

# MICHIGAN TRADESMAN

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GRAND RAPIDS, NOVEMBER 29, 1893.

NO. 532

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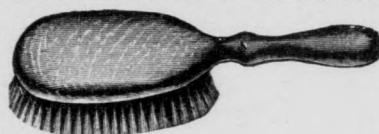
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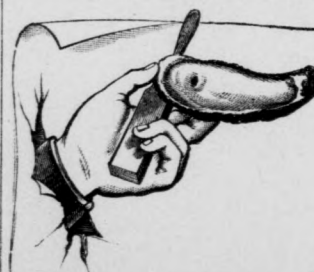
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 29, 1893.

NO. 532

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### A TALE OF NANTUCKET.

One September morning a strange lawyer paid his first visit to Nantucket, and called at Melinda Robbins's house. The house was near the center of the town, on a street running parallel with the bay, or, at least, comparatively parallel, for the system of Nantucket streets is somewhat eccentric and slightly difficult to explain. Warm breaths of salt air permeated the absurdly narrow thoroughfare where tufts of grass peeped fearlessly between the huge, uneven cobblestones.

The door was apple green, relieved by a gleaming brass knocker of austere design; one reached it by ascending either of two little flights of white-railed wooden steps which met in a brief, uncovered porch. And the few front windows, beneath a sheltering gabled roof, looked forth from their cream-colored framing, almost timidly, like children's innocent eyes.

Melinda Robbins lived alone. Few strangers visited Nantucket after transient summer guests had taken their last departures, and very few "off-islanders" ever called upon Melinda Robbins. The limitations of Melinda's social circle arose from no unreasoning prejudice on her side of the issue, for she had a smaller amount of prejudices than most Nantucketers. She simply knew no bond of congeniality between herself and people of the mainland; she had no tastes in common with them, and she felt that they never could affiliate with her any more than oil—to use an appropriately aquatic phrase—can mix with water. Melinda believed in the breadth and depth of the vast sea, and in one old-fashioned, isolated island—beyond this loved horizon, physically or mentally, she had never cared to roam; it had encircled her for thirty-one years and somehow satisfied her soul.

But Attorney William Ritter resided in the city of New York; such a distinction radiated from every atom of his faultlessly-clothed person, and he hoped it did. Next to the honor of disseminating Blackstone, young Mr. Ritter cherished his metropolitan environments. As he entered Melinda Robbins's parlor, he trod the primitive floors benignly with a generous air of palliative condescension. He talked glibly and carried a pair of rimless eye glasses on a clear-cut, slender nose.

Melinda sat on the edge of one of her mahogany chairs and gazed at him. The steadfastness with which she regarded the man gave her calm face a strong-minded, frigid look, seeming to accentuate the paleness of its regular features. Her hair—a nut-colored brown—was combed straight backward from her forehead without the fluffy evasions which fashionable women use. She wore a gray dress, simply made, and her eyes matched the gown. Before the lawyer went away she asked a great many questions briefly, in a clear voice.

Three days afterward, some news ran through the quiet streets without the

aid of the town-crier's bell: "Melinda Robbins's had a legacy left her. A real legacy—quite a large one. Her brother's dead—J'irus, the one that ran away when he was a boy. An' she never knew he was dead!"

People stood in little groups in front of the stores on Main street, talking it over, and the more intimate friends "dropped in" on Melinda.

"Well, Melinda," one of them said, smiling in spite of herself, "you must be s'prised. I couldn't believe my ears when I heard Timothy tellin' Sallie Wright! It's terrible—ain't it?"

Melinda was ironing handkerchiefs in her trim kitchen. "There was a paper sent me," she answered, "but I didn't receive it till to-day. I couldn't have gone to the funeral if I'd a-wanted to."

"My!" was the sympathetic response; "an' he was the last of the Robbinses, too. Exceptin' yourself," she added quickly.

"No," replied Melinda, blushing, "J'irus has a son livin'; he's about twenty-three, now."

"You don't say!" The speaker was blonde and stout and always talked spasmodically. "Just to think of it! an' you ain't never once seen J'irus—have you?"

"No," said Melinda, her blush deepening; he never came back. There was always a little coolness between father an' him. But they wrote to each other once or twice. He was the oldest of the boys. Mother thought it wore on father a good deal—his goin' the way he did."

"Well, I guess he must have prospered if he left a legacy."

"Yes, he prospered," said Melinda, vaguely.

"Well, I'm glad J'irus didn't do anything mean in his will," her companion went on. "We've always thought 'at he must have been different from the Robbinses in more ways 'n one."

The red on Melinda's face had faded slightly, but two round spots now flamed anew. It was an inherent trait of the Robbins family to defend one another in public, whatever blame might be hidden elsewhere, and "J'irus" was a sore topic. Now that he was dead, Melinda's loyalty seemed to find fresh incentive. "Then you were all mistaken," she said stiffly; "J'irus was a thorough Robbins; he always obeyed his own conscience."

After awhile, other women entered the kitchen, and then they all adjourned to the parlor and sat in a row around the room. Mrs. Piper, a wrinkled little lady wearing gold spectacles, ventured at last upon the subject nearest the callers' hearts. "Adoniram Wright," she began feebly, "is the worst hand to say insinuat-in' things! He thinks you won't be so devoted to the island, now you've got some money; he says you'll take on big ideas an' go cruisin' off to the mainland the way your brother did. Sallie told him he ought to know you better; but he's kind of soured since his cousin left last spring."

"We don't set nothin' by such ideas, Melindy," said a slow speaker; "we

know money can't make you over in a minute. You ain't the flimsy kind, anyhow; you're from good old Nantucket stock."

Melinda Robbins listened gravely. The women had no idea that their every sentence hurt her like a blow. Since William Ritter's official call, the placid tenor of her mind had been suddenly lashed into tumult. It seemed as tossed and perplexed as the ocean when a storm sometimes hurled its waves high on Siasconset coast; but no friendly harbor offered safe retreat.

Faint bits of color still brightened her cheeks. It bewildered her to hear the chief cause of her silent misery recklessly tossed from these visitors' smiling lips. She had only dared to ponder it stealthily with bated breath. She could scarcely bear to hear them speak of the mainland, for relentless reasons were beckoning her to the unknown continent—secret reasons that must never be revealed. This had been hard to realize; and now she saw that her love for her island home was to be questioned, challenged, jested about—the very love which held her from duty with a mysterious, vital strength.

"I told Tim Bates," pursued Mrs. Piper, "that I'd no idea how many thousand dollars you'd got, but I didn't believe 's much as a hundred thousand would puff you up above Nantucket. Nobody but Adoniram thinks 'twould. So you needn't mind, Melinda."

There was no response. The blonde person, whose name was Ruth Tupper, broke in abruptly upon an awkward silence. "Well, how much *did* you get, Melinda, or don't you like to say?"

Melinda spoke with a great effort. "Why, yes; I don't mind tellin'. 'Twas a hundred thousand," she answered softly.

"G-g-gracious!"

The information swept the still apartment with the agitation attendant upon a March squall. The women seemed to be battling against it. "Melinda Robbins, be you crazy?" Mrs. Piper gasped breathlessly. "What—what on earth will you do with it?"

Melinda tried to smile. Somehow the sensation she had evoked made her burden heavier—she felt the money to be a burden.

"I'm glad you dropped in to-day," she said in the hallway as her friends were preparing to depart, "for I'm thinkin' of goin' away soon, an' I mayn't find time to see every one before I leave." She spoke the words mechanically, with a dull aching in her heart. The jumbled responses broke on her ears confusedly, devoid of meaning; and the blurred glimpses of astonished faces looking backward as she watched the four figures receding down the street, clung to her memory long afterward.

She went upstairs presently, and took a letter from an old East Indian tea chest. It bore a last year's date, and had traveled from New York in Attorney Ritter's coat pocket along with various

other documents. She read it again for the nineteenth time:

MY DEAR SISTER—Your belated appearance in this world prevented the possibility of our acquaintanceship; nevertheless I have not forgotten that one member of the Robbins family still bides in the dear old nest. Should time permit, I may yet ask the pleasure of viewing you and the nest, but nothing is certain here, and death crowds ruthlessly against life's sweetest plans. I've recently made a will which bequeaths to you, unconditionally, my entire possessions. Injustice will be charged above my grave. I ask you to protect your father's son from such a calamity; therefore, I write to tell you that my only child, once the joy of his dead mother's heart, is unworthy to become my heir. What I have borne in patient sorrow through many years is known only to myself—I wish it to be buried with me. But remember that you are shielding my son Eugene from temptation and dishonor by accepting my last testament. The aforesaid gentleman, when not crazed by liquor, will corroborate these statements. I am proud to remain,

Your brother,  
JAIRUS ROBBINS.

Melinda sighed as she finished. The letter always gave her a sense of depression. She remembered what she had said to Ruth Tupper about her brother's conscience, and a new truth shot across her mind in the thought that even conscience might err. She pitied Jairus, but her heart yearned over Jairus's son. "If I rob him," she said to herself, "I can't help it; my hands are tied. But I can go to him; and I—I am—goin'."

A smarting ingredient of Melinda's bitter potion was the discovery that her friends were losing confidence in her. An unflinching characteristic of Nantucketers is their provincial patriotism. Only second to America's flag ranks their small American island. When whiffs of Melinda's westward forecasts were scented by their critical seafaring nostrils, they were dreadfully disappointed. If she had decided to sail seaward—retired captains reasoned—or suggested foreign voyages of discovery—but westward and landward—words of aversion failed!

And Melinda put her house in parting order, grieving silently. She had resolved to preclude "Jairus's meanness" and "Jairus's queerness" from becoming a subject of unjust debate. Indeed, she heard him asking this favor of her with his dying voice. She preferred not to analyze her motives, so the neighbors stood aloof and eyed her doubtfully.

"She's goin' to live in New York," flashed through the town; and the last "native" member of the old Nantucket Robbinses stood convicted.

"Money's turned her head, an' no mistake," Mrs. Piper inferred. "I wouldn't have believed it of Melinda!"

"The house was trig enough for the old cap'n," Adoniram Wright returned, in a tone of mingled triumph and disdain.

There was one individual who never expressed himself upon the disturbing subject. Dolf Berwick was a man of few words. He listened to much that was said about Melinda on the docks and in the stores, with a pained expression on his bronzed face, then he would take his great length of person away from hearing, and meditate alone upon the problem. A few old residents, overcome with chagrin at the approaching exodus, smiled significantly over the mention of his name. "Dolf 'll feel sorrier'n ever 'at he couldn't get Melinda," was whispered, unblushingly.

A brisk, unfaltering north breeze came over the cap of Great Point Light to the bit of quay where the River Queen, like a graceless interloper from a busy outside world, puffed restlessly. It was early morning. Some of the fishing boats had not yet put off. Tremulous sails glistened in the sun. There was the usual throng of islanders pressing about the steamer, interested in departures, but rarely eager to depart themselves.

The touchingly familiar scene possessed a dim, vibratory unreality for Melinda Robbins. People shook her hands awkwardly, but no cordial ring of God-speed, nor any tenderness of farewell, could be detected in their forced words. Just before she stepped upon the gang-plank, a figure, pushing through the crowd, hurried towards her. It was Dolf Berwick. Melinda reached out her hand and he held it for a brief moment. A bell clanged warningly. There was hardly time to complete a sentence, for the man had acted upon a sudden impulse.

"I don't know why you're goin', Melinda," he said desperately. "I know you've got a good reason for it. Perhaps you'll come back an' tell us some time. Please God, I'll watch for you."

"Oh, thank you, Dolf!" she cried. "Thank you! Good-by."

"Good-by."

The plank swung inward. Shrill blasts of the whistle pierced the island, and in a very few minutes the River Queen was ploughing the water around Brandt Point.

Melinda stood on its upper deck. She leaned against the rail and looked backward a long time.

At a distance the town portion of the island seemed to hold soft colors, and sloped upward from the water, tier above tier. The gray of ancient shingles predominated, but the transforming autumnal sunshine somehow woke suggestions, patches of faint rose and lavender and azure; in the center loomed the old North Tower's shining brass dome, from whose belfry a certain Spanish bell had counted all Melinda's hours in notes of indescribable metallic sweetness.

A helpless smile crept to her mouth, for the last few years had been very safe and content, and she had carefully guarded against every ripple that would have disturbed the surface of their calm.

Far to the left an irregular coast line bordered the open country where stretched the moors—one undulating sweep of greens and browns.

She was leaving a little world. It held all her past with its tender childhood memories, and its graves in the Old North Burial Ground; it held all the loved ones—dead and living—that her life had cherished; and, alas! she realized, with a swift pang, that it held the unquestioning faith of but one steadfast heart.

The bell-buoy beyond Martha's Vineyard said "Good-by—good by—good-by"—in a breathless, love-laden voice. Irrepressible gulls swerved everywhere, mocking her by their buoyancy. The sun streamed full in her face across a wide expanse of water.

Melinda never understood how she finally reached Jairus's son. Probably Attorney Ritter helped her considerably. Mr. Ritter was very agreeable; he felt no objections toward accompanying Melinda Robbins, legatee, to the headquar-

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ters of her newly acquired estates—a narrow stone mansion where the only male survivor of many thrifty devotees to whaling industry was still idling his time, cheerfully waiting some most disastrous settlements of the probate court.

Eugene Robbins' slender length covered a white fur rug before a blaze of logs when the lawyer guided Melinda into the library. A dreadful fear stabbed the tired woman's heart, but it was instantly withdrawn as her nephew sprang lightly to his feet. "Well, I do declare! how do you do?" he said, laughing. "Why in thunder didn't the maid announce you?"

He was a very handsome young man. "Allow me," replied Mr. Ritter, with proper deference, "to introduce you to your aunt, Miss Melinda Robbins." If he had added, "legatee," the word would have carried smaller meaning than the gesture with which he indicated his quaint companion.

A stray gleam in the astonished eyes bent on Melinda brought nearer the graves in the Old North Burial Ground. Her thread-gloved hands happened to be empty, so she held them both out. "Eugene," she said, brokenly, "my dear boy!"

Attorney William Ritter afterward left the house in a state of exasperating uncertainty. He stopped at his favorite restaurant, and, in a bewildered way, ordered a breaded cutlet. Terra firma seemed to be oscillating disagreeably and made his head almost dizzy. "Anybody but a woman to deal with," he reflected; "you can't depend on them. They're—you *can't* depend on them." He knew his digestion was imperiled, when he recollected that Miss Robbins, legatee, and Mr. Robbins, *deposee*, were doubtless lunching together in the tranquil precincts of the family dining-room.

Melinda's new life really began a fortnight later, but she never spoke about it to any one. As a matter of fact, there were none with whom to divide confidences, had she cared to unburden herself. An aged housekeeper, and a faithful colored man, whose office wavered between valet and butler as occasions demanded, had acquired a reticence that embraced both comprehension and stolidity.

Sometimes Melinda Robbins sat alone in the library and wept quietly, thinking of her brother Jairus. Thoughts of the island home seldom stayed with her now; she had pushed them from her memory; but they could not have thrived long in the new atmosphere, though a sense of loss constantly pervaded her intelligence, as fog pervades a crowded city street. Once, late in the evening, she paused before the mantel-piece where Jairus Robbins's portrait hung, and addressed the insentient canvas falteringly, in a hushed voice: "I'm takin' care of your boy, Jirus," she murmured. "You paid me too much money; but it costs—it costs—something else."

The pardoning element of Melinda's nature came into frequent requisition, but there were, occasionally, moments when it was easy to be lenient towards Eugene Robbins. He had a grace of manner infinitely winning. His boyish gratitude touched her. "You'd better let me hurry right along to the devil," he often advised, with his fascinating smile. "The governor always insisted I had a predilection that way, and I guess

he knew. I hate to see you wasting your time among land-lubbers." The shock which the words gave to her sensitive nerves was partly modified because the speaker looked at her through the Robbins's frank eyes.

But Melinda was obliged to abandon a cherished plan. She had intended to rid herself of a wearisome load by giving her inheritance to Jairus's son, provided she could persuade herself that he was worthy. The folly of such a course intruded itself upon her at every turn, in hideous contours. Gradually she became aware that Jairus had not made a mistake. Many times she tucked his letter under her pillow and slept more peacefully for the knowledge that it was near.

One night she saw a full-rigged ship entering port, its sails bright with sun. It was only a dream, but the vague comfort of the little vision occasionally met her unexpectedly.

The seasons, emphasized by a great city's turbulent confusion, followed one another very slowly, in new guise, like strange faces, or the faces of friends masked; while ahead of her she beheld the unvarying future receding into unbounded distances that resembled the gray infinitude of an ocean.

Four years afterward, when she knelt, for the last time, beside Eugene Robbins's prostrate form, Melinda felt remorse, mindful that her devotion had lacked spontaneity, having been evolved from duty. Troubled by new regrets, she clung to him with unutterable tenderness until the last moment. "'Gene,'" she whispered, "I shall miss you; believe me, I shall. You belong to me."

The old sweet smile brightened his face in answer, and something like a ray of pleasantry crept into his eyes. "You've been so kind I'm half inclined to tell you—a secret," he said, faintly, "I wouldn't tell any—one else. There's another Robbins—a little kid. Perhaps—you'll—help her—some, when she's—grown."

