

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, MAY 10, 1893.

NO. 503

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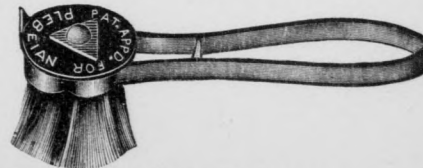
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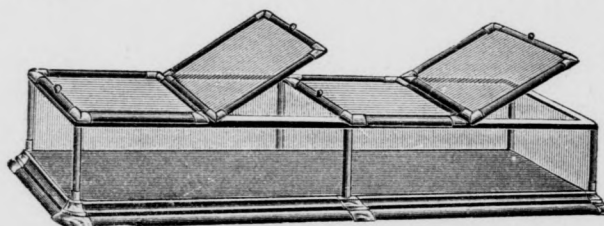
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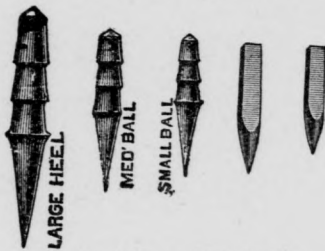
MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MAY 10, 1893.

NO. 503

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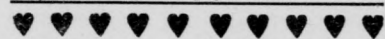
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THE TALE OF A HAT.

An Eastern-bound train on the Northern Pacific was plunging through one of the loneliest regions of Montana. On the left the passengers looked out upon the tawny current of the Yellowstone, skirted along its farther bank by the semblance of ruined walls and battlements of antique masonry, which a nearer view constantly resolved into strange formations of mingled rock and clay, worn and hollowed into a thousand fantastic shapes by the action of the elements. On the right there seemed no suggestion of human life beyond the track of the railway itself, except when the shrill whistle of the locomotive signaled its approach to some small station with high-sounding name and metropolitan prospects.

Perhaps the most populous cities through which they passed were those of the prairie-dogs, whose little inhabitants were wont to sit—each separate household upon its own roof of sand—gazing curiously after the thundering monster of the train. Here and there beside the track, the bleached skeleton of a buffalo gleamed white among the purple blossoms of the prickly pear. Sometimes a startled herd of antelopes disappeared with long, graceful leaps into the dim distance, or a solitary wolf climbed the irregular wall of some solitary butte.

But, despite the desolate grandeur without, a merry company of travelers inside the Pullman whiled away the hours with conversation, games or congenial books, as the fancy of each directed.

In due time came the welcome announcement, "Dinner served in the dining car."

Among those who rose in response to the invitation was Miss Ellice Gray, a fair-faced New England girl, returning with a party of friends from a month's pleasuring in Yellowstone Park. But, alas! just as the door of her own car closed behind her, and she extended her hand to a gentleman who paused to assist her to the platform of the next, the wind—that ruthless practical joker of the plains—lifted the brim of her jaunty traveling hat with one swift, impudent puff, and tossed it, buoyed up by its long curling feather, far into the fast receding wilderness. Its fair owner herself barely escaped a far more serious fate, for in her frantic grasp for the flying hat, she so nearly lost her balance, that, but for the strong arm of her companion, she might have fallen beneath the whizzing wheels.

Loud and heartfelt were the expressions of sympathy from her lady friends, when Miss Gray, with her soft wavy brown hair much blown about and disheveled, returned to her seat, and her temporarily irreparable loss was made known. "What a horrid shame!" "Such a love of a hat!" "What can you do about it?" were a few of the exclamations poured into her ears.

The young lady, however, accepted the situation with great coolness.

"It was a pretty hat," she said, smiling ruefully—"quite too pretty for me. Per-

haps some dusky Sioux belle may find and wear it! Porter," as that important official paused with a visage whose woeful measure was accurately adjusted to the length of Miss Gray's generous "tip" at the beginning of the journey. "Porter, I suppose it is perfectly impossible that anybody else should pick it up?"

"Not quite impossible, lady, nothing is impossible," rejoined the sable philosopher, "but improbable, in my opinion—entirely so."

"Then you leave me a hope!" she cried with animation, and drawing a card from her hand-bag, she wrote an address upon it. Something hard and shining fell with the card into the dusky palm extended to receive it.

"Thank you kindly, lady. If the hat stopped anywhere east of the Rockies, I'll find it for you, and that's a fact."

"I shall expect it! I shall be—let me think!"—counting deliberately upon her slender fingers—"one—two—three—just three weeks in Chicago. You see I am giving you plenty of time. If it does not come, I shall buy another on the very afternoon before I take the eastern train—not one moment sooner."

A gentleman of the party who had been industriously ransacking his portmanteau, now came forward with a pretty embroidered smoking cap. Miss Gray's deft fingers soon transformed this timely offering into a toque, which, once settled upon her head, proved so bewitchingly becoming that all regrets for the lost hat were at once banished by general consent.

Meanwhile, far back in the lonely country left behind, an engineer, with his corps of assistants, worked through the long day with quadrant and measuring chains, and at evening, too weary to reach the nearest settlement, built their campfire of dry sage brush, not far from the track of the railway. Supper over, the men wrapped themselves in their blankets and lay down to sleep. The chief alone was wakeful, and as the full moon rose gloriously over the vast silent plain, he walked slowly too and fro, with folded arms, busy with his own thoughts.

Henry Lennox was a splendid specimen of manhood. Tall, erect, with keen eye, strong arm and cool nerve, he had preserved, through all his rough experiences, the clean conscience and tender heart of his childhood.

Just now, some inexplicable longing for home seemed to possess him.

"It is boyishly weak of me," he said to himself, at last, "but I would give six months' pay to see my mother to-night."

As he spoke, he suddenly observed a dark object on the ground, at a little distance. At first sight, he thought it to be some small animal, but, wondering that it made no effort to escape, his curiosity prompted a nearer inspection. As he bent over it, in the bright moonlight, a strange, uncanny sensation crept over him, tingling to his fingers' ends. Could it be! Impossible! But it was a lady's hat! He lifted it softly as if it had

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WITH THE PHILA. PAT. FLAT OPENING BACK
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been a sleeping infant, and the long curling feather clung about his fingers as if with responsive tenderness. He turned it over and over in his hands, inhaling the indefinable perfume which emanated from it. On the wings of that faint, delicious odor he seemed wafted back to home and civilization. Visions of fair faces floated before him, and strains of half-remembered music sang to his inner ear. The narrow velvet hat-band seemed, all at once, with magical elasticity, to surround the whole world of gay and genial friendships which he had renounced for a life in the wilderness. He half believed himself dreaming, and the hat in his hand only a visible fragment of his strange, homesick mood. But nay! the delicate combination of chip, velvet and drooping plume was an all too tangible mystery.

He slept at last, and an ideal face, with tender, laughing eyes looking out under the rolling brim of the magic hat, smiled on him in his dreams.

His first waking moment verified his strange discovery. There lay the hat, prettier than ever, now that the daylight revealed its delicate wood-shades.

The blank amazement of his comrades was followed by much good-natured chaffing, which Lennox bore with apparent equanimity, although with inexpressible inward revolt. He would gladly, if possible, have concealed the hat from all eyes—even the touch of another seemed to profane something which was his own peculiar possession.

His perplexity was short. Arrived at the nearest railway station, with his dainty treasure-trove, he was met by the enquiring telegram of the energetic porter. Even then, he found himself oddly reluctant to relinquish it. With his own hands he wrapped it in the softest paper, and committed it to the suggest of boxes, and with the slightest perceptible tremor, he wrote the address:

Miss ELLICE GRAY,
GRAND PACIFIC HOTEL,
CHICAGO, ILL.

He, himself, intrusted it to the care of the express messenger, and heard, with almost a sinking of heart, the warning whistle of the out-going train.

"I may be losing my mind!" he said to himself, as he gazed blankly after the receding cars, "but—we shall meet again!"

Two months later, Lennox was recalled to take charge of an important work on the Eastern seaboard.

Not to a living soul would he have confessed for what he vainly looked in railway or street car, or rattling omnibus or crowded street. Sometimes, for a single moment, he thought he had discovered the object of his search, but the likeness melted away, like a mirage, as he approached. Neither the pages of the hotel register, nor the memory of the clerk afforded the slightest clue to a personality which was only a name and—a hat!

"A pretty name!" he thought, saying it over to himself—"Ellice—Ellice Gray! It suits the girl who would choose those shades of brown—a tender, proud, fearless creature with hazel eyes and hair bronze in the light! The very girl for a sister—or a wife!" Then, lower still—in the very depths of his own consciousness—he whispered, "I will find her."

But such fanciful dreams in no way interfered with the practical duties of a very busy life. The enterprise of which Lennox was in charge progressed to the entire satisfaction of all interested. He was cited as a man rapidly rising in his profession. Many hospitable doors were open to him, but his work left him little time for general society.

One of the workmen whom he employed was badly injured one day, by the falling of a timber, and was conveyed to the city hospital. Lennox was greatly distressed at the accident, for the man had been a favorite with him, and several times took occasion to visit him at the hospital and ascertain his progress toward recovery.

One afternoon, as he made his way to the accustomed corner, he noticed that a lady visitor was there before him. She was bending over the bed, in low conversation with the sick man, and neither observed his approach. He marked the delicate contour of her figure, and the unconscious grace and tenderness of her attitude. Suddenly his heart gave a great leap. What was it that crowned the shapely head and drooped above the shining coils of brown hair? The cool young engineer had never had greater need than now to control his rapid pulse and school his face to the composure fitting a stranger and a gentleman.

"I went to see your wife, yesterday, as I promised," the lady was saying, in a soft, clear voice. "She was much better, and the baby—dear little fellow!—was laughing and crowing in a way that would do your heart good to hear. And your wife sent you her dearest love, and bade me tell you to keep up good heart, and that she was quite comfortable, and would be able to come and see you after a little."

"God bless you, miss!" answered the man's feeble voice, as, with one weak hand, he tried to brush away a tear. "You've took a weight off my mind, for Mary was hard sick the day I was hurt, and I didn't know what might have happened. Mr. Lennox—that's my boss, you know—would 'a' seen to it, if I'd asked him, but he's so busy that I didn't like to. Why, here he is now!"

The lady turned quickly, and Lennox took the man's hand. She would have withdrawn with a gentle bow, had not Lennox interposed, with courteous entreaty. "Do not let me send you away!" and to the sick man, "Warren, will you introduce me to your friend, that I may be able to thank her for her kindness to you?"

"It is Mr. Lennox, Miss Gray! Excuse me, but I had a notion that everybody knew him because I did!"

"Many people do know Mr. Lennox who have never had the pleasure of a personal acquaintance," said the lady, with a smile, while the young man felt himself blushing like a school boy, at the implied compliment. "I think, however, that we have a mutual friend. You know my cousin, Archie Farrington, Mr. Lennox?"

"Archie Farrington—your cousin! If I had but known! Why did he never speak to me of you?"

A slight, surprised uplifting of the eyebrows recalled Lennox to consciousness of the amazing incoherence of his speech. A second time he felt the blood surge to the very roots of his hair. He could have beaten himself in his passion of

mortification. By a supreme effort, he regained his self-control.

"I beg your pardon, Miss Gray! But, if you will trust your cousin's friendship for me sufficiently to allow me to walk a little way with you, when you leave the hospital, I will try to explain."

"I forgot that you were a new acquaintance, Miss Gray," said Lennox, as they gained the street, "in my pleasure at meeting again your hat and feather!"

For an instant she flashed at him a look of amazed inquiry, then, with swift intuition, she exclaimed, "It was not you? It cannot be possible that it was you?"

"But it was!" There was an exultant gleam in the frank eyes. "You could never imagine what a sweet messenger that hat was to me! It became a personality, Miss Gray! I vowed to find it again. Fate has been kind to me!"

There is no need to finish the story, since the imagination of the sympathetic reader cannot go far astray. One fact only remains to be chronicled. When, a year later, Mr. Henry Lennox and his bride-elect were discussing the plans of their wedding journey, the lady might have been heard to say:

"But I cannot be married in that hat, Henry! I really cannot! And with my lovely traveling dress, too! It is too absurd! Why, even the shape is two years old!"

"Two or twenty, my darling! what does it matter? It is as precious to me as if every thread were spun gold. I vowed, long ago, that it should cover my wife's head! She will wear it for my sake?"

It was the crucial test of love, my lady reader!

The chip was a little faded, the velvet slightly worn at the edges, the ostrich plume slightly limp from the effect of some untimely dampness; but the brave brightness of the sweet face, on the bridal morning, might have glorified a far shabbier hat and feather.

MARY STANSBURY.

You can tell more about a man's character by trading horses with him than you can by hearing him talk in prayer meeting.

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Pepper Information in a Nutsell.

From the Merchants' Review.

Pepper is the name applied to several aromatic berries that are used as condiments, or for seasoning. There are four distinct kinds or species, which are distinguished in commerce as black pepper, capsicum (or red) pepper, long pepper, and Guinea pepper.

Black pepper, of which there are a number of species, is the product of a slender climbing plant or vine; it is a perennial plant, and cultivated extensively upon the slopes of mountains in the southern parts of both Indian peninsulas, particularly on the coast of Malabar, Sumatra, especially the west coast, Java, and other islands in the Indian Archipelago.

Generally the culture is not difficult, and two crops are yielded annually, but the produce is subject to great fluctuations. The stem of the pepper plant entwines round its support to a considerable height, the flexible branches then droop downward, bearing at their extremities as well as other parts, spikes of green flowers, which are followed by the pungent berries; these hang in large bunches resembling in shape those of grapes, but the fruit grows distinct on little stalks like currants.

Each berry contains a single seed, which is of a globular form and at first is of a bright red color, but by drying in the sun it changes to nearly black; it is corrugated on the surface, in taste it is hot and fiery, and its odor is slightly aromatic. These are the peppers of commerce; the largest, heaviest, and least shriveled are the best. The leaves somewhat resemble those of the ivy, but they are larger and of a lighter color; they partake strongly of the aromatic and peculiar smell and pungent taste of the berry. The plant is propagated by shoots, which do not produce fruit the first three years; the fourth year they come into bearing and yield an increasing produce until the eighth year; they then gradually decline and rarely bear for more than two or three years longer. When in full vigor the pepper plant is very prolific; each bunch usually contains from twenty to thirty berries, and sometimes as much as six or seven pounds of pepper is obtained from one tree. The time of the pepper harvests on the western coast of Sumatra is usually about September or October for the larger, and March or April for the smaller one.

The pepper plantations in Malabar are being most carefully cultivated, not a weed is to be seen, every species of litter is removed, and if the season be dry the plants are watered with unremitting assiduity. There are numerous sorts of black pepper, known or named from the different locations in which they are grown. The first and finest is the "Malabar" pepper, which is generally very solid, heavy and particularly aromatic and pungent. The "Singapore" has a much darker berry, not so plump or heavy, and is the pepper most generally imported here. "Javas," "Sumatras," "Penangs," "Siams," "Malaccas," etc., are all more or less distinguished by their lightness in weight and peculiar shades of darkness of the pepper corn. Pepper is again divided in Singapore into three sorts, the first the "Molucca," which is the best and heaviest, the second, "Caytongee," and the worst sort, "Negaree," which last is the most abundant. This is a small pepper usually full of dust; it is much lighter than the others, and is the Sumatra pepper we generally find in our market. By distillation a green colored matter is obtained from pepper; this is partly resinous and partly oily, and to this the pepper owes its pungent quality.

The black and white sorts of pepper are both from the same plant. The best and finest white peppers are from the largest and best developed berries, selected and allowed to remain on the vine to ripen; they are afterward decorticated or freed from their dark coat by maceration in water; they should be very plump and heavy, possessing a smooth surface. There are three grades of white pepper known in the trade—the "Tellicherry," which is particularly fine and always commands a very high price;

second, the "coriander white," so called from its close resemblance to the seed of that name—this also is very fine; third, the ordinary white, which is often bleached to imitate the former two, but it makes a sad imitation, and is very easily detected. The Tellicherry and the coriander are packed in cases of about 200 pounds each, with marked tare on each case. The ordinary white is packed in bags of about 150 pounds, with 2 per cent. tare, with an allowance of one pound each package; the latter comprises the principal shipments of white pepper to this country. The consumption of white pepper in this country is very small compared with the amount consumed in the European countries.

Confidence among Business Men.

Mutual and general confidence is the basis of all successful business, and confidence is impossible unless men live up to the principles which they profess. Some sneer at the expression, "Commercial Morality," and intimate that it is only a variation of "Honor among Thieves" but that conclusion is obviously wrong. Commercial morality implies that it's exemplar is worthy of trust. The idea that business is a sort of legalized theft—a system in which success depends upon slyly getting the best of other people—is far more common than is good for the community; consequently the man who lives up to the principles of commercial morality is gratefully held up for the admiration of his fellows. It would be idle to deny that humanity is almost as absolutely dependent upon the business community as upon the solid earth upon which it lives. No amount of wisdom, forethought or precaution on the part of the average member of the community can avert the general disaster that follows a great betrayal of confidence in business.

All of our financial panics were the results of sufficient causes which were in operation long before the final crash, but when the crisis came, it was not through general suspicion, but because some individual or institution, previously supposed to be trustworthy, failed to meet its obligations and was unable to explain honorably its default. The great panic of 1857, which paralyzed the commercial world so long that confidence was barely restored at the outbreak of the civil war, was precipitated by the failure of a single loan and trust company, and not a large one either; no great amount of money had been lost, but a more important factor, confidence, had disappeared. Confidence is worth far more than actual capital in most business transactions. For instance, all the money in the United States, could it be gathered together in a single large city, would not suffice to conduct the business of that city were actual cash the sole medium of purchase and sale.

Credits, notes, drafts and checks constitute the machinery by which exchanges are facilitated, where most business is done, and these are as sensitive to commercial disturbances as the barometer to a change of weather. Not one firm in twenty could do business at a profit on its actual cash capital. It must trust and be trusted, counting on bills receivable to liquidate bills payable, springing as eagerly as a sentry or a spy upon any one who shows the slightest sign of shirking his financial responsibilities.—*Chautauquan.*

Beware of "Cheap Goods."

In the April number of *Wide Awake* a little story is told which will be appreciated by every wide awake merchant:

Two brothers, Willie and Johnny, set up a lemonade stand the other day.

A gentleman was their first patron. Willie's sign read:

"Lemonade 4 cents a glass."

Johnny's modest announcement was:

"Lemonade 2 cents a glass."

Being a man with an eye to the fact that "A penny saved is a penny earned," the customer bought a glass of Johnny's lemonade, paid the 2 cents due and casually inquired, "Why is yours cheaper than your brother's?"

"Cos mine is the lemonade that the puppy fell into."

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

Purity. Quality. Price.

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

WE ARE THE PEOPLE in our line.

THE PUTNAM CANDY CO.**POTATOES.**

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value.

Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,

Commission Merchants,

166 So. Water St., Chicago

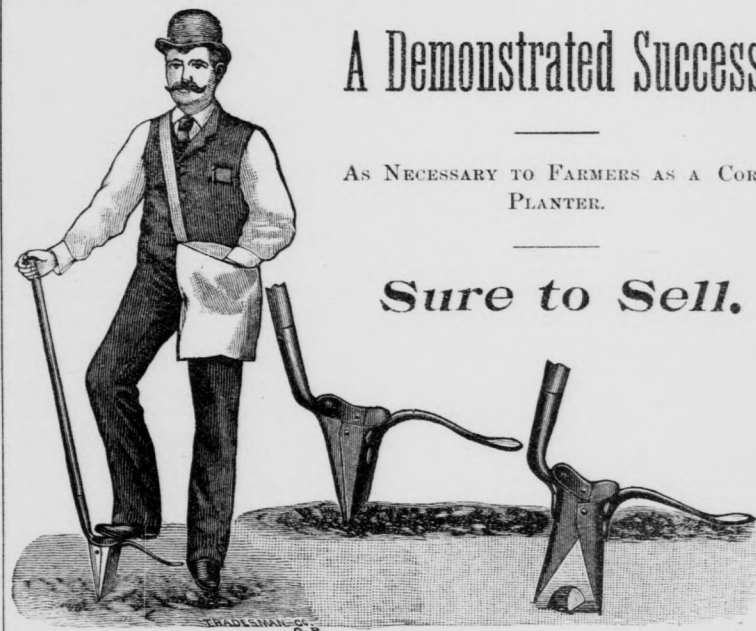
THE ACME HAND POTATO PLANTER.

Simple, Durable, Practical.

Used by Hundreds of Farmers.

A Demonstrated Success.

AS NECESSARY TO FARMERS AS A CORN PLANTER.

Sure to Sell.

(PAT. MAY, 1888.)

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

FOR SALE BY

FLETCHER, JENKS & CO.,
DETROIT, MICH.

FOSTER, STEVENS & CO.,
GRAND RAPIDS, MICH.

Price, \$24 per Dozen.

Liberal Discount to Dealers.

AMONG THE TRADE.

AROUND THE STATE.

Morley—Frank Bark succeeds W. H. Hicks in the drug business.

Sparta—Hinman & Miller succeed L. E. Paige in the drug business.

Akron—Jnc. E. Higgins succeeds R. Myrick in the grocery business.

Ridgeway—A. J. Sutton succeeds Sutton & Arner in general trade.

Saginaw—Zarnko Bros. succeeds Fred Zarnko in the grocery business.

Cass City—T. H. Hunt succeeds C. D. Striffler in the grocery business.

Plainwell—W. D. Case succeeds J. N. Hill in the grocery business.

Detroit—Patterson & Spurr succeed Patterson Bros. in the meat business.

Detroit—Schulte Bros. succeed Jos. Schulte & Son in the grocery business.

Northville—Rollin A. Purdy succeeds B. A. Wheeler in the grocery business.

Traverse City—G. A. Johnson has opened a new drug store on Union street.

Ridgeway—E. Harrison succeeds Harrison & Bannister in the meat business.

Clyde—Wood & Goodfellow succeed Johnson & Wood in the grocery business.

Saginaw—Banghart Bros. have purchased the meat business of Chas. May.

Bay City—W. C. Grisdale & Co. succeed Samuel Beard in the hardware business.

Pine Creek—V. J. Stimson has sold his hardware and grocery stock to Chas. DeBow.

Caledonia Station—Chas. S. Spaulding succeeds A. W. Stow in the meat business.

Hartford—V. E. Manley is succeeded by Wm. Bennett in the hardware business.

Allegan—Cook, Baker & Co. succeed Cook & Baker in the planing mill business.

Plainwell—Reynolds & Stewart succeed T. W. Reynolds in the planing mill business.

West Bay City—John Frank succeeds Mrs. Mary Schwartz in the flouring mill business.

Richville—Horrlein & Hoerauf are succeeded by Hoerauf & Schwab in general trade.

Adrian—Baker & Shattuck, pork packers and wholesale cheese and produce dealers, are succeeded by Baker, Shattuck & Co.

Watervliet—F. L. (Mrs. G. M.) Gardner is succeeded by Bieldly & Son, of Eau Claire, in the grocery, boot and shoe and crockery business.

Detroit—O. B. Cook & Co., wholesale liquor dealers have removed from Saginaw to this place.

Adrian—The Adrian Packing Co. succeeds Lambie & Humphrey in the packing of vegetables.

Marcellus—Moon & Remington are succeeded by Moon & Mohny in the hardware business.

Mason—Hall & DuBois, dealers in drugs, have dissolved, C. H. Hall continuing the business.

Hudson—Kirkup & Roney, grocery dealers, have dissolved, John Roney continuing the business.

Marquette—F. W. Hathaway & Co., meat dealers, have dissolved. The business will be continued by F. W. Hathaway.

Marion—Durham Bros. are erecting a shingle mill here. The frame is up and a portion of the machinery is in place.

Allegan—D. J. Renihan has retired from the hardware firm of Turner & Renihan. The business will be continued under the same style by the remaining partner, R. C. Turner.

Cheboygan—W. & A. McArthur have merged their sawmill, flour mill, lumber and general merchandise business into a stock company under the style of W. & A. McArthur Co., Limited.

Eastport—Wm. Zeran has purchased the drug stock of L. E. Bockus, of Central Lake, and will remove his drug stock from this place to Central Lake and consolidate it with the stock purchased there.

MANUFACTURING MATTERS.

