

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, MAY 17, 1893.

NO. 504

Lemons

—AND—

Oranges.

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THE PUTNAM CANDY CO.

Grain Bags.

Burlap in 6½ and 8 oz.

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NEW CROP SEEDS

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Largest Variety

and can show you the

Finest Goods

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Lowest Prices

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Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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Green Vegetables, Oranges, Lemons, Bananas, and Fruits of all kinds
EGG CASE FILLERS, Ten sets No. 1, with Case, \$1.25.

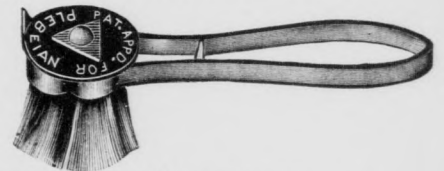
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We have the latest designs
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E. D. VOORHEES, Manager.

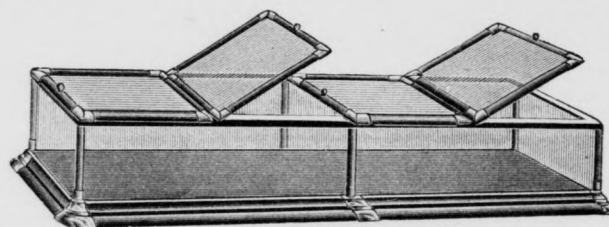
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HEYMAN COMPANY,
Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

63 and 65 Canal St., Grand Rapids, Mich.

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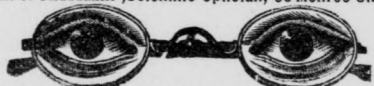
MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MAY 17, 1893.

NO. 504

A. J. SHELLMAN, Scientific Optician, 65 Monroe St.



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



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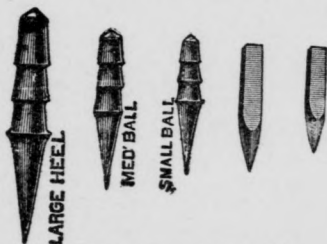
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Shoulder Calk. Pressed Calk.

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Pressed Ball Calk $\frac{3}{4}$ per M \$2 65
" Heel " $\frac{3}{4}$ " M 2 80
" Heel " 9-8 " M 4 00
Shoulder Ball, per M 2 00
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BOOTS and SHOES,

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

Orders by mail given prompt attention.

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Our Prices are the Same as Manufacturers.

Send for Samples.

75 Monroe St.—Wholesale, 32, 34 and 36 Louis St., Grand Rapids, Mich.

A CAR ACQUAINTANCE.

"Be sure you write as soon as you get there, daughter. We shall feel anxious until we hear that you are safe with Grace."

"Beware of pickpockets, Ada."

"And don't make acquaintances on the cars, dear. Above all things, be on your guard against those who would draw you into conversation. Young girls can't be too careful when traveling alone."

"Oh, Mother, you must think I have no discretion," said Ada, with a little laugh, as she kissed her parents and sister good-by and stepped into the car. "Remember that I'm no longer a baby."

Then she found a seat, stowed her satchel, umbrella and traveling shawl in a corner, and, raising the window, nodded gaily to the dear ones on the platform, as, with a shrill whistle, the train moved out of the little station.

She was on her way to visit an old schoolmate, who resided in a large town a couple of hundred miles distant, and to whom she was greatly attached. Her heart bounded with joy at the thought of the pleasant time she would undoubtedly have with her friend, and she glanced into a small mirror which hung over the water-cooler at one end of the car, wondering if Grace would think her improved in appearance.

There had never been any question about Ada's beauty. Her features were regular, her eyes large, dark, and expressive, her hair abundant, glossy, and black as the raven's wing, while her complexion was a pure olive. No wonder a little pardonable vanity filled her heart as she saw her reflection in the mirror. Naturally she was glad to be able to feel that she was looking her best just as she was going among strangers.

"Is this seat engaged?"

This question, asked in a low, deferential tone, interrupted her pleasant meditations, and she looked up to see a tall, handsome man of about 35 years of age, standing beside her.

"No," she answered, drawing her dress aside. Putting the valise he carried on the floor, the stranger sat down, drew a newspaper from his pocket and began to read.

Ada, glancing furtively at him, decided that he could not possibly be a pickpocket, for he was elegantly dressed, and looked like a man of fashion. There was about him, too, a *blase*, languid air, that was especially attractive to the inexperienced young girl, nearly all of whose life had been spent in a small country village. She decided that his choosing to sit beside her was a very delicate compliment to her appearance, for there were other vacant seats that he might have taken.

"Would you like to have the window put down?" he asked presently, as Ada drew her traveling shawl more closely about her shoulders.

"If you please," she answered.

"One is very apt to take cold on such a day as this," said the stranger. "The sunshine deceives us into exposing ourselves more than is prudent."

"I don't catch cold very easily," said

Ada; "but just now I should dislike very much to be sick, for it would spoil my visit to West Edgerton."

"West Edgerton?" repeated the stranger. "Why, that is my home. What good fortune that we should have met! May I ask who you are to visit there?"

"Miss Manning," answered Ada. "Do you know her?"

"I regret to say by sight only," he answered. "But is not out of the range of possibilities that we may meet, nevertheless; and I feel sure that you will be as charmed with West Edgerton as it will be with you."

Ada, unaccustomed to flattery of any kind, was much pleased with this speech, and continued to converse with the stranger until the cars steamed into the depot at West Edgerton.

Grace was on the platform, eager to meet her friend, and, after the first ardent greeting was over, when Ada turned to look for her late traveling companion, he was nowhere to be seen. For some reason, which she perhaps could have not have defined even to herself, she did not speak of him to Grace, and it was not until she was alone in her room that night that she recollected that she had not even learned his name.

She felt a little guilty as she remembered her mother's parting injunction; but she found balm for her uneasy conscience in the reflection that no one could possibly have objected to the stranger in any way. His manner, though flattering, had been perfectly respectful, and he had proved himself no pickpocket.

Time passed, and amid gayeties of every sort, and the attentions of a certain Ernest Harland, Ada's memory seldom reverted to her car acquaintance. It was evident to all her friends that Ernest was becoming deeply attached to her, and he was a young man of whose affection any woman might well be proud. Ada was happy beyond her wildest dreams, and the future was looking rose-colored indeed, when suddenly a black cloud spread like a pall over the horizon of her joy.

She was walking down the main street of the town one day, Ernest, as usual, by her side, when suddenly, on glancing up, her eyes met those of her car acquaintance.

She bowed most graciously, a rosy glow suffusing her cheeks, and the stranger returned her recognition by raising his hat, with the cordial smile of an old acquaintance.

"Do you know Mr. Slatterley?" asked Ernest, as they passed on. There was a shade of surprise in his tone.

"Yes," answered Ada, blushing more deeply still. "I met him some time ago."

"And know him well, perhaps?" continued Ernest.

"Quite well," answered the girl. "Don't you think him handsome?"

"Very," answered Ernest in a cold tone. "But would you mind telling me

by whom you were introduced to him?"

"We were—that is—I don't see why you question me so, Mr. Harland. Certainly it cannot matter to you."

"No, it does not matter," said Ernest. "But I am sorry you are not willing to tell me."

"We—we met—and—oh, never mind," said Ada, little dreaming how her blushes and confusion were being construed by her companion. "Let it suffice that Mr. Slatterley and I became friends."

"Certainly," said Ernest.

They had now reached the door of Mr. Manning's house, and with a rather cold adieu the young man left her and walked away.

Three days passed, and Ada saw nothing of him. At the end of that time she heard that he had gone West to establish himself on a sheep ranch.

Her surprise and sorrow can better be imagined than described. She could not solve the mystery of his sudden departure, and her friends were quite as much in the dark as herself.

Unable to bear the pity of those who had watched with interest her growing attachment to Ernest, and longing in her misery for the quiet of her own home, Ada said good-by to West Edgerton forever.

As she stood in the depot with Grace, waiting the arrival of the train she was to take, some one brushed close to her. It was Mr. Slatterley.

"Are you about to leave us?" he asked.

"Yes," she answered, too sad to smile. "My visit is over."

"Why, Ada?" exclaimed Grace, drawing her aside. "What made you speak to Dick Slatterley? Where did you ever meet him?"

"Oh, I met him on the cars, when I was coming on," answered Ada, willing to confess to Grace what she would not to Ernest. "Isn't he handsome?"

"Yes, in a bold, loud style," answered Grace. "But he is the worst man in West Edgerton. No woman of any reputation ever speaks to him, his character is so well known. He is a regular blackleg. His poor wife died of a broken heart three years ago. It was just like him to speak to you on the cars. He boasts of his powers of fascination, and the conquests he makes of young girls who have no acquaintance with him."

The truth flashed upon Ada in an instant. She knew now why Ernest Harland had left so suddenly for Kansas without bidding her good-by. She remembered how she had spoken to him of Slatterley; how she had blushed and become confused. No wonder that he had put the worst construction upon her refusal to explain her acquaintance with the man, who had indeed proved himself no pickpocket, but who had stolen something of far greater value than her purse—her peace, her happiness.

Regret, bitter, unavailing regret, filled her breast. How earnestly she wished that she had obeyed her mother's injunction, and avoided a car acquaintance which had resulted so disastrously. She had ample time to reflect on her folly during the long ride home, and to make a hundred good resolutions for her future guidance.

But she never saw Ernest Harland again; and though many years later she married another, to whom she proved a

true, affectionate wife, she could never think without a pang, and a blush of shame, of that episode of her youth which had cost her so dearly.

FLORENCE B. HALLOWELL.

MAKE YOUR OPPORTUNITIES.

The true way to deal with adverse circumstances is to be a still greater circumstance yourself. Nine out of ten of the men who have been eminently successful in their callings have fought the battle of life up hill against any opposing forces. Instead of bemoaning their hard lot, they have bowed to the inevitable and used it to their advantage. Instead of asking for an impossible chess board, they have taken the one before them and played the game. Look at that tireless worker, Lord Brougham. Can any one believe that by any combination of circumstances his talents could have been kept from asserting themselves and winning recognition? It has been said that if his station had been that of a bootblack he would never have rested content until he had become the first bootblack in England. The luck of Napoleon and Nelson consisted, they said, in being a quarter of an hour before their time. When, in the darkest hour of the Indian mutiny, a handful of Englishmen, poorly armed and provisioned, but splendidly lead, won eight victories in succession, the revolted sepoys said their conquerors had "the devil's luck;" but the only luck in the case was that of force and will, invincible courage and skill in arms.

Good luck is desirable even when you have done your very best to succeed, but remember that the most favorable circumstances or strokes of fortune are of little value unless you have prepared yourself to take advantage of them. Of what advantage would Hayne's fiery speech have been to Daniel Webster if he had not, with the instinct of genius, long before equipped himself for the assault which he repelled with such crushing energy? Had he not previously weighed and refuted in his own mind the charges of his opponent, his reply, instead of ranking among the greatest masterpieces of oratory, might have only revealed his own weakness. Thousands of men had seen the prints of a horse's hoofs in the soil before Faust had discovered by them the art of printing.

The discovery by Edison of the carbon by which he had perfected his telephone seems a happy accident; but such accidents never happen to common men. The great inventor scraped some soot from the blackened chimney of his laboratory lamp, and in a spirit of curiosity tested its properties. It proved to be the very thing he was searching; but behind this fortunate discovery was a series of exhausting and exhaustive experiments with all kinds of likely materials, absorbing the energies of many months. The lucky hit rewarded the persistent will of patient workman. So with the young and obscure lawyer who conducts and wins a difficult case, as did Thomas Erskine, in his elder's illness; or the struggling surgeon who has a sudden chance of distinction offered to him; he must have had a long and laborious preparatory training before he can profit by such an emergency. In short, a great opportunity is worth to a man precisely what his antecedents have enabled him to make of it.

Boyer City to Get Out of the Woods.

The Boyer City & Southeastern Railway has been organized with a capital stock of \$56,000, to construct and operate a broad gauge railway from Boyer Falls to Boyer City. Of the authorized capital stock, \$30,000 has been subscribed and \$12,000 paid in, the stockholders being W. H., Thomas, Jas. A., Geo., Robert V. and Lyde White and E. A. Campbell. The officers elected are as follows:

President—W. H. White.
Vice-President—Thos. White.
Secretary—E. A. Campbell.
Treasurer—Jas. A. White.

The company has purchased nearly all the right of way necessary for the road and expects to have the grading completed by June 1, and the iron laid and the road in operation by July 1. The company has purchased of Gratwick, Smith & Fryer seven miles of 30-pound steel rail, eighteen logging cars and a Baldwin locomotive, which were formerly used on their road at Judge's, near Grayling.

All the hardware used in the great Mormon Temple, in Salt Lake City, bears either the device or the beehive—the Mormon name of their country being "Deseret," or "the land of the honey-bee"—or the clasped hands, which is also one of the symbols of their Church. In the basement all the door-knobs and hinges are of solid brass, polished. Those upon the first floor are plated with gold, on the second floor with bright silver, on the third floor with oxidized silver, and those on the top floor are of antique bronze.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS.
Issued by cities, counties, towns and school districts of Michigan. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this bank. Blank bonds and blanks for proceedings supplied without charge. All communications and enquiries will have prompt attention. This bank pays 4 per cent. on deposits, compounded semi-annually.
S. D. ELWOOD, Treasurer.

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.,

Lausing, Mich.

GINSENG ROOT.

We pay the highest price for it. Address
PECK BROS., Wholesale Druggists,
GRAND RAPIDS,



ASPHALT FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

FIRE-PROOF ROOF PAINT,

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

H. M. REYNOLDS & SON,

Practical Roofers,

Cor. Louis and Campan Sts., Grand Rapids, Mich.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

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Deposits Exceed One Million Dollars.

Do You want a Cut

OF YOUR

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



We can make you one similar to sample for \$6.

THE TRADESMAN CO.,

Engravers and Printers,
GRAND RAPIDS, MICHIGAN.

How to Keep a Store.

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

"OMNI" AND THE DRUMMER.

The Latin Prefix Applied to the Traveler in His Various Aspects.
E. A. Owen in Shoe and Leather Gazette.

The drummer is omnipresent. He is everywhere present with us. Wherever two or three are gathered together for purposes of traffic, there will the drummer be found in the midst of them. No lumber shanty was ever erected in the depths of our impenetrable forests that the drummer did not find, and no mining camp can be found in the deepest canons of the mighty West with barriers sufficiently strong to keep him out. He is not confined within geographical limits, for no trading post, however remote from the pale of civilization, is able to avoid him. He is not only found at every place but he is aboard of every vehicle of conveyance that moves by day or by night, on his way to some other place. The ordinary man governs his perambulations by the three great conditions, "where," "when," and "how," but the omnipresent drummer perambulates on one condition—motion. Any means of conveyance that moves will find him aboard. Where it goes, when it goes, and how it goes are immaterial considerations with the drummer. Does it go? is the only essential query, and if it does the drummer goes with it. And he goes with as much resignation as the saw, axe, water-tank or any of the other fixtures.

It may not be the proper thing to speak of him as a fixture, but, really, the omnipresence of a drummer in a railway coach is similar to that of the water-tank, and the absence of one would be as noticeable as would that of the other. They both appear free and easy and not in the least disturbed by their surroundings, and the amount of pleasure and amusement they afford the passengers depends altogether on how full they are kept. The drummer is the only specimen of the human family that can come and go simultaneously or appear everywhere at the same time. It is understood that the drummer's omnipresence does not apply to any other world.

The drummer is omnivorous. If he were not so he would be a failure as a drummer. He visits all places, under all conditions and circumstances, and he must attune himself accordingly. When among Christians he dines like a Christian, but when he drops off at a half-breed settlement he must connect his gizzard with the regular organs of digestion and eat his muskrat stew with the usual degree of nonchalance which so distinguishes the drummer from the rest of humanity. When he is among Romans he must eat what Romans eat, and if he lacks a gizzard (which every successful drummer possesses), he will not be able to do business with the Romans. The drummer who cannot eat what is set before him, and digest it, has mistaken his calling. A man may travel for the benefit of his health, but the man who travels for the purpose of selling \$50,000 or \$75,000 worth of goods per year, is no delicate tenderfoot or pleasure seeking tourist. He is a drummer, with a nerve of iron, a cheek of brass, and a gizzard that would do up a turkey buzzard the first round.

The drummer is omniscient. He is a walking encyclopedia of universal anecdote. He is the great and only traveling bureau of statistical information, boiled-down facts, and doubly distilled humor. The drummer is the commercial missionary of the age, and is doing more than any other agency, secular or religious, to bring about the dawn of that future era which so many are dreaming of, when men shall look upon each other as individual factors in one common brotherhood. The drummer knows neither Jew nor Gentile. Commerce, the great civilizer, is world-wide in its scope, reaching out to the uttermost part of the earth and to the remotest islands of the seas, wherever man is found, soliciting and extending a helping hand in the exchange of products, thereby placing earth's choicest natural productions and the fruits of man's inventive genius where they may be obtained and enjoyed by universal man. This is the civilizing work of

commerce, and who but the drummer is the apostle of commerce? The inventor may evolve the thought and the manufacturer may give it material form, but it is the drummer who proclaims its merits and introduces it to the world. The knowledge he gathers and disseminates as he goes from city to country hamlet, and from hamlet to town, and from town to city again, passing from State to State, ever gathering and ever disseminating—is not confined to commercial matters. He is the great traveling equalizer of the opinions of the day. He generalizes and molds public opinion on the leading topics of the day by gathering ideas at one point and dispensing them at some other point. He is a keen observer, a liberal thinker, and a true reflector of man's latest and best efforts.

The drummer is omnifarious, that is, there are all kinds of him. He represents every phase of human character as well as all kinds of business. He is of all nationalities and kindreds. The drummer reads, thinks and digests, and, consequently, he is strongly opinionated on all the social, scientific, political and religious questions of the hour. To learn how exceedingly omnifarious he is, one has but to hear him express his opinions on these various questions. No drummer was ever hung, however, for being too warmly attached to his religious opinions.

The drummer firmly believes in omniparity between himself and his brother drummers in good standing. He will steal a march on his rival if he has to ride astride of the locomotive boiler or cut across lots and climb over a barbed wire fence to do it; he will look his rival steadily in the eye and lie as only a drummer can lie, about the tremendous orders he captured the day before; he will do up his bosom friend if he can, in a little, innocent, before-going-to-bed diversion with the paste-boards—but let that rival meet with misfortune or need a helping hand, ah, then it is that the true metal of the drummer rings out clear and certain. Then it is that his big heart beats with fraternal throbs of sympathy, and his strong right arm goes out with relief prompted by a spirit of perfect equality and brotherly love.

The drummer is omniform. He is long, short, fat, dark, fair, homely and handsome. He is supposed to be less handsome, however, than he imagines himself to be. This imagination varies in degree—reaching its maximum in the country hamlets and its minimum in the cities. In justice to the drummer, I am constrained to say, however, that he is the best looking, finest formed, and best behaved class of fellows that ever placed autographs upon a hotel register or winked at a pretty girl in a dining room.

The drummer is not omnific. If he were, there would be no stupid railway employes or Chinese cooks born into the world. If the drummer could create everything, we would have fire-proof hotels, wholesome and well cooked food, and an automatic switch tender that would never fail to do its duty. Nor would he fail to create a pair of wings that would enable him, at the close of the week's business, to fly away to the dear ones at home. No, the drummer is not omnific; if he were, the hotel office would be a drearier place on Sunday than it now is.

The drummer is not omnipotent, but he believes in the omnipotence of an all-wise Creator more generally according to his numbers, than any other class of business men. It is the puny, narrow-minded, short-sighted, callous-hearted pygmy whose limited vision shuts out the starry heavens, who worships not at the shrine of Omnipotence. The drummer is not so constructed. He is robust, liberal, generous, big-hearted, and best of all, he is reverential.

