

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

\$1 Per Year.

VOL. 10.

GRAND RAPIDS, MAY 31, 1893.

NO. 506

SEEDS!

Everything in Seeds is kept by us—Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you.

We will sell Egg Cases and Egg Case Fillers. No. 1 Egg Case, complete (in lots of 10), 35c each. No. 1 Fillers, 10 sets in a No. 1 Case, \$1.25. No. 2 Fillers, 15 sets in a No 1 Case, \$1.50.

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For 1893
NEW CROP SEEDS

Every article of value known. You will make money and customers if you buy our seeds. Send for wholesale price list.

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

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24 and 26 NORTH DIVISION ST., GRAND RAPIDS, MICH.

FLAGS, FIREWORKS, FIRECRACKERS,

All the best makes at lowest prices. Send for catalogue and price list.

COMPLETE LINE OF 4TH OF JULY GOODS.
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46 Ottawa St., Grand Rapids, Mich.

Sugar is Advancing!

—THAT MEANS—

HIGHER PRICES FOR CONFECTIONERY.

Order in Round Lots Now.

PUTNAM CANDY CO.

Grain Bags.

Burlap in 6½ and 8 oz.

Wadding.

Twines.

Feathers.

All Grades in Sacks
From 1 to 20 lbs.

Peerless Warps in All Colors.

Prints, Dress Goods, Outing Flannels, Chevrons, Gingham, Satines, and a new, complete line of

TOILE DU NORDS and A. F. C. WASH GINGHAMS.

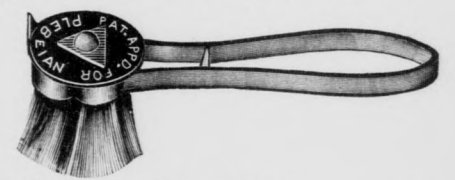
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GRAND RAPIDS, MICH.

Our goods are sold by all Michigan Jobbing Houses.

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Manufacturer of

AWNINGS AND TENTS

HORSE AND WAGON COVERS

Jobbers of Oiled Clothing and Cotton Ducks.

Send for Price List.

11 Pearl St., Grand Rapids, Mich.

TELFER SPICE COMPANY,

MANUFACTURERS OF

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

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RINDGE, KALMBACH & CO.,

Manufacturers and Wholesale

Dealers in

Boots, Shoes and Rubbers.

12, 14 and 16 Pearl Street.

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

We carry the best Tennis Shoes made.

Agents for the Boston Rubber Shoe Co.



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JOBBER OF

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Clover, Timothy, Millet, Hungarian, Field Peas, Etc. 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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BIG RAPIDS,
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HOWARD CITY.

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EMPTY CARBON & GASOLINE BARRELS.

FERMENTUM *The Only Reliable* COMPRESSED YEAST

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Endorsed wherever used.

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AGENCIES.

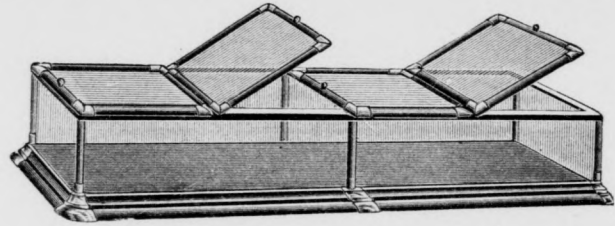
Grand Rapids, Mich., 106 Kent St.
Toledo, Ohio, 707 Jefferson St.
Cleveland, Ohio, 368 Prospect St.
Indianapolis, Ind., 492 Park Ave.
Fort Wayne, Ind., 195 Hanna St.
Milwaukee, Wis., 317 Prairie St.
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Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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Can make money by buying some of the wheels we are offering at

Special Prices to clean up our stock—Many 1893 Model High and Medium Grade Wheels will be sold at less than Cost.

Agents wanted for the most complete line of Wheels in the State.

Repairing and changing wheels a specialty.

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

E. D. VOORHEES, Manager.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MAY 31, 1893.

NO. 506

ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada

The Bradstreet Mercantile Agency.

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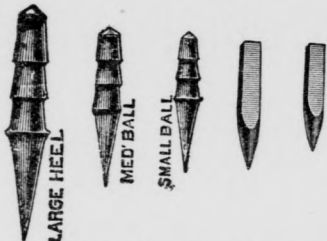
PROMPT, CONSERVATIVE, SAFE.

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

Boot Calks.



Shoulder Calk. Pressed Calk.

BIRTH, KRAUSE & CO.,

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Pressed Ball Calk	3/4 per M	\$2 65
" "	3/4 " M	2 80
" Heel	9-5 " M	4 00
Shoulder Ball, per M		2 00
" Heel	" M	2 50

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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BLANK BOOKS Made to Order AND KEPT IN STOCK.



Send for Samples of our new **Manifold City** Receipts, Telegrams and Tracers.

BARLOW BROTHERS HAVE MOVED To 5 and 7 Pearl St., Near the Bridge.

COMMERCIAL CREDIT CO.

Successor to Cooper Commercial Agency and Union Credit Co.

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

Office, 65 Monroe St. Telephones 166 and 1030.
L. J. STEVENSON, C. A. CUMINGS,
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T. H. NEVIN CO.'S

Swiss Villa Mixed Paints

Have been used for over ten years.

Have in all cases given satisfaction.

Are unequalled for durability, elasticity and beauty of finish.

We carry a full stock of this well known brand mixed paints.

Send for sample card and prices.

Hazeltine & Perkins Drug Co.,

STATE AGENTS

GRAND RAPIDS, MICH.

Harvey & Heystek,

THE LARGEST JOBBERS OF

Wall Paper

AND

Window Shades

IN THE STATE.

We Handle Goods Made by the National Wall Paper Co.

Our Prices are the Same as Manufacturers.

Send for Samples.

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

HEROLD-BERTSCH SHOE CO.,

WHOLESALE

BOOTS and SHOES,

5 and 7 Pearl St.,

GRAND RAPIDS, MICH.

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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GEO. W. GAY, Vice-President.

WM. H. ANDERSON, Cashier.

JNO. A. SEYMOUR, Ass't Cashier.

Capital, \$300,000.

DIRECTORS.

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"MISS" BASCOM AND THE P. M.

How He Came To Introduce the Cash-for-Postage System in His Business.

Written for THE TRADESMAN.

"Since I interduced the cash system of sellin' postage stamps at Wayback, I see that some o' the biggest offices in the country air afollerin' my example."

The speaker was Amasa Storkley, postmaster of Wayback. He was reclining in an easy chair and drawing consolation from a black cigar.

"Then you have come down to cash for postage?"

"That's jess what I've did; come down to the hard, solid, unadulterated coin o' the kingdom; come down to a gold basis; hand over yer collat'ral an' 'don't ye fer-git it' nuther."

"What were the immediate causes that led to this peculiar move?"

"Waal, the' was quite a few things happened 'long 'bout the time I made the break. Our postoffice hain't none o' the biggest, or I s'pose I mought er had to come to it afore. One o' my customers 'd come in an' wanter mail a letter, an', like ernough, he'd bring a basket o' eggs or some butter to git some caliker an' terbacker with, an' he'd jess tell me to take out the pay fer the stamp. Waal, when it cum to the end o' the quarter an' I had to remit to the Government, I'd mos' likely 'a' sold the eggs; so I'd send in the cash, an' it didn't cut much of a figger nohow, for the' hain't seldom more'n \$3 or \$4 acomin' to Uncle Sam when I settle up with him.

"But, one mornin' last June, in comes ole Miss Bascom with a piller case under one arm an' a basket o' t'other.

"'Mornin', sez she.

"'Mornin' to ye, Miss Bascom,' sez I. 'How's all your care an' how's the tater crap acomin' on?"

"'All's well, an' the tater crap! I never see a better show fer taters sence the fust year we lived onto the old homestead.'

"'That's good,' sez I.

"'What's yer top notch price fer prime butter?' sez she.

"'That depends,' sez I. 'Ef it's weedy or lecky, I'm afeerd we kain't make no good use uv it noways, fer folks is agitten' most awful finniky 'bout what they put onto their biseuits nowerdays.'

"'Hut, tut, Amasa Storkley!' sez she, quite quick an' sharp like. 'Have ye been abuyin' my butter fer the last ten year an' better an' not know 'at I never brung ye nothin' what wa'n't the very pink o' prime? There's that butter! Take it or leave it; but, mind what I tell ye, Amasa Storkley, don't ye never look for no great sight o' our trade ef ye can't use what little good butter we have fer to sell!'

"Waal, I looked at her butter, an' it didn't look so very awful bad; an' yit it wa'n't so mighty awful extry good nuther. I hev seed better butter'n that afore now, an' I hed afore then, too; but when ye begin ter critercize an' fin' fault with wimmin folkses' butter an' spleen agin their cookin', ye needn't never expect ter have no more peace with 'em frum

that time on. An' so I sez to m'self, sez I, 'I hev seed so much wusser lookin' butter'n that air afore now—an' sold it, too—at I guess I'll chance 'er fer luck.' So I tuk the butter, thinkin' 'at she'd trade it out in tea an' nicknacks, an' it wouldn't cost so awful much anyhow. But that was whar I pulled onto the wrong line.

"'I got some aigs here, too,' sez she, when I got the butter weighed.

"So I took the aigs, uv course. I allers buy aigs. They hain't so mean ter handle, an' they hain't so apt to be frowy as butter is. When I had the aigs counted, she sez, sez she:

"'Here's three pair o' mittens what my Mary Jane jess finished aknittin', an' she wants me fer ter sell them, too.'

"'It's kinder airly in the season fer mittens,' sez I. 'I don't hardly see how I can use them air jess at present.'

"'Them's awful good mitts,' sez she. 'It hain't every day ye git a chance to buy mittens like them air. All knit'er hand, them is—none o' yer merchine-made stuff—an' all made outer home spun yarn, too. Them'll outwear three pair o' yer boughten mitts.'

"'True enough,' sez I, 'but I've got nigh onto two dozen pair o' home spun mitts an' seven pair o' socks packed away with terbacker now, to keep 'em away from the moths, an' that's about all the winter stock what I feel able ter carry over. Ye'd better hev Mary Jane take keer o' them mitts till next November. They'll come good then jes' ez well's now.'

"'I know it's putty airly fer mitts,' sez she; 'but, ye see, Mary Jane, she's agoin' ter hev a feller cum over ter see her from Boyne Falls afore long, an' she hain't got no dress fit fer ter wear, an' she 'lowed as how mebbe, under them circumstances, ye might mebbe be willin' ter take them air mitts to kinder help out.'

"Waal, I hain't very patriotic, as a general thing. I only had one piece o' dress goods in the store, an' that air wuz a kinder black an' yaller piece, with a big figger, that I bought from a feller what told me it was all the rage in New York an' Chicago, an' all them big places, and how as they bought three cases like that to his store, an' it didn't last no time, an' they had ter teller-graph fer more, an' they couldn't get enough on it, nohow, an' that it'd draw trade ter my store fer miles and miles. Waal, that piece o' goods cost me 27 cents a yard, an' he said as how it was dirt cheap at that, but, seein' it wuz me an' they wanted my trade, they would make me that price, though 30 wuz what they wuz agittin' from everybody. So I tuk it an' brung it hum, an' when I opened of it up, the old woman sez, 'Landygoshen, Amasa, what's that air? Cumferter cloth?' 'Cumferter cloth!' sez I. 'Guess you hain't be'n out any lately! Why, that air's the styleshest thing the' is. That's what the President's wife an' all them other big guns is awarein' now, an' ye can't miss it if ye take a dress offen it, an' then, like ez

not, it'll sell quicker ter the rest uv the folks, too.' But, while I wuz atalkin' the old woman looked so kinder funny that I wuz afraid suthin' wuz up, an' when I got through, she says, kinder slow like, 'How much is that air stuff a yard?' 'Seventy-five cents,' sez I, (though, uv course, it didn't cost that). 'Amasa Storkley,' sez she, 'I uster think ye had some brains, but the older ye grow, the more I b'lieve you're a reg'lar old fool!' (which was ruther oncomplimentary, it seemed to me). Waal, I put that onter the shelf, an' it stayed, an' it stayed, an it stayed. I sold all my other dress goods, but somehow no one seemed to want that. But I made up my mind that it would be that or nothin', an' I wouldn't get another piece till that was gone. I saw the feller awhile after, what I bought it from, an' I tried to let him have it back agin; but he said as 'how fashions wuz allers achangin' inter the big towns, an' as how he wouldn't be able to use that nohow, but he was sorry, an' he had some goods now that was drefle cheap an' good, an' he'd let me have 'em at 'ten off' (whatever that meant) to make it right. But I sez to him, sez I, 'Ketch old birds with chaff ef ye kin.'

'Waal, ez I wuz asayin', when Miss Bascom talked about tradin' mitts fer dress goods I thought I'd better do it. I knew the mitts'd sell when it cum cold weather agin, an' nobody on airth could tell when that air brindle piece o' dress stuff would go. So I sez, 'All right.'

'Then she sez, sez she, 'I s'pose ye buy ginshang?'

'In course, ef it's nice roots,' sez I.

'So she trotted out some ginshang what had be'n dried with the dirt right onter the roots, an' wuz ez black ez yer hat.'

'That's no good,' sez I.

'Why?' sez she.

'Dirty,' sez I. 'Can't git nothin' fer it when it's like that air.'

'Do it hafter be plum clean?' sez she.

'Plum clean,' sez I. 'Ef it hain't cleaned when it's first dug, ye kain't never clean it arterwards, an' the doctors can't make it inter pills when the's sand an' grit inter it.'

'Waal, ye take this ter help out on the dress, an' I'll tell William Henry, next he digs, ter clean it good.'

'So, seein' it wuz the dress agin, I thought better uv it an' took the ginshang.'

'How much does it cum ter?' sez she.

'Five dollars and eighty-seven cents,' sez I.

'Gimme a pound o' sody,' says she.

'Then she fished some grimmy old letters out uv her pocket an' commenced ter look 'em over an' sort 'em out, an' I wuz agitten' down that aforementioned piece o' dress goods, makin' ready ter ask if it'd take nine or twelve yards fer Mary Jane's dress.'

'Guess I'll hafter have some postage stamps,' sez she.

'So I went to the draw' an' got out the big envelope what they come inter, an' I sez, kinder big like, 'cause I allers pride myself on keepin' a good supply on hand, 'How many?'

'Waal, I want \$3 wo'th fer this letter, and \$2.48 fer this 'n.'

'That kinder staggered me, fer I s'posed the ole lady jess wanted two or three; but I tore 'em off, an' she counted 'em all over three or four times ter see

ef I'd made eny mistake. Then she puts one lot inter one letter, and t'other inter t'other, an' then she sez:

'Gimme two more fer ter put onter the outside.'

'So I gin her t'other two, an' then she sez, sez she, kinder important like:

'You stick 'em on. I hain't uster lickin' stamps.'

'I licked 'em on, uv course, an' then sez she:

'I want 'em registered.'

'That was 20 cents more, an' when I'd got all through an' gin her the receipts, she sez, sez she:

'Gimme half a pound o' bird seed an' the rest in chewin' terbacker fer the ole man. I allers said, when I got married, I wouldn't buy no terbacker, but I've had ter come down to it arter all.'

'By this time I commenced to think the' was a 'nigger in the corn patch,' an' I sez, kinder meek, 'Wuz you agoin' ter pay fer them stamps?'

'Pay fer them stamps?!' she hollered. 'Pay fer them stamps?!' How many times do yer want 'pay fer them stamps'? Hain't ye got yer pay twicet over? What do ye mean, Amasa Storkley, by askin' fer 'pay fer them stamps?'

'Why, excuse me fer askin',' sez I, 'but I thought ye wanted some dress goods for yer truck. Ye said Mary Jane wanted a new dress 'cause her feller was comin' ter see her frum Boyne Falls.'

'So I did,' sez she, 'but ye don't s'pose I'm fool 'nough ter git any o' that air nigger caliker ye purtend ter sell fer 75 cents a yard! One o' them air letters goes to Montgomery Ward, ter Chicager, an' I kin git 'nough sight better stuff there fer 30. Ye gimme the rest o' my stuff an' I'll go. I don't intend to stay in no store to be insulted!'