Melinda's heart trembled an instant, then leaped on in great throbs. She leaned eagerly down. "An' its mother? Tell me, 'Gene.'"

"She's dead," came the weak answer. "We—were married—before the governor died. There's a—letter in my old portfolio. Don't—don't tell father."

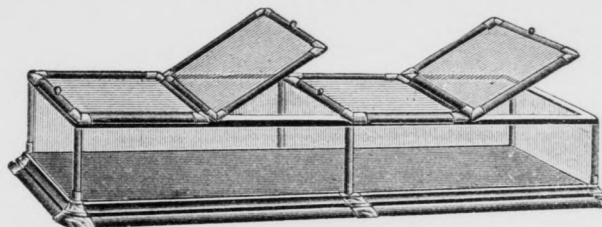
His mind had begun to wander; there was only time to summon it as a witness to the breathless, sobbing promise of restitution that broke triumphantly from Melinda's lips. "Oh, 'Gene, I'll give her all! This house, the money—everything—everything! I'll find her, I'll protect her." And a brooding peace filled the apartment when Eugene's happiest smile signaled back.

The silence that enwrapped Melinda during the next few days reminded her of sunny Sabbath mornings long ago, when, a little girl, accompanied by her Quaker grandmother, she had trudged through Traders' Lane to a small drab meeting-house on Centre street, and drowsily watched the shadows of a willow tree waver across the solemn stillness.

She was roused from her lethargy at last by the disquieting reality which terminated her search for the latest addition to the Robbins family. Melinda had not anticipated the odd sensation that thrilled her frame at the touch of a baby's hand. As she examined the

(Continued on page 7.)

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## AROUND THE STATE.

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Scotts—Anson Pierce succeeds W. H. Delano in the grocery business.

Galesburg—A. H. Reed succeeds A. H. Reed & Co. in the meat business.

Britton—Lee Bros. have purchased the grocery stock of F. Brown & Son.

Hawkhead—Johnston Bros. succeed Marshall Bugden in general trade.

Stanwood—N. O. Ward succeeds Ward & Smith in the hardware business.

Scotts—Foster & Simmons succeed Taylor & Myers in the meat business.

Sears—The Sears Mercantile Co. succeeds E. J. Priest & Co. in general trade.

Mason—W. M. McCrossen succeeds Henry M. Williams in the drug business.

Muskegon—H. Mellema is succeeded by Wm. Korfker in the grocery business.

Ypsilanti—John Taylor, of the hardware firm of Taylor & Lefurge, is dead.

Detroit—The S. H. Davis Co. succeeds S. H. Davis & Co. in the wholesale fish business.

Bloomington—S. Peck, successor to Wiggins & Co., has closed business here and moved the general stock to Barrington, Ill.

Central Lake—It is E. M. McFarlan—not H. C. McFarlan, as previously stated—who has purchased the grocery stock of Wm. Zeran & Son.

Belding—Welsh, Cobb & Co. is the style of the new grocery firm located in the building vacated by Wilson & Friedly, composed of E. R. Spencer, Thos. Welsh and Willis Cobb.

Kalamazoo—J. N. Stearns has sold his interest in the Cold Storage Co. to the other stockholders. F. H. Ackerson, of Hastings, has taken a position with the company.

## MANUFACTURING MATTERS.

Ludington—F. E. Gary has been appointed receiver of the Mendelson Pants Manufacturing Co.

Traverse City—The Wells, Higman & Co. basket factory will shut down Dec. 1 and will not start up until April 1.

Shelby—F. L. Peck and J. A. Harrison have formed a copartnership, under the style of Peck & Harrison, to embark in the manufacture of broom handles.

Delton—The Delton Roller Mill Co. has given a trust deed to the Hastings National Bank to secure a loan of \$9,000 and has also secured the Hastings City Bank for a loan of \$2,000.

Empire—The Empire Lumber Co.'s mills, which have been shut down since Sept. 24, will resume operations next Monday. The company has now nine miles of logging road, which will be in full blast in a few weeks.

Greenville—Will H. Bradley has formed a copartnership with C. F. McGeorge, under the style of Bradley & McGeorge, for the purpose of handling butter and eggs. A cold storage warehouse, 24x70 feet in dimensions, is now in process of construction.

Traverse City—The Oval Wood Dish Co. has about three weeks' cut of logs on hand, after which it will close down for a short time to make some necessary improvements. Its stock is low and orders are coming in rapidly, accordingly the shut down will not last long.

Detroit—The Detroit Time Register Co. has filed articles of incorporation. The incorporators are Nelson M. Watson, who owns nearly all the stock; Benjamin

F. Briscoe, James T. Shaw, William H. Burtenshaw and Thomas Muir. The capital stock is \$50,000, nearly all paid in.

Marquette—The logs lying in a branch of the Escanaba River, which were gotten out by Hart & Misho, and afterward sold to satisfy labor claims, have been bought by Palmer & Hopkins, of this city, who will load them on the cars at Palmer and bring them here to be sawed at the Dead River mill.

Lansing—The Lansing branch of the United States Baking Co. was totally destroyed by fire Nov. 25. The company's loss is \$10,000; insurance, \$5,000. The building, owned by Frederick Thoman, was insured for \$5,500 which will cover the damage.

Detroit—The Easy Wagon Gear Co. has filed a second chattel mortgage on its stock and business at 57, 59 and 61 East Woodbridge street. A. H. Wilkinson is made trustee. There are ninety-eight debts ranging from \$1.25 to \$7,000, few of them and no large ones due to Detroit parties. D. P. Johnson is President of the company and H. H. James is Secretary and Treasurer.

Bay City—The old Tittabawassee Boom Co., organized in 1864 under a thirty years' charter, has virtually ceased to exist as a booming corporation, the outfit of the company having been sold, its charter expiring in February, 1894. Previous to 1864 large quantities of logs had been rafted out of the River and tributaries, but no accurate record was kept of them, although a close estimate places the quantity rafted between 1851 and the date of the organization of the boom company at 1,700,000,000 feet. During the season of 1893 there was rafted and delivered to the mills by this boom company 1,304,363 pieces, scaling 113,457,850 feet, the smallest quantity handled in twenty-eight years.

Muskegon—Whether the Muskegon Booming Co. is reorganized or not in the spring the logs will come down the River. This was decided at a meeting of the log owners, and arrangements were made with the Muskegon Booming Co. to put the river in shape for next year's drive. The company's dredge will at once begin work on the places in the channel over which logs have been driven with difficulty this year, and which would have been closed next year if nothing were done this fall. The cost of the work will be a charge upon the logs, and will not be borne by the company. The log owners participating in the meeting were the McGrift Lumber Co., Thayer Lumber Co., Munroe & Briner, Frank Alberts, Gow & Campbell, Hovey & McCracken, Hackley & Hume and M. Wilson.

## B. M. A. Notes.

Kalamazoo *Telegraph*: The committee having in charge the charity fund of the Business Men's Association unanimously decided that the plan to distribute the money through the committee was impracticable, and the committee voted to distribute the money, \$207.84, between the following charitable institutions of Kalamazoo, with the amendment that if the Union Aid Society be not in existence as a charitable organization prior to January 1, 1894, its share shall be divided equally between the other four organizations: Borgess Hospital, Children's Home, Industrial School and Bethesda Home. The action of the committee will be made known to the officers of the various institutions.

Grand Traverse (Traverse City) *Herald*: Quite an important meeting of the Business Men's Association was held last evening. The matter of the location

of a school seat factory here was discussed, the annual meeting with banquet was talked some and a plan for winter excursions to Traverse City. The meeting was called, however, more especially to consider the possibility of locating at this point a canning factory. A large concern would like to establish at some center of pea raising such a factory, and are favorably considering Traverse City. Great quantities of seed peas are raised in this section of the State, and Grand Traverse has the name of producing the best and cleanest seed in the country. Peas for canning would be taken in the pod. The crop would come early in the season and bring the farmers the money just when it is most needed, before the general crops of the year are available. In order to insure the establishment here of such an enterprise it would be necessary to contract for not less than 500 acres of peas within reasonable hauling distance of Traverse City. We believe there is money in it for our farmers.

Sow to the Wind and Reap the Whirlwind.

The Benton Harbor grocers appear to have gone crazy on the subject of cutting prices, if the following newspaper report is any criterion:

Ten grocery firms have lately engaged in a war on prices for provisions. They are selling flour at \$2.50, twenty-five cents less a barrel than it can be replaced for in carload lots. Granulated sugar is sold twenty-two pounds for \$1. The grocers declare that they are in it to the bitter end. Citizens are buying freely for an all winter supply.

The natural outcome of such a crusade is a general demoralization and an unsettling of values which will be felt long after the cutting campaign shall have passed into history. Such events tend to confirm the belief entertained by many people that the grocery business involves enormous profits and that only during periods of fierce strife among the grocers do profits approach the minimum.

## Opportunity for Effort.

The attention of the State Food Commission is called to the "industry" thus described by a local newspaper:

A new industry will be started at Crosswell as soon as the machinery arrives—that of manufacturing syrup with a maple sugar flavor. The new compound is made from white sugar and given the maple sugar flavor by a decoction made from the chips of maple trees. It is perfectly harmless and makes a delicious and healthful syrup.

Such a decoction is probably lawful if not unwholesome and if sold for what it really is—"syrup with maple flavor," instead of "genuine maple syrup."

## Bank Notes.

Receiver W. B. McKinney, of the American Bank of Lawton, began last Tuesday to pay a dividend of 53 per cent. It is expected that about 75 per cent. of the bank's indebtedness will be realized.

The creditors of the City National Bank of Greenville are greatly dissatisfied with the receiver, and recently held a meeting to consider the plan of signing an appeal for his removal. The room was too small to hold the people who attended, and another meeting will soon be held at the call of the chairman.

## The Grocery Market.

Sugar—As foreshadowed in last week's paper, sugar took another tumble early in the week, and the market is still weak and unsettled. It is reported from Washington that the Committee on Ways and Means has decided to report in favor of reducing the duty on refined sugar from  $\frac{1}{2}$ ¢ to  $\frac{1}{4}$ ¢ per pound.

Coffee—Mild grades are weaker and a little lower. Package manufacturers have reduced their prices  $\frac{1}{2}$ ¢.

## The Drug Market.

There are few changes of importance to note this week.

Opium is dull and lower.

Morphia is unchanged.

Quinine continues firm, with a higher tendency.

Glycerine has declined.

C. B. Noble, formerly connected with the now defunct grocery store on Waterloo street, near the Wood Carriage Works, has purchased the John Compton furniture stock and removed it to Newberry, where he has embarked in business.

## PRODUCE MARKET.

Apples—Carefully selected Greenings, Spys and Baldwins command \$4 per bbl. No. 2 stock is held at \$2.50 per bbl.

Beans—Dry stock is coming in freely. Handlers pay \$1.50 for country cleaned and \$1.60 for country picked.

Butter—Weaker and lower, due to the remarkable increase in the consumption of butterine and oleo. Dealers pay 18@20¢ for choice dairy, holding at 20@22¢. Creamery is slow sale at 28¢.

Cabbage—Home grown, \$2@3 per 100.

Carrots—20¢ per bushel.

Cranberries—Cape Cod are a little stronger, commanding \$2.50 per bu. and \$6.50 per bbl. Jerseys are in moderate demand at 25¢ less.

Celery—Home grown commands 15¢ per doz.

Eggs—The market is about the same as a week ago. Handlers hold fresh at 22¢ and pickled at 20¢ per doz.

Grapes—New York Concord commands 2¢ per 8-lb. basket. Catawbas bring 25¢, while Malagas in 55-lb. kegs bring \$4@5. California Tokays are the cheapest ever known at this market, commanding \$1.25 per 4 basket crate.

Honey—White clover commands 16¢ per lb, dark buckwheat brings 13@14¢.

Lettuce—Grand Rapids forcing, 15¢ per lb.

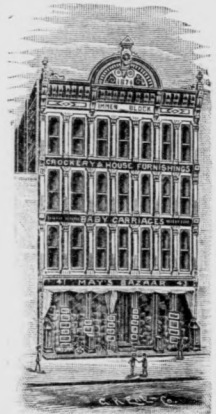
Onions—Home grown are weak and slow of sale, owing to the large amount of stock thrown on the market. Handlers pay 40¢, holding at 50¢ per bu. Spanish are in small demand at \$1.25 per crate.

Potatoes—The market is about the same as a week ago, handlers paying 45¢ here and 40@42¢ at outside buying points.

Squash—Hubbard, 1½¢ per lb.

Sweet Potatoes—Jerseys command \$3.75 and Baltimores \$2.75 per bbl.

Turnips—25¢ per bu.

DO YOU WANT A LAMP?  
We Want Money,

And offer Lamps this week at prices that break all previous records.

\$1.50 Lamps at	73¢
\$2.50 Lamps at	\$1.35
\$2.75 Lamps at	1.48
\$3.00 Lamps at	1.63
\$4.50 Lamps at	2.48
\$5.00 Banquet Lamps at	2.98
\$6.00 Banquet Lamps at	3.75
\$25 Banquet Lamps, cut glass founts and onyx stand at	15.00

Come and See what an Upset we have given Old Prices.

## May's Bazaar,

41 and 43 Monroe St.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, Nov. 20, President Smits stated that the special order of business was the discussion of the cash system and the curtailment of the present credit system.

B. S. Harris stated that he supposed by this that the grocers were to sell goods for all the cash they could get.

J. F. Gaskill (Gaskill & Goss)—My firm has brought its business down as closely to cash as possible, without losing a single customer.

J. Geo. Lehman—I am frank to admit that I want to adopt the cash system, but do not know exactly how to go to it.

A. Buys (Buys & VanDuinen)—We have curtailed the credit business as much as possible, but have many customers who must have a limited amount of credit. Men who are honest and well-intentioned but temporarily out of work must not be permitted to suffer. Our firm sold thirty-four coal stoves last winter, but we will do well if we sell one dozen stoves this year, as customers are buying their groceries first and leaving stoves, furniture and carpets alone. In my opinion the installments stores find it a very rocky time for their business. The hard times are proving a blessing to us and our customers, by teaching us to run close to shore. People are surprised to find how little money they can get along with, but, in our case, we find money more plentiful than it was during the month of September.

President Smits—I would like to ask Peter Schuit if he considers this a good time to introduce the cash business.

Peter Schuit—Yes.

J. Geo. Lehman—My candid opinion is that this is the year and now is the time of the year to introduce the cash system, because such a dealer will get the customers of other dealers who have shut them off from obtaining credit.

President Smits—Should the adoption of the cash system make any difference in prices?

Mr. Lehman—Certainly. People are watching prices closely now, and those who have cash are trading where they can do the best. Unquestionably, now is the accepted time, but I have not sand enough to introduce the innovation.

J. J. Wagner—I have given up the idea of running my business exclusively on a cash basis. I have educated my customers to a thirty day basis, and I get out my statements promptly and insist upon payment just as promptly. Through June, July and August trade was good with me; it lagged through October, but is now picking up again. The majority of my customers are responsible. Most of them are home owners, but some must have credit for a short period. I attribute my present position to active effort in curtailing credits, in consequence of which my customers are buying light and not getting behind.

Ed. C. Judd, Fred Fuller and H. D. Plum all announced themselves as satisfied with the present condition of trade, all things considered.

Herman Liesveld—I might as well shut up shop as try to do a cash business.

Peter Schuit—It is not impossible to do a cash business. When I worked in Amsterdam my employer adopted the cash system, and inside of one year every merchant had followed in his footsteps, so that now the cash business is the only factor in Amsterdam.

J. W. Brubaker—I am not now engaged in business, but, if I were to embark in trade to-morrow, I would pursue the policy of the A. & P. Co., so far as credits are concerned, and sell exclusively for cash.

A. Brink (Brink Bros.)—We have carefully considered the adoption of the cash system and have come to the conclusion that it would be all right if a majority of the trade were to adopt it, but, where only isolated dealers adopt a cash system, the loss in trade would probably be more than the present loss through bad debts.

Mr. Lehman—Did any of you ever figure out the percentage of losses on credit sales?

Mr. Brink—Ours amount to between 2 and 3 per cent.

Another member stated that his loss exceeded 10 per cent.

H. J. Vinkemulder—The loss account is not the heaviest one, by any means. The expense of bookkeeping and of collecting and the loss on goods not charged is more than the actual loss through bad debts. I am ready to go into the cash business whenever a majority of the principal grocers will agree to join hands in the matter.

B. Brande—We have not burned our books and are doing some credit business, but we make no new accounts. We note that the laundries are greatly pleased with the adoption of an exclusively cash system, and await the time when the grocers will have the nerve to adopt the same plan.

Peter Schuit moved that a mass meeting of the grocers of the city be held at the next meeting of the Association to continue the discussion of this subject, which was adopted.

The Committee on Trade Interests reported that they had been unable to see the city millers for the purpose of ascertaining if they would agree to maintain a uniform price on flour.

Peter Schuit—"Lily White" appears to be sold at all kinds of prices, both wholesale and retail, the Valley City people appearing to make the cheapest prices to those who do not pay for their goods.