Omnia vincit amor is the drummer's motto, and the secret of the mighty conquests he is credited with.

In conclusion, let me say that the drummer rides in the omnibus.

Paste This in Your Hat.

Successful business men do not regulate their prices by their neighbors' quotations, but rather by the quality of their own work.

Purity. Quality. Price.

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

WE ARE THE PEOPLE in our line.

THE PUTNAM CANDY CO.

WM. H. THOMPSON & CO.,

Commission Merchants,

166 South Water St.,
CHICAGO.

(Refer to Bank of Commerce, Chicago.)

We can use a few cars of good, sound potatoes. Parties having stock to offer please write us, naming variety and condition of stock offered, also price, and when they can load and ship.

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.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

1 and 3 Pearl Street,

GRAND RAPIDS

AMONG THE TRADE.

AROUND THE STATE.

Cross Village—Miss Jennie Morris has opened a millinery store.

Scotts—Taylor & Myers succeed J. Z. Adams in the meat business.

Standish—J. B. Sperry has sold his hardware stock to N. B. Weaver.

Perry—Moore & Shaylor succeed Moore & Sanborn in the hardware business.

Escanaba—L. M. Rioux & Co. succeed Anclam, Rioux & Co. in general trade.

Ovid—J. M. Bryson has removed his clothing stock from Edmore to this place.

Lainburg—The J. M. Bryson Mfg Co. has removed its clothing stock to Ovid.

Fennville—J. E. Reynolds has sold his meat market and retired from the business.

Detroit—Frank McMahon has purchased the drug stock of James J. McMahon.

Red Jacket—A. B. Scott will remove his tea, coffee and glassware stock to Houghton.

Marquette—Misses A. J. & B. Molitor succeed Mrs. P. Moran in the dry goods and notion business.

Monroe—C. A. Boehme, dealer in rope and twine, is succeeded by the Boehme & Rauch Cordage Co.

Muskegon—Veltman & Vanderwerp succeed A. J. Smith in the furniture and undertaking business.

Manton—Ernest Hartley has moved his grocery stock to Kingsley where he will re-engage in business.

South Ann—Wm. E. Bisnett and Hugh Weatherup have formed a copartnership and opened a meat market.

Detroit—Immel & Kirchberg, dealers in groceries and meats, are succeeded by the Immel-Kirchberg Co., Limited.

Bradley—Dr. J. H. Reed has purchased a store building and taken possession of same with his drug and grocery stock.

Gobleville—J. C. Johnson has purchased the grocery stock of Geo. Post, and will add a line of musical merchandise.

Bridgeton—Robert S. Shifert has purchased the general stock of Geo. H. Rainouard and consolidated the stock with his own.

Springport—Caster & Caster, dealers in groceries and drugs, have dissolved. The business will be continued by Caster, Bement & Co.

Berlamont—Ed. Luce has sold a half interest in his general stock to Walter Luce, and the firm will hereafter be known as Luce & Bro.

Greenville—E. Rutan has sold his stock of house-furnishing goods and furniture to A. W. Luther, of Detroit, who will add a line of hardware.

Whitehall—James J. Gee has sold an interest in his hardware stock to M. R. Carr, who has served the establishment about a dozen years as head clerk.

Owosso—Chas. Hagan and John Carmody have formed a copartnership under the style of Hagan & Carmody, and opened a grocery store at 117 Exchange street.

Bradley—Fred Whitney, formerly engaged in the hotel business at Wayland, has re-engaged in the grocery business here, occupying the former location of Snell & Whitney.

Hillsdale—W. B. Howlett has opened a new shoe store. Mr. Howlett was formerly of the firm of Wade & Howlett, dealers in boots and shoes at this place, since

which time he has been on the road for a Rochester shoe house.

Rockford—Seymour Hunting has purchased the interest of Frank O. Kelsey, in the grocery firm of Hunting & Kelsey, and will continue the business at the same location—Geo. A. Sage's old stand—under his own name.

Hastings—Will H. Goodyear has purchased the brick store building opposite his building which was demolished by fire, and is fitting same up for the reception of his drug stock. He will erect a handsome building on the location of the old structure.

Interlochen—J. Courville has removed his grocery and hardware stock to Traverse City, where he will continue the business. He has leased his store building here to A. D. Martin, of Biteley, who will remove his general stock to this place.

Bay City—Armour & Co. has made Bay City its Michigan headquarters and appointed J. O. Asman its agent. The company recently became a corporation and under the laws must have a representative in the State in case any person wishes to serve a legal process upon him in the commencement of a suit.

Pierston—The Davis & Rankin Building & Manufacturing Co. has sued those subscribers to the stock of the Pierston creamery who have not paid up in full. Five creameries in this one county, located respectively at Crystal, Sheridan, Edmore, Trufant and Pierston, have become involved in litigation with this house before starting to run.

MANUFACTURING MATTERS.

Dodge—The Lansing Lumber Co. expected to run its sawmill here night and day, but since the financial embarrassment of the company the idea of running the mill nights has been abandoned.

Clare—Hubel & Co. have put in a shingle mill here, with a capacity of 25,000 a day. The cut of the mill has been sold to George S. Hyde, of McBride, who has also purchased the output of Rhodes' mill, at Farwell, and the Clute & Turbush mill, at Russell.

Manistee—Louis Sands' shingle mill is getting into shape, but will not saw much before the first of June. The mill will be one of the best in the State. It will have two ten-block and two hand-machines, and a capacity of about 400,000 daily.

Cadillac—The Cummer Lumber Co.'s sawmill, at Harristown, is running overtime to keep up with the supply of logs furnished it from camps now in operation. It is expected the camps will quit in June, and then, as soon as the logs are manufactured, the mill will be dismantled and replaced with a new band mill, to be operated in cutting logs on the Blodgett tract.

Eaton Rapids—The work of invoicing the Jas. Gallery's Son's planing mill, machine shop, foundry and lumber yard stock by Messrs. H. P. Webster and W. Vaughan has been completed and the same turned over to the Bissel Plow Co. at \$7,500. The directors have ordered the building of two warehouses, one at the plow works site and the other at the Lake Shore depot. Two 10 per cent. assessments of stock have already been called in, and the work of getting the plant ready for business is progressing favorably.

The Meeting of Post E.

At the regular monthly meeting of Post E, Michigan Knights of the Grip, held at Elks' hall last Saturday evening, letters of regret were read from President Jones and Director Bardeen. Secretary McCauley was present by invitation and addressed the Post at some length upon subjects pertinent to the organization. He said the number of members in good standing previous to the last assessment was 1,290, of whom 1,050 had paid the assessment, and that the 240 delinquents were gradually paying up and being reinstated. He assured the Post that he would work and vote for Grand Rapids as the next place of meeting, as he realized the selection of Grand Rapids would, undoubtedly, double the membership of the local Post.

Brief addresses were made by Geo. F. Owen, J. A. Gonzalez, C. L. Lawton, Leo A. Caro and Jas. B. McInnes.

Geo. F. Owen moved that a committee be appointed to draft appropriate resolutions, embodying the thankfulness of the Post for the kindness shown the late Edward Menzer by his employer, Wm. Barker, of Troy. Adopted.

E. A. Stowe offered the following resolution, which was adopted:

Resolved, That we heartily commend the bill now before the Legislature, prohibiting the lowering of upper berths in sleeping cars on occupants of lower berths, unless the same are occupied by bona fide purchasers.

Resolved, That we earnestly request our Senators and Representatives to work and vote for this measure.

W. E. Richmond moved that a social session be held by the Post on May 27, and that a committee of five be appointed by the chair to make the necessary arrangements. The motion was adopted, and the chairmen appointed as such committee W. E. Richmond, B. J. Van Leuven, A. E. McGuire, Jas. B. McInnes and C. L. Lawton.

There being no further business, the meeting adjourned.

The committee above referred to met immediately after the adjournment and perfected arrangements for the entertainment, which will be entirely novel and unlike anything ever before undertaken by the traveling men of the city. It was decided to invite every traveling man in the city and lady, and to assure those who attend that no assessment will be levied, as the expenses of the entertainment will be provided for in a unique and ornate manner.

Prospects of the Umbrella Trade.

From the Retailer and Jobber.

It is said that a larger business will be done in umbrellas this season than usual. The holiday trade was usually large, because the goods were of the most attractive kind ever offered. Much admiration was expressed, even by buyers themselves, of the high degree of taste displayed in finishing the article. Handles are in greater variety than ever, and far more elaborate in design. A great advance is shown in each season in the tastefulness of these goods, and the present lines are most striking in the richness of the materials used and the artistic effects which are produced. There is remarkably good taste shown in everything, and some of the high grade goods are in the most exquisite design and combinations conceivable. Competition among American manufacturers has resulted in making each concern more determined to give originality and prominence to its own lines. The close-rolling umbrella has naturally met with much favor, since it has been shown that the roll is not accomplished by squeezing and pulling the silk; but that it is a natural and compact condition which is provided for in its construction. American umbrella manufacture stands pre-eminent for durability and attractiveness.

The church member who lets somebody else do all his giving is selling his birthright for a very small mess of pottage.

The man who howls and growls every time his wife wants a little money very often buries her in a rosewood casket.

From Out of Town.

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

Seymour Hunting, Rockford.
L. W. Atkins & Co., Ishpeming.
J. R. Harrison, Sparta.
A. J. White, Bass River.
L. B. Bellaire, Cadillac.
R. B. Gooding & Son, Gooding.
A. W. Fenton & Son, Bailey.
A. Purchase, South Blendon.
John H. Westover, Fruitport.
Thurston & Co., Central Lake.
M. P. Gale & Co., Bundy.

Central Lake is finally in possession of an institution it has coveted for several months—a first-class local newspaper. The new venture is a seven column folio, and is called the *Torch*. It is owned and published by C. E. Ramsey, the Central Lake merchant, and J. C. Gray, a practical printer from Kalkaska, who will probably find the field a pleasant and lucrative one, as the business men of Central Lake are as enterprising and progressive a lot of fellows as can be found anywhere.

A down-town grocer has a sign in his window, "Picnics Supplied." He was a little taken aback when a young fellow came in and ordered one girl for the Fourth of July.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE OR RENT—STORE BUILDING at Sparta. Tip-top place for hardware. Address No. 726, care Michigan Tradesman. 726

FOR SALE—CLEAN STOCK OF GROCERIES. Doing a good business in the booming city of Owosso. Will invoice \$2,200. Will sell for \$1,600. 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—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, 63 Carrier street, Grand Rapids. 693

NO 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

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 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 \$1,000 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, boots and shoes and groceries, located in best town in Michigan. Rent low. Stock will invoice about \$2,500; will take part cash, balance well secured. W. E. Thorp, Hart, Mich. 706

GRAND RAPIDS GOSSIP.

C. T. Coombs has opened a grocery store at Edgerton. The Lemon & Wheeler Company furnished the stock.

Mrs. M. G. Rowe has removed her grocery stock from the corner of Turner and Eleventh streets to 305 Broadway.

The Olney & Judson Grocer Co. supplied the grocery stock opened at the corner of Eleventh and Turner streets by Floyd J. Everhart.

F. D. Hare has opened a general store at Ferris. Voigt, Herpolsheimer & Co. furnished the dry goods, Rindge, Kalmbach & Co., supplied the boots and shoes and the Ball-Barnhart-Putman Co. furnished the groceries.

"When you see the dagos hanging around a commission house," remarked a leading representative of that business, "you can make up your mind that there is rotten fruit around, as the dago has no use for anything but carrion."

Elwood Stanley and James Ernest have formed a copartnership under the style of Stanley & Ernest and engaged in the drug and grocery business at Maple City, Hawkins & Company furnishing the groceries and A. H. Lyman the drugs.

A. W. Fenton & Son, whose stock and store building were destroyed in the recent conflagration at Bailey, have re-engaged in the drug and grocery business in a rented building. The Hazeltine & Perkins Drug Co. furnished the drug stock, and the Ball-Barnhart-Putman Co. supplied the groceries.

A special meeting of the Retail Grocers' Association, held on Grandville avenue last Tuesday evening, added five names to the membership list—Cornelius Stryker, 250 Grandville avenue; Geo. Goosman, 391 Grandville avenue; Gust. Koopman & Co., 433 Grandville avenue; M. J. Telder, 161 Hilton street; Wm. Kievit, 425 Grandville avenue. It is expected that as many more applications will be received by the time of the next meeting. Special missionary meetings of the same sort will be held on West Leonard street, Plainfield avenue and East street, with a view to bringing into the Association every reputable grocer in the city.

A new schedule for the retail price of sugar went into effect May 11. Granulated is now 6½ cents per pound or sixteen pounds for \$1 and White Extra C (No. 6) is now 6 cents per pound or seventeen pounds for \$1. At the price of granulated—5.67 per 100 pounds—sixteen pounds cost the dealer a fraction below 91 cents, to say nothing of the shrinkage necessarily attending the handling of sugar. Adding to this cost 10 per cent., as the expense of doing business—and few retail grocers can keep their expense accounts much below 15 per cent.—brings the actual cost of sixteen pounds of granulated up to \$1, just what the dealer receives for it. Before the present arrangement went into effect, most grocers were selling sugar at actual cost, or less so that the present arrangement enables the dealer to get out whole on his sugar sales, instead of conducting that portion of his business at a loss.

J. L. Covey, general dealer at Reno, was in town Monday.

Gripsack Brigade.

C. T. Hurd, who organized the Michigan division of the T. P. A. in this city last winter, is now engaged in organizing an Alabama division at Birmingham.

C. H. La Flamboy, general dealer at McBride's, has gone on the road for C. Elliott & Co., of Detroit, covering the territory formerly visited by W. J. Saunders.

The wife of Dr. Josiah B. Evans dedicated their new home on State street by falling down stairs, breaking her wrist in two places and sustaining other injuries of a serious character. She is recovering as rapidly as could be expected.

What is the difference between Fred Nielson, the Pentwater banker, and Chas. Moody, buyer for Sands & Maxwell? Nielson leaves town when his friends come up to see him, while Moody dresses up, looks at them and goes off and leaves them standing in the middle of the street.

D. Morris, Secretary of the Michigan Commercial Travelers' Association, writes THE TRADESMAN as follows, under date of May 6: "The Board of Trustees of the Michigan Commercial Travelers' Association held their regular monthly meeting Saturday, May 6, and admitted six new members, which makes thirty-five new ones so far this year, and good prospects ahead. The death proofs of Frank L. Kelly, of Grand Rapids, who died April 26, were before the Board, and his beneficiary, Mary E. Kelly, was ordered to be paid in the sum of \$2,500, for which I have already sent her a New York draft. The prospects of the Michigan Commercial Travelers' Association look very bright, and we hope to add a goodly number of the Grand Rapids boys to its ranks before the close of the year."

"A few days ago," says a traveling man, "in passing through a town which had been badly wrecked by a small hurricane, I met a man who had protected himself against loss by cyclone, and who was able to survey the ruin of all he possessed on earth with the utmost complacency, while his neighbors were almost distracted with grief. I asked him casually why he had taken the precaution, having learned that he was the only man in town who had such a policy. He told me that when a boy he had narrowly escaped being killed by a cyclone, and the danger had so impressed him that he had carried cyclone insurance ever since he had started housekeeping, which was well nigh a generation ago. The sentiments of the neighbors toward this fortunate man were quite interesting. One or two, of course, were small enough to be jealous of him and to tell anecdotes of how some folks had more luck than they deserved, but the majority spoke more in admiration than envy, and there seemed to be a general sentiment that the man who had thus provided against danger in the midst of safety was the most suitable man in the district to run for Congress."

Purely Personal.

Arthur Webster, manager of the F. E. Avery general store, at Gobleville, has received a commission as postmaster at that place.

L. B. Bellaire, the Cadillac grocer, was in town last week for the purpose of purchasing fixtures for a new store he will shortly occupy, directly opposite his present location.

Clarence H. Gould, of the firm of W.

J. Gould & Co., Detroit, is in town for the purpose of attending a suit brought against John Giles & Co., of Lowell, on account of a tea deal. The suit is brought in justice court.

Ben. W. Putnam has purchased the Pyle farm on the West Side river road, between the D. & M. Junction and Mill Creek, and has already taken possession of the premises. The farm comprises sixty acres, bounded on the east side by Grand River, and has good buildings, pure spring water, and all the accessories of a desirable rural residence. Mr. Putnam finds he can drive from his new home to his place of business in about thirty minutes and is, naturally, very much pleased over his acquisition.

The Grocery Market.

Sugar—The European beet sugar market declined ½c last week, in consequence of the liquidation of the speculative holders, which was followed by a similar reduction in this country, and on Monday the refiners reduced their quotations ½c on all grades. This turn of the market was entirely unexpected and would probably not have occurred had European holders of raw not been compelled to lie down.

Coffee—Rio grades are a little stronger and higher. Package manufacturers have raised their quotations ½c.

Fish—Sealed herring are higher and advancing. Holland herring are lower. Oranges—Keeping poorly. The price is unchanged.

Lemons—Without change in the local market, although the Eastern markets are stronger and higher.

Bananas—The price is advancing, on account of the revolution in the central part of South America. One of the largest banana boats there was recently seized and made into a war vessel, and the workmen on the plantations have been drafted into service. This is the season, too, when men are most needed to harvest the fruit. Under these conditions boats must go to a good deal of trouble in order to get even part of a cargo. There is a scarcity in Chicago, good fruit costing the buyer \$1.75@1.90 per bunch laid down.

The Hardware Market.

General trade in the hardware line has not been as good during the past week as was anticipated. The continued unsettled weather, no doubt, had its influence, but when it comes off warmer, we may look for great activity.

Wire Nails—Contrary to expectations, the market has not held firm, as was expected and hoped by all. While we do not hear of any lower prices being quoted, there is a feeling that wire nails will be lower before they are higher. The only alternative the mill men have is to look forward to cheaper ore and steel, as well as a reduction in the price of labor. It is conceded by all that the present price does not produce the goods and, if lower prices prevail, it is feared that some mills will not weather the storm. One dollar and eighty cents base is still quoted in this market, while \$1.55 at mill can be secured.

Cut Nails—In sympathy with steel and iron, the cut nail trade is not brisk and prices from mill are not held firmly. There are few carload buyers in Michigan, so we quote less than carloads \$1.30 at mill and \$1.50 at Grand Rapids.

Window Glass—Prices are well main-

tained at 80 to 80 and 5 by the box, with 10 per cent. added by the light.

Doors and Sash—The scarcity of lumber suitable for doors and sash still exists and recent advances are firmly held, 40 and 10 on doors and 60 per cent. on sash being as low as any one is offering.

Wire Cloth—Where is it? Who has got it? Reports from all the larger markets are that nobody has any wire cloth. Grand Rapids jobbers are drained, notwithstanding they had their orders in with the mills by January 1. Everybody, including manufacturers and jobbers, are promising, but are not fulfilling. Two cents per square foot is the present quotation.

Screen Doors and Windows—For all regular sizes screen doors the present price is \$8 per dozen, and for screen windows \$2.75@3.50, according to size.

"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.

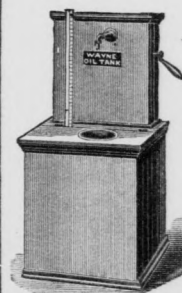
Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.

MANUFACTURERS,
DETROIT.

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 Tank.....	9 00

First Floor Tank and Pump.

Manufactured only by the

WAYNE OIL TANK CO.,

Fort Wayne, Ind.

Apple Pie and Cheese.

Your flavored creams and ices
And your dainty angel food
Are mighty fine devices
To regale the dainty dude.
Your terrapin and oysters,
With wine to wash 'em down,
Are just the thing for rolsters
When painting of the town.
No flippant, sugared notion
Shall my appetite appease,
Or 'bate my soul's devotion
To apple pie and cheese.

And cheese! No alien in it, sir,
That's brought across the sea;
No Dutch antique nor Switzer
Nor glutinous De Brie,
There's nothing I abhor so
As mawmets of this ilk,
Give me the harmless moureu
That's made of true-blue milk!
No matter what conditions
Dyspeptics come to freeze,
The best of all physicians,
Is apple pie and cheese!

EUGENE FIELD.

Refuse to Permit Bills to Lap.

People often wonder how it is that a storekeeper gets so many bad debts among his accounts. To the dealer who has had the "experience," while the deadbeats have the "money," the operation is a very simple one.

The whole trouble arises from the slowness of the dealer to say "No," when more credit is wanted. The merchant grants a little more credit, in order, as he thinks, to keep his customer in good nature and so secure the old balance. But it is just here he makes a fatal mistake. If a customer cannot pay one week's or one month's bill, certainly the lapse of time would not help matters, but the account will get so large that the customer will find it "cheaper to move than to pay rent," as the expression goes, and he jumps his account and goes to look for some other victim.

This is the history of three-fourths of all the cases of bad debts, and if the merchant had said "No," when the first bill was in arrears, his loss would have been small compared with what it finally was. Furthermore, a firm refusal to extend credit would often have the effect of making the customer pay up, hoping for another chance to "get in" on the grocer. Then is the time to give the deadbeat the grand bounce and be rid of him.

Bear in mind and act upon the knowledge, that if a man cannot pay one week's bill, he certainly cannot pay a two week's bill.

Patent Postage Stamps.

About the last thing that one would think of patenting seems to be a postage stamp, but a bright Virginian has thought of that and patented a device for one, too. The idea is simple enough. It is merely this: Discontinue the manufacture of stamps of an odd denomination, and let the even denominations—2-cent stamps, for instance—be composed of two small 1-cent stamps, perforated down the middle, with the figure 2 over the perforated line. Then you buy only 2-cent stamps, and when you want a 1-cent stamp separate a two. The two stamps as a unit are not as large as one of the Columbian stamps now in use. With these stamps it is an easy matter to make the proper change. It will also prove much more economical to the government, for it will reduce the contracts one-half. There are many other advantages which will present themselves to the public.

Paper stockings are said to be a new German invention. A Berlin shoe trade journal says that the stockings are made of a specially prepared and impregnated paper stock, which, it is claimed, has an extraordinary effect on perspiring feet. The moisture is absorbed by the paper as rapidly as it is formed, and the feet remain dry and warm, while the constant temperature maintained in the shoes is said to be a great preventative of colds.

America manufactures nine-tenths of all the rubber goods used in the World.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	6
Atlanta A A	6
Atlantic A	6 1/2
" H	6 1/2
" P	5 1/2
" D	6
" LL	5
Amory	6 1/2
Archery Bunting	4
Beaver Dam A A	5 1/2
Blackstone O, 32	5
Black Crow	6
Black Rock	6 1/2
Boot, A L	7
Capital A	5 1/2
Cavanat V	5 1/2
Chapman cheese cl.	3 1/2
Clifton C R	5 1/2
Comet	5 1/2
Dwight Star	6 1/2
Clifton C C C	6 1/2
Top of the Heap.	
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	7
Art Cambric	10
Blackstone A A	7 1/2
Beats All	4 1/2
Boston	12
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W	7
Cleveland	6 1/2
Dwight Anchor	8 1/2
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom.	8 1/2
Fitchville	7 1/2
First Prize	7 1/2
Fruit of the Loom %	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	7 1/2
Farwell	8
Dwight Anchor	8 1/2
CANTON FLANNEL.	
Unbleached.	
Housewife	5 1/2
" B	5 1/2
" C	6
" D	6 1/2
" E	7
" F	7 1/2
" G	7 1/2
" H	7 1/2
" I	8 1/2
" J	8 1/2
" K	9 1/2
" L	10
" M	10 1/2
" N	11
" O	21
" P	14 1/2
Bleached.	
Housewife Q	6 1/2
" R	7 1/2
" S	7 1/2
" T	8 1/2
" U	9 1/2
" V	10 1/2
" W	10 1/2
" X	11 1/2
" Y	12 1/2
" Z	13 1/2
CAMBRIE WARP.	
Peerless, white.	18
" colored.	20
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
"	9
"	10 1/2
G G Cashmere.	30
Nameless	16
"	18
CORSETS.	
Coraline	\$9.50
Schilling's	9.00
Davis Waists	9.00
Grand Rapids	5.00
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds.	6
" robes	6
" pink & purple	6
" buffs	6
" pink checks	6
" staples	6
" shirtings	6
American fancy	5 1/2
American indigo	6 1/2
American shirtings	4 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6 1/2
Arnold Merino	6
" long cloth B	10
" " C	8 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	8
" colors	8
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6 1/2
" green	6 1/2
" Foulards	5 1/2
" red %	7
" %	9 1/2
" 44	10
" 3-4 XXXX	12
Cocheo fancy	6
" madders	6
" XX twills	6
" solids	5 1/2
TICKINGS.	
Amoskeag A C A	12 1/2
Hamilton N	7 1/2
" D	8 1/2
" Awning	11
Farmer	8
First Prize	10
Lenox Mills	18
COTON DRILL.	
Atlanta, D	6
Boot	6 1/2
Clifton, K	6 1/2
Star A	8
No Name	7 1/2
Top of Heap	9 1/2

DEMINS.	
Amoskeag	12
" 9 oz.	13
Andover	11
Beaver Creek A A	10
" BB	9
" CC	9
Boston Mfg Co. br.	7
" blue 8	8
" d & twist 10	10
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	6
" Persian dress	8
" Canton	8
" AFC	10
" Teazle	10
" Angola	10
" Persian	8
Arlington staple	6
Arasapha fancy	4
Bates Warwick dress	7
Centennial	10
Criterion	10
Cumberland staple	5
Cumberland	5
Essex	4
Elfin	7
Everett classics	8
Exposition	7
Glenarie	6
Glenarven	6
Glenwood	7
Hampton	6
Johnson Jhalon cl	4
" Indigo blue	9
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16
Stark	13
American	15
THREADS.	
Clark's Mile End	45
Coats' J. & P.	45
Holyoke	22
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid glove	4
Newmarket	4
RED FLANNEL.	
Fireman	3
Creedmore	2
Talbot XXX	3
Nameless	2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22
Windsor	15
6 oz Western	20
Union B	22
DOMEY FLANNEL.	
Nameless	8 @ 9
" 8 1/2 @ 10	10
" 9 @ 10 1/2	12
CANVASS AND PADDING.	
Slater	10
Brown	10
Black	10
Slater	10
Brown	10
Black	10
Slater	10
Brown	10
Black	10
Slater	10
Brown	10
Black	10
DUCES.	
Severan, 8 oz.	10
Mayland, 8 oz.	10
Greenwood, 7 1/2 oz.	9
Greenwood, 8 oz.	11
Boston, 8 oz.	10
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10
" Best AA	12
L	7
G	8
SEWING SILK.	
Corticelli, doz.	85
twist, doz.	40
50 yd, doz.	40
HOOKS AND EYES—PER GROSS.	
No 1 Bk & White	10
" 2	12
" 3	12
No 2—20, M C	50
" 3—18, S C	45
COTTON TAPE.	
No 2 White & Bk	12
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1.40
Crowley's	1.35
Marshall's	1.00
TABLE OIL CLOTH.	
5-4	2.25
" 2 10	3.10
COTTON TWINES.	
Cotton Saff Twine	18
Crown	12
Domestic	12
Anchor	17
Bristol	13
Cherry Valley	15
I X L	18
PLAID OSNABURGS.	
Alabama	6
Alamance	6
Augusta	7
Ar sapha	6
Georgia	6
Granite	6
Haw River	5
Haw J	5
Mount Pleasant	6
Onida	5
Prymont	5
Randelman	6
Riverside	5
Sibley A	5
Toledo	6



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E. A. STOWE, Editor.

WEDNESDAY, MAY 17, 1893.

GROCER VS. PEDDLER.

The public hearing accorded the representatives of the retail grocers and hucksters by the License Committee of the Grand Rapids Common Council last Wednesday evening disclosed some interesting features, with which the general public ought to be made familiar. Representatives of the Retail Grocers' Association asked that the present license fee required of hucksters be increased from \$11 to \$51 per year, payable annually in advance. The hucksters were out in full force and demanded that the fee be left the same as it has been in the past. The Committee heard the arguments on both sides and decided to concede the demand of the grocers in regard to annual advance payment and increase the fee from \$11 to \$21. Although this is not entirely satisfactory to the grocers, they feel that it is a great victory over the combined efforts of the cohorts of peddlers, and it will stimulate them to further effort in the same direction next season, with a view to raising the fee to the desired limit.

Chairman Herrick, of the Retail Grocers' Association, in summing up the matter at the close of the hearing, stated that he was willing that the Council Committee should decide the matter on the statements of the hucksters themselves, as he believed they had shown the weakness of their position on every point in the discussion. Such seemed to be the opinion of all present; certainly the decision of the Committee would seem to indicate that the hucksters had made out a poor case for themselves, although they were given all the latitude they desired, and lugged into the discussion a dozen topics in no way connected with the subject under discussion.

The main point made against the peddlers is that they sell inferior goods, in consequence of which their custom is mainly confined to the poor people, who purchase low grade goods on the supposition that they are getting just as good quality as the higher priced goods handled by the grocers. While a few peddlers are men of respectability and handle only wholesome goods, fully nine-tenths of them purchase and peddle goods which are rejected by the grocery

trade and should be dumped into the river, instead of into the poor man's stomach. It is a matter of common knowledge that the commission houses are constantly watched by hucksters, who are always ready to pay a pittance for goods so far along in the process of decomposition as to render their removal an immediate necessity. A commission house in the rear of THE TRADESMAN office has a row of barrels, into which is dumped refuse fruit, such as rotten and rotting bananas, lemons and oranges. These barrels are constantly being overhauled by a couple of peddlers of foreign extraction, who sort out the partially decayed fruit and distribute it among the people living in the poorer portions of the city. Others haunt the commission houses at the close of the day and pick up the fruit and vegetables rejected by the grocers. So flagrant are these violations of the laws of health that THE TRADESMAN is willing to stake its reputation on the statement that the appointment and maintenance of a competent health officer would solve the peddling question by removing from the field pretty much all the goods ordinarily handled by the hucksters, leaving the wholesome products for the regular grocery trade, as is now the case, and dumping in the river the inferior stuff which now breeds illness and death among the poorer classes.

SYMPATHY FOR CRIMINALS.

A remarkable sentimentality in behalf of murderers is one of the characteristics of the present day. When a murderer is on trial he attracts sympathy in proportion to the atrocity of his crime, and if women have been his victims he is more likely to become an object of interest to not a few of the softer sex, and such a criminal is often made the recipient of flowers, delicacies and every mark of favor which the law allows to be lavished on prisoners.

The keepers of jails in every city could tell extraordinary stories of the women of respectable social position who flock to the prisons to satisfy their curiosity or gratify their sentimentality in gazing upon and even expressing admiration for the perpetrators of the most revolting crimes. In this prosaic age there are few opportunities for romantic adventures and situations, and, as men out of the common sort are scarce, criminals furnish about the only subjects for a foolish and extravagant sympathy.

In response to this remarkable expression in behalf of murderers, for criminals who are not shedders of blood are never coddled into heroes, bills have been offered in a number of State Legislatures to secure the abrogation of the death penalty. A striking exception to this tendency is the sentiment in Michigan created by the escape and second murder of Latimer. Within a month, also, two murderers have escaped from one of the New York penitentiaries, so that if the sentence of the law is not rendered abortive by the insecurity of the prisoners and the dishonesty and incapacity of the prison officials, some State executive, either through the operation of the pernicious sentimentality which has become so much in vogue or under the pressure of political influence, will step in to cheat justice and to empty of their worst inmates, the prisons under his control.

The result of this vicious sympathy with murderers has been greatly to en-

courage and increase the commission of such crimes, and to incite to the infliction of popular vengeance the enraged people who have been particularly outraged by such criminals. One thing is certain, and that is, that all the instincts of self-protection will arouse the masses of the people to rise and combine against criminals of all sorts. If through the weakness of the law officers or the corruption of juries or from any other cause the perpetrators of atrocious crimes are not punished, the people will act for themselves in such matters. The necessity for such action can only be the result of a state of affairs in which courts, juries and State executives are recreant to their obligations and duty. In the presence of such a deplorable state of affairs there is no other hope for public protection but the action of the people themselves.

THE FINANCIAL SITUATION.

In spite of the fact that the scare over the exports of gold has subsided, and that a fair measure of confidence is expressed on all sides in the financial policy of the Government, it is noteworthy that a spirit of uneasiness prevades the leading financial centers. This is seen in the course of events in Wall Street and the conservatism of the banks in lending money. While it is true that money is comparatively easy in most markets, it is equally evident that accommodations are not granted as freely as ordinarily, and, as a result, a number of enterprises have recently been forced to the wall, some of which are solvent and would be able to weather the storm, were their usual lines of credit extended by the banks, instead of being refused or curtailed. The recent bank failures in this and adjoining States cut little figure, as they are mainly attributable to speculative management on the part of their projectors and not to local or general business depression.

While, therefore, it cannot be denied that there are unfavorable features attached to the financial situation which suggest conservatism, it is, nevertheless, true that the effect so far on general business has been surprisingly small. This indicates a healthy condition of general trade and points to the probability that as soon as the liquidation consequent upon the troubles in the New York market are completed, business will prove more active than ever before. In the mean time, the man who is doing business on borrowed capital should hug the shore as closely as possible and keep his sails well trimmed, to the end that he may not be engulfed in the maelstrom which has pulled down business enterprises which were entirely solvent, but which trusted too much to the liberality of banks and backers in time of trouble.

ESTABLISHING A CREDIT.

Bold Financial Bluff That Saved a Prospective Millionaire.

"I never tire relating the story of how I assisted a friend to play the biggest business bluff ever worked in the State," remarked a shrewd business man the other day. "My friend's name was not James Blank, but I always refer to him in that way. He had extensive interests, but had become so tied up through a partner's operations that he didn't know what to do. He sent for me and said:

"I have made up my mind that there is nothing for me to do but to assign. I am broken up. There isn't any way out. But I want your advice before I act."

"Does anyone know how you are fixed?" I asked.

"No one but you," he replied. "I haven't told a soul but you. Everybody else thinks I'm all right."

"How about the banks?" I asked.

"They don't know," he answered.

"Then I had him go over the whole situation until I knew as much of his affairs as he did. He was involved badly, but I could see the way out for him. He couldn't see anything but ruin ahead. I felt perfectly certain that if he could maintain the existing confidence in him for a few months he would be all right. I could see that his business would carry him if he could only get out of the entanglements. After I had learned everything I made him promise that he would do exactly as I told him. He was ready for that and he did it blindly.

"Can you borrow \$5,000 cash from the bank?" I asked.

"Oh, yes," he said. "I can do that easy enough."

"Go and get it," I said. Give your wife \$4,000 and send her to Chicago to buy the finest carriage and team which the money will get. Tell her to bring back something that will outshine anything this town has ever seen."

"I went away. Some days later I was in Chicago on business and met the wife of my business friend. She said she was up there to buy a carriage and horses. She wanted me to go and look at carriages.

"No," I said. "You have taste. Go ahead and get the most attractive and stylish carriage you can find. Then buy the best span of horses you can secure."

"When I returned I saw my friend.

"When your wife gets back with the outfit," said I, "you must give her the other \$1,000. Tell her to put it in her pocket and go shopping. She needn't buy a great deal, but she can look at things, buy occasionally, and always pay, showing her pocketbook full of money and explaining that you have insisted that you want no bills run, but prefer to pay cash. Meantime you keep away from that carriage. Don't you be seen in it or near it. Wear your old clothes and stick to your business, just as if you couldn't afford to be away long enough to sleep and eat."

"Then I went off about my own business. I was walking down street several weeks afterward, when I saw the most splendid establishment on wheels that I had ever seen. Great Scott! How that carriage did shine! And the horses! And the gold-mounted harness! Whew! It was gorgeous, I tell you! I met somebody I knew, and I asked:

"Whose rig is that?"

"Why," was the answer, "that's Jim Blank's. He bought it at Chicago for his wife. Blank's making more money than he knows what to do with."

"I walked down street and went into one of the banks. After some conversation I asked the president of the concern how Blank was doing.

"Making more money than any man in this town," was the reply.

"I made a few more inquiries. The answers were all the same. Everybody was impressed with the idea that Blank was coining money, and he and I alone knew that he was as near bankruptcy as a man ever gets without going down. But it wasn't six months until he was doing what everybody thought he had been doing all the time—making money. Blank kept right along, exactly as I told him, too busy to talk. He cleared away all of the entanglements and went on without the world ever knowing. To-day he is worth a million and a half. He had a possibility when he was just ready to give up. That possibility and the \$5,000 borrowed investment in carriage, horses and pocket money did the whole thing."

It is a fact not generally known, but it is a fact, nevertheless, that Michigan leads all other states in the Union in point of inland commercial fisheries. The catch in 1892 was valued at \$1,058,028, the fish freezing industry of the State alone annually employing 4,000 men.

NEWSPAPER CIRCULATIONS.

Probably there are few distinctive matters about which so many wilful lies are told as concerning the circulation of newspapers. One other subject, the ages of women, will doubtless surpass it in the amount of falsehood evoked, but there are few, if any, others.

Of course, a large newspaper circulation is not secured in a short time, or by any spasmodic effort. It is commonly the result of persistent effort through a period of time which, whether longer or shorter, is never brief. Since nearly the whole commercial value of a public journal depends on its having a large circulation, it is highly necessary to have one, and, therefore, every effort must be made to secure it. Too often, in default of fact, it is considered necessary to misrepresent the circulation of a paper in order to give it value which it does not really merit.

In general terms, it may be said that news is what is most desired by the patrons of the press, and as there are many sorts of news, it becomes necessary to deal in every description of the article so as to please all customers. Nevertheless, it is certain that the journals which have the largest circulation in the world are not newspapers in any sense as they go in America. For instance, the *Petit Journal*, of Paris, is issued daily to the extent of 1,000,000 copies, and the *Petit Parisien* to that of 500,000. These are not newspapers, but are distinguished for brief satirical and often abusive criticisms on public men, measures and morals. Scandals furnish much material for such comment, and add spice to the utterances of the editors. Scandals and the material out of which quarrels

are started are the common stock in trade, and it is this sort of thing which seems to attract the greatest number of French readers. The *Berlin Tagblatt*, the leading German paper, is reported to print 70,000.

The American press rivals that of England. Probably the *London Times* prints daily 400,000 copies. The *Daily News* is reported to issue 300,000 to 350,000. The *Standard*, which is the great Tory paper, is said to issue 250,000. Coming to the American papers, the *New York World* claims at the head of its editorial page to issue 375,000 daily. The *Herald* declares 190,000. The *Boston Globe* claims 165,000 to 175,000, the *Herald*, of Boston, 140,000 to 150,000, and the *Chicago Record* 105,000. Some journals make glittering statements as to their circulation, but fail to parade certified statements of the same. Of course, all such declarations have to be taken on the testimony of parties interested in making up the largest circulation, since they do not show their books any more than the ladies are expected to display the family Bible to substantiate their statements. Everybody understands that people are not bound to tell the truth on such matters. All wild declarations are usually fully discounted and do not deceive to any extent the persons whom they were designed to impress. As to the cause for a large circulation, doubtless reliable news is the most important. But every good paper has its characteristics which make for it friends and patrons. One journal is valued because it is morally clean and free from extravagant and wild statements; another is esteemed for the conservatism and soundness of its opinions on important matters of

principle and honor. Another gathers a following from its lack of high qualities, and because it is a scandal-monger, an inciter to discord and strife, or is the advocate of violent and radical opinions and measures. No single paper pleases every class, but those which have the largest following and exert the largest amount of influence are the papers which are the exponents of honesty, truth and justice and work for the welfare of the people as nearly as human efforts can formulate and teach the doctrines and principles that conform to those high standards. The great body of public sentiment is in favor of those principles. Men's aspirations are doubtless always higher than their attainments, but it is the loftiest aspiration and the highest principle that should and do inspire all that is best in human life and society, and the journal which seeks to work up to such a course, if it be also complete and excellent as a newspaper, will always be at the head of the American press.

"Once War was Business, Now Business is War."
From Business.

When reading the above sentiment some months ago, it impressed me as being singularly apt in expressing the marked change which trade and commerce have undergone during the past generation. In the days of our forefathers business was conducted on staid and conservative plans; he who had succeeded in establishing a fair trade and won a showing could feel reasonably safe in retaining his advantages, even though his efforts might be somewhat relaxed. Conditions were primitive in many sections—the distribution of goods slow and cumbersome, population scattering, and all those elements which enter into the affairs of modern business

transactions utterly different. It was hardly less so in most affairs of daily life. Men took time—they had time.

By contrast how different the conditions to-day; rushing, booming activity on every hand. Success made largely dependent upon tireless energy. The fiercest competition generated in struggling for a footing or for supremacy. In short, war. War in contrast with the peace of other days.

It does not follow that all has been gain; on the contrary much of what may be termed "modern" in business methods and business tactics, is to be strongly deprecated. The loss of commercial integrity is to be deplored. Still, we must draw a wide distinction between those engaged in legitimate business transactions and those who care not for the means so their ends be attained. The professional stock operator is a product of the times. When he enters the arena and declares war, the meaning of that word is literally carried out. His mission is to loot and plunder; his sole aim to accumulate. This becomes the end and purpose of his life. May we hope that enough is left of the sturdy qualities of our forefathers to stand proof against the pernicious influence exerted by such pirates, enough of commercial integrity to keep the path well blazed that leads to honorable business eminence.

State of the Matrimonial Market.

The *New York Tribune* gives the following quotations of the prices of foreign titles for American girls: German barons, \$17,000; French counts, \$50,000 to \$200,000, according to family, place, etc. In Italian princes the stock is very speculative, the title sometimes going as high as \$300,000, and at other seasons falling to a ridiculously low figure. In fact, all the continental patents of nobility may be said to have fictitious value and fluctuate considerably, but for solid investment there is nothing like English titles. These have increased in value enormously of late years, and it now takes \$500,000 to \$1,000,000 to buy a nobleman of high rank.

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.

PRISON TO PROMINENCE.

Romantic History of a Multi-Millionaire Who Conquered Fate.

Charles T. Yerkes is about to build the finest residence in all New York. This house will be princely in its magnificence. It will cost more than \$1,000,000.

And it will be a monument to a fact—the fact that there is no false step which a man cannot live down.

When next September comes Charles T. Yerkes will be preparing to enter his New York palace. Twenty-one years ago next September he was preparing to



CHARLES T. YERKES.

leave a public prison. To-day Charles T. Yerkes is a millionaire, a philanthropist, and a financial and political leader in the second largest city on the continent. Twenty-one years ago he was a blue garbed convict suing for pardon. He got the pardon and the community at large got a useful citizen. It is one of the strangest stories that ever wove itself into the life of a clever man.

Yerkes was born with a talent for speculation. His ability was only exceeded by his desire. It is said that when he was only 10 years old he wandered away from his father's middle class home in Philadelphia one day and strolled down among the docks. In an obscure cross street a sheriff's sale was in progress. A little soapmaker had failed in business and was paying the penalty of his bad management or misfortune. Little Yerkes stopped and looked on. The bidding was spiritless. Finally \$17 was offered for all the soapmaker's small stock. It seemed to young Yerkes that there was a lot of soap there to be sold for \$17, so he bid \$18. At this figure the soap was sold to him. He had no money, but he induced the auctioneer to wait until he could run home. Rushing into his father's shop, he said:

"Father, I want \$18."

"What for, my son?"

"I don't want to tell you just yet; but if you will lend me \$18 I will return it to you to-morrow."

Finally Yerkes, Sr., consented to this arrangement, and the boy ran out with the precious \$18 clasped tightly in his hand. He paid for his soap and hired an expressman to drive around with it to various grocery stores, to which he sold it in small quantities. He paid the expressman, and the following day gave the \$18 back to his father. After this was over he had \$31 left as the net profits of the transaction. And he was only 10 years old then.

It was but natural that a boy so gifted at 10 years with the financial instinct should be, at 20, a broker's clerk. Nor is it surprising that a broker's clerk so full of the genius of speculation at 20 should, at 25, be the junior member of the firm. From the junior member he became the senior member and finally, before 1871, when his trouble came, he was one of the most important brokers in Philadelphia.

Among his customers was a man named Marcer. He was prominent in finance and politics and was elected City Treasurer. In order to explain exactly what this position meant I will quote the remark of a well-known Philadelphian. Said he:

"Up to the time of the Marcer trouble to be City Treasurer of Philadelphia

meant to get rich. I don't mean to say that every City Treasurer speculated with the public funds; but I do mean that had they done so it would have caused less comment than it would in most cities. The methods of accounting were very imperfect, and the City Treasurer was rarely called upon to make a report of his stewardship until he was ready to withdraw from office. Then, of course, he could see that everything was all right, and should there, in any circumstances, be a deficiency, his bondsmen would, of course, temporarily help him out of his difficulty."

Whether this was true or not of Marcer's predecessors it was not true of Marcer. It may be that this statement, which partially justified that gentleman for the course he took, grew out of nothing else but a desire to justify him. At any rate, no such lenient course was pursued with him. He was called upon for an accounting, and city moneys were found to be missing. Investigation showed that they had been used in private speculation.

Then entered Mr. Yerkes, the speculative genius, in a new role. As Mr. Marcer's broker, he was called upon for information concerning the City Treasurer's investments. Then came the startling statement that Yerkes knew that the money Marcer had given to him for investment had been drawn wrongfully from the public coffer. This statement finally found a foundation strong enough to secure the indictment of the City Treasurer's broker, as well as the City Treasurer. The trial created great excitement in Philadelphia, as both men were well known and popular. Their popularity, however, did not prevent



MRS. CHARLES T. YERKES.

their conviction. Both were declared guilty. With that event ends the interesting connection of Mr. Marcer with Mr. Yerkes' history.

In the office of the District Attorney in Philadelphia's white elephant city hall exists this condensed record of the end of Yerkes' prominent life in that town. It tells of his trial for embezzlement and larceny, conviction and sentence to two years and nine months in the Eastern Penitentiary at Philadelphia and a \$500 fine. This was Feb. 10, 1872.

In accordance with this judicial decree the promising young financier, already inured to prison life by long waiting in grim, gray walled Moyamensing for trial, was taken on a dreary drive to a dreary place. Fairmount avenue was the route of the journey, and it ended on round topped Cherry Hill, where, since 1829, the massive walls of the Eastern Penitentiary—thirty-seven feet of good old-fashioned masonry—have partitioned off ten acres for the confinement of malefactors. The Eastern Penitentiary is unlike Michigan State prisons. It is the place where the life prisoner made famous by Dickens' "American Notes" was confined, and from the time when the great novelist saw and wrote of that man to the time Charles T. Yerkes was locked in a cell near to the one he then still occupied, there had been little change in the methods of dealing with criminals. The imprisonment is not "solitary" by any means, but it is separate. There is no congregating of prisoners for work or exercise. Almost every cell has connected with it a little high walled yard, in which its occupant or occupants may walk for an hour each day and take the air. The prison is light, well-ventilated and clean. It is comfortable by comparison to our Tombs

or Sing Sing, but it is a prison built exceeding strong and governed with strict rigor.

This, for the next seven months, was Charles T. Yerkes' home. With his occupancy of it began a pretty little drama which his friends watched with pleasure and approval, fully appreciating its pathos, and afterward its semi-tragedy.

Yerkes' wife was young and it is said that she was very pretty. She is also credited with broad culture and brilliant conversational powers. During his trial she scarcely left his side, and after he had been locked up on Cherry Hill she doubled her devotion. There was little or nothing left of the fortune which had been theirs before the wreck, so she took cheap rooms. These rooms were near



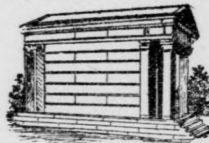
THE YERKES RESIDENCE IN CHICAGO.

the prison, and as often as the prison rules allowed she went from them to her husband's cell to cheer him in his misfortune. She kept him constantly supplied with little delicacies to brighten the prison fare and added many pleasing comforts to the rough furnishings of his cell. This was the one pleasing feature of the episode—this faithful wife's devotion.

At the end of seven months, September 27, 1872, Mr. Yerkes' protestations of innocence were seemingly accepted by the Pennsylvania authorities, for on that date he was granted full pardon and discharged from custody. But with this agreeable event came what looked like the tragedy of the domestic picture. Charles T. Yerkes disappeared completely from Philadelphia, and the devoted wife was left behind without knowledge of her husband's whereabouts. People who knew her then say that she was almost heartbroken.

For several years thereafter nothing was heard in Philadelphia of the financial genius and pardoned prisoner. He had buried himself in the West, and, it is said, had temporarily abandoned the name of Yerkes until he should recover from the blow.

The story goes that no one in Philadelphia heard of Charles T. Yerkes again until, several years afterward, he appeared, determined but smiling, in Chicago. By this time he had taken again the old name, and it at once became evident that if the story that he had even



THE YERKES TOMB IN BROOKLYN.

abandoned it were true, he had not abandoned it because he was ashamed of it, for he announced with absolute confidence that he proposed to make the name of Yerkes one that Chicago should honor and remember.

He immediately entered the speculative arena, and as had always occurred in the past except upon the one occasion which led to his life's great disaster, everything he touched seemed to turn to gold.

At about the same time Mr. Yerkes reached Chicago there arrived a beautiful woman whom it was said he had met and learned to love during the voluntary exile following his release from prison.

Yerkes worked with untiring energy and uniform success. It was evident that he had laid out a campaign of many battles, and that he had concentrated all his enormous will force on the winning

ALL THE COMFORTS OF HOME
includes the great temperance drink
Hires' Root Beer
It gives New Life to the Old Folks,
Pleasure to the Parents,
Health to the Children.
Good for All—Good All the Time.
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Dealers wishing to see the line address F. A. Cadwell, 682 Jefferson ave., Grand Rapids, Mich.



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Our specialties: Pants from \$7.50 to \$35 per doz. warranted not to rip. Shirts from \$2.50 to \$15 per doz. Spring line now ready. Samples sent on approval.

of them. The first was won when with one carefully planned speculative coup he cleared many thousands. This done, he started without an instant's delay for Philadelphia, and sought out his apparently forgotten wife. It is said that when he returned to Chicago he left the thousands which he had won with her in Philadelphia, giving her enough to make her more than merely comfortable for life, as reward for her old time devotion. Then came a divorce suit, and Charles T. Yerkes was legally free from the last tie that bound him to the old life in Philadelphia.

Shortly after this divorce Mr. Yerkes married the woman he had met in the West. She has shared all the triumphs—and they are many—which have marked his subsequent career.

No better illustration of this remarkable man's life methods—the methods which have enabled him to rise superior to disasters which would have ruined most men—is known than the course he pursued, after he had firmly gripped success in Chicago, concerning the unpleasant episodes of his career. Charles T. Yerkes was too courageous a man to be afraid of his past. He was too sensible a man to conceal anything which, should it be revealed, would injure him. He decided to draw out all the opposition at once, and, defeating it all without evasion, have done with it forever. He went to the private office of the editor of one of Chicago's greatest newspapers.

"I have come to see you," said Mr. Yerkes, in substance, to the editor, "for the purpose of telling you all about myself. It is a story with unpleasant passages. I want you to print it. I propose to make my name a power in Chicago. I propose to be, in every sense of the word, a leader. I propose to be a financial power in the city. I propose to be at the front in philanthropic enterprises. No door shall be closed to me because I shall open every one with my success. My wife shall be foremost in everything in which she is interested. The name of Yerkes shall be everywhere known and everywhere respected. For that reason—because I propose to make myself important in the public eye—I want the public to know just what kind of a man I am. I want no fear of an exposure hanging over my head. I have perhaps made mistakes, and I have perhaps been wronged. In either case if there is anything to live down I want to live it down like a man and hide nothing."

With this preface Mr. Yerkes handed to the newspaper man a manuscript telling the story of his life in detail and laying especial stress upon the disagreeable portions of it.

This action was repeated with every Chicago newspaper. So whatever Charles T. Yerkes may be charged with he cannot be accused of cowardice. The clear, sensible brain that has shown him how to make millions, showed him that the only way to make his high position safe was to conceal nothing—to see to it that no one could hold him in his power.

It was a bold stroke and probably one unparalleled, but it gave the man who made it a self confidence and fearlessness that never could have been his without it.

Every one of Yerkes' predictions of what he should do in Chicago has come true but one. He has come to be a financial factor of great importance. He is a multi-millionaire and owns a large part of Chicago's enormous cable railroad system. He has become a leader in philanthropic work, and has arranged to give the University of Chicago the largest and finest telescope in existence. He has become a quiet but potent factor in Chicago politics. He has become an internationally famed patron of culture and arts, and has a private collection of pictures worth more than \$1,000,000 and inferior to only a few in the world. But his social success in Chicago has not kept pace with his other conquests. He and his wife have been received with open arms abroad, and have been promised much recognition in New York; but in Chicago they have not reached the top rung of the social ladder. It is said that this is one reason why Mr. Yerkes will desert Chicago for New York.

If splendor of facilities for entertaining counted for everything in New York society, there would be no question that Mr. and Mrs. Yerkes would at once step to the front in New York. Their new house, which is already under way at Fifth avenue and Sixty-eighth street, will be the most splendid private residence in America. The lot cost \$300,000, the building will cost \$600,000, and the furnishings will cost about \$500,000. Twelve stone steps will lead to the entrance, and the stone for each cost \$1,000.

That Mr. Yerkes has been contemplating removal to New York for some time, however, is shown by the fact that in June, 1891, he had completed in Greenwood Cemetery the most massive tomb in America. This alone cost him \$50,000 without the double sarcophagus which is locked behind its bronze doors waiting for the bodies of Charles T. Yerkes and his wife.

Such is the story of a man. Whether he was innocent or guilty of the crime charged against him in Philadelphia, the moral is the same. The rise and fall and the second rise of Charles T. Yerkes show that it pays to be energetic, that it pays to be open and above board, and that—and this is the most important—there is no rebuff from which a man may not recover, no folly or mistake so great that he cannot live it down.

Thinking is Good.

When a young man does a wrong thing he is apt to excuse himself by saying he didn't think. More is the pity. Given a young man of honest intentions and an intelligent mind and he will not go far wrong if he thinks before he acts. He will not commit a murder, forge checks, or run away with a woman or money that does not belong to him. It is presumed that every thinking person thinks it is a good thing to think. An eminent teacher has said: "To call anyone thoughtful is almost the same as saying he is kind, his life is occupied, not in following out selfish inclinations, which come into one's mind without effort or pause, but in forcing them to submit to the test of thought, and to reveal how by energy here or abstinence there he may more truly live for others—thereby living more truly for himself!" The man who thinks broadly will get away from himself, and from narrow creeds. He will love the whole world and give all who are in it, so far as may be, a living chance to act upon their better thoughts, and so make the world better.

They Have a Community Coffin.

A rather curious burial custom of the Russian Jews has recently come to light in a community of them at Norwich, Ct. Not long ago one of them had a funeral in his family and he went to the undertaker's and asked whether he had a coffin with a movable bottom. The undertaker could not understand what he wanted, and the man explained that in Russia the undertakers kept very handsome, silver-mounted burial caskets, to which the bottom was attached by springs. After the funeral ceremonies are over, and the coffin has been lowered into the grave, the mourners withdraw and the coffin is lifted out, leaving its bottom and the corpse in the grave. These show caskets are let to the poor at reasonable rates, and they can have a fine funeral at small cost. The Norwich undertakers had no such contrivance on hand, so the Russians laid their heads and purses together and had a handsome show coffin constructed, which they will use as a community coffin.

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Once and You are our Customer
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BANANAS!

Large Bunches.
Clean, Plump Fruit.

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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.

Write for particulars.

I. M. Clark & Co. Grocery

Unlike the Dutch Process

No Alkalies

—OR—

Other Chemicals

are used in the
preparation of

W. Baker & Co.'s

Breakfast Cocoa,

which is absolutely pure
and soluble.

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

W. BAKER & CO., Dorchester, Mass.



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Independence Wood Split Pulley

THE LIGHTEST!
THE STRONGEST!
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F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

CELESTIAL BREWING.

Costly Tea, Carefully Prepared and Worth All You Pay.
From the New York Sun.

The Chinese shops in the basements and under the stair cases of Mott street are building up an extensive American trade in tea and tea things. There are a number of these shops, and the amount of trade they do cannot be measured by their appearance, either outside or inside. The business is good, for there are always several clerks busily employed, although the room where the shop and goods are is rarely over fifteen feet square. The fashionable specialty which these shops have now is tea of a kind and prepared in a way that cannot be obtained at any grocery store or any of the fancy up-town shops.

This tea comes in the original Chinese boxes. They are made of straw boards with a cover of cloth of brilliant colors and Chinese characters woven in silk. There is also a lid with a fastening, which serves for a lady's work box when the tea is out, or a glass cover which enables one to see the Chinese certificates of excellence on the slip of paper displayed like a trade mark and advertisement under the glass. Every box of this tea has its certificate. The makers have not yet got to cultivating an English trade sufficient to have their certificates printed in English, but any English-speaking Chinaman can translate the Chinese certificate which extols the virtues, excellence and choice selection of the tea.

When the lid is opened and the certificate slip, which is about the size of the top of the box, is taken out, there are several wrappings of thin brown paper over the tea. When these wrappings are removed the tea appears wrapped up in small bundles with pure silk gaudy-colored threads. The tea is not powdered or broken, as is the tea known to the American grocery store, but every leaf is dried and twisted up separately, and these separate leaves are put in bundles of twenty-five or thirty. The tea looks like a bundle of thin twigs, and one does not see the perfect leaf until it has been steamed, when the twigs unfold into the tea leaves about the size though hardly the shape of a wintergreen leaf in full growth.

This tea requires no strainer or tea ball of any kind. There is no tea dust or broken tea or tea chips. Every leaf is a whole, perfect leaf and twisted before it was entirely dry, so that it retains its shape. The threads which bind the leaves together are real silk. Every little bundle is separate. A box weighing about half a pound holds forty or fifty of these bundles arranged in the boxes like cigars, the length of the bundle being crosswise in the box. The certificate shows where it was grown, the firm that put it up, and the grade and quality. The box costs from forty cents to a dollar and a quarter, according to its size. At that price it is equivalent to tea at a dollar and a half to two dollars a pound. This is much higher in price than the tea ordinarily sold by any grocery store, but it is a different tea, such as an American usually never sees.

Besides this the Chinamen keep the ordinary, cheaper grades of tea, which they sell at about the same price charged by the grocery stores. They have even cheaper teas, put up in cheap yellow paper packages, which sell for five and ten cents. This is the broken tea and tea dust, which does not enter at all into the expensive boxes.

The way the Chinamen make their tea may be instructive to many American housewives. One of the silk-wrapped bundles is good for three cups, not that more cups could not be made out of it, but the Chinamen say that when they have got three cups all the tea is good for then is to be dried up and sold to Americans. The three cups are not made at the same time by putting the tea in a teapot, but every cup is made separately.

First the water is heated to a boiling point and the cups are arranged on the table. The hot water is poured into a cup to make it thoroughly warm and then, when the cup is heated, the silk

threads are unwrapped from the bundle of tea leaves and the bundle, about the size of a short stubbed cigar, is put in the tea cup. The heated water is poured on the tea and another cup is put on top of the one cup in order to keep the steam and flavor from the tea from escaping. This first cup stands about a minute and a half or two minutes when by the dexterous manipulation of the top cup the tea is strained out into another cup already heated. As there is no tea dust or tea chips, there is no necessity for a strainer, and the pure light brown tea is readily poured off. There is a knack in using this upper cup for a strainer which it takes an American some time to acquire. At the first trial the American is more likely to upset all the tea on the table.

With these tea leaves now increased in volume until they fill the cup, the second cup of tea is made in like manner, only that it stands twice as long. By a like process a third cup is made, only the tea in the third cup stands six or seven minutes longer. By this time all the best qualities of the tea leaves are extracted, and they are thrown away or dried and broken up to be used in mixing with cheaper tea.

The second cup is supposed to be the best. The first drawing takes the edge off the tea, the second gets its full flavor, and the third extracts what is left. By this time the tea leaves have fully expanded, and the little things which looked like twigs have developed into the full tea leaf of full size, and with a pale green color. The fibers of the leaves plainly show.

With this tea no sugar or cream or anything else is taken. If the Chinaman wants sweetening with his tea he drinks a special Chinese rice liqueur, which is strongly alcoholic and almost cloying. This liqueur is not poured in the tea, but it is served in a little china pot and poured from it into pictured china cups, which hold as much as a large-sized thimble. This liqueur is sipped with the tea and gives the sweetening. It also adds to the exhilarating effect of the tea. The Chinese name for this liqueur sounds as much as if one would say sam shoo.

So great has become the American demand for this high class of tea that the Chinese companies have increased their importation of it, and at one time this spring all the leading shops had sold their entire stock and had none of this tea for three weeks. It is handy in a number of ways as it requires no teapot, no tea ball, and no strainer. It is easy enough to get the tea when the Chinese shops have it in stock, if one insists on it, but it is a great deal harder to get the Chinese liqueur which is served with it. Possibly one reason for this is that the liqueur is undoubtedly alcoholic, and that in selling it the Chinese shopkeepers may feel that they may come into conflict with the excise authorities.

The Queen is Thrifty.

The English papers, some of them, are indulging in remarks about some facts brought out in a case recently tried. A carter on the queen's private estate at Windsor was the defendant in a civil suit, and said that he was too poor to pay. The queen, he said, paid no better wages than other people, and her employes had to work harder. He got only 10 shillings a week and lodging, and it left him very little after feeding himself. The magistrate reminded him of the honor of serving the queen, but the man, to the amazement of the court, said that he could see very little honor in 10 shillings a week. The British papers say that these wages are from 2 to 4 shillings a week less than those prevailing in the district where the estates are situated, and they indulge in some very invidious remarks about her majesty's frugality, not to say parsimony.

It is said that the \$10,000 gold note bears a picture of Andrew Jackson.

More powder was burned in making the Hoosac tunnel than in the war of the rebellion.

The first lucifer match was made by John Komerer, in a German dungeon in Ludwigsberg.

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.

HERCULES POWDER



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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.
J. W. WILLARD, Manager.

HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

Agents for
Western Michigan.

Write for Prices.

FOSTER & STEVENS & CO.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

Status of the Wells & Son Failure.

There was an indignant crowd of creditors at Chase last Thursday when it was announced that Judge Judkins had ordered a postponement of the sale of the J. E. Wells & Son assets until Tuesday of this week. Many of the creditors had come a long distance to attend the sale, and freely asserted that they were not being treated fairly in the matter. The assignee appeared to be as much in the dark as any one present, as he was not aware, at that time, why the sale was further postponed.

A full list of the creditors of the bankrupt firm discloses the fact that the liabilities are \$16,464.90, divided among eighty-nine creditors in the following amounts:

Voigt, Herpolsheimer & Co., G'd Rapids.	\$939 99
Olney & Judson Grocer Co.,	335 39
Foster, Stevens & Co.,	162 47
Standard Oil Co.,	60 84
G. R. M'fg. & Implement Co.,	131 05
Rindge, Kalmback & Co.,	298 72
H. Leonard & Sons,	56 08
E. H. Stafford & Co.,	20 60
Belknap Wagon & Sleigh Co.,	58 00
Hazeltine & Perkins Drug Co.,	93 00
Gloversville National Glove Co., Detroit.	24 00
Butzel Bros. & Co.,	99 75
Aene White Lead Co.,	33 00
Basley & Thorpe,	60 00
American Harrow Co.,	27 00
Standart Bros.,	81 33
Freeman, De Lamater & Co.,	82 19
T. S. Jennett & Co.,	96 30
D. M. Ferry & Co.,	31 34
H. D. Edwards & Co.,	44 11
Michigan Stove Co.,	52 25
Peninsular Stove Co.,	26 90
Detroit Stove Works,	46 26
Heavenrich Bros.,	502 25
Fletcher, Jenks & Co.,	381 25
H. S. Robinson & Co.,	712 96
Max E. Pollasky Co.,	346 46
Stanton & Morey,	281 13
Edson, Moore & Co.,	412 79
Williams, Davis, Brooks & Co.,	49 95
Burnham, Stoepel & Co.,	859 05
Saulson & Vineburg,	70 72
Simons Bros. & Co.,	508 41
A. C. McGraw & Co.,	439 07
A. Schloss & Co.,	262 08
W. Buhl & Co.,	160 75
Schloss & Co.,	311 50
W. J. Gould & Co.,	626 95
Hanselman Candy Co., Kalamazoo.	36 85
J. E. Doyle & Co., Kalamazoo.	44 61
D. Burrell & Son, Kalamazoo.	142 15
E. Bement & Sons, Lansing.	130 34
Clark & Co., Lansing.	61 00
Capitol Wagon Works, Ionia.	36 00
Wells-Stone Mercantile Co., Saginaw.	759 54
U. S. Graphite Co.,	28 22
Raven Polish Co.,	375 00
Mitts & Merrill,	67
Daudt-Watson Co.,	73 09
Saginaw Hardware Co.,	20 53
Morley, Ewen & Co.,	11 00
Spangler & Davis,	29 73
Morley Bros.,	552 07
Purch Manufacturing Co., Ludington.	11 70
First National Bank, Reed City.	1,500 00
Muskegon Cracker Co., Muskegon.	50 03
Flint Wagon Works, Flint.	98 38
Manistee Manufacturing Co., Manistee.	58 00
Ypsilanti Machine Works, Ypsilanti.	71 69
Wells Atwater Co., Milford.	16 00
Chas. Messenger, Chase.	235 00
Wieth & McCully, Newark.	9 75
Consolidated Steel & Wire Co., Chicago.	721 36
Hibbard, Spencer, Bartlett & Co.,	83 56
Henlon & Hubbell,	75 00
Walker, Holliday & Co.,	35 00
R. Chester Frost Co.,	110 65
Western Stew Butter Co.,	4 50
Banghart Bros.,	91 25
Jas. B. Clanson,	74 00
Thorsen & Cassiday,	152 63
M. D. Wells & Co.,	312 40
Kuchens & Kappels,	137 97
Cook Carriage Co., Cincinnati.	20 00
Dayton Globe Iron Works, Dayton.	317 18
Buffalo Glove & Whip M'fg Co., Buffalo.	31 63
Henry Luther Co., Berlin, Wis.	5 75
L. L. May & Co., St. Paul.	15 75
Northwestern Sleigh & Carriage Co., Milwaukee.	80 00
George E. Cribb, Milwaukee.	211 60
Miller Oil Co., Indianapolis.	49 56
Mesheff & Co., New York.	302 35
Adams, Jewett & Co., Cleveland.	87 51
Atlas Oil Co., Cleveland.	24 12
Empire Drill Co., Cleveland.	50 00
D. Rogers, Cleveland.	75 00
Fuller, Watson & Co.,	120 75
Work Bros. & Co.,	638 75
Jos. P. Walther & Co.,	167 25

The total assets are \$520 in real estate, all but \$20 of which is exempt; merchandise to the amount of \$5,555.93 which will probably sell for about \$3,500, and book accounts to the amount of \$388.06, which may, possibly, bring half as much. This would seem to indicate resources of about 25 per cent. of the liabilities, but the expenses attending the assignment and the costs of the litigation which may ensue, will probably reduce this ratio to about 10 or 15 per cent. This amount most of the creditors do not seem dis-

posed to accept, as they believe the failure is a questionable one, and that duty to themselves and their customers demands heroic treatment on their part. It is possible that they would accept an offer of 50 per cent. cash, but as the junior member of the firm has apparently left the country—and it is supposed he has in his possession the proceeds of the failure—such an amount will hardly be forthcoming.

Wages of Typewriters.

From the Pittsburgh Dispatch.

Not so many years ago a finely educated, native woman earned \$30 a week as a typewriter. She left teaching for the new occupation in high glee. She could read and answer business letters in French and German. No such "plums" in the profession nowadays. It has been ruined, not exactly by Chinese cheap labor, but by the most extraordinary influx of girls. Prices have fallen with a dull thud. You can get the French and German writer, with short-hand throw in, for about \$12 or \$15, and the plain, ordinary typewriter, without the frills, for \$5 to \$7. I know a man, pretty expert, willing to work his machine for \$12 a week. He's been out of work half the time for the last two years.

Typesetting, boxmaking, almost anything is a better trade for girls now. The inexorable law of supply and demand grinds away, even though its victim be a sweet young thing with fluffy bangs and an apron.

Tit For Tat.

Jeweler (to grocer)—I beg your pardon, but didn't I see you put two or three finger rings and a scarf pin in your pocket?

Grocer—Certainly. When you come into my place aren't you always picking up things and putting them in your mouth?

PRODUCE MARKET.

Apples—Weaker and lower. Spys 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—The paying price for choice dairy has dropped to 17c, since which time dealers have held the market at 20c. Factory creamery has declined to 2@26c.

Cabbage—Mobile stock sells readily at \$2.50 per crate, while Frenier is in moderate demand at \$3.25.

Carrots—25c per doz.

Cider—13@15c per gallon.

Cucumbers—\$1 per doz.

Eggs—About 1/2c lower than a week ago.

Dealers now pay 13 1/2c and hold at 14 1/2c.

Green Beans—\$2 per bu. Wax \$2.75 per bu.

Green Onions—12c per doz. bunches.

Green Peas—\$2 per bu.

Honey—White clover commands 15c per lb.

dark buckwheat brings 12 1/2c.

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

Maple Sugar—Jobbers pay 8@8 1/2c 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—\$1.25@1.75 per doz., according to size and quality.

Potatoes—The market continues to advance and handlers are making desperate efforts to secure enough stock to fill their orders, with poor success. Everyone supposed the country was full of potatoes, but when it comes to a show down it is found that the crop is about all marketed. Dealers pay 65c, as they have no difficulty in finding purchasers who will pay 75c on track.

Radishes—25c per doz. bunches.

Spinach—50c per bu.

Squash—4c per lb.

Strawberries—The market is not well supplied, as the Tennessee crop is about at an end, and the Illinois crop is only beginning to arrive in moderate quantities. The price varies from \$2.75@3 per 24 qt. case.

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.**



Engravings of ————+—————+—————+

Store Buildings for Stationery.

Headings for Stationery.

Portraits, Patented Articles, Etc.

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.

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

Grand Rapids Pharmaceutical Society.

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

STUDY OF MICHIGAN DRUGGISTS.

From the Pharmaceutical Era.

A careful survey of the long list of registered pharmacists in Michigan reveals some queer facts. Detroit, for example, has an alderman, who is a druggist, and a druggist (Vernor), who is an alderman. The State at large has any number of "favorite sons" as Adamson at Ulby and South Bay City, Allison at Lennon, Anderson at Detroit and several other places, Atchinson at Gladwin, Atkinson at Novi and Michigamme, Colson (three of them) at Alaska, Dennison at Muskegon, Dolson, Finlayson (these two "sons" are daughters), Hankinson, Jameson, Karmson, Patterson, of Detroit, Ferguson of Coldwater and Middleville, Gilson of Crosswell and Grand Rapids, Gibson of Coloma, Harrison (*magnum et venerabile nomen*) at half a dozen places, Henderson at Jackson and Owosso, Hudson at New Haven and twice elsewhere, Hutchinson at Ann Arbor, Jackson at Dundee, Johnson at Detroit and a baker's dozen of other towns, Judson at Brighton and Alpine, Madison of East Jordan, Morrison of Constantine and Wayne, Munson of Republic, Nelson of Manistee, Newson of Grand Rapids, Nicholson of Lansing, Parkinson of Grand Rapids and Saginaw, Pierson of Kalamazoo and Kitchi, Richardson of Ithaca and Dundee, Robertson of Detroit and four other places, Robinson of Adrian and three others, Robson of Williamston, Rolison of Hesperia, Sampson of St. Louis and Samson of Ypsilanti, Slawson and Stawson of Greenville, Stephenson of Bangor and Stephenson of Muskegon and three others, Stimson of Parma, Thomson of Ionia and three more, Tillson of Ishpeming, Tomlinson of Saginaw and Au Sable, Upson of Durand, Watson of Detroit and four others, Wilkinson of Colon and Crystal Falls, Williamson of Bay City and Detroit, and Wilson of Holly and nine others.

Doors and dignitaries are well represented in the Michigan trade. Kalamazoo has an Abbey, Muskegon and three others each an Abbott, Cassopolis a Bishop, Niles and Freesoil several Deans, Lansing an Elder, Detroit a Judge and a King (four other places the latter), Montgomery and Muskegon a Noble apiece, Battle Creek and two others a Chamberlain, Grand Rapids, three Pages and Sparta a badly spelled Paige, Plainfield a Reeve, Marine City, Squires; while there is a Power at Baraga and two other towns and Powers at Portland and Ontonagon, and Detroit has at least one druggist of Rank.

People of other trades and professions have become pharmacists in wonderful numbers. Adrian and five or six other places have many Andrews; of Bakers there are a dozen; Barbers and Barbours at Bay City, Petoskey and elsewhere; Barmore is a suggestive name at Buchanan, likewise Beaman at Charlevoix and Begrow in Detroit; Almont has a Bowman, Bad Axe and three others a Carpenter, Bay City a Carrier, Cambria a Chandler, sixteen towns have Clarks and Clarks (clerks), Bay City and eight others Cooks and Cookies, Fowler and Cheboygan a Cooper each, Detroit a Fuller, Lansing and others Gardners and Gardiners, Chelsea a Glazier and East Lake a Glover, Marshall a Goldsmith and Sutton's Bay a Goldschmidt, Mt. Pleasant a Granger, Milan no less than three Harpers, Lowell and Burt a Hunter apiece (the Hunt is in Flint and three

other places), Flint and seven others plenty of Masons, Howard City and other towns Messenger and Messengers, Lansing and eight others a Miller and St. Johns a William, Lansing a Piper, Indian River a Soper, Belding and six others a Spencer (steward), Menominee a Sawyer, Ann Arbor and four others a Schumacher and Detroit a Schumann, Marshall a Seaman, Niles and three more a Shepard or Shepherd, Detroit and two dozen others have Smiths, Litchfield one given to Spinning, Boomingdale a devotee to the Spayde, Vassar and eight others a Taylor and Three Rivers and three others a Snyder (also tailor), Ravenna a Thatcher, Big Rapids and two other a Tucker or fuller, Flat Rock a Turner, Fremont and Montgomery a Weaver, with Webbers or Websters also at Detroit, Cadillac and Oscoda, and Webb at Alma and Cassopolis, Farmington a Woodman, Big Rapids and Adrian a Wagener, Muskegon two Wheelers (ancient wheelrights), and Tecumseh and two more have other Wrights. Horses will be well looked after by Bittman, of Saginaw, and Currie of St. Clair. Dayton has the only Stryker.

Then there is a Dodge at Montague, men excellent at Dunnings in Vicksburg and Allegan, men who can Hackett in Wolverine or Hewitt and Hewett in Milford and Lansing, a Hackney of a druggist in Detroit, a Jayne of a man in De Witt, a Kinsman in Charlevoix, men of Means in South Haven and two others, Moore of a man in Saginaw and eight men who Pierce or Pearce in Allegan, Ithaca and elsewhere, some Peters in Blissfield, a pearl of Price at the Soo, a dealer at Ravenna who can hoe his own Rowe, a Stark man who is by no means dead at Burlington, and a Tripp that does not trip at Cedar Springs. The men who are good to Neadgold are in Luther and Maysville, and to Tredway are in Detroit. The Mills are in Grand Rapids, and the Townsends at Jackson. At Ann Arbor and Charlotte are the traders good on a Levy, and at Whittemore he who is always a Wakeman. Wards are found in Detroit and twice elsewhere. Time is looked after by Day at Kalamazoo and four other towns, and Weeks in Grand Rapids and three others. The man whose word is as good as his bond is at Muskegon and Fair Grove. Coffman is useful at Mackinaw City.

The personnel of the trade in Michigan is truly superior. Grand Rapids has one dealer who is Oldworth, Bay City one who is Allworth, Mt. Pleasant one who is none the worse for being a Barker, and Boyne City a reputable Batcheler; a Big man is in Detroit and a Grossman (simply another big man) in Saginaw; also a Bruske character in Saginaw and one who Chatters in Flushing, a Comfort in Nashville, two Cross ones in Grand Rapids, but a Darling in Tawas City, Frank gentlemen in Detroit and Kendall, a French man at Hillsdale, an Irish one at Ferry, Finns in Detroit and elsewhere, a gentleman from Holland in Edwardsburg, and another from Wales at Battle Creek, a Gambell who probably does not gamble at Medina, Goodsell at Jasper, Goodwin at Detroit and Nashville, Goodyear at Ann Arbor and Hastings, a Hard thinking man at Clinton and a Handy one at Boyne, a Humburg who is not a humbug at Detroit, men of Joy at Marshall and Bath, a reliable Klingman at Dexter and a Kane at Holland who has no murderous propensities, men of Law at Leroy and Grand Rapids, Luce tradesmen not loose at Lansing and Caro, a Mann indeed at Detroit and two others, while another is learning the trade in Deerfield; Charlevoix and Dimondale have pharmacists of Merritt, Detroit a Prittie man, Seattle a Quick one, Wakefield one (apparently an Irishman) that can give you a Raizon and another a Reasner, Lansing a Peck who is not reckless, Baraga a real man, Manistee and Middleville Rich men, Fenwick a good Rinker and Shelby and Buchanan good Runners, Ann Arbor a Robb who is not a robber, Edmore a (high?) Roller, Benton Harbor a Rouse and Lansing a Rouser, East Saginaw an enlightened Savage, Detroit a Slyman not of the Joey Bagstock species, Grand Rapids a man of Soule, Carsonville a Sterling dealer, Reed City a Strong one, Carson City two

Sweet ones (one of them a lady, of course), Detroit a Swift one, and Marshall one always on the Gallup, Traverse City and three others those who can Wait, Detroit and five others good Walkers, Big Rapids a Wiseman, Allegan and four others Young men.

THE INVENTOR'S LUCK.

Brief and Pathetic Story of the Goebel Lamp.

There is scarcely one of the great inventions that stand to-day as milestones marking human progress but has its romance connected. Morse, Whitney, Howe, Goodyear and Edison have all had their experiences in which romance, injustice and pathos were strongly blended. Now comes the story of the man who really made the first incandescent lamp, and who was robbed, not only of the honor that should be his for having made so important a discovery, but for the financial value of his invention as well. The story briefly told is as follows:

In 1878 there lived in New York one Henry Goebel, by trade a watchmaker and jeweler, who carried on his business in a small way and spent his spare hours experimenting with that strange and subtle agency—electricity. At that time he was engaged in developing his theories of incandescent lighting by the use of bamboo filaments. His little workshop was only a small room located between his store in front and the living rooms of his family, all located in a building on Grand street. His apparatus was of the most primitive character and mostly made by himself. Despite all these drawbacks, however, he worked away until he had made several perfect incandescent lamps, which he showed to his friends as mere scientific curiosities. About this time a man visited Goebel's little store one day, and, stating that he had heard of his wonderful lamps, asked to see them. The jeweler was, of course, flattered at the request, and with pardonable pride exhibited his inventions.

After examining them carefully for a few moments, the gentleman asked Goebel what he would charge to teach him how to make them. Goebel reflected a moment and said he thought it would be worth about \$80. It is hardly necessary to add that the offer was promptly accepted and that on the very next day the man came to take his first instructions. After mastering the method, he struck a bargain with Goebel to let him bring six men to his shop and have them taught also. This Goebel valued at \$1,000, which his visitor agreed to pay, and brought his men there and spent nearly six months making lamps until they were experts thereat. Shortly after leaving, the great subdivision of the electric incandescent light was announced to the public and a large company formed to exploit the invention, and as Professor Moses G. Farmer had perfected a constant potential dynamo, the commercial exploitation of incandescent lighting was soon in a fair way of being a financial success. Goebel remained in obscurity with his invention in his little shop in Grand street, no one interested in the new great discovery caring to bring him out to the front, and when the news reached him of the great achievements that had been made in a financial way with the incandescent lamp, he began to think how he had labored and taught others, and was quite forgotten in the grand celebration of the great discovery. But his lot was cast among the lowly, and there he remained unknown all those years, quite in ignorance of what was being done in the electrical field, in which he had been so indefatigable a pioneer discoverer of a rich lead.

The strangest part of it all is that this man is still living in New York and has preserved and still on exhibition his first lamps and the simple appliances he used in making them. He states, too, that he is able to prove by living witnesses the fact of the priority of his inventions. However, as he took out no patents on them, nor even made application for any, all this avails him nothing.

The above story, simple and pathetic as it is, reminds one of the trials which poor Whitney had to undergo with his

cotton gin. On one occasion a suit was being tried in a court in one of the Southern States to test the value of his invention. Whitney sat there and heard the judge render a decision, based on evidence which had been adduced during the trial, that his gins were of no value, and that, therefore, the inventor could not recover damages or royalty for their use; and at the same time, not a hundred yards from the court house, two of his machines were in operation, and the noise they made was as distinctly audible as were the tones of the judge delivering the decision which robbed the inventor of money that was both lawfully and justly his.

What a Druggist Must Know.

Here are some orders filled by H. C. Kruckeberg, Minneapolis, Minn.:
Tinker Rhubarb.
5 cts. tanen, 3 cts alem.
Roubarb 5 cts.
grifenburg pills.
Allie Lung Bolsom for Cold a 25 cent Bottle.
Doctor McLanes Worm virnifuge.
Janesis vermifuge.
2 cents worth Pulverized Bourix.
1 Want 5 cent with lay pencil (lead pencil).
5 Cent Seany.
Camfor Sperm.
5 cts Rosechell Salts.
Patrolem Jelle, a small Bottle and Glyressen soap, use as directid.
On Densen Quinarn Pills, 2 gr.
Sugar of Lade 3 c.
25 cent Diamond Dey, Brown for Cotton.
Please give this boy 1 Benadonal plaster with the holes in. Oblinge.
Carbatig Ferselline.
Iers liver pills.
Carl Brlick ossack (carbolic acid).
Spirt of Nither.
Dear Sir. Please sent me 5 coug Drops.
Senelip te. (senna tea).
Dr. Bulls Chouh Syrup 25 Cent.
I want 5 envalop an \$3? stamp if your please.
5 c Chloride Pottass.
no 11 pilles off SpecifiC humpreyS.
Whole Fleckseed for 10 c.
5 c. sweet Nighter.
Mrs. Winsos Suting Sroup.
5 c aloes Gum I dont know if that is the name but it a physic black and bitter.
Tansiff tea (tansy).
5 c Flor sulfer 5 Karway Seed.
Please Send me 5 cts worth Gerosive Supplement for Cleaning Beod Steats.
Acetic Acid, acter Suplement of Murkury for Bett Box (bed bugs) Poison, 15 c.
25 Rutt Bur.
Nerve and Bone Lin.
R Oil oliveo.
auq armonico.
Sp. Per Brinth.
The Clarksville Drug Co., Clarksville, Tenn., received the following:
10 ct Worth Ceilus PoWders.

He Wanted an Estimate.

A very dirty and bedraggled specimen of the genus tramp strolled into a grocery store on Division street the other morning, and the first man he met was the proprietor.

"Can you gimme a dime?" asked the visitor meekly.

"I can, but I hardly think I shall," was the cheerful response. "Why in thunder don't you go wash yourself?"

"I can't afford to," whined the tramp.

"Can't you, indeed? Water's plenty, and soap doesn't cost anything."

"Don't it?" queried the tramp.

"No, it don't?"

The tramp edged over toward the door.

"Waal," he said, with his hand on the latch, "if it don't, I'd like you to figure out for me what your per cent. of profit is on every bar you sell to your deluded customers." And with that he dodged outside and disappeared.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Wholesale Price Current.

Advanced—Nothing.

Declined—Nothing.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoe German	65 75	Aloes	50
Boric	27 30	Arnica	50
Carbolicum	50 52	Asafetida	0
Citricum	30 5	Atrope Belladonna	50
Hydrochlor	10 12	Benzoin	50
Nitrosum	10 12	Bergamot	50
Oxalicum	10 12	Bismuth	50
Phosphoricum dil.	20	Borax	50
Sulphuricum	1 30 1 70	Cantharides	50
Sulphuricum	1 30 1 70	Capitulum	50
Tannicum	1 40 1 60	Cassa damon	50
Tartaricum	30 33	Cassa damon	50
AMMONIA.		Cassa damon	50
Aqua, 16 deg.	3 1/2 5	Cassa damon	50
" 30 deg.	5 1/2 7	Cassa damon	50
Carbonas	12 14	Cassa damon	50
Chloridum	12 14	Cassa damon	50
ANILINE.		Cassa damon	50
Black	2 00 2 25	Cassa damon	50
Brown	50 1 00	Cassa damon	50
Red	45 50	Cassa damon	50
Yellow	2 50 2 00	Cassa damon	50
BACCAR.		Cassa damon	50
Cubea (po 45)	40 45	Cassa damon	50
Juniperus	80 10	Cassa damon	50
Xanthoxylum	25 30	Cassa damon	50
BALSAMUM.		Cassa damon	50
Copaiba	45 50	Cassa damon	50
Perru	60 65	Cassa damon	50
Terebinthina	60 65	Cassa damon	50
Toluatum	35 50	Cassa damon	50
CORTEX.		Cassa damon	50
Abies, Canadian	18	Cassa damon	50
Cassia	11	Cassa damon	50
Cinchona Flava	18	Cassa damon	50
Eunonymus atropurp.	30	Cassa damon	50
Myrica Cerifera, po	12	Cassa damon	50
Prunus Virgin.	12	Cassa damon	50
Quillaja, grd.	10	Cassa damon	50
Sassafras	12	Cassa damon	50
Ulmus Po (Ground 15)	15	Cassa damon	50
EXTRACTUM.		Cassa damon	50
Glycyrrhiza Glabra	24 25	Cassa damon	50
" po	33 35	Cassa damon	50
Haematox, 15 lb. box	11 12	Cassa damon	50
" 15	13 14	Cassa damon	50
" 15	14 15	Cassa damon	50
" 15	16 17	Cassa damon	50
FERRU.		Cassa damon	50
Carbonate Precip.	15	Cassa damon	50
Citrate and Quinia	23 50	Cassa damon	50
Citrate Soluble	23 50	Cassa damon	50
Ferrocyanidum Sol.	23 50	Cassa damon	50
Solnt Chloride	23 50	Cassa damon	50
Sulphate, com'l.	23 50	Cassa damon	50
" pure	23 50	Cassa damon	50
FLORA.		Cassa damon	50
Arnica	18 20	Cassa damon	50
Anthemis	30 35	Cassa damon	50
Matricaria	40 50	Cassa damon	50
FOJIA.		Cassa damon	50
Barosma	18 50	Cassa damon	50
Cassa Acutifol, Tin-	25 28	Cassa damon	50
nivelly	25 28	Cassa damon	50
" Alix.	35 50	Cassa damon	50
Salvia officinalis, 1/2	15 25	Cassa damon	50
and 1/2	15 25	Cassa damon	50
Ura Ursi	80 10	Cassa damon	50
GUMMI.		Cassa damon	50
Acacia, 1st picked	75	Cassa damon	50
" 2d	45	Cassa damon	50
" 3d	30	Cassa damon	50
" sifted sorts	25	Cassa damon	50
" po	60 80	Cassa damon	50
Aloe, Barb. (po 60)	50 60	Cassa damon	50
" Cape (po 20)	45 50	Cassa damon	50
Socotri (po 60)	45 50	Cassa damon	50
Catechu, 15, 14 1/2	16	Cassa damon	50
" 16	16	Cassa damon	50
Ammoniac	55 60	Cassa damon	50
Assafetida (po 35)	30 35	Cassa damon	50
Benzoinum	50 55	Cassa damon	50
Camphora	55 58	Cassa damon	50
Euphorbium po	35 40	Cassa damon	50
Galbanum	25 30	Cassa damon	50
Gamboge, po	70 75	Cassa damon	50
Guaicum, (po 35)	70 75	Cassa damon	50
Kino, (po 1 10)	20 15	Cassa damon	50
Mastic	80	Cassa damon	50
Myrrh, (po 45)	40	Cassa damon	50
Opil (po 4 50)	3 30 2 30	Cassa damon	50
Shellac	33 35	Cassa damon	50
" bleached	33 35	Cassa damon	50
Tragacanth	40 1 00	Cassa damon	50
HERBA—In ounce packages.		Cassa damon	50
Absinthium	25	Cassa damon	50
Eupatorium	20	Cassa damon	50
Lobelia	25	Cassa damon	50
Majoram	25	Cassa damon	50
Mentha Piperita	23	Cassa damon	50
" Vir	25	Cassa damon	50
Rue	30	Cassa damon	50
Tanacetum, V	22	Cassa damon	50
Thymus, V	25	Cassa damon	50
MAGNESIA.		Cassa damon	50
Calced, Pat.	55 60	Cassa damon	50
Carbonate, Pat.	20 22	Cassa damon	50
Carbonate, K. & M.	20 25	Cassa damon	50
Carbonate, Jennings	35 38	Cassa damon	50
OLEUM.		Cassa damon	50
Absinthium	3 50 2 4 00	Cassa damon	50
Amygdalae, Dulc.	45 75	Cassa damon	50
Amygdalae, Amarae	8 00 28 25	Cassa damon	50
Anisi	1 70 2 1 80	Cassa damon	50
Aurant Cortex	2 30 2 40	Cassa damon	50
Bergamot	2 30 2 40	Cassa damon	50
Cajuputi	60 65	Cassa damon	50
Caryophylli	85 90	Cassa damon	50
Cedar	35 65	Cassa damon	50
Chenopodii	21 60	Cassa damon	50
Cinnamon	90 2 1 00	Cassa damon	50
Citronella	2 45	Cassa damon	50
Contum Mac.	35 65	Cassa damon	50
Copaiba	80 90	Cassa damon	50

Morphia, 20 P. & W.	2 20 2 45	Selditz Mixture	20	Lindseed, boiled	54	57
S. N. Y. Q. &	2 10 2 35	Sinapis	18	Neat's Foot, winter	80	85
C. Co.	2 10 2 35	" opt.	30	strained	80	85
Moschus Canton	40	Suif, Maccaboy, De	35	Spirits Turpentine	36	40
Myristica, No 1	65 70	Voes	35			
Nux Vomica, (po 20)	10	Suif, Scotch, De. Voes	35	PAINTS. bbl. lb.		
Os, Sepia	20 22	Soda Boras, (po 11)	10 11	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	20 22	Soda et Potass Tart.	27 30	Ochre, yellow Mars	1 1/2	2 1/2
Co	20 22	Soda Carb.	1 1/2 2	" Ber	1 1/2	2 1/2
Picls Liq, N. C., 1/2 gal	20 22	Soda, Bi-Carb	2 1/2 3	Putty, commercial	2 1/2	3 1/2
doz	20 22	Soda, Ash	3 1/2 4	" strictly pure	2 1/2	3 1/2
Picls Liq., quarts	20 22	Soda, Sulphas	2 1/2 3	Vermilion Prime Amer-	13 1/2	16
" pints	20 22	Spts, Ether Co	50 55	Vermilion, English	65 70	
Ph Hydrarg, (po 80)	50	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Nigra, (po 25)	50	" Myrcia Imp.	2 30	Lead, red	6 1/2 7	
Pix Burgun.	50	" Vini Rect. bbl.	2 30	" white	6 1/2 7	
Plumbi Acet.	14 15	Less 5c gal, cash ten days	2 21 2 31	Whiting, white Span	6 1/2 7	
Pulvis Ipecac exopti.	1 10 2 10	Strychnia Crystal	1 40 2 1 45	Whiting, Gliders	6 1/2 7	
Pyrethrum, boxes H	1 10 2 10	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0	
& P. D. Co, doz.	1 25	" Roll	2 1/2 3	Whiting, Paris Eng.	1 40	
Pyrethrum, pv	1 25	Tamarinds	50 10	Pioneer Prepared Paint	1 30 2 1 40	
Quassia	50	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 2 1 20	
Quinia, S. P. & W.	25 34	Theobromae	45 48	Paints	1 00 2 1 20	
" S. German	21 30	Vanilla	9 00 2 16 00	VARNISHES.		
Rubia Tinctorum	12 14	Zinci Sulph.	7 8	No. 1 Turp Coach	1 10 2 1 20	
Saccharum Lactis pv	20 22			Extra Turp.	1 10 2 1 20	
Salicin	1 75 2 1 80			Coach Body	2 75 3 00	
Sanguis Draconis	40 50			No. 1 Turp Furn	1 00 2 1 10	
Sapo, W.	12 14			Eutra Turk Damar	1 55 2 1 60	
" M.	10 12			Japan Dryer, No. 1	70 75	
" G.	2 15			Turp.	70 75	
Whale, winter	70 70					
Lard, extra	1 10 1 15					
Lard, No. 1	65 70					
Linseed, pure raw	51 54					

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES,
GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only.

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All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora, 55 6.00 Castor Oil, 75 9.00 Diamond, 50 5.50 Frazier's, 80 9.00 Mica, 75 8.00 Paragon, 55 6.00 BAKING POWDER. Acme. 1 lb. cans, 3 doz. 45 1 lb. " 2 " 85 1 lb. " 1 " 1.60 Bulk, Arctic, 10 1 lb. cans, Arctic, 60 1 lb. " 1.20 1 lb. " 2.00 1 lb. " 9.60 Fosfon. 5 oz. cans, 4 doz. in case, 80 10 " 2 " 2.00 Red Star, 1 lb. cans, 40 1 lb. " 75 1 lb. " 1.40 Telfer's, 1 lb. cans, dos. 45 1 lb. " 1.50 Our Leader, 1 lb. cans, 45 1 lb. " 75 1 lb. " 1.50 Dr. Price's, per doz Dime cans, 90 4-oz " 1.33 6-oz " 1.90 8-oz " 2.47 12-oz " 3.75 16-oz " 4.75 32-lb " 11.40 4-lb " 18.25 5-lb " 21.60 10-lb " 41.80 BATH BRICK. 2 dozen in case. English, 90 Bristol, 80 Domestic, 70 BLUING. Gross Arctic, 4 oz ovals, 3.60 " pints, round, 7.00 " 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 BROOMS. No. 2 Hurl, 1.75 No. 1, 2.00 No. 2 Carpet, 2.25 No. 1, 2.50 Parlor Gem, 2.75 Common Whisk, 1.15 Fancy, 1.35 Warehouse, 3.25 BRUSHES. Stove, No. 1, 1.25 " 10, 1.50 " 15, 1.75 Rice Root Scrub, 2 row, 85 Rice Root Scrub, 3 row, 1.25 Palmetto, goose, 1.50 BUTTER PLATES. Oval—250 in crate. No. 1, 60 No. 2, 70 No. 3, 80 No. 5, 1.00 CANDLES. Hotel, 40 lb. boxes, 10 Star, 40 " 9 Paraffine, 11 Wicking, 24 CANNED GOODS. Fish. Clams. Little Neck, 1 lb., 1.20 " 2 lb., 1.90 Clam Chowder. Standard, 3 lb., 2.25 " 1 lb., 1.00 " 2 lb., 1.85 Star, 1 lb., 2.50 " 2 lb., 3.50 Picnic, 1 lb., 2.00 " 2 lb., 2.90 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 Salmon. Columbia River, flat, 1.90 " talls, 1.75 Alaska, Red, 1.45 " pink, 1.25 Kinney's, flats, 1.95 Sardines. American, 1/2 " 2.5 " 1/4 " 6 1/2 Imported, 1/2 " 10.21 " 1/4 " 15.16 Mustard, 1/2 " 2.8 Boneless, 21 Trout. Brook, 3 lb., 2.50	Fruits. Apples. 3 lb. standard, 1.05 York State, gallons, 3.00 Hamburg, 1.75 Apricots. Live oak, 1.75 Santa Cruz, 1.75 Lusk's, 1.75 Overland, 1.75 Blackberries. B. & W., 95 Cherries. Red, 1 10 1.20 Pitted Hamburg, 1.75 White, 1.50 Erie, 1.20 Damsons, Egg Plums and Green Gages, 1.10 California, 1.70 Gooseberries, 1.25 Common, 1.25 Peaches. Pie, 1.25 Maxwell, 1.65 Shepard's, 2.20 California, 1.65 Monitor, 1.65 Oxford, 1.65 Pears. Domestic, 1.30 Riverside, 2.10 Pineapples. Common, 1 00 1.30 Johnson's sliced, 2.50 " grated, 2.75 Booth's sliced, 2.50 " grated, 2.75 Quinces, 1.10 Common, 1.10 Raspberries. Red, 1.30 Black Hamburg, 1.50 Erie, black, 1.30 Strawberries. Lawrence, 1.25 Hamburg, 1.25 Erie, 1.25 Terrapin, 1.10 Whortleberries, 1.00 Meats. Corned beef, Libby's, 2.10 Roast beef, Armour's, 2.10 Potato ham, 1/4 lb., 1.30 " 1 lb., 80 " tongue, 1/4 lb., 1.35 " 1 lb., 85 " chicken, 1/4 lb., 95 " 1 lb., 95 Vegetables. Beans. Hamburg stringless, 1.25 " French style, 2.25 " Lima, 1.35 Lima, soaked, 1.75 Lewis Boston Baked, 1.35 Bay State Baked, 1.35 World's Fair Baked, 1.35 Picnic Baked, 1.00 Corn. Hamburg, 1.40 Livingston Eden, 1.30 Purity, 1.50 Honey Dew, 1.50 Morning Glory, 75 Soaked, 75 Pears. Hamburg marrofat, 1.35 " early June, 1.50 " Champion Eng., 1.50 " petit pois, 1.75 " fancy sifted, 1.90 Soaked, 75 Harris standard, 75 VanCamp's marrofat, 1.10 " early June, 1.30 Archer's Early Blossom, 1.35 French, 2.15 Mushrooms. French, 17 1/2 2.22 Pumpkin, 95 Erie, 95 Squash, 95 Hubbard, 1.25 Succotash, 1.40 Hamburg, 1.40 Soaked, 85 Honey Dew, 1.50 Erie, 1.35 Tomatoes. Hancock, 2.50 Excelsior, 1.25 Eclipse, 1.25 Hamburg, 1.40 Gallon, 3.50 CHOCOLATE. Baker's, 2.12 1/2 German Sweet, 23 Premium, 37 Breakfast Cocoa, 43 CHEESE. Amboy, 2.12 1/2 Acme, 2.12 1/2 Lenuwee, 2.12 1/2 Riverside, 2.12 1/2	Gold Medal. 12 1/2 Skim, 9 11 1/2 Brick, 11 Edam, 1 00 Leiden, 23 Limburger, 210 Pineapple, 25 Roquefort, 235 Sap Sago, 222 Schweitzer, imported, 224 " domestic, 24 CATSUP. Blue Label Brand, 2 75 Half pint, 25 bottles, 4 50 Pint, 1 doz bottles, 3 50 Quart 1 doz bottles, 3 50 Triumph Brand, 1 35 Half pint, per doz, 4 50 Pint, 25 bottles, 4 50 Quart, per doz, 3 75 CLOTHES PINS. 5 gross boxes, 40 45 COCOA SHELLS. 35 lb bags, 23 Less quantity, 23 1/2 Pound packages, 6 1/2 27 COFFEE. Green. Rio. Fair, 17 Good, 18 Prime, 20 Golden, 20 Peaberry, 22 Santos, 18 Fair, 18 Good, 20 Prime, 21 Peaberry, 22 Mexican and Guatemala. Fair, 21 Good, 22 Fancy, 24 Maracabo, 23 Prime, 23 Milled, 24 Java. Interior, 25 Private Growth, 27 Mandehling, 28 Mocha, 25 Arabian, 28 Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage. Package. McLaughlin's XXXX, 22.30 Bunola, 10, 60 or 100 lb. case. Extract. Valley City 1/4 gross, 75 Felix, 1 15 Hummel's, foll. gross, 1 50 " tin, 2 50 CHICORY. Bulk, 5 Red, 7 CLOTHES LINES. Cotton, 40 ft. per doz, 1 25 " 50 ft. " 1 40 " 60 ft. " 1 80 " 70 ft. " 1 75 " 80 ft. " 1 90 Jute, 60 ft. " 1 90 " 72 ft. " 1 00 CONDENSED MILK. 4 doz. in case. Eagle, 7 40 Crown, 6 25 Genuine Swiss, 7 70 American Swiss, 6 70 COUPON BOOKS. TRADESMAN'S 1 5 "Tradesman," \$1, per hundred, 2 50 \$2, " 2 50 \$3, " 3 00 \$5, " 3 00 \$10, " 4 00 \$20, " 5 00 "Superior," \$1, per hundred, 2 50 \$2, " 3 00 \$3, " 3 50 \$5, " 4 00 \$10, " 5 00 \$20, " 6 00 "Universal," ONE CENT COUPON "Universal."	\$1, per hundred, 3 50 \$2, " 4 00 \$3, " 5 00 \$5, " 6 00 \$10, " 7 00 \$20, " 10 00 Above prices on coupon books are subject to the following quantity discounts: 200 or over, 5 per cent. 500 " 10 " 1000 " 20 " COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books, \$1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50 CREDIT CHECKS. 500, any one denom'n., \$3 00 1000, " 5 00 2000, " 8 00 Steel punch, 75 CRACKERS. Butter. Seymour XXX, 6 Seymour XXX, cartoon, 6 1/2 Family XXX, cartoon, 6 1/2 Family XXX, cartoon, 6 1/2 Salted XXX, 6 Salted XXX, cartoon, 6 1/2 Kenesha, 7 1/2 Boston, 8 Butter biscuit, 6 1/2 Soda. Soda, XXX, 6 Soda, City, 7 1/2 Soda, Duchess, 8 1/2 Crystal Wafer, 10 Long Island Wafers, 11 Oyster.
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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.	12
" Saigon in rolls.	32
Cloves.	22
" Zanzibar.	12
" Mace.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" Saigon.	25
Cloves, Amboy.	22
" Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	22
Nutmegs, No. 2.	84
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20
"Absolute" in Packages.	
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.

Kegs.	1 1/4
Granulated, boxes.	1 1/2

SEEDS.

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

STARCH.

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

SNUFF.

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

SODA.

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

SALT.

100 3-lb. sacks.	2 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.	
Church's.	5 1/2
DeLand's.	5 1/2
Dwight's.	5 1/2
Taylor's.	5

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 40
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2-lb.	3 95
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 90
Mottled German.	3 60
Town Talk.	3 25
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd 84 00	
plain.	2 94
N. K. Fairbanks & Co.'s Brands.	
Santa Claus.	4 75
Brown, 60 bars.	2 85
" 80 bars.	3 50
Lautz Bros. & Co.'s Brands.	
Acme.	4 00
Cotton Oil.	6 00
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.	17
Powdered.	5 54
Granulated.	5 67
Extra Fine Granulated.	5 67
Cubes.	6 92
XXXX Powdered.	6 33
Confec. Standard A.	5 48
No. 1 Columbia A.	5 42
No. 5 Empire A.	5 20
No. 6.	5 23
No. 7.	5 05
No. 8.	4 98
No. 9.	4 92
No. 10.	4 85
No. 11.	4 80
No. 12.	4 73
No. 13.	4 42
No. 14.	4 30

SYRUPS.

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

SWEET GOODS.

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

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 Fum.	1 00
Diamond.	75
Royal.	90

TEAS.

JAPAN-Regular.	
Fair.	217
Good.	230
Choice.	24
Choicest.	24
Dust.	10

SUN CURED.

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

BASKET FIRED.

Fair.	230
Choice.	235
Choicest.	235
Extra choice, wireleaf.	240

GUNPOWDER.

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

OOLONG.

Common to fair.	23
Superior to fine.	23
Young Hyson.	18
Common to fair.	18
Superior to fine.	30

ENGLISH BREAKFAST.

Fair.	18
Choice.	24
Best.	40

TOBACCO.

Palls unless otherwise noted	
Bazoo.	230
Can Can.	27
Nellie Bly.	27
Uncle Ben.	21
Hiawatha.	60
Sweet Cuba.	34
McInty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
" in drums.	23
Yum Yum.	28
1892.	23
" drums.	22

FINE CUT.

Allen B. Wrisley's Brands.	
Sorg's Brands.	
Spearhead.	41
Joker.	29
Nobby Twist.	41
Scotten's Brands.	
Kyle.	26
Hiawatha.	38
Valley City.	34
Pinzer'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 1/2
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.	26

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 1/2
Red Clover.	32
Spaulding & Merrick.	25
Tom and Jerry.	30
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 1/2
Corn Cake.	16

OILS.

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

HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	2 1/2
Part Cured.	2 1/2
Full.	4 1/2
Dry.	5
Kips, green.	3
Calfskins, green.	4
" cured.	7
Deaconskins.	10
No. 2 hides 1/2 off.	

PELTS.

Shearings.	10
Lambs.	25

WOOL.

Washed.	10
Unwashed.	10

MISCELLANEOUS.

Tallow.	3
Grease butter.	1
Switches.	1 1/2
Ginseng.	2

FURS.

Outside prices for No. 1 only.	
Badger.	50 1/2
Bear.	15 00
Beaver.	3 00
Cat, wild.	40 1/2
Cat, house.	10 1/2
Fisher.	4 00
Fox, red.	1 00
Fox, cross.	3 00
Fox, grey.	50 1/2
Lynx.	2 00
Martin, dark.	1 00
" pale & yellow.	50 1/2
Mink, dark.	40 1/2
Muskat.	0 17
Opposum.	15 1/2
Otter, dark.	5 00
Raccoon.	1 00
Skunk.	1 00
Wolf.	1 00
Beaver castors, 1/2.	2 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

FEED.

Straight, in sacks.	2 60
" barrels.	3 85
Patent " sacks.	4 60
" barrels.	4 80
Graham " sacks.	1 70
Rye " "	1 90

MILLSTUFFS.

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

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

" shoulders.

Sausage, blood or head.	7
" liver.	7
" Frankfort.	9
Mutton.	8
Veal.	7

FISH and OYSTERS.

F. J. Detenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	8
Trout.	8
Halibut.	15
Ciscoes or Herring.	6
Bluefish.	10
Fresh lobster, per lb.	20
Cod.	10
No. 1 Pickerel.	12
No. 2 "	10
Smoked White.	10
Red Snappers.	12
Columbia River Salmon.	20
Mackerel.	25

OYSTERS-Cans.

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

SHELL GOODS.

Oysters, per 100.	1 50
Clams.	1 00

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Short cut.	20 50
Extra clear pig, short cut.	21 50
Extra clear, heavy.	
Clear, fat back.	22 50
Boston clear, short cut.	22 50
Clear back, short cut.	22 50
Standard clear, short cut, best.	23 00

SAUSAGE-Fresh and Smoked.

Pork Sausage.	10 1/2
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	9 1/2
Blood Sausage.	7
Bologna, straight.	6
Bologna, thick.	6
Head Cheese.	7

LARD.

Kettle Rendered.	12
Granger.	11 1/2
Family.	9
Compound.	8 1/2

50 lb. Tins, 1/4 advance.

20 lb. pails, 1/4 c.	
10 lb. " 1/4 c.	
5 lb. " 1/4 c.	
3 lb. " 1 c.	

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs.	8 50
Extra Mess, Chicago packing.	8 50
Boneless, rump butts.	15 00

SMOKED MEATS-Canned or Plain.

Hams, average 20 lbs.	14 1/2
" 16 lbs.	14 1/2
" 12 to 14 lbs.	15
" picnic.	12
" best boneless.	13 1/2
Shoulders.	11 1/2
Breakfast Bacon, boneless.	13 1/

Why Pork is High in Price.

Only twice in twenty years have the prices of hog products reached the present level, and since the war every such advance has come one or two years after short corn crops, and has been due directly to deficient harvests. It is true that the corn crop of 1892 was below the average, and such crops have heretofore been immediately followed by a free marketing of swine, which the owners thought it unprofitable, in view of the high price of corn, to feed longer or to keep for breeding purposes; but in the present case the usual procedure has been reversed, as a short corn crop has not been followed by increased but by diminished offerings, the winter's packing having been only about three-fifths the number packed in the preceding year.

While short corn crops have heretofore immediately caused free marketing, to be followed a little later by diminished supplies, the minimum of offerings being reached in from one to three years after the harvesting of a very deficient corn crop, in this instance the diminished offerings preceded as well as followed the harvesting of the deficient crop of 1892, and clearly are due to causes other than such as have governed heretofore.

Present conditions, affecting the supply of the raw material entering into bacon, ham, and lard are evidently unusual and due to some cause relating further back and more permanent than a deficient corn harvest, which otherwise would, as heretofore, have had the immediate effect of enlarging the supply by promoting the marketing of an undue proportion of young as well as breeding animals, to be ultimately followed by such a reduction of stocks as necessarily results from drying the current at its source. Such results followed the deficient corn harvests of 1874 and 1881, and, in a lesser degree, the short crop of 1890. The present high range of prices, cannot, however, be attributed to any such cause, as the acreage yield of corn in 1891 was exceptionally high and the deficient supply of swine was developed while this great crop was fed and before the result of the corn harvest of 1893 could be known.

It is true that many have attributed the deficient supply to a short crop of pigs in the spring of 1891, but the deficit was known to exist, and was discussed as early as February, 1892, as likely to obtain irrespective of the pig crop then being weaned.

The causes producing the present shortage are unusual in the United States, wholly different from those heretofore producing high prices, and go to the very root of production; and there seems little probability of this period of high prices being followed by one of low prices. On the contrary, present conditions are neither temporary nor such as are likely to end, as heretofore, in prices below a remunerative level, even if the acreage yield of corn shall be for several years at the maximum.

With American rural processes a given number of swine imply a given number of acres of corn—the variations in the ratio, due to increased or diminished yields per acre, being within a range, in either direction, so narrow as not to have exceeded one-twelfth in twenty years—as does a given population imply the consumption of given quantities of the pork packer's products; and in the possible event that acres of corn shall not increase in the same ratio as the pork-consuming population, then the relative number of swine is certain to diminish, although the aggregate may increase. This is exactly what has occurred during the last eight years, the number of pork eaters having increased fully 11,000,000, without any increase whatever in the number of those engaged in raising the commercial supply of swine. The result is seen in vastly diminished relative supplies, greatly enhanced prices, and a shrinking volume of exports; and the question is, how long such a relatively lessened supply is likely to continue, what effect it will have upon our foreign commerce and a balance of trade already seriously disturbed by the low prices at which grain and cotton are going abroad, and by the reduced number of animals

and small volume of animal product being exported?

The determining factor in the supply of swine for a population increasing as is that of the United States is the relative abundance or scarcity of feeding material, which is here almost exclusively corn, and the supply of this material cannot keep pace with population unless an immense new acreage is yearly brought under cultivation and new pig growers added, in like ratio, to the productive forces. Without new acres of corn there will be few or no new pig growers and little addition to the supply of pigs, while the pig-consuming element increases in an ever progressively greater yearly ratio. During the last eight years pig production in the United States has, practically, been at a standstill, while consumption has increased at a progressively augmenting aggregate.

Since the middle of the ninth decade the corn area has not increased, nor has the number of pig growers in any appreciable degree, the result being that consumption of pork has overtaken and is likely to outrun production, and with the price advancing to a level out of all proportion to prices for other farm staples the farmer has been tempted to part with his breeding stock, thus reducing the supply of swine below the usual ratio, as related to acres of corn; hence some increase may be looked for, although there can be no increase proportionate to the increase of population without a similar increase in the number of pig growers, and this is impracticable without an increase of the corn area; hence the supply of swine, the number of pig growers, the prices of the pork packer's products, and the volume of exports all resolve themselves into a question of corn acreage.

Although in the last seven years the crop area has shown some expansion in Kansas and Nebraska, it has steadily declined in the other great producing States, and even in Kansas the maximum was reached in 1889 at an aggregate of 1,000,000 acres greater than the acreage of 1892; hence Nebraska is the only one of the great swine-producing States where the corn area is not lessening.

Iowa, Kansas and Nebraska are the only States where any material increase of the swine supply seems probable; in the remainder of the Republic a decrease may be looked for, as the rapid increase of the urban population renders it necessary to devote a progressively increasing proportion of the land to the production of dairy products and such other things as are consumed near the place of growth.

Present high prices for swine result logically from the cessation of the increase of the corn area that occurred about the middle of the last decade and are likely to continue with fluctuations dependent for their range and duration upon an acreage yield of corn upon an area constantly diminishing, relatively to population, even should such yields be always at the maximum; and such prices are not likely to be any lower by reason of the fact that the swine supply of the United Kingdom has declined more than 25 per cent. within the past year.

Cheap pork depends upon an increase of the number of pig growers proportionate to the increase of population, and the increase of pig growers depends upon an increase of the number of acres of corn, which seems to be impracticable, or, at least, wholly improbable, and has not obtained during recent years. It is true that since 1885 additions have been made to the number of farms, but almost wholly in that Northwestern region where wheat is the one commercial staple and where swine production hardly suffices for home needs. We may, and probably shall, continue to add to the number of farms in the Northwest, but in so doing shall add only to the wheat growers, and, in the towns and villages of that region, to the pig eaters, just as in the last eight years there has been no appreciable addition to the number of pig growers, although there have, in this period, been no less than 11,000,000 added to the pig eaters; and the result, the inevitable result, is seen in depleted stocks, ascending prices, decreasing exports, and some addition to an adverse balance of trade.



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MICHAEL KOLB & SON,

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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.

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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.

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J. W. HANNEN, Supt.

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The first inhalations stop sneezing, snuffling, coughing and headache. This relief is worth the price of Inhaler. Continued use will complete the cure.

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It is a dainty pocket piece. It cannot get out of order; does not require renewing; there is no liquid to drop; lasts a year, and costs 50c at druggists. Registered mail 60c, from

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MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

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Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 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.

WHOLESALE GROCERS.

Annual Meeting of the Michigan Association at Detroit.

The annual meeting of the Michigan Wholesale Grocers' Association convened at Detroit last Thursday, the roll call showing thirty-three members present and sixteen absent.

President R. O. Wheeler delivered the following annual address:

The history of the progress of mercantile affairs in this country is instructive to men of the present time and suggestive of more intimate relations between members of the same occupation and looking to adjustment of difficulties and solution of business problems by combination of experience and the force of numbers.

Competition has done its perfect work in the past, which is attested by the wrecks of business houses all over the country. Concentration—the massing of large capital to overcome competition—has been tried as a remedy, but has proved of no benefit; nor has it arrested the downward course or effected an adequate compensation for capital and effort. The business world has been obliged to look further for its solution. The old methods of individual effort are untenable in the changed conditions that confront the present and are sure to be involved in the future.

Preparation is now the watch word of large enterprises, the necessity for it being clearly shown in circumstances that have arisen within the very recent past, giving their sure motion to every thinking merchant and in pointing clearly to closer relations than have ever before been practicable.

Some three years ago a strong effort was made, notably by our friends of Grand Rapids, and repeated meetings were held in this city, looking to a unity of action on some minor points of practice. No result followed, except some very serious thinking, then instigated. The idea was there, but the preparation had not been made. About the same time a movement was inaugurated in New England, having a much wider scope and including the settlement and adjustment of the much vexed sugar question. As time has elapsed other subjects relating to the prosperity of the grocery business have been taken up until the scope of the Eastern Association has so widened as to correct many other abuses and solutions of vexed questions have been arrived at by careful consideration and wise conclusion. From these beginnings the methods then adopted have been taken up by one State after another until, in an unbroken wave, it has swept from ocean to Lake Michigan. Our own State, in a convention of grocers held in Grand Rapids last November, formed an association and unanimously adopted the equality plan for sugars, which your Executive Committee ordered in effect January 3, and in the short period it has been in operation the members of this Association have cemented, what we confidently expect to be lasting, a cordial relation of friendship among themselves and kept inviolate the agreements entered into, so that from no quarter of the State has appeared a single complaint of infidelity. And all this has been accomplished, not only without friction among the jobbers, but to the expressed satisfaction of the retailers.

The condition of this relation is founded on just principles, and promises to be lasting. In evidence of this we point to the years of experience of the Eastern associations. The worst opponents are now its strongest advocates.

These older organizations, having proved the wisdom and benefit of united action in many departments of the business, furnish us a precedent, founded on success in their results, that makes for our newer endeavor a plain path to pursue, and while the efforts so far put forth by us have been somewhat restricted, yet the way seems open for further results, as satisfactory as those already attained. Among these may be suggested the regulation of transactions in package coffees, and concerted action regarding many manufactured articles that have become staple in the trade. It seems

needless to suggest the wisdom of prompt action in these directions. The pure food bill, so called, introduced into the House of Representatives of our state is a subject requiring our attention. No one here will object to the correction of evils in this matter, but there is vast distinction between sale of perfectly wholesome and harmless compounds that have been in use for years, and a restriction of sale to some formulas that have no paramount merit either in purity or wholesomeness.

Too much cannot be said of the untiring and persistent efforts of the chairman of your Executive Committee, Mr. Widdicombe, of Grand Rapids, who has freely given his time and labor for the Association, and whose wise counsel your commission has followed with great benefit to the interests of every member. It is to be hoped he may be induced to continue with us in this important office, as his experience will be most valuable.

The greatest effort in most enterprises is expended in their inauguration, and when this is effected, the power of continuance seems to be created and to increase, so that it is not too much to express the conviction that succeeding years will cement a still closer union and a more effective and widened policy until the business we represent will be established firmly on a footing of honor and success. To insure this requires the hearty co-operation of every member, and a readiness to abide by the action of your officers, for unity of action is the only guarantee of stability and, though our association has hardly passed its infancy, yet it already gives promise of reaching a sturdy manhood, based on a character of perseverance, integrity and honor.

Wm. Widdicombe, chairman of the Executive Committee, made an exhaustive report on the work of his Committee, which was accepted and placed on file.

Mr. Parker called the attention of the members to the confusion now existing relative to the time allowed on the various articles of merchandise in the grocery line. He moved that a special committee be appointed to present to the meeting a schedule of thirty and sixty day and four months' goods, which was adopted, but the Committee afterward asked to be excused, and the matter was turned over to the Executive Committee for investigation and report.

Mr. Wheeler called the attention of the Association to the encroachment of manufacturers upon the retail trade and urged the necessity of speedy action by the Association on the matter.

The Pure Food bill, as now before the State Legislature, was the occasion of a very general discussion, and while all present favored the enactment of a just and reasonable law covering the subject, the present bill was denounced as arbitrarily circumscribing the rights of every citizen.

Mr. Barlow, Mr. Smart, Mr. Judson and Mr. Widdicombe discussed the present situation as regards profit in handling package coffees and plug tobaccos, particularly "Spearhead."

Mr. Musselman moved that the package coffee question be referred to the Executive Committee, with power to act.

Mr. Griggs moved to amend by adding Royal baking powder.

Mr. Musselman declined to accept the amendment, urging that the Association attempt but one reform at a time.

During the discussion following, the question of selling package coffee at an f. o. b. or a delivered price was brought up, and, Mr. Griggs withdrawing his amendment, the motion of Mr. Musselman prevailed.

On motion of Mr. Griggs, Royal baking powder was referred to the Executive Committee upon the same terms as package coffee.

The plug tobacco question, after a thorough discussion, was also referred to the Executive Committee.

Mr. Robson offered the following, which was unanimously adopted:

Resolved, That no manufacturer shall pay a bonus to any salesman employed by any member of this Association.

The Committee on Nominations recommended the election of the following gentlemen:

President—R. O. Wheeler.
First Vice-President—A. Wierengo.
Second Vice-President—J. W. Symons.
Secretary—Fred H. Ball.
Treasurer—Wm. Judson.

Executive Committee—Wm. Widdicombe, chairman; James Edgar, W. J. Brotherton, W. H. Brace, W. J. Gould, W. C. Phipps, B. L. Desenberg, H. S. Griggs and S. Armstrong.

Directors—Fred. B. Clark, D. L. McMorran, John Robson, Edward Henkel and L. E. Hawkins.

The report was unanimously adopted. Mr. Wheeler extended an invitation to the members to attend a banquet at the Hotel Cadillac in the evening, as guests of the Detroit wholesale grocers. The invitation was accepted and the meeting adjourned.

The Hardware Trade and Bicycles.

The bicycle has already found a place in the hardware trade, and it has come to stay. Some jobbing houses took hold of it last year, and a still larger number have added it to their regular stock this year. This action of the few will doubtless be followed by the many to the mutual advantage of bicycle makers and the hardware dealers. The increasing demand for the wheel has made this departure inevitable. In most of the smaller towns a special bicycle business could not be maintained, and yet the aggregate number sold in the territory naturally tributary to such a local center is considerable. The hardware trade is the natural avenue for such distribution, and as roads are improved the number of wheels used will largely increase. The prospect for a good increase in the bicycle trade is therefore almost assured, while the inevitable reduction in price when the patents expire bids fair to prolong the demand indefinitely.

When Columbus discovered America only seven metals were known to exist. To-day the number is fifty-one.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, Nov. 30, 1892.)

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

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

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

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).

Tickets on sale at Union Ticket Office, 67 Monroe street and Union Depot.



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

Time Table in effect January 29, 1893.

VIA D., L. & N. R.Y.
Lv. Grand Rapids at 7:10 a.m. and 1:25 p.m.
Ar. Toledo at 1:10 p.m. and 10:30 p.m.

VIA D., G. H. & M. R.Y.
Lv. Grand Rapids at 6:50 a.m. and 3:25 p.m.
Ar. Toledo at 1:10 p.m. and 10:30 p.m.

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

DETROIT, LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

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

TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:10am 1:25pm 5:40pm
Ar. from Lowell 12:55pm 5:25pm

THROUGH CAR SERVICE.

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

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

Grand Rapids & Indiana.

Schedule in effect January 29, 1893.

TRAINS GOING NORTH.
Arrive from Leave going South.
For Traverse City and Saginaw 6:45 a.m. 7:30 a.m.
For Traverse City and 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. 6:00 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.
For Cincinnati 6:30 a.m. 7:00 a.m.
For Kalamazoo and Chicago 10:05 a.m. 10:05 a.m.
For Fort Wayne and the East 11:50 a.m. 2:30 p.m.
For Cincinnati 3:15 p.m. 6:00 p.m.
For Kalamazoo & Chicago 10:40 p.m. 11:20 p.m.
From Saginaw 11:50 a.m.
From Saginaw 10:40 p.m.
Trains leaving south at 6:00 p.m. and 11:30 p.m. runs daily; all other trains daily except Sunday.

SLEEPING & PARLOR CAR SERVICE.

NORTH
1:30 a.m. train has Parlor Car to Traverse City.
1:10 p.m. train has parlor car Grand Rapids to Petoskey and Mackinaw.
10:10 p.m. train—Sleeping car Grand Rapids to Petoskey and Mackinaw.

SOUTH—7:00 a.m. train—Parlor chair car Grand Rapids to Cincinnati.
10:05 a.m. train—Wagner Parlor Car Grand Rapids to Chicago.
6:00 p.m. train—Wagner Sleeping Car Grand Rapids to Cincinnati.
11:20 p.m. train—Wagner Sleeping Car Grand Rapids to Chicago.

Chicago via G. R. & I. R. R.
Lv. Grand Rapids 10:05 a.m. 2:00 p.m. 11:20 p.m.
Arr. Chicago 3:55 p.m. 9:00 p.m. 6:50 a.m.
10:05 a.m. train through Wagner Parlor Car.
11:20 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 7:55 a.m. 3:10 p.m. 11:45 p.m.
Arr. 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 AND WEST MICHIGAN R.Y.

NOV. 20, 1892

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 20am 3 25pm 11 00m
Ionia, Ar. 7 45am 11 25am 4 27pm 12 42m

St. Johns, Ar. 8 30am 12 17pm 5 20pm 2 00am
Owosso, Ar. 9 05am 1 20pm 6 05pm 3 10am

E. Saginaw, Ar. 10 50am 3 45pm 8 00pm 6 40am
Bay City, Ar. 11 30am 4 35pm 8 37pm 7 15am

Flint, Ar. 10 05am 3 45pm 7 05pm 5 40am
Pt. Huron, Ar. 12 05pm 5 50pm 8 50pm 7 30am

Pontiac, Ar. 10 53am 3 05pm 8 25pm 5 37am
Detroit, Ar. 11 50am 4 05pm 9 25pm 7 00am

WESTWARD.

Trains Leave *No. 81 *No. 11 *No. 13 *No. 15

Lv. Detroit, 10 45pm 6 50am 10 50am 4 05pm
G'd Rapids, Lv. 7 00am 1 00pm 5 10pm 10 20pm

G'd Haven, Ar. 8 25am 2 10pm 6 15pm 11 20pm
Mil'kee Str. " 6 30am 6 30am

Chicago Str. " 6 00am 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, 6:45 a.m., 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

ELEMENTS OF SUCCESS.

Valuable Suggestions From the Experience of a Successful Merchant.
From the Cincinnati Tribune.

To be a successful retail dealer requires careful training, forethought, prudence, and the possession of a knowledge at all times as to "where you are at." Salesmen and saleswomen play an important part. Their qualities, characters, capabilities and general fitness should be carefully considered, as they have much to do with the drawing and driving away of custom. Once having secured the right persons, the value of their services should not be overlooked. Their compensation should be ample. A well-paid salesman works with an interest and willingness that well repays his employer.

Advertising is a leading factor in the success or failure of a retail business. It is an art whose mysteries should be solved as far as possible. It has many intricacies, but, from experience and observation the best method to pursue in newspaper advertising is to be modest, yet forcible, to the point and dignified. Newspaper advertising, alas! is too often abused. Extravagant assertions and claims are hurtful rather than helpful. Always have in stock what is advertised and sell the ware at the prices as advertised. This method wins confidence, whereas the reverse shakes it. The show windows should not be neglected by any means, neither should the interior of the store. In short, the best way to advertise is to eternally keep your wares before the public by every means that is fair.

The cash system is calculated and has been demonstrated by experience to be the best for any retail dealer.

The dealer should be courteous and affable to his customers whether they buy or not, and in sending out bills, statements, etc., he should take care to spell the names correctly. Every man, no matter how modest he may be, feels within him a revolt when he beholds his name misspelt. This carelessness is often the result of a loss of a customer.

With ordinary capital secure a good location. Keep only fresh goods. Display windows strikingly, but neatly and without profusion. Clear out old stock every few months. Let yourself be seen. Impress upon people that you want their custom, but do not be obsequious. Do what you advertise. If people return and complain, have them come to you; then attend to them. Better lose a sale's profit than a customer. Let people learn that "if it isn't right, you'll make it right," and they will appreciate and stick by you.

Salesmen: Have you the kind that wait on customers the way you would do? The kind that sell all a customer needs and yet do not overload with useless things? It is not the man who makes the largest sales that is the best for you. Pay them as much as your profits will allow; a little more, at least, than other stores in your line. Never rebuke an employee before any one, and do not be too ready to "dock" when really sick. They will work to stay with you, and realize that your prosperity is their welfare.

Advertising: Don't advertise "goods below cost," for even if so the dear public will not believe you, and if it were so rival dealers would buy you out and profit by it. Don't advertise valuable property in cheap papers, nor shoddy stuff in high-priced ones. Consider the goods you have and cultivate the class that uses them. Temper the outlay with judgment and "keep everlastingly at it." As you have opportunity to speak with your customers ascertain the papers that brought them. Have your office stationery attractive and new.

Special method: Keep your name, or store, or some article before people in some standard style that is applicable, but add new methods around it. Get people used to you or your business that you may become a "household word." Don't use tricky wording.

Combining, etc.: Don't be afraid to "talk shop" with your competitors; you

will both be benefited by an exchange of opinions.

Experimental: Novelties are always taking and they set people to talking, but they must never be tricky. Be ready to pay for ideas, as well as merchandise.

Retailers Owned by Jobbers.

Some excellent advice is given to the readers of the *Grocers' Review*, the little monthly issued by the Philadelphia Retail Grocers' Association, by an anonymous writer who is familiar with the grocery business and the perils that beset the average beginner in that branch of trade. He says:

"Too many of us do not pay our bills promptly, let alone discount, but steal as much time on them as our jobbers will allow us to do, consequently we allow our bank account to grow; then what do we do? We, as a rule, look around and purchase a home, probably through a building association by paying \$500 on it of the money that should go to our jobber. In speaking to a jobber the other day of a man who had made a purchase, we remarked he must be making money when he can do that? He said, 'Yes, on money he should have given me,' and he opened his book and, would you believe it, he just owed that man \$930. There is just where we make a mistake, we should not allow any jobber to own us, but too many of us do. While in this jobber's house we saw another come in, and would you think, on a bill of \$80 dollars he was charged just \$2.25 more than you would have paid for same lot. The jobber said he had to charge interest, as he had to wait so long for his cash, and the buyer could not go any place else to purchase, for the jobber owned him. We are fools to let any jobber own us. We should be so fixed, so independent, that when a man told us a price that we could say, 'I can do better than that,' and if you are a prompt discounter you will have no trouble in getting the best prices on all goods."

What Constitutes a Model Clerk.

A New York grocer advertised for a model clerk, specifying his virtues as follows:

He must be strictly temperate and of good habits.

Prefer one who does not use tobacco in any form.

One who has a disposition to see how much rather than how little he can do.

One who is ambitious to work and thoroughly learn the business.

One who will be patient and attentive to customers.

One who has taste for reading the trade journals with a view to being well informed.

One who is neat and orderly.

One who will try to make himself so useful that we cannot dispense with his services.

One who is honest with a fair amount of common sense.

One who is interested in the goods he is selling and can make them interesting to others.

One who will not laugh at a customer if he calls for "consecrated" lye or "graduated" sugar.

One who can command the confidence and respect of all whom he comes in contact with.

All applications must be in writing.

How It Turned Out.

From the Washington Star.

"So Bankster married his typewriter operator?"

"Yes."

"And she doesn't do any more work?"

"It didn't turn out that way. She simply doesn't draw any more salary."

The Drug Market.

There are few changes of interest.

Gum opium is a trifle weaker, but unchanged.

Morpha and quinine are unchanged.

Rock candy syrup, owing to the higher prices for sugar, has advanced 5c per gallon.

Use Tradesman or Superior Coupons.



YOU HAVE HEARD

The story about the early bird and what he did.

But Have You Ever Learned

about the early worm and what he did?

Well, he did this: He got into the buds of your fruit trees last year, he ate into your apples, your pears, your peaches and your plums, he destroyed the leaves of your trees, ruined your foliage, and wrought more havoc than can be repaired in many years. If you do not want a repetition of this now is the time you must make preparations to avoid it.

SPRAY PUMPS.



Were manufactured especially for use on fruit trees and are very effectual when properly manipulated. If you haven't any fruit trees to spray, get a Meyer's Spray Pump to wash your windows.

Have You a Water Cooler?

If you haven't you will want and need one soon. We have a nice line of them—plain, fancy, large and small, and, of course, of the best make. Jewett's New Era Coolers have no rivals.

Parrot Cages, Mole Traps, Rat and Mouse Traps, Feather Dusters, Door Mats, Foot Scrapers, Fibre Tubs, Wash Basins and Pails.

FOSTER-STEVENS
& CO. MONROE ST.

MICHIGAN BARK AND LUMBER CO.,



18 and 19
Widdicomb Building.

We are now ready to make contracts for the season of 1893.

Correspondence
Solicited.

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.

New Prices

RED STAR

SEE QUOTATIONS.

Baking Powder.

ARCTIC MANUFACTURING CO., Grand Rapids, Mich.



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.

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.**

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

THE W. BINGHAM CO., Cleveland, O.,

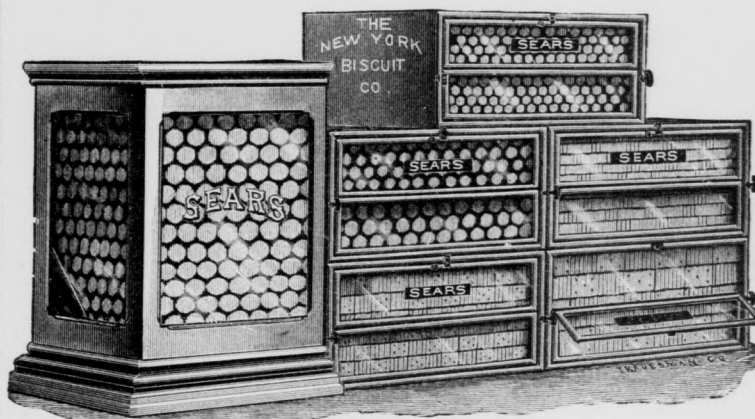


Have had such flattering success in handling our Bicycles that they have bought our entire output for 1893. They have taken up all negotiations pending for the purchase of cycles, and we respectfully solicit for them the good will of our friends.

THE YOST MFG. CO.,
TOLEDO, OHIO.

Cracker Chests.

Glass Covers for Biscuits.



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

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

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

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.

"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 2 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.

Base Balls.	per doz	White Wash.		No. 5.		Shutter Knobs.	Gro 1 50	431 Carpenters.	" 20	Police Whistles.	90
O K.	\$0 42	Tampico.	84	No. 10.	56	14 Screw Hooks.	40	128 Asst box.	1 50	2 Jack Stones.	25
Boys' League.	85	A A 8 in.	2 00	x 5.	80	113 Screw Eyes.	" 20			1 1/2 "	20
Champion.	85	X X.	4 20	A.	10	113 " Hook straight.	30	Match Boxes.	28	Dust Pans.	1 00
Star.	1 25			x A.	10	" "	40	Twin Tin.	25		
Atlanta.	2 00			6.	120	54 Cup Hooks.	" 90	No. 30 Iron.	30	Picture Wires.	
Balls—Rubber.				1.	1 20	Gas Hooks.	per doz 60	Daisy Tin.	40	No. 1 Tinned.	33
4 Sponge.	35			1 1/2.	1 25	Nail Pullers.	12 00	302 Fancy.	40	" 4.	75
6 "	60			3.	2 00	Pie Crimpers.	30	Luminous.	1 00	" 2 Gilt.	90
15 Fluted.	48			8.	2 25	Apple Corers.	42	264 Fancy.	1 35	Picture Hangers.	
35 "	87			4.	3 00	Insect Guns.	42	271 "	1 75	5 x Brass.	18
45 "	1 35							101 1/2 "	1 75	" "	22
115 Inflated.	47							266 "	2 00	" "	25
130 "	75							3056 "	2 00	9 Copper.	28
175 "	2 25									11 "	30
205 "	4 50									17 Nickel.	30
Ball Bats.										3 in Nails.	12
14 Basswood.	70									Potato Mashers.	
12 Ash.	72									No. 11 Wire.	21
10 Pl Ash.	1 25									" 9.	68
Pol Basswood.	1 50									Wood.	33
Men's Willow.	2 00									Hotel wood.	3 34
Boy's Reins.										Toy wood.	37
A 32 In. Long.	45										
B 40 "	85										
H 40 "	2 00										
Boys Wood Wagons.											
XX Daisy Wood Axle.	3 30										
X Wood Axle.	3 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 Boy 9x11.	8 90										
03 " 10x20.	10 00										
02 " 11x22.	12 50										
0 " 12x24.	15 00										
1 " 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 90										
No. 3 "	2 15										
No. 4 "	2 40										
No. 5 "	2 40										
Boys' Wheelbarrows.	Per doz										
No. 0 Varnished.	2 00										
No. 2 "	4 00										
No. 3 "	6 00										
No. 1 Garden.	7 50										
No. 2 Garden.	8 50										
Boys Exp Wagons at Reduced Prices.											
Basting Spoons.											
20-13 in. Iron Hd.	28										
012 Flat Hd.	32										
1-11 in. Wood Hd.	34										
1-13 "	40										
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.	22										
4 1/4 in. Scalloped.	34										
Rotary.	85										
Brushes.											
3-4 Shoe.	80										
10 "	1 25										
166 "	1 40										
100 "	2 00										
069 "	2 50										
230 "	4 25										
No. 55 Daubers.	75										
T. M. C.	2 00										
34 Nail.	38										
1 "	2 25										
17-3 Tooth.	35										
5143-3 "	55										
117-5 "	80										
25 "	1 20										
3939-4 "	1 75										
555 "	2 75										
128 Shaving.	40										
260 "	75										
155 "	1 25										
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.	6 00										
X X.	6 00										
Pope's eye.	5 00										
Tampico.	4 00										

Croquet Sets.		Shutter Knobs.	Gro 1 50	431 Carpenters.	" 20	Police Whistles.	90
No. 5.	56	14 Screw Hooks.	40	128 Asst box.	1 50	2 Jack Stones.	25
No. 10.	70	113 Screw Eyes.	" 20			1 1/2 "	20
x 5.	80	113 " Hook straight.	30	Match Boxes.	28	Dust Pans.	1 00
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3.	2 00	Apple Corers.	42	264 Fancy.	1 35	Picture Hangers.	
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4.	3 00			101 1/2 "	1 75	" "	22
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						Wood.	33
						Hotel wood.	3 34
						Toy wood.	37