Saginaw—L. P. Mason purchased 1,000,000 feet of lumber last week at prices ranging from \$18 to \$21. He also purchased a lot of selects at \$28, and says the stock was cheap at that figure.

Sault Ste. Marie—Penoyar Bros., of Oscoda, who own a large tract of timber in this vicinity, have made the citizens of Sault Ste. Marie a proposition to locate a large saw and planing mill here. Action will be taken at an early day.

Clare—Frank Bracy is building a small sawmill near Moore's Crossing, having taken a contract to manufacture 5,000,000 feet of timber for the Tucker Mercantile Co. The capacity of the mill is estimated at 25,000 feet daily. The timber is hardwood and hemlock.

Saginaw—Green, Ring & Co.'s mill will cut Canada logs largely this season. This firm was established twenty-eight years ago by Green, Hardin & Co., since which time it has undergone several changes in management. The plant of the firm covers an area of forty acres, and about 150 men are employed.

Owendale—John G. Owen's sawmill is in operation, although the country being flat and very wet, has somewhat hindered handling of logs. He has taken out the band mill put in a year ago and replaced it with a circular, the logs being too small to handle profitably with a band saw.

Saginaw—Reports from interior points are that all of the railroad sawmills are fairly stocked, and nearly all of them are running. The season's outlook is regarded by railroad lumbermen as unusually favorable, as they do not have to drum up trade as formerly. A large portion of the stock cut on the Flint & Pere Marquette and Mackinaw division of the Michigan Central has been contracted for by yard dealers in the Saginaw Valley.

Manistee—Shipping hemlock piece stuff green is unusual in the market, but buyers have been so urgent that at most of the mills they are putting it down in flat pile and getting \$7.50 for it green on dock here for strictly short lengths. Hemlock shingles seem to take well, and those of our mill men who make them are realizing good prices and getting a lot of new customers. The trade on second grade shingles is very strong, and there is also a heavy demand for cull shingles.

Boyne City—W. H. White, of the firm of W. H. White & Co., was in Manistee last week trying to purchase from the Manistee & Northeastern Railroad some rolling stock for their new road between Boyne City and Boyne Falls, about seven miles, which will be operated for freight and passengers, and also for a logging road. White & Co. have in sight about

the largest quantity of hemlock and hardwood in this region, and have about fifteen years' run now secured, so that they are probably safe in any permanent improvements they may make.

Rose City—The French Land & Lumber Co. has sold the fifteen year cut of basswood on its lands near this place to D. H. Burrell & Co., of Little Falls, N. Y., and Wyandotte, Mich. The purchasers are erecting mills here for the purpose of converting the basswood logs into heading. The plant will consist of three buildings—the mill proper, 40x60 feet area, engine house, 30x40 feet, and a dry kiln, 18x64 feet. They will employ sixty hands, and the plant will be in operation early in August. The French Land & Lumber Co. will also erect a saw, shingle and planing mill here this season.

Kalamazoo—The hardware stocks belonging to Edwards & Chamberlin and the late C. H. Dickinson will be consolidated and the business merged into a stock company under the style of the Edwards & Chamberlain Hardware Co. The corporation will have a capital stock of \$40,000, all paid in, divided among twelve stockholders, as follows: A. K. Edwards, C. M. Chamberlin, H. B. Peck, E. Woodbury, C. A. Peck, G. L. Gilkey, N. H. Stewart, J. F. Cowgill, O. M. Allen, Anthony Hill, George E. Bardeen and S. A. Gibson. The directors are A. K. Edwards, C. M. Chamberlin, H. B. Peck, N. H. Stewart and J. F. Cowgill. The officers are as follows: President, C. M. Chamberlin; Vice-President, H. B. Peck; Secretary and Treasurer, A. K. Edwards; General Managers, A. K. Edwards and C. M. Chamberlin.

Twelve Trite Maxims.

The President of the London Chamber of Commerce gives twelve maxims for success, which he says he has followed through twenty-five years of business experience:

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to be overcome.
6. Treat failures as stepping stones to further efforts.
7. Never put out your hand further than you can draw it back.
8. At times bold; always prudent.
9. "Men say—what do they say? Let them say."
10. Make good use of other men's brains.
11. Listen well; answer cautiously; decide promptly.
12. Preserve, by all means in your power, "a sound mind in a sound body."

A Four Cent Check.

A well-known Wall street broker has pasted up in a conspicuous place in his office a bit of paper, which is regarded as one of the financial curiosities of the street. It is a certified check for 4 cents drawn on one of the National banks of New York. This 4 cent derelict—the bank accountants probably have a stronger name for it—has now been "out" several years, and it is probably a constant cause of irritation to the bank people, who now must necessarily take a balance 4 cents out of the way as a true one. It is not known what means the drawee of this check used to induce the teller to certify it, but they were undoubtedly potent ones, as may be learned by any one who will present for certification a check for anywhere near a like amount, even though the drawee's name be good for ten thousand times the amount at the bank at which it is presented. The teller would probably hold it and give a "cashier's check" for a like amount in place of it. If the party didn't like that he could cash—or do the other thing. The bank would most

likely pay a considerable premium to get hold of that 4 cent. check, as once did the "Old Lady of Threadneedle Street" in an instance of this kind recorded by a writer in *London Notes and Queries* for July 1, 1882. By some misadventure a note for one penny stamped with the "promise to pay" of the Bank of England got into circulation in 1818, and for many years gave the cashiers much trouble with their accounts. "About fifteen years ago," says the writer in *Notes and Queries*, "it was brought to the bank, but the owner, not wisely, would not take a penny for it, and I believe the bank settled the transaction by giving him £5."

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—CLEAN STOCK OF GROCERIES. Doing a good business in the booming city of Owosso. Will invoice \$2,200. Will sell for \$1,000. Address 221 N. Washington St., Owosso, Mich. 724

FOR SALE—A GOOD PAYING RETAIL lumber, coal, lime and agricultural implement business; situation good; reasons for selling on application. Address box 108, Richland, Mich. 723

FOR SALE OR EXCHANGE—FRUIT EVAP- orator and cider mill located at Jackson, Mich. Will sell cheap or trade for timbered land, city property or anything I can use; reason for selling, have other business. Lock box 18, Byron, Mich. 720

FOR SALE—ONLY HARDWARE STOCK IN town of 6,000 inhabitants in Central Michigan. Four factories in place. Good schools and churches. Sales, 1892, \$7,000. Best of reasons for selling. A rare chance for person with small capital. Address No. 721, care Michigan Tradesman. 721

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

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately, as desired. Cheap for cash. Chas. E. Williams, 60 Carrier street, Grand Rapids. 693

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—A SITUATION AS HARDWARE clerk. Four years experience; best of reference given. Address E. J. Goodrich, Benton Harbor, Mich. 719

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

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.

WANTED—I WANT A BOOT AND SHOE stock in exchange for a sawmill, camp outfit, 400 acres of land and 1,500,000 hardwood and hemlock timber. James McDonald, Benton Harbor, Mich. 725

FOR RENT OR SALE—A STORE BUILDING at Mongo, Ind. A tip top place for general store. A. A. Wade, Lima, Ind. 722

FOR SALE—A MEAT MARKET AND BUILD- ing, ice and slaughter house in the village of South Boardman, Michigan. A good chance for a good butcher to make some money. Address G. B. Stanley, South Boardman, Mich. 716

FOR SALE—WISHING TO DEVOTE ALL MY time to the manufacture of medicines, extracts, etc., will sell my retail drug stock at a bargain. Stock worth between \$2,000 and \$3,000. Address Theo. Kemink, 83 West Leonard St. 717

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

GRAND RAPIDS GOSSIP.

Floyd J. Everhart, who has served the Putnam Candy Co. for several years as city oyster salesman, will shortly open a grocery store at the corner of Eleventh and Turner streets.

The Grand Rapids contingent of the Michigan Wholesale Grocers' Association left for Detroit Monday evening to attend the annual meeting of the organization, which is being held there to-day.

The New York Biscuit Co. will shortly relinquish its present office to the shipping department, taking possession of new quarters now being fitted up for the purpose at the north end of the factory.

The C. E. Smith bakery stock and fixtures, at 308 Jefferson avenue, were recently taken possession of by the mortgagee, J. P. Moran. At the sale last week, the goods were bid in by the mortgagee.

H. E. Finch has moved his grocery stock from the corner of Wealthy avenue and Henry street to West Leonard street. The building will be lowered to the level of the street, when it will be occupied by Annie (Mrs. Albert) Southwick with her grocery stock.

The city millers have advanced the paying price of wheat 3 cents per bushel, without making a corresponding advance in flour. If this thing occurs again, it will be in order for some one to apply to the proper tribunal for the appointment of a commission to pass upon the mental condition of the millers.

Gripsack Brigade.

J. K. Gaskell, superintendent of the traveling force of Jas. J. Kirk & Co., Chicago, was in town a couple of days last week.

"Windy" Hawkins is celebrating the advent of the fifth daughter at his house. He has wisely come to the conclusion that boys are not good things to have around.

The traveling salesman who has a thousand friends and only a hundred customers is not an exceptionally valuable man.

F. E. Moulton, traveling representative for Bostwick, Brown & Co., of Toledo, met with an unpleasant accident in a hardware store at Owosso last Tuesday. An axe slipped out of his sample case, striking his foot in such a manner as to cut an ugly gash.

M. S. Brown, who has covered the trade of Eastern Michigan several years for Lambert & Lowman, of Detroit, has engaged to cover the same territory for the Hazeltine & Perkins Drug Co. Mr. Brown was in the house last week long enough to post up, and started out Wednesday on his initial trip for the new connection. He will continue to reside in Saginaw, the same as heretofore.

One of the most welcome traveling salesmen who visit the wholesale trade of this market is Mrs. C. E. Dwight, who comes to this city every sixty days for J. P. Primley, the gum manufacturer of Chicago. On the death of her husband, six years ago, Mrs. Dwight accepted the position of public librarian of Dubuque, Iowa, which position she filled with credit to herself for four years. Two years ago she went on the road for her present employer. Her territory comprises the jobbing trade of the States east of the Mississippi River. She has met with remarkable success from the

start—probably due to the fact that her sex consumes most of the product she sells—and is, withal, a lady of culture, dignity and retiring manner, who honors the calling she has chosen to pursue.

Farm Machinery: Commercial travelers when on the road meet with so much indifferent coldness and so many rebuffs that they naturally feel the need of kindlier treatment when among their employers. Low-spirited they return to headquarters, frequently only to meet with carping criticism and fault-finding. In the clear light of sober judgment all this harassing seems calculated to do little else than tear the heart out of a man and drive him to seek employment with some other firm. "It is well enough," says a well-known authority, "to apprise a man of his error, but he never should be 'nagged' at." The mere mention of it in a kindly way will have a better effect toward preventing its repetition than if you intimate he is a stupid blunderer. The gentle reminder will not arouse his wrath, but the ill-natured screed will beget resentment. There must, of course, be a discrimination between excusable errors and careless blunders, or wilful disobedience of orders and disregard of instructions. In the latter case there can be but one alternative, and there can be no advantage in preparing the way for it by lengthy correspondence. The house will find it to its advantage to let the traveler understand from time to time that it appreciates his services.

Purely Personal.

Geo. F. Baker succeeds Baker & DeJons in the drug business at the corner of Sherman and East streets.

B. A. Hoxie, the Butterworth avenue druggist, is rejoicing over the advent of an 8½-pound boy.

C. H. Felt, formerly engaged in the drug business at Constantine, recently died at Hamilton, Texas, and was buried at Grass Lake. Deceased leaves a wife and son.

Peter Schuit has secured enough of the Primley chewing gum certificates to entitle him to six days' board and lodging at a first-class hotel in Chicago any time during the World's Fair.

Sumner Wells, buyer for the I. M. Clark Grocery Co., leaves Wednesday for Penn Yan, N. Y., where he will spend a month in hopes of benefiting his health. His wife and child will accompany him.

E. A. Owen and L. D. Locklin have formed a copartnership under the style of Owen & Locklin and opened a real estate office in room 114 Michigan Trust Co. building. Mr. Owen has been a valued contributor to THE TRADESMAN for several years, and its readers will wish him success in his new vocation.

W. H. White, the Boyne City lumberman, was in town Monday. He says Boyne City would be an excellent location for a shingle mill, as there is plenty of pine and cedar shingle timber near the town. The business men of Boyne City have organized an improvement association, and propose to make united efforts to boom the town.

The Drug Market.

There are few changes to note. Gum opium is weak. Quinine is weak but unchanged. Gum guaiac is scarce and has advanced. Powdered ipecac root is lower. Gum shellac is higher. Oil cubebs is lower.

The Grocery Market.

Sugar—An advance was expected every day last week, but it did not come until Monday morning when all grades were marked up from ¼ to ½ c. The market is still strong and excited and, judging by the condition of the raw market, still higher prices may be looked for soon.

Rolled Oats—The advance in oats has caused the makers of rolled oats and oatmeal to advance their prices about 50c per barrel.

Provisions—Pork is higher again, cash pork having sold at \$20.30 on the Chicago Board of Trade Saturday—the highest it has been for ten years. Lard and smoked meats have also advanced, and are pretty sure to remain high all the season.

Oranges—Steady and unchanged.

Lemons—Firm, with slight advance on best grades.

Bananas—A little scarce just at present. Prices unchanged.

Candy—Since the present prices were established on confectionery, sugar has advanced fully ¼ c, which will necessitate a corresponding advance on candy in the near future. An advance would probably have been made before this time but for the dull condition of the market.

Grand Rapids Retail Grocers' Association.

With a view to securing the co-operation and membership of a number of grocers doing business on Grandville avenue and vicinity, who are not now members of the organization, the Grand Rapids Retail Grocers' Association will hold a special open meeting at the hall on the southeast corner of Rumsey street and Grandville avenue, Tuesday evening, May 9. All grocers who are not now members of the organization are earnestly requested to attend this meeting, as special efforts will be made to show the beneficial results of local organization. The Grandville avenue car line passes the place of meeting, so that grocers in every part of the city can reach the place of meeting for one car fare by getting a transfer to the Grandville avenue line.

The next regular meeting of the Association will be held on May 15, at which time brief addresses will be made by F. H. Barnes, local representative for Scofield, Shurmer & Teagle, and C. G. A. Voigt, who will enlighten the members on the merits of the scheme now under consideration by the millers and flour dealers of the city for the purpose of maintaining prices.

E. A. STOWE, Sec'y.

From Out of Town.

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

H. M. Lewis, Ionia.
G. W. Williams, Kalamazoo.
Chas. F. Sears, Rockford.
Norman Harris, Conklin.
Nelson F. Miller, Lisbon.
G. Hirschberg, Bailey.
Wm. H. White & Co., Boyne City.
L. Henderson, Holland.
A. Wierengo, Muskegon.

Points for Grocers to Remember.

From the Grocers' Review.

That a dirty store window is a poor advertisement.

That it costs only the effort to have the delivery wagon clean and harness bright. That an errand boy with dirty hands to handle the articles ordered, is repulsive to customers.

That slovenly tied packages require just as much time as to tie them neatly. That a clerk who is clean and tidy, and wears a clean apron, makes a good impression on a customer.

That familiarity between clerks and customers is only good up to a certain point; after that it breeds contempt. That a dirty counter and dirty scoops

and scales are out of place in a grocery store.

That people, as a rule, are fastidious about what they eat, and the more inviting the store the better opinion has the customer.

That there are lots of odds and ends in the store that could be gathered in one place and sold off at a reduction—in fact, every store should have its bargain counter.

That before articles are allowed to leave the store they should be charged, item for item, in order that there may be no dispute.

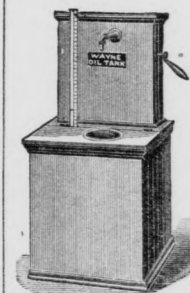
That the more system a grocer has in his business, the more money he is apt to make and will give better satisfaction to his trade.

That the place for cats to sleep is not in a box of groceries, and that the edge of a sugar-bin is a poor stepladder.

That a grocer should be a man of his word, and when an order is promised at a definite time it should be there.

THE WAYNE SELF-MEASURING Oil Tank

Measuring one quart and half gallon at a single stroke.



NET PRICE LIST.

First floor Tanks and Pumps.

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

Cellar Tanks & Pumps.

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

First Floor Tank and Pump.

Manufactured only by the

WAYNE OIL TANK CO.,

Fort Wayne, Ind.

"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.

Effect of Inventive Genius on Trade.

Finley Acker in Grocers' Review.

What has not been accomplished since Inventive Genius captured the fertile agencies of fire, water, air and electricity, and forced from them many of their marvelous secrets! The tale is endless, the revolution greater than that ever accomplished by force of arms. Old methods are swept away never to return. The ancient landmarks of every trade and industry are but a memory in the industrial life of to-day. But what more can I do than to again make a few comparisons?

Take, for instance, the so-called staff of life—our daily bread; or, rather, the flour from which it is made. A century ago the crude old gristmill slowly ground the grain which the neighbors brought on horseback, and then patiently waited for for its conversion into meal. To-day a single mammoth flour mill at Minneapolis, operated by the mighty power of the adjoining river, replete with modern machinery for rolling, separating, bolting and packing, turns out the life sustaining product at the rate of 6,000 barrels per day, and speeds them over land and sea.

Take the next importance to the great mass of people—the meat industry. The old-time smoke and slaughter house may still be seen here and there, but the great stockyards of Chicago, covering an area of forty acres of ground, and a floor space of 125 acres, and in which, in one year 9,000,000 cattle, hogs and sheep are prepared for market, suggest the magnitude of modern industrial operations.

Recall the raw sugar with which our forefathers were obliged to be content, and in the grinding of which the poor grocer's apprentice was permitted to meditate upon his hard lot and prove to his own satisfaction the percentage of sand in the sugar. Compare this old combination of questionable ingredients with the beautiful white crystals of pure granulated sugar of to-day, and which, like the product of the great flour mills, is turned out at the rate of thousands of barrels per day, and is cheap enough to be used by the very poor.

Glance at the table of Americans to-day and we see, in the very heart of winter, delicious fruit, wholesome vegetables, and nutritious meat and fish, many of which were unknown a century ago to even the wealthy, but which, because of the skill and cheapness of the canner's art, have become a part of the daily bill of fare of the American mechanic.

The old shoemaker and his bench is even now a comparative rarity, for the wheels of industry which hum in the immense shoe factories of Lynn and Brockton tell the modern story of the leather as it passes through the hands of the cutter, then the maker of the uppers, then the laster, then the stitchee, then the heeler, then the finisher, until the simple hide is evolved into a graceful and serviceable shoe, free from the tacks and pegs of the olden times, and retailed at an astonishingly low price.

The tendency of all industrial and commercial interests is unquestionably in the direction of concentration and centralization. That this means cheaper methods of production there can be no doubt. The large operator in the stockyard will do well at a clear profit of from 30 to 50 cents per bullock. The large refiner will make money at one-eighth of a cent a pound on sugar, although since the formation of the "Sugar Trust" his profits have been much larger. The large miller of flour is content with 10 cents a barrel clear profit. But whether the ultimate result of concentration, with its accompanying destruction of individual enterprise, will be desirable, time alone will tell.

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.

There's nothing like discipline, but it doesn't do a boy any good to make him hoe potatoes in the back garden while a brass band is passing the house.

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic.....	7	Amoskeag.....	12 1/2
Argyle.....	6	" 9 oz.....	13 1/2
Atlanta AA.....	6	" brown.....	13 1/2
Atlantic A.....	6 1/2	Andover.....	11 1/2
" B.....	6 1/2	Beaver Creek AA.....	10
" C.....	6 1/2	" BB.....	9
" D.....	6 1/2	" CC.....	9
" LL.....	5	Boston Mfg Co. br.....	7
Amory.....	6 1/2	" d & twist 10 1/2	8 1/2
Archery Bunting.....	4	Columbian XXX br 10	10 1/2
Beaver Dam A A.....	5 1/2	" XXX bl 19	11 1/2
Blackstone O, 32.....	5	GINGHAMS.	
Black Crow.....	6 1/2	Amoskeag.....	6 1/2
Black Rock.....	6 1/2	" Persian dress 8	7
Boot A L.....	6 1/2	" Canton.....	8
Capital A.....	6 1/2	" AFC.....	10 1/2
Cavanat V.....	5 1/2	" Teazle.....	10 1/2
Chapman cheese cl.....	3 1/2	" Angola.....	10 1/2
Clifton C R.....	5 1/2	" Persian.....	10 1/2
Comet.....	6 1/2	Arlington staple.....	6 1/2
Dwight Star.....	6 1/2	Arasapha fancy.....	4 1/2
Clifton C C C.....	6 1/2	Bates Warwick dres 7 1/2	6 1/2
BLEACHED COTTONS.		" staples.....	6 1/2
A B C.....	8 1/2	Centennial.....	10 1/2
Amazon.....	8 1/2	Criterion.....	10 1/2
Amsburg.....	8 1/2	Cumberland staple.....	5 1/2
Art Cambric.....	10	Cumberland.....	5
Blackstone A A.....	7 1/2	Essex.....	4 1/2
Beats All.....	4 1/2	Elfin.....	7 1/2
Boston.....	12	Everett classics.....	8 1/2
Cabot.....	7 1/2	Exposition.....	7 1/2
Cabot.....	7 1/2	Glenarie.....	6 1/2
Charter Oak.....	5 1/2	Glenarven.....	6 1/2
Conway W.....	7 1/2	Glenwood.....	7 1/2
Cleveland.....	6 1/2	Hampton.....	6 1/2
Dwight Anchor.....	8 1/2	Johnson Chalou cl.....	5
" shorts.....	8	" Indigo blue 9 1/2	6 1/2
Edwards.....	6	" zephyrs.....	16
Empire.....	7	GRAIN BAGS.	
Farwell.....	7 1/2	Amoskeag.....	16 1/2
Fruit of the Loom.....	8 1/2	Stark.....	19 1/2
Fitchville.....	7	American.....	15 1/2
First Prize.....	7	THREADS.	
Fruit of the Loom.....	7 1/2	Clark's Mile End.....	45
Fairmount.....	4 1/2	Barbour's.....	81
Full Value.....	6 1/2	Coats' J. & P.....	45
HALF BLEACHED COTTONS.		Holyoke.....	22 1/2
Cabot.....	7 1/2	KNITTING COTTON.	
Farwell.....	8	White. Colored.	
CANTON FLANNEL.		No. 6.....	33
Unbleached.....	5 1/2	" 8.....	34
Housewife A.....	5 1/2	" 10.....	35
" B.....	5 1/2	" 12.....	36
" C.....	5 1/2	CAMBRICS.	
" D.....	5 1/2	Slater.....	4 1/2
" E.....	5 1/2	White Star.....	4 1/2
" F.....	5 1/2	Kid Glove.....	4 1/2
" G.....	5 1/2	Newmarket.....	4 1/2
" H.....	5 1/2	RED FLANNEL.	
" I.....	5 1/2	Fireman.....	32 1/2
" J.....	5 1/2	Creedmore.....	27 1/2
" K.....	5 1/2	Talbot XXX.....	30
" L.....	5 1/2	Nameless.....	27 1/2
" M.....	5 1/2	MIXED FLANNEL.	
" N.....	5 1/2	Red & Blue, plaid.....	40
" O.....	5 1/2	Union R.....	22 1/2
" P.....	5 1/2	Windsor.....	18 1/2
CARPET WARP.		6 oz Western.....	20
Peerless, white.....	18	Union B.....	22 1/2
" colored.....	20	DOMEST FLANNEL.	
Integrity.....	18 1/2	Nameless.....	8 @ 9 1/2
DRESS GOODS.		" 8 1/2 @ 10	12 1/2
Hamilton.....	8	CANYASS AND FADDINGS.	
" 2.....	9	Slater.....	9 1/2
" 3.....	10 1/2	" 9 1/2.....	10 1/2
G G Cashmere.....	20	" 10 1/2.....	11 1/2
Nameless.....	16	" 11 1/2.....	12
" 18.....	18	" 12 1/2.....	20
CORSETS.		DRESS GOODS.	
Coraline.....	20	Severin, 8 oz.....	9 1/2
Schilling's.....	20	Mayland, 8 oz.....	10 1/2
Davis Waists.....	9 00	Greenwood, 7 1/2 oz.....	9 1/2
Grand Rapids.....	4 50	Greenwood, 8 oz.....	11 1/2
CORSET JEANS.		Boston, 8 oz.....	10 1/2
Armory.....	6 1/2	WADDINGS.	
Androscoquin.....	7 1/2	White, doz.....	25
Biddeford.....	6	Colored, doz.....	30
Brunswick.....	6 1/2	SILKES.	
PANTS.		Slater, Iron Cross.....	8
Allen turkey reds.....	6	" Red Cross.....	10 1/2
" robes.....	6	" Best AA.....	12 1/2
" pink & purple.....	6	L.....	7 1/2
" buffs.....	6	G.....	8 1/2
" pink checks.....	6	SEWING SILK.	
" staples.....	6	Corticelli, doz.....	85
" shirtings.....	6	twist, doz.....	40
American fancy.....	5 1/2	50 yd, doz.....	40
American indigo.....	6 1/2	HOOKS AND EYES—PER GROSS.	
American shirtings.....	4 1/2	No 1 Bl'k & White.....	10
Argentine Grays.....	6	" 2.....	12
Anchor Shirts.....	4	" 3.....	12
Arnold.....	6 1/2	No 2-20, M C.....	50
Arnold Merino.....	6	" 3-18, S C.....	45
" long cloth B.....	10 1/2	COTTON TAPE.	
" gold seal.....	10 1/2	No 2 White & Bl'k.....	12
" green seal TR.....	10 1/2	" 4.....	15
" yellow seal.....	10 1/2	" 6.....	18
" serge.....	11 1/2	SAFETY PINS.	
" Turkey red.....	10 1/2	No 2.....	23
Ballou solid black.....	6	NEEDLES—PER M.	
Bengal blue, green, red and orange.....	6	A. James.....	1 40
Berlin solids.....	5 1/2	Crowley's.....	1 35
" oil blue.....	6 1/2	Marshall's.....	1 00
" green.....	6 1/2	TABLE OIL CLOTH.	
" Foulards.....	5 1/2	5-4.....	2 25
" red.....	6 1/2	" 2 10.....	2 10
" 3-4.....	9 1/2	COTTON WINES.	
" 3-4 XXXX.....	12	Cotton Sall Twine.....	23
Cocheco fancy.....	6	Crown.....	12
" madders.....	6	Domestic.....	18 1/2
" XX twills.....	6 1/2	Anchor.....	16
" solids.....	5 1/2	Bristol.....	13
TICKINGS.		Cherry Valley.....	15
Amoskeag A C A.....	12 1/2	I X L.....	18 1/2
Hamilton N.....	7 1/2	PLAID OSNABURGS.	
" D.....	8 1/2	Alabama.....	6 1/2
" Awning.....	11	Alamance.....	6 1/2
Farmer.....	8	Augusta.....	7 1/2
First Prize.....	10 1/2	Ar sapha.....	6
Lenox Mills.....	18	Georgia.....	6 1/2
COTTON DRILL.		Granite.....	5 1/2
Atlanta, D.....	6 1/2	Haw River.....	5 1/2
Boot.....	6 1/2	Haw J.....	5
Clifton, K.....	7	COTTON WINES.	
Top of Heap.....		Cotton Sall Twine.....	23
Top of Heap.....		Crown.....	12
Top of Heap.....		Domestic.....	18 1/2
Top of Heap.....		Anchor.....	16
Top of Heap.....		Bristol.....	13
Top of Heap.....		Cherry Valley.....	15
Top of Heap.....		I X L.....	18 1/2

"The Kent."

Directly Opposite Union Depot.

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

BEACH & BOOTH, Props.

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

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

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Retail price, \$20 each.

Agents wanted in every town in the state.

EATON, LYON & CO.
Booksellers and Stationers,20 & 22 MONROE ST.,
GRAND RAPIDS, MICH.

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

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

From St. Nicholas.

Dried fish of many kinds are sold in the stores, but fresh fish, and sea-food generally, are usually sold by men who bring them from a great distance, early in the morning or the afternoon in baskets. Behind these they squat, and hawk their wares in loud tones. That is the reason why a Chinese market is so noisy and animated. You ask the price of shad, for instance, or of crabs, and the

Potatoes, cabbages, greens, melons, and the various cereals, are raised in great plenty and sold comparatively cheap.

Well, plain	3 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70¢
Wrought Narrow, bright East joint	66¢ 0

Broken packs $\frac{1}{2}$ c per pound extra

14x31 IX.....	15 00
14x58 IX, for No. 8 Boilers.....	22 00

14x60 IX.	"	"	9	"	} per pound . . .	10 00

Michigan Tradesman

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E. A. STOWE, Editor.

WEDNESDAY, MAY 10, 1893.

BAREFACED TYRANNY.

There is going on in the city of New York a labor trouble, a controversy between employers and employees, that has already been productive of serious inconvenience to many people, and threatens, if carried to extremes, to strike a mortal blow at the community in its most vital spot, its digestive organs. This is the war between the proprietors of aristocratic hotels and other eating houses and their dining-room waiters on the subject of whiskers.

It appears that in the chief countries of Europe it is required of butlers and other men servants in the house that they shall be clean shaven. The waiters are not permitted to bewhisker themselves, nor to wear beards like the nobility and officers of the army. What is the custom in Europe, and particularly in England, is the proper thing for the Anglomaniacs of the American metropolis, and those hotels which are especially patronized by this important class must needs adopt the fashion of clean-shaven waiters. It will not do for the humble individual who serves at table the untitled lords and ladies of the American aristocracy to wear beards like those of Lord Noodle and Count Whiskerando, and, therefore, the butlers the waiters and the footmen who attend on such distinguished personages must shave or lose their places.

This remarkable movement started in the palatial hotel which Astor built, the Waldorf, and it next extended to the Holland House. Now Delmonico's and the Hotel Brunswick have taken it up, and other high-toned houses of public entertainment will follow. Of course, some of the waiters are submitting, since a man had better sacrifice his beard than lose his living; but those waiters who have fine moustaches and majestic mutton chop whiskers, and who may be real counts and otherwise distinguished foreigners, have revolted against the despotic order. The establishments where common democrats and ordinary republicans feed have not yet been invaded by this aristocratic craze, and probably will not be. Many waiters will not submit to such an un-American despotism, and they can still find employ-

ment if they are willing to serve plain United States people; but if they aspire to associate with the aristocracy of the metropolis, and to stand behind the chairs of those persons whose chief delight is to ape the manners of Europeans, then the beards must go. The alternative is \$35 a month and no whiskers, or \$30 and beards at will. There is mischief afoot and the end is not yet. "Bare faces" is the word.

THE INSURRECTION IN CUBA.

The revolutionary outbreak in Cuba appears to have assumed much more serious proportions than was at first believed. The force of insurgents, which at the outset amounted to a few hundreds, now appears to have reached several thousand, and the insurgent leaders appear to have concentrated their forces in a district difficult of access and noted for its revolutionary tendencies.

It is, therefore, expected that the revolt will be more difficult to crush than the average of such uprisings. The Spanish Government is making hurried preparations to send ships and troops to Cuba, not feeling secure in the ability of the colonial force to control the situation. The Captain General of Cuba has already mobilized the troops at his command and has taken the field against the insurgents, so that there is a prospect that blood will soon result.

The Government at Madrid has announced its intention of sparing no effort to put down the revolt and retain possession of the last remnant of the Spanish Empire in the New World. Public sentiment in Spain evidently calls for vigorous measures, and as the Spanish Government has ample troops and ships at its command, while the revolutionists in Cuba have no reasonable hope of succor from abroad, it is probable that the revolt will end, as have all its predecessors, in the suppression of the rebellious forces and the execution or exile of the leaders.

There can be no doubt that much discontent exists in Cuba, owing to the exorbitant taxes levied by the Spanish Government and the exactions of the Spanish officials sent to govern the island in the name of Spain. The vigilance exercised, however, to prevent filibustering expeditions from landing on the island, and the large Spanish garrison maintained in Cuba, make a successful revolutionary movement practically impossible.

In population, fertility of soil and aggregate commerce, the Spanish possessions of Cuba and Porto Rico are the most important of the West Indian Islands. All that is needed to make these possessions the richest for their area in this hemisphere is good government. There is really little prospect of this boon being secured except by the separation of the islands from Spain. In spite, however, of the annexation and revolutionary talk so freely indulged in, there is actually no chance of such separation, unless the Spanish Government should consent to sell the islands, and that is not likely Spanish public opinion would tolerate.

THE TRADESMAN heartily commends the plan of the Grand Rapids Retail Grocers' Association to hold special meetings in different portions of the city, with a view to enlarging the membership in those localities.

INCOME TAX ON GOLD.

Before the resumption of specie payment by the United States, Jan. 1, 1879, the Government paid out gold for nothing save the gold bonds issued by it, while, on the contrary, it required all customs dues to be paid in gold. In this way a large gold fund was accumulated.

Latterly, the rule requiring customs dues to be paid in gold was relaxed and repealed, and it now comes about that the National Government has no other means of commanding the yellow metal save to go into the market to borrow or buy it. The exhaustion of the gold surplus has reduced the Government to the necessity of borrowing, which has been done in limited amounts, the Treasury being conducted in a sort of hand-to-mouth style, no efficient steps being taken to secure any regular supply of the desired metal. This will have to be done sooner or later, either by requiring a certain amount of the taxes to be paid in gold, or by the issue and sale of gold bonds, or by the purchase of gold in the market.

In view of this necessity, it has been proposed to levy an income tax on gold. An income tax has already been much talked about, but there is no sort of laying of tribute that has proved in the past to be more unpopular, for there was such a tax in force for several years during and after the civil war. It was, however, one of the first, if not the first, of the tax burdens that was withdrawn. There being nothing in sight or tangible by which to assess an income, everything depends on the honesty of citizens, and it has often proved the case that the incomes reported to the assessors were by no means so large as were expected.

All the same, it is now proposed to levy such a tax on incomes of \$10,000 and upwards, and to demand payment in gold. But a serious objection to this is that the Government cannot in good faith demand payment in anything but its own legal tender money; and so any sort of money will be receivable for taxes. But it is certain that an income tax will be resisted with the utmost activity by all the wealthy classes, and it will not be imposed if those influential parties can control Congress. The most obvious way to get gold into the Treasury will be just as silver is got—by purchase in the market. Either a provision will have to be made for it in the revenue to be collected, or the Government will have to borrow money with which to buy the yellow metal. The wealthy classes will attempt to force the borrowing process. They long to get hold of Government bonds, and will have them if possible.

INCREASE IN SUGAR PRODUCTION.

Although all the sugar bounty payments have not been completed, enough have been settled to enable the Government to estimate with reasonable certainty that the total amount needed to meet the claims this year will be in the neighborhood of \$9,000,000. Already \$8,450,000 has been paid or allowed, and there are enough claims still unsettled to bring the total very close to the figure mentioned.

Secretary of the Treasurer Foster estimated at the beginning of the season that \$10,000,000 would be required to meet all the claims. This was, of course, an overestimate based upon the applications from producers filed, according to

law, in July last, but the actual payments come much nearer to the estimate than was the case last year.

The results of the season, as far as ascertained, show a very good increase in the production of sugar. The total crop on which bounty will be paid during the present fiscal year is estimated by the Treasury Department at about 480,000,000 pounds, an increase of about 100,000,000 pounds over the fiscal year of 1892. The production of beet sugar has advanced from 12,004,838 pounds in 1892 to 27,083,322 pounds in 1893, and the applications for bounty on maple sugar will this year be about 3,000,000 pounds. The sorghum production is 986,900 pounds, and the cane production about 450,000,000 pounds.

The increase in the production of beet sugar is particularly gratifying, because it proves that, with the proper encouragement, it is possible to build up a great beet sugar industry in the United States. Were it not for the uncertainties that in a measure surround tariff legislation, a large amount of capital would at once go into the construction of beet sugar factories.

The worst feature in the recent wild flurry in "industrial" stocks in Wall street is the bad effect produced on general trade. With confidence already disturbed by the complications of the gold situation and with the financial institutions cautious and ultra-conservative, many worthy enterprises find themselves unable to secure financial assistance needed to meet temporary embarrassments or to fill out the intervals that must intervene between sales and collections. Already a large number of failures have occurred in different parts of the country which would not have happened did normal conditions prevail in the money markets. This crippling of important enterprises has had an effect upon general business, and has a tendency to check commercial enterprise as well as limit credits. Recent experience with the industrials should teach the country to estimate the importance of these shares at their proper value. It will be for some time to come more difficult for the managers of such enterprises to unload vast blocks of such watered securities on a gullible public, and in that sense the flurry will have actually accomplished some good.

In appointing Wm. Judson a member of the Board of Police and Fire Commissioners, Mayor Stuart has honored himself quite as much as he has the recipient of his official favor. The selection of Mr. Judson is a compliment to the mercantile fraternity which the latter will heartily appreciate, especially in view of the fact that the appointee is most admirably equipped to discharge the duties devolving upon him in such connection.

Lena W. Atkins, wife of T. H. Atkins, the West Carlisle general dealer, died at the family residence May 4, from the result of a joint attack of Bright's disease and pneumonia. A preliminary funeral was held at the family residence, Saturday afternoon, after which the remains were taken to Allegan, where the regular funeral was held at the home of the parents of the deceased on Sunday. Mrs. Atkins was highly esteemed by all who knew her and her husband has the heartfelt sympathy of the trade in his affliction.

PERNICIOUS SENSATIONAL LITERATURE.

The recent crime at Scranton, Miss., in which a merchant of that place was robbed and then shot and left for dead by a couple of youths of respectable family and well known in the community, is an example of the widespread and growing demoralization among the young.

The victim of this crime, probably mortally wounded and in expectation of death recognized his assassins, and when confronted with them, fully identified them. After being thus denounced, one of them confessed the entire affair, circumstantially relating the details of the affair. The party upon whom the robbery and attempted murder was perpetrated was Joseph Cook, a well-known and esteemed merchant, while the criminals were James Smith, a lad of 18 years, and Charles Tagert, a young fellow of 20, both of them boys of respectable parentage and raised in the community. In the course of his confession, for Tagert confessed not only the crime perpetrated on Cook, but the murder of a sailor, he also charged upon William Clark, another young man of the neighborhood and most respectably connected, the murder of a tramp about March 1.

Tagert says that he was present when Clark shot the tramp, and that he was shot "for fun." A large amount of money was secured from Cook, but they knew the tramp had nothing and they merely murdered him for pastime. It appears that recently numbers of robberies and murderous assaults have been reported in Scranton, which is a small coast town with some business in shipping lumber, and is frequented by sailors to whom the numerous crimes have been imputed; but all the time they have been committed by a few young men of the town, youths who were supposed to be entirely reputable, but who have exhibited extremes of criminal depravity of the most startling nature.

These revelations show a state of things which, it is to be hoped, is far from common, but there is no question of the existence of the growing demoralization among the youths all over the country, and it must be largely attributed to the pernicious sensational literature which is purveyed for the entertainment of children. In addition to the immoral and grossly impure books which are turned out from the press in floods and are displayed without hesitation in the windows and on the counters of reputable dealers, the magazines and publications devoted exclusively to the entertainment of children are filled with sensational and improbable stories in which boys and girls of tender age are made the actors in the most desperate and daring exploits in which the killing of human beings is a common incident.

The result of this sort of corrupting fiction is a general demoralization of the youth of both sexes, but chiefly of the boys, who have the greater liberty to put in practice the evil instruction they have received from their pernicious story books. Some time ago the Emperor of Germany, remarking upon the alarming spread of immorality and general depravity among the young in his dominions, requested police magistrates and school teachers to inquire into the causes, and the general result arrived at was that vicious literature was the chief factor in the demoralization complained of.

Formerly, the spirit of adventure in-

herent in most boys was satisfied with running away to sea, or in going to the Western plains to hunt the buffalo. Now that there are no more buffaloes, and there is no more wild West, while steam has robbed the sea of its romance, the youngsters are attracted by vicious books to careers of crime, and they gratify their romantic aspirations by becoming highwaymen and train robbers. Not only now does every city nourish numerous bands of hoodlums, and youthful criminals, but even each country town must boast its gang of incipient outlaws. The Scranton case is doubtless an extraordinary example, but other places are by no means destitute of youthful desperadoes.

Pen Picture of the Bill Collector.

Describe him? Why, bless your heart, Mr. Rudyard Kipling himself could not do that. He's a very heterogeneous person, you see, and can metamorphose himself into no end of different forms. Today he may be fierce and determined, with a scowl like an avenging Jove, as he presents a bill to some old Cæsus, who doesn't pay just because he feels too lazy, and to-morrow when he goes away out back of town to collect a half a dollar from Mrs. O'Callahan Diggs, who hasn't seen a half a dollar all in one lump since the Lord knows when, he has got a tender, almost pitying smile on that queer versatile mouth of his. If you think that bill collector who is bolting along the street over yonder, hot, mad, perspiring, stepping on people's toes and dodging upstairs and around corners, full of fight and grim determination, is always that way you are very much mistaken. If you could gather together all the bill collectors in the world and take a composite photograph of them, and then take all their different moods and dispositions and mix them up into one disposition, you'd get a very much better man than the most of us. You'd get a chap who has had a mighty deep insight into the hearts of men; a chap who has learned to read human nature at a glance; a chap who knows how sweet the bread tastes that is earned by the sweat of the brow. Perhaps you have been there yourself. It's one of the stepping stones that a great many men have passed over in their search after fame and wealth, and though it may be hard work yet it opens one's eyes so to all the hooks and crooks that are in the world and shows all the foibles that men have and all the undignified things that they can stoop to. The bill collectors have got a great work to do, and most of them are doing it well. Some of them are black sheep, to be sure, and when they collect a particularly big bill they go to Canada, but we mustn't let those fellows throw a slur on the rest, and because they have bills against us sometimes we mustn't get mad at them and raise a row. We owe those bills, you know, and that, by the way, is part of the business that a great many people are apt to overlook.

All Sorts of Dozens.

From China, Glass and Lamps.

The child is taught at school that a dozen means twelve every time, but when the child grows into a man he finds that a dozen is a very elastic term. A baker's dozen is thirteen, and so is a publisher's or news agent's in many parts of the world. In some sections a dozen fish means twenty-six, and there are other anomalies of this kind. But, to find a dozen indicating from two to fifty, it is necessary to go to the earthenware trade. Here the size and weight of articles decide how many make a dozen, and in jugs, bowls, plates and so on there are two, four, six, eight or more to a dozen. A dozen composed of twelve articles is a very unusual thing in the wholesale pottery trade, and, as a result, there are few clerkships more difficult to hold than in this line. To have to find the cost of 500 articles at so much a dozen when that dozen may mean anything, is a very difficult task until a man gets thoroughly used to it.

MICHIGAN BARK AND LUMBER CO.,

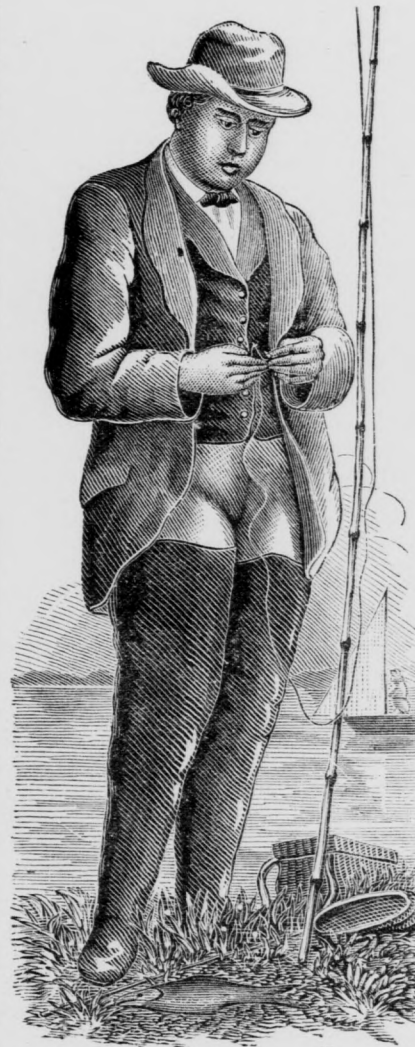


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Now Ready.

Send for One.

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& CO.
MONROE ST.

BRIEF HISTORY OF TEAS AND HOW THEY ARE NAMED.

Written for THE TRADESMAN.

This famous herb has a history dating so far back into the antiquity of Chinese annals, which have been handed down by tradition from 2000 B. C., that we scarcely feel justified in giving it a date of discovery; and, although it has been known so long, yet as little of its properties is known or understood by the American people as of any production of the vegetable kingdom, and the opinions of different writers are so conflicting as to make one feel that the time spent in digesting their writings is simply thrown away. Thus the merchant is compelled to carry on his trade in the article of tea, which gives him good returns for his labor, without any certain knowledge of it. Some writers claim that the discovery of tea was brought about by accident, and they make it a native of China. They aver that a certain great Chinese monarch, who flourished forty centuries ago, in boiling water over a fire made from tea branches on which were tea leaves, allowed some leaves to fall into the water, and, on tasting this decoction, pronounced it an agreeable beverage. Others make it a native of India; still others of Japan. However this may be, it is certain that it was known in China as early as the time of Confucius; and we also know that, until very recent years, China has exported more tea than has any other country. Some claim that the Dutch were the first to introduce it into Europe, in the seventeenth century, while others claim that it was first used in China in the fourth century of the Christian era; that its use extended into Japan in the ninth; into Europe through the Portuguese about the sixteenth century, and into Holland by the Dutch in the sixteenth century, all of which are notes of uncertainty.

But the remarks which follow may be taken as absolute facts, and they are of far more use to an inquiring mind, for all practical purposes, than would be the date of discovery, or the name of the country which was first to give it birth.

The tea plant is a small hardy evergreen shrub from the various species of *T. Bohea* and *T. Viridis* and *Camilla Thea*. It grows from three to six feet high, although we have reports of tea trees in the fertile forest jungles of India twenty to thirty feet high. It has a simple feather-veined leaf, quite oblong or broadly lanceolate, with separate edges. It grows well 500 to 1,500 feet above the sea.

The preparation of the leaf is surrounded with some mystery, on account of the distant countries in which it grows. New plants are obtained by planting the seed in circles about two feet in diameter, using about thirty seeds, the best soil being virgin, which should be well drained. The seeds are gathered in October and kept in damp earth and sand to keep them fresh until spring. Tea grows best on the mountains, where it is not too hot or too cold.

The first crop of tea is gathered from plants when three years old. In from seven to ten years they are cut down, when the young shoots spring up in masses from the old stump and yield an abundance of leaves, a single plant producing about six ounces, and one acre of ground about 320 pounds of dried leaves.

There are usually three harvests during the year, sometimes four, the first

harvest coming in April, and being a very small but very fine chop tea, most of which goes to England and Russia, except what is used by the rich at home, and is sold to them at fabulous prices, sometimes as high as \$1.50 and even \$3 per pound. The second chop is gathered in the month of May and is of fine quality, and is sold largely to Americans as the first chop or first picking. The third chop is gathered in June or July, and most of it has a good drinking quality. The fourth chop, when taken, is a crop in the month of August and is of an inferior quality. It is used by the poorer class at home, and also for a coloring matter. With a Formosa tea this order is reversed, as the finest Formosa tea is gathered in August, as, on account of the wet season, it grows faster in August and September and contains more sap, which causes the leaf to ferment quickly, thus allowing the leaf to cure without exposing to the sun, which takes its strength; and, the greater the strength of the leaf the higher it can be fired, after which it improves in the dealer's bin exposed to the sun, which brings out the fragrance and destroys the baked flavor, making the finest tea on the market. Formosa tea is raised in small gardens.

Too much sap in the leaves of tea which is not fermented in curing weakens the infusion. Different kinds of tea are taken from the same tea shrub, quality depending up the age of the leaf and the manner of curing. The name depends upon the manner of curing, age of leaf and country where it is grown. Quality depends also upon climate and soil, and all depends upon the tannin and theine in the leaf, which, as before stated, is governed by the age of leaf and by curing. The younger the leaf, the more juicy and solid will it be. The older the leaf, the more tannin will it contain, giving a bitter taste to the infusion.

Teas are usually designated as black or green, according to the color of the leaf, due to the method of curing and to the age of the leaf.

India teas are black and possess quite a strong Pekoe flavor, while the Japans and China black teas have two distinct flavors, and are classified as Oolong and Congou.

Green teas from Japan and China are sold in market places as Japan and China teas and are known as such by the consumer.

The tea leaf is the flower bud of the plant, which starts from the nodes of the leaf, which are alternate and called the flowery Pekoe. The next leaf is called the Orange Pekoe, after which may follow several leaves, each being named according to its distance from the flower bud or flowery Pekoe. Thus we see that each leaf has occupied the flower bud or finest tea leaf; but, as each new leaf shoots forth, others must take their place in rotation on the leaf branch and assume a new name and form a new node for a new leaf branch. It is readily seen that we have several tea leaves all on the same flowering new branch, all being of a sameness except as to age.

We come now to the manner of curing and the naming. To illustrate, let us take the oldest leaf on the flowering branch, which was the first flower bud of the new branch, and make it up into black tea, which shall be either an Oolong or a Congou, as either may be

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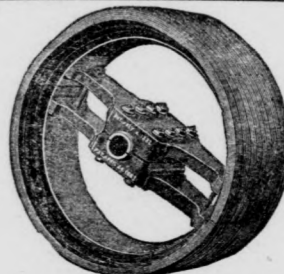
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Here's Health!
ROOT BEER

Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivalled temperance drink. Healthful, foaming, luscious. One bottle of extract makes 5 gallons. Get it sure.

This is not only "just as good" as others, but far better. One trial will support this claim.

SOLD EVERYWHERE
Williams & Carleton, Hartford, Ct.

Quick Sellers.

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THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

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All the Novelties in Lasts and Patterns.

Dealers wishing to see the line address
F. A. Cadwell, 682 Jefferson ave., Grand
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A
Temperance
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For temperance people—a health-giving drink for the masses.

Hires' Root Beer

Not a harmful ingredient in its make-up. Nothing but the purest extracts of carefully selected herbs, roots, barks and berries.

A 25 cent package makes Five Gallons of a Delicious, Strengthening, Effervescent Beverage.

Be sure and get Hires'

OIL PAINTINGS,

Still hold their place in the front as
TRADE PERSUADERS.Genuine hand painted landscapes by
skilled artists, no daubs.

22 x 36 in 4 inch gilt and oxidized frames,

\$9.75 PER DOZEN.

Also MIRRORS, 18x30,

\$9.00 PER DOZEN.

30 days net. 3 per cent, 10 days.

500 Cards and a Punch Free.

Special prices to large buyers.

NATIONAL BOOK & PICTURE CO.,
CHICAGO.

made from the same leaf, there being two distinct flavors depending on the curing. This curing process depends wholly upon the time of fermentation and firing. The teas are first withered in the sun, after which they are rolled and twisted. After that they are subjected to fermentation, by which the leaves lose their disagreeable raw odor and assume a fine flavor and the desired tint, after which they are fired, the drying process then taking place.

Oolong teas are highly dried, wiry and brittle, and are valued according to strength and pungency and freedom from dust. They are divided into three varieties, as follows: Formosa, Foo-Chow and Amoy, the liquor of which is similar to an uncolored green. Formosa and Foo-Chow rank above Amoy, Formosa taking the lead as the finest, Amoy being the commonest of these three grades.

Scented teas are the Foo-Chow and the Canton. The former has a weak liquor, while the latter has a good deep liquor and is rough to the palate. Scented Orange Pekoe is a long leaf and draws a dark liquor with delicate flavor. Scented Caper tea is a doctored black tea resembling Gun Powder in shape.

Congou or black tea of China, generally known as English Breakfast, is divided into Moning, Koi-Choo and Souchong, and Moning is divided into Ning-Chow and Oopock. Souchong has a black infusion with large leaf. Koi-Choo is divided into Ching-Woo and Pongongs.

India teas are divided into Pekoes, Pekoe Souchong and Congou, and the rich Pekoe tips add greatly to the appearance. India teas used to be characterized by their purity, relying upon their natural strength for popularity, but differing in their different climates, no two gardens producing the same. They are sold under numerous names, taking them from the districts in which they are grown. Assam takes the lead and is now sold under the Assam Tea Co. The India Ooyeeing district takes the lead in quality.

Tile tea is a kind made into a flat brick. It is made in China and is exported by way of Keachtli, where it is sold to the Armenians and Tartars. These tile tea bricks are a mixture of tea, milk, butter, salt and herbs, making an article of diet instead of a beverage.

Java tea is very similar to those grown in British India.

Sweet scented or Orchard tea is called Lahore. Lahore tea grows as a parasite, and is said to leave a lasting fragrance in the mouth and is as good cold as hot. It is a tea which can be used for flavoring custards, ices, etc.

Holly (Ilex casein) is a species of tea growing in the Southern States along the coast, and was used by the Indians.

Natal tea comes from Africa and demands attention. It is not put on the market until it has matured three or four months.

As a whole, Congou teas are of two kinds. One is of large leaf, little dust and fine flavor; the other is of small wing leaf with burnt smell. The Souchong or English Breakfast is made from the leaf of tea three years old, and from older trees sometimes when raised in rich soil. This tea should have a crisp, dry and unbroken leaf and be free from dust, and should have a fragrant smell.

Caper Souchong takes its name from

being rolled like a caper. The infusion is a reddish brown and high flavor.

Padre Souchong or Powchong has a large leaf slightly twisted and a very perfect flower.

Ball tea is a kind of black tea made into balls about the size of a nutmeg.

Black teas should not be fermented too highly because they will not keep; but the liquor will be salvy and unpalatable, which some think is the trouble with Ceylon tea, which is grown in a hot, fertile soil and contains so much sap that it is hard to drive it off. Others claim that Ceylon tea is adulterated.

If the season is too dry the tea leaves will have a red tinge and bright yellow tips, giving a ruby red infusion.

Green teas are known on the market as Japan, Young Hyson, Gun Powder, Imperial and Old Hyson. Green teas differ from the black by being fired, without the fermentation, over a charcoal fire. Japan teas are divided into pan fired Japan and sun cured and basket fired. The pan fired tea is fired in copper or iron pans and is more or less colored. Sun cured Japan is fired the same as pan fired, but does not contain as much coloring. Basket fired is fired in bamboo baskets and is not colored or fired so highly as other Japans.

The finest Japan comes from Kiakhta, from the famous tea garden Uji. Japan teas are sometimes sold as colored and sometimes as uncolored, and it is a question with many which is the colored and which the uncolored. Japan Nibs is a large, loosely fired Japan leaf resembling Imperial of second or third quality. When the leaf of the Young Hyson is shriveled it indicates age, and those giving a high color to water should be rejected. Old Hyson is the longer and poorer class of leaves taken from the Young Hyson; color, pale green infusion. Young Hyson consists of two kinds, Mayone and Pingong, Mayone being the finer of the two in flavor but not in style. Both have a light green color, a strong, aromatic smell, and a pungent taste. They should open clear and smooth, without being broken, and rolled long. The Mayone is the finer, as in Young Hyson, and is the finest green tea to be had. Gun Powder tea, when in high bloom, will not stand the breath and, like fine Young Hyson, is very crisp and easily crumbled and broken. Imperial tea is similar to Gun Powder but is not fired so highly and is rolled larger and coarser. It has a silvery green color and bears the same relation to Gun Powder that Old Hyson does to Young Hyson. Gun Powder differs from Young Hyson by being rolled into hard balls. Young Hyson and Gun Powder teas, Old Hyson and Imperial differ only in the way the leaves are rolled, in curing and in the temperature at which they are fired. Tuncha and Ty-Chow are both green teas, as is also Nankin. The first named is a mixed leaf of inferior quality, clear and short in style.

The Bohea is a small blackish leaf, is dusty and has a brackish taste. It is sometimes mixed with foreign scented aromatic flowers of other plants. Tea dusts are of two kinds, siftings and dust, some of them making a very good drink, while others are unfit for use. The better grade is the broken tea, and, as the finest teas to be had are the youngest and tenderest leaves, the dust or siftings obtained from such tea would make a very fine cup.



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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.

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



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

A. WALTER, 356 Dearborn St., Chicago, Ill.

BANANAS!

Large Bunches.

Clean, Plump Fruit.

THE PUTNAM CANDY CO.

Last, but not least, is the tea now grown in the United States by Charles V. Shepard, of Summerfield, S. C. It is called the Pinehurst tea, from the fifteen-acre "Pinehurst garden" in which it is grown, and in which he raised forty pounds of dried leaves the past season of a very fine quality of Cengou.

What the future holds for tea raising in the United States cannot be foretold. Much will depend on the cost of labor, and, to compete with cheap Japanese and Chinese labor, a duty will have to be put on exported teas. This, of course, would make tea higher to the consumer. There appears to be no question in regard to climate, as a tea plant is hardly enough to become acclimated to our climate as animals become accustomed to different localities. The American people are great tea drinkers, and it would be very satisfactory to know that we could produce a fine article without going abroad.

W. M. GIBBS.

Fredonia, N. Y.

Closing Stores Saturday Afternoons During "Dog Days."

THE TRADESMAN recently addressed a note of enquiry to the T. Eaton Co., which inaugurated the Saturday afternoon closing movement in Toronto, receiving the following courteous reply:

TORONTO, Ont., April 11.—In reply to your enquiry relative to our position on the question of closing our doors Saturday afternoons during July and August, would say that we endeavored, for a number of years, to obtain the co-operation of our fellow tradesmen, but all to no purpose. We then resolved, after holding a council of our own people, to try the experiment and close accordingly. The venture was considered a bold one by the citizens of Toronto and caused quite a commotion, but the result has been a grand success. Some of the dry goods houses here tried the experiment for two or three Saturdays, but weakened and gave it up, claiming the loss was too great. However, we have not found it so. We have now closed four years, and still stand alone, and every man in the house is proud of our position, which has resulted in an increase of sales, very largely, each year during that time. During the remainder of the year we close at 6 o'clock, except during the Christmas holidays, which is a time when everybody wants to buy something for everybody else and very frequently are unable to buy at sight from the different varieties of goods offered for sale; consequently it takes a little longer time to do it.

Yours truly,

THE T. EATON CO.

The same house also favors THE TRADESMAN with a copy of a Toronto newspaper, containing a business announcement of the position of the house on the same subject, as follows:

The world has run around a cycle of years since merchants could afford to be indifferent to the welfare of salespeople, or independent of public opinion. There was a time when nobody closed at 6 o'clock at night, but we always meant to get tired in ten hours, and the years of small beginnings echo the sentiments we now express.

In most relations we practice sincerity more or less. It mingles in our everyday intercourse with people; more with near friends and those who know us intimately, less with strangers and those we meet in business. There's no need of making words about it. We all know what sincerity is and how to use it.

Early closing is something more than mere sentiment. It is the application of sincerity to business—considering the interests of salespeople in connection with the best interests of customers. There is no reason why stores shouldn't close early every day in the week. We have tested the matter carefully and fully endorse this conclusion.

Now, isn't this the prevailing notion of a good salesman? To be bright and clean looking, to have a good face, a pleasant manner, to be modest but confident, ready and self-possessed, cheerful, cheery, polite, to take pleasure in giving pleasure, to adapt oneself to his customer, to carry the whole of one's stock in his head, to catch a customer's want or notion or whim in a minute, to welcome service, to seem to have no end of strength and time and patience, to devote oneself to a dozen, twenty, forty customers one after another, and to consider the business of selling as if that were what the world turns on.

And isn't it the customary notion that salesmen and saleswomen should work twelve, fourteen or fifteen hours if necessary—as long as there is trade to be got.

The means of communication are better and quicker to-day than ever before—apparently about as good as they can be. Shoppers can do their buying between the hours of 8 a. m. and 6 p. m.—if they care to, and nobody will object to a little inconvenience when the interests of many thousand salespeople are at stake.

In regard to early closing, we mean to lend our whole influence in its favor. Without any regard to what others might do, we long ago adopted shorter work days for this store. And business grows in spite of it.

Ways Which Win.

From the Confectioners' Journal.

It requires a great deal of mental caliber, and, probably, more than in any other profession, to be a business man. There are, necessarily, such qualities which seldom are born, but which must be, in the course of time, developed and nursed in order to make a complete whole; *adhesiveness* is one of the faculties which take a great part in business life. It is necessary that he should adapt his mind to all stages of life, and suit himself to the times, and not the times to himself. But while he is willing to submit any arising questions, even against his will, and affirms against his better judgment, his *self-esteem* must never be lost sight of, for he is a fool that does not possess the faculty of manhood and respect.

Caution is the mother of wisdom and has proven a tower of strength to him who has followed it.

Benevolence, if not overdone, bears fruit tenfold from the seed sown. Firmness in business is the hand that holds the rudder which guides into the haven of prosperity. When you speak let your words be firm.

Conscientiousness is a high-priced article, rarely found in any market; use it as it is meant—an influence governed by the known and supposed rules of right and wrong.

Hope. Without it this life would not be worth living. In business everything hinges upon hope, and perseverance to a hopeful future generally leads to success.

Wit is essential in the conducting of business. A witty man has never been lost to any question; he grasps the moment by the hand, and has a ready answer in store at any occasion.

Imitation. Some of our readers may say, "We want to be original and not imitators." That is true; we do not wish you to become an imitator of your neighbor's articles, or prices, especially when he is selling below cost. But it would be to your benefit if you would learn from him and imitate his business ways, if they are better than yours. Imitate your neighbor's superiority, his friendly manner, his politeness, his kindness, his strict attention to business, and you will share with him in the profits. Learn, if you can, more languages than your mother tongue, for, remember, speaking to a customer in his own language you touch his heart every time; by touching his heart you gain his confidence, and with the latter you get his business. These are the necessary faculties required by a first-class business man, and any man in possession of them fully developed, will never have reason to regret his calling of being a business man.

HERCULES POWDER



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THE GREAT STUMP AND ROCK
ANNIHILATOR.

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PAMPHLET.



Stamp before a blast. | Fragments after a blast.

STRONGEST and SAFEST EXPLOSIVE
Known to the Arts.
POWDER, FUSE, CAPS,
Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING,
FOR SALE BY THE
HERCULES POWDER COMPANY,
40 Prospect Street, Cleveland, Ohio.
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Western Michigan.

Write for Prices.

**FOSTER
& STEVENS
& CO.**

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary:

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk; and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.

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

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

ASSOCIATION VERUS INSOLATION.

"I make it the rule of my life," said a certain person—a very solemn person—the other day, "never to join any association whatever."

It would be the rule of my life, on the other hand, if I had any rule, to join as many associations as I possibly could, because by association alone can anything be done. But, indeed, I mistrust profoundly the wisdom of any man who says he makes this and that the rule of his life. We allow, to be sure, any man who pleases to make it the rule of his life not to kill his neighbors, and not to do anything forbidden by a certain venerable code. But we do not know the solemn person who says, "I make it the rule of my life never to enter the theater," or that other who says, "I make it the rule of my life never to read a novel," or that other solemn person who makes it the rule of his life never to join any association. All three solemn persons betray in their solemnities the kind of wisdom which we associate with the word prig: For to deprive ourselves of the theater is to cut off the teaching and enjoyment of a fine art; to read no fiction is to lose another fine art, and to join no association shows either contempt for our fellow creatures or the design to enjoy the fruits of their labors without any contribution of our own.

Everything we possess is the result of association. Everything has been obtained by united effort. The whole of our social and political freedom comes from men joining, acting, voting, fighting together. Without association we are powerless. An army is an association, a ship's company is an association, a parliament is an association. When men want anything they form an association in order to get it. There is no other way of getting it: we must persuade the world, first, that what we want is reasonable and right; next, that we mean to go on banding ourselves together until we get it; thirdly, that we are powerful enough to make our influence felt. Without association the world would go steadily down, down, down.

WALTER BESANT.

The Hardware Market.

General Trade—The volume of trade for the first week of May has not been up to the standard, but this is, no doubt, owing to the wet weather. Dealers generally look forward to a good spring trade, and there is no reason why we should not have it.

Wire Nails—But little to note in this line. Prices remain stationery. From some points there are indications of an advance, but the general opinion is that an advance will be hard to accomplish. The mill men, no doubt, will be thankful if they can hold it where it is. We still quote \$1.60 at mill and \$1.80 here.

Cut Nails—The demand is light and mills are anxious for business. In sections where they are used to any extent, lower figures could be secured. In this market the demand is light, and prices remain firm at \$1.50 rates.

Barbed Wire—Owing to the unsettled condition of the pig iron and steel markets and the stringency in the money market, prices are not as firm as they have been. For desirable orders concessions can be obtained 5@10c below present quotations. The demand is still large and the best mills find it difficult to keep up with orders. The regular

quotations are still made on a basis of \$2.40 for painted and \$2.80 for galvanized.

Rope—The recent trouble in the money market and the embarrassment of the National Cordage Co. have had, as yet, no effect on the price of manilla and sisal. Our reports from the large jobbing and manufacturing centers differ as to the future price. The general opinion, however, is that there will be no great decline. We quote sisal rope 9@8½c; manilla, 13@12½c per pound.

Wire Cloth—The manufacturers, as yet, do not seem to have given jobbers any wire cloth. Reports from all the large jobbing centers show there is a general famine existing. Two cents per square foot is quite generally asked, and then subject to stocks on hand, but 1½c is quoted in this market. Very light stocks.

Screen Doors—In sympathy with the scarcity of cloth, the prices are very firm; \$7.50@8 per doz., for all regular stock sizes are firmly held.

Bar Iron—The demand is good and prices are fairly maintained, \$1.80@1.90 rates being the usual quotation.

Powder and Shot—Stationary in price—\$3.50 for rifle powder and \$1.50 for drop shot—firmly held.

Galvanized Iron—Is being sold at 65 and 10 to 70 per cent. discount, according to quantity wanted.

If you have any overdue accounts you wish collected, write to Fernald's Mercantile Agency, Detroit. Michigan work a specialty. Special reports and collections made everywhere. Prompt and reliable service.

PRODUCE MARKET.

Apples—Weaker and lower. Sprys are about out of the market, but Baldwins and Russets are in small demand at \$2.50 per bbl.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.

Butter—Considerably lower than a week ago. Handlers pay 2c for choice dairy, holding at 24c. Factory creamery is firmly held at 28@29c.

Cabbage—Old stock is practically out of the market. New Mobile stock commands \$1 per doz. Carrots—25c per doz.

Cider—13@15c per gallon.

Cucumbers—\$1.35 per doz.

Eggs—Weaker, but not quotably lower. The weakness is due to the fact that packers and cold storage operators have now about all the stock they want, so that the demand from now on will be principally of a consumptive character. Dealers pay 14c and hold at 15c, but a decline of at least 1c per doz. is expected before the end of the week.

Green Beans—\$1.75 per bu. Wax \$2.50 per bu. Green Peas—\$1.75 per bu.

Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.

Lettuce—Handlers pay 9c for first-class stock, holding at 12c.

Maple Sugar—Jobbers pay 8@8½c and hold at 10c per lb.

Onions—Old are scarce at \$1.25 per bu. Cuba stock is in ample supply at \$2 per bu. cate and Bermuda stock is in fair demand at \$2.25 per bu. crate.

Parsnips—25c per bu.

Pieplant—2c per lb.

Pineapples—Common, \$1 @ \$2 per doz. The price is held down by the large amount of green stock on the market this season.

Potatoes—The market has sustained a sharp advance, buyers having raised their buying price to 60c and their selling price to 65c. A strong demand appears to have sprung up in all parts of the country stimulated by the fact that the Southern crop will be from one to two weeks late this summer, due to the cold, wet spring. Some dealers are sanguine the price will go to \$1 per bu. before the end of the present month.

Radishes—25c per doz. bunches.

Spinach—50c per bu.

Squash—4@5c per lb.

Strawberries—\$3 @ \$3.25 per case of 24 qts.

Tomatoes—\$3 per 6 basket crate.

Turnips—Mississippi stock, 25c per dozen bunches.

"ALL WORK AND NO PLAY"—

you know the rest.

A Week's Recreation

Will do you good, brighten you up, put new life in you and give you new ideas.

Make your arrangements to join our

COLUMBIAN EXCURSION TO THE WORLD'S FAIR,

Leaving
GRAND RAPIDS

JUNE 19th.

With

500 GOLD MEDAL CIGARS

At \$35.00 per 1,000, we present you with a round trip ticket good for 7 days.

Pack your Valise and Come with us, We'll Give you a Good Time.

Ball
Barnhart
Putman Co.



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The TRADESMAN COMPANY, Grand Rapids, Michigan.

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

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

Michigan State Pharmaceutical Ass'n.

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Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wursburg 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.

Concerning Sealing That Is Not Pelagic.
Written for THE TRADESMAN.

It is strange how eager many people are, on every occasion when brought in contact with some temporary evil that affects the pocket, comfort, temper or time of individuals, to think of an appeal to law as the first, last and only recourse. On street, in hotel or theater, at home annoyed by corporate mismanagement of household necessities, or while traveling by rail or boat, life is constantly exhibiting unpleasant aspects caused by the thoughtlessness, caprice or greed of others, which upsets the serenity of the evenest tempered men, and tempts them at the time to wish for almost any kind of relief. Men with means often, while full of resentment for some grievance, will at once resort to legal action for redress. The multitude only utter complaints and say that a law ought to be passed for their protection. Their desires occasionally bear fruit in statutes that are supposed to afford relief, while they actually have no influence, or but little on the evils complained of.

One law in particular, that requiring the sealing of weights and measures, seems to be an abortive attempt at paternalism on a small scale that, after continued failures, is ever brought forward and re-enacted, for no other apparent reason than to enable a new generation to acquire wisdom from the experience of the past by themselves repeating it.

In a land like ours, where everyone whose interest is likely to be affected by such law is intelligent enough to read, write and cipher, there seems to be no need of such altruistic aids to equitable commercial exchanges. It is possible that, in densely populated districts with-in cities, police regulations may be needed to prevent injustice, imposed by the hand of greed, on a class ignorant and unprotected in their extreme poverty that compels them to buy supplies for daily sustenance in the smallest installments. Under these conditions they can, no doubt, be made effectual for the purpose intended.

But a general law that employs agents everywhere to inspect and seal every scale, measure and yardstick used in determining quantity, weight or length of every product dealt in throughout the State becomes too inquisitorial and annoying if rigidly enforced; besides, it would require an army of spies if it is expected that every instrument covered by the statute shall be inspected and adjusted to official approval. If not rigidly enforced, it soon becomes like some of the blue laws of the last century that stand unrepealed as instruments in the hands of anyone disposed to use them in gratifying personal revenge.

The object intended is to make sure that no one buying goods of any kind shall receive short weight or scant measure—if there is any other reason, I have never heard it mentioned. To acknowledge the need of an indiscriminate official sealing presupposes that a large proportion of those who supply the public wants are dishonest, or at least careless, in the matter of adjusting the instruments they use to weigh and measure. In practice such sealing usually affects only those who keep an open market for products, and the probable loss to any buyer at retail, even were short weights more common than they now are, would be infinitesimal. But, since those whose scales are thus sealed are honorable business men who both buy and sell by them, it is reasonable to suppose that no perceptible damage can accrue to the public, should they not be protected from some possible deceit by a statute with penalties attached.

It is as easy for a dishonest dealer to cheat customers in weight when the scales are correct as when they are out of balance. Many a time have I lost both money and confidence in human nature by the dextrous finger of a butcher who weighed meat on a scale that was a solemn, impartial dispenser of pounds and ounces and would always tell the exact truth if not interfered with. It is just as easy for a dishonest man to cheat a customer, in making change, if he is not on his guard; or still easier by overcharging where an account is kept, since it is less liable to be detected.

If the public must be protected from all the little losses that are unfrequent and small at most, and only possible when one is unusually careless, it will be found difficult to fix a limit where that protection may cease; for, so long as men are human and selfishness dominates, such protection will be needed. For my part, I would most willingly run the risk of false scales if I could be secure from the lying tongue of the smooth and plausible deceiver who knows more about his goods than I could possibly learn, and makes me pay more for them than I would if I were an expert mind reader. Still, this danger does not seem to be one that calls for the assistance of law. I would rather be insured from the slick traveling agent who takes me unawares and plays a bran new game on me, than to have every scale in the land, chromatic and otherwise, sealed for all time. And I would gladly give my eye-teeth to be protected by law or military force from the solemn and overpowering pomposity of the book agent, who knows his piece thoroughly and, transfixing me with his basilisk gaze, pours the contents of his program from title page to finish into my quivering consciousness.

The fact is that the best protector customers can have to insure good treatment from the retail dealer is first, cash in hand, and, second, to put him on probation, so that he can see that his interest lies primarily in dealing fairly with his customers in the matters of prices, quality and quantity. After you have shown confidence in him for sometime and found that it is not abused, when you ask for credit he may be disposed to reciprocate and give you equal proof of his confidence. Thus you may both find that fair dealing is mutually profitable. But, if you happen to know that a dealer has been in the practice of wilfully giving short weights, you may be sure

that putting a seal on his scales will never protect his customers from getting the worse of every bargain, in case he can turn it to his own advantage without being found out.

Mutual confidence is the only basis for commercial dealing wherever the highest civilization prevails. Where it is wanting there can be no prosperity in trade. Distrust of the dealer is altogether too common. People do not so much doubt his personal honesty in weighing and measuring as they do the price of staples, which they underrate as much as they overrate the profits made on them. They forget that men who sell goods are quite as liable to be honest from principle as those who buy, and that the former have no more temptation than the latter to be otherwise. Were there no moral law nor legal restraint, self-interest alone would more perfectly protect the buyer from imposition of every kind than the seller now is from the wiles and dishonest schemes of his customers. There is too much of harsh comment and unnecessary legal restriction now on those who are so unfortunate as to be rated as middlemen. Let us have peace. S. P. WHITMARSH.

Books for a Business Man.

Why not books for a business man? We have a science and an art of war. It chanced, men's positions being what they were, that these came first among the arts and sciences. As war was the chiefest of men's activities, so it was most largely in his thoughts. Around war and warriors, in poem, story, play, biography, history, gathered the best things men could say, said in the happiest way. And to this day, it's a pity it is so. The best of the old literature and much of the best that is new has war for its subject matter, and homicide for its startling incident, politicians, and politics past and politicians dead, statesmanship and statesmen. About these, also, literature has grown, and what we now get in the morning papers, in all baldness and meanness of its truth, the historians and poets have sewed up for us in books that are classics, to know which is the part of culture: then religion, not after war and politics, but in, and of them; the motive, full of fire, the excuse for power. And this also made matter for poets to work upon, essayists to quarrel over, philosophers to obscure with clouds of dust.

Industrialism came last. In this its age, just born, not yet glorified by the mist things past take on, seeming cheap and common chiefly because it is shared by all men and has not about it the pomp of war, the sham of thrones, the pitiful reverence cathedral, church and priest beget. In the beginning of this the business age, it is not strange that men smile at the suggestion of a literature of business. Knowledge of the best that has been thought and said in the world, this, says some one, is culture. Good. And, as war, politics and religion have been the things first and most in men's thoughts, concerning these things the best things have been thought and said. In school, college, in the world of letters, the great books, the good books, the wise books, the books that acquaint one best with human life and human character, as it were, the books the young man and the young woman are pointed to to study for delight, for elevation of soul, are the books telling of men in war, in politics, in religion.

But we shall change all this. Business runs the world. The world gets civilized just as fast as men learn to run things on plain business principles. "The greatest civilization after all is selfish huckstering trade." We shall have the masterly biography of the man of affairs. We shall have (and that will be a pity) a little too much glorification of a founder and manager of a great business enterprise. But that will pass. Good history, history well told, classic history shall tell of a great railway, and it shall be of more worth to boy or girl, or man,

or woman, than all your tales of the conquest of Carthage, or the Jesuits of North America, or the siege of Vicksburg, or of Paris.

No business literature? Then it's time we had some. Will men write always of the Crusades and Round Table Knights, when every day there are Argentines and Panamas and Siberian railways? Must we always send our children back into the past to learn how bad and how good men were in times not like ours? It is useless for classic dodos and we cultured folks to protest. Business is here, and here to stay. And selfish, sordid, grasping, gross, material though it be, it has, thank Heaven, no such tales of woe to put in verse, drama, history, and essay as one finds on every page of the chronicles of war, politics and religion. The knight was well in his time, at this distance picturesque, though, on closer view, not overnice, quarrelsome, ignorant, superstitious, cruel. The statesman was well, also, though he, too, bears examination poorly, as his Kansas successor makes manifest. The priest had his excellencies, though when we see him without his veil of our own reverence he smacks too largely of Brigham Young. But with all his meanness, his sordidness, his devotion to the futile side of gain, the man of affairs is beyond and above them all immeasurably. His literature will come.

Men were never so generous, so honest, so agreeable, so well worth acquaintance as they are to-day. We need more Whitmans and Henleys to sing the modern man. Knightly was once a good word to conjure with. To-day the qualities it once implied are but part of the native unnoted moral furniture of the commonest of fellows. We point the young too often to the king who stooped to simple courtesy, to the politician who outwitted others for his country's good, as if we thought such deeds peculiarly notable. The hungry knight who took his lance in hand and rode forth to fill his stomach and his purse was an excellent figure in years ago. To-day a figure far more worth the seeing, the writing of, and the reading of, is that of the gentlemanly young man who goes forth, with his brains and a ten dollar bill, to seek a good bargain, and finds it. J. C. DANA.

The Doctor.

Oh! a very big gun was Doctor Mun,
For a specialist rare was he
On the nails and the hair,
And the eye and ear,
And the throat especially.

Oh! the lungs and the heart
Were a very small part
In his dispensary,
And fever and chills,
Of the breed that kills,
Were his idiosyncrasy.

Rheumatics and gout
Were put to rout,
And insomnia went to bed,
While this specialist rare
Could grow long hair
On the crown of a wooden head.

Catarrh he could cure
In an hour or more,
And his lexicon knew not "fail."
Was your vision oblique,
He could make it all right
With only a line through the mail.

Blood poison or taint,
Every form of complaint
Of humanity under the sun,
He could cure while you waited,
Appalled and prostrated
By the learning of specialist Mun.

Oh, a very big gun was Doctor Mun,
For a specialist rare was he,
And he took in the money
In a way that was funny
To a poverty-stricken "M. D."

Use Tradesman or Superior Coupons.**Empress Josephine Face Bleach**

Is the only reliable cure for
freckles and pimples.

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GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Wholesale Price Current.

Advanced—Gum guaiac, gum shellac.		Declined—Po. Ipecac rt.	
ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	6
Benzolium German.	65 75	Aloes " and myrrh.	5
Boracic	30	Arnica	5
Carbolicum	27 30	Asafoetida	5
Citricum	50 52	Atropae Belladonna	6
Hydrochlor	32 5	Benzoin	6
Nitricum	10 12	Sanguinaria	5
Oxalicum	10 12	Barosma	5
Phosphoricum dil.	1 30 21 70	Cantharides	7
Salicylicum	1 30 21 70	Capsicum	50
Sulphuricum	1 1 5	Ca Camom.	7
Tannicum	1 40 21 60	" Co.	7
Tartaricum	30 33	Castor	1
AMMONIA.		Catechu	5
Aqua, 16 deg.	3 4 5	Cinchona	5
20 deg.	5 4 7	" Co.	5
Carbonas	13 14	Columba	50
Chloridum	13 14	Conium	50
ANILINE.		Cubeba	50
Black	2 00 2 25	Digitalis	50
Brown	80 21 00	Ergot	50
Red	45 50	Gentian	50
Yellow	2 50 3 00	" Co.	50
BACCAR.		Guaiac	50
Cubebae (po 40)	40 45	" ammon.	50
Juniperus	80 10	Zingiber	50
Xanthoxylum	25 30	Hysocyamus	50
BALSAMUM.		Iodine	75
Copaiba	45 50	" Colorless.	75
Peru	60 65	Ferri Chloridum	35
Terabin, Canada	60 65	Kino	50
Tolutan	35 50	Lobelia	50
CORTEX.		Myrrh	50
Abies, Canadian	18	Nux Vomica	50
Cassia	11	Opil	50
Cinchona Flava	18	" Camphorated.	50
Euonymus atropurp.	30	" Deodor.	2 00
Myrica Cerifera, po.	30	Aurant Cortex	50
Prunus Virgin.	12	Quassia	50
Quillaja, grd.	10	Rhatany	50
Sassafras	12	Rhei	50
Ulmus Po (Ground 15)	15	Sassa Acutifol.	50
EXTRACTUM.		" Co.	50
Glycyrrhiza Glabra	24 25	Serpentaria	50
" po.	33 35	Strophanthum	50
Haematox, 15 lb. box	11 12	Tolutan	60
" 1s.	13 14	Valerian	50
" 1/2s.	14 15	Veratrum Veride	50
" 1/4s.	16 17	MISCELLANEOUS.	
FERRU.		Ether, Spis Nit, 3 F.	28 30
Carbonate Precip.	15	" 4 F.	30 34
Citrate and Quinia	23 50	Alumen	2 4 3
Citrate Soluble	20 50	" ground, (po.	30 4
Ferrocyanidum Sol.	20 50	Anatto	55 60
Solut Chloride	15	Antimon, po.	40 5
Sulphate, com'l.	90 2	" at Potass T.	55 60
" pure	7	Antipyrin	21 40
FLORA.		Antifebrin	25
Arnica	18 20	Argent Nitras, ounce	25
Anthemis	30 35	Arsenicum	50 7
Matricaria	40 50	Balm Gilead Bud.	30 40
FOLIA.		Bismuth S. N.	2 20 25
Barosma	18 20	Calcium Chlor, 1s, 1/2s	11
Cassia Acutifol, Tin-	25 28	Cantharides Russian,	21 00
nively	35 50	po.	21 00
Salvia officinalis, 1/2s	15 25	Capsic Fructus, af.	26
and 1/4s.	15 25	" po.	28
Ura Ursi	80 10	" B po.	20
GUMMI.		Caryophyllus, (po. 18)	14 15
Acacia, 1st picked	75	Caroline, No. 40.	23 75
" 2d	45	Cera Alba, S. & F.	50 55
" 3d	35	Cera Flava	38 40
" sifted sorts.	25	Coccos	40
" po.	60 62	Cassia Fructus	25
Aloe, Barb. (po. 60)	50 60	Centauria	20
" Cape, (po. 20)	12	Celastrum	40
Socotri, (po. 60)	50	Chloroform	60 62
Catechu, 1s, 1/2s, 1/4s,	10	" squibbs	21 25
10)	10	Chloral Hyd Crat.	1 35 40
Ammoniac	55 60	Chondrus	20 25
Asafoetida, (po. 35)	30 35	Cinchonidia, F. & W	15 20
Benzoinum	40 45	" German	2 12
Camphora	55 58	Corks, list, dis. per	cent
Euphorbium po.	35 40	Cresacum	2 35
Galbanum	20 25	Creta, (bbl. 75)	2
Gamboge, po.	70 75	" prep.	50 5
Guaiacum, (po. 35)	20 25	" precip.	90 11
Kino, (po. 1 10)	20 25	" Rubra	8
Mastic	20 25	Crocons	75 80
Myrrh, (po. 45)	20 25	Cudbear	20 24
Opil (po 4 50)	3 30 23 40	Cupri Sulph.	5 2 6
Shellac	33 35	Dextrine	10 12
" bleached	33 35	Ether Sulph.	70 75
Tragacanth	40 41 00	Emery, all numbers.	2
HERBA—In ounce packages.		" po	6
Absinthium	25	Ergota, (po.) 75	70 75
Eupatorium	20	Flake White	12 15
Lobelia	25	Galla	23
Majorum	25	Gambier	7 8
Mentha Piperita	25	Gelatin, Cooper	70
" Vir	25	" French	40 60
Rue	30	Glassware flint, by box 70 & 10.	
Tanacetum, V	25	Less than box 66 1/2	
Thymus, V	25	Glebe, Brown	15
MAGNESIA.		" White	130 25
Calcined, Pat.	55 60	Glycerina	14 40
Carbonate, Pat.	20 22	Griana Paradisi.	22
Carbonate, K. & M.	20 22	Humulus	25 55
Carbonate, Jennings	35 36	Hydraag Chl. white.	85
OLEUM.		" Cor	85
Absinthium	3 50 24 00	" Ox Rubrum	90
Amygdalae, Dulc.	45 75	" Ammoniatl.	21 00
Amygdalae, Amarae	8 00 28 25	" Unguentum.	45 55
Anisi	1 70 21 80	Hydrargyrum	64
Aurant Cortex	2 30 22 40	Icthyotholia, Am.	1 25 21
Bergamiti	3 25 23 50	Indigo	50 60
Cajuputi	60 65	Iodine, Resubi.	3 80 23 80
Caryophylli	85 90	Iodoform	24 70
Cedar	35 40	Lupulin	22 25
Chenopodii	60 65	Lycopodium	60 65
Cinnamonii	90 100	Macis	70 75
Citronella	45	Liquor Arsen et Hy-	27
Conium Mac.	35 40	drag oil	27
Copaiba	8 00 90	Liquor Potass Arsenitis	100 12
		Magnesia, Sulph (bbl	13)
		Magnis. S. F.	2 4 4
			60 62

Morphia, 50 P. & W.	2 30 23 45	Seidlitz Mixture	20 30	Lindseed, boiled	54	57
S. N. Y. Q. & C. Co.	2 10 23 35	Sinapis	20 30	Neat's Foot, winter	80	85
Moschus Canton.	65 70	" opt.	20 30	strained	80	85
Myristica, No 1	65 70	Snuff, Maccaboy, De	20 30	Spirits Turpentine	36	40
Nux Vomica, (po. 30)	20 22	Voes	20 35	PAINTS.		bbl. lb.
Os. Sepia	20 22	Snuff, Scotch, De. Voes	10 12 11	Red Venetian	13 1/2	20 3
Pepsin Sacc, H. & F. D.	22 00	Soda Boras, (po. 11)	27 30	Ochre, yellow Mars	13 1/2	20 3
Co.	22 00	Soda et Potass Tart.	27 30	" Ber.	13 1/2	20 3
Picis Liq. N. C., 1/2 gal	22 00	Soda Carb.	1 1/2 2	" strictly pure	2 1/2	24 23
doz	23 00	Soda, Bi-Carb.	2 5	Vermilion Prime Amer-	13 1/2	20 3
Picis Liq., quarts	21 00	Soda, Ash	3 1/2 4	ican	13 1/2	20 3
" pints	21 00	Soda, Sulphas.	2 2	Vermilion, English	66 70	
Pil Hydrarg., (po. 80)	20 25	Spts. Ether Co	50 55	Green, Peninsular	70 75	
Piper Nigra, (po. 22)	20 25	" Myrcia Dom.	2 25	Lead, red	6 1/2 7	
Piper Alba, (po. 35)	20 25	" Myrcia Imp.	2 30	" white	6 1/2 7	
Pix Burgun.	20 25	" Vini Rect. bbl.	2 30	Whiting, white Span.	270	
Plumbi Acet.	14 15	Less 50 gal., cash ten days.	2 21 23 31	Whiting, Gliders	270	
Pulvis Ipecac et opil.	1 10 12 20	Strychnia Crystal	1 40 21 45	White, Paris American	1 0	
Pyrethrum, boxes H	21 25	Sulphur, Subl.	2 1/2 3 1/2	Whiting, Paris Eng.	1 40	
& P. D. Co., doz	21 25	" Roll	2 1/2 3 1/2	Pioneer Prepared Paint	20 21 40	
Pyrethrum, pv.	15 25	Tamarinds	8 10	Swiss Villa Prepared	1 00 21 20	
Quassia	8 10	Terebenth Venice	28 30	Paints	1 00 21 20	
Quinia, S. P. & W.	25 34	Theobromae	45 48	VARNISHES.		
" S. German	21 30	Vanilla	9 00 16 00	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	OILS.		Coach Body	2 75 33 00	
Saccharum Lactis	1 75 21 80	Whale, winter	Bbl. Gal	No. 1 Turp Furn	1 00 21 10	
Sanguis Draconis	40 2 50	Lard, extra	1 10 1 15	Extra Turk Damar	1 55 21 60	
Sapo, W.	10 12	Lard, No. 1	65 70	Japan Dryer, No. 1	70 75	
" M.	10 12	Linseed, pure raw	51 54			
" G.	2 15					

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Full Line of Staple Druggists' Sundries

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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.

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HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

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.

<p>AXLE GREASE. doz gross Aurora. 55 6.00 Castor Oil. 75 9.00 Diamond. 50 5.50 Frazier's. 80 9.00 Mica. 75 8.00 Paragon. 55 6.00</p> <p>BAKING POWDER. Acme. 1 lb. cans, 3 doz. 45 1 lb. " 2 " 85 Bulk. 1 " 1.80</p> <p>Arctic. 1 lb. cans. 60 1 lb. " 1.30 1 lb. " 2.00 1 lb. " 9.60</p> <p>Fosfon. 5 oz. cans, 4 doz. in case. 80 10 " 2 " 2.00</p> <p>Red Star. 1 lb. cans. 75 1 lb. " 1.40</p> <p>Telfer's. 1 lb. cans, doz. 85 1 lb. " 1.50 Our Leader. 1 lb. cans. 75 1 lb. " 1.50 Dr. Price's. per doz. Dime cans. 90 4-oz. " 1.33 6-oz. " 1.90 8-oz. " 2.47 12-oz. " 3.75 16-oz. " 4.75 2 1/2 lb. " 11.40 4 lb. " 18.25 5 lb. " 21.60 10 lb. " 41.80</p> <p>BATH BRICK. 2 dozen in case. English. 90 Bristol. 90 Domestic. 70</p> <p>BLUING. Gross Arctic, 4 oz ovals. 4.00 " 8 oz. 7.00 " pints, round. 10.50 No. 2, sifting box. 2.75 " No. 3. 4.00 " No. 5. 8.00 " 1 oz ball. 4.50 Mexican Liquid, 4 oz. 3.60 " 8 oz. 6.80</p> <p>BROOMS. No. 2 Hurl. 1.75 No. 1 " 2.60 No. 2 Carpet. 2.25 No. 1 " 2.50 Parlor Gem. 2.75 Common Whisk. 90 Fancy. 1.15 Warehouse. 3.25</p> <p>BRUSHES. Stove, No. 1. 1.25 " 10. 1.50 " 15. 1.75 Rice Root Scrub, 2 row. 1.25 Rice Root Scrub, 3 row. 1.25 Palmetto, goose. 1.50</p> <p>BUTTER PLATES. Oval—250 in crate. No. 1. 60 No. 2. 70 No. 3. 80 No. 5. 1.00</p> <p>CANDLES. Hotel, 40 lb. boxes. 10 Star. 40 " 9 Paraffine. 11 Wicking. 34</p> <p>CANNED GOODS. Fish. Clams. Little Neck, 1 lb. 1.30 " 2 lb. 1.90 Clam Chowder. 2.25 Standard, 3 lb. 1.00 Cove Oysters. 1.85 Star, 1 lb. 2.50 " 2 lb. 2.00 Picnic, 1 lb. 2.90 " 2 lb. 2.90</p> <p>Mackerel. Standard, 1 lb. 1.25 " 2 lb. 2.10 Mustard, 2 lb. 2.25 Tomato Sauce, 2 lb. 2.25 Soused, 2 lb. 2.25</p> <p>Columbia River, flat. 1.90 " talls. 1.75 Alaska, Red. 1.45 " pink. 1.25 Kinney's, flats. 1.95</p> <p>Sardines. American. 5 Imported. 6 1/2 Mustard. 28 Bonnetless. 28 Trout. 2.50</p>	<p>FRUITS. Apples. 3 lb. standard. 1 05 York State, gallons. 3 00 Hamburg, 1 05</p> <p>Apricots. Live oak. 1 75 Santa Cruz. 1 75 Lusk's. 1 75 Overland. 1 75</p> <p>Blackberries. B. & W. 95</p> <p>Cherries. Red. 1 20 Pitted Hamburg. 1 75 White. 1 30 Erie. 1 30 Damsons, Egg Plums and Green Gages. 1 10 California. 1 70</p> <p>Gooseberries. Common. 1 25</p> <p>Pie. 1 25 Maxwell. 1 05 Shepard's. 1 05 California. 2 20 Monitor. 1 05 Oxford. 1 05</p> <p>Pears. Domestic. 1 30 Riverside. 2 10</p> <p>Pineapples. Common. 1 00 Johnson's sliced. 2 50 " grated. 2 75 Booth's sliced. 2 50 " grated. 2 75</p> <p>Quinces. Common. 1 10</p> <p>Raspberries. Red. 1 30 Black Hamburg. 1 50 Erie, black. 1 30</p> <p>Strawberries. Lawrence. 1 25 Hamburg. 1 25 Erie. 1 25 Terrapin. 1 10</p> <p>Whortleberries. Blueberries. 1 00</p> <p>Meats. Corned beef, Libby's. 2 10 Roast beef, Armour's. 2 10 Potted ham, 1/2 lb. 1 30 " 1 lb. 80 " tongue, 1/2 lb. 1 35 " 1 lb. 85 " chicken, 1/2 lb. 95 " 1 lb. 95</p> <p>Vegetables. Beans. Hamburg stringless. 1 25 " French style. 1 25 " Limas. 1 35 Lima, green. 1 40 Lewins Boston Baked. 1 35 Bay State Baked. 1 35 World's Fair Baked. 1 35 Picnic Baked. 1 00</p> <p>Corn. Hamburg. 1 40 Livingston Eden. 1 30 Purley. 1 50 Morning Glory. 1 50 Soaked. 75 Pear. Hamburg marofat. 1 35 " early June. 1 50 " Champion Eng. 1 50 " pett pois. 1 75 " fancy sifted. 1 90</p> <p>Soaked. Harris standard. 1 75 VanCamp's marrowfat. 1 10 " early June. 1 30 Archer's Early Blossom. 1 35 French. 2 15</p> <p>Mushrooms. 17 Pumpkin. 95</p> <p>Squash. 1 25</p> <p>Succotash. 1 40 Soaked. 1 40 Honey Dew. 1 50 Erie. 1 35</p> <p>Tomatoes. Hancock. 23 Excelior. 1 25 Schlizer. 1 40 Hamburg. 1 40 Gallon. 3 50</p>	<p>GOLD MEDAL. Skim. 9 @12 1/4 Brick. 11 @11 Edam. 1 00 Leiden. 23 Limburger. @10 Pineapple. @25 Roquefort. @35 Sap Sago. @22 Schweitzer, Imported. @24 " domestic. @14</p> <p>CATSUP. Blue Label Brand. 2 75 Pint. 4 50 Quart 1 doz bottles. 3 50</p> <p>Triumph Brand. Half pint, per doz. 1 35 Pint, 25 bottles. 4 50 Quart, per doz. 3 75</p> <p>CLOTHES PINS. 5 gross boxes. 40 @45</p> <p>COCOA SHELLS. 35 lb. bags. @3 Less quantity. @3 1/4 Pound packages. 6 1/2 @7</p> <p>COFFEE. Green. Rio. Fair. 17 Good. 18 Prime. 20 Golden. 20 Peaberry. 22</p> <p>Santos. Fair. 18 Good. 20 Prime. 21 Peaberry. 22</p> <p>Mexican and Guatamala. Fair. 21 Good. 22 Fancy. 24</p> <p>Maracalbo. Prime. 23 Milled. 24</p> <p>Java. Interior. 25 Private Growth. 27 Mandehling. 28</p> <p>Mocha. Imitation. 25 Arabian. 28</p> <p>Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage.</p> <p>Package. McLaughlin's XXXX. 21.80 Bunola. Lion, 60 or 100 lb. case.</p> <p>Extract. Valley City 1/4 gross. 75 Felix. 1 15 Hummel's, foll. gross. 1 50 " tin. 2 50</p> <p>CHICORY. Bulk. 5 Red. 7</p> <p>CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute 60 ft. " 90 " 72 ft. " 1 00</p> <p>CONDENSED MILK. 4 doz. in case. Eagle. 7 40 Crown. 6 25 Genuine Swiss. 7 70 American Swiss. 6 70</p> <p>COUPON BOOKS. TRADESMAN'S 1 5 "Credit Coupon"</p> <p>"Tradesman." \$1, per hundred. 2 00 \$2, " 3 00 \$3, " 3 50 \$5, " 4 00 \$10, " 5 00 \$20, " 5 00</p> <p>"Superior." \$1, per hundred. 2 50 \$2, " 3 00 \$3, " 3 50 \$5, " 4 00 \$10, " 5 00 \$20, " 5 00</p> <p>ONE CENT COUPON. "Universal."</p>	<p>\$1, per hundred. 2 00 \$2, " 3 00 \$3, " 3 50 \$5, " 4 00 \$10, " 5 00 \$20, " 5 00</p> <p>Above prices on coupon books are subject to the following quantity discounts: 200 or over. 5 per cent. 500 " 10 " 1000 " 30 "</p> <p>COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books. \$1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50</p> <p>CREDIT CHECKS. 500, any one denom'n. 83 00 1000, " 8 00 2000, " 8 00 Steel punch. 75</p> <p>CRACKERS. Butter. Seymour XXX. 6 1/2 Seymour XXX, cartoon. 6 Family XXX. 6 1/2 Family XXX, cartoon. 6 1/2 Salted XXX. 6 Salted XXX, cartoon. 6 1/2 Kenosha. 7 1/2 Boston. 8 Butter biscuit. 6 1/2</p> <p>Soda. Soda, XXX. 6 Soda, City. 7 1/2 Soda, Duchess. 8 1/2 Crystal Wafer. 10 Long Island Wafers. 11 Oyster. S. Oyster XXX. 6 City Oyster, XXX. 6 Farina Oyster. 6</p> <p>CREAM TARTAR. Strictly pure. 30 Telfer's Absolute. 30 Grocers'. 15 @25</p> <p>DRIED FRUITS. Domestic. Apples. Sundried, sliced in bbls. 7 1/2 " quartered. 7 1/2 Ev</p>
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Root Beer Extract.	
Williams, 1 doz.	1 75
" 3 doz.	5 00
Hires, 1 doz.	1 75
" 3 doz.	5 00

SPICES.**Whole Sifted.**

Allspice.	10
Cassia, China in mats.	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	22
" Zanzibar.	12
Mace Batavia.	80
Nutmegs, fancy.	70
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	28
" and Saigon.	25
Cloves, Amboy.	35
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	25
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30
"Absolute" in Packages.	
Allspice.	1/8 1/8
Cinnamon.	84 1/8
Cloves.	84 1/8
Ginger, Jamaica.	84 1/8
" African.	84 1/8
Mustard.	84 1/8
Pepper.	84 1/8
Sage.	84

SAL SODA.

Kegs.	1 1/4
Granulated, boxes.	1 1/4

SEEDS.

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

STARCH.

Corn.	
20-lb boxes.	6
40-lb "	5 1/2
Gloss.	
1-lb packages.	5 1/4
3-lb "	5 1/4
6-lb "	6
40 and 50 lb. boxes.	4 1/4
Barrels.	5 1/2

SNUFF.

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Happee, in jars.	43

SODA.

Boxes.	5 1/2
Kegs, English.	4 1/4

SALT.

100 3-lb. sacks.	2 25
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. " Ashton.	18
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	27
Common Fine.	
Saginaw.	85
Manistee.	85

SALERATUS.

Packed 60 lbs. in box.	5 1/4
Church's.	5 1/4
Dwight's.	5 1/4
Taylor's.	5

SOAP.

Laundry.	
Allen B. Wisley's Brands.	
Old Country, 80 1-lb.	3 40
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1-lb.	3 95
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 90
Mottled German.	3 60
Town Talk.	3 25
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.	\$4 00
" plain.	2 94
N. K. Fairbanks & Co.'s Brands.	
Santa Claus.	4 75
Brown, 60 bars.	2 85
" 80 bars.	3 50
Lautz Bros. & Co.'s Brands.	
Acme.	4 00
Cotton Oil.	6 00
Marseilles.	3 95
Mafter.	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 35 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 35 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
Cut Leaf.	\$3 30
Powdered.	6 17
Granulated.	5 67
Extra Fine Granulated.	5 80
Cubes.	6 15
XXXX Powdered.	6 48
Confec. Standard A.	5 61
No. 1 Columbia A.	5 54
No. 5 Empire A.	5 42
No. 6.	5 36
No. 7.	5 47
No. 8.	5 11
No. 9.	5 05
No. 10.	4 98
No. 11.	4 98
No. 12.	4 92
No. 13.	4 61
No. 14.	4 45

SYRUPS.

Barrels.	21
Half bbls.	23
Pure Cane.	
Fair.	19
Good.	25
Choice.	30

SWEET GOODS.

Ginger Snaps.	8
Sugar Creams.	9
Frosted Creams.	8
Graham Crackers.	8 1/4
Oatmeal Crackers.	8 1/4

VINEGAR.

40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

WET MUSTARD.

Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75

YEAST.

Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

TEAS.

JAPAN—Regular.	
Fair.	217
Good.	230
Choice.	24
Choicest.	234
Dust.	10 112

SUN CURED.

Fair.	217
Good.	230
Choice.	24
Choicest.	234
Dust.	10 112

BASKET FIRED.

Fair.	18 220
Choice.	25
Choicest.	235
Extra choice, wire leaf.	240

GUNPOWDER.

Common to fair.	25 235
Extra fine to finest.	50 255
Choicest fancy.	75 285

OOLONG.

Common to fair.	23 230
Superior to fine.	30 235

IMPERIAL.

Common to fair.	23 230
Superior to fine.	30 235

TOBACCO.

Fine Cut.	
Palls unless otherwise noted.	
Bazoo.	230
Can Cal.	237
Nellie Bly.	27 234
Uncle Ben.	21 232
Hlawatha.	60
Sweet Cuba.	34
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	25
Torpedo.	23
Yum Yum.	28
1892.	23
" drums.	22
Plug.	
Sorg's Brands.	
Spearhead.	41
Joker.	29
Nobby Twist.	41
Scotten's Brands.	
Kylo.	26
Hawath.	38
Valley City.	34
Finner's Brands.	
Old Honesty.	40
Jolly Tar.	32
Smoking.	
Catlin's Brands.	
Kiln dried.	17
Golden Shower.	19
Huntress.	26
Meerschaum.	29
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 232
German.	15
Frog.	33
Java, 1/2 foil.	32

Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	28

Scotten's Brands.

Warpath.	15
Honey Dew.	30
Gold Block.	28
F. F. Adams Tobacco Co.'s Brands.	

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

Leidersdorf's Brands.

Rob Roy.	26
Uncle Sam.	28 232
Red Clover.	32
Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 232
Corn Cake.	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
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Eocene.	8 1/4
Water White, old test.	7 1/2
W. W. Headlight, 150°	7
Water White Mich.	6 1/2
Naphtha.	6 1/2
Stove Gasoline.	6 1/2
Cylinder.	27 235
Engine.	13 221
Black, 15 cold test.	8 1/4

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
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HIDES.

Green.	2 1/2 234
Part Cured.	2 1/2
Full.	2 1/2 234
Dry, green.	5 2 5
Kips, green.	3 2 4
" cured.	4 2 6
Calfskins, green.	4 2 6
" cured.	7 2 8
No. 2 hides 1/2 off.	10 230

PELTS.

Shearlings.	10 25
Lambs.	25 21 50

WOOL.

Washed.	10 22
Unwashed.	10 218

MISCELLANEOUS.

Tallow.	3 2 4 1/4
Grease butter.	1 2 2
Switches.	1 1/2 2 2
Ginseng.	2 00 2 75

FURS.

Outside prices for No. 1 only.	
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Badger.	50 21 00
Beaver.	15 00 25 00
Beaver.	3 00 27 00
Cat, wild.	40 2 50
Cat, house.	10 2 25
Fisher.	4 00 26 00
Fox, red.	1 00 21 00
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 2 00
Muskat.	03 2 17
Oppossum.	15 2 30
Otter, dark.	5 00 28 00
Raccoon.	25 2 90
Skunk.	1 00 21 25
Wolf.	1 00 23 00
Beaver castors, lb.	2 00 25 00

DEERSKINS—per pound.

Thin and green.	10
Long gray, dry.	20
Gray, dry.	25
Red and Blue, dry.	35

GRAINS and FEEDSTUFFS

WHEAT.	
No. 1 White (58 lb. test).	68
No. 2 Red (60 lb. test).	68

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 " sacks.	1 90

MILLSTUFFS.

Car lots.	Less quantity
Bran.	\$15 00 \$15 00
Screenings.	14 00 14 00
Middlings.	17 00 17 00
Mixed Feed.	21 50 21 00
Coarse meal.	20 50 20 00

CORN.

Car lots.	50
Less than car lots.	52

OATS.

Car lots.	38
Less than car lots.	40

HAY.

No. 1 Timothy, car lots.	13 00
No. 1 " ton lots.	14 00

FRESH MEATS.

Beef, carcass.	6 1/2 8
" hind quarters.	7 2 9
" fore.	5 1/2 6
" loins, No. 3.	10 211
" rounds.	8 2 9
Bologna.	6 1/2 7
Pork lard.	12 1/4

" shoulders.	10 1/4
Sausage, blood or head.	7
" liver.	7
" Frankfort.	7
Mutton.	8 9
Veal.	7 8

FISH and OYSTERS.**F. J. Dettenthaler quotes as follows:**

FRESH FISH.	
Whitefish.	2 9
Trout.	8 2 9
Halibut.	15
Ciscoes or Herring.	6
Bluefish.	16
Fresh lobster, per lb.	20
Cod.	10 12
No. 1 Pickerel.	9
Pike.	8
Smoked White.	10
Red Snappers.	12
Columbia River Salmon.	20
Mackerel.	15

OYSTERS—CANS.

Fairhaven Counts.	240
F. J. D. Selects.	233
Selects.	228

SHELL GOODS.

Oysters, per 100.	1 50 21 75
Clams.	1 00 21 25

PROVISIONS.**The Grand Rapids Packing and Provision Co. quotes as follows:****PORK IN BARRELS.**

Mess.	20 58
Short cut.	21 50
Extra clear pig, short cut.	
Extra clear, heavy.	22 50
Clear, fat back.	22 50
Boston clear, short cut.	22 50
Clear back, short cut.	22 50
Standard clear, short cut, best.	22 50

SAUSAGE—Fresh and Smoked.

THE HATED CAPITALIST.

One would think that, considering the alacrity with which men of all sections of the country hasten to financial centers for assistance when they need it for their local enterprises, and the liberality with which their applications are usually treated by capitalists, they would regard them as friends and not as enemies, but ingratitude has always been a trait of human nature, and will probably be the case as long as the world stands. Those whose aid we invoke, because they have the power to do for us what we cannot do for ourselves, are disliked for that very reason, and when this power results from the possession of greater wealth than ours it is especially hateful. From the earliest times the lender has been regarded as the enemy of the borrower, the creditor as the oppressor of the debtor, and religion, poetry, romance, and legislation have vied with one another in championing the cause of the poor and needy against their more fortunate fellow men. The strength of the free silver coinage movement consists in the relief it promises to debtors by diminishing the burden of their debts, and although, as a matter of fact, the debtors who would most profit by it are the rich men who have bought great amounts of property with borrowed money, they are included in the general effort to help the poor.

This disproportionate division of riches among men undoubtedly favors the idea that this division is not according to the Divine will, but results from a perversion of human ingenuity. The accepted axiom, that all men are born equal, seems monstrously contradicted by the immense fortunes enjoyed by a few and the comparative poverty of the many. Take, for example, the way in which the useless articles composing the Spitzer collection, now selling at Paris, find purchasers at thousands and tens of thousands of dollars each, while multitudes have barely enough to buy their daily bread. Take, too, the possessions of the European aristocracy, the wealth of American millionaires, and the immense masses of capital invested in railroad, mining, and manufacturing enterprises, wielded by single men and yet controlling the means of subsistence for hundreds of thousands. It is not surprising that out of this privation, helplessness, and dependence on the side, and of the abundance on the other, a feeling of dissatisfaction should arise which is easily exasperated into resentment, and, finally, when provocation for it is given, into active hostility.

A condition of things, however, which has confessedly existed from time immemorial, and which prevails everywhere, must, it is evident, have its origin in a cause of like permanence and universality. The progress of the human race from a condition of savagery to one of steadily improving civilization has been accompanied, as we see, by an increase in wealth, and, if this wealth is also held in great amounts by comparatively few persons, it is because such is the law of its accumulation. It is frequently said that as the rich have become richer the poor have become poorer, but this assertion is contradicted by facts. The poor may possibly be poorer now, relatively to the rich, than they were formerly, but relatively to the poor of any former period they are much richer. Their earnings in money are greater,

and the comforts which this money procures for them greater still. Certainly the worst tenement house of the present day is roomier, cleaner, better lighted and ventilated, and better provided with conveniences than the worst was half a century ago, and, making due allowance for the increased density of our population, it is better than the best was. The absolute necessities of life, too, are cheaper, and, while rents are dearer, wages are more than enough higher to compensate for the increase. In addition, luxuries like fresh fish and vegetables are more abundant and are obtainable at low prices for a longer period of the year than they used to be, while the number of beer saloons, liquor saloons, concert rooms, and theaters which are maintained entirely by the patronage of the poor demonstrate the existence of a surplus of earnings available for amusement. The education provided in our public schools is far more costly and elaborate, free hospitals and dispensaries are more numerous, and the circulation of our daily newspapers shows how the means of intellectual recreation at a nominal price have been multiplied.

Of course, no improvement in the physical and mental condition of the poor avails to justify the ownership of great masses of wealth by a few individuals, if this wealth rightfully belongs to the poor and has been wrongfully withheld from them. If a workman gets only three, four, or five dollars a day when he has earned ten, it is no answer to his demand for the ten to tell him that half a century ago those who did the same work got only one dollar. This, it is plain, is the turning point of the controversy. If it is true that no man can be richer than other men except by cheating or robbing them, the reformers who would correct the inequality by legislation deserve to succeed; if it is not true, the legislation they propose is itself founded upon injustice.

We shall have little difficulty in coming to the conclusion that, so far as it is put upon the ground of justice, the opposition to the unequal division of riches cannot be defended. All wealth is the product of labor directed by skill, and since no two men are alike in their capacity, either to labor or to direct labor, the product of their exertions must necessarily vary. Moreover, some men are more thrifty and saving than others, and while their labor may be no more productive, they may consume less of its fruits, and thus, in time, they may grow richer. In some cases, too, that inscrutable conjuncture of favoring circumstances which, for want of a better name, we call luck, comes in to help skill, industry, and economy to an extraordinary degree, and the result is the great fortunes which excite so much admiration and envy. It is, therefore, not necessary to assume that a man who is very rich has become so by dishonest means. The possession of great wealth may be perfectly consistent with uprightness, and in fact it is frequently conceded to be so by general consent in instances with which every one of us is familiar. To prevent it, either by depriving its owners of it after they have gained it or by prohibiting them to exercise their skill in acquiring it, would destroy civilized society.

More than this, the great masses of wealth wielded by individuals are more useful to the world, and, as a conse-

MICHIGAN Fire & Marine Insurance Co.

Organized 1881.
DETROIT, MICHIGAN.

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1.00 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescen avenue, Grand Rapids, Mich.

REEDER BROS. SHOE CO.,

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



158 & 160 Fulton St., Grand Rapids.



You only Chew the String when you read this advertisement. To Prove the Pudding, you must send for a sample order of Tradesman, Superior or Universal Coupon Books. If you have never used the Coupon Book System, and wish to investigate it, sample books and price lists will be mailed free on application.

TRADESMAN COMPANY,

Grand Rapids, Mich.



WILLIAM CONNOR.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

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

We always guarantee excellent fits and well made garments.

RINDGE, KALMBACH & CO.,

Manufacturers and Wholesale
Dealers in

Boots, Shoes and Rubbers.

12, 14 and 16 Pearl Street.

Our Styles, Qualities and Prices
are Right. Give us a trial.

We carry the best Tennis Shoes
made.

Agents for the Boston Rubber
Shoe Co.



quence, to the poor, who compose the greater part of the world's population, than if they were split up into many fragments. All our laws for the formation of manufacturing, mining, and railroad corporations are based upon the experience that small amounts of capital can be made more profitable when combined under one management than when they are left in the hands of their individual owners; and the result is the same when the ownership of the capital, as well as its control, is thus concentrated. Wealth, too, consists not only in the multiplication of the necessities of life, but in the creation of luxuries. The Spitzer collection is as really wealth, although it can neither clothe, feed, nor shelter the bodies of human beings, as if it were composed of bales of cloth, barrels of flour, and tons of coal. The creators of the various articles in it earned their pay as honestly as if they had woven cloth, tilled the earth, or labored in mines, and like those who do similar work to-day they earned more by it than if they had been weavers, farmers, or miners. Yet they could not have devoted themselves to their special industries had there been no rich men to employ them and pay them. Not only, therefore, do great fortunes increase the productiveness of labor applied to mere necessities, but they render possible the addition to the world's wealth of articles of beauty, the existence of which promotes the general welfare.

The much hated and much vilified capitalist is, therefore, not the public enemy which so many represent him to be. He has become what he is by enterprises which have contributed to the welfare of the community as well as to his own; and his efforts to keep and to increase his possessions are no less beneficial. Unless we are prepared to see the world peopled by beings all upon one dead level of uniformity, and none of them having the tastes and the capacities for enjoyment which great wealth develops, and unless we wish to forego the increase in the productiveness of industry which skillfully managed capital makes possible, we must endure him as a necessary evil or as an indispensable good, according to the view we take of wealth itself. MATTHEW MARSHALL.

Adulterated Coffee.

The attention of the Agricultural Department has recently been turned to the subject of the adulterations of coffee, and experts have been investigating the matter, with some astonishing results. Thirty samples were obtained from as many different stores, many of them of a high reputation for fair dealing, of what the dealers declared was pure coffee. Of these samples twenty-seven were found to be more or less adulterated, and one of them had no coffee at all in it. In fifteen of the samples the adulteration amounted to one-half the whole quantity or more. A sample that was bought for pure Rio, at 25 cents a pound, had not a particle of coffee in it. Another sample that was bought for Mocha and Java, at 25 cents a pound, contained 75 per cent. adulteration. The worst adulteration was found in ground coffee, but three samples of roasted whole coffee were badly adulterated. A special agent of the Department says that the artificial coffee bean is identical in appearance with the genuine green or roasted coffee, and can only be distinguished by the eye of an expert. It is made by machinery and has little taste or smell, its only use being to increase the bulk and weight of the genuine article. Until lately this imitation could only be had from Germany, but now it is made in large quantities in several places in this country, and has an enormous sale. Coffee inspectors are now in order.

Grand Rapids Retail Grocers' Association.
President, A. J. Elliott; Secretary, E. A. Stowe.
Official Organ—MICHIGAN TRADESMAN.

Jackson Grocers' Union.
President, D. S. Fleming; Sec'y, O. C. Leach.

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, May 1, the address of F. H. Barnes was postponed until the next meeting. Mr. Brink, of the special Committee on Oil, reported progress and asked for further time to report, which was granted.

Peter Schuit, of the special Committee on Flour, reported that the Star Mills informed him that they retailed flour to persons who lived in localities where their brands are not sold, at from 10 to 15 cents per hundred higher than the regular grocers' prices. The report was accepted and the Committee requested to continue its investigations.

On motion of Mr. Herrick, the present arrangement with the Commercial Credit Co. was terminated, and the Secretary was requested to notify the company to that effect.

The same gentleman moved that a special meeting of the Association be held at Grandville avenue some evening next week, and that the fourteen grocers in that vicinity who are not members of the Association be invited to attend the meeting, which was accepted. Mr. Brink was requested to secure a hall for that purpose. There being no further business, the meeting adjourned.

A Slight Misunderstanding.

Written for THE TRADESMAN.

One day, not long ago, during the strike on the T. & A. & N. M. R. R., I took my life and my grip in my hands and boarded a train of that road at Alma, bound for Owosso, with the hope of reaching there in time to make connections East and get home to my family, for it was Friday night; but such or any calculations where that road is concerned are generally doomed to disappointment, as my brother travelers who are unfortunate enough to travel on it can testify, and so it proved in this case.

On this occasion the silver cloud of our discontent was furnished by an elderly lady who boarded the train at North Star. She was well supplied with hand baggage and the inevitable bird cage was there.

It had grown dark and we were bowling along at a pace that would credit to the M. C. main line, which on this roadbed caused each passenger to hang onto his seat and wonder what would happen next, when our scab engineer discovered a light ahead on the track, which afterwards proved to be a farmer walking along with a lantern, but which he took for danger and applied the air brake so suddenly, that the old lady, who was standing up at the time fixing something in the hat rack, was thrown over and stood on her head in the next seat forward, which chanced to be vacant. As she stood in this position, her feet waving a signal of distress, it was a sight never to be forgotten and good for the blues. The conductor extricated her and the aforementioned feathered animal, and, after getting her right side up, kindly inquired if she was hurt. The look of scorn she gave him would be worth a fortune to some railroad ticket agents, as she answered,

"No! Why?"

"Because I thought, from your recent inverted position that you might be."

"No, young man, I am not hurt. It is true I never traveled on any other road but this, but I supposed this was the way you always stopped." TOURIST.

GINSENG ROOT.

We pay the highest price for it. Address

PECK BROS., Wholesale Druggists,
GRAND RAPIDS.

The Lansing Woodenware Co.

Are now ready for business with a full line of Woodenware and would ask for a small share of trade, and will endeavor, by fair dealing, to merit more.

Lansing Woodenware Co.,

Lansing, Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

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



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee Rys offers a route making the best time between Grand Rapids and Toledo.
Time Table in effect January 29, 1893.

VIA D. L. & N. R. Y.
Lv. Grand Rapids at 7:10 a.m. and 1:25 p.m.
Ar. Toledo at 1:10 p.m. and 10:30 p.m.
VIA D. 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 5:35pm 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
South. North.
For Traverse City and Saginaw 6:45 a.m. 7:20 a.m.
For Traverse City & Mackinaw 9:00 a.m. 1:10 p.m.
For Cadillac and Saginaw 2:20 p.m. 4:15 p.m.
For Petoskey & Mackinaw 8:10 p.m. 10:10 p.m.
From Chicago and Kalamazoo 8:35 p.m.
Train arriving from south at 6:45 a.m. and 9:00 a.m. daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going
North. South.
For Cincinnati 6:30 a.m. 7:00 a.m.
For Kalamazoo and Chicago 10:05 a.m. 10:50 a.m.
For Fort Wayne and the East 11:50 a.m. 2:00 p.m.
For Cincinnati 6:15 p.m. 6:00 p.m.
For Kalamazoo & Chicago 10:40 p.m. 11:20 p.m.
From Saginaw 11:50 a.m.
From Saginaw 10:40 p.m.
Trains leaving south at 6:00 p.m. and 8:00 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. 11:20 p.m.
Ar. Chicago 3:55 p.m. 9:00 p.m. 6:50 a.m.
10:05 a.m. train through Wagner Parlor Car.
11:20 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:05 a.m. 3:10 p.m. 11:45 p.m.
Ar. Grand Rapids 2:20 p.m. 8:35 p.m. 6:45 a.m.
3:10 p.m. through Wagner Parlor Car. 11:45 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
6:55 a.m. 10:00 a.m.
11:25 a.m. 4:40 p.m.
5:30 p.m. 9:05 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, Telephone 606, Grand Rapids, Mich.

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

CHICAGO

NOV. 20, 1892

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

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

TO AND FROM MUSKEGON.

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

TRAVERSE CITY MANISTEE & PETOSKEY.

Lv. G. R. 7:30am 5:35pm
Ar. Manistee 12:15pm 10:29pm
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	10:30am	3:25pm	11:00 m
Ionla " " Ar	7:45am	11:25am	4:27pm	12:42 m
St. Johns " " Ar	8:30am	12:17pm	5:20pm	2:00am
Owosso " " Ar	9:05am	1:20pm	6:05pm	3:10am
E. Saginaw " " Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City " " Ar	11:30am	4:35pm	8:37pm	7:15am
Flint " " Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron " " Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac " " Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit " " Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

Trains Leave	*No. 81	*No. 11	*No. 15
Lv. Detroit " " Ar	10:45pm	6:50am	4:05pm
G'd Rapids, Lv	7:00am	1:00pm	10:20pm
G'd Haven " " Ar	8:25am	2:10pm	11:30pm
Milwaukee Str " " Ar			6:30am
Chicago Str " " Ar			6:00am

*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

World's Fair Year a Bad Blow to Business.

Written for THE TRADESMAN.

"Hang the World's Fair, anyway!" exclaimed a real estate speculator to the writer, the other morning. "It has knocked me out of a sale of a house already. I had bargained it on contract to a good party who is receiving good wages in a city office, but the wife says, 'It's buy and stay at home, or defer the matter until next year, and go to the World's Fair,' and she has decided in favor of the latter."

The thought occurred to me that this was a true index of the probable evil effects which will be felt in all branches of business on account of the World's Fair. If a woman will forego the pleasure of securing a desirable little home of her own, and incur the risk of losing it or of being compelled to pay an enhanced price later on, just for the sake of being able to attend the Big Fair, what pleasure would she not willingly forego for the same purpose? The monthly wages which ordinarily are spent as soon as earned in rent, fuel, necessities, luxuries, recreation, all at home, will, this summer, have a check put upon them. There is a mighty attraction in the land. The whole world is at our door. Such a grand spectacle was never before presented to the American people. This generation never before, nor never will again, have the opportunity of witnessing it. Everybody realizes this great fact, and everybody is looking forward to it with keen anticipation. "What time do you go to Chicago?" is what everybody asks of everybody, and everybody expects to go, whether the particular time has been

fixed or not. The papers are full of it, so full, in fact, that murders, suicides and cyclones are nearly all crowded out already, and they have only just commenced to get full.

Talk about business! A man can't concentrate his mind on every-day, old-fashioned business while Chicago has the whole world tucked away in her capacious maw. The public mind is preoccupied with something extraordinary, diverting it from its normal status, and it would be nonsense to imagine that this extraordinary condition will not affect business injuriously.

The business world may be likened unto a great market place where the vendors vie with each other in attracting the attention of the people. Attractions and counter attractions are normal conditions, each vendor assuming risks and taking chances which are ordinary, and the aggregation of business done one day does not materially differ from that of the next. But, suppose some new, overpowering and all-absorbing attraction were to appear in that market, commanding and holding the people's attention for an entire day; does anyone suppose that the regular business equilibrium of the market would not be disturbed? It would certainly be a dull day for the vendors of that market. The people would spend as much money, probably more; but it would not be spent in the ordinary channels of trade. The great center of attraction would, unquestionably, absorb a large share of the people's earnings.

The great mass of the people have only about so much money to spend anyway, and, if they spend it, or any

cannot spend it at home as they usually do. The people are going to the World's Fair. This year is dedicated to Christoforo Colombo, and all the powers ever wielded by the old Spanish Inquisition could not preserve the even tenor of business in this year of our Lord, 1893.

But, really, will everybody go to Chicago? No. Why? Because there are very many who cannot, even by the most rigid self-denial and closest economy, get enough money ahead to take them there, let alone keep them after they get there. These people think they are going—oh, yes—and will put forth a heroic effort to starve themselves into a goable condition; but the ghost of this same Colombo will have returned to the nether world before they find themselves provided with a plethora of Almighty Dollars.

The painful efforts of these people will tell on trade as forcibly as though they succeeded. Why are retailers complaining so bitterly, even at this early stage, of the general quietness of trade? I do not believe that the weather is wholly to blame for it, although that is the popular way of explaining it. A little investigation among the people would shed new light on the subject and remove some of the odium which has, of late, been showered upon the head of the weather department. It will be found that the people are, and have been for sometime past, cutting their corners for a visit to the World's Fair. The new carpet for the parlors has been indefinitely laid on the table by a unanimous vote, and the new bedroom suite has been vetoed by the executive head—female, of course—of the household. Tommy and his bicycle

portion of it, in Chicago, of course they claims are simply "not in it" this spring, and the appropriation for a new gas stove was lost in committee. The old nicked up dinner set will be retained for one more summer, to keep company with the faded old window curtains, and the fine new bookcase is "out o' sight." Other springs' strawberries were palatable at 25 cents per quart; this spring there's a Columbian flavor about them, somehow, that isn't very well liked, and pie-plant is eaten instead. Vegetable soup and fried liver are supposed to be more wholesome than ever before. Strange to say, the city theaters and other places of amusement have lost much of their erstwhile attractive power.

Now, there is nothing startling in this retrenchment among the people—they are simply preparing to embrace the opportunity of a lifetime. And it is right that they should. The trade should recognize that fact, face the situation boldly and cautiously and govern themselves accordingly. Blind indifference to true conditions is not evidence of wisdom on their part. E. A. OWEN.

Financial Notes.

Julius Berkey has purchased of Geo. E. Parker, of Boston, the stock he held in the Hazeltine & Perkins Drug Co.

At an auction sale of the effects of C. S. Hartman, last week, forty-three shares in the Grand Rapids Cycle Co. were struck off to S. A. Morman at 145—par value 100.

It is believed that the proposed Bank of Commerce, at Detroit, is now an assured fact, \$140,000 of the \$250,000 capital stock having been already subscribed.

G. M. Sprout has retired from the banking firm of Turrell & Sprout, at Bellaire. The business will be continued by the remaining partner.

DEALERS WILL FIND TANGLEFOOT THE MOST PROFITABLE
AND SATISFACTORY FLY PAPER.
SELL WHAT WILL PLEASE YOUR TRADE BEST.



The price for Tanglefoot in the United States east of the Rocky Mountains:

1 Box.....	\$0 45
1 Case (10 boxes).....	3 75
5 Cases at one purchase.....	per case, 3 65
10 Cases at one purchase.....	" 3 55

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE.
IN NEW PACKING.

NEW PRICE.
WITH NEW HOLDERS.



Each double sheet of Tanglefoot is separately sealed with our Wax Border, which, while it permits the easy and ready separation of the sheets, absolutely prevents the sticky composition from running out over the edges. This Border preserves each sheet independently and indefinitely until used and prevents all loss and annoyance to the dealer.

Each box of Tanglefoot will contain 25 double sheets of Tanglefoot and two Tanglefoot Holders—15 loose double sheets and two packages each consisting of a Holder containing five double sheets.

Push the new package with your family trade, they will all buy it if it is brought to their notice. It will increase your sales of Tanglefoot by encouraging a more liberal use among your trade. Your customers will appreciate the new package and will soon ask for it.

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.

New Prices

RED STAR

SEE QUOTATIONS.

Baking Powder.

ARCTIC MANUFACTURING CO., Grand Rapids, Mich.

To Please Your Customers

Order of Your Jobber a Case of

"JAVA" LONG CUT SMOKING.

Full Set of Tickets for a watch
with every Forty-Eight Pounds.

MANUFACTURED BY

AMERICAN EAGLE TOBACCO CO.,

Detroit, Mich.

Muskegon Branch

UNITED STATES BAKING CO.,

Muskegon, Mich

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

Write for samples of New and Original Crackers and Cakes, before
purchasing for your Spring trade.

Mail orders a specialty.

HARRY FOX, Manager

VOIGT, HERPOLSHEIMER & CO., WHOLESALE

Dry Goods, Carpets and Cloaks

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

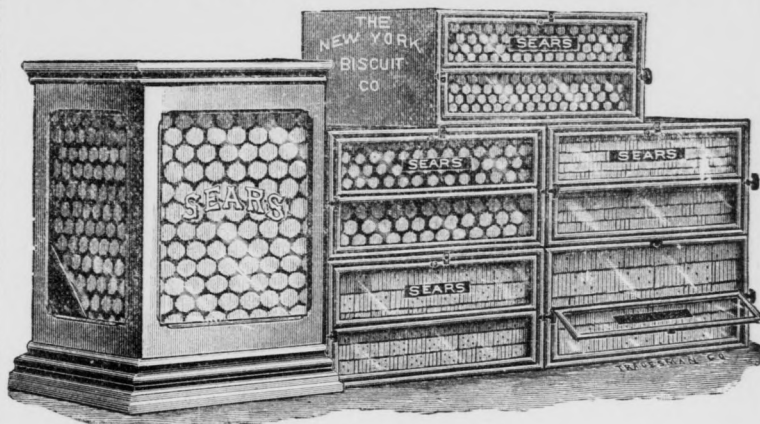
Mackinaw Shirts and Lumbermen's Socks

OVERALLS OF OUR OWN MANUFACTURE.

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

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

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

F. J. DETTENTHALER,

WHOLESALE OYSTERS, FISH and GAME,

LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

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.

"Leonard's" Bargain Price List and Order Sheet.

If you are not coming to the market at once, mark your order on the dotted lines, tear off sheet and send to us; we will return a printed copy by first mail, and ship the goods ordered immediately. Don't delay, and don't fail to keep up your stock, as it is the little things your customers ask for that are the easiest to sell.

We have them, and these prices are below anything we have ever offered. Constant reduction is the order of the day. No charge for packages or cartage on anything except Crockery, Glassware or Lamp Goods. Terms, 30 days on Bargain line or 3 per cent. discount for cash in ten days. If you haven't our Complete Catalogues, showing nearly everything we offer, ask for them.

If you are strangers to us, please give reference to a house with whom you have credit.

Sign your name here.....

Town..... Ship via.....

Tear off page and mail to
H. LEONARD & SONS, Grand Rapids, Mich.

<table><tr><td>Base Balls.</td><td>per doz</td></tr><tr><td>O K.</td><td>80 42</td></tr><tr><td>Boys' League.</td><td>85</td></tr><tr><td>Champion.</td><td>85</td></tr><tr><td>Star.</td><td>1 25</td></tr><tr><td>Atlanta.</td><td>2 60</td></tr><tr><td>Balls—Rubber.</td><td></td></tr><tr><td>4 Sponge.</td><td>35</td></tr><tr><td>6</td><td>60</td></tr><tr><td>15 Fluted.</td><td>48</td></tr><tr><td>35</td><td>87</td></tr><tr><td>45</td><td>1 35</td></tr><tr><td>115 Inflated.</td><td>47</td></tr><tr><td>131</td><td>75</td></tr><tr><td>175</td><td>2 25</td></tr><tr><td>205</td><td>4 50</td></tr><tr><td>Ball Bats.</td><td></td></tr><tr><td>14 Basswood.</td><td>70</td></tr><tr><td>12 Ash.</td><td>72</td></tr><tr><td>10 Pl Ash.</td><td>1 25</td></tr><tr><td>Pol Basswood.</td><td>1 50</td></tr><tr><td>Men's Willow.</td><td>2 00</td></tr><tr><td>Boy's Relins.</td><td></td></tr><tr><td>A72 in. Long.</td><td>45</td></tr><tr><td>B 40</td><td>45</td></tr><tr><td>H 40</td><td>2 00</td></tr><tr><td>Boys Wood Wagons.</td><td></td></tr><tr><td>XX Daisy Wood Axle.</td><td>3 30</td></tr><tr><td>X Wood Axle.</td><td>3 30</td></tr><tr><td>0</td><td>6 30</td></tr><tr><td>1 Iron Axle.</td><td>7 50</td></tr><tr><td>2</td><td>8 70</td></tr><tr><td>3</td><td>12 00</td></tr><tr><td>4</td><td>10 20</td></tr><tr><td>5</td><td>12 00</td></tr><tr><td>6</td><td>15 00</td></tr><tr><td>7</td><td>18 00</td></tr><tr><td>8 Baggage.</td><td>12 00</td></tr><tr><td>Boys Iron Wagons.</td><td></td></tr><tr><td>04" Body 9x11</td><td>8 90</td></tr><tr><td>03 " 10x20.</td><td>10 00</td></tr><tr><td>02 " 11x22.</td><td>12 50</td></tr><tr><td>01 " 12x24.</td><td>15 00</td></tr><tr><td>0 " 13x28.</td><td>17 00</td></tr><tr><td>2 " 14x31.</td><td>19 00</td></tr><tr><td>3 " 15x33.</td><td>21 00</td></tr><tr><td>Boys Toy Carts.</td><td></td></tr><tr><td>30 5x9.</td><td>90</td></tr><tr><td>20 Tin Tire.</td><td>1 20</td></tr><tr><td>0 5x10.</td><td>1 50</td></tr><tr><td>1 7x12.</td><td>2 00</td></tr><tr><td>2 7x14.</td><td>2 75</td></tr><tr><td>Boy's Velocipedes.</td><td>Each</td></tr><tr><td>No. 1 Japan.</td><td>1 40</td></tr><tr><td>No. 2</td><td>1 05</td></tr><tr><td>No. 3</td><td>1 90</td></tr><tr><td>No. 4</td><td>2 15</td></tr><tr><td>No. 5</td><td>2 40</td></tr><tr><td>Boys' Wheelbarrows.</td><td>Per dz</td></tr><tr><td>No. 0 Varnished.</td><td>2 00</td></tr><tr><td>No. 2</td><td>4 00</td></tr><tr><td>No. 3</td><td>6 00</td></tr><tr><td>No. 1 Garden.</td><td>7 50</td></tr><tr><td>No. 2 Garden.</td><td>8 70</td></tr><tr><td>Boys Exp Wagons at Reduced Prices.</td><td></td></tr><tr><td>Basting Spoons.</td><td></td></tr><tr><td>2 1/2 in. Iron Hd.</td><td>28</td></tr><tr><td>012 Flat Hd.</td><td>32</td></tr><tr><td>1-11 in. Wood Hd.</td><td>1 00</td></tr><tr><td>1-13 "</td><td>4</td></tr><tr><td>014 "</td><td>38</td></tr><tr><td>14 in. Iron.</td><td>58</td></tr><tr><td>16 "</td><td>68</td></tr><tr><td>18 "</td><td>75</td></tr><tr><td>12 in. Wood.</td><td>30</td></tr><tr><td>Biscuit Cutters.</td><td></td></tr><tr><td>2 1/2 in. Peed.</td><td>12</td></tr><tr><td>3 in. Peed.</td><td>15</td></tr><tr><td>3 in. Stamped.</td><td>20</td></tr><tr><td>in. French.</td><td>24</td></tr><tr><td>4 1/2 in. Scalloped.</td><td>34</td></tr><tr><td>Rotary.</td><td>85</td></tr><tr><td>Brushes.</td><td></td></tr><tr><td>3-0 Shoe.</td><td>80</td></tr><tr><td>10 "</td><td>1 25</td></tr><tr><td>165 "</td><td>1 40</td></tr><tr><td>100 "</td><td>2 00</td></tr><tr><td>051 "</td><td>2 50</td></tr><tr><td>321 "</td><td>4 25</td></tr><tr><td>220 "</td><td>6 00</td></tr><tr><td>No. 55 Daubers.</td><td>75</td></tr><tr><td>T. M. C.</td><td>2 00</td></tr><tr><td>34 Nail.</td><td>38</td></tr><tr><td>1 "</td><td>2 25</td></tr><tr><td>17-3 Tooth.</td><td>35</td></tr><tr><td>514-3 "</td><td>55</td></tr><tr><td>117-5 "</td><td>80</td></tr><tr><td>25 "</td><td>1 20</td></tr><tr><td>3039-4 "</td><td>1 75</td></tr><tr><td>555 "</td><td>2 75</td></tr><tr><td>128 Shaving.</td><td>40</td></tr><tr><td>260 "</td><td>75</td></tr><tr><td>155 "</td><td>1 35</td></tr><tr><td>305 "</td><td>1 75</td></tr><tr><td>310 "</td><td>2 25</td></tr><tr><td>628 "</td><td>3 60</td></tr><tr><td>0 Stove.</td><td>90</td></tr><tr><td>81 "</td><td>1 50</td></tr><tr><td>No. 7 Dust.</td><td>1 00</td></tr><tr><td>1 Counter.</td><td>2 00</td></tr><tr><td>2 "</td><td>2 50</td></tr><tr><td>7 "</td><td>3 75</td></tr><tr><td>0 "</td><td>5 00</td></tr><tr><td>12 in. Floor.</td><td>9 00</td></tr><tr><td>D D Window.</td><td>5 00</td></tr><tr><td>X X</td><td>6 00</td></tr><tr><td>Pope's eye.</td><td>5 00</td></tr><tr><td>Tampico.</td><td>4 00</td></tr></table>	Base Balls.	per doz	O K.	80 42	Boys' League.	85	Champion.	85	Star.	1 25	Atlanta.	2 60	Balls—Rubber.		4 Sponge.	35	6	60	15 Fluted.	48	35	87	45	1 35	115 Inflated.	47	131	75	175	2 25	205	4 50	Ball Bats.		14 Basswood.	70	12 Ash.	72	10 Pl Ash.	1 25	Pol Basswood.	1 50	Men's Willow.	2 00	Boy's Relins.		A72 in. Long.	45	B 40	45	H 40	2 00	Boys Wood Wagons.		XX Daisy Wood Axle.	3 30	X Wood Axle.	3 30	0	6 30	1 Iron Axle.	7 50	2	8 70	3	12 00	4	10 20	5	12 00	6	15 00	7	18 00	8 Baggage.	12 00	Boys Iron Wagons.		04" Body 9x11	8 90	03 " 10x20.	10 00	02 " 11x22.	12 50	01 " 12x24.	15 00	0 " 13x28.	17 00	2 " 14x31.	19 00	3 " 15x33.	21 00	Boys Toy Carts.		30 5x9.	90	20 Tin Tire.	1 20	0 5x10.	1 50	1 7x12.	2 00	2 7x14.	2 75	Boy's Velocipedes.	Each	No. 1 Japan.	1 40	No. 2	1 05	No. 3	1 90	No. 4	2 15	No. 5	2 40	Boys' Wheelbarrows.	Per dz	No. 0 Varnished.	2 00	No. 2	4 00	No. 3	6 00	No. 1 Garden.	7 50	No. 2 Garden.	8 70	Boys Exp Wagons at Reduced Prices.		Basting Spoons.		2 1/2 in. Iron Hd.	28	012 Flat Hd.	32	1-11 in. Wood Hd.	1 00	1-13 "	4	014 "	38	14 in. Iron.	58	16 "	68	18 "	75	12 in. Wood.	30	Biscuit Cutters.		2 1/2 in. Peed.	12	3 in. Peed.	15	3 in. Stamped.	20	in. French.	24	4 1/2 in. Scalloped.	34	Rotary.	85	Brushes.		3-0 Shoe.	80	10 "	1 25	165 "	1 40	100 "	2 00	051 "	2 50	321 "	4 25	220 "	6 00	No. 55 Daubers.	75	T. M. C.	2 00	34 Nail.	38	1 "	2 25	17-3 Tooth.	35	514-3 "	55	117-5 "	80	25 "	1 20	3039-4 "	1 75	555 "	2 75	128 Shaving.	40	260 "	75	155 "	1 35	305 "	1 75	310 "	2 25	628 "	3 60	0 Stove.	90	81 "	1 50	No. 7 Dust.	1 00	1 Counter.	2 00	2 "	2 50	7 "	3 75	0 "	5 00	12 in. Floor.	9 00	D D Window.	5 00	X X	6 00	Pope's eye.	5 00	Tampico.	4 00	<table><tr><td>White Wash.</td><td></td></tr><tr><td>Tampico.</td><td>84</td></tr><tr><td>A A 8 in.</td><td>2 00</td></tr><tr><td>X X</td><td>4 20</td></tr><tr><td>Horse Brushes.</td><td></td></tr><tr><td>411 Corn.</td><td>90</td></tr><tr><td>Rice Root.</td><td>1 75</td></tr><tr><td>Leather Back.</td><td>1 92</td></tr><tr><td>Palmetto.</td><td>2 00</td></tr><tr><td>109 Leather Back.</td><td>3 50</td></tr><tr><td>445 Leather Back.</td><td>4 50</td></tr><tr><td>Scrub Brushes.</td><td></td></tr><tr><td>Holland.</td><td>35</td></tr><tr><td>X X Corn.</td><td>44</td></tr><tr><td>Tampico.</td><td>78</td></tr><tr><td>30 Block.</td><td>1 25</td></tr><tr><td>No. 11.</td><td>2 00</td></tr><tr><td>Bath Brushes.</td><td></td></tr><tr><td>X X Straight.</td><td>4 75</td></tr><tr><td>Bent.</td><td>4 75</td></tr><tr><td>Bent.</td><td>6 00</td></tr><tr><td>Clothes Brushes.</td><td></td></tr><tr><td>112.</td><td>85</td></tr><tr><td>164 5.</td><td>1 25</td></tr><tr><td>298.</td><td>2 00</td></tr><tr><td>607.</td><td>3 00</td></tr><tr><td>201.</td><td>3 50</td></tr><tr><td>405.</td><td>4 00</td></tr><tr><td>165.</td><td>4 75</td></tr><tr><td>Can Openers.</td><td>Per doz</td></tr><tr><td>No. 3 Cast Steel.</td><td>26</td></tr><tr><td>Sensible Jap'd.</td><td>60</td></tr><tr><td>Sprague.</td><td>60</td></tr><tr><td>No. 30 Perfection.</td><td>1 35</td></tr><tr><td>Cake Turners.</td><td></td></tr><tr><td>No. 200.</td><td>20</td></tr><tr><td>7.</td><td>34</td></tr><tr><td>No. 50.</td><td>68</td></tr><tr><td>18.</td><td>72</td></tr><tr><td>Carpet Tacks.</td><td></td></tr><tr><td>8 oz. Polished.</td><td>96</td></tr><tr><td>10 oz. Turned.</td><td>96</td></tr><tr><td>Honest count.</td><td>1 00</td></tr><tr><td>Carpet Beaters.</td><td></td></tr><tr><td>Steel Wire.</td><td>1 50</td></tr><tr><td>25 in. Wicker.</td><td>1 25</td></tr><tr><td>30 in.</td><td>1 75</td></tr><tr><td>Cage Hooks.</td><td></td></tr><tr><td>Screw.</td><td>25</td></tr><tr><td>887 Swing.</td><td>25</td></tr><tr><td>866 "</td><td>75</td></tr><tr><td>11x0 Swing.</td><td>72</td></tr><tr><td>11x8 "</td><td>72</td></tr><tr><td>No. 1.</td><td>65</td></tr><tr><td>Chamber Pails.</td><td></td></tr><tr><td>10 qt. Painted.</td><td>3 00</td></tr><tr><td>12 qt. Galv.</td><td>3 60</td></tr><tr><td>12 qt. Galv.</td><td>4 25</td></tr><tr><td>0 qt Slop.</td><td>3 30</td></tr><tr><td>10 qt. Anti Slop.</td><td>5 63</td></tr><tr><td>Cherry Pitters.</td><td></td></tr><tr><td>Goodell.</td><td>4 75</td></tr><tr><td>Enterprise Jap'd.</td><td>5 75</td></tr><tr><td>Tinned.</td><td>7 25</td></tr><tr><td>Clothes Lines.</td><td></td></tr><tr><td>30 foot Jute.</td><td>41</td></tr><tr><td>50 foot Cotton.</td><td>1 28</td></tr><tr><td>120 " Jute.</td><td>1 60</td></tr><tr><td>100 " Hemp.</td><td>3 25</td></tr><tr><td>75 " Wire.</td><td>1 88</td></tr><tr><td>100 "</td><td>2 50</td></tr><tr><td>Clothes Pins.</td><td></td></tr><tr><td>Wood.</td><td>per box 40</td></tr><tr><td>U. S.</td><td>per gross 60</td></tr><tr><td>Curry Combs.</td><td></td></tr><tr><td>3-0 6 Bar.</td><td>35</td></tr><tr><td>2-8 "</td><td>65</td></tr><tr><td>314-6 Bars.</td><td>75</td></tr><tr><td>836 6 "</td><td>80</td></tr><tr><td>407 "</td><td>1 25</td></tr><tr><td>Cattle Cards.</td><td>67</td></tr><tr><td>Curling Iron Heaters.</td><td></td></tr><tr><td>No. 2 Iron.</td><td>70</td></tr><tr><td>Common Sense.</td><td>88</td></tr><tr><td>Princess.</td><td>1 25</td></tr><tr><td>Alcohol.</td><td>1 60</td></tr><tr><td>Cups and Mugs.</td><td></td></tr><tr><td>1/2 pt. Pieced.</td><td>19</td></tr><tr><td>1 pt. Stamped.</td><td>21</td></tr><tr><td>1 pt. Pieced.</td><td>22</td></tr><tr><td>Hammered.</td><td>27</td></tr><tr><td>O Gem.</td><td>30</td></tr><tr><td>Crown.</td><td>75</td></tr><tr><td>Cover Lifter.</td><td></td></tr><tr><td>302 Coppered.</td><td>24</td></tr><tr><td>Black handled.</td><td>38</td></tr><tr><td>No. 1 Nickled.</td><td>60</td></tr><tr><td>Cork Screws.</td><td></td></tr><tr><td>Garden City.</td><td>40</td></tr><tr><td>No. 4050 25.</td><td>40</td></tr><tr><td>No. 500 on card.</td><td>44</td></tr><tr><td>512 Pocket.</td><td>77</td></tr><tr><td>82 Newark.</td><td>90</td></tr><tr><td>618 "</td><td>1 35</td></tr><tr><td>636 "</td><td>1 60</td></tr><tr><td>500 Asst.</td><td>1 75</td></tr><tr><td>24 Williams.</td><td>5 00</td></tr><tr><td>Coffee Mills.</td><td></td></tr><tr><td>135 Wall Jap'd.</td><td>2 67</td></tr><tr><td>3-0 Wall cop.</td><td>3 85</td></tr><tr><td>118 Lap.</td><td>2 67</td></tr><tr><td>314 "</td><td>3 35</td></tr><tr><td>430 "</td><td>4 67</td></tr><tr><td>Crayon.</td><td></td></tr><tr><td>797 Colored.</td><td>75</td></tr><tr><td>White School.</td><td>1 00</td></tr></table>	White Wash.		Tampico.	84	A A 8 in.	2 00	X X	4 20	Horse Brushes.		411 Corn.	90	Rice Root.	1 75	Leather Back.	1 92	Palmetto.	2 00	109 Leather Back.	3 50	445 Leather Back.	4 50	Scrub Brushes.		Holland.	35	X X Corn.	44	Tampico.	78	30 Block.	1 25	No. 11.	2 00	Bath Brushes.		X X Straight.	4 75	Bent.	4 75	Bent.	6 00	Clothes Brushes.		112.	85	164 5.	1 25	298.	2 00	607.	3 00	201.	3 50	405.	4 00	165.	4 75	Can Openers.	Per doz	No. 3 Cast Steel.	26	Sensible Jap'd.	60	Sprague.	60	No. 30 Perfection.	1 35	Cake Turners.		No. 200.	20	7.	34	No. 50.	68	18.	72	Carpet Tacks.		8 oz. Polished.	96	10 oz. Turned.	96	Honest count.	1 00	Carpet Beaters.		Steel Wire.	1 50	25 in. Wicker.	1 25	30 in.	1 75	Cage Hooks.		Screw.	25	887 Swing.	25	866 "	75	11x0 Swing.	72	11x8 "	72	No. 1.	65	Chamber Pails.		10 qt. Painted.	3 00	12 qt. Galv.	3 60	12 qt. Galv.	4 25	0 qt Slop.	3 30	10 qt. Anti Slop.	5 63	Cherry Pitters.		Goodell.	4 75	Enterprise Jap'd.	5 75	Tinned.	7 25	Clothes Lines.		30 foot Jute.	41	50 foot Cotton.	1 28	120 " Jute.	1 60	100 " Hemp.	3 25	75 " Wire.	1 88	100 "	2 50	Clothes Pins.		Wood.	per box 40	U. S.	per gross 60	Curry Combs.		3-0 6 Bar.	35	2-8 "	65	314-6 Bars.	75	836 6 "	80	407 "	1 25	Cattle Cards.	67	Curling Iron Heaters.		No. 2 Iron.	70	Common Sense.	88	Princess.	1 25	Alcohol.	1 60	Cups and Mugs.		1/2 pt. Pieced.	19	1 pt. Stamped.	21	1 pt. Pieced.	22	Hammered.	27	O Gem.	30	Crown.	75	Cover Lifter.		302 Coppered.	24	Black handled.	38	No. 1 Nickled.	60	Cork Screws.		Garden City.	40	No. 4050 25.	40	No. 500 on card.	44	512 Pocket.	77	82 Newark.	90	618 "	1 35	636 "	1 60	500 Asst.	1 75	24 Williams.	5 00	Coffee Mills.		135 Wall Jap'd.	2 67	3-0 Wall cop.	3 85	118 Lap.	2 67	314 "	3 35	430 "	4 67	Crayon.		797 Colored.	75	White School.	1 00	<table><tr><td>Croquet Sets.</td><td></td></tr><tr><td>No. 5.</td><td>56</td></tr><tr><td>No. 10.</td><td>70</td></tr><tr><td>x 5.</td><td>80</td></tr><tr><td>A.</td><td>100</td></tr><tr><td>x A.</td><td>100</td></tr><tr><td>6.</td><td>120</td></tr><tr><td>1.</td><td>125</td></tr><tr><td>3.</td><td>2 00</td></tr><tr><td>8.</td><td>2 25</td></tr><tr><td>4.</td><td>3 00</td></tr><tr><td>Crumb Tray and Brush.</td><td></td></tr><tr><td>3 Asst.</td><td>1 85</td></tr><tr><td>4 Shell.</td><td>3 50</td></tr><tr><td>No. 50 Brass.</td><td>3 90</td></tr><tr><td>No. 5 Shell.</td><td>4 50</td></tr><tr><td>10 Fancy.</td><td>6 00</td></tr><tr><td>11 "</td><td>9 00</td></tr><tr><td>7 Nickel.</td><td>10 67</td></tr><tr><td>Dippers.</td><td>per doz</td></tr><tr><td>1 qt. Stamped.</td><td>33</td></tr><tr><td>2 "</td><td>47</td></tr><tr><td>2 qt. Redlined.</td><td>58</td></tr><tr><td>2 qt. Pieced.</td><td>90</td></tr><tr><td>2 qt. 1x.</td><td>90</td></tr><tr><td>2 qt. xxx.</td><td>1 80</td></tr><tr><td>2 qt. Suds.</td><td>58</td></tr><tr><td>51 Cup.</td><td>55</td></tr><tr><td>Dripping Pans.</td><td></td></tr><tr><td>8x10.</td><td>80</td></tr><tr><td>8x12.</td><td>85</td></tr><tr><td>9x14.</td><td>85</td></tr><tr><td>10x15.</td><td>96</td></tr><tr><td>12x17.</td><td>1 18</td></tr><tr><td>23x19.</td><td>1 80</td></tr><tr><td>5 1/2 x 9 1/2 x 2 1/2.</td><td>70</td></tr><tr><td>Doughnut Cutters.</td><td></td></tr><tr><td>3 Pieced.</td><td>30</td></tr><tr><td>3 French.</td><td>33</td></tr><tr><td>Dog Collars.</td><td></td></tr><tr><td>No. 29 Asst.</td><td>79</td></tr><tr><td>No. 1.</td><td>2 00</td></tr><tr><td>2 "</td><td>4 20</td></tr><tr><td>Egg Beaters.</td><td></td></tr><tr><td>Surprise.</td><td>44</td></tr><tr><td>No. 2.</td><td>60</td></tr><tr><td>Dover Spoon.</td><td>80</td></tr><tr><td>0.</td><td>84</td></tr><tr><td>Genuine Dover.</td><td>1 20</td></tr><tr><td>Cup.</td><td>1 50</td></tr><tr><td>Silvers.</td><td>6 60</td></tr><tr><td>No. 1 Keystone.</td><td>9 60</td></tr><tr><td>No. 20 Keystone.</td><td>10 80</td></tr><tr><td>Fire Shovels.</td><td>per doz</td></tr><tr><td>80.</td><td>32</td></tr><tr><td>180.</td><td>56</td></tr><tr><td>56.</td><td>56</td></tr><tr><td>40 Gem.</td><td>56</td></tr><tr><td>300 Monitor.</td><td>1 38</td></tr><tr><td>Flags.</td><td>Gro</td></tr><tr><td>No. 1 1 1/2 x 3.</td><td>22</td></tr><tr><td>2 2 1/2 x 4.</td><td>25</td></tr><tr><td>3 3 1/2 x 6.</td><td>45</td></tr><tr><td>5 7 1/2 x 1 1/2.</td><td>1 35</td></tr><tr><td>7 11 1/2 x 18.</td><td>3 00</td></tr><tr><td>8 17 1/2 x 17 1/2.</td><td>6 50</td></tr><tr><td>10 28 1/2 x 43.</td><td>15 00</td></tr><tr><td>11 31 x 50.</td><td>21 00</td></tr><tr><td>11 1/2 35 x 58.</td><td>24 00</td></tr><tr><td>Floral Tools.</td><td></td></tr><tr><td>1-3 pec.</td><td>1 60</td></tr><tr><td>55-3 pec.</td><td>2 00</td></tr><tr><td>60-3 pec.</td><td>4 00</td></tr><tr><td>5-4 pec.</td><td>7 20</td></tr><tr><td>70-4 pec.</td><td>8 50</td></tr><tr><td>Garden Trowels.</td><td></td></tr><tr><td>No. 19 Coppered.</td><td>28</td></tr><tr><td>6 Ebony.</td><td>60</td></tr><tr><td>Gimlets.</td><td></td></tr><tr><td>No. 10 Iron.</td><td>15</td></tr><tr><td>No. 12 Wood.</td><td>20</td></tr><tr><td>Gum Labels.</td><td></td></tr><tr><td>243 per thousand.</td><td>40</td></tr><tr><td>217 "</td><td>45</td></tr><tr><td>213 "</td><td>50</td></tr><tr><td>205 "</td><td>60</td></tr><tr><td>Guns.</td><td></td></tr><tr><td>Markham.</td><td>8 60</td></tr><tr><td>Daisy.</td><td>9 00</td></tr><tr><td>King.</td><td>9 00</td></tr><tr><td>Columbia.</td><td>10 50</td></tr><tr><td>Graters.</td><td></td></tr><tr><td>Nutmeg.</td><td>14</td></tr><tr><td>O K.</td><td>30</td></tr><tr><td>Wood Handles.</td><td>36</td></tr><tr><td>No. 2.</td><td>75</td></tr><tr><td>Victor.</td><td>75</td></tr><tr><td>Rajah.</td><td>90</td></tr><tr><td>Hardware Sundries.</td><td></td></tr><tr><td>Pinking Iron.</td><td>64</td></tr><tr><td>Cabinet Clamps.</td><td>56</td></tr><tr><td>Glass Cutters.</td><td>42</td></tr><tr><td>Wire.</td><td>36</td></tr><tr><td>Cage Springs.</td><td>23</td></tr><tr><td>Solder Kit.</td><td>2 25</td></tr><tr><td>Gas Cleaners.</td><td>75</td></tr><tr><td>15 in Pincers.</td><td>24</td></tr><tr><td>Veg. Parers.</td><td>34</td></tr><tr><td>Paste Jiggers.</td><td>34</td></tr><tr><td>Door Bolts.</td><td>25</td></tr><tr><td>Door Chucks.</td><td>25</td></tr><tr><td>Weeding Hooks.</td><td>25</td></tr><tr><td>Flesh Hooks.</td><td>43</td></tr><tr><td>" Forks.</td><td>28</td></tr><tr><td>Button Hooks.</td><td>45</td></tr><tr><td>Door Stops.</td><td>20</td></tr><tr><td>Gas Burners.</td><td>4 20</td></tr><tr><td>Hitching Rings.</td><td>60</td></tr></table>	Croquet Sets.		No. 5.	56	No. 10.	70	x 5.	80	A.	100	x A.	100	6.	120	1.	125	3.	2 00	8.	2 25	4.	3 00	Crumb Tray and Brush.		3 Asst.	1 85	4 Shell.	3 50	No. 50 Brass.	3 90	No. 5 Shell.	4 50	10 Fancy.	6 00	11 "	9 00	7 Nickel.	10 67	Dippers.	per doz	1 qt. Stamped.	33	2 "	47	2 qt. Redlined.	58	2 qt. Pieced.	90	2 qt. 1x.	90	2 qt. xxx.	1 80	2 qt. Suds.	58	51 Cup.	55	Dripping Pans.		8x10.	80	8x12.	85	9x14.	85	10x15.	96	12x17.	1 18	23x19.	1 80	5 1/2 x 9 1/2 x 2 1/2.	70	Doughnut Cutters.		3 Pieced.	30	3 French.	33	Dog Collars.		No. 29 Asst.	79	No. 1.	2 00	2 "	4 20	Egg Beaters.		Surprise.	44	No. 2.	60	Dover Spoon.	80	0.	84	Genuine Dover.	1 20	Cup.	1 50	Silvers.	6 60	No. 1 Keystone.	9 60	No. 20 Keystone.	10 80	Fire Shovels.	per doz	80.	32	180.	56	56.	56	40 Gem.	56	300 Monitor.	1 38	Flags.	Gro	No. 1 1 1/2 x 3.	22	2 2 1/2 x 4.	25	3 3 1/2 x 6.	45	5 7 1/2 x 1 1/2.	1 35	7 11 1/2 x 18.	3 00	8 17 1/2 x 17 1/2.	6 50	10 28 1/2 x 43.	15 00	11 31 x 50.	21 00	11 1/2 35 x 58.	24 00	Floral Tools.		1-3 pec.	1 60	55-3 pec.	2 00	60-3 pec.	4 00	5-4 pec.	7 20	70-4 pec.	8 50	Garden Trowels.		No. 19 Coppered.	28	6 Ebony.	60	Gimlets.		No. 10 Iron.	15	No. 12 Wood.	20	Gum Labels.		243 per thousand.	40	217 "	45	213 "	50	205 "	60	Guns.		Markham.	8 60	Daisy.	9 00	King.	9 00	Columbia.	10 50	Graters.		Nutmeg.	14	O K.	30	Wood Handles.	36	No. 2.	75	Victor.	75	Rajah.	90	Hardware Sundries.		Pinking Iron.	64	Cabinet Clamps.	56	Glass Cutters.	42	Wire.	36	Cage Springs.	23	Solder Kit.	2 25	Gas Cleaners.	75	15 in Pincers.	24	Veg. Parers.	34	Paste Jiggers.	34	Door Bolts.	25	Door Chucks.	25	Weeding Hooks.	25	Flesh Hooks.	43	" Forks.	28	Button Hooks.	45	Door Stops.	20	Gas Burners.	4 20	Hitching Rings.	60	<table><tr><td>Shutter Knobs.</td><td>Gro</td></tr><tr><td>14 Screw Hooks.</td><td>1 50</td></tr><tr><td>113 Screw Eyes.</td><td>20</td></tr><tr><td>113 " Hook straight.</td><td>3</td></tr><tr><td>40 "</td><td>40</td></tr><tr><td>54 Cup Hooks.</td><td>per doz 60</td></tr><tr><td>Gas Hooks.</td><td>90</td></tr><tr><td>Nail Pullers.</td><td>12 00</td></tr><tr><td>Pie Crimpers.</td><td>31</td></tr><tr><td>Apple Corers.</td><td>31</td></tr><tr><td>Insect Guns.</td><td>42</td></tr><tr><td>Hair Curlers.</td><td>Per doz</td></tr><tr><td>1xL Single.</td><td>37</td></tr><tr><td>3 Single.</td><td>37</td></tr><tr><td>6 Double.</td><td>68</td></tr><tr><td>A double.</td><td>73</td></tr><tr><td>010 Mustache.</td><td>62</td></tr><tr><td>No. 1 Electric.</td><td>83</td></tr><tr><td>Little Gem.</td><td>1 15</td></tr><tr><td>Solid Steel.</td><td>1 35</td></tr><tr><td>3 Crimpers.</td><td>1 61</td></tr><tr><td>Globe Pincers.</td><td>1 78</td></tr><tr><td>French Lever.</td><td>1 80</td></tr><tr><td>Chicago Wager.</td><td>1 80</td></tr><tr><td>Ideal.</td><td>3 10</td></tr><tr><td>Hammers.</td><td></td></tr><tr><td>8 Coppered.</td><td>20</td></tr><tr><td>25 Tack.</td><td>42</td></tr><tr><td>16 Ladies.</td><td>70</td></tr><tr><td>No. 1 Bronze.</td><td>87</td></tr><tr><td>20 1 x L.</td><td>1 50</td></tr><tr><td>Solid Steel.</td><td>3 50</td></tr><tr><td>Hatchets.</td><td></td></tr><tr><td>4 0 Toy.</td><td>35</td></tr><tr><td>450 "</td><td>75</td></tr><tr><td>5.</td><td>75</td></tr><tr><td>2 Bronzed.</td><td>1 50</td></tr><tr><td>Harness Snaps.</td><td></td></tr><tr><td>No. 22 3/4 eye.</td><td>per gr 1 40</td></tr><tr><td>" 23 1/4 in. eye.</td><td>per gr 1 50</td></tr><tr><td>" 25 1/4 in. eye.</td><td>per gr 2 65</td></tr><tr><td>" 26 1/2 in. eye.</td><td>per gr 3 50</td></tr><tr><td>Hammock Hooks.</td><td></td></tr><tr><td>98 Screw.</td><td>70</td></tr><tr><td>98 Plate.</td><td>70</td></tr><tr><td>156.</td><td>45</td></tr><tr><td>Hat Hooks.</td><td></td></tr><tr><td>260 3/4 in. Iron.</td><td>per gr 1 00</td></tr><tr><td>115 2 1/2 Wire.</td><td>1 00</td></tr><tr><td>Hat Racks.</td><td></td></tr><tr><td>4 Hook.</td><td>43</td></tr><tr><td>0 Glazed.</td><td>60</td></tr><tr><td>63.</td><td>63</td></tr><tr><td>Gem.</td><td>65</td></tr><tr><td>1 Pins.</td><td>84</td></tr><tr><td>Nickel Daisy.</td><td>1 78</td></tr><tr><td>4 Hook Udel.</td><td>2 70</td></tr><tr><td>6.</td><td>3 80</td></tr><tr><td>Harmonicas.</td><td></td></tr><tr><td>129-12.</td><td>40</td></tr><tr><td>704-76.</td><td>55</td></tr><tr><td>716.</td><td>75</td></tr><tr><td>323-10.</td><td>90</td></tr><tr><td>444 1 1/2.</td><td>1 0</td></tr><tr><td>300-10.</td><td>1 50</td></tr><tr><td>401-10.</td><td>1 75</td></tr><tr><td>444-21-10.</td><td>2 00</td></tr><tr><td>1001-10.</td><td>2 25</td></tr><tr><td>36-574 Celluloid.</td><td>2 75</td></tr><tr><td>Harpes—Irish.</td><td></td></tr><tr><td>7432-5.</td><td>25</td></tr><tr><td>7432-6.</td><td>30</td></tr><tr><td>7432-7.</td><td>35</td></tr><tr><td>414.</td><td>40</td></tr><tr><td>50.</td><td>65</td></tr><tr><td>508.</td><td>75</td></tr><tr><td>Horns.</td><td></td></tr><tr><td>02 Tin.</td><td>31</td></tr><tr><td>14 in. Colored.</td><td>35</td></tr><tr><td>18 in. Pl.</td><td>60</td></tr><tr><td>25 in. Colored.</td><td>1 30</td></tr><tr><td>Iron Brackets.</td><td></td></tr><tr><td>4x5 Shelf.</td><td>36</td></tr><tr><td>5x6 "</td><td>60</td></tr><tr><td>6x8 "</td><td>79</td></tr><tr><td>7x9 "</td><td>1 00</td></tr><tr><td>7x9 Fancy.</td><td>1 00</td></tr><tr><td>Pot Wall.</td><td>40</td></tr><tr><td>Rival Swing.</td><td>79</td></tr><tr><td>Jumping Ropes.</td><td></td></tr><tr><td>4.</td><td>75</td></tr><tr><td>Key Rings.</td><td></td></tr><tr><td>No 420.</td><td>12</td></tr><tr><td>53.</td><td>25</td></tr><tr><td>O K.</td><td>30</td></tr><tr><td>Key Chains.</td><td></td></tr><tr><td>10-6.</td><td>40</td></tr><tr><td>1092 Asst.</td><td>80</td></tr><tr><td>Watch Keys.</td><td></td></tr><tr><td>680.</td><td>22</td></tr><tr><td>100 Brass.</td><td>75</td></tr><tr><td>Knife Boxes.</td><td></td></tr><tr><td>Wood.</td><td>75</td></tr><tr><td>Embossed.</td><td>90</td></tr><tr><td>Wire.</td><td>2 00</td></tr><tr><td>Rd Covered.</td><td>4 00</td></tr><tr><td>Ladles.</td><td></td></tr><tr><td>139 Retinned.</td><td>39</td></tr><tr><td>29 "</td><td>63</td></tr><tr><td>21 "</td><td>73</td></tr><tr><td>Lead Pencils.</td><td>Gro</td></tr><tr><td>Pl Cedar.</td><td>29</td></tr><tr><td>140 Perfection.</td><td>85</td></tr><tr><td>347 Progress.</td><td>1 90</td></tr><tr><td>547 Herald.</td><td>2 25</td></tr><tr><td>321 Mercantile.</td><td>2 90</td></tr><tr><td>337 Pilot.</td><td>2 90</td></tr><tr><td>339 "</td><td>3 25</td></tr><</table>	Shutter Knobs.	Gro	14 Screw Hooks.	1 50	113 Screw Eyes.	20	113 " Hook straight.	3	40 "	40	54 Cup Hooks.	per doz 60	Gas Hooks.	90	Nail Pullers.	12 00	Pie Crimpers.	31	Apple Corers.	31	Insect Guns.	42	Hair Curlers.	Per doz	1xL Single.	37	3 Single.	37	6 Double.	68	A double.	73	010 Mustache.	62	No. 1 Electric.	83	Little Gem.	1 15	Solid Steel.	1 35	3 Crimpers.	1 61	Globe Pincers.	1 78	French Lever.	1 80	Chicago Wager.	1 80	Ideal.	3 10	Hammers.		8 Coppered.	20	25 Tack.	42	16 Ladies.	70	No. 1 Bronze.	87	20 1 x L.	1 50	Solid Steel.	3 50	Hatchets.		4 0 Toy.	35	450 "	75	5.	75	2 Bronzed.	1 50	Harness Snaps.		No. 22 3/4 eye.	per gr 1 40	" 23 1/4 in. eye.	per gr 1 50	" 25 1/4 in. eye.	per gr 2 65	" 26 1/2 in. eye.	per gr 3 50	Hammock Hooks.		98 Screw.	70	98 Plate.	70	156.	45	Hat Hooks.		260 3/4 in. Iron.	per gr 1 00	115 2 1/2 Wire.	1 00	Hat Racks.		4 Hook.	43	0 Glazed.	60	63.	63	Gem.	65	1 Pins.	84	Nickel Daisy.	1 78	4 Hook Udel.	2 70	6.	3 80	Harmonicas.		129-12.	40	704-76.	55	716.	75	323-10.	90	444 1 1/2.	1 0	300-10.	1 50	401-10.	1 75	444-21-10.	2 00	1001-10.	2 25	36-574 Celluloid.	2 75	Harpes—Irish.		7432-5.	25	7432-6.	30	7432-7.	35	414.	40	50.	65	508.	75	Horns.		02 Tin.	31	14 in. Colored.	35	18 in. Pl.	60	25 in. Colored.	1 30	Iron Brackets.		4x5 Shelf.	36	5x6 "	60	6x8 "	79	7x9 "	1 00	7x9 Fancy.	1 00	Pot Wall.	40	Rival Swing.	79	Jumping Ropes.		4.	75	Key Rings.		No 420.	12	53.	25	O K.	30	Key Chains.		10-6.	40	1092 Asst.	80	Watch Keys.		680.	22	100 Brass.	75	Knife Boxes.		Wood.	75	Embossed.	90	Wire.	2 00	Rd Covered.	4 00	Ladles.		139 Retinned.	39	29 "	63	21 "	73	Lead Pencils.	Gro	Pl Cedar.	29	140 Perfection.	85	347 Progress.	1 90	547 Herald.	2 25	321 Mercantile.	2 90	337 Pilot.	2 90	339 "	3 25
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