Daniel Viergiver—I suggest that the Committee be instructed to ascertain how many prices the millers have, anyway. Investigation leads me to believe that the Valley City Mills sell from one to two tons a day to retail customers. For my part, I shove "Lily White" one side and only sell it when a customer won't have anything else.

A member asked what price the mill was making on "Lily White" at present. Reports were received showing that it was sold all the way from \$1.50 to \$1.75 per hundred weight.

Treasurer Lehman reported a balance on hand of \$327, and the meeting adjourned.

**The Hardware Market.**

General Trade—With the close of November the volume of trade holds up well. While not as large as one year ago, it is better than we looked for it to be three months ago. All dealers, however, are pursuing a conservative course, only buying for their immediate wants and not for speculation. This condition seems to prevail with the jobber, as well as the retailer, and the result is stocks are very low in all hands. Conditions of trade, as they existed one year ago, cannot be looked for before spring, if they come then. The general tendency in all lines of hardware is down, but it does seem as though bottom ought to be reached pretty soon.

Wire Nails—Demand is good but the price still goes lower. The manufacturers all complain bitterly, but, nevertheless, keep lowering their figures. For carloads and less, shipped from mill, \$1.25@1.30 is quite regular. From stock we quote \$1.60, but this figure can be shaded for desirable orders.

Barbed Wire—Although but little is moving at this time of the year, many orders are being placed for spring delivery on the basis of \$2 for painted and \$2.40 for galvanized for carload shipments up to February 1. The price from stock has not changed materially.

Window Glass—With the open market declared by the National Glass Association, prices have all gone to pieces and there does not seem to be any bottom for good-sized orders. For shipments from factories 80 and 20 per cent. is quite regular; 80 to 80 and 10 from stock covers the local market.

Rope—With the rest, is on the down-

hill side. Associations and combinations have failed in their purpose and each manufacturer seems to be trying to see how much money he can lose and not "bust"—7@7½c for sisal and 11c for manila being freely quoted.

Snow Shovels—The early fall of snow has made a good demand, and we quote as follows:

	Per Doz.
No. 1 L. H.	\$2 00
No. 1 D. H.	2 25
No. 2 L. H.	1 95
No. 2 D. H.	2 10

Hand Sleights—Are also being called for quite liberally. We quote 40 per cent. discount from list.

**Changes at the H & P. Drug Co.**

Coincident with the departure of Dr. Chas. S. Hazeltine for his consular position at Milan, a number of changes occurred in the official and office force of the Hazeltine & Perkins Drug Co.

During the absence of the President, H. B. Fairchild assumes the position of General Manager of the business. Mr. Fairchild has been identified with the house in various capacities for over twenty years and is fully qualified to discharge the duties imposed upon him in his present position.

M. S. Goodman is succeeded as Secretary and Treasurer by M. B. Hazeltine, son of the President of the corporation, and as head book-keeper by Josiah F. Jessup, who has been connected with the West Michigan Lumber Co. in the same capacity for the past eight years.

It is understood that Mr. Goodman's retirement from the house is due to his intention to embark in another business enterprise of a somewhat similar character.

**Will Retire from the Board of Pharmacy.**

James Vernor, who was appointed to the Board of Pharmacy when the Board was created in 1885 and has served continuously ever since, announces his intention of permanently retiring from the Board when his present term expires, at the end of the present calendar year and has, accordingly, informed his friends that he is not a candidate for re-appointment.

Mr. Vernor's decision will be sincerely regretted by the drug trade of the State, as he has been a courteous, painstaking and broadminded official who has given the Board faithful service and served the trade and the people with equal fidelity. During his eight years' tenure of office, he has had every official position within the gift of the Board and retires from office with the satisfaction of knowing that he has served the State with distinction and won warm ecomiums for himself.

**Purely Personal.**

Andrew J. Wylie, of the firm of Wylie Bros., general dealers at Shelby, was married Nov. 15 to Miss Hattie Barnes, of Richland, the ceremony occurring at the home of the bride. THE TRADESMAN extends congratulations.

State Food Commissioner Storrs was in the city last week and favored THE TRADESMAN with a call. He has appointed a clerk, in the person of L. M. Miller, editor of *State Affairs*, and is now in a position to do something in the way of enforcing the food laws. He announces that the first thing he proposes to tackle is the vinegar question, with a view to relieving the State of the incubus of impure and unwholesome vinegar now sold in this State, contrary to law and in defiance of public health.

**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.**

**A CLEAN STOCK OF GROCERIES FOR SALE:** good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 820

**TO EXCHANGE—FOR STOCK OF CLOTHING or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 821**

**I HAVE SEVERAL GOOD IMPROVED farms and Lansing city property to exchange for merchandise. Address F. C. Brisbin, Lansing, Mich. 823**

**A GOOD CLEAN STOCK OF DRY GOODS, boots, shoes and groceries to exchange for Lansing city property or improved farms. Address F. C. Brisbin, Lansing, Mich. 824**

**WANTED—WOODENWARE FACTORY OR Saw Mill, with good power, to locate here. Substantial aid will be given the right party. Address S. S. Burnett, Lake Ann Mich. 819**

**CHANCE OF A LIFETIME TO SECURE A business at a great bargain—millinery and fancy goods. Write for particulars. H. T. Cole, Administrator, Monroe, Mich. 815**

**FOR SALE—NEARLY NEW 7½ HORSE power Otto gas engine. Discarded because we must have more power. W. T. Lamoreaux Co. 122 West Bridge St., Grand Rapids. 816**

**FOR EXCHANGE—FOR GRAND RAPIDS real estate, a new stock of clothing and furnishing goods, invoicing from \$5,000 to \$5,000. Address No. 815, care Michigan Tradesman. 815**

**FOR SALE—SHINGLE MILL, NEARLY new, capable of cutting 50,000 feet to-morrow. Must be sold soon. Big bargain for cash buyer. For particulars address, Holmes & DeGott Tustin, Mich. 814**

**FOR SALE—A CLEAN STOCK OF DRUGS, groceries paints, oils, sundries, soda apparatus, etc., in a live, growing manufacturing town of 2,000; will invoice about \$4,000; only two other drug stores; good business; can be increased; best location; three years' lease; no timberland. Reasons for selling wish to engage in outdoor pursuits. Address Lock Box 5, Northville, Mich. 811**

**FOR SALE—CITY DRUG STORE, GOOD location on prominent business street. Invoice \$1,000. Good business. Investigation solicited. Address Castoria, care of carrier Wells, Grand Rapids, Mich. 803**

**FOR SALE—\$3,500 STOCK OF GENERAL merchandise and two-story building. Railroad, 500 population. Established strictly cash business. Center of town. Best farming section of Michigan. Bargain. W. H. Pardee, Freeport, Mich. 804**

**WANTED—TO EXCHANGE A VALUABLE farm of 160 acres for merchandise or personal property. The farm is located near a thriving town, 45 acres improved, balance heavily timbered. Address No. 805, care Michigan Tradesman. 805**

**WANTED—TO EXCHANGE, DESIRABLE Kalamazoo real estate for merchandise. Calvin Forbes, Kalamazoo, Mich. 806**

**SITUATIONS WANTED.**

**WANTED—A SITUATION IN A MEAT market or grocery. Three years' experience. References given if desired. Address R. M. Bascom, Sunfield, Mich. 817**

**WANTED—A practical druggist, with some capital, to take charge of a first-class drug store. Address C. L. Brundage, opera house block, Muskegon, Mich. 756**

**HARRY HARMAN'S SCHOOL OF WINDOW DRESSING AND DECORATING.**

A monthly publication. Displays for every line of business.

HOLIDAY EDITION 25 CTS.

(No stamps.)

1204 Woman's Temple, Chicago.

**A Big Drive**

IN ALL SILK (SAT. EDGE) RIBBONS.

Having purchased a large lot of All Silk Ribbons at the great per-emptory sale in New York for cash, we are enabled to offer you the following bargains:

No. 5	40c
No. 7	52c
No. 9	68c
No. 12	84c

Or we will assort you a box each of Nos. 5, 7, 9 and 12, at 52½c average, and you can select your own colors.

We make a specialty of Ribbons, and you will find that we have the largest and most complete stock of these goods in the State.

We solicit your inspection or mail orders.

**Corl, Knott & Co.,**

20-22 No Division St.,

GRAND RAPIDS, MICH.

Statistical Position of the Potato Crop.

The Statistical Division of the Department of Agriculture, at Washington, has issued its monthly report on the condition of the potato crop in all parts of the United States, from which THE TRADESMAN makes the following summary:

Maine—Rotting badly in northern and eastern counties.

New Hampshire—Exceeded expectations in quantity and are of excellent quality.

Massachusetts—Yielded better than was expected, and the quality is excellent.

Rhode Island—Are an excellent crop and the finest in quality ever raised in the State.

Connecticut—Are of superior quality and free from rot.

New York—Suffered from drought generally, and in certain localities from grubs; in others from rot.

New Jersey—Late planted white potatoes and, to some extent, sweets also gained points during the closing weeks of growth, and the yield of both varieties is better than anticipated, though much below that of a good year.

Pennsylvania—Irish potatoes are a small crop, but of good quality. Sweet potatoes are a good crop in all respects.

Virginia—Are fairly good.

Alabama—The late crop of Irish potatoes failed in many places. Sweet potatoes were injured by protracted drought.

Arkansas—Irish potatoes, except in a few localities, are grown for domestic use only. They are planted early and mature by July 1. Sweet potatoes were injured by the dry weather.

Tennessee—Irish potatoes are below average in yield.

West Virginia—Sweet potatoes are raised in very small quantities and in a few counties only Irish potatoes—the late planted—proved at digging to be much better than anticipated.

Ohio—Are little better than half a crop. The tubers are small and few in a hill. Notably good yields are confined to two or three counties in the northeast part of the State.

Michigan—Are about half a crop of very fair quality, especially in the northern part of the State. Scab and dry rot both affected the crop.

Indiana—Owing to the unfavorable weather during their growth, potatoes are not as good in quality as they appear to be.

Illinois—Are a poor yield.

Minnesota—The yield is small and the quality only medium.

Iowa—The average yield and quality have been greatly reduced by the drought.

Missouri—Were cut short by reason of the drought which prevailed during the latter part of July and the first weeks in August. The quality of both crops is good.

South Dakota—Are under average size; a considerable portion of the crop is small for marketing, but clean and sound and of the best quality.

North Dakota—Are a light yield, in some localities nearly a failure, owing to drought.

Montana—Is not quite up to average.

Colorado—The average yield has been very good indeed and the quality excellent.

Oregon—Not many have yet been gathered, the ground being too wet, but they will average moderately well in both yield and quality.

California—The crop promises well, the yield being fully up to that of 1892, with quality better.

Dry Goods Price Current.

Table of Dry Goods Price Current with columns for UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, COBRET JEANS, PRINTS, and NEEDLES.

DEMINS.

Table of Demins with columns for Amoskeag, Andover, Beaver Creek, Boston Mfg Co, Columbian, GINGHAMS, LANCASTER, and various fabric types like TWEEDS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILKESIAS, SEWING SILK, HOOPS AND EYES, COTTON TAPES, SAFETY PINS, and NEEDLES.

FOURTH NATIONAL BANK

Grand Rapids, Mich. D. A. BLODGETT, President. GEO. W. GAY, Vice-President. WM. H. ANDERSON, Cashier. JNO A. SEYMOUR, Ass't Cashier. Capital, \$300,000. DIRECTORS: D. A. Blodgett, Geo. W. Gay, S. M. Lemon, C. Bertsch, A. J. Bowne, G. K. Johnson, Wm. H. Anderson, Wm. Sears, A. D. Rathbone, John Widdicombe, N. A. Fletcher.

Collect Your Bad Debts

Send us \$5 for an outfit guaranteed to bring in at least its cost, and results prove it to be the best system in existence. Try it. The outfit is small. No other charge for fees or commissions, and money will be paid direct to you, not through us. We will refund the \$5 if not collected so that you will be out nothing for the experiment. As to our responsibility, etc., refer to following Detroit Banks: John L. Harper & Co., Merchants and Manufacturers' National Bank, City Savings Bank. Enclose stamp to insure reply.

The Credit and Collection Co., DETROIT, MICH.

HEROLD-BERTSCH SHOE CO.

BOOTS, SHOES, AND RUBBERS.



GRAND RAPIDS, MICH.

Eaton, Lyon & Co.,

20 & 22 Monroe St.,

Holiday Goods

Now ready, including a large assortment of

ALBUMS, TOILET SETS and NOVELTIES.

THE LARGEST LINE OF

DOLLS

SHOWN IN THE STATE.

RATE REDUCED

FROM \$2 TO \$1.25 PER DAY AT THE

Kent Hotel,

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(Concluded from 3d page.)

child's small fist, impelled by the curiosity of womanhood, her mind shaped the wrinkled palm into a kind of link between Nantucket and the mainland.

A substantial-looking female relative had a jealous conviction that Melinda's close embrace of the flannel-enveloped human bundle threatened personal loss to herself. The jealous conviction proved a real obstacle in Melinda's path. More-over this baffling opposition was supplemented by the evident fact of the child's well-being; for the youthful Robbins was flourishing with all the ambitious, pink-hued health of carefully-fed infancy.

The last action of Melinda Robbins, before she left the noisy, enterprising city, took place in Mr. Ritter's office near the top of a tall building. In the presence of this harassed gentleman she signed a document which gave to a humble slip of humanity, and to its heirs forever, all the real and personal property included in the Robbins estates. And the lawyer fastened a great red seal beneath her name.

Mrs. Nathaniel Piper of Nantucket received an oblong, slender envelope which scattered surmises right and left before it was actually opened. Postmarked New York, and being one of very few letters received during the year, its recipient thought of Melinda almost immediately, and the news contained therein traveled about the neighborhood at a marvelous speed, considering the rheumatic afflictions of Mrs. Nathaniel Piper. Every one at all interested in Melinda Robbins heard that she had lost her property and was turning her face towards the home of her ancestors. There are times, now and then, when Providence seems to rule everything to the satisfaction of everybody; and a delightful cognizance of unclouded justice was hidden beneath the pleased satisfaction with which these good "natives" waited for the voyager's return. In spirit they ascended to their "lookoffs" on the old roofs, and watched hopefully.

Melinda arrived at the pier in a state of dreamful stupor. It was noon in July, and the harbor was blue with the deep, wonderful blue of a gentian blossom. The wharf was crowded with all kinds of vehicles. Fishermen's lusty voices were calling to one another.

She walked to her house almost silently. In the little gardens that she passed, flowers grew abundantly, and the fragrance of sweet peas drifted over picket-fences. There seemed to be a shy, subtle perfume astr within her heart.

The interior of the cream-colored house looked a little strange at first, and she hardly knew she was at home till Dolf Berwick happened in, on his way to the cliff, and smilingly jested about her sudden return. He looked very brown and very glad.

The shutters were drawn and Melinda sat on a low chair by the window. Her black gown was joined at the throat by an old-fashioned gold brooch that pierced the parlor's cool dusk with a faint glimmer. Her eyes were bright, too, when she looked up at the man's height. She

did not try to answer him, but the eyes said something that gave Berwick a sudden thrill.

He went swiftly to her side and she rose and faced him with a gentle smile that made him doubly sure. "At last, Melinda," he said, softly; and as he put his strong arms around her, she made no resistance, but leaned her head against his breast like a weary child.

"Not now," she murmured, "but some time—perhaps—after a—long while—I'll tell you about it." EDITH E. STOWE.

THE DRUMMER.

Let loftier poets sing of knights, Of fairies, sylphs and satyrs, Of sprites and fays of ancient days, And other outworn matters. Of kings and ancient heroes brave—I sing a newer comer— A man whom fate created late, Her masterpiece—the drummer. He never fears the face of man, Meets all men on a level, Nor snub nor bruise can make him lose His perpendicular bevel. Brave as those mythic crews who sought The Hesperidean apples, For unafraid with lords of trade And merchant kings he grapples. He fights with monarchs of the mart, He meets them in their fastness, Shows them his sleek expanse of "cheek," And awes them with its vastness. The merchant king behind his bailes Yields to the bold marauder, He covers and quakes—the drummer takes His thousand-dollar order. He flies upon the wings of steam, Nor times nor tides restrict him, And from his flights he only lights To swoop upon his victim. He swoops—then comes the tug of tongues— Of vibrant voices wrangling— Loud blows are dealt, then in his belt Another scalp is dangling. A thousand miles is but a step, The continent a straddle, When on his steed of wondrous speed He buckles on the saddle; The sunrise and the sunset sea To him are near together, With tropic glow and polar snow He sandwiches his weather. The longitudes and latitudes He leaps in tireless motion, This shuttlecock between New York And the Pacific Ocean. This continent waltzer still will dance, Through States and nations spinning, And change his climes as many times As most men change their linen. "The soul that hustles not shall die," This is the creed he preaches; And 'twill agree with you and me To heed the truth he teaches. Life is no languid holiday, No long and idle summer; Come, pack your grip get up and skip And hustle, like the drummer. SAM WALTER FOSS.

Most Christians are willing to do great things for God, while but few are willing to suffer.

Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages. AUGURS AND BITS. dis. 60 Snell's 40 Cook's 25 Jennings' genuine 25 Jennings' imitation 50&10 AXES. First Quality, S. B. Bronze 7 00 D. B. Bronze 12 00 S. B. S. Steel 8 00 D. B. Steel 13 50 BARROWS. Railroad 14 00 Garden 30 00 BOLTS. Stove 50&10 Carriage new list 75&10 Plow 40&10 Sleigh shoe 70 BUCKETS. Well, plain 3 50 Well, swivel 4 00 BUTS, CAST. dis. Cast Loose Pin, figured 70& Wrought Narrow, bright 5ast joint 66&0

Wrought Loose Pin 60&10 Wrought Table 60&10 Wrought Inside Blind 60&10 Wrought Brass 75 Blind, Clark's 70&10 Blind, Parker's 70&10 Blind, Shepard's 70 BLOCKS. Ordinary Tackle, list April 1892 60&10 CRADLES. Grain 50&10 CROW BARS. Cast Steel 5 CARPS. Ely's 1-10 65 Hick's C. F 60 G. D 35 Musket 60 CARTRIDGES. Rim Fire 50 Central Fire 25 CHISELS. Socket Firmer 70&10 Socket Framing 70&10 Socket Corner 70&10 Socket Slicks 70&10 Butchers' Tanged Firmer 40 COMBS. Curry, Lawrence's 40 Hotchkiss 25 CHALK. White Crayons, per gross 130&124 dis. 10 COPPER. Planished, 14 oz cut to size 28 14x52, 14x56, 14x60 26 Cold Rolled, 14x56 and 14x60 23 Cold Rolled, 14x48 23 Bottoms 25 DRILLS. Morse's Bit Stocks 50 Taper and straight Shank 50 Morse's Taper Shank 50 DRIPPING PANS. Small sizes, ser pound 57 Large sizes, per pound 64 ELBOWS. Com. 4 piece, 6 in 75 Corrugated 40 Adjustable 40&10 EXPANSIVE BITS. Clark's, small, \$18; large, \$26. 30 Ives', 1, \$18; 2, \$24; 3, \$30. 25 FILES—New List. Disston's 60&10 New American 60&10 Nicholson's 60&10 Heller's 50 Heller's Horse Rasps 50 GALVANIZED IRON. Nos. 16 to 20; 22 and 24; 25 and 30; 27 28 List 12 13 14 15 16 17 Discount, 60 GAUGES. Stanley Rule and Level Co.'s 50 KNOBS—New List. dis. 55 Door, mineral, jap. trimmings 55 Door, porcelain, jap. trimmings 55 Door, porcelain, plated trimmings 55 Door, porcelain, trimmings 55 Drawer and Shutter, porcelain 70 LOCKS—DOOR. Russell & Irwin Mfg. Co.'s new list 55 Malloy, Wheeler & Co.'s 55 Bradford's 55 Norwalk's 55 MATTOCKS. Adze Eye 215.00, dis. 60 Hunt Eye 215.00, dis. 60 Hunt's 215.50, dis. 20&10 MAULS. Sperry & Co.'s, Post, handled 60 MILLS. Coffee, Parkers Co.'s 40 " P. S. & W. Mfg. Co.'s Malleables 40 " Landers, Ferry & Clark's 40 " Enterprise 30 MOLASSES GATES. Stebbin's Pattern 60&10 Stebbin's Genuine 66&10 Enterprise, self-measuring 25 NAILS. Advance over base, on both Steel and Wire. Steel nails, base 1 50 Wire nails, base 1 75&1 80 60. Base Base 50 10 40 25 30 25 20 35 12 45 12 45 10 50 8 60 7 & 6 75 4 90 3 120 2 160 1 60 Fine 3 1 60 Case 10 65 " 8 75 " 6 90 Finish 10 75 " 5 90 " 4 1 10 Clitch 10 70 " 8 90 " 6 90 Barrel % 1 75 PLANES. Ohio Tool Co.'s, fancy 240 Sciota Bench 250 Sandusky Tool Co.'s, fancy 240 Bench, first quality 240 Stanley Rule and Level Co.'s wood 50&10 PANS. Fry, Acme 60-10 Common, polished 70 RIVETS. Iron and Tinned 40 Copper Rivets and Buts 50-10 PATENT FINISHED IRON. "A" Wood's patent planished, Nos. 24 to 27 10 30 "B" Wood's pat. planished, Nos. 25 to 27... 9 30 Broken packs 1/2 c per pound extra.

MAYDOLE & CO.'S HAMMERS. dis. 25 Kip's 25 Yerkes & Plumb's 40&10 Mason's Solid Cast Steel 30c list 60 Blacksmith's Solid Cast Steel Hand 30c 40&10 HINGES. Gate, Clark's, 1, 2, 3 60&10 Slate 50 Screw Hook and Strap, to 12 in. 4 1/4 and longer 34 Screw Hook and Eye, 1/2 10 " " " 3/4 8 1/2 " " " 1 7 1/2 " " " 1 1/2 7 1/2 Strap and T 50 HANGERS. Barn Door Kidder Mfg. Co., Wood track 50&10 Champion, anti friction 60&10 Kidder, wood track 40 HOLLOW WARE. Pots 60&10 Kettles 60&10 Spiders 60&10 Gray enameled 40&10 HOUSE FURNISHING GOODS. Stamped Tin Ware new list 70 Japanned Tin Ware 25 Granite Iron Ware new list 33 1/2&10 WIRE GOODS. B. Light 70&10&10 Screw Eyes 70&10&10 Hook's 70&10&10 Gate Hooks and Eyes 70&10&10 LEVELS. Stanley Rule and Level Co.'s 70 ROPES. Sisal, 1/2 inch and larger 9 Manila 13 SQUARES. Steel and Iron 70 Try and Bevels 6 Wire 2 Mitre 9 SHEET IRON. Com. Smooth. Com. Nos. 10 to 14 4 05 82 92 Nos. 15 to 17 4 05 3 05 Nos. 18 to 21 4 05 3 05 Nos. 22 to 24 4 05 3 05 Nos. 25 to 28 4 25 3 25 No. 27 4 45 3 35 All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra SAND PAPER. List acct. 19 '86 SASH COORD. dis. 50 Silver Lake, White A list 50 " " " " " " 55 " " " " " " 50 " " " " " " 55 " " " " " " 35 Discount, 10. SASH WEIGHTS. Solid Eyes per ton \$25 Hand SAWS. dis. 20 Silver Steel Dia. X Cuts, per foot 70 " Special Steel Dex X Cuts, per foot 50 " Special Steel Dia. X Cuts, per foot 30 " Champlon and Electric Tooth X Cuts, per foot 30 TRAPS. Steel Game 60&10 Onelda Community, Newhouse's 35 Onelda Community, Hawley & Norton's 70 Mouse, choker 18c per doz \$1.50 per doz WIRE. dis. Bright Market 65 Annealed Market 70-10 Coppered Market 60 Tinned Market 62 1/2 Coppered Spring Steel 50 Barbed Fence, galvanized 2 80 painted 2 40 HORSE NAILS. Ad Sabie 40&10 Putnam 40 dis. 05 Northwestern 10&10 dis. 10 WRENCHES. dis. Baxter's Adjustable, nickeled 30 Coe's Genuine 50 Coe's Patent Agricultural, wrought 75 Coe's Patent, malleable 75&10 MISCELLANEOUS. dis. Bird Cages 50 Pumps, Cistern 75&10 Screws, New 1st 70&10 Casters, Bed a d Plate 50&10&10 Dampers, American 40 Forks, hoes, rakes and all steel goods 65&10 METALS. PIG TIN. Pig Large 25 Pig Bars 25 ZINC. Duty: Sheet, 2 1/2 c per pound. 60 pound casks 6 1/2 Per pound 7 SOLDIER. 1/2 c Extra Wiping 1 The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. ANTIMONY. Cookson per pound Hallett's TIN—MELBYN GRADE. dis. 18 10x14 IC, Charcoal 6 75 14x20 IC, " 7 0 10x14 IC, " 9 25 14x20 IC, " 9 25 Each additional X on this grade \$1.75. TIN—ALLAWAY GRADE. 10x14 IC, Charcoal 6 75 14x20 IC, " 6 75 10x14 IC, " 8 25 14x20 IC, " 9 25 Each additional X on this grade \$1.50. BOOPING PLATES. 14x20 IC, " Worcester 6 50 14x20 IC, " " 8 50 20x28 IC, " " 13 50 14x20 IC, " Allaway Grade 6 00 14x20 IC, " " 7 50 20x28 IC, " " 13 50 20x28 IC, " " 15 50 BOILER SIZE TIN PLATES. 14x28 IC, " \$14 00 14x31 IC, " 15 00 14x56 IC, for No. 8 Boilers, per pound 10 00 14x60 IC, " " 9

# MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 29, 1893.

## BASE METALS INTO GOLD.

It is stated that Edison, the master electrician, has determined to devote himself to the study of metals, with a view to determining whether electricity cannot solve the problem with which the ablest chemists have unsuccessfully grappled for centuries—the transformation of base metals into gold.

The peculiar preciousness of gold has been strongly emphasized by the recent great struggle in the National Congress between the respective advocates of gold and silver standards of money. It was given out in the debates that because of the growing scarcity of gold compared with the supply of silver, the yellow metal must continue to increase in value, and, unless new supplies are provided, it must one day go out of use for many practical purposes, and particularly for money.

It would appear that the gold mines of most civilized countries, if they have not been pretty well worked out, are, at least, in such a condition that the output is decreasing, and the likelihood of new mines of importance being discovered in America, Europe and Asia is remote. Alaska contains some gold, and Greenland has possibilities, but Africa is the only country that gives much promise of rich mines. Africa seems to be the last hope of the gold miners.

It is not strange at this juncture in the demand for this precious metal that speculative minds should revert to the ancient dreams of the goldmakers. The most distinguished feature of the Middle Ages in Europe was the rise of alchemy. This word, imported into Europe by the Arabian practicers of magical and occult arts, signifies "mingling," because all the ancient chemistry consisted in mingling various substances so as to discover by their combinations some potent and valuable material. The grand object of these experiments was to discover the "elixir of life," a mixture which would heal all diseases, restore youth and beauty, and practically render a human being immortal. When this immortality should be secured, it would be necessary for the individual so restored to have an abundant supply of gold, and the next

object, therefore, was to discover a means of transmuting base metals into the most precious.

Armed with youth and beauty of perpetual duration, and vested with the power to create gold at will, a man would become a veritable god, and it is not strange that in an age of extreme superstition, general ignorance and wild romanticism, men should earnestly desire, and would apply themselves to the search for, the potential elixir of life and the process of making gold. It was not the rascally charlatan and the desperate schemer who were the real alchemists. On the contrary, men of the most brilliant intellects and of the most honorable station, and of the highest moral character, devoted themselves to these studies. Realizing that the gifts which they sought were of a nature which should not be intrusted to wicked men, the alchemists banded together into brotherhoods, admission to which could be secured only upon the practice of virtues and by the most abstemious lives, and the taking of an obligation to keep secret all the experiments and proceedings of the arts, and the persons admitted to the mysteries had to pass through stages and grades of initiation and instruction before they could become adepts. But the thirst for the possession of magical powers was by no means confined to learned and self-denying anchorites. There were those who believed that there was an easier way to success than a life of vigils and privations and in communication with good spirits. They proposed to appeal directly to the devil, and, by bargaining away their souls, acquire an indefinite period of unbridled licentiousness and profligacy. The story of Faust and Mephistopheles, immortalized by Goethe and so often presented on the stage, is one of these narratives of the alchemists of the Middle Ages.

To the alchemists are due many discoveries which have made possible the entire science of modern chemistry. The alchemists commenced by mixing substances to see what would be the result. They called this "synthesis." To-day the chemists are able to separate a compound body into all its elements, and this they call "analysis." It is analysis which has made chemistry a science. Before that it was all guesswork and arbitrary experiment. The old monk who discovered gunpowder by mixing sulphur, saltpeter and charcoal, had no idea what he had compounded until he accidentally put fire to it and blew up his monastery.

It would be interesting to tell of the blind gropings and important discoveries made in a blind way by the alchemists, but it is certain that they never found the elixir of life, and, although the secret of transmutation has been pretended to be, there is no reason to believe that it was ever discovered. At any rate, all the gold in the world came out of nature's mines, and not out of the alchemist's crucible. For a long time modern chemists have held to the belief that transmutation is an impossibility. There are two sorts of substances. One species embraces bodies that are original, homogeneous and unmixed. They are termed "elements." The other sort is made up of bodies compounded of the elements. There are only some sixty-five to seventy elements, and many millions of compound bodies. It has been held that the elements, while they can

be compounded and mixed together so as to form vast numbers of combinations, cannot be changed, the one to another. Gold and copper are elements. They can be alloyed together, but copper cannot be changed into gold. So with silver and tin. They are elements, and may be mixed, but cannot be changed the one into the other.

But since extensive modern discoveries have been made in electricity, the operation of that force upon metals, gases, and other such elemental bodies, has suggested a belief that certain elements are compounded and may be still further taken apart. Suppose, for instance, that copper is gold alloyed, or adulterated with something else. If we can extract the base substance and leave the pure gold, then the entire problem of transmutation is solved. Moreover, copper is so plentiful that it is worth, perhaps, 15 cents to 18 cents a pound, while gold is so scarce that a pound of it is worth more than \$200. Some such notion as this is at the bottom of modern alchemy. It may not be all a dream. There may be possibilities in it, and electricity may lead to the solution. It is worth notice that Edison has directed his attention to such problems.

## POSSIBLE TROUBLE AHEAD.

According to the declarations of Congressman Bland, of Missouri—Mr. Bland being the father of the present silver dollar and leader of the silver faction in the House—the silver issue is to be brought to the front in the regular session of Congress, next month.

If this be so, and the matter is to be allowed to monopolize the attention of the regular session, as it did that of the special session, then, indeed, the country will fall upon evil times. The business interests of the country demand that the tariff policy of the administration be definitely settled without further delay, but if the major portion of the time of Congress is to be taken up in going over the old grounds, so thoroughly gleaned during August, September and October, then Congress will be able to dispatch no business, and the vital interests of the country will suffer.

Mr. Bland, so it is given out, will plead that the repeal of the Sherman law has not brought about a revival of prosperity, and, therefore, it is not the remedy for the evils complained of, as if even a single measure put through Congress could, in a few days, undo the evils that a long series of financial mistakes and abuses had brought upon the country. If the silver purchase law had been repealed after a debate of three weeks some good might have been accomplished by this time; but when the proceeding required three months of wrangling, and when the hoped-for revival of prosperity did not immediately follow the repeal of the obnoxious law, nobody who is sane and reasonable can complain at the situation. Prosperity is a plant of slow growth. It takes a long time to bring it to a state of vigor and widespread beneficence, but it may be destroyed in a day.

In a single day people may lose confidence in the solvency of the banks, in the solvency of each other, and in an incredibly short space of time the entire fabric of commerce and industries is precipitated into ruin. Merchants, being no longer able to secure credit from the banks, are no longer willing to extend favors to their customers. Manufactur-

ers who have sold their products on time cannot discount their paper to secure money for the purchase of raw material, or for the payment of wages to their operatives, and so they discharge their hands and close their mills.

Doubtless several million workpeople were thrown out of employment by the recent panic, and the loss of their wages during the three months that Mr. Bland and his friends were fighting the remedy which the President had proposed for the evil makes up a deficiency in the ready money supply of the country that years of work will be required to restore. It makes no difference whether it is wiser to have the finances of the country on a silver basis or on a gold basis, it is the extreme of folly to have it on no basis at all, and such was the condition of affairs while Mr. Bland and his friends were fighting every attempt to better affairs.

If the silver issue shall be used to prevent legislation in the regular session, as it was in the extra, the business men of this country will do well to expect the worst. The country is suffering to have the tariff issues settled, and, if they are to be side-tracked for any purpose whatever, then there can be no revival of prosperity hoped for from the Fifty-third Congress. It is to be hoped that Mr. Bland is only trying to frighten the country with his silver bugbear.

It affords THE TRADESMAN much pleasure to be able to present a communication from Jacob Jesson, of Muskegon, in this week's paper, criticising the recent action of the Board of Pharmacy in increasing the requirements for registration as pharmacists and assistant pharmacists. As one of the fathers of the pharmacy law, and a man who did as much as any druggist in the State to secure its enactment originally, and who has been prominently identified with the execution of the law through his long connection with the Board of Pharmacy, Mr. Jesson is certainly entitled to a candid hearing and his criticism is entitled to more weight than would be the case if he were speaking from observation rather than from actual experience. Mr. Jesson has, apparently, made out a *prima facie* case of usurpation against the members of the Board, there being no provision in the law authorizing the Board to usurp the prerogatives of the Legislature. THE TRADESMAN hopes the subject will not be allowed to rest here, and cheerfully offers its columns to any member of the Board or any other person who wishes to reply to Mr. Jesson's strictures.

The sympathy of the trade will go out to Edson, Moore & Co. in the loss of their entire dry goods stock by fire; but the sympathy is tinged with admiration at the invincible spirit manifested by the firm in the face of an appalling calamity and the promptness with which it announced its intention to resume business—even before the firemen had succeeded in extinguishing the conflagration.

## From Out of Town.

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

L. Cook, Bauer.

Adam Newell, Burnip's Corners.

C. Newton Smith, Lakeview.

C. S. Comstock, Pierson.

T. H. Shepherd & Bro., Martin.

Appleton & Harrison, Lisbon.

A. Purchase, South Blendon.

Smallegan & Pikaart, Forest Grove.

B. S. Holly, Woodland.

**CONQUEST AND COMMERCE.**

Commerce is the ruling force of the world. It is so because it is the agency which employs the great energies of the people, arouses them to physical and intellectual activities, and, by developing all the resources of a country, creates conditions of general prosperity and, by consequence, the highest degree of national power.

A nation, in order to be prosperous and powerful, must be rich. There are only two ways in which national wealth and power have ever been accumulated. One is by wars of conquest and robbery. That was the method used in the building of the Roman Empire. Rome had few of the resources that make a nation great in peace. Her people could only become the rulers of the world through war. They were fighters from the beginning and robbers from the foundation of their city on the banks of a small Italian river. They began their system of warfare by raiding and robbing the tribes around them, and they never ceased their policy of plunder until they had become masters of all the civilized countries from the Indian Ocean to the Atlantic. The Romans made war in order to rob. They plundered every country and accumulated at their great city an amount of treasure and conditions of luxury and vice which had never before been known in the history of the world.

The possession of extreme riches enabled the Roman power to maintain itself against all opposition for five centuries, but the war policy finally failed when the whole world armed against the aggressors. When Napoleon tried the Roman plan of building an empire, despite the overpowering military genius of the great Emperor, he was soon borne down by the opposition of a world in arms. The only other way in which a nation can become truly powerful is by acquiring great wealth through commerce. It is the peaceable method of conquest, war being resorted to only to extend and protect a pacific system of colonization and trade. The most illustrious example of this sort of conquest is Great Britain. The inhabitants of an inconsiderable island, which possessed no other physical resources than an abundant supply of coal and iron, and the indomitable energy of its people, have erected upon the earth an empire whose limits far outstretch those of Rome in the height of its power.

A writer in the November issue of the *Forum*, John R. Proctor, discoursing on the measures which England had adopted to protect her commercial supremacy, gives a map showing that British statesmanship has acquired and fortified strategic points commanding the pathways of commerce. Gibraltar, Malta and Aden command the short route between Europe, Asia and Australasia. The fortified harbor of Singapore guards the Straits of Malacca, and Port Kennedy the Torres Straits. Port Hamilton controls the pass between the Yellow Sea and the Sea of Japan. Australia and Tasmania have their great coaling and naval stations guarded by the heaviest guns, and Wellington guards the short sea route through Cook's straits. Cape Town and Port Elizabeth are fortified bases from which a British fleet may command the passage around the Cape of Good Hope, as the naval station at the Falkland Islands will give the command of the passage around Cape Horn in times

of war. Halifax, St. John's and Quebec command the passage through the St. Lawrence into our great lakes, and the impregnable naval stations of Halifax, Bermuda, Kingston, Bridgetown and Castries command our Atlantic and Gulf coasts, on which we have not a single fortification that could withstand the guns of a modern warship for twenty-four hours; while Esquimault guards Puget Sound and menaces our Pacific coast. England's sea power is greatly strengthened by the command of the termini of the principle submarine cables, giving her daily communication with her important naval stations from Esquimault at the west to far-away Auckland at the east, while, in the event of war, the rest of the world would be cut off from this telegraphic communication.

There is no possible rival of England in commerce but the United States, and it is plain that a republic like the United States does not possess the aggressiveness necessary to dispute for dominion upon the planet at large. Impregnable in its power of self-defense, the republic is safe from invasion or serious attack, but the spirit of its institutions and laws prohibit any wars of conquest or aggression. Under this state of feeling the United States has acquired no interests in any other part of the earth. It has not a single colony and no strong hold upon any country or people outside its own limits.

But the scepter of commercial power is gradually but surely being transferred to the United States, and not by anything its own people are doing, but by the evolution of material progress. This country has more coal and iron than can be reasonably estimated, and sufficient for the world's uses in ages to come. Here is produced the cotton which clothes the civilized world and which England has heretofore been manufacturing. Here is the world's granary, able to feed any population that can assemble upon this continent. Gradually this country will fill up with people who can underwork the artisans of Europe. Here will be spun and woven all the cotton, and here will be the chief supply of coal and iron. The great industries of Europe will be transferred to this Western World by forces of commercial gravitation. Here will be concentrated the earth's riches, for hither must come all nations to buy.

This is in the future. The time may be long, but all will come to pass. It will be realized whenever the energy and resources of England shall not be equal to the demand upon them. Wise statesmanship could hasten the day, but, in all probability, the consummation will be left to the mere forces of evolution. But, under any circumstances, it is inevitable that the scepter of financial and commercial power will be transferred to this country. When may not declared, put it must be and will be one day a fact.

It has just been judicially decided that the fact that a certain merchant sells goods cheaper than other merchants generally in the same place do, and that he is selling a particular article, whether as a leader or otherwise, at cost or below cost, is not of itself such a suspicious circumstance as, if known to a person, for example, who is about to purchase his entire stock of goods, ought to put him on inquiry, and which, if followed up, would necessarily or naturally lead to a knowledge of the debtor's fraudulent intent.

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Pearl Wheat Flakes,  
THE FINEST BREAKFAST DISH**



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Put up in neat Cartons of 2 pounds each, 36 Cartons per Case. Price \$8.50 per Case. Sells at 15 cents per package, two packages for 25 cents.

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- Jewell's Old Government Java,
- Jewell's Old Government Java and Mocha,
- Wells' Perfection Java,
- Wells' Java and Mocha,
- Weaver's Blend,
- Santora,
- Ideal Golden Rio,
- Compound Crushed Java.

Above are all in 50-pound cans,  
Ideal Java and Mocha in one and two pound cans.

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

## AFTER THE PANIC.

The general dullness in business is disappointing to those who expected that the passage of the Repeal bill would be the signal for renewed activity and for a general and sustained rise in prices, but veterans in business are not surprised at it. Experience has taught them that both favorable and unfavorable events, as soon as they become reasonably certain to take place, are discounted in advance, and that the effect of their final happening is either nothing at all or the reverse of what they naturally should produce. Hope and fear act as a fog does. They magnify and distort distant objects which a nearer approach and a clearer view reduce to their true proportions. The cessation of silver purchases under the Sherman act could, at the best, do no more than put a stop to the issue of Treasury notes which last spring led to shipments of gold, and thus to the ensuing panic. These shipments, as we all know, ceased long before Congress had even met to discuss the Repeal bill, and they were succeeded by imports of the metal, which, in a small way, are still going on. The panic itself came to an end from sheer exhaustion, and not even the defeat of the Repeal bill could have revived it. While it lasted, however, it did mischief which it will require a long time to repair, no matter how zealously the task is undertaken. A conflagration, an earthquake, or an explosion can lay in ruins in one minute a city which a year's labor cannot rebuild. So, the prostration of credit, the bankruptcies of individuals and corporations, and the general derangement of the machinery of trade which have resulted from last summer's cataclysm, could not be expected to vanish at the mere scratch of President Cleveland's pen.

The recovery from panics, too, like their creation, is a matter of emotion and sentiment. The sudden and enormous drafts made upon the reserves of the New York banks by their country correspondents, last spring, followed directly upon the announcement by Secretary Foster that unless his stock of gold was speedily replenished the Government would have to suspend gold payments, but it was not a logical and necessary consequence of that announcement, even if it had been justified by acts. If the United States Treasury had stopped paying gold the banks had plenty of their own, as well as plenty of greenbacks, Treasury notes, and silver dollars, all of which are lawful money and fully as available as gold for meeting the claims of depositors. Why, therefore, a run by the country banks upon their New York correspondents should have followed Secretary Foster's silly proclamation is to be accounted for only upon the principle I have already mentioned, that fear, like a fog, distorts distant objects and obscures the mental vision.

The example of the country banks was imitated, sympathetically, by those of cities like Boston, Philadelphia, and Chicago. They, too, began fortifying themselves against the imaginary danger which fear had conjured up, and to do so they had to contract their accommodations to individual borrowers. These, in turn, were compelled to defer paying those to whom they owed money, and these again had to put off their creditors. Some of the newspapers, with a misguided zeal for the stoppage of silver purchases under the Sherman act, inten-

sified, by their predictions of calamity, the alarm of the public, and it grew and spread until individuals, seeing before them in their excitement only general bankruptcy, began to draw from the banks and to hoard not only gold, for which there was some excuse, but all the other kinds of currency. Instances of this are told which in the calm state of mind now prevailing seem incredible. Vaults and boxes in safe deposit companies were hired all over the country and stuffed full of every available form of money. Men of large means, who ought to have set a better example, locked up in this way thousands and even hundreds of thousands of dollars. Savings bank depositors, hearing of what was going on, began to call for their deposits, and the banks, to be prepared for them, drew heavily upon the diminished stock of currency in circulation. The final result was that the officers of many banks of deposit lost their heads and virtually stopped payment, forcing their depositors who needed currency to meet their pay rolls and for other business purposes to sell their checks to speculators at a discount.

This spasmodic terror, from its very intensity, could not last long, and recovery from it was assisted by the importations of gold which it made profitable. In a few weeks the reserves of our banks, which had been depleted below the required legal limit, rose above it, and since then they have been more than doubled. Loanable funds have gone from a condition of extreme scarcity to one of extreme plenty, so that borrowers who, three months ago, could not get accommodation on any terms, have it now offered to them almost for nothing. Banks which were forced to close their doors temporarily have reopened them; factories which had stopped work have started up again; the earnings of the railroads show signs of improvement, and trade generally has begun to revive. The change is one, not of material fact and circumstance, but purely of human feeling.

Nevertheless, although the panic has passed away and monetary stringency has been succeeded by monetary ease, and while on all sides hope has taken the place of despondency, it is still too early to expect that the business of the country shall completely resume the activity which characterized it before the shock came from which it is now recovering. "A burnt child dreads the fire," and men who only a short time ago had hard work to keep themselves out of bankruptcy are, very naturally, not yet disposed to spend much money. Families dependent upon incomes of investments find those incomes for the present more or less reduced, wages and salaries in many instances have been stopped or materially cut down, and, generally, a spirit of economy prevails where before was liberality and even extravagance. This diminishes the consumption of necessaries as well as that of luxuries, and with a diminished consumption there must be a correspondingly diminished production, and, consequently, diminished profits all around.

As in a panic the failure of one man or institution cripples many others and leads in turn to other failures, which thus spread over a large area, so the retrenchment of the expenditures of one family creates an unavoidable necessity of retrenchment on the part of everybody

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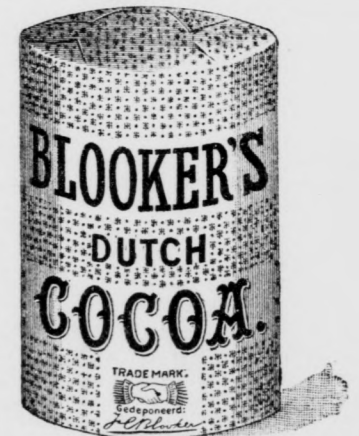
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who has depended upon those expenditures for a living. Every carriage put down throws out of work a coachman and a groom besides depriving the carriage maker and the feed dealer of a customer. Every household servant dismissed lessens by the amount of his wages the amount which that servant has to spend. The marketman suffers from decreased purchases of game and delicacies, the grocer from those of wine and cigars, and jewelers, especially, from the loss of their usual trade in diamonds and gold and silver ornaments. Following out the chain of cause and effect, we find a diminished demand for new clothing, new furniture, and new houses, and, of course, all the workmen who had been engaged in supplying that demand have in turn to retrench their modest expenses. With this sort of thing going on all over, it is easy to see that the aggregate result must be a serious shrinkage in the volume of trade.

Until, therefore, the memory of the recent panic has passed out of men's minds, and they forget more completely than they have forgotten, as yet, the dangers they have escaped and the losses they have experienced, the present dullness in trade must necessarily continue. Society is so intimately bound together that no one part can suffer without affecting all the other parts, and when, as is the case now, the spirit of retrenchment pervades the whole body politic, a general languor cannot fail to result. Time will cure this as it cures other transient evils, and we can only wait for it to do its work.

MATTHEW MARSHALL.

**The Currant Situation.**

From the New York Journal of Commerce.

Never in the history of the currant industry have prices been so low as during the present season. Usually the Greek market opens up at a value of 15s. to 17s. c. & f., but with the enormous crop that is promised this year and the depression in commercial and financial circles, the market opened last month at 11s., from which point it has steadily receded until 7s. 9d., or the equivalent of 1 1/4 c., laid down, is now named by shippers in Greece as an acceptable price for barrels. This quotation, it may be said, is not given out by those who are usually credited with packing the best goods, but originates either with speculative sellers or from such sources whence a guarantee of quality could not be obtained. So far as we are able to learn, however, the curing of the season's crop was carried on during a period of exceptionally fine weather, hence if the inferior quality is packed the fruit will come from sections where the soil and climate are not as favorable for the berry as in some other localities. The fixtures of an opening date for the market by the Greek Government has done much toward improvement in the quality of the fruit. Previous to last year there was the annual rush to place the fruit upon the market early for the one purpose of securing the fancy prices that were usually obtained for first shipments. Curing was improperly done, and it frequently happened that stock, upon arrival at its destination, was found to be in bad condition and in course of decay, this fact leading to constant trouble between importers and shippers, and claims for allowances upon the ground that the fruit was not of good merchantable quality upon receipt. This question coming up annually was a constant menace to the currant industry, therefore the Government, at the suggestion of many reputable packers, determined to put a stop to the hurried methods of curing, and a law was enacted that fixed a date when the fruit should first be offered for the consideration of the world's buyers. The law has now been in force two years, and its beneficial effects are shown in the better quality of the goods received, and

the almost entire disappearance of the old-time differences. One would naturally suppose that at present prices importers would be eager to cover their probable wants of the future, but there appears a hesitation to act, the fact that the course of the market since the opening of the season has been steadily downward has served to promote a feeling of caution, and checked important operations. American buyers have the credit of being poor operators upon a falling market, but ready speculators upon the up-grade. Currants are very cheap today, and it is hardly probable that a much, if any, lower value will be established in the near future. The European demand is likely to open up at any moment, and when the call for Continental requirements sets in the market will probably take a quick turn, and operators upon this side of the water will then regret they did not take advantage of the opportunity that is now presented. The requirements of America are a mere "drop in the bucket" in comparison to the European, the importations of this country seldom if ever exceeding 15,000 tons out of annual crops ranging from 140,000 to 170,000 tons. The distillers of France are the great consumers of the article, and when values are down to the point that rules to-day a demand from that country may be expected to develop at any moment, the result of which would undoubtedly be to give prices a serious twist in an upward direction.

**An Old Grocer's Counsel.**

From the Commercial Tribune.

In conversation with an old, successful grocer the other day, he said: "Yes, it pays to be frank, manly and honest. I don't think it pays to be in the least degree deceitful. I want my customers to trust me. I want every clerk in the store to do as he would be done by. If a patron calls for a certain brand of goods usually kept by me, and I happen to be out of it, he is told so frankly. I don't try to sell him something he doesn't want. If I chance to have a poor line of canned goods in stock—no matter what brand—I will not sell them at any price; they are returned to the seller or thrown aside as worthless. Other goods are treated in the same way. Of two evils, it is cheapest and best to stand the loss myself, rather than run the almost certain risk of losing the confidence and patronage of my customers. A tricky merchant never prospers. If my butter is not up to grade I say so, but if one exercises care in buying butter, or anything else, it will be up to the mark and won't need apologizing for. When I order goods by mail my jobber knows that I want what I order, not what he chooses to send me. My one aim is to keep and extend my trade. I don't want to lose my old customers for the sake of attracting new ones. I try to hold my trade, and I find that the easiest and cheapest way is to be worthy of it."

If every young grocer in the land could read this old man's words and would follow his experienced counsel, how much smaller the percentage of failures would be.

**Keeley Dismisses His Suit.**

Some time ago the London *Lancet* published something about the Keeley cure for drunkenness, which the doctor considered injurious to him, and he accordingly instituted suit for damages. The suit was begun last year, while Dr. Keeley was in London. It has just been dismissed, Dr. Keeley declining to prosecute it. He says that when he began the suit he supposed that he would be allowed to have his deposition taken in this country. The defendants, however, insist that he shall be on the stand in person that they may have the privilege of asking him some questions, and he has concluded that he would rather not. He says that he has so much to do here that he cannot afford the time to go across to the trial. He does not seem to be so much injured by the alleged libel as he thought he was, although the *Lancet* called him a quack, or words to that effect.

No man will ever be celebrated for his piety whose religion is all in his head.



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Our entire line of Cotton Worsted Pants on hand to be sold at cost for cash. If interested write for samples.  
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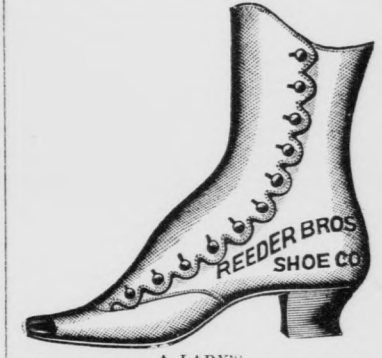
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**ORIGIN OF AMERICAN WEATHER.**

The American hemisphere is in every respect wholly unlike its companion on the other side of the oceans. This dissimilarity is particularly obvious when the conformations of North and South America are compared with that of Europe and Asia. In the Americas the great mountain ranges extend in a general direction from north to south. In the Old World they trend from east to west, save in Africa, where many of the physical conditions correspond to those of the New World. It is only in north and south mountain ranges that the precious metals are commonly found, and, but for the Ural ridge which separates European from Asiatic Russia, Europe and Asia would be poorly supplied with gold mines, while Africa, with a conformation much like that of the Americas, is rich in the precious metals.

However, it is not of gold and silver it was intended to speak here, beyond the mere mention of the fact that it is in countries traversed by longitudinal ridges of mountains that the supplies of the precious metals have chiefly, if not wholly, been found. In an article in the *Popular Science Monthly*, for November, Prof. J. Harris Patton discourses on the rainfall in the Mississippi valley. He holds that the enormous amount of moisture which waters the great valley of North America comes by way of the Gulf of Mexico, but not from the Gulf. This view of the valley rainfall is in harmony with the best notions of the origin of American weather.

The Mississippi valley, which embraces nearly one-half of the entire territory of the United States, excluding Alaska, is inclosed on the east and west by ranges of mountains. It extends through twenty degrees of latitude and thirty of longitude. Its area is estimated at 1,244,000 square miles, and the annual average rainfall on its surface is 42 inches—that is, if the rain water did not penetrate the earth, run off, or evaporate, at the end of the year the depth would be 3 1-2 feet. That is not as much rain as this vast territory ought to have, for much of the region is dry and almost rainless; but it is a great deal at that. The area of the Gulf is about one-fourth that of the country to be watered, and so the evaporation from the Gulf would have to be four times 42 inches, or 168 inches, in order to support the rate of rainfall mentioned. True, the Gulf gets back, by the Mississippi River, all the water it gives to the valley; but Prof. Patton's view is that most of this rainfall comes from the great equatorial ocean current which traverses the Atlantic westwardly from the coast of Africa to that of Brazil, just south of the equator.

This vast stream is about 4,000 miles long and about 3,000 wide. Taking its rise in the Gulf of Guinea, it flows westwardly, but, dividing on Cape St. Roque, the much greater portion moves along the north shore of South America until it enters the Caribbean Sea, and subsequently, to a certain extent, the Gulf of Mexico. This river in the sea, flowing under a vertical sun, its waters heated to 80 degrees and more, enters into the gates of the Gulf, while the trade winds carry its enormous evaporation far to the westward, until the high chain of the Mexican Cordilleras, with its snowy peaks, is met. There are occasions when these west winds, laden with watery

vapor, rise over the mountains and pour down their rains on the high table lands and interior valleys of Mexico, but this is not common. Generally these winds cannot pass through the dense atmospheric wall over the western mountains, a range which extends unbroken from the polar sea to the uttermost point of South America, and they are forced northward.

In their northward march, these warm and rain-laden winds meet somewhere the polar winds from the frozen north. It is upon the waters of the Gulf, or on the broad and treeless plains, that are formed the revolving storms that so often ravage the country. Possibly they would continue westward if they could get over the mountains, but the resistance of the high air pressure along the mountain wall of the Rockies and the Mexican Cordilleras furnished a force, the third force, which sends all the storms, whether on the sea or on the land, finally to the eastward.

A notion has long obtained that all American storms start somewhere, no matter where, and march eastward around the globe. So far there is no conclusive evidence that the weather conditions along the Pacific coast of any part of this continent are ever transferred to the region east of the Rocky Mountains. The Coast range, the Sierra Nevadas in California, and the Cascade Mountains in Oregon, combined with the Rocky Mountains, form a triple barrier to keep Pacific weather from crossing to the eastward. American weather, on the contrary, seems to come from the equatorial Atlantic by way of the Gulf of Mexico, and from the north polar sea, whose temperature, when the sun leaves it in September to shine on the south pole, so densifies the atmosphere as to force it out to the southward. Scarcely does the September equinox pass before the cold waves begin to move southward over the plains, to make the blizzards of Dakota and the northers of Mexico. When the warm winds of the equatorial Atlantic and the blizzard airs from the north pole meet there must ensue a mighty wrestling of the elements. Thus, it seems, originates American weather.

FRANK STOWELL.

**England's Duplicity With New Zealand Cheese.**

For the last two or three years England has relied to a greater or less extent upon the arrival of cheese from New Zealand. Recently the National Dairy Association of New Zealand has expressed the opinion that they will be obliged to discontinue sending either cheese or butter to Great Britain, unless freights can be reduced or prices in England raised. The English importers were anxious to have this trade established, in order to set it off against the American product. Having induced the makers of New Zealand to enter into the business, they began to play one product against the other, and thus to cheapen both. The New Zealanders find themselves in the power of the London commission merchants, and they don't like it. So there is a possibility that another season the Londoners may find themselves lacking any large supply of New Zealand cheese, and consequently obliged to pay a living price for American goods. In other words, our competition with New Zealand may be nullified by the refusal of her dairymen to make cheese at such prices as the English have hitherto paid them, in which case there would be a larger demand for American cheese, both from the States and Canada.

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GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, Nov. 25--No announcement has yet been made as to the plan of reorganization of the Thurber, Whyland Co. The accountants are still at work on the affairs of the concern and it is likely that within a few days it will be known just how matters stand. Mr. Thurber appears hopeful that circumstances will permit a new lease of life and it is to be hoped that he will again be at the helm with his old-time energy.

Business is picking up. One evidence of this is in the fact that advertising agents report a gratifying increase in business and this is not wholly on account of holiday business, either.

That is what advertising agents say. People in business do not altogether agree with them. They intimate that trade is quiet, and that what is passing is of an everyday character, easily taken care of by the help employed and that extra men are not needed.

One favorable sign was the sale at auction the other day of a lot of dry goods, amounting altogether to \$2,000,000, at prices only about 5 per cent. under regular rates. Dry goods men feel very cheerful over the result and take it as an omen of the "good time coming."

The hardware trade is said to be excellent in this city, and very favorable reports are also being received from interior points.

The retail grocery trade here is in good condition, and probably are selling as many goods as at any time. The demand is confined to no one line of goods, but is fairly active in all departments.

The money that is accumulating here is an evidence, on the other hand, that trade at large is not as active as usual—a matter of regret.

Granulated sugar is selling at 4½¢, and at this price some fairly liberal purchases have been made. There is a great deal of space being used in our papers regarding the new sugar tariff. Some want an ad valorem duty, others a specific one, and, between the two, it is likely that no agreement is likely to be reached. While we do not want "pauper" sugar, we no more desire a price made artificially high by the Trust. It is to be hoped that the matter will be adjusted in a manner satisfactory to all. But the *how* is very perplexing.

Coffee is quiet and in light request. Fair Rio may be quoted at about 17½¢.

Nothing is doing in molasses, which remains dull at last quotations.

Rice is steady. Holders are disposed to be firm and make no reductions.

Dried fruits are selling at extremely low prices, and attracting no special attention save for fancy stock for holiday trade. Some California raisins, bags, are sold as low as 2½¢.

Canned goods have been very quiet all the week. Tomatoes have sold at 92½¢ per dozen.

Oranges and lemons are in ample supply now, and prices are very low. Apples and other domestic fruits bring good prices when of fine quality.

Butter and cheese are quiet. Best butter, 27½¢, and from this the price runs down to 21¢ for anything eatable.

Fresh eggs are selling well, but they are very hard to find. Best western, 25½¢@27¢.

Prices of poultry remain at a profitable point, and dressed turkeys bring from 11@14¢; chickens, 10@12¢.

Many Scotch potatoes are arriving, and though the supply is fairly liberal, prices are firmly held and no decline is expected.

JAY.

For President and Secretary of the Knights of the Grip.

As the time draws near for the annual meeting of the Michigan Knights of the Grip, the selection of competent officers for the ensuing year naturally suggests itself. THE TRADESMAN has looked over the ground carefully and has calmly come to the conclusion that the interests of the Association can be best served by electing Major R. W. Jacklin President and by continuing the present incumbent in the position of Secretary. Of the

availability and capability of Major Jacklin nothing need be said. A resident of Detroit—which city has never yet furnished the Association a presiding officer—Major Jacklin would thus meet the aspirations and desires of a large body of the membership. He also meets a requirement which has been frequently ignored in the selection of officers for the Association—he is an actual traveling man and carries a grip, being neither a solicitor without samples nor one of the "has-beens." He is in every sense qualified to fill the position with grace and dignity to himself and with honor to the Association. For Secretary, THE TRADESMAN heartily endorses the candidacy of L. M. Mills. This gentleman took up the work of the Association when it was at a low ebb and has brought order out of chaos and restored the organization to the respect and confidence of the members. He has worked with unceasing energy to systematize the details of the organization, and has succeeded to that extent that the membership shows a marked permanent increase under his administration, largely from the ranks of those who had become disgusted with the loose business methods of his predecessor and relinquished their membership on that account. Although Mr. Mills has served the organization one-half of the fiscal year, his compensation, so far, has been only one-third of the annual compensation, owing to the fact that the former Secretary received the Secretary's percentage on fully two-thirds of the annual dues. Of the capability and accuracy and economy of Mr. Mills there is no question whatever. He is a regular traveling man, visiting his customers with a gripsack in his hand six days a week; and if ever an officer has earned a re-election at the hands of an appreciative membership, Mr. Mills is that man. THE TRADESMAN hopes to see him unanimously re-elected, and if the members could have a thorough knowledge of the painstaking and efficient effort he has given the organization such would surely be the result.

Gripsack Brigade.

Judd E. Houghton, formerly on the road in this State for B. Leidersdorf & Co., of Milwaukee, has resumed his former connection with that house.

M. J. Wrisley is making a six weeks' trip through the Upper Peninsula and Northern Wisconsin and Minnesota in the interest of the Tradesman Company.

So long as Richard T. Scott was alive, he escaped public exposure for living a dual life, but the struggle for his property after death recalls—what many have known for years—that he was living in conjugal relations with two women—a wife in Grand Rapids and another woman at Fenton, by whom he was the father of four children. The Grand Rapids wife claims to have been married to the deceased thirty-eight years ago, and claims to be in possession of her marriage certificate. It is claimed by the attorneys for the Grand Rapids widow that the Fenton woman was formerly a domestic in the family of the Grand Rapids household, leaving under somewhat unpleasant circumstances about a dozen years ago, when she moved to Fenton, where she passed as the wife of the deceased, and was so recognized by the deceased and the public. No sympathy is expressed for her, as she must have known that her relations with Scott were of a questionable character, but the children she brought into the world are certainly entitled to the sympathy of everyone. Litigation may possibly ensue over the disposition of the property, but the legal status of the Grand Rapids widow appears to be secure.

Ludwig Winternitz, general traveling representative for the Fermentum Company was in town over Sunday, calling on old friends.

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# TRADESMAN COMPANY.

**Drugs & Medicines.**

**State Board of Pharmacy.**

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

**Michigan State Pharmaceutical Ass'n.**

President—A. B. Stevens, Ann Arbor.  
 Vice-President—A. F. Parker, Detroit.  
 Treasurer—W. Dupont, Detroit.  
 Secretary—S. A. Thompson, Detroit.

**Grand Rapids Pharmaceutical Society.**

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

**VIGOROUS PROTEST**

**Against the Arbitrary Action of the Board of Pharmacy.**

Written for THE TRADESMAN.

At the first meeting of the Michigan Pharmaceutical Association, held at Lansing, November 14 and 15, 1883, a draft of a bill to regulate the practice of Pharmacy in the State of Michigan was presented for consideration. This bill, after a lengthy discussion, was referred to the next meeting, to be held at Detroit, Sept. 9, 10 and 11, 1884. At this meeting a great deal of time was spent in considering the bill, section by section, and it was finally referred to the special Committee on Pharmacy Bill, with power to make such changes in the draft as might be deemed necessary to make the same a law. (See proceeding 1884, page 88.)

In the original draft of the bill, section 3 was as follows: "Licentiate in pharmacy shall be entitled to registration, and must be such persons as have had two years' practical experience in drug stores where the prescriptions of medical practitioners are compounded, and have passed a satisfactory examination before the Board of Pharmacy hereinafter mentioned."

This bill was changed in many points by the Association and in many others by the Legislature. (See proceeding Michigan State Pharmaceutical Association, page 29.) Members of the Association held that section 3 as quoted above discriminated against the graduates of the School of Pharmacy and hence had to be changed in order to make the bill satisfactory and to prevent the incorporation into the bill of a clause allowing graduates of pharmacy and medical schools to become registered without examination.

The bill, which became a law by the Governor attaching his signature thereto on June 2, 1885, has the following provision—section 5—in regard to licentiate in pharmacy: "No person other than a licentiate in pharmacy shall be entitled to registration as a pharmacist, except as provided in section 4. *Licentiate in pharmacy shall be such persons, not less than 18 years of age, who shall have passed a satisfactory examination touching their competency before the Board of Pharmacy. Every such person shall, before an examination is granted, furnish satisfactory evidence that he is of temperate habits, and shall pay the fee of \$3.*"

At the meeting of the Board of Pharmacy, held at Lansing, Nov. 7, 1893, the following resolution was adopted:

*Resolved*—That, hereafter, all applicants for examination as registered pharmacists must have had at least three years' actual experience compounding drugs in a retail drug store under the supervision of a registered pharmacist; and all applicants for examination as registered assistant pharmacists must have had at least two years' actual experience compounding drugs in a retail drug store under the supervision of a regis-

tered pharmacist; but one month's study in a college of pharmacy will be accepted as a substitute for two months' experience as above: *Provided*, That every applicant must have had at least four months' actual experience compounding drugs in a retail drug store, under the supervision of a registered pharmacist.

No certificates of registration will be issued by the Board until the applicant has furnished affidavits from the party or parties with whom he served or studied, showing explicitly, by dates, the length of time the applicant has been under the instruction of the employer or teacher.

After carefully reading Section 5 of the Pharmacy Law, these resolutions remind me of the recent expression of the German Emperor to his troops: "My will is your will. My law is your law." According to the above resolution the Board expects that the people of the State are going to submit tamely to their will, but I am afraid not. The Board has, without an act of the Legislature, assumed legislative powers and made an amendment to the Pharmacy Law which is in conflict with section 5 of the law quoted above, which does not allow the Board to place such a construction upon the law as has been done by above resolution.

If the Board of Pharmacy desired such a change in the law as is set forth in their resolution, the proper course to pursue would be to go before the Legislature at the next session and secure an amendment to the law. Such an amendment, however, would not pass, as it is altogether too arbitrary and sweeping in its provisions. The construction that would naturally be placed upon the resolution is, (1) that the board desired to cut down the size of the classes, making them smaller; (2) to prohibit the intelligent physicians of the State from engaging in the drug business, by preventing their even coming up for examination, unless they had spent three years in a drug store; (3) compelling young men who desire to make pharmacy their profession to either enter a college, which, in many cases, they cannot do, or work in a drug store for two years at least, without compensation for services rendered. As a young man cannot secure wages for his services unless he has at least a registered assistant's certificate, any bright young man ought to be able to secure an assistant's certificate after one year's work.

According to the pharmacy law, as now in force, it makes no difference where a person obtained the required knowledge, whether in a country or city drug store, at home or in a school of pharmacy, so long as sufficient knowledge is obtained to pass the examination.

The Board of Pharmacy is a part of the pharmacy law and was created for the purpose of executing and enforcing the same. There is not a single item of law covering the action taken at Lansing. The Board must confine itself to the law, and such a construction as has been placed upon it in adopting the above resolution cannot stand, as such construction is not sanctioned by it. The Board is not a private corporation, but one of the State Boards, subject to the law under which it acts and from which it receives its authority. The Board has a plain duty to perform—to examine all persons who apply for examination who can make an affidavit that they are of temperate habits, have the required age, and pay the required fee. When that is complied with the Board must accept the candidate and allow him to try to pass

the examination; and, if successful, issue him a certificate as registered pharmacist or assistant, according to his proficiency, as shown by his percentages.

The last clause of the resolution is even more arbitrary than the first. It is required to show by affidavits from the party or parties with whom the applicant served or studied the length of time employed, etc. This in many cases is an utter impossibility, for good reasons: the party or parties with whom he served or studied may be dead, or their present residence may not be known to the candidate. In that case no matter how good an examination the candidate might pass, he would, according to above resolution, be denied a certificate by the Board. Supposing a druggist from another State with, say, twenty-five years' experience, should engage in the drug business in Michigan—a man who could easily pass the examination, but, owing to his age, would not be able to furnish the required affidavit. He would, of course, be rejected, or the Board would have to rescind above resolution. The position taken by the Board cannot be sustained by them in any court in this State.

The Michigan Board of Pharmacy has always been regarded as one of the fairest boards in the country, and the law has become quite popular for that reason. If the action taken at Lansing is allowed to stand, the Board will find a large majority of the druggists arrayed against its action. At every session of the Legislature since 1885 a bill has been introduced to repeal the law, but, so far, the effort has failed, because the law had been administered in such a manner as to make it popular. I assure the Board that, if repeal of the law is what is wanted, then the action taken at Lansing, Nov. 7, is the first step that will lead to that result. The law ought not to be repealed and must not be, neither must the Board of Pharmacy misconstrue the law, but must live up to the plain intent of its provisions, and enforce its requirements in as liberal a manner as the law permits.

JACOB JESSON.

**Milk—Its Nature and Chemical Composition.**

Written for THE TRADESMAN.

Milk is the secretion of the mammary glands and constitutes the entire food and drink of the young mammal. It is an aqueous solution of caseine, milk sugar and small quantities of mineral matter, and holds in suspension a quantity of fat in a state of fine subdivision.

In my analysis of cow's milk I found in 100 cubic centimeters of milk, given by the average country milk:

	Grammes.
Water.....	90.09
Fat.....	3.16
Caseine.....	4.16
Milk sugar.....	4.76
Ash (mineral matter).....	0.73
	102.90

Town fed Alderney milk, according to my analysis, is a little richer, and I found 100 cubic centimeters to contain:

	Grammes
Water.....	89.88
Fat.....	3.31
Caseine.....	4.75
Milk sugar.....	4.24
Ash.....	.72
	102.90

I have also made an analysis of Jersey milk. I found in 100 cubic centimeters of such milk:

	Grammes.
Water.....	88.43
Fat.....	4.12
Caseine.....	5.16
Milk sugar.....	4.43
Ash.....	.76
	102.90

The water which enters into the constitution of milk may be extracted from it by evaporation, and, that having been done, there will remain behind the milk solids, which consist of fat, caseine, sugar of milk and ash (or mineral matter). The fat exists in milk in the form of minute globules. It is not a single chemical substance, but a mixture of chemical substances. It consists of olein, palmitin, stearin and small quantities of butyryn and other fats. All these different fatty substances are ethers of glycerine, and are capable of yielding glycerine when digested with alkalies, yielding at the same time the corresponding alkaline salt. Thus, when the fat of milk is digested with potash or soda, it produces glycerine, and at the same time the oleate, palmitate, stearate of potash or soda. The fat is distinguished from the other solid constituents of milk by being soluble in ether.

Caseine, a valuable constituent of milk, exists under two modifications. It is either soluble or insoluble. In the soluble state it exists in fresh milk, and is insoluble after the milk has turned. In milk the caseine is chemically combined with phosphate of lime, and there is no known method to separate the two without destroying the caseine. Caseine which has become insoluble in water is redissolved by alkalies.

Sugar of milk may be obtained from milk by coagulating the caseine and removing that along with the fat, and then evaporating the residual liquid to crystallization. Sugar of milk differs from cane sugar in various ways. In solubility in water there is much difference in the two. Sugar of milk dissolves in five or six parts of water (cold), and two and one-half parts of boiling water. Cane sugar is far more soluble; it dissolves in one-third of its volume of cold water and in very little boiling water. Sugar of milk is not so heavy as cane sugar. Its specific gravity is 1.53, while cane sugar has a specific gravity of 1.606.

The Ash or Mineral Matter—When milk is dried up, and the dried residue afterward incinerated, the ash remains behind. This consists mainly of phosphate of lime, which forms about two-thirds of it, and of chlorides. There is hardly any free or carbonated alkali in the ash of cow's milk. The degree of freedom of the ash from alkali may be judged from the fact, ascertained by myself, that the ash does not neutralize as much standard acid as it would if one-hundredth of its weight consisted of alkaline-carbonate.

Milk has a specific gravity of about 1.029 at 59 deg. F., and its physical appearance is very peculiar. It is not a clear liquid, being, in point of fact, an emulsion. Left to stand by itself, a yellowish layer forms on the top, well known as cream. When fresh it is nearly neutral to test paper, but is very apt to turn sour from very slight causes.

J. DEBOE,

Chemist Hazeltine & Perkins Drug Co.

**Excursions to California.**

On account of the San Francisco Mid-Winter Fair, the Chicago, Milwaukee & St. Paul Railway Company will sell excursion tickets to San Francisco, St. Jose, Colton, Los Angeles and San Diego, Cal., and Portland, Ore., at reduced rates, good until April 1, 1894. For full particulars call on any coupon ticket agent or address Harry Mercer, Michigan Pass. Agent, 82 Griswold St., Detroit, Mich.

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<b>AXLE GREASE.</b> doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 8 00 Mica 65 7 10 Paragon 55 6 00	<b>BAKING POWDER.</b> Acme 1/2 lb. cans, 3 doz 45 1/2 lb. " 2 " 85 1 lb. " 1 " 1 80 Bulk 10 Arctic 1/2 lb cans 6 doz case 55 1/2 lb " 4 doz " 1 10 1 lb " 2 doz " 2 00 5 lb " 1 doz " 9 00 Poson 5 oz. cans, 4 doz. in case 80 16 " 2 " 2 00 Red Star, 1/2 lb cans 40 " 1 lb " 75 " 1 lb " 1 40 Telfer's, 1/2 lb. cans, doz 45 " 1 lb. " 85 " 1 lb. " 1 50 Our Leader, 1/2 lb cans 45 " 1 lb cans 75 " 1 lb cans 1 50 Dr. Price's Dime cans, per doz 4-oz " 1 40 6-oz " 2 00 8-oz " 2 60 12-oz " 3 00 3-oz " 5 00 2 1/2 lb " 12 00 4 lb " 18 25 5 lb " 22 75 10 lb " 41 80	<b>FRUITS.</b> Apples 3 lb. standard 1 00 York State, gallons 2 90 Hamburg Apricots Live oak 1 75 Santa Cruz 1 75 Lusk's 1 75 Overland 1 75 Blackberries B. & W 90 Cherries Red 1 10 @ 1 20 Pitted Hamburg 1 75 White 1 50 Erie 1 25 Damsons, Egg Plums and Green Gages Erie 1 10 California 1 60 Gooseberries Common 1 25 Peaches Pie 1 60 Maxwell Shepard's California 1 75 Monitor Oxford Pears Domestic 1 20 Riverside 2 10 Pineapples Common 1 00 @ 1 30 Johnson's sliced 2 50 " grated 2 75 Booth's sliced 2 50 " grated 2 75 Quinces Common 1 10 Raspberries Red 1 30 Black Hamburg 1 50 Erie black 1 25 Strawberries Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 10 Whortleberries Blueberries 1 00 <b>Meats</b> Corned beef Libby's 1 35 Roast beef Armour's 1 80 Potted ham, 1/2 lb 1 40 " 1 lb 85 " tongue, 1/2 lb 1 35 " 1 lb 85 " chicken, 1/2 lb 95 " 1 lb 95 <b>Vegetables</b> Beans Hamburg stringless 1 25 French style 2 25 " Limas 1 35 Lima, green marrowfat 1 40 " soaked 85 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn Hamburg 1 40 Livingston Eden 1 30 Purty 1 40 Honey Dew 1 40 Morning Glory Soaked 75 Peas Hamburg marrowfat 1 35 " early June 1 50 " Champion Eng. 1 50 " petit pois 1 75 " fancy sifted 1 90 Soaked 75 Harris standard 75 VanCamp's 1 10 " early June 1 30 Archer's Early Blossom 1 35 French 2 15 Mushrooms 1 60 @ 21 Pumpkin Erie 85 Squash Hubbard 1 15 Succotash Hamburg 1 40 Soaked 85 Honey Dew 1 50 Erie 1 35 Tomatoes Hancock 1 10 Excelsior 1 10 Eclipse 1 10 Hamburg 1 10 Gallon 3 50	Sap Sago 2 21 Schweitzer, imported 2 24 " domestic 2 14 <b>CATSUP.</b> Blue Label Brand Half pint, 25 bottles 2 75 Pint 4 50 Santa Cruz 3 50 Triumph Brand Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75 <b>CLOTHES PINS.</b> 5 gross boxes 40 @ 45 <b>COCOA SHELLS.</b> 35 lb bags 2 3 Less quantity 2 3 1/2 Pound packages 6 1/2 @ 27 <b>COFFEE.</b> Green Rio Fair 17 Good 18 Prime 20 Golden 20 Peaberry 22 Santos Fair 18 Good 20 Prime 21 Peaberry 22 Mexican and Guatamala Fair 21 Good 22 Prime 22 Fancy 24 Maracaibo Prime 23 Milled 24 Java Interior 25 Private Growth 27 Mandehling 28 Mocha Imitation 25 Arabian 28 Roasted To ascertain cost of roasted coffee, add 1/2 cent. per lb. for roasting and 15 per cent. for shrinkage. <b>Package.</b> McLaughlin's XXXX 24 45 Bunola 23 95 Lion, 60 or 100 lb. case 24 45 <b>Extract.</b> Valley City 1/2 gross 75 Felix 1 15 Hummel's, foll. gross 1 50 " tin 2 50 <b>CHICORY.</b> Bulk 5 Red 7 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz 1 25 " 50 ft. " 1 40 " 60 ft. " 1 60 " 70 ft. " 1 75 " 80 ft. " 1 90 " 90 ft. " 2 10 Jute 85 " 72 ft. " 1 00 <b>CONDENSED MILK.</b> 4 doz. in case. N. Y. Condensed Milk Co's brands Gall Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35 <b>COUPON BOOKS.</b> " Tradesman" # 1 books, per hundred 2 00 # 2 " " 2 50 # 3 " " 3 00 # 5 " " 3 00 # 10 " " 4 00 # 20 " " 5 00 " Superior" # 1 books, per hundred 2 50 # 2 " " 3 00 # 3 " " 3 50 # 5 " " 4 00 # 10 " " 5 00 # 20 " " 6 00 " One Cent" Universal	\$ 1 books, per hundred \$ 3 00 # 2 " " 3 50 # 3 " " 4 00 # 5 " " 5 00 # 10 " " 6 00 # 20 " " 7 00 Above prices on coupon books are subject to the following quantity discounts: 300 books or over 5 per cent 500 " " 10 " " 1000 " " 20 " " <b>COUPON PASS BOOKS.</b> [Can be made to represent any denomination from \$10 down.] 20 books \$ 1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50 <b>CREDIT CHECKS.</b> 500, any one denom'n \$ 3 00 1000, " " 5 00 2000, " " 8 00 Steel punch 75 <b>CRACKERS.</b> Butter Seymour XXX 6 Seymour XXX cartoon 6 1/2 Family XXX 6 Family XXX, cartoon 6 1/2 Salted XXX 6 Salted XXX, cartoon 6 1/2 Kenosha 7 1/2 Boston 8 Butter biscuit 6 1/2 Soda Soda, XXX 6 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 Long Island Wafers 11 Oyster S. Oyster XXX 6 City Oyster, XXX 6 Farina Oyster 6 <b>CREAM TARTAR.</b> Strictly pure 30 Telfer's Absolute 31 Grocers' 15 @ 25 <b>DRIED FRUITS.</b> Domestic Apples Sundried, sliced in bbls. 6 1/2 " quartered 7 Evaporated, 50 lb. boxes 11 Apricots California in bags 15 Evaporated in boxes 15 Blackberries In boxes 8 50 Nectarines No. 2, 40 lbs. 3 70 No. 2, 10 lbs. 3 70 No. 2, 10 lbs. 1 05 Family, 90 lbs. 6 00 " 10 lbs. 70 Sardines Russian, kegs. 65 Trout No. 1, 1/2 bbls., 100 lbs. 6 00 No. 1, 1/2 bbl, 40 lbs. 2 75 No. 1, kits, 10 lbs. 80 No. 1, 8 lb kits 68 Family No. 1 75 1/2 bbls, 100 lbs. \$ 7 00 @ 8 75 " 40 " 3 10 1 30 10 lb. kits. 90 45 8 lb. " 75 40 Prunelles 30 lb. boxes 1 20 In barrels 1 60 Loose Muscatels in Boxes 2 crown 1 20 3 " 1 60 Loose Muscatels in Bags 2 crown 1 3 " 5 Foreign Currants 3 Patras, in barrels 3 1/2 " in 1/2 bbls. 3 1/2 " in less quantity 3 1/2 cleaned, bulk 6 cleaned, package 6 1/2 Peel Citron, Leghorn, 25 lb. boxes 30 Lemon " 25 " 10 Orange " 25 " 11 Raisins Ondura, 29 lb. boxes 2 7 1/2 Sultana, 30 " 2 8 Valencia, 30 " 8 Prunes California, 100-120 7 " 90x100 25 lb. bxs. 7 1/2 " 80x90 " 8 " 70x80 " 8 1/2 " 60x70 " 9 Turkey Silver 25 Sultana 25 French, 60-70 25 " 70-80 25 " 80-90 25 " 90-100 25 <b>ENVELOPES.</b> XX rag, white. No. 1, 6 1/2 \$ 1 75 No. 2, 6 1/2 1 60	No. 1, 6 1 65 No. 2, 6 1 50 XX wood, white. No. 1, 6 1/2 1 35 No. 2, 6 1/2 1 25 Manila, white. 6 1/2 1 00 6 1/4 95 Mill No. 4 1 00 <b>FARINACEOUS GOODS.</b> Farina 100 lb. kegs. 3 1/2 Hominy 8 00 Barrels 3 50 Grits 3 50 Lima Beans 3 1/2 @ 4 Maccaroni and Vermicelli Domestic, 12 lb. box 55 Imported, " 10 1/2 @ 1 Oatmeal Barrels 200 4 60 Half barrels 100 2 40 Pearl Barley 2 1/2 Peas Green, bu 1 45 Split per lb 2 1/2 @ 3 Rolled Oats 2 40 Barrels 180 2 40 Half bbls 90 2 40 Sago German 4 1/2 East India 5 Wheat Cracked 5 <b>FISH--Salt.</b> Bloaters Yarmouth Cod Pollock 5 1/2 @ 5 1/2 Whole Grand Bank 6 1/2 @ 6 1/2 Boneless, bricks 6 1/2 @ 6 1/2 Boneless, strips 6 1/2 @ 6 1/2 Hallbut Smoked 11 @ 12 1/2 Herring Holland, white hoops keg 70 " " " bbl 9 75 " " " bbl 9 75 Norwegian Round, 1/4 bbl 100 lbs 2 65 " " " 40 " 1 25 Scaled 17 Mackerel No. 1, 100 lbs 11 00 No. 1, 40 lbs 4 70 No. 1, 10 lbs 1 30 No. 2, 100 lbs 8 50 No. 2, 40 lbs 3 70 No. 2, 10 lbs 1 05 Family, 90 lbs 6 00 " 10 lbs 70 Sardines Russian, kegs. 65 Trout No. 1, 1/2 bbls., 100 lbs. 6 00 No. 1, 1/2 bbl, 40 lbs. 2 75 No. 1, kits, 10 lbs. 80 No. 1, 8 lb kits 68 Family No. 1 75 1/2 bbls, 100 lbs. \$ 7 00 @ 8 75 " 40 " 3 10 1 30 10 lb. kits. 90 45 8 lb. " 75 40 <b>FLAVORING EXTRACTS.</b> Souders' Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon 2 oz. doz \$ 75 4 oz. " 1 50 Regular Vanilla 2 oz. doz \$ 1 20 4 oz. " 2 40 XX Grade Lemon 2 oz. \$ 1 50 4 oz. 3 00 XX Grade Vanilla 2 oz. \$ 1 75 4 oz. 3 50 Jennings. Lemon, Vanilla 2 oz regular panel. 75 1 20 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50	<b>GUNPOWDER.</b> Rifle-Dupont's Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choque Bore-Dupont's Kegs 4 55 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 <b>HERBS.</b> Sage 15 Hops 15 <b>INDIGO.</b> Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 <b>JELLY.</b> 17 lb. palls @ 50 30 " @ 70 <b>LICORICE.</b> Pure 30 Calabria 25 Sicily 15 <b>LYE.</b> Condensed, 2 doz. 1 25 " 4 doz. 2 25 <b>MATCHES.</b> No. 9 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00 <b>MINCE MEAT.</b>  3 doz. case 2 75 6 doz. case 5 50 12 doz. case 11 00 <b>MEASURES.</b> Tin, per dozen. 1 gallon \$ 1 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 25 <b>MOLASSES.</b> Blackstrap. Sugar house 14 Cuba Baking Ordinary 16 Porto Rico Prime 20 Fancy 30 New Orleans. Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 One-half barrels, 3c extra. <b>PICKLES.</b> Medium Barrels, 1,200 count 2 50 Half bbls, 600 count 2 30 Small Barrels, 2,400 count 6 00 Half bbls, 1,200 count 3 50 <b>PIPES.</b> Clay, No. 216 1 75 " T. D. full count 75 Cob, No. 3 1 25 <b>POTASH.</b> 48 cans in case. Babbitt's 4 00 Penna Salt Co's 3 25 <b>RICE.</b> Domestic Carolina head 6 " No. 1 5 1/2 " No. 2 5 Broken 4 Imported. Japan, No. 1 5 1/2 " No. 2 5 Java 6 Patna 5 1/2
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SPICES.

Table listing various spices and their prices, including Whole Sifted, Cassia, Cloves, Mace, Nutmegs, and Pepper.

Table listing more spices such as Allspice, Cloves, Ginger, Mustard, and Sage.

Table listing Sal Soda and Granulated boxes.

Table listing various seeds including Anise, Canary, Caraway, Cardamon, Hemp, and Mustard.

Table listing Starch, including Corn and Gloss.

Table listing Snuff, including Scotch, Maccaboy, and French.

Table listing Soda, including Boxes and Kegs.

Table listing Salt, including 100 3-lb. sacks, 60 5-lb., and 28 10-lb. sacks.

Table listing Soap, including Allen B. Wrisley's Brands, Good Cheer, and White Borax.

Table listing Saleratus, including Church's, DeLand's, and Dwight's.

Table listing Soap, including Allen B. Wrisley's Brands, Procter & Gamble, and Lenox.

Table listing Soap, including Procter & Gamble, Lenox, and Mottled German.

Table listing Soap, including Dingman Brands, Single box, and 5 box lots.

Table listing Soap, including Jas. S. Kirk & Co.'s Brands, American Family, and N. K. Fairbank & Co.'s Brands.

Table listing Soap, including Acme, Cotton Oil, and Marselles.

Thompson & Chute Brands.



Table listing Silver Soap products and prices.

Table listing Scouring products like Sapollo.

Table listing Sugar products.

Table listing various grades of sugar and their prices.

Table listing Syrups, including Barrels and Half bbls.

Table listing Vinegar, including 40 gr. and 50 gr.

Table listing WET MUSTARD, including Bulk and Beer mug.

Table listing Yeast, including Magic, Warner's, and Yeast Foam.

Table listing Teas, including Japan-Regular and Good.

Table listing Sun Cured products, including Fair and Good.

Table listing Basket Fired products, including Fair and Choice.

Table listing Gunpowder, including Common to fair and Extra fine.

Table listing Imperial, including Common to fair and Superior to fine.

Table listing Young Hyson, including Common to fair and Superior to fine.

Table listing English Breakfast, including Fair and Choice.

Table listing Tobacco, including Fine Cut and Pails.

Table listing Fine Cut tobacco, including Pails and Spearhead.

Table listing Plug tobacco, including Spearhead and Joker.

Table listing Plug tobacco, including Nobby Twist and Kylo.

Table listing Plug tobacco, including Hiawatha and Valley City.

Table listing Plug tobacco, including Old Honesty and Jolly Tar.

Table listing Plug tobacco, including Pails and Tubs.

Table listing Plug tobacco, including Tubs and No. 3.

Smoking.

Table listing Catlin's Brands, including Kiln dried, Golden Shower, and Huntress.

Table listing Banner Tobacco Co.'s Brands, including Banner and Banner Cavendish.

Table listing Scotten's Brands, including Warpath and Honey Dew.

Table listing F. F. Adams Tobacco Co.'s Brands, including Peerless and Old Tom.

Table listing Leidersdorf's Brands, including Rob Roy and Uncle Sam.

Table listing Spaulding & Merrick, including Tom and Jerry and Traveler Cavendish.

Table listing Corn Cake and other products.

HIDES PELTS and FURS

Table listing Hides, including Green, Part Cured, and Full.

Table listing Pelts, including Sheepskins, Calfskins, and Deacon skins.

Table listing Wools, including Washed and Unwashed.

Table listing Miscellaneous, including Tallow, Grease butter, and Switches.

GRAINS and FEEDSTUFFS

Table listing Wheat, including No. 1 White and No. 2 Red.

Table listing Meal, including Bolted and Granulated.

Table listing Flour, including Straight, Patent, and Graham.

Table listing Millstuffs, including Bran, Screenings, Middlings, and Mixed Feed.

Table listing Corn, including Car lots and Less than car lots.

Table listing Oats, including Car lots and Less than car lots.

Table listing Hay, including No. 1 Timothy and No. 1 ton lots.

WOODENWARE.

Table listing Tubs, including No. 1, No. 2, and No. 3.

Table listing Pails, including No. 1, No. 2, and No. 3.

Table listing Bowls, including 11 inch and 13 inch.

Table listing Baskets, including market and shipping bushel.

Table listing Pails, including No. 1, No. 2, and No. 3.

Table listing Tubs, including No. 1, No. 2, and No. 3.

PROVISIONS

The Grand Rapids Packing and Provision Co. quotes as follows:

Table listing PORK IN BARRELS, including Mess, Short cut, and Extra clear pig.

Table listing SAUSAGE, including Pork, links, Bologna, and Liver.

Table listing LARD, including Kettle Rendered, Granger, and Family.

Table listing BEEF IN BARRELS, including Extra Mess, warranted 200 lbs. and Boneless, rump butts.

Table listing SMOKED MEATS—Canned or Plain, including Hams, average 20 lbs. and Briskets.

Table listing DRY SALT MEATS, including Butts, D. S. Bellies, and Fat Backs.

Table listing PICKED PIGS' FEET, including Barrels and Kegs.

Table listing TRIPE, including Kits, honeycomb and Kits, premium.

Table listing BEEF TONGUES, including Barrels and Half barrels.

Table listing BUTTER, including Dairy, sold packed and Dairy, rolls.

Table listing FRESH BEEF, including Carcass, Fore quarters, and Hind quarters.

Table listing FRESH PORK, including Carcass, Dressed, and Loins.

Table listing MUTTON, including Carcass and Lamb.

Table listing VEAL, including Carcass.

FISH AND OYSTERS.

F. J. Dettenthaler quotes as follows:

Table listing FRESH FISH, including Whitefish, Trout, and Black Bass.

Table listing OYSTERS—CRAB, including Fairhaven Counts and F. J. D. Selects.

Table listing OYSTERS—BULK, including Extra Selects and Selects.

Table listing SHELL GOODS, including Oysters, per 100 and Clams.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table listing STICK CANDY, including Standard, per lb. and Boston Cream.

Table listing CANDIES, including Standard, per lb. and Boston Cream.

MIXED CANDY.

Table listing Standard, Leader, Royal, Nobby, and English Rock.

Table listing FANCY—In bulk, including Lozenges, plain and Chocolate Drops.

Table listing FANCY—In 5 lb. boxes, including Lemon Drops and Sour Drops.

Table listing CARAMELS, including No. 1, wrapped, 2 lb. boxes.

Table listing ORANGES, including 128, 138 and 150.

Table listing BANANAS, including Small and Large.

Table listing LEMONS, including Messina, extra fancy and fancy 360.

Table listing OTHER FOREIGN FRUITS, including Figs, fancy layers.

Table listing ALMONDS, including Almonds, Tarragona and Ivaca.

Table listing WALNUTS, including Walnuts, Grenoble and French.

Table listing TABLE NUTS, including Fancy, H. P., Suns and Fancy, H. P., Flags.

Table listing PECANS, including Pecans, Texas, H. P. and Chestnuts.

Table listing PEANUTS, including Fancy, H. P., Suns and Fancy, H. P., Flags.

Table listing LAMP BURNERS, including No. 0 Sun and No. 1.

Table listing LAMP CHIMNEYS, including 6 doz. in box and No. 9 Sun.

Table listing LAMP WICKS, including No. 0, per gross and No. 1.

Table listing STONEWARE—AKRON, including Butter Crocks and Jugs.

Table listing STICK CANDY, including Standard, per lb. and Boston Cream.

Table listing STONEWARE—BLACK GLAZED, including Butter Crocks and Milk Pans.

## OWEN VS. ABBOTT.

The associate editor of THE TRADESMAN, Mr. Abbott, takes exceptions to some of my statements in the article, "Evil Results in Good." Well, it has always been my bad fortune to encounter opposition in all my undertakings, whether in the direction of right-doing or in the opposite direction. When I attempt to portray the gloomy side of things, I am sat down upon as a pessimistical crank or a calamity croaker, and when I turn to the bright side, lo! there is the same opposition to contend with. When I wrote the article in question I was "under conviction." I had written so much on the calamity side that I determined to undo some of the evil I had done, by showing that, after all, these discouraging trade depressions were not unmixed evils, and that good invariably came out of them. If my attempt to administer consolation at the present time, when the trade is so much in need of it, proves a dismal failure, Mr. Abbott will be responsible for it.

If there be any one thing more in harmony with my nature than another, it is an opportunity to fight—provided that my opponent be smaller and more cowardly than I. If my opponent in this case were only a common, home-made contributor like myself I would not hesitate to knock the chip off his shoulder and wade in; but he represents the editorial chair itself, and I have too much respect for the exalted position he occupies to dispute anything that may flow from his editorial pen. The associate editor admits that "The general idea sought to be conveyed may be correct." I sought to convey the general idea that evil results in good, and the associate editor, after carefully reviewing the article and criticising it with the intuitive perception of a natural born editor, admits that it "may be correct." What more can I ask? What better editorial endorsement could any contributor ask than the one given me by Mr. Abbott? If this were all, Mr. Abbott's judgment as a fair and generous critic would stand unimpaired; but he does not stop here; he sees nothing wrong in the general idea sought to be conveyed, but takes exception to certain propositions which are indispensable in leading up to this "general idea." And not only so, but he bases his criticism on his own construction put upon language used by me, language which he considers vague and "susceptible of several meanings." If the language used by me in this article is susceptible of several meanings, what right has Mr. Abbott to assume a meaning of his own choosing and then accuse me of stating an "untruth?" The associate editor is simply indulging in a little pugilistic exercise at my expense. He sets up a stuffed effigy and then, imagining it to be a real adversary, he proceeds to knock him down. Mr. Abbott is decidedly combative. If he cannot find a real foe to vanquish, he will set up and knock down an imaginary one.

Mr. Abbott reasons in the abstract and, in the main, his reasoning is sound. It is true that good and evil, as abstract principles, are separate and distinct, opposite in origin and effect, and are "as distinct one from the other as light and darkness and as widely separated as heaven and hades." Even this strong comparative figure of speech made use of by Mr. Abbott fails to express the mighty distance that intervenes between

the principle of good and the principle of evil—they are as widely separated as are the meaning of my worded expressions and the construction put upon them by the associate editor. The difference between Mr. Abbott and myself is simply this: My observations of good and evil are taken from the concrete of matter and fact, while he, being more philosophical, discards materiality and, like Diogenes of old, founds his conclusions upon abstract reasoning. For instance, he says "there is no union of good and evil, indissoluble or otherwise." This is true when we consider them as abstract principles; otherwise we could not distinguish good from evil. Indeed there would be no good and no evil; simply a compound elementary mixture which would be neither one nor the other. But Mr. Abbott is not consistent. He tells us that good and evil are as widely separated as heaven and hades, and yet he says the act of cutting a man's leg off is a good thing and an evil thing at the same time. If heaven and hades are no more "widely separated" than this would indicate, Mr. Abbott will never know whether he is a sheep or a goat after his final metamorphosis shall have taken place. The fact is, the amputation act is an evil. Mr. Abbott would readjust his conclusions if he had to submit to the amputation of an arm or a leg. It is an evil, but good results from it inasmuch as it is the means of saving the life of the subject. The act of amputation is an evil; but it is a *good thing* to suffer the *evil to be done* for the good that will result from it. He says "it is called good because it is the lesser evil." According to this idea, any evil, the doing of which will avert a greater evil, ceases to be an evil and becomes a good. I am afraid Mr. Abbott took a "nap" while his pencil was at work at this point in his criticism. He admits that the exercise of greater vigilance on the part of officials and employes, as a result of accident caused by carelessness, is good; but he thinks there should be "no room for increased care and vigilance." True; but what *should be* and what *is* are quite different things. Mr. Abbott's position is untenable. He assumes that men should be what they are not, never was, neither, indeed, can be by nature—namely, perfect; and upon this visionary hypothesis he builds his theories. He approaches the concrete and reluctantly admits that good and evil may be found in the same person, but it is the acts of the person that constitute the good and the evil in the person; and it is to be inferred, from the position he assumes, that these acts are entirely within the control of the person, thereby making it possible for the person to become entirely good or entirely bad. This inference is strengthened by the statement that these personal acts, which are the only evidences of good and evil in the person, are "to be deplored, and not regarded as a consolation."

He would have the readers of THE TRADESMAN believe that my article was an abortive effort to dish up a little cold consolation based on the grim and cheerless fact of human cussedness. On the contrary, I based my proffered consolation on the fact of human imperfection. Evil exists to a greater or lesser extent, wherever imperfection is found, and as no person, place or thing having a tangible existence is absolutely perfect (un-

## AROMALT

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SAMPLE.

# Ball Barnhart Putman Co.



THE ABOVE BRANDS,

**Royal Patent, Crescent, White Rose,**

Are sold with our personal guarantee.

If you are not now handling any of our brands, we solicit a trial order, confident that the excellent quality of our goods and the satisfaction of your customers will impel you to become a regular customer.

Correspondence solicited.

VOIGT MILLING CO.

less it be the aforesaid associate editor), it holds that, under the plan of creation as it is, and not as my friend thinks it ought to be, good and evil, as found in the solid concrete of the matter-of-fact world, are co-existent and inseparable. This has nothing to do with the wanton acts of persons, conceived in hellish delight and perpetrated with evil intent. This would be hard food for consolation, indeed. The real consolation lies in the fact that, whereas good and evil are inseparably connected in the make-up of every human being, we might, by reconciling ourselves to the fact, bear each other's weaknesses and faults with better grace, thereby avoiding many of life's bitter disappointments by preparing us to face life as it is.

Mr. Abbott's doctrine is false. It is not the teaching of the Great Master whose words relating to the tree and its fruits my friend quotes. Mr. Abbott would take out an improvement on the plan of creation. He reminds me of those visionary disciples whom the Great Teacher rebuked on a certain occasion. They saw good and evil in everything all around them, and, conceiving the idea that they were not inseparable, asked permission to go out and pull up the evil by the roots; but he who "spake as never man spake" told them, by way of the parable of the wheat and the tares, that good and evil must remain inseparable until the harvest time (which was the end of present conditions), and then the separation would take place. Acts, the only evidence of good and evil in the person? Why, two men may perform the same act precisely alike, and that of the one may be an evil act and that of the other may be a good act. Further, the evil act may result in good and the good act may result in evil. It is not the act or the results of the act that evidences good or evil in the perpetrator—it is the  *motive*  that prompts the act. It is quite possible to control our acts, but it is impossible to eradicate evil from our natures, or quell the conflict between good and evil which rages within us, for the simple reason that they are so inseparably connected that we cannot utterly exterminate one without exterminating the other—and that means death. As stated in my former article, we call persons and things good or bad just as the one or the other may predominate.

My "fling" at the Senate was not flung at the individual members in their capacity as private, honored and "prosperous citizens," but at their acts as a legislative body. Mr. Abbott's insinuation in this part of his criticism must pass unheeded.

E. A. OWEN.

Illustration of the Foolishness of Cutting.

From the Hudson Gazette.

Everybody bought flour Saturday. A lively war among the millers and merchants put the price down to a cent a pound—just what the farmers were getting for their wheat that day. The mills were booming and the delivery wagons were flying about the city delivering flour. Some purchasers with an eye to business tried to lay in a winter's supply, but the flour men limited the sales to a sack to each customer. Then some of the wily buyers made the rounds of the stores and got a sack at every place. In the afternoon the groceries were all pretty well cleaned out of flour, and intending purchasers were turned away disappointed. Monday morning the flour men decided that while the cent-a-pound flour was a good thing for the consumer, it was a mighty poor thing for them, and they put the price back to 70 cents for fifty pounds, where it stays.

MEN OF MARK.

Fred H. Ball, Secretary of the Ball-Barnhart-Putman Co.

Fred H. Ball was born in the old Ball homestead, which formerly stood on the corner of East Fulton and Barclay streets, Jan. 8, 1865. He attended the public schools of this city, graduating from the High School in 1880 on the English course. He then entered the employ of the National City Bank as clerk, remaining in that capacity and that of collector for three years, when he entered the em-

ploy of the lumber firm of Barnhart & Judson as book-keeper, with whom he remained two years. In November, 1885, he entered the employ of the then house of Cody, Ball & Co., and was promoted the following January to the position of city salesman, made vacant by the retirement of Algernon E. White. He continued in this capacity three or four years, spending about half of his time in the house and the other half among the trade, rapidly acquiring an accurate knowledge of every detail of the business, so that on the organization of the Ball-Barnhart-Putman Co., in November, 1890, his energy and fidelity were rewarded by his being elected to the position of Secretary of the corporation, which position he still holds. He has sole charge of the sugar and cigar departments of the house, and assists his father in the other buying and in the general management of the business, and is rapidly acquiring a reputation for shrewdness and farsightedness which many men have not achieved at the end of a lifetime.



and Canoe Club, and has acquired something of a reputation as an athlete, and a local reputation as a judge and umpire of many sports; but he is withal a home lover, and very few evenings find him away from his own hearthstone. Personally, Mr. Ball is a genial gentleman whom it is a genuine pleasure to meet. He has probably as many friends as any man in the grocery trade, and it is a noteworthy fact that the friends he makes he seldom loses. Few men of his years have a better start in life, and none possess brighter prospects of achieving the top round of success.

Mr. Ball was married on Jan. 8, 1891, to Miss Sara Perkins, daughter of Capt. C. G. