealed at night. Sometimes, but not often, there is a brush covered booth, that helps to give the store a semblance of coolness and is a relief from the scorching rays of the sun that would otherwise pour on a glaring unprotected front.

The floor is usually of dried clay, packed, pounded, and often sprinkled with salt water to discourage myriads of fleas that are in the habit of using it for a gymnasium at all hours of the day and night. Some wealthy merchants in larger towns have floors of brick, and furniture to the extent of a few solid home made chairs and a table or two. The fixtures are of the most plain and primitive construction and generally occupy but one side of the room. The counter is a medley of several distinct articles composed of wood, set end to end, as the increase of business caused them to be added to the nucleus of a box that first served a temporary purpose. The shelving clambers all over the wall back of the counters, and is formed of empty boxes placed in the most disorderly array. Some goods are scattered through the shelves. Some hang from the beams of the ceiling, and some occupy the most picturesque positions on the floor, and are used by urchins and sleepy peons to lounge upon. Bundles of sugar cane stand against the walls in convenient corners, and are in constant demand by youngsters with large mouths filled with sharp white teeth that crush the juicy pith, and strip the tough outer integument; while the dripping sweetness trickles down their chins with the utter abandon of a cider press in its last agonies.

A few bolts of dry goods, mostly of cotton texture, are piled on counter and lower shelf—chiefly calico in gay colors and large figure, which suit the tastes of customers of both sexes. Very few woolen goods are kept in stock, but gay rebozos both of silk and mixed fabric are in demand by black eyed dames and señoritas.

The finer styles are to the wearers what the seal-skin cloak is to their

sisters of a northern zone, at once the seal and token of wealth or gentle birth. Serapes (an outer wrap for gentlemen) are also for sale, in tamer colors than the rebozos but none that are not striped or tinted to some extent. A few sombreros, or wide rimmed hats, with corded bands and spangled with tinsel and glitter, are a part of the stock in trade.

Whatever is kept in the line of staples for housekeeper's supplies is usually meager in quantity; and often when enquired for are not on hand but promised for the morrow. There are no conveniences as with us in the matter of paper and twine with which to make up packages. If cloth is sold it is rolled up or folded wrong side out but no wrapper is applied. If rice, beans or other articles of food, the purchase is poured into the apron, handkerchief or bowl brought by the customer to receive it and carried off without further ceremony.

There is a back room where, in the season, new wine is kept on draught, and a cask of the fiery mescal, a liquor strong enough to draw tears from the eyes of an Angora goat, is always kept on tap. Piled in out of the way places are frail articles of native crockery, globe-shaped with a small opening on one side—terra cotta in color, with no glaze or finish—used for containers because of their peculiar qualities as coolers for the water, that whether from wells, springs, or streams, is too warm for drinking purposes. The native sugar kept in stock is neither refined nor grained, but in cakes, as maple sugar is sold with us. Peppers are always a part of the stock considered most essential, as they are the universal condiment of a Mexican household. Cigarettes and the materials for making them are another daily necessity, but matches are a luxury, and flint and steel with prepared tinder furnish the ordinary substitute. All purchases are made in the smallest possible quantities to meet pressing wants only, since very few patrons have more coin at any one time on hand than will serve daily needs. Even the washerwomen purchase rice to starch their clothes by handfuls as each emergency requires.

Business activity is not characteristic of the dwellers in a Mexican town. Time with them does not seem what it is to us, a measure of enterprise. On its sands no one takes the trouble to make footprints. So far as action is concerned there is no to-day with them. There was a yesterday; and they sometimes speak of it incidentally, as of a fact that has gotten the best of them. The present is theirs to have and to hold as long as it lasts. Having come without effort, it is consumed without haste or worry. But all their hopes, purposes and ambitions center in the future; and "manana" or to-morrow.

"That never yet on any human being ever rose or set," is the receptacle for all duties left undone, and every purpose not fully digested. If anything is to be done or paid or achieved, to-morrow is the time set for the action to begin. This *dolce far niente* spirit governs all transactions except a bull fight and pay for the last round of drinks. Neither of these will admit of indefinite postponement.

Thus the business of a Mexican dealer will naturally resemble his surroundings. As no one can be hurried, he gets into the habit of never hurrying himself, lest he get ahead of the crowd and provoke loneliness. He finds it useless to push



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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.

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sales, since his customers "want but little here below," and they are not disposed to buy to-day what may not be needed to-morrow. Hence he is in no danger of being overstocked and compelled to a quarter-off sale. Should an unexpected demand arise in any line of goods, he meets it unflinchingly with what he has on hand, and apologizes or promises for the rest. Customers having a fellow feeling are wondrous kind to delays that would wear the lives out of more impatient people with the sickness of hope deferred. Each purchaser saunters negligently into the store, and exhausts his vocabulary of compliments before approaching the subject of traffic in any form. As time is of no importance to either party, there is an endless amount of chaffering and delay; and even after the purchase is made there is still the important question of *pelon*, or premium that belongs to the purchase, without which no sale is considered final. This gratuity may be large or small, according to the worth of the article sold; but the *pelon* is *de facto* a material part of each transaction, because in most cases it represents the agent's commission. So a glass of wine, a few pins, or trinkets, cigarettes or small confections closes the purchase, and keeps up the *entente cordiale* so necessary to be maintained between the parties, and the buyer is politely requested to call again.

There are customs of trade among the people of Mexico that compare favorably with our own. Credit is used as freely as with us; but there are not so many legal restrictions that stand in the way of collecting debts. The lower class (which includes the large majority), though often in debt through improvident habits, are more punctual in fulfilling their obligations. With fewer laws than we have, debts are more promptly collected. The more primitive the habits of the people, the greater regard is paid to pledged word.

It is common for the debtor to have but one creditor, who makes all deeded advances, and is paid from time to time out of the debtor's earnings. The latter may not contract his time to any other person except by consent of the creditor. In some instances in order to secure the services of a valuable employe, the party desiring his service will pay to the first creditor the amount of his claim in full, and thus he becomes the patron entitled to the labor of the debtor at fair wages so long as his claim remains in force. This is the form of commercial thralldom known as peonage, that is not in harmony with what we consider the spirit of our institutions. Yet in practice it works no more injustice than our laws do, as we are accustomed to see them administered. A similar condition has long existed in the Southern States, with far less reason. After all no Mexican debtor, under the system of peonage, is likely to feel such glaring injustice as honest creditors do in this country under the laws and customs we are taught to consider vastly superior. Their system of traffic is no doubt suited to the people of a land where nature is kind and man's material wants are more easily supplied than in our rigorous climate.

The cities of Mexico, concentrating as they do the luxurious habits of the people, may no doubt show as sharp contrast in mercantile ways with the small towns as seen in this country. The ef-

forts and inventions of our civilization may bring many comforts to the poor man's door that he never dreamed could be produced. But his wants have been proportionately increased, while the waste inseparable from modern enterprise, that forgets the future in pursuit of present gain, has given his children little to hope for, and the sum of human happiness remains as before.

It is sometimes pleasant, therefore, to witness the content of a people whose habits and customs have not yet been disturbed by the wild activities and commercial methods of our American enterprise. Perhaps if we had lived as long as they under the same indulgent skies, and breathed the same enervating atmosphere, our Northern vigor would have received a less harmful stimulus; and the benefit derived therefrom be at once apparent in a healthier tone of business life, and a greater measure of general happiness. S. P. WHITMARSH.

University Extension.

It may be a sweeping statement, but there is not a university, in the true meaning of the word, upon the continent of America to-day. There are several institutions of learning which are called universities, while, in fact, they are nothing of the kind. Such an institution with such a name should be able to train a young man or young woman for any position or business in which they may desire to engage. It should be within the reach, as to cost, of any person in any walk of life. If it does not meet those requirements it is not a university. It may do thorough work as far as it goes, but it does not go far enough. It may give its students a thorough training in its several departments, but only a small moiety of the population are in a position to take advantage of it, because the great majority of the people have not the necessary means. There is not a college or university in the country that gives a training for any calling outside of the so-called professions, if we except those devoted to special pursuits, such as the agricultural colleges. The mechanical trades are entirely ignored. Sentiment has been largely responsible for this latter condition, however, for manual labor has been thought to be degrading, and the man who works with his hands was supposed to belong to a lower strata of society than the man who used his brains more and his hands less.

The university of the future will train young men and women for any vocation, while developing them mentally to the fullest possible extent. Distance will be no obstacle to the youth who desires an education, for by a system of correspondence the benefits of the university may be extended to the remotest hamlet in the land. Now there is an iron-clad curriculum of studies, any departure from which our college faculties seem to regard as a crime. The university of the future will give to each student only such studies as he can do justice to, considering his means and mental capacity. In other words, the benefits of a university training will be extended to every person of both sexes in any section of the country who may desire to take advantage of it. This is "university extension," and if our government undertakes the erection of a national university, as mentioned in last week's *TRADESMAN*, its scope and purpose should be no less than is outlined above. DANIEL ABBOTT.

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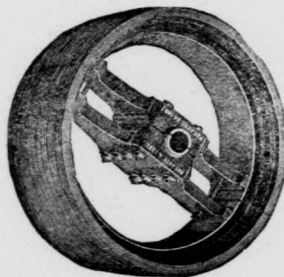
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TOLD OF THE TRAVELER.

His Trials, His Troubles and His Travels.

The commercial tourist is a fixture, as well as a factor of the great commercial axle on which business in these latter days revolves. Who is it who does not know the drummer? Who is it who has not laughed at his yarns, listened to his lies, and wept over the pathetic tale of the man whose home is any hostelry wherein Fate may chance to toss him? And where is the country lad who has not gazed with longing, envious eyes at the drummer, and sighed for a sample case and a mileage ticket, that he, too, might go forth into the great busy world with the air of a conquering hero, and sell goods and be a drummer? But once let the lad leave the sequestered vale, wherein nestles the country store, pack his little grip, and enter upon his new life in the role of a commercial tourist, and if he does not discover that Mr. Drummer's pathway often diverges far from the metaphorical garden of roses, then I know not whereof I speak. When the traveling man bobs into the store of his country customer, full of new stories and new lies, and sings his oft sung song, extolling the virtues of his wares, their wondrous cheapness and marvelous splendor, he appears a happy man indeed; but is he? He fails to sell a bill, and his expenses are accumulating, and the thumping of a heavy heart is sadly out of tune with the *bon homme* air with which he would cajole and capture his intended customer. He may have in his pocket a letter from his house notifying him that his trade is not holding up, and that unless it improves they will have to call him in, but he must wear a benign smile on his face, even though he wears such a letter in his pocket. He fairly talks old Skinfint's arm off, but old Skinfint is obdurate and he sells him no goods. He is too early or too late, and is \$10 out of pocket and not a dime in, and yet he must come up smiling and take his medicine, and, be it said to his credit, he does it, and does it well. But he does not always live in his bad streak. He does sell bills. Big bills and little bills, good bills and bad bills, and then he is happy, and the smile he wears is not a mere facial fraud, but wells up in one continuous flow from his soul, for drummers have souls, even though the average heathen who makes life a burden to him, has been known to remark to the contrary. The country merchant is as happy to get rid of a drummer without buying a bill as the drummer is in having made a sale, and these two, who could not live the one without the other, are eternally and infernally at war. If the man of the grip and sample case is to be believed, the rural merchant needs a big stock of his line, and if you are to accept Mr. Merchant's statement, he does not require a thing in the world, and it is on the compromise as they split the difference that the two exist.

The drummer who only makes "electric light towns" enjoys a continual picnic, so to speak, when his lot is compared to that of his less favored brother, whose trade takes him to the small hamlet and country store away from the railroad. Not long ago I was inveigled by a genial traveling representative into taking a drive into the country, he having no difficulty in convincing me that a buggy trip across a long stretch of pine

barrens would be great sport. I believed him then—now we are no longer on speaking terms. The trip agreed upon, the necessary arrangements were soon made, and we set out from our rail point in high spirits. We lumbered along all day, my companion selling a few bills, while I amused myself as best I could. Night and rain caught us at a backwoods hotel, where we arranged for a night's lodging. We were assigned the bed room off the parlor, with special privileges as to the latter room, which contained the regulation outfit of the country hotel, including the cheap colored print of "Mary and Her Little Lamb," the girl with the lap full of roses, labeled "Spring Time," and the demure brunette who is supposed to be chill and cheerless "Winter." Ah! surely such a one cannot have been a drummer.

We had supper, a most frugal meal, and the young men of the house came in to entertain us and make us wish they were dead, but as a breakfast by candle light was ahead of them, and they knew it, they failed to linger long, and once alone, it was a race to see who would get to bed first. The great feather bed over in the corner looked most tempting indeed. Covered with a snowy spread, it looked so nice that I longed to get into it. It seemed just ready to embrace me in a great warmth of welcome, and I hastened to embrace it in turn, but by the shades of my forefathers that bed was the greatest fraud ever perpetrated on a tired traveler. Putting one foot on the high edge of the bed rail, I made a great dive for the center, and I landed plump on the slats. I rolled over, and as if by magic the feathers seemed to disappear. At last I managed to imprison a handful or two 'twixt my tired anatomy and the bed slats, and waited the coming of my companion, who fared not half so well as I. How those people ever managed to blow that bed up is a mystery I have yet been unable to solve, and I fear it will go sounding down the ages like the undiscovered arts of the necromancers of old.

Bright and early next morning we were on the porch performing our morning ablutions and were ushered into breakfast. The family was assembled before us, the old man of the house, weakened and scrawny, the mother of the family, full of pride and consciousness, and sons and daughters galore. The morning meal was on the board, smoking hot, and even the fat biscuit and black coffee, the yellow-legged chicken and fried eggs looked inviting and even appetizing. I observed that the family were standing as we entered, but took that as a mark of respect to their distinguished visitors, but I was soon to be undeceived. I reached for my chair, which sat with its back to the board, but was stopped by the eldest son and heir, who informed us that we had left the land of the heathen and fallen in among Christian people, who always knelt in prayer before the morning meal. The old gentleman at once began to get down on his knees on the floor, and rested his arms on the seat of his chair. He was followed by the family in solemn procession, and I looked at my companion and he looked at me, and we both gazed in awe at the kneeling group around that solemn board. My chum's knees commenced to weaken and I saw he was going to join his host and humble himself in prayer (for even drummers can pray), so I joined him, and when all

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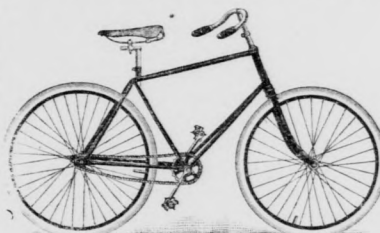
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We fully guarantee every one. We want AGENTS in unoccupied territory at liberal discounts. Write us for a free ticket on a Majestic bicycle which we will give to the holder of the 101st ticket out of the box at a drawing to be held May 30th, 1893.

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

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.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

were in proper posture the head of the house lifted up his voice in tearful prayer. He prayed long and he prayed loud, and the pine floor got harder and harder. He prayed for everyone he had ever heard of and a great many he had never heard of, and as he continued I could see the thin rings of smoke which rose from the chicken dish grow thinner and thinner, and finally disappear in the atmosphere near the ceiling. At last, weary and worn, we were permitted to arise, partake of a cold breakfast, and pay for our entertainment at the rate of \$2 per day, with no extra charge for the prayer.

Such experiences are common in the life of a drummer, yet he is said by some thoughtless persons to be a heathen, and knows not of heaven, but this is an untruth and injustice to the traveling salesman, for what he knows not of, and is not willing to swear he knows all about, must be a poor thing indeed.

We continued our trip, full of adventures, and finally got back to civilization alive, but all my illusions as to the glorious rest of a buggy trip far from the shriek of the locomotive whistle, the rattle of the car over the pavements of the city and hurrying of hundreds of feet and busy hum of voices of great communities, I had left far behind me, and I was satisfied that the life of a drummer leads him far from the ways of play and pleasure.

Seated around a hotel stove, and spinning yarns, a drummer is a whole-souled, devil-may-care cuss, whom everybody loves, and whose very good humor is contagious, but hustling for business on a buggy trip he is a mournful wretch

whom one would scarcely recognize in the whilom entertainer of the hotel lobby. But he has his pleasures as well as his troubles. Some of them have been known to relate a true narrative, and all of them are remarkable for their ability to metamorphose a lie so that it will so closely resemble the truth as to pass current for the genuine article. There is no barometer known to man which tells the true state of trade like a drummer's face, even though he lie like a dog, and swear he has just sold the biggest bills ever dreamed of. The wealth of information these genial, wholesale fellows possess is a matter to marvel at. The energy they display in meeting competition is most surely worthy of all praise, and while there are among them black sheep, such characters are few and far between, and loyalty to one another is the drummer's most lovable characteristic. An underhand advantage—a small trick—is enough to read a man out of the drummer's social camp the instant he is discovered, for the great majority of traveling men are an ornament to any community and a credit to any profession.

HUNT McCALLEN.

Unpardonable Offenses.

Certain sins of omission and commission there are for which there is neither forgiveness nor absolution.

A woman will forgive the man she loves for squandering her fortune, destroying her peace of mind, dishonoring the name he has given her, but woe unto him if he forgets to kiss her good by when he goes down town in the morning. He may take off his coat, roll up his sleeves, take a week off for it, buy flowers, bon bons, theater tickets, be so good and penitent that he doesn't know himself and has to be introduced to his mirror every morning—he can't make

that right until the crack of doom. She never forgives and forgets that, even if she says she does.

Another unpardonable sin is to spell a man's name wrong. You may tread on his toes, steal his umbrella, cheat him, give him the wrong points on the races, but don't spell his name wrong if you desire him for a friend.

A woman never forgives a man for criticising her perfume; a man hates the fellow who runs down the brand of cigars he likes.

A woman may forgive the man who puts his umbrella down where it will drip all over her in the car; she never forgives the woman that sits down next to her with a dress that spoils hers.

A little woman rather likes to be called a pussy or a chicken by a big, good-natured man, but she never forgives him if he calls her a cat or an old hen.

She never forgives the woman that coaxes her servants away by offering them better wages, or the woman who knows her age and tells it, or the woman the man she likes admires or praises, or the woman who always looks a little finer, dresses a bit handsomer, does things a shade better than she can herself. We all know that woman and hate her, while we smile into her eyes and kiss her goodby, acknowledging ourselves her inferior. No woman sits down and bewails her inability to wear the Astor diamonds or to rival the famous beauties of the world, but it is the woman who buys one more gown than we can afford, who keeps two servants when we have only one, who fades our pinks with her roses and dulls our charms with her graces whom it is hard to forgive as we would be forgiven.

The Starting Point to Millions.

Among the self-made millionaires of California is the President of a bank in San Francisco, whose story of the way in which he made his first dollar is interesting.

"I had come over a poor boy from Germany, and went to Los Angeles, where I had a cousin then living. I got a job

in a store to sweep out and act in a capacity of general utility. I was engaged at the rate of \$25 a month and board, or about 95 cents a day.

"Never shall I forget the first few jingling coins that were paid me. The exultant feeling of independence and the satisfaction that I was doing so well put and kept me in good humor. That to me was a handsome compensation. It was a great deal more than a boy of my age—16 years old—could get at my old home beyond the ocean. I let the money accumulate until I had \$200, and then I bought an acre of ground with it.

"That acre I have to-day, and my Los Angeles residence is on it. It is just diagonally across from the Westminster Hotel, near the post office, and since then I have been offered, instead of \$200 originally paid, \$200,000. I worked three years for my employer, and during that time in addition to saving money right along from my salary, I paid \$5 a month and attended a night school.

"At the end of three years I had saved enough to start in a small way in a store of my own. I stuck to this until 1868, when I went into banking. Our bank was the first one incorporated in California south of San Francisco. It is about thirty-five years since I acquired my first dollar. Its acquisition has afforded me more satisfaction than any of the sums acquired since, no matter how large.

"I encourage my children, even the little ones of five or six years, to save their pennies, and whenever they got a little money have opened accounts for them at the savings banks. The first dollar is a good one to invest properly, and when it is so invested causes much pleasure. It is good, however, to have liberality go with business discretion.

"No period of my life has been so gratifying to me in a substantial way as when I was sweeping the store for the first dollar I ever had, attending the night school and casting about to see what I should do, not only with the original dollar, but those which came along after it at that time."

WALL PAPER

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

Sell From Samples.

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

NO INVESTMENT.

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

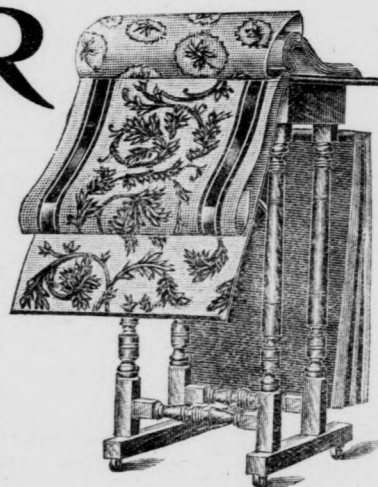
Refund the Money

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

ALFRED PEATS, Wall Paper Merchant

136-138 W. Madison St., CHICAGO.

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



THE SPIRIT OF SPECULATION.

Written for THE TRADESMAN.

Speculation is the bane of trade and of tradesmen. It is destructive of those finer sensibilities by which right is distinguished from wrong in business transactions; it is brutalizing in its tendency and utterly vicious in its results. No man can enter upon a career of speculation, without casting honor and honesty to the winds, for he must live and prosper by preying upon his fellows, and build his fortune upon the ruin he himself has wrought. He is but one remove from the highwayman who demands his victim's money at the muzzle of a revolver.

The speculative mania is found not only on the Wall streets and stock exchanges of the country; it affects all classes alike, from the humble laborer who earns but a dollar a day to the millionaire who counts his earnings by the hundred thousand. The latter may speculate in "futures," and stocks, and bonds, while the former "draws" on baking powder, or soap, or tea. The object of both is the same—to get something for nothing, or with as little labor as possible and in the shortest possible time.

One result of this mania for speculation has been to lead men to despise the ordinary methods by which money is to be accumulated. These are too humdrum and commonplace, too slow for the times in which we live. Hard, plodding, honest work, in the office or shop, and its sure result—a solid competence and honorable reputation—have been discarded for the rapid, if risky, methods of the wheat pit and stock exchange; and the good name, which, we are told, is "rather to be chosen than great riches," is despised for the sometimes odorous, always shady, reputation of the broker or operator.

Another and very important phase of this subject—important because its pernicious effects are felt all over the land—is found in connection with the retail grocery trade. It is the "gift enterprise," the "something for nothing" craze in another form. Gifts with tea, and coffee, and soap, and baking powder; in fact, with almost everything sold in the ordinary grocery, is the order of the day. Some customers believe that the grocer who cannot offer his customers something in the way of a "gift" is "not in it" with his neighbor who can, albeit his goods are undoubtedly of better quality. But he gives nothing, so this class of people pass his door and go to the man who does; but when the quality of these prize goods is considered, it seems strange that people with brains can be so deluded. There may be some exceptions, but they are generally trash. Take the gift coffee as an example; it is the vilest stuff imaginable, and not worth carrying out of the store, yet it is bought and used—solely because a gift goes with it. It is the same with other articles. The result of this kind of "business" is that the people, many of them, have acquired the habit of buying an inferior quality of goods, to the detriment of legitimate trade and honest goods. Moreover, many people now imagine they have a right to a gift with the goods they purchase, and to see them running from store to store in search of "gift goods" would be ludicrous were it not such a pitiful illustration of the weakness of human nature. It is a species of specu-

lation which naturally appeals to people of moderate means; the articles "given" having a flashy appearance, seem desirable to those who have not the money to purchase articles of substantial merit and greater cost. The goods themselves are generally worthless and unfit for use.

Dealers should discourage this kind of business by every means in their power; show up the quality of both goods and gifts, and educate the people up to buying good goods at honest prices. Money would be saved in the end by all concerned and legitimate trade be greatly benefitted.

DANIEL ABBOTT

East Bay Lumber Co.

Mitchell & Mahan, who have been engaged in the lumber business at East Bay since 1866, have merged their business into a stock company under the style of East Bay Lumber Co. The capital stock is \$25,000, all paid in, divided among the following stockholders in the amounts named:

Wm. H. C. Mitchell.....	\$11,040
Wm. Mitchell.....	2,000
Jas. E. Mahan.....	4,430
Chas. E. Mahan.....	4,430
Harriet A. Martin.....	3,100

The Directors are Jas. E. Mahan, Wm. Mitchell and Wm. H. C. Mitchell, and the officers are as follows:

President and General Manager—Jas. E. Mahan.

Vice-President—Wm. Mitchell.

Secretary and Treasurer—Wm. H. C. Mitchell.

The corporation acquires the property of the old firm, consisting of over 2,000 acres of land, containing 4,000,000 feet standing pine, 1,000,000 hemlock, 500,000 cedar, sawmill, and about \$4,000 worth of lumber already cut.

Monthly Meeting of Post E.

At the last meeting of Post E, Michigan Knights of the Grip, Wm. Kortlander donated a water color painting as a pedro prize, which was accepted with a cordial vote of thanks.

On motion of Mr. Gonzalez, L. M. Mills, Ben Van Leuven, C. L. Lawton, Geo. F. Owen and R. B. Hanna were appointed a committee to circulate a petition among the business men of Grand Rapids, requesting the State Board of Directors to select this city as the next place of meeting.

Mr. Groesbeck, chairman of the Committee on Hall, reported the engagement of Elk's hall for a year at an annual rental of \$40. The report was accepted.

Mr. Stowits moved that each member be assessed 50 cents per quarter for general expenses, which was adopted.

On motion of L. M. Mills, the President, Secretary and Board of Directors of the State organization were invited to be present at the next meeting of the Post, which was adopted. In case the invitation is accepted—and in all probability it will be—the meeting of May 13 will be held at 2:30 in the afternoon, so that the visitors may take the late afternoon and evening trains home.

The Drug Market.

Gum opium is decidedly firmer, on account of the unfavorable weather for the growing crop.

Quinine is steady.

Morphine is unchanged.

Sugar of milk has declined.

Short buchu leaves are lower.

Balsam of Peru has advanced.

African ginger is steadily declining.

Alcohol has declined 2c, the present schedule being as follows:

Barrels.....	\$2.23
1/2 barrels.....	2.28
10 gallons.....	2.31
5 gallons.....	2.33

All less 5c per gallon for cash in 10 days.



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Portraits, Patented Articles, Etc.

The TRADESMAN COMPANY, Grand Rapids, Michigan.



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.

Drugs & Medicines.

State Board of Pharmacy.

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

HOW TO FIT TRUSSES.

Were any one of us to talk with a dozen different druggists on the subject of truss fitting and selling, we should probably find their opinions about equally divided regarding it. Some would say that they like it, that they find it an interesting, in the main a pleasant, and a fairly profitable branch of their business; others would pronounce it a nuisance—more bother than it is worth. This difference of verdict may be due somewhat to the differences in the druggists in matters of taste and in mechanical skill, but I think it is due principally to their different modes of conducting the business. The first requisite to successful truss fitting is to have a clear conception of what a hernia is. To be able to recognize the various forms of rupture, and to know in each case in just what direction to apply pressure in order to reduce the hernia, and also to hold it most securely and at the same time most comfortably to the patient. There are published various anatomical charts which illustrate the subject. A person may gain a very good knowledge of it by studying Gray's Anatomy. In their catalogue of 1889, I. B. Seeley & Co. give a chapter on hernia, illustrated to some extent, which is well worth reading. Not least important is that part of the chapter which treats on "Affections often Mistaken for Hernia," and also the other part of the chapter, which discusses "Symptoms of Hernia often Mistaken for those of Other Affections."

The second requisite to successful truss fitting is a good outfit. No man can do good work without a good place to work in and a good assortment of good tools to work with. Under the head of outfits I would place first of all a suitable room, where one is retired, not subject to interruptions, where things are neat and clean, comfortably warm, and where trusses and tools are or can be arranged conveniently at hand. One works at a decided disadvantage when he takes his customer behind the prescription case, or down cellar, or into a back room among barrels and boxes, subject to constant interruptions, and where it is so cold that the patient in his exposed condition soon becomes uncomfortable and impatient.

Next in order comes a good assortment of trusses. By a good assortment I don't mean that one should try to keep some of every kind and style that are made, and buy every new-fangled, double-geared contraption that comes along. He should select a few good styles, which by experience he knows that he can do good work with, and then have a full assortment of sizes of these kinds. As to what is the best truss to keep, good judges would not doubt give different opinions. One thing certainly is true, that no one truss is the best truss for all cases. Were a new man in the business, just putting in a new stock, to ask me to advise him in making a selection, I should say to him, Get a few elastic belt trusses, a few soft kid-finished, light spring, French pattern, including infant sizes, and then get the greater part of your stock in hard-rubber covered trusses. Of the different styles of hard-rubber trusses I would select the ones shown in Seeley's Catalogue as Figures 3, 5 and 6 ("Hood's"). I think very highly of the Hood pattern; it seems to me to obtain the lifting pressure, resembling that which one exerts when holding a rupture on himself by

his fingers on the same side, the nearest of any truss that I have ever used. The "Crossbody" style worked well in the few cases of femoral hernia which I have ever had. For inguinal hernia I do not consider it as good as the other styles mentioned. The best way to store trusses is in boxes, with a cut showing the style of truss which each box contains pasted on the outside of the box and the sizes distinctly marked on it. The boxes should be arranged on shelves, where the marks can be readily seen.

Next to the trusses themselves one should have a vise and a good pair of large pliers, to be used in bending and twisting springs. A No. 8 vise is sufficiently large, screw driver, tape measure, alcohol stove for warming hard-rubber trusses, matches, etc., should all be in their places. And the outfit is not complete without a chair in which a patient can be gradually let down flat on his back and gradually be brought up again to a sitting position without any action on his part. Such a chair is better than a couch, because when necessary to fit a truss to a person lying down, the straining required in his rising is apt to throw everything out of place. A cheap surgeon's chair answers every purpose. In the absence of such a chair a couch is infinitely better than the floor or even some boxes.

With your room, your trusses, your vise, chair, etc., all in good shape, the next question is how to handle your patient? This is frequently a compound and a complex question. If I could do just as I would like with a patient, I should examine him, make up my mind what kind of a truss is best for his case, take a hard-rubber truss of that pattern, fit it to him, paying no attention to his suggestions, being sure to have it stiff enough to hold him, and then tell him to come again after a few days. Then, on his coming in, if I thought that I could weaken the spring so as to make it more comfortable for him and still keep the rupture secure, I would do so. That would be comparatively simple and easy work; but, as a rule, we can't do it in that way. The customer is apt to have ideas and whims, to ignore which will offend him and leave him dissatisfied, no matter how good work you may do on him; while to yield to which will insure poor results. A man who has worn a truss is apt to think that he understands the truss question and knows what he wants better than anyone else can tell him. And even a man who has never worn a truss is apt to have preconceived ideas which he is slow to relinquish. The question then, how to handle your patient, is a double one—not merely how to treat his rupture, but how to manage him. Or, as one truss fitter expressed it, "how to fit his head as well as his rupture." I don't suppose that surgeons or eminent truss fitters are troubled with this first question, but with the average druggist it is the most troublesome question in the whole truss fitting business, and, therefore, we will now give it first attention.

When a man has worn a certain kind of truss and wants another just like it, if you happen to have that kind it is usually best to give it to him, and practically let him fit himself, even though you may know that it is not the best truss for his case. You might exhaust yourself persuading him to take the kind that you know to be best for him, but most likely you would do him no kindness. Ten chances to one he would bring it back to you after a few days pronouncing it a failure, and his poor opinion of your ability as a truss fitter would be established forever. Most men wear their trusses too low; they do not understand that the aperture is above the tumor. If you place the pad where it should be, the first thing that they do is to shove it down out of place. It is the truss fitter's duty to explain to them the anatomy of the parts and why the pressure should be placed higher than they suppose, and, if possible, "educate them up" to wearing the pad where it belongs.

In cases where the patients are not attached to a truss which they have been wearing, but still are disposed to follow their own idea, make their own selection of a truss and dictate how they want it adjusted, I say to them pleasantly, "I

think I know a great deal better than you do what your case requires. If you will permit me to select your truss and fit it to you, and if you will wear it where I place it, I will guarantee that it will suit you or I will take it back and refund the money to you." When a patient proposes to take one or more of my trusses home and try them, I say, "No, you may select your truss and fit it to yourself here, and if you desire I will assist you, but I take no chances on your truss fitting. You must pay for the truss before you take it home, and after you take it home you must keep it." After a little firm but kind talk of this sort the patient will usually put himself in my hands. In talking that way to a patient I mean just what I say. I will not let any man take my trusses home and try them. If they don't fit, he doesn't know how to make them fit, and he is almost sure to bring them back, soiled more or less. I have then had my trouble and the damage to my trusses all for nothing. I will take my chances on my own truss fitting, and the patient must take his chances on his. On this point it pays to be independent and positive.

In cases where a person is strenuous for a belt truss, either because he has been tortured by a poorly fitted spring truss, or for any other reason, if I think that a belt truss will serve him fairly well I follow his preferences.

As to the best trusses for women my experience is limited. Two lady physicians have been in the habit of coming to me for trusses to fit their lady patients with; they have frequently described the cases to me and have asked my advice. From that experience I have formed the opinion that, while a woman may face the music and have a tooth pulled with less ado than a man (and dentists tell us such is the case), when it comes to a protracted discomfort they have less patience and endurance than a man; moreover, they form opinions from the looks of a truss. If a truss looks hard and uncomfortable it will hurt her when she wears it, and if it looks nice, soft, and comfortable, she will find it comfortable. Therefore, for women I would select neat, soft, kid covered French patterns, with as light springs as possible.

So much on the management of a customer. We will now consider briefly the matter of adjusting the truss. Exactly how to adapt a truss to each individual it would be impossible for any one to explain without a clinic of variety of cases, but certain general instructions may be given:

First. Insist on exposing the patient sufficiently to have a fair chance at him. Working under several layers of clothing, from undershirt to overcoat, and among a tangle of suspenders, etc., is too much like cutting a man's hair with his hat on. Take off coats, let down trousers and pin shirts up out of the way. If the patient wishes to wear the truss over his underclothing he can do so; after you get it fitted, the thickness of the clothing will probably make no difference with the set of the truss, but fitting over a shirt is blind work. Have the patient stand up straight with his heels together, and bearing his weight equally on both feet, reduce the hernia while in that position if it can be done easily. If that is not easily done, select the truss which you are to use, put your patient on the chair, reduce the hernia, hold it with your fingers while you bring him back on to his feet, then put on the truss and remove the fingers. In some very bad cases it may be impossible to remove the fingers and adjust the pad without letting the rupture partially escape. In such cases put the truss on him, get the rear adjustment all right, then put him on his back, lift up each pad, reduce the rupture, put the pad in place, then carefully bring him on to his feet. Then sit down in front of him, have him cough and change positions; if it escapes, watch and see just where it escapes. If it is possible, be sure to have the hernia completely reduced before the truss is put on. Sometimes in an old hernia certain growths or adhesions have taken place which render a complete reduction impossible. Whatever can be returned to the abdominal cavity without materially lifting the spermatic cord should be held there. Be

sure to have the truss completely holding him before you let him go. A truss that is pinching an intestine which has partly, even in a small degree, slipped by it is a very uncomfortable and often a very harmful truss. For that reason it is better to have the spring too stiff rather than too weak. It is better to say to a patient, "I think this spring is stiffer than you will need it permanently, and after you have worn it a few days, if you will come in, I will slack it up," than it is to say to him, "I want to make it as easy as possible for you; I will try a limber spring; if it doesn't hold you, I will make it stiffer." If it fails to hold him he is liable to consider you a failure and to want to try some one else. So on the start, whatever else you do or fail to do, be sure, if possible, to establish the fact that you can hold him. At this point I would emphasize again the importance of keeping a full assortment of sizes, it is too bad to fail of a perfect job just because you have to use a truss which is a size too large or too small.

Keep a record of every truss that you fit; it will be of service to you in many ways.

Rupture in infants. It is sometimes almost impossible to put onto the little fellows trusses which will be comfortable, or which will keep in place. I think that as a rule a spring truss is better than a compress, and that a soft, leather-covered French pattern is the best. A hard-rubber truss would be cooler and more cleanly, but it is more apt to slide out of place. The following device has worked well in some light cases: Take two corn or bunion plasters, stick their gummed sides together and stick them onto a piece of adhesive strip. The plasters make a good compress with the hole in the middle; place the compress on the hernia and fasten it in place with the strip. This should be changed quite frequently, and each time the strip should be fastened to a new place. If more pressure is needed an additional bandage can be attached to the compress and passed around the body.

Sometimes a person coming to the druggist for a truss brings along his physician to superintend the matter. As a rule, physicians are not practical truss fitters. I have found that the most satisfactory way in such cases is simply to tender the physician the use of your room and your assortment of trusses and leave the case entirely in his hands. If he declines your tender, as most likely he will, he will be careful not to interfere with your work to make any suggestions that will embarrass you.

H. G. COLMAN.

Toots From Ram's Horn.

The heart is the largest thing in the world, because it takes more than the world to fill it.

The world is full of people who want to do good but they are in no hurry to commence.

When we get to heaven we will all find that we have had something to do with building it.

One of the saddest sights upon which angels have to look is the life of a lonely child.

Whether we get to heaven or not is to be decided by what we love, not by what we know.

If you want to have power to lead others, learn to control the man who wears your own hat.

The woman who paints her cheeks and the man who dyes his whiskers never fool but one person.

Fear to die until you have done some good that will always live.

The man who worships a golden calf is burning incense to himself.

The strongest man in the world is the one who can best control himself.

There is nothing easier to believe than a pleasing lie about ourselves.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Wholesale Price Current.

Advanced—Balsam Peru gum opium, gum opium po. Declined—African ginger, alcohol, sugar milk.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolcum German.	65 75	Aloes	60
Boric	30	" and myrrh	60
Carbolicum	27 36	Arnica	50
Citricum	50 52	Asafetida	0
Hydrochlor	30 5	Atrope Belladonna	60
Nitrosum	100 12	Benzoin	60
Oxalicum	100 20	" Co.	50
Phosphoricum dil.	1 30 21 70	Sanguinaria	50
Salicylicum	13 5	Barbena	50
Sulphuricum	1 40 21 60	Cantharides	50
Tannicum	30 2 33	Capicum	50
Tartaricum		Ca damon	75
AMMONIA.		Castor	1.00
Aqua, 16 deg.	3 1/2 5	Catechu	50
" 20 deg.	5 1/2 7	Cinchona	50
Carbonas	13 14	" Co.	60
Chloridum	13 14	Columba	50
ANILINE.		Cunila	50
Black	2 00 2 25	Cubeba	50
Brown	80 21 00	Digitalis	50
Red	45 50	Ergot	50
Yellow	2 50 2 00	Gentian	50
BACCAR.		Gualca	50
Cubae (po 40)	40 45	Zingiber	50
Juniperus	80 10	Hoscyamus	50
Xanthoxylum	25 30	Iodine	75
BALSAMUM.		" Colicless	50
Copaiba	45 50	Ferri Chloridum	35
Peru	21 75	Kino	50
Terabin, Canada	60 65	Lobelia	50
Tolutan	35 50	Myrrh	50
CORTEX.		Nux Vomica	50
Abies, Canadian	18	Opil	50
Cassia	11	" Camphorated	50
Cinchona Flava	18	" Deodor	2.00
Euonymus atropurp.	30	Aurant Cortex	50
Myrica Cerifera, po.	20	Quassia	50
Prunus Virgin.	12	Rhatany	50
Quillaja, grd.	10	Rhel	50
Sassafras	12	Cassia Acutifol.	50
Ulmus Po (Ground 15)	15	" Co.	50
EXTRACTUM.		Serpentaria	50
Glycyrrhiza Glabra	24 25	Stromonitum	60
" po.	33 35	Tolutan	60
Haematox, 15 lb. box	11 12	Valerian	50
" 1s.	13 14	Veratrum Veride	50
" 1/4s.	14 15		
" 1/8s.	16 17		
FERRU.			
Carbonate Precip.	2 15		
Citrate and Quinia	2 30		
Citrate Soluble	2 80		
Ferrocyanidum Sol.	2 50		
Solut Chloride	2 15		
Sulphate, com'l.	9 2		
" pure	2 7		
FLORA.			
Arnica	18 20		
Anthemid	30 35		
Matricaria	40 50		
FOLIA.			
Barbena	20 20		
Cassia Acutifol, Tin-			
nively	25 28		
" "	35 50		
Salvia officinalis, 1/4s			
and 1/8s.	15 25		
Ura Ural	80 10		
GUMMI.			
Acacia, 1st picked	2 75		
" 2d	2 45		
" 3d	2 30		
" sifted sorts	2 25		
" po	60 80		
Aloe, Barb. (po. 60)	50 60		
" Cape, (po. 20)	2 12		
Socotri, (po. 60)	2 50		
Catechu, 1s, 1/4s, 1/8s	2 1		
" 10	55 60		
Ammoniac	30 35		
Asafetida, (po. 35)	50 55		
Benzoinum	50 55		
Camphora	55 58		
Euphorbium po	35 40		
Galbanum	22 50		
Gamboge, po	70 75		
Gualacum, (po. 30)	2 25		
Kino, (po. 1 10)	2 15		
Mastic	2 40		
Myrrh, (po. 45)	2 40		
Opil (po. 4 50)	3 30 2 40		
Shellac	30 38		
" bleached	33 35		
Tragacanth	40 1 00		
HERBA—In ounce packages.			
Absinthium	25		
Eupatorium	20		
Lobelia	25		
Majorum	25		
Mentha Piperita	25		
" Vir	25		
Rue	30		
Tanacetum, V.	22		
Thymus, V.	25		
MAGNESIA.			
Calcined, Pat.	55 60		
Carbonate, Pat.	20 22		
Carbonate, K. & M.	20 25		
Carbonate, Jennings	35 36		
OLEUM.			
Absinthium	3 50 2 40 00		
Amygdalae, Dulc.	45 75		
Amygdalae, Amarae	8 00 25 25		
Anis	1 70 21 80		
Aurant Cortex	2 30 2 40		
Bergamit	3 25 2 30 50		
Cajuput	60 65		
Caryophylli	80 90		
Cedar	35 65		
Chenopodii	61 60		
Cinnamoni	90 21 00		
Citronella	2 45		
Conium Mac	35 65		
Copaiba	80 90		

Morphia, 2 P. & W.	2 30 2 45	Seldits Mixture	2 30	Lindseed, boiled	54	57
S. N. Y. Q. &		Sinapis	2 18	Neat's Foot, winter		
C. Co.	2 10 2 35	" opt.	2 30	strained	80	85
Moschus Canton	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	38	43
Myristica, No 1	65 70	Voes	2 35	PAINTS.		bbl. lb.
Nux Vomica, (po 20)	2 10	Snuff, Scotch, De Voes	2 35	Red Venetian	1 1/4	2 3/4
Nos. Sepia	20 22	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/4	2 3/4
Pepsin Saac, H. & P. D.	20 22	Soda Carb.	1 1/2 2	" Ber	1 1/4	2 3/4
" Co.	2 00	Soda, Bi-Carb.	3 1/2 4	Putty, commercial	2 1/4	2 3/4
Picis Liq, N.C., 1/4 gal	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/4	2 3/4
Picis Liq, quarts	2 00	Soda, Sulphas	50 55	Vermilion Prime Amer-		
" pints	2 00	Spts, Ether Co	50 55	ican	13 16	
Pil Hydrarg, (po. 80)	2 50	" Myrcia Dom.	2 25	Vermilion, English	65 70	
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 30	Green, Peninsular	70 75	
Piper Alba, (po 5)	2 3	" Vini Rect. bbl.	2 30	Lead, red	6 1/2 7	
Pix Burgun	2 7	Less 5c gal, cash ten days	2 23 2 33	Whiting, white Span.	2 70	
Piumbi Acet	14 15	Strychnia Crystal	1 40 21 45	Whiting, Gilders	2 70	
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	2 1/2 3 1/4	White, Paris American	1 0	
Pyrethrum, boxes H	2 1 25	" Roll	2 1/2 3 1/4	Whiting, Paris Eng.	1 40	
& P. D. Co, doz.	2 1 25	Tamarinds	8 10	Pioneer Prepared Paint	20 21 4	
Pyrethrum, pv.	15 25	Terebenth Venice	25 30	Swiss Villa Prepared	1 00 21 20	
Quinia, S. P. & W.	25 34	Theobromae	45 50	VARNISHES.		
" S. German	21 30	Vanilla	9 00 21 60	No. 1 Turp Coach	1 10 21 20	
Rubia Tinctura	12 14	Zinci Sulph.	7 8	Extra Turp	160 21 70	
Saccharum Lactis pv.	20 23			Coach Body	2 75 3 00	
Salacin	1 75 21 80			No. 1 Turp Furn	1 00 21 10	
Sanguis Draconis	40 50			Extra Turp Damar	1 55 21 60	
Sapo, W	12 14			Japan Dryer, No. 1	70 75	
" M	10 12					
" G	2 15					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6.00 Castor Oil 75 9.50 Diamond 50 5.60 Grease 80 9.00 Mica 75 8.00 Paragon 55 6.00		BAKING POWDER. Acme. 1 lb. cans, 3 doz 45 1 lb. " 2 " 45 1 lb. " 1 " 1.60 Bulk 10 10 Arctic. 1 lb. cans 60 1 lb. " 1.30 1 lb. " 2.00 1 lb. " 9.60 Fosfon. 5 oz. cans, 4 doz. in case 80 16 " 2 " 2.00 Red Star, 1 lb. cans 40 1 lb. " 75 1 lb. " 1.45 Telfer's, 1 lb. cans, doz 45 1 lb. " 85 1 lb. " 1.50 Our Leader, 1 lb. cans 45 1 lb. " 75 1 lb. " 1.50 Dr. Price's, per doz Dime cans 90 4-oz 1.33 6-oz 1.30 8-oz 2.47 12-oz 3.75 16-oz 4.75 2 1/2 lb 11.40 4 lb 18.25 5 lb 21.60 10 lb 41.80		FRUITS. Apples. 3 lb. standard 1 05 York State, gallons 3 00 Hamburg 1 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 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 Shepard's 2 20 California 1 65 Monitor 1 65 Oxford 1 65 Pears. Domestic 1 20 Riverside 2 10 Pineapples. Common 1 00 Johnson's sliced 2 50 Grated 2 75 Booth'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 lb 1 30 1/2 lb 80 Tongue, 1/2 lb 1 35 1 lb 85 Chicken, 1 lb 95 Vegetables. Beans. Hamburg stringless 1 25 French style 2 25 Limas 1 35 Lima, 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 1 30 Soaked 75 Peas. Hamburg marrofat 1 35 early June 1 50 Champion Eng 1 50 petit 1 75 fancy sifted 1 00 Mushrooms. French 17@22 Pumpkin 95 Squash 1 25 Hubbard 1 25 Succotash 1 40 Hamburg 85 Soaked 1 50 Honey Dew 1 50 Erie 1 35 Tomatoes. Hancock 1 25 Excelsior 1 25 Eclipse 1 40 Hamburg 1 40 Gallon 3 25		Gold Medal. Skim 9 @12 1/2 Brick 11 Edam 1 00 Leiden 23 Limburger 210 Pineapple 235 Roquefort 235 Sap Sago 232 Schweitzer, imported, domestic 24 CATSUP. Blue Label Brand. 2 75 Half pint, 25 bottles 4 50 Pint 3 50 Quart 1 doz bottles 3 50 Triumph Brand. Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes 40 COCOA SHELLS. 35 lb. bags 23 Less quantity 23 1/2 Pound packages 6 1/2 COFFEE. Green. 30 Rio. 21 1/2 Fair. 21 1/2 Good. 23 1/2 Prime. 23 1/2 Golden. 23 Peaberry. 25 Santos. Fair. 21 Good. 22 Fancy. 24 Maracaibo. 23 Milled 24 Java. 25 Private Growth 27 Mandehling 28 Mocha. 25 Arabian. 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 c. per lb. for shrinkage. Package. McLaughlin's XXXX 22.80 Bunola 60 or 100 lb. case. Extract. Valley City 1/4 gross 75 Felix 1 15 Hummel's, foll. 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 90 ft. 2 10 Jute 60 ft. 90 72 ft. 1 00 CONDENSED MILK. 4 doz. in case. 7 40 Eagle 7 40 Crown 6 25 Genuine Swiss 7 70 American Swiss 6 70 COUPON BOOKS. TRADESMAN'S 1 5 "Superior." 2 50 2 50 3 50 4 00 5 00 6 00 ENVELOPES. No. 1, 6 1/2 \$1.75 No. 2, 6 1/2 \$1.60 No. 3, 6 1/2 \$1.50 No. 4, 6 1/2 \$1.40 No. 5, 6 1/2 \$1.30 No. 6, 6 1/2 \$1.20 No. 7, 6 1/2 \$1.10 No. 8, 6 1/2 \$1.00 No. 9, 6 1/2 \$0.90 No. 10, 6 1/2 \$0.80 No. 11, 6 1/2 \$0.70 No. 12, 6 1/2 \$0.60 No. 13, 6 1/2 \$0.50 No. 14, 6 1/2 \$0.40 No. 15, 6 1/2 \$0.30 No. 16, 6 1/2 \$0.20 No. 17, 6 1/2 \$0.10 No. 18, 6 1/2 \$0.05 No. 19, 6 1/2 \$0.02 No. 20, 6 1/2 \$0.01		AXLE GREASE. doz gross Aurora 55 6.00 Castor Oil 75 9.50 Diamond 50 5.60 Grease 80 9.00 Mica 75 8.00 Paragon 55 6.00		BAKING POWDER. Acme. 1 lb. cans, 3 doz 45 1 lb. " 2 " 45 1 lb. " 1 " 1.60 Bulk 10 10 Arctic. 1 lb. cans 60 1 lb. " 1.30 1 lb. " 2.00 1 lb. " 9.60 Fosfon. 5 oz. cans, 4 doz. in case 80 16 " 2 " 2.00 Red Star, 1 lb. cans 40 1 lb. " 75 1 lb. " 1.45 Telfer's, 1 lb. cans, doz 45 1 lb. " 85 1 lb. " 1.50 Our Leader, 1 lb. cans 45 1 lb. " 75 1 lb. " 1.50 Dr. Price's, per doz Dime cans 90 4-oz 1.33 6-oz 1.30 8-oz 2.47 12-oz 3.75 16-oz 4.75 2 1/2 lb 11.40 4 lb 18.25 5 lb 21.60 10 lb 41.80		FRUITS. Apples. 3 lb. standard 1 05 York State, gallons 3 00 Hamburg 1 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 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 Shepard's 2 20 California 1 65 Monitor 1 65 Oxford 1 65 Pears. Domestic 1 20 Riverside 2 10 Pineapples. Common 1 00 Johnson's sliced 2 50 Grated 2 75 Booth's sliced 2 50 Grated 2 75 Quinces. Common 1 10 Raspberries. Red 1 30 Black Hamburg	
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SPICES.

Whole Stewed.

Allspice	10
Cassia, China in mats	7
Batavia in bund	15
" Saigon in rolls	32
Cloves, Amboyna	22
" Zanzibar	12
Mace Batavia	50
Nutmegs, fancy	75
" No. 1	70
" No. 2	60
Pepper, Singapore, black	10
" white	30
" shot	16

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	18
" and Saigon	25
" Saigon	35
Cloves, Amboyna	22
" Zanzibar	18
Ginger, African	16
" Cochinchina	20
" Jamaica	22
Mace Batavia	70
Mustard, Eng. and Trieste	25
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	15
" white	34
" 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.	14
Granulated, boxes	14

SAUERKRAUT.

Gold Medal	25
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SEEDS.

Anise	12 1/2
Canary, Smyrna	6
Caraway	10
Cardamom, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 1/2
Mustard, white	10
Poppy	9
Rape	6
Cuttle bone	30

STARCH.

20-lb boxes	6
40-lb "	5 1/2
Gloss	5 1/2
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	22 1/2
60 5-lb. "	2 00
28 10-lb. sacks	1 85
20 14-lb. "	2 25
24 3-lb. cases	1 50
56 lb. dairy in linen bags	32
28 lb. " drill	16 18

Warsaw.

56 lb. dairy in drill bags	32
28 lb. " "	18

Ashton.

56 lb. dairy in linen sacks	75
Higgins	40

Solar Rock.

56 lb. sacks	27
Common Fine	27

Saginaw.

Manistee	85
Manistee	85

SALERATUS.

Packed 60 lbs. in box	5 1/2
Church's	5 1/2
DeLand's	5 1/2
Dwight's	5 1/2
Taylor's	5

SOAP.

Allen B. Wrisley's Brands	3 50
Old Country, 80 1-lb.	3 50
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 80
Mottled German	3 80
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

Lantz Bros. & Co.'s Brands.

Acme	4 00
Cotton Oil	6 00
Marshall's	3 95
Maffer	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	85 98
Powdered	5 61
Granulated	5 30
Extra Fine Granulated	5 42
Cubes	5 61
XXXX Powdered	5 98
Confé Standard A	5 33
No. 1 Columbia 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 73
No. 13	4 67
No. 14	4 35

SYRUPS.

Barrels	22
Half bbls.	24

Pure Cane.

Fair	19
Good	25
Choice	30

SWEET GOODS.

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

VINEGAR.

40 gr.	7 28
50 gr.	8 28

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	217
Good	230
Choice	24
Choicest	32
Dust	10 12

SUN CURED.

Fair	217
Good	230
Choice	24
Choicest	32
Dust	10 12

BASKET FIRED.

Fair	18 20
Choice	25
Choicest	32
Extra choice, wire leaf	40

GUNPOWDER.

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

OOLONG.

Common to fair	23
Common to fair	23
Superior to fine	30

YOUNG HYSON.

Common to fair	18 26
Superior to fine	30 40

ENGLISH BREAKFAST.

Fair	18 22
Choice	24 28
Best	40 50

TOBACCO.

Pails unless otherwise noted	20
Bazoo	27
Can Can	27
Nellie Bly	27
Uncle Ben	27

Hiawatha.

Sweet Cuba	60
McGinty	27
" 1/2 bbls.	25
Dandy Jim	24
Torpedo	24
" in drums	23
Yum Yum	23
1892	23
" drums	22

Plug.

Sorg's Brands	38
Joker	29
Nobby Twist	39

Scotten's Brands.

Kylo	26
Hiawatha	38
Valley City	34

Finzer's Brands.

Old Horesty	40
Jolly Tar	32

Smoking.

Catlin's Brands	17
Kiln dried	19
Golden Shower	19
Huntress	23
Meerschaum	29
American Eagle Co.'s Brands	40
Myrtle Navy	40
Stork	30 32
German	15
Frog	38

Banner Tobacco Co.'s Brands.

Banner	16
Banner Cavendish	38
Gold Cut	28

Scotten's Brands.

Warpath	15
Honey Dew	30
Gold Block	36

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

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

Leidersdorf's Brands.

Rob Roy	26
Uncle Sam	28 32
Red Clover	32
Clauding & Merrick	32
Tom and Jerry	35
Traveler Cavendish	28
Buck Horn	30
Plow Boy	30 32
Corn Cake	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene	8 1/2
Water White, old test	7 1/2
" W. Headlight, 150	7 1/2
Water White	6 3/4
Naptha	7
Stove Gasoline	6 3/4
Cylinder	27 3/4
Engine	13 21
Black, 15 cold test	8 3/4

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
Green	2 1/2 3 1/4
Full	2 1/2 4 1/2
Dry	5 2 5
Kips, green	3 2 1/2
" cured	5 2 1/2
Calfskins, green	4 6 5
" cured	7 2 8
Deaconskins	10 2 8

No. 2 hides 1/4 off.

Shearlings	10 2 25
Lambs	25 21 50

WOOL.

Washed	20 22 3
Unwashed	10 22 0

MISCELLANEOUS.

Tallow	4 2 5
Grease butter	1 2 2
Switches	1 1/2 2 2
Ginseng	2 00 2 75

Outside prices for No. 1 only.

Badger	50 21 00
Bear	15 00 25 00
Beaver	3 00 27 00
Cat, wild	40 25 00
Cat, house	10 25 00
Fisher	4 00 26 00
Fox, red	1 00 1 60
Fox, cross	3 00 25 00
Fox, grey	50 21 00
Lynx	2 00 23 00
Martin, dark	1 00 23 00
" pale & yellow	50 21 00
Mink, dark	40 22 00
Muskkrat	03 17 00
Opposum	15 20 30
Otter, dark	5 00 25 00
Raccoon	25 00 25
Skunk	1 00 21 25
Wolf	1 00 23 00
Beaver castors, 1 lb.	2 00 25 00

Thin and green.

Long gray, dry	20
Gray, dry	25
Red and Blue, dry	35

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test)	65
No. 2 Red (60 lb. test)	65

MEAL.

Bolted	1 40
Granulated	1 65

FLOUR.

Straight, in sacks	3 60
" barrels	3 85
Patent " sacks	4 60
" barrels	4 80
Graham " sacks	1 70
Rye " "	1 90
Buckwheat	3 90

MILLETSTUFFS.

Less quantity	
Brans	816 00
Scruggs	14 00
Middlings	17 00
Mixed Feed	18 50
Coarse meal	18 00

CORN.

Car lots	45
Less than car lots	50

OATS.

Car lots	38
Less than car lots	40

HAY.

No. 1 Timothy, car lots	13 50
No. 1 " ton lots	14 50

FRESH MEATS.

Beef, carcass	6 1/2 8
" hind quarters	7 2 9
" fore "	5 1/2 6
" loins, No. 3	10 11
" ribs	8 2 9
" rounds	6 1/2 7
Bologna	6
Pork loins	11 1/2

" shoulders

Sausage, blood or head	7
" liver	7
" Frankfurt	9

Mutton

Veal	7 1/2 8 1/2
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FISH and OYSTERS.

F. J. Dettenhalter quotes as follows:	
FRESH FISH.	
Live broilers 1 lb to 1 1/2 lb	
each, per doz	4 50 25 00
Live broilers less than 1 lb each, per doz	2 00 23 00
Whites	2 9
Trout	8 9
Halibut	15 15
Ciscoes or Herring	6 6
Bluefish	10 10
Fresh lobster, per lb	20
Cod	10 12
No. 1 Pickerel	2 9
Pike	8 8
Smoked White	10 10
Finnan Haddies	10 10
Red Snappers	12 12
Columbia River Salmon	20 20
Mackerel	15 15

OYSTERS—CANS.

Fairhaven Counts	240
F. J. D. Selects	233
Selects	228
Anchor	23
Standards	226

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess	17 50
Short cut	20 00
Extra clear pig, short cut	21 00
Extra clear, heavy	21 00
Clear, fat back	21

Early Tuesday morning Mr. Rick met Mr. Crawley. The Honorable Erastus was on his way to a train that would take him to the State Capital.

"You are the very man I want to see," he exclaimed. "What's all this I hear about Bodson? Discharged, is he? What in tarnation were you thinking about, to quarrel with him now?"

"Why, Erastus," gasped Andrew, "you were the very one to tell me to do it."

"Consarn it all," replied the old man hotly, "there are more ways of getting a man out of your house than kicking him down the steps."

"I didn't kick him," retorted Mr. Rick, warming up. "I didn't even discharge him. He discharged himself."

"It's all the same. Why did you let him do it? You know that bill comes to a vote to-morrow, and you'll bust up everything. Why in thunder didn't you make him hold on?"

Mr. Rick was exceedingly wroth, but the ruling passion was still strong. "You attend to the bill," he said, "and I'll attend to this."

Mr. Crawley was in a hurry, but he tarried long enough to add with great earnestness, "For the Lord's sake, fix it up somehow!"

Whatever his other faults may have been, Mr. Rick was a man of action. He took the dilemma by the horns. He went to see Mr. Reed. He no longer dictated; he entreated.

"Paul," he said, with unwonted humility, "if you will get me out of this, there isn't anything in the world that I won't do for you."

"All right," replied Reed sentimentally. "Get out of it."

"But how?"

"Ask the commissioners to vote for Miss Bodson, and invite the Colonel to come back into your office."

"You know that I can't do that. I've promised Crawley, and I must keep my word. Colonel Bodson is welcome to take his place again, but the school position—"

"Well," interrupted Reed, "I'm just revising a nice little editorial that is to come out in the *Quantico Weekly* the morning the commissioners meet to elect a teacher. I happen to own a large part of that great organ of popular opinion. Here it is. It is headed, 'Andy Rick's Handy Tricks,' and it is full of salt for your wounds," Mr. Rick took the proof and slowly read it, as if it were a death sentence.

"You wouldn't do that?" he implored.

"Oh, yes, I will, unless you agree to certain things. When is that bill to be voted on?"

"Crawley said he'd get it through to-morrow."

"How is your health?"

"All right."

"There is where I differ from you. It seems to me that you are going to be ill for a few days. Do you feel any symptoms?"

Something began to dawn on the mind of Rick, and he said he didn't know; he was not positive either way.

"Well, you do look as if you need rest. You will, therefore, please get sick to-night and be sure that you do not show yourself until Sunday morning. In the meanwhile it will be well for you not to hinder you convalescence by thinking of school appointments."

"Reed, you don't intend—"

"Never mind what I intend. I'll save

you if you'll do as I say; but if you don't get sick and stay sick, 'Andy Rick's Handy Tricks' goes into the *Quantico Weekly* Saturday morning."

Mr. Rick did not arise from his bed the next morning, and his indisposition continued throughout the day. Late in the evening a telegram came announcing the passage of the railroad bill. He felt like celebrating, but it was out of the question. Then came the hardest part of it all—the enforced confinement during the rest of the week.

"I hardly know what's the matter with Andrew," said Mrs. Rick to Miss Julia Bodson, who had called to inquire for him, bringing with her a dainty pudding for the invalid. "Sometimes I think it's his liver, and then again I believe it's nervous prostration. He says all he needs is rest, but the doctor has given him a lot of medicine which seems to be doing him good."

Not even the artless Jane knew that the medicine was promptly administered out of the window; and the old gardener who found a lot of pills on the ground is still speculating as to what variety of seed they were.

* * *

Saturday came. The contest was to be settled and the contestants were in town. With Mr. and Mrs. Crawley was Miss Mary in a new dress, tight shoes and abundant ribbons. She was trembling in the expectation of the honor. Mr. Crawley rushed to the house of Mr. Rick, but was informed that he could not be seen. He came back mumbling words with the odor of brimstone.

The commissioners met. Paul Reed was there. The first vote taken resulted in four for Miss Julia Bodson and one for Miss Mary Crawley. Just after the election was announced a letter was sent to the board, and in it Miss Bodson thanked the gentlemen for their kindness and regretted extremely that the circumstances were such that she could not accept the honor. Then, the election of Miss Mary Crawley followed.

Reed went up to explain matters to the invalid. "It was this way," he said, "Miss Bodson applied for the school place before I asked her to be my wife, and as long as she had applied she was too proud to be defeated, and I honor her for it and did all I could to help her cause. Andrew, I'm glad to see you looking so much better."

"I knew all along," put in Mrs. Rick, "that when you got to fighting for Julia, it would turn out this way. You couldn't help falling in love with her. I must say that I'm glad that both of you had pride enough to make her win. But, my! Wasn't old Mrs. Crawley as mad as a hornet, to think that a Bodson had beat a Crawley, even though Mary did get the place?"

Later in the evening Andrew grew strong enough to dress himself and go down stairs. He picked up the *Quantico Weekly*. There was no editorial in it on "Andy Rick's Handy Tricks."

LYNN R. MEEKINS.

We sometimes think we need more grace, when all we need is more rest.

No man believes the Bible to be true who is not trying to be true to the Bible.

Had the woman who gave the two mites been trying to see how many tickets she could sell for the concert in the temple to help repair the roof, it may be that she would not have attracted the Lord's attention.

YOURS FOR THE ASKING.

Write your name and address upon a postal card, mail it to the TRADESMAN COMPANY, Grand Rapids, Mich., and you will receive by return mail samples and price list of its several styles of coupon books, which are the most comprehensive, concise and convenient system ever devised for the handling of credit transactions in any mercantile line, or for reconciling the unrest of cash customers where both cash and credit sales are made indiscriminately.

These books are now in use by over 25,000 retail merchants in all parts of the country and in every case they are giving unqualified satisfaction, as they enable the dealer to avoid all the losses and annoyances incident to the pass book and other antiquated charging systems.

We were the originators of the coupon book system and are the largest manufacturers in the country, having special machinery for every branch of the business. If you wish to deal at headquarters, you are our customers.

Tradesman Company,
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.

A DREAM.

Written for THE TRADESMAN.

Footsore and weary with the trials and perplexities of life, I lay me down upon a grassy knoll and fell into a deep sleep. And, as I slept, I dreamed a dream. I dreamed I was spirited away and set down in a strange place which seemed to be a desolate plain, out of which rose a precipitous mass of earth and rocks. The sides were steep and craggy, and the summit, which was at a great elevation, was level, broad, and had the appearance of a luxuriant tropical garden. It was an enchanting scene, and I gazed long and earnestly at the giddy height. Soft music came to my listening ears as I sat upon that dusty plain. I saw men sitting upon richly cushioned divans beneath vine-clad bowers of Edenic loveliness, while others were reclining upon couches of ease in cool and shady nooks. Great clusters of luscious grapes hung over their heads, and the costliest of oriental rugs were at their feet. And, as I looked, I beheld a beautiful female figure come from the center of the garden, bearing golden trays laden with the most delicious fruits and the juices thereof, and these she placed at the feet of her favorites.

A bedlam of sounds proceeding from the base of the mountain attracted my attention, and I beheld there a great multitude of men engaged in a frantic attempt to scale the mountain and enjoy the enchanting garden above. For a short distance the mountain sides were covered with climbers, while at the foot thousands were pushing and struggling in a mad scramble to find the easiest places to make the ascent. I noticed particularly that nearly all of them, before they reached a certain altitude, relinquished their hold and fell back to the ground, to try some other place. I noticed, also, that a smaller number gained higher levels before falling back, and, as I looked, I saw one reach the summit. He seized the golden rail with one hand, and the female figure caught him by the other and helped him over the balustrade into the garden, where she placed a laurel wreath upon his brow and a golden scepter in his hand. I observed that those who fell from high altitudes very seldom rose again so high. As I looked still closer, I saw the ladders which extended from the ground to the summit. They were attached to the rough and uneven surface, following the irregular indentations and projections of the mountain sides, making the ascent hazardous and extremely difficult.

My curiosity was now fully aroused, and I longed for an explanation of the strange scene. And, as I sat and wondered, an old man appeared before me. And he opened his mouth and spoke, saying:

"Harken unto me, O, man, and I will give you an explanation of the strange scene you are beholding. This is a picture of mercantile life. Yonder high and scraggy mass of earth and rocks that looms and frowns upon us is the mountain of mercantile life, up whose steep and slippery sides every man must climb who would

reach the beautiful garden of ease and comfort which you observe located at the top, and which represents the rock-supported plateau of wordly success. The beautiful female you saw gliding so gracefully about among the bowers of that enchanting eminence, serving those to whom she is so especially devoted, is the Goddess of Fortune. She carries in her golden girdle the ponderous keys which unlock the great storehouse of nature represented by the mountain before you. This charming goddess is said to be a fickle jade. She frowns upon the struggling masses clinging to the rocks below, while she is devotion itself to all who reach the sacred enclosure. She will not extend a helping hand to any man until he has grasped with firm hold, by his own indomitable pluck, the lower rail of that enclosing balustrade. Then her scorn gives place to the sweetest of smiles, and she crowns him with the laurel wreath of victory, and invests him with the golden scepter emblematical of the power and influence which ever accompany the acquisition of wordly success.

"Those winding, twisting, frail looking ladders extending up the rough and uneven sides, now following some deep depression where they are lost to view, now extending over some sharp projecting rock—those represent the various branches of business; and although the difficulties encountered by the climber, in making the ascent, vary in each case, the sum total of the difficulties met by way of any one ladder does not vary materially from that of any other. This teaches you that, as capital always tends to an equilibrium in profits, one kind of business pays in the long run as well as another. It also teaches you that, as 'There is no royal road to learning,' neither is there a cushion-seated hydraulic elevator running up the mountain side of business life to the pinnacle of success.

"You will observe that the masses who swarm the base are worn out with fret, worry and the loss of energy. They rush hither and thither looking for elevators which do not exist. They mount a ladder with careless indifference as to their climbing capacities, and when the first difficulty is encountered the majority of them relinquish their hold and drop to the ground, to try some other ladder. Others reach higher points before loosening their hold. But it matters not at what point the white feather is shown, the vacillating aspirant for Fortune's favors must drop to the ground; he may not step from one ladder to another and maintain his point of altitude—he must descend to the place of beginning. Every ladder must be mounted at the bottom. This teaches you that the experiences gained in any one line of business are helps in that business only, and that, when that business is surrendered, the experiences go with it."

"How is it," quoth I, "that one so wise as you should wander, in your old age, on this dusty and desolate plain? Why are you not reclining on a bed of roses on that proud eminence yonder, where the ambient air is redolent with the fragrance of delicious spices, and where sweet music greets the ear?"

The old man heaved a heavy sigh, and, pointing his bony finger at the surging multitude, he said:

"Look there! My life was spent in that tempest of excitement. I was too

timid to rise above the common level. I was too unsteady of purpose—too vacillating to cling tenaciously to one undertaking. I was too impatient to reach the top, and the first difficulty encountered drove me back to search for other ladders whereby I might sooner make the ascent. I advanced and retreated; seized and let go; dropped this and took up that; climbed and fell, until advancing years and wasted energies sounded the death knell of all my hopes and aspirations.

"Return, now, to the practical world of consciousness, and, when you again buckle on the armor, remember what you have seen and heard.

When I awoke from the dream, I went on my way, feeling that I, too, had been tattered and torn by the sharp angles of the rocks protruding between the bottom rounds of those ladders.

E. A. OWEN.

MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

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.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

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 30 p.m.
6 00 a.m. Atlantic and Pacific 10 45 p.m.
1 00 p.m. New York Express 5 40 p.m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 6:55 a.m.; returning, leave Detroit 4:40 p.m., arriving at Grand Rapids 10:00 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee 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., G. H. & M. R.Y.
Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.
Ar. Toledo at 1:10 p.m. and 10:30 p.m.
Return connections equally as good.

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

DETROIT, LANSING & NORTHERN R. R.

JAN. 22, 1893

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. DET. 7:45am *1:30pm 6:05pm
Ar. G. R. 12:55pm *5:25pm 10:30pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:30am 4:15pm Ar. G. R. 11:50am 10:40pm

TO LOWELL VIA LOWELL & HASTINGS 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
City. South. North.
For Traverse City and Saginaw 6:45 a.m. 7:30 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 3:10 p.m. 10:10 p.m.
From Chicago and Kalamazoo 8:35 p.m.
Train arriving from south at 8:45 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.

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

SLEEPING & PARLOR CAR SERVICE.

NORTH
7:30 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. 2:00 p.m. 11:30 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.
11:30 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:05 a.m. 3:10 p.m. 11:45 p.m.
Ar. Grand Rapids 2:20 p.m. 8:35 p.m. 6:45 a.m.
3:10 p.m. through Wagner Parlor Car. 11:45 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive
6:55 a.m. 10:00 a.m.
11:35 a.m. 4:40 p.m.
5:30 p.m. 9:05 p.m.

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

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

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

CHICAGO AND WEST MICHIGAN R.Y.

NOV. 20, 1892

GOING TO CHICAGO.

Lv. G.R. 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. 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. 3:55pm 10:45pm

TO AND FROM MUSKEGON.

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

TRAVERSE CITY, MANISTEE & PETOSKEY.

Lv. G. R. 7:30am 12:30pm 5:35pm
Ar. Manistee 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. 82
G'd Rapids, Lv	6 50am	10 20am	3 25pm	11 00pm
Ionis, Ar	7 45am	11 25am	4 27pm	12 00am
St. Johns, Ar	8 30am	12 17pm	5 20pm	3 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.

The Wonderful Ride of J. A. C. Meng.

From the St. Louis Globe Democrat.

You have heard of Sheridan's noted ride,
And of Putnam's down the stair,
And of Paul Revere, to memory dear,
And of Jennie McNeill, the fair;
You have heard of Tam O'Shanter's ride,
And of William of Deloraine,
And a hundred lies that I despise
And treat with cold disdain.

But Meng is no soldier with battle scars,
No hero of old romance,
No chivalrous knight with harness bright
And world-defying lance.
His name is not found in history's page,
For glory he gives not a straw;
He's only a drummer, or traveling bummer,
As they call them in Arkansas.

He rode from Verner to Williamsburg,
The aforesaid J. A. C. Meng,
He hired a pony, both shaggy and bony,
A poor little bit of a thing.
He carried one grip that contained his blanks,
For he had some collections to make.
The pony was slow but Meng had to go,
So he cut a long cane from the brake.

At first he tried coaxing the gentle brute,
But he found that wouldn't do,
So he gave her the rein and laid on the cane,
And away that pony flew.
He had just an hour to ride five miles
And see a couple of men,
And catch the train or else remain
Till it came next day again.

So he slackened not his speed for the corduroy,
He galloped through the mud and slough,
He jumped the huge logs and plunged through
the bogs,
And the wind through his whiskers blew;
Whitened with foam and spattered with mud,
The pony was thumping and lame,
And Meng, it is said, was almost dead,
But he got there all the same.

The Judas Hair.

For many centuries vulgar prejudice in Europe has associated red hair with villainy, untrustworthiness and deceit. A collection of proverbs published in 1512 says: "Proud are the short, untrustworthy the red haired," while a French proverb, known to be over 500 years old, says: "Salute a red-haired man, or a bearded woman, at thirty feet off with three stones in thy fists to defend thee if need be." From very ancient times all pictures of Judas, the betrayer of Christ, were painted with great shocks of red hair, falling well down on the shoulders. This and the fact that the Judas of the miracle plays was always provided with red hair worked the ignorant classes of the middle ages up to such a pitch of superstition that in many places it was actually unsafe for a red-headed person to appear in public. Things came to so serious a pass that several writers of the sixteenth century felt it incumbent on them to write in defence of flame-colored locks. Says one of them: "A brave head, covered with red hair, is nothing else but the sun in the midst of his rays, yet many speak ill of it because few have the honor to be so." The adjective, "Judas-colored hair," and many similar allusions are often met with in writings of the older authors. In "As You Like It," Rosalind says of Orlando, "His very hair is of that dissembling color," to which Celia replies, "Something browner than Judas'."

How to Detect Poisonous Cheese.

FAIRFIELD, Mich., April 19.—Is there any way to determine if cheese be poison without eating it? Can it be tested with some kind of paper? What kind? How? Where can the paper be procured?

A. A. B.

Dr. Victor C. Vaughan, who discovered the active principle of cheese poison and named it tyrotoxinon, recommends the use of blue litmus paper for the detection of poisonous cheese. He says that if a piece of litmus paper be applied to the freshly cut surface of a cheese, and the moisture therefrom immediately gives the paper an intensely red appearance, the cheese may well be regarded with suspicion. While all new or green

cheese feebly and slowly reddened blue litmus paper, only the poisonous cakes give the intense and instantaneous reaction. If the cheese is dry, a bit of it may be moistened with water and the paper then applied. Blue litmus paper may be obtained at any drug store.

The Grocery Market.

Sugar—The market is strong and the demand enormous, giving ground for the belief that still higher prices will shortly rule. The shortage of the Cuban crop is now estimated at 20 per cent., instead of 22 per cent., as set forth in an earlier estimate. Dealers can make no mistake in buying sugar, even at present quotations, as the market is bound to go higher by the time the fruit season is reached.

Syrup—Corn goods are now within $\frac{1}{2}$ c of the lowest price ever known at this market.

Fish—Whitefish and herring are lower. Other lines are unchanged.

Coffee—Brazilian grades continue to depreciate in value, and package manufacturers have declined their quotations $\frac{1}{2}$ c.

The Dry Goods Market.

American prints are $\frac{1}{2}$ c cheaper. Dress cambrics are $\frac{1}{2}$ c cheaper. A. C. A. ticks are $\frac{1}{2}$ c lower. Bleached and brown cottons remain the same. Dress goods which retail at 25@50c are scarce in certain shades, such as reds, tans and blacks. Pattern lengths of prints sell well, both in light and dark assortments.

Chas. C. Kritzer, President and General Manager of the Kritzer Milling Co., at Newaygo, has relinquished the management of the business and removed to Grand Rapids to take a position as office assistant for Butterworth & Lowe. The management of the Newaygo business now devolves upon Will H. Kritzer, who also occupies the position of Secretary of the corporation.

The most miserable man in the world is the one who can't enjoy his pleasures for fear they won't last.

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 @ 75c per doz.

Cider—13@15c per gallon.

Cranberries—Practically out of the market.

Eggs—Dealers pay $1\frac{3}{4}$ and hold at 15c. Picklers and cold storage men are offering as high as $13\frac{1}{2}$ c and competition among the latter for cold weather eggs may send the price up $4\frac{1}{2}$ c higher.

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

Lettuce—Hot bed stock commands 14c. Hot house stock is firmly held at 15c per lb.

Maple Sugar—Handlers pay 8 @ 9c, holding at 10 @ 11c per lb.

Onions—Lower and weaker. The selling price has dropped to \$1.25 per bu.

Parsnips—40c per bu.

Pieplant—4c per lb.

Potatoes—The market is weaker and about 5c per bu. lower, buyers having reduced their paying price to 55c.

Radishes—35c per doz. bunches.

Spinach—75c per bu.

Strawberries—Lower, commanding \$2.40 per case of 24 pints.

Tomatoes—\$4 per 6 basket crate.

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

Bananas—Higher in the East and the market is firm, while the local market is glutted and dealers are selling away below the market.

Oranges—Lower on account of large stocks.

Lemons—Firm and higher.



WILLIAM CONNOR.

William Connor will be at SWEET'S HOTEL, FRIDAY, NEXT, APRIL 21st, and two following days.

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.

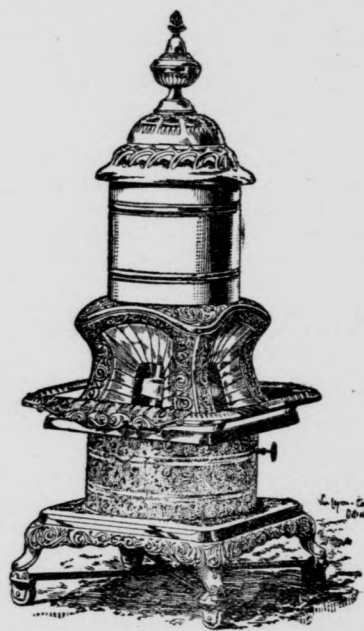
We always guarantee excellent fits and well made garments.

"An ounce of prevention is worth a pound of cure."

This is the time of year a little heat is necessary.

The "**PERFECT**" Oil Heater

Supplies it, saving the building of fire in your stove or furnace.



Catalogue and Price List furnished on application.

FOSTER-STEVENS
& CO.
MONROE ST.

Michigan Bark & Lumber Co.,



Successors to

N. B. CLARK & CO.

18 and 19 Widdicomb Building.
We are now ready to make contracts for the season of 1893. Correspondence solicited.

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.

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.

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.

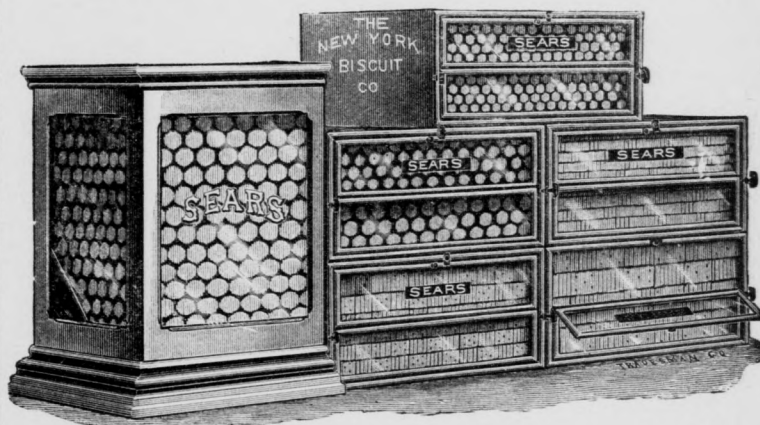
BEANS

W. T. LAMOREAUX CO.,

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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.

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, 1 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.