'An' that air little eppysode's one o' the reasons, young feller, what induced me an' Col. Sexton ter bring the postage stamp business down to the cash system.'

GEO. L. THURSTON.

Hutchinson (Kas.) News: The commercial traveler has come to play an important part in the business affairs of the country. Through him it is possible for a firm in New York to do business in Kansas, without knowing one of its customers, with as much safety as though every patron made a personal visit to its headquarters every time a purchase was made. In fact, the advent of the commercial traveler has revolutionized the methods of conducting the mercantile business. He brings the retail merchant in close contact with the wholesale center, and at the same time keeps the wholesaler and manufacturer informed as to the tastes and demands of the people. Naturally, men occupying such responsible positions must be of superior tact and business ability, and in point of intelligence, keenness of perception, energy and push, the commercial travelers are certainly the peers of any other class. Kansas owes much to her traveling men. As a class they have always been loyal; ever ready to say a good word for the State or to resent an imputation against it. As a rule, they have always been optimistic and hopeful. No matter how dark the threatening clouds of depression, they have always been able to discover a silver lining, a reminder that the sun was still shining, and betokening a return of prosperity.

"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.**

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.

NEW JAPAN TEA


SEASON 1893.

THE CELEBRATED



JAPAN TEA

Always First in the Field.

Mr. W. J. Gould, who is now in Japan attending our Tea packing, cables us that he has shipped us per S. S "City of Rio de Janeiro" May 6th, a shipment of our Celebrated  brand new season's Japan Tea. This shipment is due in Detroit June 1st, and we should be pleased to receive a trial order from this shipment.

W. J. GOULD & Co., IMPORTERS,
DETROIT, MICHIGAN.

AMONG THE TRADE.

AROUND THE STATE.

Crystal Falls—M. Strobe & Co. succeed A. Parks in the cigar business.

Pittsford—G. J. Kline & Co. succeed Niblock & Hanker in the dry goods business.

Ironwood—Frederickson & Anderson succeed Lindstrom & Erickson in general trade.

Bay City—Jarmin Bros. succeed Jarmin & Vail in the women's furnishing goods business.

Pinconning—The Estey & Calkins Co. pays the Michigan Central \$20,000 a year for freight, all on forest products.

Menominee—Sterling & Leisen, proprietors of the Menominee Stained Glass Co., have dissolved, J. A. Leisen continuing the business.

Montague—The Herren Grocery and Stock Co. has purchased the remainder of the grocery stock of the Peck Mercantile Co., with the fixtures.

Hart—G. W. Thomas, of the firm of S. A. Thomas & Co., dry goods merchants of Dowagiac, has been in the village this week with a view of locating here.

Traverse City—Geo. Gane, who has been connected with Hannah, Lay & Co. for several years, is erecting a new building here, in which he will embark in the bakery and confectionery business.

Leetsville—H. A. Snyder & Co. have sole their grocery and crockery stock to S. M. Vinton, who has consolidated it with his own stock. Mr. Snyder will spend the summer at Vandalia, pending the selection of another location.

Kalamazoo—E. R. Burdick & Co., one of the oldest and most extensive firms handling celery and also fruits and produce, have sold their entire business to George Sperry, who comes here from St. Paul to conduct the same line of business.

Seney—There has been considerable talk during the past winter that the logging railroad here will be extended in to Grand Marais on the Lake Superior shore and to Manistique on the Lake Michigan shore in the near future. There is any amount of money to back the scheme as it is in the hands of the big lumbering corporations.

MANUFACTURING MATTERS.

Highwood—W. F. Stevens, of Saginaw, who is operating a shingle mill near here, is also extensively engaged in the cedar pole business. He cut a large quantity of them last season, and is shipping several carloads a day.

Saginaw—The great destruction of property by fire here will create an unusual local demand for lumber and shingles, as nearly all of those burned out will rebuild, preparations being already under way. The destruction of sidewalks alone will create a call for a large amount of plank and scantling.

Traverse City—J. A. Wilson announces his intention of organizing a stock company, with a capital stock of \$100,000, to embark in the manufacture of hames on an extensive scale. Mr. Wilson proposes to place the stock in Chicago, Cincinnati, Louisville, Indianapolis, Grand Rapids and Traverse City.

Bay City—J. R. Hall will rebuild his shingle mill recently burned at Essexville. Plans have been finished and the work will be pushed as rapidly as possible. There was only \$8,000 insurance on the old mill. The burning of this

mill and the delay consequent upon the erection of a new one will make a material difference in the shingle output here this season.

Bay City—The deal has been finally closed for the removal to West Bay City of the Ross, Bradley & Co. planing mill plant. The company receives a handsome bonus, and will also have increased facilities for business. The firm has long been one of the most extensive of the kind in the country. The new plant will be much larger than the present one, and the capacity greatly increased.

Saginaw—It is reported that the A. W. Wright Lumber Co. will soon remove its headquarters from Butman to Roscommon, and will rail the logs to Saginaw by its own road to the Hauptman branch and thence over the Michigan Central. Heretofore the stock has been banked at Butman, run down Sugar River to the Tittabawassee and thence rafted to Saginaw. Three years will finish the operations of the company in Michigan.

Manistee—Hemlock piece stuff, which has readily gone off green at full prices, has sagged a little, but that does not affect the trade, as ordinarily hemlock has to go into pile for sixty days before it is fit to handle. The mills are beginning to pile stock, as they have done in former years. The amount of hemlock bill stuff that is being cut makes quite a hole in the stock; one mill is supplying over 2,000,000 feet of hemlock for the Piano Manufacturing Company at West Pullman. Hemlock shingles and hemlock lath are doing fairly; the supply of that class of stock is limited. Pine piece stuff is now quoted at \$11.50 delivered, while a fair grade of common boards and strips readily brings \$14 on the market.

The Hardware Market.

General Trade—The last week in May starts in with a good volume of business, and, if the weather will only be right, we may look forward to an excellent trade in June.

Wire Nails—No special change from last week. While the disposition seems to be for lower prices, this decline has met with an obstacle in the shape of an advance in steel billets, which, if maintained, will prevent any serious decline in nails.

Barbed Wire—The demand continues good, with no changes from last week's report.

Bar Iron—As the time for closing down the iron mills draws near, prices are much firmer, and a decline is not deemed probable.

Wire Cloth—Very scarce and some sizes are impossible to get. When manufacturers will get caught up on orders is hard to tell. Prices have advanced to 2@2½¢ a square foot, and at these prices some sizes are not in the market.

Rope—No change in sisal or manilla. Wool Twine—Held firmly at 6½¢@7¢, according to quantity wanted.

Window Glass—Eighty to 80 and 5 are the best quotations obtainable. As all glass factories soon close for the summer months, we may soon look for higher prices.

Good Words Unsolicited.

E. F. Johnson, general dealer, East Thetford: "I could not get along without it."

A. C. Barkley, general dealer, Crosby: "Your paper is a great help to me."

M. J. Rogan, traveling salesman, Kalamazoo: "Your paper is well worth five times the money you charge for it."

The Drug Market.

There are few changes to note. All the staples are steady.

Opium and morphia are unchanged.

Quinine is a trifle firmer.

Canada balsam fir is lower.

German chamomile flowers are very scarce and have advanced.

Canary seed is higher.

The continued drouth in Europe gives a very bad outlook for all seeds and the narcotic herbs, and higher prices are looked for.

Turpentine has declined.

In the haste to get on the press this week before Decoration Day, some articles were incorrectly quoted. They should be as follows:

Terabin, Canada	50¢@60
Matricaria	60¢@65
Carul, po	10¢@12
Spirits Turpentine	35¢@40

Model Grocery Establishment.

There are few as complete grocery establishments in the West as that of Parker & Fleming, the Jackson purveyors. Their store is 44x120 feet in dimensions, well stocked with goods, excellently arranged and temptingly displayed, besides which they occupy a basement of the same dimensions for storage purposes and a bakery department. Perfect system prevails in each department, which is managed by men of experience, who are likely to be rewarded for their years of faithful service by being made shareholders in a corporation which will be shortly organized with that especial object in view.

Another New Corporation.

The Valley City Novelty Co. has been organized with a capital stock of \$8,000, of which \$7,000 is subscribed and paid in, being held in four equal portions by G. A. Krause, A. A. Lytle, G. M. Matthews and J. J. Bieckle. The company proposes to manufacture and put on the market a safety pocket fountain pen and pencil holder, recently invented by Mr. Lytle. The officers of the company will be as follows:

President—A. A. Lytle.
Vice-President—G. M. Matthews.
Secretary—J. J. Bieckle.
Treasurer—G. A. Krause.

Business Changes at Sand Lake.

SAND LAKE, May 25—F. W. Pollock has purchased the Threadgold building and has removed his drug stock to that location.

T. J. Blanchard has erected a new store building for his implement stock. He will put in a full line of hardware in the fall.

Chas. E. Tucker has reopened his meat market, having recovered from his recent severe illness.

H. L. Carter has bought a new hearse. W. H. Brooks has sold his hotel property to C. B. Jones, who will continue the business.

John Butler has moved the Pollock store building next to his brick store and will occupy same with a separate line of goods.

Took Out a State License.

From the Eaton Rapids Herald.

One of Eaton Rapids' traveling grocers got into trouble at Dimondale, recently, by being arrested and brought before the cad for selling without a license. A fine of \$5 with costs was administered, amounting in all to \$8. The complaint was made by some of the Dimondale merchants, and it is said they had a similar dose for the rest of our traveling grocers, but in this they were frustrated. The one who had been fined immediately came home and informed his brother peddlers, and they all went to Lapsing and took out State licenses.

What He Should Be.

A merchant should be an honorable man. Although a man cannot be an honorable man without being an honest man, yet a man may be strictly honest without being honorable. Honesty refers to pecuniary affairs, honor refers to the principles and feelings. You may pay your debts punctually, you may defraud no man, and yet you may act dishonorably when you give your correspondents a worse opinion of your rivals in trade than you know they deserve. You act dishonorably when you sell your commodities at less than their real value, in order to get away your neighbor's customers. You act dishonestly when you purchase at higher than the market price in order that you may raise the market on another buyer. You act dishonestly when you draw accommodation bills, and pass them to your banker for discount as if they arose out of real transactions. You act dishonorably in every case wherein your external conduct is at variance with your real opinions. You act dishonorably if, when carrying on a prosperous trade, you do not allow your employees, through whose exertions you obtain your success, to participate in your property. You act dishonorably if, after you have become rich, you are unmindful of the favors you received when you were poor. In all these cases there may be no intentional fraud. It may not be dishonest, but it is dishonorable conduct.

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—ONE OF THE FINEST AND best selected drug stocks in northern Michigan, excellently located for business; in live town; brick building; steam heat and all modern improvements. Rent moderate; terms reasonable. Address J. W. Balcom, Tawas City, Michigan. 750

FOR RENT—THE NEWLY FITTED STORE at 88 Canal street. Suitable for a hardware, stationery or clothing store. First-class location in center of business part near court house, next door to best paying drug store in the city. Twenty-four feet front and 100 feet deep, high ceiling, etc. For terms apply to 239 Jefferson avenue, Grand Rapids. 731

FOR SALE—HERE IS YOUR OPPORTUNITY—One of the best paying mercantile businesses in Michigan for amount of capital required. Store buildings with stock. Ask the Grand Rapids traveling men about my business, then write me for particulars. Reason for selling, an invalid wife makes a change necessary. Address H. W. King, East Jordan, Mich. 729

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

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

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 SALESMAN TO TRAVEL IN the New England States, representing a flour mill making high grades of flour. Address, stating age, experience, salary expected, references, etc., Michigan Mill, care Michigan Tradesman. 732

SENT FREE—My 44 page catalogue of Window Dressing Supplies will tell you how to trim your show windows. Harry Harman, Room 1204, Woman's Temple, Chicago. 728

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 \$2,000 and \$3,000. Address Theo. Kemink, 83 West Leonard St. 77

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

GRAND RAPIDS GOSSIP.

Frank Weaver has opened a grocery store at Manton. The Lemon & Wheeler Company furnished the stock.

C. H. Joldersma has opened an undertaking establishment at the corner of West Leonard street and Alpine avenue.

Frank Eagles & Co. have opened a grocery store at Manistee Crossing. The Musselman Grocer Co. furnished the stock.

Geo. Schichtel, formerly engaged in general trade at New Salem, has opened a general store at North Dorr. P. Stekete & Sons furnished the dry goods, the Olney & Judson Grocer Co. the groceries, and the Herold-Bertsch Shoe Co. the boots and shoes.

John D. Pickett, Jr., the Nunica dealer, favors THE TRADESMAN with a collection of eggs of all sizes and shapes, which will be on exhibition at the office until the aroma of decomposition compels their removal. The collection is a unique one and will probably be admired by all who take the trouble to inspect it.

Frank and Harry Connell, of the firm of Holmes & Connell, whose store building and drug stock were destroyed in the recent fire at Belding, were in town very early in the week for the purpose of placing their order with the Hazeltine & Perkins Drug Co. for a new stock. The firm has already made arrangements for the erection of a two-story brick store building on their former location, and in the meantime will conduct business in the only empty store building in the place at the time of the fire.

The Retail Grocers' Association held a special missionary meeting in a hall on the corner of West Leonard street and Alpine avenue last Monday evening, and will hold another meeting at the same place soon, with a view to securing the co-operation of all the grocers in that locality. The next regular meeting of the Association will be held at the usual place of meeting on the evening of June 5, at which time arrangements will be made for the social session, which will probably be held on the evening of June 19. This meeting should be largely attended, as other matters of interest will come up for discussion and action.

Gripsack Brigade.

J. A. Gonzalez, traveling representative for the Owl Cigar Co., is making a three weeks' trip through Indiana.

Geo. W. McKay proposes to celebrate the eleventh year of his connection with the candy business in the capacity of traveling salesman, on June 15.

J. C. Watson is home from a six weeks' trip through the Upper Peninsula in the interest of Daniel Lynch. He reports the best trade he ever had in that territory.

Fred Beal, formerly engaged in the bakery business on West Bridge street, has taken the position of State agent for Newman & Son, saleratus manufacturers at Fairport, N. Y.

John M. Shields, who has been on the road for Daniel Lynch several years, has severed his connection with that house and is spending a month at the World's Fair before deciding upon his future course.

The 5-year-old daughter of Thos. Plues, assistant State agent for John Finzer & Co., died at the family residence, at De roit, last week, and was

buried Thursday. The parents will have the sympathy of a large circle of friends in their bereavement.

E. H. Pool left his gripsack in the store of C. Mears, at Mears, on the occasion of a recent visit to that place. He forgot where he had left it and accused about half of the traveling men in town of having stolen it. The veteran storekeeper placed the grip in his vault and turned it over to the owner on the occasion of his visit to that place last week, thus exonerating the traveling men who were unjustly accused. As the valise contained \$37 in money, the find was a happy one for Mr. Pool.

The first social session of Post E, which was held at Elks' hall Saturday evening, was one of the most enjoyable occasions ever participated in by the local fraternity. Covers were laid for about 150 persons and all did ample justice to the menu of cold meats, cake and coffee. Jas. B. McInnes, on assuming the exacting duties of chairman, selected Geo. F. Owen to serve as secretary and W. F. Blake to act as treasurer, while Jas. A. Massie, Joe F. O. Reed, A. E. McGuire and P. Reynolds, respectively, officiated in the capacity of policemen. All discharged their duties to the satisfaction of themselves and those present, the chairman being especially commended for the impartial manner in which he fined those who contributed to the expenses of the entertainment. During the evening Jas. A. Morrison rendered a couple of vocal solos, the Grocers' Quartette—composed of M. and W. J. McInnes, Henry Schuil and Will Stewart—sang a number of selections, Miss Cora Phillips gave a number of recitations, Burt Rice executed whistling solos, Mr. Hughes played on his oboe, Fred and Little Dick Warner executed duets on the piano, Senator Douglas and his fiddle presented three or four selections and Jas. N. Bradford told a story which captivated his hearers, convincing them that traveling men are excellent nurses when on the road—a disclosure which opened the eyes of a number of tired mothers and resulted in their leaving the children in charge of their fathers Sunday afternoon, while the mothers took a much needed rest. The star actor of the evening was Joe Reed in the role of policeman. His familiarity with the billie plainly showed that he had mistaken his calling, as he was evidently cut out for "One of the Finest." The success of the initial entertainment is likely to result in a repetition of this feature before many more months have elapsed.

Purely Personal.

Wm. Logie, wife and two boys are spending a couple of weeks at the World's Fair.

R. G. Lamoreaux, senior member of the firm of Lamoreaux & Beerman, grocers at Fruitport, was in town one day last week.

G. A. Krause has gone to the World's Fair with his family and expects to remain in Chicago ten days or two weeks.

Harry Knapp, who clerked three years for F. E. Hartwell & Co., succeeds Henry De Boer as head clerk for Frank Dyk, the Jefferson avenue grocer.

H. D. McKeivitt, formally with Peck Bros., but more recently on the road for the W. S. Merrill Chemical Co., of Cin-

cinnati has taken a position as head salesman for White & White.

Henry Idema, Vice-President of the Kent County Savings Bank, has purchased another block of stock in that institution, paying 185 therefor. When the directors pay that price for the stock of a bank, it shows they have the most unbounded confidence in the stability and earning capacity of the institution.

Geo. H. Spencer, formerly engaged in the grocery business at Rockford, but for the past three or four years engaged in trade at Pomona, died at Highlands, N. C., May 23, as the result of a severe attack of the grip. The deceased sold his business at Pomona a short time ago and went to North Carolina in the expectation that the climate would improve his health. The air proved to be too rarified, however, and this drawback, coupled with a severe cold, hastened the end he had feared. The body was brought to Rockford by the widow and children, being met at Asheville by W. G. Tefft, the Rockford grocer, who is a brother-in-law of the deceased. The funeral was held at Rockford Sunday, the interment being made in the family cemetery in Cannon township.

The Grocery Market.

Sugar—The makert is strong and an advance is hourly expected. The destruction of the Baltimore refinery by fire is pretty sure to influence higher prices.

Coffee—The market is strong for Brazilian grades, in consequence of which the manufacturers of package goods have advanced their prices 1/2c.

Teas—Samples of new teas have arrived, and the first shipments are expected here about June 1. Prices are very reasonable compared with those of a year ago.

Canned Goods—Tomatoes continue to advance, having jumped fully 10c per dozen during the past two weeks. A Baltimore broker has issued a circular to the trade in which he asserts that there is not thirty days' consumption on the shelves of the retailers and that the country will have to do without canned tomatoes for about sixty days before the new crop. This statement is considered rash by local brokers, who are of the opinion that the probable advance to \$1.50 per dozen will curtail consumption to that extent that old tomatoes will still be in market when the new pack arrives.

Oranges—The market is very strong and is tending higher. There is a scarcity of good fruit. What we said last week about the Californias rotting badly applies with equal force to Messinas as well, as the season is proving the worst in this respect that fruit dealers have ever seen. The fruit appears to be full of water and the cool weather is not as favorable to the keeping qualities of the fruit as is usually the case.

Lemons—Strong, and higher prices will probably rule as soon as the weather becomes warmer.

Bananas—Steady and unchanged.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Geo. Schichtel, No. Dorr. F. W. Pollock, Sand Lake. S. Hunting, Rockford. Lamoreaux & Beerman, Fruitport. E. E. Hewitt, Rockford. A. Cohen, White Cloud.

IMPORTANT NOTICE.

THE MESSA HOTEL

34th St., Between State and Dearborn Streets.

Substantial four-story building (brick and stone) offers for entire month of June beautiful furnished rooms with bath, single \$1.50, double \$3 per day. Elevated station one block, cable cars pass the door.

L. W. SCOVILLE, Manager.

"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.

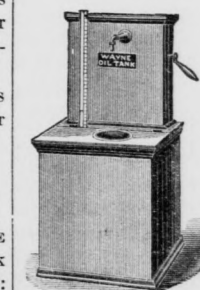
GEO. MOEBS & CO.

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.

GROCERS ON TOP.

They Come Out First Best in Their Tussel with Peddlers.

As long ago as Oct. 17, 1892, the Grand Rapids Retail Grocers' Association began discussing the matter of city licenses, with a view to devising some means by which the fees required of peddlers and hawkers could be increased. The matter was subsequently referred to a committee composed of Messrs. Herrick, Vierviger and Walbridge, who have labored faithfully and achieved a glorious victory. Proper pressure was promptly brought to bear upon candidates for aldermen previous to election and, as soon as election was over, the Mayor was appealed to to appoint aldermen to the Committee on Licenses who would favor the cause of the grocers. As soon as the Committee was announced, arrangements were made to present the cause of the legitimate trade, which was done at a hearing which was attended by large numbers of peddlers as well. The Committee thereupon formulated its report and the Council adopted the recommendations substantially as made, which puts the grocer in better shape to compete with the peddler than ever before. The following comparison shows the present status of the matter:

Brooms—Old fee, \$4; fee recommended by grocers, \$15; established at \$4.

Peddlers of fruit by basket—Old fee, \$16; recommendation of grocers, \$31; established at \$31.

Peddlers of fruit by wagon—Old fee, \$41; recommendation of grocers, \$51; established at \$51.

Hucksters (peddlers of vegetables, etc.)—Old fee, \$11 to \$51, at discretion of Mayor, who usually placed the fee at \$11; recommendation of grocers, \$51; established at \$21.

Oil—Old fee, \$3; recommendation of grocers, \$51; established at \$3.

Spices, teas and coffees—Old fee, \$51; recommendation of grocers, \$51; established at \$51.

As will be noted by the above comparison, the Association has succeeded in getting the fees of hucksters and fruit peddlers, both by basket and wagon, increased \$10 per year. This is a very creditable achievement and gives ground for the belief that active effort a year hence is pretty sure to result in a still further increase.

The most important point gained, however, is the establishment of annual license fees, instead for permitting them to be paid on the installment plan, as heretofore. This is a long step in the right direction and is sufficient to give the grocers cause for rejoicing, as it enables them to determine definitely what can be done by united effort, acting through the medium of a well-equipped organization. In the light of such an achievement, it will never be in order for any grocer to enquire, "Of what benefit is the Association to the grocer?"

"There," said the grocer, as he gave the boy half a dozen onions for a nickel, "I am doing myself a rank injustice. I'm giving you six cents for five."

In the discussion of any topic it will be well to speak plainly, present facts and avoid vituperation. Base no complaint on mere hearsay, be courteous to those who differ from you, and show it in your words and bearing, state your case as concisely as possible, be logical in your argument and, above all, keep your temper.

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for various goods like Unbleached Cottons, Bleached Cottons, Canton Flannel, Dress Goods, Carpets, Corsets, and more.

Table of Demins, Gingham, Grain Bags, Threads, Knitting Cotton, Mixed Flannel, Canvas and Padding, Dukes, Waddings, Silsesias, Hooks and Eyes, Cotton Tape, Safety Pins, Needles, Table Oil Cloth, Cotton Twines, and Flaid Osbnaburges.

ATLAS SOAP

Is Manufactured only by HENRY PASSOLT, Saginaw, Mich.

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

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

We are state agents for the People's Typewriter.

Retail price, \$20 each. Agents wanted in every town in the state. EATON, LYON & CO. Booksellers and Stationers, 20 & 22 MONROE ST., GRAND RAPIDS, MICH.

CHAS. B. KELSEY, Pres. E. B. SEYMOUR, Sec'y. J. W. HANNEN, Supt.

THE GRAND RAPIDS MAKE ONLY THE BOOK BINDING CO. BEST LANK BOOKS

"Chicago" Linen Hinge and Mullins Patent Flat Opening Books. SPECIAL BOOK BINDING. Telephone 1243. 80 Pearl street, Old Houseman Block, Grand Rapids, Mich.

"The Kent."

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

BEACH & BOOTH, Props.

Kid Gloves From Lambskins.

The manager of a fashionable glove shop up town fell to talking the other day about the making of kid gloves.

"Only a small percentage of gloves sold as kid are such," he said. "Millions of kid gloves are demanded, while comparatively only a few goats are raised in the world, and of these a large number must be kept until full grown for breeding purposes.

"A substitute for the genuine kid is found in lambskin, which makes an excellent grade of glove, and is easily sold for kid. Genuine kid gloves can, of course, be obtained at a high price, but thousands of persons who think they are wearing kid have only the skin of the lamb."

"Where are the best gloves made?"

"Well, the French excel all other nations in the manufacture of gloves. They are remarkable for elasticity, and give when pressure is put upon them by the hand, and retain their shape for a long time. But an excellent grade of glove is made in America. The domestic gloves sell well, and compare favorably with the imported goods. In all branches of the glove-making industry a high degree of skill is required and the workmen generally learn their trade in Europe.

"The lambskins are selected with great care, and put into large tanks at the factory. These tanks are partly filled with the yolks of eggs and other soft, sticky substances. Then the skins are subjected to a thorough pounding with a heavy stick that is padded so as not to injure them. In some factories men with bare feet tread on them, their object being to 'nourish' the skin and make it 'strong' and 'healthy.' The skins are kept in these tanks for a long or a short period, according to the judgment of the superintendent. If allowed to remain too long they become too well nourished and decay.

"After the work of nourishing is over then comes the work of cleaning. The skins are worked in tubs of fresh water and washed thoroughly until all trace of useless substances is removed from the surface. They now become soft and in color are a dull white. Then they are laid on a smooth stone slab, with the rough side down, and pressed and stretched until every wrinkle has been smoothed out.

"The skins being cut remain in this stretched state and are then dyed. The dye is laid on with a brush, and the shade is always darker than the one desired, for the dripping and after treatment lighten it at least one-quarter. The greatest care is taken to prevent spots of dye from getting on the inside of the skins, as this would produce a damaging defect in a high-priced glove.

"After the skins have been allowed to drip for several hours they are taken to the drying room, the air of which is kept at a high temperature, usually by steam heat. It does not take long for the skins to dry out hard, stiff and rough. Before they can be used, however, they are made soft and pliable again by laying for several days in damp sawdust. Then they are placed on a machine worked by a screw, and by long and gentle pressure stretched to the utmost. If there are any holes, rough spots, or cracks in the skin, it is thrown away, or should be. But not all the glove-makers are honest, and the blemishes are often covered up. This accounts for the sudden giving out of many gloves.

"The delicate part of glove-making is the cutting, as the least variation in the lines will destroy the symmetry of the glove and make its fit imperfect. Patterns are used for each size, but even with these mistakes are often made. In first-class factories, where the skin is not properly cut it is thrown away or cut up into gussets. Every skin is studied by the cutter so as to make the greatest number of gloves from it with the least waste, and it is so graded that the largest sizes are first marked out and the rest is used for children's gloves.

"Modern invention has enabled the cutter, when blocking out the glove, to make small holes in the skin for stitches. This insures perfect regularity and uniformity of stitching, which are of great

importance. If the stitch is too tight an uneven pressure is put on the skin, which makes it break easily, and if too loose it leaves a bag in the glove. Linen and silk thread are used, and the stitching is done by women, who are fairly well paid. When the gloves are finished they are thoroughly inspected, and, if accepted, are tied up in bundles ready for the market."

The great highroad of human welfare lies along the old highway of steadfast well-doing.

THE LAKE ROUTE TO THE WORLD'S FAIR VIA PICTURESQUE MACKINAC.

Avoid the heat and dust by traveling on the Floating Palaces of the Detroit & Cleveland Steam Navigation Company. Two new steel passenger steamers have just been built for this Upper Lake route, costing \$300,000 each, and are guaranteed to be the grandest, largest, safest and fastest steamers on the Lakes; speed 20 miles per hour, running time between Cleveland, Toledo and Chicago less than 50 hours. Four trips per week between Toledo, Detroit, Alpena, Mackinac, Petoskey and Chicago. Daily trips between Detroit and Cleveland; during July and August double daily service will be maintained, giving a daylight ride across Lake Erie. Daily service between Cleveland and Put-in-Bay. First-class stateroom accommodations and menu, and exceedingly low Round Trip Rates. The palatial equipment, the luxury of the appointments makes traveling on these steamers thoroughly enjoyable. Send for illustrated pamphlet. Address A. A. Schantz, G. P. A., Detroit & Cleveland Steam Nav. Co., Detroit, Mich.

HATCH CHICKENS BY STEAM With the Improved Excelsior Incubator. Simple, Perfect, Self-Regulating. Thousands in successful operation. Guaranteed to hatch a larger percentage of fertile eggs at less cost than any other hatcher. Lowest priced first-class hatcher made. GEO. H. STARR, Quincy, Ill.

When You Get Tired

Buying rubbish, send for our catalogue of window Screens, Screen Doors, Etc. Goods well made from best materials. Prices seldom higher.

A. J. PHILLIPS & CO., Fenton, Mich.

Important to Commercial Travelers and Merchants.

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

Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

Table listing hardware prices for various items like AUGURS AND BITS, SNELL'S, COOK'S, JENNINGS', AXES, RAILROAD, GARDEN, BOLTS, STOVE, CARRIAGE, PLOW, SLEIGH SHOE, BUCKETS, WELL, PLAIN, WELL, SWIVEL, CAST LOOSE PIN, WROUGHT NARROW, BRIGHT BAST JOINT.

Table listing hardware prices for various items like WROUGHT LOOSE PIN, WROUGHT TABLE, WROUGHT INSIDE BLIND, WROUGHT BRASS, BLIND, CLARK'S, BLIND, PARKER'S, BLIND, SHEPARD'S, BLOCKS, ORDINARY TACKLE, CRADLES, GRAIN, CROW BARS, CAST STEEL, CAPS, ELY'S 1-10, HICK'S C. F., G. D., MUSKET, CARTRIDGES, RIM FIRE, CENTRAL FIRE, CHISELS, SOCKET FIRMER, SOCKET FRAMING, SOCKET CORNER, SOCKET SLICKS, BUTCHERS' TANGED FIRMER, CURRY, LAWRENCE'S, HOTCHKISS, WHITE CRAYONS, PLISHED, COLD ROLLED, BOTTOMS, DRILLS, MORSE'S BIT STOCKS, TAPER AND STRAIGHT SHANK, MORSE'S TAPER SHANK, DRIPPING PANS, SMALL SIZES, LARGE SIZES, ELBOWS, CORRUGATED, ADJUSTABLE, EXPANSIVE BITS, CLARK'S, IVES', DISSTON'S, NEW AMERICAN, NICHOLSON'S, HELLER'S HORSE RASPS, GALVANIZED IRON, GAUGES, STANLEY RULE AND LEVEL CO.'S, DOOR, MINERAL, JAP. TRIMMINGS, DOOR, PORCELAIN, JAP. TRIMMINGS, DOOR, PORCELAIN, PLATED TRIMMINGS, DOOR, PORCELAIN, TRIMMINGS, DRAWER AND SHUTTER, PORCELAIN, RUSSELL & IRWIN MFG. CO.'S NEW LIST, MALLORY, WHEELER & CO.'S, BRANFORD'S, NORWALK'S, MATTOCKS, ADSE EYE, HUNT EYE, HUNT'S, SPERRY & CO.'S POST, COFFE, PARKERS CO.'S, P. S. & W. MFG. CO.'S MALLEABLES, LANDERS, FERRY & CLARK'S, ENTERPRISE, MOLASSES GATES, STEBBIN'S PATTERN, STEBBIN'S GENUINE, ENTERPRISE, SELF-MEASURING, NAILS, ADVANCE OVER BASE, WIRE NAILS, CASE 10, CASE 8, FINISH 10, CLINCH, BARRELL, OHIO TOOL CO.'S FANCY, SCOTIA BENCH, SANDUSKY TOOL CO.'S FANCY, BENCH, FIRST QUALITY, STANLEY RULE AND LEVEL CO.'S WOOD, FRY, ACME, IRON AND TINNED, COPPER RIVETS AND BURN, PATENT FINISHED IRON.

Table listing hardware prices for various items like HAMMERS, MAYDOLE & CO.'S, KIP'S, YERKES & PLUMB'S, MASON'S SOLID CAST STEEL, BLACKSMITH'S SOLID CAST STEEL HAND, HINGES, GATE, CLARK'S, STATE, SCREW HOOK AND STRAP, LONGER, SCREW HOOK AND EYE, BARN DOOR KIDDER MFG. CO., CHAMPION, ANTI-FRICTION, KIDDER, WOOD TRACK, HOLLOW WARE, POTS, KETTLES, SPIDERS, GRAY ENAMELED, HOUSE FURNISHING GOODS, STAMPED TIN WARE, JAPANNED TIN WARE, GRANITE IRON WARE, WIRE GOODS, BRIGHT, SCREW EYES, HOOK'S, GATE HOOKS AND EYES, STANLEY RULE AND LEVEL CO.'S, SISAL, MANILLA, STEEL AND IRON, TRY AND BEVELS, MITRE, SHEET IRON, NOS. 10 TO 14, NOS. 15 TO 17, NOS. 18 TO 21, NOS. 22 TO 24, NOS. 25 TO 26, SAND PAPER, LIST ACCT. 19 '96, SILVER LAKE, WHITE A, DRAB A, WHITE B, DRAB B, WHITE C, DISCOUNT, 10, SOLID EYES, HAND, SILVER STEEL DIA. X CUTS, SPECIAL STEEL DIA. X CUTS, CHAMPION AND ELECTRIC TOOTH X CUTS, TRAPS, ONEIDA COMMUNITY, NEWHOUSE'S, ONEIDA COMMUNITY, HAWLEY & NORTON'S, MOUSE, CHOKER, MOUSE, DELUSION, WIRE, BRIGHT MARKET, ANNEALED MARKET, COPPERED MARKET, TINNED MARKET, COVERED SPRING STEEL, BARBED FENCE, GALVANIZED, PAINTED, AU SABLE, PUTNAM, NORTHWESTERN, WRENCHES, BAXTER'S ADJUSTABLE, NICKEL, COE'S GENUINE, COE'S PATENT AGRICULTURAL, WROUGHT, COE'S PATENT, MALLEABLE, MISCELLANEOUS, BIRD CAGES, PUMPS, CLISTERN, SCREWS, NEW LIST, CASTERS, BED A D PLATE, DAMPERS, AMERICAN, FORKS, HOES, RAKES AND ALL STEEL GOODS, METALS, PIG TIN, ZINC, DUTY, SHEET, 2 1/2 C PER POUND, 600 POUND CASKS, PER POUND, SOLDER, ANTIMONY, COOKSON, HALLET'S, TIN-MELLYN GRADE, 10X14 IC, CHARCOAL, 14X20 IC, 10X14 IX, 14X20 IX, TIN-ALLAWAY GRADE, 10X14 IC, CHARCOAL, 14X20 IC, 10X14 IX, 14X20 IX, ROOFING PLATES, 14X20 IC, WORCESTER, 14X20 IX, 20X28 IC, 14X20 IC, ALLAWAY GRADE, 14X20 IX, 20X28 IC, BOILER SIZE TIN PLATE, 14X28 IX, 14X31 IC, 14X56 IX, 14X60 IX.

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE
Best Interests of Business Men.

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E. A. STOWE, Editor.

WEDNESDAY, MAY 31, 1893.

UNITED STATES AND EUROPE.

It is very evident from the space given by European journals to American affairs that the Old World is becoming exceedingly alarmed at the development in progress in this country, and is beginning to fear that in the not very distant future the trade supremacy will be transferred to the Western Hemisphere. With trade supremacy would naturally go political influence and power.

The Paris *Figaro* devotes a considerable portion of its space in a late issue to an article upon the menace to Europe, and particularly to France, of the economic development of the United States. The *Figaro* holds that this country is not in the least dangerous in connection with military affairs, but from an economic point of view it constitutes an immediate and pressing menace.

It is shown, for instance, that the vast debt contracted by the United States during the civil war will soon be practically wiped out, while the debt of Europe is constantly on the increase and is now estimated at the fabulous sum of 126,000,000,000 francs. In Europe today the idea of impending war dominates everything, and not only does this cause an immense annual expenditure to maintain the military establishments, but by keeping all classes of values in an unsettled condition and maintaining everlasting uncertainty, Europe's trade is hurt and its enterprise checked.

In the United States no fear of war exists, and, as a consequence, there is no check to the development of the country's industries and no insufferable drain upon the taxpayers for war purposes. The vast number of able-bodied men maintained in idleness in the armies of Europe is also a drawback to commercial progress. Nearly 4,000,000 men are enlisted in the standing armies, a fact which represents the withdrawal of that number of able-bodied men at a time of life when their minds are commonly most alert and their after destinies powerfully influenced, from active participation in the material development of their country. The United States has no such drawback, as its

standing army is less than 30,000 men.

All these facts are certainly worth considering, and patriotic Americans should not miss existing opportunities to actively push American trade at home and abroad, so as to take full advantage of the difficulties Europe now labors under.

IMPORTED AND NATIVE FIBERS.

The business in imported fibrous material for cordage, bagging and the like is enormous. In the year 1892 there were imported into the United States from foreign countries 198,000 tons of these articles, of which 88,000 tons were of jute, used largely for the bagging for packing cotton and other products; 48,000 were of sisal grass for cordage, 45,000 were of manilla hemp for cordage; and 18,000 of other fibers. They came in duty free, and for them was paid to their foreign producers \$16,478,000, besides freights.

Now it is a question, and a most important one: Cannot these articles, or others that will take their places, be produced to advantage in the United States? If so, the money which goes out of the country to enrich foreigners would be kept at home. Prof. S. Waterhouse, of Washington University, St. Louis, an able writer on economic subjects, undertakes to answer this question in the affirmative. He holds that in the Southern States all the most important fiber plants can be readily and cheaply grown, and all that is required to compete with the cheap Asiatic hand labor used in preparing them for market is to employ ingenious labor-saving machinery. He declares that it has long been known that jute and ramie will grow luxuriantly in the Southern States, and that the okra and banana, so abundant in the Gulf belt, will furnish the most desirable fibers, while it is highly probable that some of the textile plants of the West Indies, Mexico and South America would find in our semi-tropic latitudes conditions of climate and soil favorable to their naturalization. If inventive skill has devised a cheap and rapid method of preparing fiber, then nothing but the enterprise of the Southern planters is needed for the development of this new source of national wealth.

Heretofore, we are told, American farmers have raised flax chiefly for the seed, and have burned the straw. But recently a powerful company has been organized in the Northwest for the purpose of utilizing the fiber and saving the textile values which thus far a spendthrift husbandry has squandered. The success of this experiment will lead to the establishment of profitable linen industries in the United States, and the enrichment of Western farmers by the saving of a part at least of the fibrous wealth contained in half a million tons of flax straw. The Western farmer has wasted a valuable portion of his crops, the Southern planter has neglected rare opportunities for increasing his profits. The vigorous effort which the former is making to rectify his mistake is an example which the latter ought to follow.

Some effort has been made to provide machinery for preparing jute and ramie fibers from the crude stalk, but it is doubtful if perfect success has yet been assured. But certainly there is no reason to fear any lack of final triumph. No person who is acquainted with the history of machinery for the preparation

of cotton fiber can doubt that inventive ingenuity and mechanical skill will be equal to every demand for separating and putting in marketable form all the other valuable fibers which our farmers can produce.

Recent press dispatches have brought accounts of copious rains in southern Europe, thus breaking the drought that so threatened destruction to all classes of crops. No such relief has been experienced in the more northerly portions of the continent, however, and the dispatches from Germany, France, Belgium and parts of Austria report that the drought continues unabated, and that the crops have already suffered immense damage. Aside from the immediate results to the people of the countries thus affected, it is probable that much more general and important consequences will follow. Naturally, the crops to suffer most will be the food crops. This will necessitate a freer demand later on for American grain. The most important consequence, however, is likely to be the partial failure of the sugar beet crop. As beet sugar now constitutes the largest portion of the sugar supply of the world, any serious shortage in the season's crop is calculated to enhance the price of sugar everywhere. This result is the more likely to happen in the present instance because the surplus of beet sugar is now unusually small, and the Cuban crop, the largest source of cane sugar supply, has also been a partial failure.

When the typefounders' trust was organized, a few months ago, it was expected that the price of type and printers' supplies would materially advance. Such has not proved to be the case, however, as THE TRADESMAN has been able to buy goods of Barnhart Bros. & Spindler lower than ever before—40 per cent. discount on newspaper type and 50 per cent. discount on job faces. These prices are lower than were ever made prior to the organization of the trust, strengthening the opinion that the combination must pay Barnhart Bros. & Spindler their price for their plant before it can expect to maintain higher prices. Should any of the patrons of the trust foundries doubt that the discounts above named are being given by independent manufacturers, the invoices can be inspected at any time at this office.

"No man liveth to himself" is an axiom the truth of which will be acknowledged by everyone. The life of every man—what he does, what he is—has an influence for good or ill upon his fellowmen, and especially upon the young, past computing. The life of the successful business man, whose success is based upon "square dealing" and sound principles, is an object lesson to young men just starting in business, or preparing themselves for it, which must, if heeded, influence them for lasting good. Believing this, THE TRADESMAN believes in presenting, from time to time, brief sketches of the lives of the successful business men of Michigan, two of which—of a wholesaler and a retailer—appear before our readers this week.

In view of the valuable concessions secured from the Common Council in relation to the licensing of fruit peddlers and vegetable hucksters, the Grand Rap-

ids Retail Grocers' Association ought now to have the membership and co-operation of every retail grocer in the city. Substantially all the larger grocers have affiliated with the organization and the smaller dealers in the suburbs who have not yet joined ought to come forward without being asked.

The season for weighing and testing maple sugar and syrup in Vermont is just closed, and it is reported that the yield has been unprecedentedly large this season. The yield in the Montpelier district is 70 per cent. larger than last year, amounting to 2,390,000 pounds. Nearly the whole of this calls for the 2-cent bounty, and it is estimated that Maine, New Hampshire and Vermont will get some \$70,000 this year, which is twice as much as last year.

Never was a nobler tribute paid to labor than by Catherine Cole in her contribution on another page of this week's paper. The scope of this remarkable woman's intellect is admirably shown in her wonderful eulogium on the smoke of the factory chimney, which she invests with almost poetic beauty. In the opinion of THE TRADESMAN, no more graceful rhapsody was ever penned.

Monopoly Means Extortion.

It is commonly claimed on behalf of trusts and combines that they do not increase the cost of goods to the consumer, but increase the profits of those interested by making it possible to economize in the cost of production and of distribution. That argument would sound plausible if it were not for the fact that human nature is so intensely acquisitive that no ordinary mortals could be expected to forego the opportunity for squeezing consumers which the possession of a monopoly always presents.

The attempted reorganization of the cordage trust has brought out some interesting evidence on this subject.

The trust failed because it was not able to carry on business successfully in competition with the John Good Cordage and Machinery Company, and now it is proposed to effect a combination of these two interests by giving Mr. Good control of both. That gentleman is reported as saying that if entire unity can be attained the price of manilla can be advanced to 11 cents a pound instead of 8½ cents, as at present, and that 11 cents is a fair price for the consumer. But inasmuch as Mr. Good has just succeeded in crowding the combined cordage companies to the wall because he could make money at 8½ cents, while they could not, it is evident that he would have a net profit of over 30 per cent. at the price which he proposes to charge.

On an enormous and steady wholesale business such as that in which Mr. Good is engaged a net profit of from 5 to 10 per cent. (according to the nature of the business) should satisfy any reasonable mortal, and it is quite safe to say that no man would make more on such a business for any length of time in an open market with free competition. Mr. Good's frank proposal to use the power obtained through combination as a means of squeezing over 30 per cent. net profit out of all who have to use rope or cord for any purpose is, therefore, a very forcible argument in favor of legislation against such combinations, because it proves them to be a form of conspiracy against the well-being of the community.

GEO. R. SCOTT.

DIGNITY OF LABOR.

A Woman's Ideas on This Important Subject.

A narrow interpretation of my subject would be that only women could need any encouragement concerning the dignity of labor. It may be true that women need it most, since they are the latest wage earners, but I doubt it. Women have that in their mechanism which makes them peculiarly fitted to endure. It has always been a mild wonder to me that God did not make Job a woman. At any rate, Job endured only boils and things, but if there was a Mrs. Job she had to endure—Job.

Men, under the stress of hard work, poor pay, misfortunes, family troubles, ill-health and strikes, run away, commit suicide, get drunk and beat their wives. Women simply keep on and do the best that they can.

Men do not always truly estimate the dignity of labor. I mean that sort of sculpture-like repose that is content with the grand performance of the humblest task—the shoeing of a horse, the making of a window pane. They prefer the professions, and a pettifogging clerical, a medicine booster is in many of their councils set above any virtues and truth and practicableness that may be lodged behind the leathern shield over a blacksmith's heart.

In literature the ideal man is David Elginbrod, the humblest of toilers. In American life the ideal man in brain and heart, or I should say in heart and brain, is Abraham Lincoln.

It has been proved that we may pluck away the vestments of a king, and find nothing there. History sifts. The chaff of name, lineage, blows away; only acts and arts settle and remain.

The glory of the laborer, is, that by his act he adds to the rounded perfection of the world. His spade is an implement with which he is chiseling on all the granites and marbles and on the black oam hieroglyphics of peace.

Her needle is an embroiderer weaving precious fabrics of art to be hung forever like trophies on the towers of our temples, like battle flags of crusaders, who have righted wrongs and made beautiful waste places.

Labor is the only master that endures. It is the eternal monarch, the king that dies not. It holds up consecutively kings on its thumb. But it is a muzzled master and hardly knows that it is the real king. Yet, any capitalist, any monarch, may sit before it trembling like a man who expects to be engulfed by a flood. The river is good within bounds. So is labor. So, for the matter of that, is capital. So is any virtue. The finest virtue may become intolerable if unleashed.

About a peaceful landscape you see like tall flagstaffs the chimneys of factories. From each floats the one grand, indestructible, indissoluble, unendable, international standard—smoke. It is the flag of the world's union. Smoke of the forge and factory is the very breath from the fine, quivering, sweating nostril of the laborer.

When we see the royal standard floating, blue or black, all star-shot with sparks, going upward and sinking out into invisibility like the souls of men who had been grand, or wheels of machinery, or of others, dying with firm hands pressed unflinchingly to the throats or braced beside the compass—brave

workers to the last, lion hearted Richards and greater, we may point to that standard and say: There is the palace of the king. The king is at home to-day.

Riot and disruptions, strike and panics are, perhaps, caused not so much by the outraged dignity of labor as by the forced indignity of no labor. The deadly walking delegate has no grievance to compare to that of the honest man who is told to tamely endure an enforced idleness.

Any government threatened with the labor crisis can at least temporize and evade by opening up employments for the unemployed. There is always money for going to war. There should equally be money for going to work. There should be money for the national building of roads—the great civilizer—money for the national reclamation of lands.

I have seen something of the deadly walking delegate. The working one has no grievance if he does not find it out for himself, and himself strike his staff into the soil and turn at bay. I command my own point of view. I know "where it hurts." The paid agitator, drawing a salary for discovering wrongs, like a state astronomer paid for discovering stars that one can only see through his telescope, is an insult to honest labor. Anything stealthy is fearsome and discreditable. He is wrong just as a heretic commits a sort of sacrilege if he disturbs a man at his devotion—just as a wanton singing lal, lal, lal in a silken gown and a wine-thick voice does harm under the window where virtue sits without singing, and with no luxuries of raiment, food or furniture.

Dignity of labor must begin in the heart. Injustice must first rankle there. You cannot grow from the out in, any more than you can make first the last outer wave of the pebble cast into a pond. And so, the walking delegate is an incident, a fly brushed off the enduring statue of Hercules, and even its petty stain is easily effaced.

The law of labor, the grand undying purpose of it, flows and progresses as beautifully and as stately, as inevitably as a glacier from the brows of Mount Blanc. If all the noises could be compounded into one noise it would be the mighty blow of a man's fist on the anvil of time. It rings on forever. We have for our always possession not the song of the poet, the beauty of the woman, the grandeur of the king, but the artifice of the laborer, the pile of the pyramid, the lintel of Stonehenge, the cobbles neatly woven on the Appian way.

Sometimes rich ladies go about taking the hands of the scullion maids and fallen girls, and they say: "I do not look down on you even if you are less than I." This is living an improvement on Christ!

Sometimes a rich person, with all the successes, make a spread-eagle speech to the workers out in the world. What does he know about it? The amplest moral quack is the advice-giver. What does such an one know of the heroism of the saw-filer, of the nerve it takes to be a boiler-maker?

I once made a note of advices that successful ones love to give to others. Among these were: "Don't worry. Be cheerful. Sleep much and take plenty of rest. Associate only with healthy people. Don't starve yourself."

A pampered queen, who hears her people are starving for bread and wonders

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.

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.

Lemons

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Oranges.

Buy them of

THE PUTNAM CANDY CO.

Badges

For

SOCIETIES,
CLUBS,
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DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

why they don't eat cake, is not a pitiful travesty on sympathy and divine comprehension. How dare the greatest of us prate of the dignity of labor to the woman under whose sad, hungry fingers in the gloom of a garret is heard the sad silken whisper of a fine lady's gown that she garnishes in sorrow and hunger, preserving for a few pence the spotless integrity of a white life, the untarnished bloom of a pure body! Why, bishops in carriages riding to give prayers beside the brass and rosewood bedsteads of their rich but dying customers can take here lessons in the dignity of labor! Oh! how dare we prate to a car driver to be true, to a clerk getting \$3 a week to be grand—some of us who get roast beef and dessert for dinner, who never make beds or wash greasy dishes or clean out stables or sew shirts. As well may a man admonish not to cry out the woman down alone in the awful valley and shadow of maternity.

But we are so human, the strongest of us are so weak, so miserable, so easily cast down, so easily uplifted, almost to the skies, we need always that there should be somebody on the hill top to cry out, "Come on and on and on, and up!"

I do not know how fine I am until somebody takes his hat off to me. Not every one's soul is born at nativity. One's heart may be old before one becomes conscious of the true import of life or begins to ask why are we here? What is this thing I am doing? Is it buying bread and meat and no more? Sometimes a farmer plants and reaps and sees not the plan of his valley, the destiny of his corn, until some artist paints his valley and shows him the sky that is that visible face of God the least hopeful of us may worship. Until some missionary comes along and takes the corn, not to bull the market, but to send to the starving in Russia. Then what a new beauty the wearied, drooping of the bearded grain has, in his eye; in its rustling leaves he hears the sigh of a nation; he reaps more than he planted; his work is sacred even to himself. It is as if a new door looking out on the windy expanse and far perspective of a new world had been suddenly opened.

Emerson said: "If the stars should appear but once in a thousand years, how men would believe and adore, and preserve for many years the remembrance of the city of God."

The service each one of us gives is as constant as the stars. It is so common we forget to honor it or make much of it, as if the daily act could be dimmed by custom or become less fine than the English at Balaclava, or Custer clasp the Indian arrows to his dauntless heart against the close and dreary canvas of the Black Hills, or Jackson, the victim of his own discipline, crying out that his body thirsted for the shade of the trees beyond the river.

It is good to idealize service. Let us grow bays for the brows of honest labor. Our American cartoonists represent the working man as a splendidly muscled, fine browed young Hercules. The ideal strong man as preserved in art or literature is but the apotheosis of labor.

When we talk in the home or from the pulpit or in the paper of the dignity of labor, the youth is enthused to gird up his loins and go afar to battle with the dragon in the next country. He is immediately inspired with a sort of spuri-

ous, egotistic inspiration, and is in a fervor of fighting windmills in Spain.

It seems larger to spend money on cathedral stones, while it is petty and anybody's work to stoop to the little souls starving on our own doorsteps. Many a woman has a forced enthusiasm to work, to fulfill a thing she calls her destiny, provided it is something unusual. It takes her on the stage. It calls her to a profession. It sends her out as an evangelist, but this self-absorbing destiny that loves going away, applause, audience excitement, overlooks the broom in the house corner, the baby in the cradle whose nose needs wiping, the family sent adrift for society and a mending basket.

The most beautiful life, the highest is the unsung life that completes it measure with the duty just at hand nor runs away from it to the most congenial employment.

Did you ever regard the wistful look with which a daily drudge looks after the laureled worker who works the least, yet gets the greatest pay? Have you not seen genius humbled before a coupon cutter? A hero of integrity, cashing millions for his rich employers, walking to and fro to his desk's dead wood?

There is dignity for you! Not yet do we forget Johnson waiting humbly in the ante-room of a lord, servile, hopeful. Is not such labor servile to-day because it belittles itself by accepting the false estimate of a few self-elected arbiters who measure everything, all the virtues, all the results, by the table of United States money.

The shamefullest figure is that of an idler. On the street we see clean flagstones held down by idlers, pinched pills of pure humanity, a great family, a heroic ancestor, come down to this! There is something unwholesome and unsanitary in such society. Such idleness has no holidays; all its hours are punishments and reproaches.

A lady boasts of her folded hands. She crimps her hair and knits tidies for her chair backs, and is put to blush by a patient jig dancer in a dime museum. It is true God never intended women to work, their physical natures prove this. Christ himself said as much.

But we, who are improving yearly on the eternal plans, have changed all that. Opinion demands that woman must do in order to be. She is a freeman and she has a personal account to render some day.

Sometimes a man falls out of work. He is ashamed to be poor; he is ashamed to move into a smaller house, or to do without a servant; ashamed to keep out of debt by performing a humbler task.

But who keeps alive this snob germ in him, if not ourselves? While he was a bank clerk or a merchant we invited him to our home, when he cobbles shoes he is sent to the kitchen door to ask custom of the cook.

We teach our little child that dark is natural and nothing to be afraid of. Work is as natural as the dark. Aye, it is the night, and in its sky the brave and dignified workers are the stars to admonish us by their shining that art is long and time eternal. CATHERINE COLE.

In Germany the cigarette habit among women has become so pronounced that an application for separate smoking compartments for women has been made to the railway authorities. The reply was rather curious, yet very much to the point: "Women who smoke are men, consequently they may go and smoke with the other men."

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.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer for life.

Stanton & Morey,

DETROIT, MICH.

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

Do You give PREMIUMS for cash Trade? WHY NOT BEGIN NOW? The NATIONAL BOOK & PICTURE CO. devotes its attention to preparing PREMIUM PLANS which go. LARGEST BUSINESS OF THE KIND IN THE WORLD. SEND FOR THE WINNER TRADE 167-169 Fifth Ave CHICAGO.

WILLIAM'S



ROOT BEER

Easily and cheaply made at home. Improves the appetite, and aids digestion. An unrivalled temperance drink. Healthful, foaming, luscious. One bottle of extract makes 5 gallons. Get it sure. This is not only "just as good" as others, but far better. One trial will support this claim. SOLD EVERYWHERE Williams & Carleton, Hartford, Ct.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

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



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Chicago Office: 305 Central Union Block. Milwaukee Office: Room 502 Matthew Building.

Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

Whether quaffed from a vessel of tin, glass or gold; There's nothing so good for the young or the old—as

Hires' Root Beer

A delicious, health-giving, thirst-satisfying beverage. A temperance drink for temperance people. A 5c. package makes 5 gallons. Sold and Enjoyed Everywhere.



DODGE

Independence Wood Split Pulley

THE LIGHTEST! THE STRONGEST! THE BEST!

HESTER MACHINERY CO.,

45 So. Division St., GRAND RAPIDS.

BRIC-A-BRAC.

Written for THE TRADESMAN.

I wonder if the grocers outside of the Second City of the Wolverine State are actuated by the same motives and subject to the same multiplicity of moods and mental phases of temper as those are who do business within her borders? I presume they are. Human nature is pretty much the same everywhere—nine out of every ten you meet kicking at everything in sight on general principles; eight out of every ten inflated with some special grievance, while only about one in ten met with on the street shows any evidence of that calm, peaceful resignation which is supposed to be one of the crowning virtues of Christian character.

While strolling about the business center of the city during one of the very few sunny afternoons we have been blessed with for some time, an unusual number of suburban grocers were encountered. Some were down town for an airing, while others were on business bent.

"Helloa, there, TRADESMAN," squeaked ed out a well-known piping voice at the head of Monroe street. It was the voice of a far-out grocer, and this was the burden of his song.

"What's become of all them wonderful things you said that air Grocers' Association was goin' to do fur's when you got me to jine it? You said they was goin' to stop cuttin' in prices an' take after the hucksters with a sharp stick an' do a heap of other big things. But they hain't dun it—everybody cuts an' slashes just the same, an' 'tain't a cent's wuth o' benefit to me nohow, an' if I'd a knowed it I wouldn't 'ave jined it."

"Well, Mr. Pickles, I am sorry to hear that you have failed to derive the benefit from the Association which you, as a member, are entitled to, and which your brother members are certainly enjoying, if their evidence in the matter is to be accepted on its merits. I certainly did not misrepresent anything when I solicited your membership. I simply pointed out the evils to which you, as an isolated grocer, were subjected. You were reminded, agreeable to your own judgment, that these evils could never be removed or modified except through organization. It is true that the possibilities of organized effort were presented to you in a strong light; but you will remember, Mr. Pickles, that I warned you, after receiving your application, never to speak of the Association as 'they,' but to always refer to it as 'we,' in order that, whatever the result of the movement might be—whether good, bad or indifferent—you might realize that it was just what 'we' made it. By the way, Pickles, did you attend the last meeting?"

"Naw! I hain't bin to a single meetin' yit. What's the good of it?"

As Pickles passed around the corner I thought to myself, "What a pity it is that the grocers' cornfield contains so many nubbins."

Before reaching the next corner a friendly hand was laid upon my shoulder. Looking up, I returned the salute with an off-hand, "Helloa, Vinegar, how's trade up in your end of the city?"

"Trade?" yelled Vinegar, with a snort. "why, there ain't any."

"Now, look here," said I, "do you pretend to stand right up here on Monroe

street and tell me that the people in your neighborhood have quit eating?"

"Quit eating? No. I guess not. I wish they would, b'hokey, for they are bleeding me to death. They are sapping my vitality and undermining my fortifications with their infernal appetites," said Vinegar, as he mopped the sweat off his troubled brow.

"I can't understand, Mr. Vinegar," said I, "how you could benefit your trade by shutting off the people's appetites. If they quit eating they would quit buying."

"That's my only chance for salvation," said Vinegar; "they're eating up my substance and leaving nothing to replenish it with but 'charge its,' and I can't trade off the 'charge its' to the jobbers for goods. Why, say, Slim," said Vinegar, displaying a crumpled note, "look at that! I've got \$1,100 on my books, and yet I'm threatened with everlasting demolition by Lard, Crackers & Co., if I don't pay a bill of \$60 or present that note, endorsed, before the bank closes this afternoon. Three days hard work failed to get the cash, and, as a last resort, I had to find an endorser."

Here was more food for reflection. As Vinegar sped away to the wholesaler with a small paper bearing upon it a simple signature, it seemed like a small matter. Yet, what a load of anxiety it removed from Vinegar's mind, putting off the evil day which overtakes, sooner or later, nineteen out of every twenty men who embark in the grocery business. And that simple signature—whose was it? Was it put on that paper by an accommodating debtor of the grocer's? Oh, no! Who ever heard of a grocer's debtor so obliging and accommodating as to come forward like a man, expressing regret at not being able to meet his grocery bills promptly, and volunteering to lend his name on a bit of bank paper? This little act of courtesy would not cost the delinquent customer one red cent, while it would, in many cases, save his grocer many a bitter pang and sleepless night, and, possibly, from utter ruin. No, the man who put his name on that paper was a friend who did not owe the grocer a cent. Is not this a strange freak of human nature? Would it not seem more in accordance with the eternal justice of things that a man, when reduced to straitened circumstances, should apply to the man to whom he had extended the largest degree of accommodation? It would seem so; yet, in this cold, matter-of-fact business world, such a man would be the least likely to grant the favor; in fact, if approached for that purpose, he would misconstrue the grocer's motive and indignantly refuse.

On the corner of Campau Square, three or four Knights of the Scales were sunning themselves and discussing the business situation generally.

"I'll tell you what it is," said Crocks, who appeared to have the "pavement" at the time, "I don't b'lieve Cleveland's got anything to do with it. S'pose he is opposed to the Sherman silver bill, what's that got to do with diminished trade and slow collections here in Grand Rapids?"

No one knew what it had to do with it, and Mr. Firkin, of Tubbs & Firkin, was the next man heard from. After looking up at the Tower clock for inspiration, Mr. Firkin said:

"It's the simplest thing in the world.

CLARK CIGAR Co.

Corner Ottawa and Lyon Streets,

GRAND RAPIDS, MICHIGAN.

STATE AGENTS FOR THE CELEBRATED



AGNES BOOTH CIGARS.

WE CARRY ALL SIZES AND SHAPES.

This world-famous brand is for sale on the World's Fair Grounds in the only buildings set apart for smokers. No advance over regular retail prices.

All the Coffee for the World's Fair

Is roasted by Chase & Sanborn.

OUR COFFEES

Are roasted by Chase & Sanborn. You will never have the best until you handle

JEWELL'S OLD GOVERNMENT JAVA.

JEWELL'S ARABIAN MOCHA.

Jewell's Old Government Java and Mocha.

✱ **WELLS' JAVA AND MOCHA.**

WEAVER'S BLEND.

SANTORA.

IDEAL GOLDEN RIO.

**I. M. Clark
Grocery
Co.**

Any schoolboy ought to know that no one can buy more dollars' worth than he sells without reducing his cash capital. And it's just the same with nations; if the nation imports more value than it exports, the result will be a drain on the nation's circulating medium."

"You refer to the so-called adverse balance of trade," piped in a dapper little grocer from the West Side.

"Just so," said Firkin.

"According to that theory," continued the West Sider, "there must have been an universal increase in importations, or a sudden falling off in exportations; which is it?"

No one could tell which it was and the little man felt encouraged to pursue the matter:

"It would be the very acme of nonsense to assume that our importers would increase their importations to such an unusual degree, right in the face of a probable decrease in custom duties in the near future. It would be like increasing one's purchases in a declining market, don't you know? And as to the other horn of the dilemma, I can't understand—"

"Oh, fiddlesticks," interrupted Crocks, "there's nothing alarming or startlingly unusual about the present money stringency. It is simply the regular periodical relaxation of the business tension, and Cleveland, Harrison, Jerry Simpson, or even St. Peter can't avert it. A national day of reckoning is just as necessary for the health of the country, as the regular bank clearances are necessary for the regulation of the banking system. No doubt Wall Street will make all the political capital out of it possible, and the World's Fair will add, materially, to

the difficulty. The weather, too, so far, has been putting in some of its best 'kinks' to help the thing along; but what's the use of howling about it? If we are found 'marketable' and 'sound,' after the business of the country has got through taking its regular inventory, we will be in a position to regain what has been lost."

E. A. OWEN.

REPRESENTATIVE RETAILERS.

E. N. Bates, Senior Member of the Firm of Bates & Trautman.
Hon. Erastus N. Bates, of Moline, was born in Chester township, Geauga county, Ohio, March 1, 1845. He lived in



Cleveland, Ohio, for the first nine years of his life, then removed with his father's family to Fulton county, Ohio, residing there about two years, and then coming to Michigan in 1856, and living in or near Dorr township since that time.

His first work upon the farm was as a hired man working for Mr. B. Gilbert, who at that time was making cheese from a private dairy of thirty cows and finding a sale for the same in the Grand Rapids markets, which was at that time a place of but few thousand inhabitants. After marrying Mr. Gilbert's only daughter, he soon bought out the old homestead and, with the exception of a few years in the '70s, has been more or less extensively engaged in dairying ever since.

His first experience in co-operative dairying was in buying cream from his neighbors and manufacturing the same into butter for the Grand Rapids and Chicago markets. This venture proved only moderately successful. The people in his vicinity were more used to the cheese branch of dairying and, during the absence of Mr. Bates, as a member of the House of Representatives in the winter of 1886 and '87, a cheese factory was started in Moline and operated through the summer of 1887. Dividends to the patrons were not as large as some thought they ought to be and, after considerable urging, Mr. Bates bought out Mr. Geo. Purdy's interest in the factory in the spring of 1888, since which time it has been continually and successfully operated by him individually, or by the firm of which he is now a member. In the spring of 1892 the firm of Bates & Trautman, composed of the subject of our sketch and Wm. V. Trautman, of Moline, also bought out the quite famous Cold Spring cheese factory of Hopkins township, Allegan county, and since have added the Caledonia creamery to their list.

The active part of Mr. Bates' life has

been spent upon the farm, and there is no part of farm life or farm work which he is not acquainted with by actual experience.

He has been called to places of honor and trust repeatedly by the citizens of his township and county, prominent among which is his four years' service as Supervisor of his township, besides two terms in the State Legislature, serving as Speaker *pro tempore* during the last term.

In 1890 he bought the interest of B. Gilbert, of B. Gilbert & Co., general dealers, and since that time, in connection with Wm. V. Trautman, formerly of B. Gilbert & Co., has been quite extensively engaged in the retail trade under the firm name of Bates & Trautman. Their business is quite extensive, as they buy wheat, wool, milk and farm products generally.

During the season of 1892 more than \$20,000 was paid out to the farmers of Moline and Hilliards for milk alone, and the idea of Mr. Bates in entering the retail trade was not only to furnish a place where people could buy the necessaries of life but could also advantageously sell that which they produce, and, with an experience in both places, the subject of our sketch is of the opinion that the severe toil incident to farm life is not more exacting than that required of the person who engages in and conscientiously follows the retail trade, with the odds largely in favor of the former when the demand for a day of recreation is made.

There is a knowledge which creates doubts that nothing but a larger knowledge can satisfy.

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

FACSIMILE of A SHEET of TANGLEFOOT

THE NEW HOLDER

MADE BY O. & W. THUM CO. GRAND RAPIDS, MICH.

A Box of TANGLEFOOT

A CASE of TANGLEFOOT

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.

MEN OF MARK.

Amos S. Musselman, President of the Musselman Grocer Co.

Amos S. Musselman, was born on a farm eight miles from Gettysburg, Pa., October 19, 1851. He attended common school until he was 15 years of age, when he entered the Pennsylvania College, at Gettysburg where he pursued the classical course for three years. The death of his father compelled him to leave college and assume the management of the farm, on which he remained two years, when he resumed his studies at the Gettysburg College. The panic of 1873 resulted in the failure of an enterprise with which he was connected and in which he had invested his entire means, necessitating a change in his plans for the future, and he thereupon entered Eastman's Business College, at Poughkeepsie, N. Y., whither he went in 1875. He took the entire commercial course at this institution, and was so proficient on graduation that he was engaged to teach in the banking and business departments of the institution. In October, 1876, Mr. Musselman came to Grand Rapids and accepted a position with the firm of Graff & McSkimmin, jobbers of teas, coffees and spices at 56 Kent street, representing Mr. Peter Graff, whose entire time was engrossed by his milling interests. The firm subsequently purchased the wholesale grocery establishment of Samuel Fox & Co., and Mr. Musselman remained with the house until January, 1879, when he resigned to take the position of book-keeper with Hibbard & Graff, who were at that time the leading flour millers of the city. On the failure of this firm, in February, 1881, Mr. Musselman decided to embark in the wholesale grocery business, and in June of that year the firm of Fox, Musselman & Loveridge, composed of James Fox, Amos S. Musselman and L. L. Loveridge, opened for business on South Division street. This copartnership continued for five years, when Mr. Musselman purchased the interests of his partners and formed a copartnership with Wm. Widdicomb under the style of Amos S. Musselman & Co. Three years later the firm name was changed to Musselman & Widdicomb, and the place of business was changed to its present location in the Blodgett building on South Ionia street. In February, of this year, Mr. Widdicomb retired from the business and the firm was succeeded by a corporation with a paid-in capital stock of \$70,000, of which Mr. Musselman is the President and General Manager. As an evidence of the esteem in which he is held by the business public it is only necessary to refer to the fact that his associates in the company include men of large means and great shrewdness and that when it was known that he was to have the management of a newly-organized grocery company many of the leading financiers of the city were among those whose applications for stock could not be granted. This tends to show the confidence reposed in Mr. Musselman as a business man, as well as disclosing the change which has come over men of means in their attitude toward the wholesale grocery business. A dozen years ago few capitalists were willing to assume the risks attending the business; now they tumble over each other in securing an opportunity to invest in a business which has come to be regarded

as one of the most stable and conservatively conducted of the mercantile pursuits. Mr. Musselman has done his share in bringing about this transformation.

Mr. Musselman was a charter member of the Grand Rapids Board of Trade, and has been a Director of the Board ever since it was organized, and for the past three years has served the organization in the capacity of Treasurer. He has also acted as chairman of the Committee on Statistics, and the record he made in that office caused him to be selected by the Census Bureau, on the recommendation of the Board of Trade, as the most eligible person to prepare the manufacturing statistics of this city for the general census for 1890. This duty was discharged so acceptably as to win for him the encomiums of the Census Department.

Such is the business career, briefly told, of a gentleman whose sterling qualities of mind and heart have made him respected and given him a success which many an older man might well envy.

which was of the good old Dutch stock from which so many of our best citizens sprung. That he is an honor to his ancestry and training will be admitted by all who know him.

Current Prices in California Forty Years Ago.

W. F. Blake, traveling representative for Hawkins & Company, favors THE TRADESMAN with a copy of a letter written forty years ago by an uncle who was located in the mining region of California. The letter gives so graphic a description of the commercial life of the time, portraying the high prices prevailing in the region, that THE TRADESMAN gladly avails itself of the opportunity to print the letter entire:

MOKEHUME HILL P. O., O'Neal's Bar, Cal., March 20, 1853.—I received your letter of January 31 to-day, and hasten to answer.

Since I have been in this country I have experienced a variety of fortunes, some good luck and some bad luck, like the majority of adventurers. Have been engaged all the time in mining, which is much like digging ditches and wells down East, with this difference, that

man needs. I want you to understand that this is a free country, and we can wear clothes or go naked, whichever we prefer. We live up to the latter as near as you can make change.

I suppose you would like to know how we pass our leisure time? As soon as supper is over, there can be seen groups playing "High, low Jack," others reading some old novel or greedily perusing the late papers placed in their hands by Brown's Express. A little farther up the creek, where rum is sold, some merry lads are to be found, and the lively notes of a violin are being answered by the rough booted, muddy feet that make the dust in whirling eddies fly. So, you see, all around is peace and happiness.

I have not worked a day in California yet short of Congress pay, but when my pick rests my pay stops; when it works the bank discounts freely, and I believe that the golden hills and dales of California are the best paymaster man ever worked for. Of course, while some do well, others do nothing. Some men may work from the cradle to the grave and not get a dollar ahead, while others, by a wave of the magic wand, roll in a gilded coach from a dunghill to a palace. My motto is, "work, wait and hope," and the day may not be far distant when we who are laboring under the withering hand of adversity may come into the glad life of peace and prosperity.

By the way, I have just sent my dear wife thirty ounces of dust worth at the mint \$550. I am now engaged carting dirt out of a gulch, one mile to the creek to wash. I bought yesterday twenty hundred of barley at 15c per pound, \$300.

Here is the price current in the mines:

Pork	per lb.	\$0 50
Flour	per lb.	25
Lard	per lb.	75
Potatoes	per lb.	25
Ham	per lb.	50
Sugar	per lb.	25
Coffee	per lb.	37
Candles	per lb.	75
Fresh beef	per lb.	37
Milk	per quart.	50
Molasses	per gal.	2 00
Fresh eggs	per doz.	4 00
A good English cow	is worth	150 00

Truly yours,
GEORGE FARNSWORTH.

Rubber Boots and Shoes.

Local jobbers will allow actual freight, to the purchaser, from any point within the territory located east of the western boundary of Minnesota, Iowa, Missouri, Arkansas, Louisiana, to any point located within the same territory, but no freights will be allowed to any point outside that territory. The prices will be guaranteed to the retailer up to Feb. 1 next.

STRAW BOARD.

WE ARE THE LEADERS IN THIS PRODUCT AND CARRY A VERY LARGE STOCK. DON'T FAIL TO WRITE US FOR PRICES.

BUILDING PAPERS.

WE CARRY A LARGE LINE OF THE STANDARD BRANDS AND CAN SUPPLY THE TRADE AT VERY LOW PRICES.

CARPET LININGS.

CORRUGATED AND PLAIN OF FIRST-CLASS WOOL STOCK. WE ARE PREPARED TO QUOTE LOW PRICES FOR CARPET LINING IN ANY QUANTITY.

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.



AMOS S. MUSSELMAN.

But it is not only as a business man that Mr. Musselman is known and respected. For years he was connected with the Westminster Presbyterian church, and was one of its most prominent and hard-working members. At present he is a member of the Madison Avenue Presbyterian Church, of which he was practically the founder, there being but a small Sunday school when he identified himself with the work. He has given cheerfully and largely of both time and money, and the present condition of the interest is largely due to his efforts. Mr. Musselman is president of the Kent County Sunday School Association, and also of the Grand Rapids Sunday School Union. Every good work receives his practical sympathy and earnest support. A young man yet, Mr. Musselman may reasonably look forward to years of usefulness, and it is the hope of THE TRADESMAN that his life may be prolonged even beyond the "three score years and ten." Mr. Musselman is a firm believer in heredity, and so takes no credit to himself for being the man he is, but says it is due to his ancestry,

here, instead of turning all such business over to the poorer class, it is done by men of every class. Work, here, is honorable, its credit being in no way injured by the mud and patches connected with its performance, and its profits, in many cases, make a reasonable offset to all the hardships and privations of the life.

I am living in the Southern mines, some fifty miles from Stockton. Our climate is the best in the world, and no country can boast of so fine evenings; for months not a cloud is to be seen. The wind blows from the west during the day and from the east during the night, this making the latter part of the night cool, as our east wind comes across a ridge of eternal snow not over fifty miles distant. The climate agrees with me first-rate; in fact, it does with everyone, no one sick here.

I am now in a cloth tent (made of blue drilling, and twenty feet square) with the door open; nothing on but shirt and pants; no fire, but comfortably warm. Before me, on my table are half a boiled ham, potatoes, cabbage, pickles, cranberry sauce, a big loaf of bread, plenty of butter, sugar, tea and coffee, etc. Around the cabin I see eight or ten pounds of beefsteak, and five pickled salmon hung up to dry. All these are not bad to take; in short, strong and substantial is our fare. As to clothes, a pair of boots, pants and shirt are all a

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernor, Detroit.
Two Years—Otmar Eberbach, Ann Arbor
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkill, Owosso.
President—Otmar 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. Ferry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jesson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Bassett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

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

CRITICISM OF MODERN PHARMACY.

Great improvements have been made in all scientific occupations, and pharmacy has by no means proven an exception to this rule. The investigation of the latter may be discussed in relation to real or imaginary improvements affecting the physician, the patient, or merely the pharmacist.

Pharmacy first furnished us with powdered crude drugs, infusions, decoctions, and then gradually advanced to produce tinctures, fluid and solid extracts; and still further on concentrated preparations, such as saturated tinctures, resinoids, and, finally, through chemical processes, the isolation of alkaloids and their chemical combinations for the purpose of securing more solubility. Owing to their power and certainty of action these furnished a favorite method of administration, for in the isolating process it was shown that a certain drug, in its pure state, would contain a certain per cent. of an alkaloid or alkaloids, upon which the action of the crude drug depends. Thus we became more positive in our expectation of results; for if a drug should happen to be of a rather inferior kind, it would yield a less per cent. of alkaloids, and so it simply required more quantity. Yet fluid and solid extracts, officinal tinctures, syrups, and other preparations as laid down in our Pharmacopoeia are, thanks to modern pharmacy, quite satisfactory; for the cold processes of percolation leave certainly very little to be desired or expected.

Now, if it is the aim and desire of the dispensing pharmacist to become so proficient in his art and science as to render the prescribing physician the most desired service in furnishing him reliable products, compounded with accuracy, strictly according to the prescription of the doctor entrusted to him, a just compensation for his labor, knowledge and outlay of capital is due to him; justice to prescriber, dispenser and patient will result.

As to the second problem, years of practice and observation have shown that patients generally have a disgust for medicines, and to disguise nauseous substances has been the aim of modern pharmacy; for not alone have pleasant menstrua been introduced to modify the unpleasant taste of drugs, but also the use more extensively of the alkaloids and other concentrations, and finally, to overcome all reasonable objections, empty capsules and a variety of coatings for pills and granules are in everyday use. Yet a great point ought not to be lost sight of, that while anxious to secure palatability and elegance, the real purpose of administering drugs should ever be before us, so that we may not lose the desired effect and action on account of palatability and prejudice.

And right here in this connection, give your dispenser a reasonable amount of freedom to add to prescriptions such substances as will not defeat the wishes of the prescriber and will please the patient in regard to more pleasantness in taking a medicine.

As to the third problem, investigating the benefit to the pharmacist, we must make proper distinction between the retail dispenser and the manufacturing pharmacist. The former is the real and faithful servant of the doctor in the most extended sense; and if he has acquired such profound knowledge in the

science and art of pharmacy and chemistry, and has learned to dispense the most reliable ingredients, and also to conduct his business in an ethical manner, with the principal motive to serve the prescriber as well as the patient, he will at once command respect and admiration.

But the doctor should also do his part to enable the dispenser to meet his wants beyond a shadow of a doubt, and this end is achieved by writing prescriptions legibly.

The manufacturing pharmacist furnishes, manufactured on a more extended scale, pharmaceutical products to the retail druggist; and, being able to procure pure and seasonable material, he is, if honest, also of great service. But do we not often hear of substituting and counter-prescribing, to the detriment of physician and patient; and why?

When manufacturing pharmacists and chemists are endeavoring to put an ever-increasing number of new-fashioned, self-suggested, or captured formulated compounds upon the market—which are, to say the least, no better than those prepared by a competent pharmacist in his prescription-case or laboratory—we are traveling in quite a different direction, and ought to investigate the cause and effect of this practice.

This class of manufacturing pharmacists seem to have for their principal aim to enrich themselves in the shortest possible time. This they do by the introduction of fancy-named compounds, which obscure more or less the real constituents of their preparations. The majority, if not all, of these comparatively cheap chemical or medicinal materials are sold at exorbitant prices. And, for the purpose of furthering pretension, they desire to assure the doctor that their motive is to save him much trouble and difficulty in prescribing, and at the same time furnish the patient elegantly-prepared pharmaceutical compounds. To prove this they parade themselves in medical journals, by real or unreal testimonials, even of eminent men in the profession, not to mention a host of lesser doctors, in order to push their favorite products on the market. In the majority of cases the unsuspecting physician and recommender will, without desire, assist and foster a procedure destructive of all science and art in the special field of which we speak. And why?

Let us see. If all pretenders believe themselves called to the duty of teaching the physician how and for what to use their special compounds, what use is it for the medical student to study materia medica and therapeutics? The special duty should be laid upon the physician to stipulate on his prescription minutely what he desires, and the correct weight and quantities of the same. What great philanthropists this class of pharmacists are is simply inexplicable. They would even furnish the doctor brains as well as drugs!

Now, we are fortunate enough to have a universal nomenclature, either Latin or English or both, for all drugs, chemicals, and pharmaceutical preparations, to avoid confusion; but alas! look at the list of fancy names under which often a certain article or compound sails; yet all manufacturers claim priority, and call each other pirates and often worse.

All medical journals are full of advertisements to push the pretentious compounds on the profession as well as the public, for which latter purpose even the secular press is also engaged. And it seems that their existence is secured primarily through such announcements; and the next principal help is (let me whisper in your ears) that a number of our brethren give testimony of favorable reception and use of such compounds!

I, for my part, shall always suspect compounds that have a proprietary name and odor, watch them carefully, and, if possible, analyze or otherwise inform myself of their true constituents and value; when it comes to warn the profession of substitution—pirating! But lo, what could be substituted? Certainly not the fancy high-toned name (in which the whole secret seems to lie), for the preparations themselves could be prepared just as well in most in-

stances by the home pharmacist, learned in his art. And more, the latter, who is legitimately and morally entitled to reap the benefit of his education and outlay, and to be encouraged to become more and more proficient in his science, is not forced to load his shelves with cheap (to the manufacturer) yet expensive (to the dispenser) and ever-increasing preparations.

It is very much to be regretted that in present endeavors on the part of certain manufacturing pharmacists, ignorance of materia medica and therapeutics on the part of the physician seems most desirable in leading the blind in the path of wealth to the manufacturer, and curtailing the scientific knowledge of the prescriber.

Can you really blame substitution when the dispenser knows that, for instance, the bromides, which are composed of comparatively cheap chemicals, can just as well be prepared in his prescription-case, and do, to my mind, just as well as pretentious compounds? The bromides cost about 50 to 80 cents per pound; the solution is sold at retail at \$1 per half-pound.

I close by mentioning an oil emulsion, which consists, according to the statement of the makers, of cod-liver oil and glycerin. But they say, "The knack is to do it." Cod-liver oil and glycerin may cost \$2 or \$3 a gallon, while emulsion is sold for \$1 a pint; so that "knack" seems to be very remunerative.

Let us act according to our best knowledge, and expose nostrums of any sort. Let us depend principally on our local competent pharmacist; protect him against—I nearly said illegitimate pharmacy, and do not degrade him to the rank of a simple storekeeper of ready-made compounds, in whatever form, if he can prepare them accurately. Counter-prescribing will be discounted and harmony between prescriber and dispenser be established.

In closing, I wish to say that I pledge myself to adhere strictly to the law of our Pharmacopoeia, Dispensatory, and ethical intercourse in all professional occupations. C. G. R. MONTAUX.
Kasson, Ind.

Peculiar Druggists' Orders.

S. E. Wait, the Traverse City druggist, favors THE TRADESMAN with the following collection of original orders, accompanying each with his interpretation thereof:

calobelicked assed (Carbolic Acid).
Gloriet of Lime (Chloride of Lime).
Elchoil (Alcohol).
Pisos consumption cure (Piso's Consumption Cure).
Husbun Caljine Magincy (Husband's Calced Magnesia).
½ ounce red precepted (Red Precipitate).
1 ounce anice turpin (Venice Turpentine).
1 ounce gumbpitch (Burgundy Pitch).
1 lb can of Burt Cennah (Burnt Sienna).
1 ounce meritasid (Muritic Acid).
1 ounce selfuriceasid (Sulphuric Acid).
one stick schinidine (Chinoidine).
Metidial Canada Discorved (Kennedy's Medical Discovery).
red precipitate (Red Precipitate).
Crese Supleymnt half ounce (Corrosive Sublimate).
1 surrenge or Searreange (Syringe).
Do you By blood rout or himlock oil if you By it yrite and let me now. I have Some for sail.
one have once of tingtoer of iren (One-half ounce Tincture of Iron).
one have once of Bolsom (One-half ounce Balsam Copaiba).
five 5 cent of quababs (Cubeb).
2 ounces of spirit of nitley (Spirits of Nitre).

Here is a problem which has bothered many mathematicians: We should be pleased to hear from any one who think they have the right answer. "A young lady entered the postoffice and, going to the stamp seller's window, laid down a dollar bill and said she wanted four times as many two-cent stamps as ones, and the balance in threes. How many did she get of each denomination?"

Peckham's Cough Cure. Pleasant-Safe-Certain. Get a bottle today. **Croup** Remedy. You may need it tonight. One dose will prove its value. Save the Children! WHOOPING-COUGH, CROUP COLDS, COUGHS, quickly yield to its use. **Remedy**. Keep it at hand. Large bottles 25c. All druggists.

PRICE TO THE TRADE:

\$2 a dozen; 5 per cent. with 3 doz. order, 10 per cent. with 6 doz.

On receipt of dealer's printed address we will forward, free of charge, a tablet of 9x12 white wrapping paper, cut from 40-pound book, bearing dealer's card neatly printed thereon.

Order PECKHAM'S CROUP REMEDY of your jobber, and send your label to Peckham Remedy Co., Freepoint, Mich.

Have You ASTHMA, CATARRH

Hay Fever, Headache, Neuralgia,

CUSHMAN'S Menthol Inhaler
Will Cure You First inhalation stops sneezing, snuffing, coughing and headache. This relief is worth the price of inhaler. Continued use will complete the cure. Prevents and cures Sea Sickness. The cool, exhilarating sensation following its use is a luxury to travelers by rail or boat.

The Best Remedy for COLDS and SORE THROAT. It is a dainty pocket piece. It cannot get out of order; does not require renewing; there is no liquid to drop or spill; lasts a year, and costs 50c at druggists. Registered mail 60c, from

H. D. CUSHMAN, Manufacturer,
Three Rivers, Mich.

Guaranteed satisfactory.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Shingle Mill For Sale!

To exchange for stock of merchandise or cash—

One complete shingle mill.
One 12x20 engine, complete, and in good condition.

One smokstack with brethen.
Two 2-flue boilers, 14 feet by 38 inches, with dome, and all steam and water connections, whistle, steam gauge, inspirator, steam pump, fire front, etc.

One main shaft with five pulleys and coupling.
One counter shaft with five pulleys.
One counter shaft with three pulleys and coupling.

One Boter arbor table and standards.
One Perkins drag sun iron.

One bullworks with patent chain.
One Perkins shingle machine, good as new.
One Perkins jointer.

One double knot saw rig.
Five tighteners with all boxing for mill.
Three packing frames.
One gummer.

One elevator rig, with patent chain buckets and fire pan.

A belt for every machine in the mill.

One bellows, one anvil, one vise, one set com mon dies with small tongs, etc.

This mill is worth \$2,500, if needed.

Here is a chance for mill men.

For particulars write—
C. E. MORSE, Seney, Mich.

F. H. WHITE,

Manufacturers' agent and jobber of

PAPER AND WOODENWARE,

125 Court St., Grand Rapids, Mich.

Wayne County Savings Bank, Detroit, Mich.

\$500,000 TO INVEST IN BONDS

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

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.

Wholesale Price Current.

Table of Wholesale Price Current for various goods including ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FLORA, FOELIA, GUMMI, HERBA, MAGNESIA, OLEUM, and SYRUPS.

Table of Wholesale Price Current for various goods including Morphia, S. N. Y. Q., Moschus Canton, Myristica, Nux Vomica, Peppin Saac, Pictis Liq, Pili Hydrarg, Piper Nigra, Pix Burgun, Plumbi Acet, Pulvis Ipecac, Pyrethrum, Pyrethrum, Quassiae, Quinia, Rubia Tinctorum, Saccharum Lactis, Salacin, Sanguis Draconis, Sapo, Sassafras, Seidlitz Mixture, Sinapis, Snuff, Maccaboy, Soda Boras, Soda et Potass Tart, Soda Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts. Ether Co, Myrcia Dom, Myrcia Imp, Vini Rect. bbl, Less 5c gal, Strychnia Crystal, Sulphur, Subl, Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinc Sulph, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, Lindseed, boiled, Neat's Foot, winter, strained, Snuff Turpentine, PAINTS, Red Venetian, Ochre, yellow Mars, Putty, commercial, strictly pure, Vermilion Prime American, Vermilion, English, Green, Peninsular, Lead, red, white, Whiting, white Span, Whiting, Gilders, White, Paris American, Tamarinds, white, Pioneer Prepared Paints, Swiss Villa Prepared Paints, VARNISHES, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra Turp Damar, Japan Dryer, No. 1 Turp.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrated

SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

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, China in mas. 10. Cassia, Batavia in bund. 7.

Cloves, Amboyna. 22. Zanzibar. 12. Mace Batavia. 80. Nutmegs, fancy. 75.

Pepper, Singapore, black. 10. white. 20. shot. 16. Pure Ground in Bulk.

Allspice. 15. Cassia, Batavia. 18. and Saigon. 25. Saigon. 35.

Cloves, Amboyna. 22. Zanzibar. 18. Ginger, African. 15.

Cinnamon. 20. Jamaica. 32. Mace Batavia. 70.

Mustard, Eng. and Trieste. 22. Trieste. 25. Nutmegs, No. 2. 75.

Pepper, Singapore, black. 16. white. 34. Cayenne. 30. Sage. 30.

SAL SODA. Kegs. 14. Granulated, boxes. 14.

SEEDS. Anise. 12. Canary, Smyrna. 6.

Caraway. 10. Cardamon, Malabar. 90.

Hemp, Russian. 4. Mixed Bird. 5. Mustard, white. 10.

Poppy. 9. Rape. 6. Cattle bone. 30.

STARCH. Corn. 20-lb boxes. 6. 40-lb. 5.

Gloss. 1-lb packages. 5. 3-lb. 5.

6-lb. 6. 40 and 50 lb. boxes. 4. Barrels. 5.

SNUFF. Scotch, in bladders. 37. Maccaboy, in jars. 35.

French Rappee, in jars. 43. Boxes. 5. Kegs, English. 4.

SALT. 100 3-lb. sacks. 2. 60 5-lb. 2.

28 10-lb. sacks. 1. 20 14-lb. 2. 24 3-lb. cases. 1.

56 lb. dairy in linen bags. 32. 28 lb. " drill. 16.

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

Thompson & Chute Brands. Silver. 3 80. Mono. 3 35.

Savon Improved. 2 50. Sunflower. 3 05.

Golden. 3 25. Economical. 2 25. Scouring.

Sapolio, 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.

Cut Leaf. 17. Powdered. 6 05. Granulated. 5 54.

Extra Fine Granulated. 5 67. Cubes. 6 92.

XXXX Powdered. 6 23. 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 86. No. 11. 4 80.

No. 12. 4 73. No. 13. 4 72.

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.

Graham Crackers. 8. Oatmeal Crackers. 8.

VINEGAR. 40 gr. 7. 50 gr. 8.

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

YEAST. Magic. 1 00. Warner's. 1 00.

Yeast Foam. 1 00. Diamond. 75.

Royal. TEAS. JAPAN—Regular. Fair. 17.

Good. 20. Choice. 24. Choicest. 32.

Smoking. Catlin's Brands. Kill dried. 17.

Golden Shower. 19. Huntress. 26.

Meerschbaum. 29. American Eagle Co.'s Brands. Myrtle Navy. 40.

Stork. 30. German. 15. Frog. 33.

Java, 1/8 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. 36.

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. 26. Red Clover. 32. Spaulding & Merrick.

Tom and Jerry. 25. Traveler Cavendish. 38.

Buck Horn. 30. Plow Boy. 30.

Corn Cake. 16. OILS. The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:

Eocene. 8. Water White, old test. 7.

W. W. Headlight, 15. Water White Mich. 6.

Naphtha. 6. Stove Gasoline. 6.

Cylinder. 27. Engine. 13.

Black, 15 cold test. 8. HIDES PELTS and FURS. Perkins & Hess pay as follows:

HIDES. Green. 2. Part Cured. 4.

Full. 4. Dry. 5.

Kips, green. 3. Calfskins, green. 4.

Deaconskins. 10. Shearlings. 10.

Lambs. 25. WOOL. Washed. 10.

shoulders. 9. Sausage, blood or head. 7.

liver. 7. Frankfort. 9. Mutton. 8.

Veal. 7. FISH and OYSTERS. F. J. Dettenthaler quotes as follows:

FRESH FISH. Whitefish. 9. Trout. 8.

Hallbut. 15. Clacues or Herring. 5.

Bluefish. 15. Fresh lobster, per lb. 20.

Cod. 10. No. 1 Pickered. 9.

Smoker, White. 10. Red Snappers. 12.

Columbia River Salmon. 20. Mackerel. 25.

OYSTERS—CANS. Fairhaven Counts. 24.

F. J. D. Selects. 23. Selects. 23.

SHELL GOODS. Oysters, per 100. 1 50.

Clams. 1 00. PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS. Mess. 21 50. Short cut. 21 50.

Extra clear pig, short cut. 23 00. Extra clear, heavy. 23 00.

Clear, fat back. 22 50. Boston clear, short cut. 22 50.

Standard clear, short cut, best. 23 00. SAUSAGE—Fresh and Smoked.

Pork Sausage. 9. Ham Sausage. 9.

Tongue Sausage. 9. Frankfort Sausage. 8.

Blood Sausage. 8. Bologna, straight. 6.

Bologna, thick. 6. Head Cheese. 7. LARD.

Kettle Rendered. 12. Granger. 11.

Family. 9. Compound. 8.

50 lb. Tins, 1/2 c advance. 30 lb. pails, 1/2 c. 10 lb. 3/4 c. 5 lb. 1 c. 3 lb. 1 c.

BULK. Counts, per gal. 2 20. Extra Selects. 1 75.

Scallops. 2 00. Shrimps. 1 25. PAPER & WOODENWARE PAPER.

Straw. 13. Rockford. 2. Rag sugar. 2.

Hardware. 2. Bakers. 2. Dry Goods. 5.

Jute Manilla. 2. Red Express No. 1. 4.

No. 2. 4. 48 Cotton. 50. Cotton, No. 1. 17.

No. 2. 15. Sea Island, assorted. 3.

No. 5 Hemp. 15. No. 6. 15. WOODENWARE.

Tubs, No. 1. 7 00. No. 2. 6 00.

No. 3. 5 00. Pails, No. 1, three-hoop. 1 60.

Clothespins, 5 gr. boxes. 40. Bowls, 11 inch. 50.

13. 1 00. Plain Creams. 80. Decorated Creams. 1 00.

String Rock. 65. Burnt Almonds. 1 00.

Wintergreen Berries. 60. CARAMELS.

No. 1, wrapped, 2 lb. boxes. 34. No. 1. 3.

No. 2. 3. No. 3. 3.

Stand up, 5 lb. boxes. Small. 1 50.

Medium. 2. Large. 2. BANANAS.

California, fancy. 3 50. Messina, 300s. 3 50.

LEMONS. Messina, choite, 360. fancy, 360.

choice 300. fancy 300. OTHER FOREIGN FRUITS.

Figs, fancy layers, 6 lb. 12. " " 10 lb. 12.

" extra 14 lb. 14. " 30 lb. 15.

Dates, Fard, 10-lb. box. 7. " 50-lb. 6.

15. 1 60. 17. 2 25. 19. 2 75.

21. 3 00. Baskets, market. 35.

shipping bushel. 1 25. full hoop. 1 35.

willow of this, No. 1. 6 25. " No. 2. 5 00.

" No. 3. 8 10. splint. " No. 1. 3 50.

" No. 2. 2 45. " No. 3. 5 00.

INDURATED WARE. Pails. 3 15. Tubs, No. 1. 13 50.

Tubs, No. 2. 12 00. Tubs, No. 3. 10 50.

PULTRY. Local dealers pay as follows: DRESSED.

Fowl. 12. Turkeys. 16.

Ducks. 16. Chickens. 13.

LIVE. Live broilers 1 1/2 lbs. to 2 lbs. each, per doz. 5 50.

Live broilers less than 1-1/2 lbs. each, per doz. 3 50.

Chickens. 1. Fowls. 11.

Turkeys. 10. Chicken. 13.

Duck. 11. Plain Creams. 80.

Decorated Creams. 1 00. String Rock. 65.

Burnt Almonds. 1 00. Wintergreen Berries. 60.

CARAMELS. No. 1, wrapped, 2 lb. boxes. 34.

No. 1. 3. No. 2. 3.

No. 3. 3. Stand up, 5 lb. boxes. Small. 1 50.

Medium. 2. Large. 2. BANANAS.

California, fancy. 3 50. Messina, 300s. 3 50.

LEMONS. Messina, choite, 360. fancy, 360.

efore those than f the... 3 50... 2 00... 1 15... 30... 18... 4 50... 2 50... 1 40... 1 40... 1 10... 5 75... 3 00... 60... 15... 55... 50... 65... 70... 95... 30... 25... 12... 1 25... 2 25... 1 65... 1 70... 1 10... 4 00... 14... 16... 20... 30... 18... 22... 27... 32... 40... 75... 75... 3 88... 1 75... 75... 1 25... 4 00... 3 25... 5... 4 4... 3... 5... 5... 5



TRUSTS AND THEIR LIMITS.

Success Can Come Only under Legitimate Laws of Trade.

From the New York Sun.

Public interest in trusts has been greatly renewed by recent events in Wall Street. There have been violent fluctuations in the securities of every big trust except the Standard Oil, which is the oldest and most solid of them all, and sells at the highest price a share. The fluctuations in the Wall Street values of the trust securities recall all the discussion over the methods and expediency of the trusts when they first started, and the limitations which the laws of trade impose as well on trusts as on any other business corporation.

The great difference in principle between the Standard Oil Trust and most of the trusts which have been organized and floated within the last few years is that the Standard Oil Trust tries to cheapen, no matter how little, the selling price of its product, and relies for its profits on economy of management, facilities in handling, and control over the sources and production of the raw material. This is increased by the limited area in which petroleum is found, and by the great advantage in refining it which the big corporation with a large plant, its own steamers, pipe lines, and distributing agencies has. The Standard Oil Trust learned by experience that this was the best policy, in that it prevented competition through the operation of the laws of trade and secured to itself a monopoly of the consumers.

There are natural advantages in trusts and also disadvantages. If the disadvantages can be eliminated by careful management and adherence to good business principles, the advantages will prevent competition and make unnecessary the buying out of competitors. Up to the limit of the executive ability of the management of a trust the cost of production can be diminished. This should be the real source of profit to a trust, not the monopoly of business secured by the buying out of competitors nor the raising of prices to the public.

The laws of trade, which are as inexorable as the law of gravity, prevent the permanent raising of prices by a trust beyond the competitive point. If a trust were formed to-day in any of the big industries in the United States, and that trust should embrace every factory at present used in that industry, it would still be impossible to advance prices materially, because every advance would encourage free capital to invest, and other factories making the same product would come into existence.

Even were the facilities of the trust so much better and its executive management so much abler than could be secured by the outside people, still the only result would be that outside capital would have to wait for prices to the public to be raised before it would be profitable for it to go in. If the trust were making 15 per cent., and at the prices obtained by the trust outsiders could make 10 per cent., there would be plenty of outside capital going into the business, with the result that the trust would have either to buy its competitors out and so encourage the development of new competitors or lower its prices, not only below the prices at which outsiders could manufacture at a profit, but so low that the outside factories would have to close.

The fact that prices had been unduly raised once for any length of time would mean the creation of outside competitors whose total productions would amount to more than the consumers could absorb at a profitable price, and so there would be a constant tendency to overproduction and constant pressure to a selling price lower than the profit which could have been secured had prices never been unduly raised.

It is not by overcapitalization that a trust will bring about its downfall, but by poor business management and disregard of the laws of trade. It is well known that almost every trust is capitalized at a sum considerably larger than the cash value of the properties, good wills, and franchises which were consolidated to make up the trust. All over

this real value, whatever it may be from time to time, is water. If the trust earns dividends on all its capitalization, it simply means that the trust has been so well organized and is so well managed that it can pay an unusual profit on the investment.

Wall Street and the public discount water. They not only discount it, but they often discount it too much. During a recent break in the values of industrial securities the whole capital at the Wall Street prices was of less Wall Street value than the original properties which went to make up the prices. A stock paying 6 per cent. dividends steadily year in and year out, with books open to the stockholders and to the public, well and conservatively conducted, will sell for more than twice as much a share as a 3 per cent. speculative stock. By making securities speculative the market for them is limited, and the large class of conservative investors is excluded. It is this class which buys the gilt-edge, steady paying securities, which rarely break in the market and are not often handled on margins. They are bought and paid for. It is hard to cause any break or panic in them.

Except where a trust can control the source of production and thus prevent competition, or where it owns patents or exclusive franchises, there is nothing which the public has to fear. A trust cannot raise prices beyond a rate of reasonable profit without encountering two great dangers. One is that of competition, if the article is such that the public have to buy it. The other danger is that by raising the price it will restrict its market and drive the public to smaller purchases or to the use of substitutes. It is a well-known fact in commerce and trade that the market for any product depends largely upon its price. A reduction in price of a third may double the sales, while an increase in price of a quarter may diminish the demand by half. This is what every man in charge of a business must decide for himself, and his profit or loss depends on that decision. The true rule is that the lower the price the greater the demand, and that a constant cheapening of prices means a constantly increasing demand for the product.

Here is where a well-organized trust has the advantage over a small corporation or an individual. It has greater capital, better credit, more concentrated and cheaper management, and an opportunity to economize in the buying of raw materials in bulk for cash, in the saving of distributing, and in the constant saving in salaries and incidentals. There is one main office and only one set of executive officers for a whole trust, instead of a separate office and a separate set of officials for every corporation which was absorbed to make up the trust. The market can be better watched and handled, raw materials can be secured at the season at which they are most cheap, credits can be arranged with the banks, the army of drummers, sales agents, branch offices and distributors can be materially reduced; better terms can be made with the workmen. There will be fewer superintendents and fewer salaries.

There is no reason why the trusts should not live and prosper and be good investments; only, for their own even more than for the public interest, they must not regard themselves as exceptions to business rules, and they must not attempt to ride over the laws of trade.

They Will Break That Will.

The will of the well-known New York broker, Rufus Hatch, which was admitted to probate a few days since, contains one clause that will probably be entirely disregarded by his heirs. It says: "I request of my children that they will never use tobacco in any form, drink a glass of liquor, wine, or any other intoxicating drink, or play any kind of games for money." It is sound advice, and such as every father will give to his children, but the chances are that it will be the last part of the will that will have any effect. Example was always stronger than precept, and the boys will not be content to let the father have all the experience.



WILLIAM CONNOR.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

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

We always guarantee excellent fits and well made garments.

-:BANANAS:-

Large Bunches,
Yellow Plump Fruit.

PUTNAM CANDY CO.

PERKINS & HESS
DEALERS IN
Hides, Furs, Wool & Tallow,

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

THE

Lansing
Woodenware
Company

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

Lansing Woodenware Co.,
Lansing, Mich.

MICHIGAN
Fire & Marine Insurance Co.

Organized 1881.
DETROIT, MICHIGAN

REEDER BROS. SHOE CO.,

JOBBERS OF

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



158 & 160 Fulton St., Grand Rapids.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

Jno. A. Covode, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOP, Ass't C's'r.
Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

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Deposits Exceed One Million Dollars.

GINSENG ROOT.

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

EARNING A SALARY.

I advertised in the local paper last month for an experienced clerk, requesting the applicants to call at my store between certain hours on the following day. My business has grown quite large of late, and I felt that if I had a really first-class clerk who could intelligently wait on customers it would still further increase the sales. It was not so much that I expected to enlarge the number of customers, which was satisfactory in that regard, but that the individual purchase of each customer might be increased by a competent salesman at the right moment. There were three applicants for the position, and I must do them the justice to say that they certainly exhibited remarkable promptness at the start, as they were all on hand some time before the appointed hour.

I asked each one separately to step behind my desk, and questioned him as to his knowledge of the business, last place of employment and amount of salary considered satisfactory. The first one said that he had worked for twelve years in stores in various places, but for the past ten years had been employed in a grocery store in a neighboring town. He thought \$12 a week would be satisfactory to start with. I ascertained that he was married and had two small children, and I came to the conclusion that he either valued himself too low or had exaggerated his ability, and proceeded to the next applicant.

This was a man of some 50 years, who told me in a rather shaky voice that he formerly owned a store "down East in Maine," but the trade had gradually left him and he had failed, and had since been living with relations, doing odd jobs of book-keeping now and then as occasion offered. I did not question him further, as I perceived that his was a case of constitutional "bad luck" and not the sort of element I wished to introduce into my store.

The third and last applicant was a young man of perhaps 23 or 24 years, and possessed of a bright, frank face and a graceful bearing. He stated in reply to my questions that he had worked for two years in a wholesale establishment in the city, and, being on a visit here, had noticed my advertisement and thought he could fill the position satisfactorily. He told me that he had been receiving the munificent sum of \$6 a week for the past year, having commenced at \$4.50, but as he lived at home he was able to meet expenses. I liked his appearance, and by further questioning ascertained that he was fairly well acquainted with the values and uses of a general stock, and finally offered him \$8 a week for the balance of the year, with the promise of \$10, if he proved satisfactory, the following year. He naturally accepted my offer, which was perhaps more than he expected, but I have always found in my experience that it is cheaper to pay clerks fair salaries in the long run. During the few weeks he has been with me I have watched him closely, and have been more than pleased at the tact and intelligence which he displays in dealing with different customers. In fact, I find myself studying his manner, and noting the quiet but effective methods he uses to make sales. One of his strong points is the patience and good humor with which he treats any disparaging remarks about the goods or prices. If the customer complains that the saws are rusty

from handling, or the price of barbed wire is a quarter of a cent higher than somebody else is offering it for, he does not dispute or avoid the statement, but assumes a sort of half-worn, half-amused look, and, while acknowledging and deploring the rust, still so deftly explains the good points of the saw as to convince the customer that the rust is a matter of small moment in view of its good qualities. As regards the difference in price, puts himself in the place of the customer and admits that a quarter of a cent a pound is worth saving, but at the same time drops a hint as to giving generous weight and so secures the sale without cutting the price.

Another of his strong points is his accommodating manner with customers in small matters without immediate gain. If a carpenter wants a 10 cent file to sharpen his saw with, he takes an interest in the subject and procures a saw from the case to ascertain the proper size required, and six times out of ten the customer will spend a dollar or more before he leaves the store, because of his pleasant and accommodating manner. I think I was very fortunate in my selection, and if he continues as he has begun, the \$8 will soon be \$15, for he will easily save it, and I can well afford to pay him all that he can earn.

I have given this little bit of personal experience for the benefit of clerks in general who may have felt that their remuneration was too meager, but who have at the same time overlooked the means necessary to secure a larger salary. Intelligent clerks who have tact, patience and an accommodating disposition will never be a drug on the market, and they will find it only a question of time when their efforts will be suitably rewarded. HEMAN SAYD.

PRODUCE MARKET.

Apples—So nearly out of market as to be unquotable.
 Asparagus—25@35c per doz.
 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 15c, since which time dealers have held the market at 17c. Factory creamery has declined to 18@19c.
 Cabbage—Cairo stock commands \$1.75 per crate, while Louisiana is in fair demand at \$4.25.
 Carrots—25c per doz.
 Cucumbers—75c per doz.
 Eggs—About steady, dealers paying 13c and holding at 14c.
 Green Beans—\$1.50 per bu. Wax \$1.75 per bu.
 Green Onions—10c per doz. bunches.
 Green Peas—\$1.50 per bu.
 Honey—White clover commands 15c per lb. dark buckwheat brings 12½c.
 Lettuce—8@10c per lb., according to quality.
 New Potatoes—Louisiana stock is in small demand at \$1.75 per bu. crate.
 Onions—Old are out of market. Cuba stock is in ample supply at \$2.25 per bu. crate, and Bermuda stock is in fair demand at \$2.50 per bu. crate.
 Pieplant—1c per lb.
 Pineapples—\$1.50@2 per doz., according to size and quality.
 Potatoes—The price continues to advance, dealers now paying 75@80c and holding at 85@90c. The market is firm and strong, and may go a few cents higher, but as new potatoes are likely to be in adequate supply in the course of a couple of weeks, it is not safe to hold stock for further advances.
 Radishes—20c per doz. bunches.
 Spinach—Winter, 30c per bu.; summer, 50c per bu.
 Squash—4c per lb.
 Strawberries—The market is not well supplied, and the price is high, as the crop in southern Illinois is claimed to be short, and the wet weather has delayed ripening, besides putting the berries in bad condition. The present price is about \$4 per 24-quart crate, with lower prices in prospect.
 Tomatoes—\$4 per 6 basket crate.
 Turnips—Mississippi stock, 25c per dozen bunches.

THE WORLD'S BEST.

THE TRIPLE MOTION

"WHITE MOUNTAIN"



Ice Cream Freezer.

THE WORLD'S BEST.

The White Mountain Freezer is so universally popular with the trade and consumer alike, its reputation so thoroughly established and merits so well known the world over, that a review of the many features of superiority peculiar to the "White Mountain" seems unnecessary.

"FROZEN Dainties"

A book of choice receipts for Ice Creams, Sherbets, Water Ices, etc., packed in every Freezer. These receipts were prepared expressly for us by Mrs. D. A. Lincoln, author of the Boston Cook Book, and are copyrighted.

PRICE LIST:

2 quart, each	\$3 75	10 quart, each	\$12 00
3 quart, each	4 50	12 quart, each	14 00
4 quart, each	5 50	15 quart, each	17 00
6 quart, each	7 00	20 quart, each	23 00
8 quart, each	9 00	25 quart, each	28 00

Discount on application.

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.

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.



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 list will
 be mailed free on application.

TRADESMAN COMPANY,
 Grand Rapids, Mich.

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.



SEE QUOTATIONS.

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.

F. J. DETTENTHALER,
WHOLESALE OYSTERS, FISH and GAME,

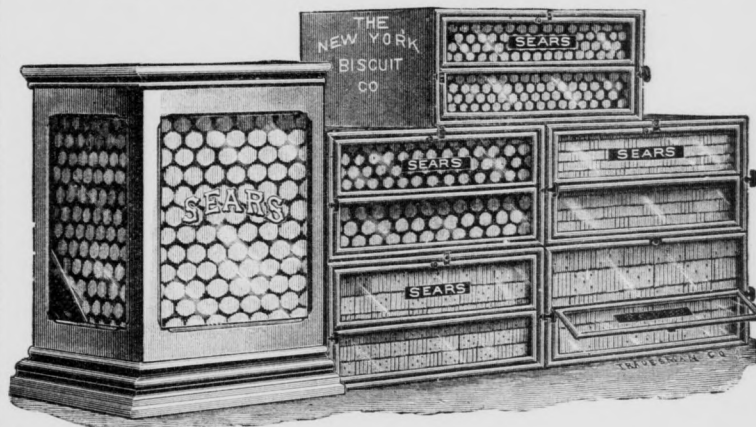
LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

Cracker Chests.

Glass Covers for Biscuits.



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

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

OUR new glass covers are by far the
 handsomest ever offered to the
 trade. They are made to fit any

of our boxes and can be changed from
 one box to another in a moment. They

NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

DON'T

Let your stock of Flower Pots and Hanging Baskets run out when you can buy a package assorted, like our DAISY. They are goods which sell all the year, and you should always have a good assortment in stock.

LOOK

Over the list in our DAISY ASSORTMENT, then think that by just writing us we will quote you a discount that will let you make a good profit, and still sell the goods at what they list.

OUR DAISY ASSORTED PACKAGE OF FLOWER POTS, CUSPIDORES AND HANGING BASKETS.



WINDOW POTS.



11 CUSPIDORE.



9 CUSPIDORE.



OAK LEAF POTS.



IVY LEAF.



2 CUSPIDORE.



1 CUSPIDORE.



BELL POTS.

CONTENTS OF OUR — DAISY ASSORTMENT.

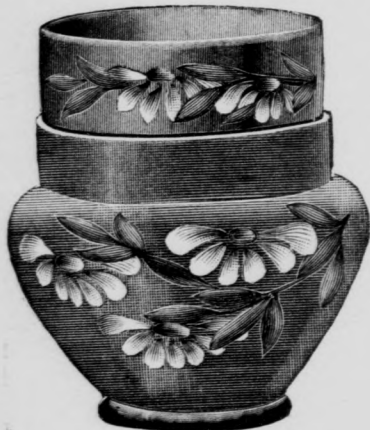
1/2 Doz. each 4, 5, 6, 7 and 8 inch Oak Leaf Pots and Saucers.....	\$4 80
1/4 Doz. each 4, 5, 6, 7 and 8 inch Nest Pots and Saucers.....	3 00
1/4 Doz. each 5, 6, 7 and 8 inch Window Pots and Saucers.....	4 23
1/4 Doz. each 5, 7 and 9 inch Bell Pots and Saucers.....	3 15
1/4 Doz. each 6, 7 and 8 inch Panel Pots and Saucers.....	3 15
1/4 Doz. each 5, 6, 7 and 8 inch Ivy Leaf Pots and Saucers.....	4 20
1/4 Doz. 6 in. Calla Lilly Pots.....	1 50
1/4 Doz. 7 in. Crimp Baskets.....	1 20
1/4 Doz. No. 12, 8 in. Baskets.....	1 80
1/4 Doz. 9 in. Log Baskets.....	1 50
1/4 Doz. each Nos. 1, 2, 9 and 11 Cuspidores.....	4 20

Discount.....per cent.

32 73



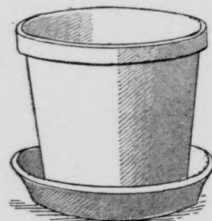
CRIMP BASKET.



CALLA LILLY POTS.



PANEL POTS.



PLAIN NEST POTS.



LOG BASKETS.

NO CHARGE FOR PACKAGE.

If you wish all plain Flower Pots write for our list and price of our IVY Assortment.

H. LEONARD & SONS,

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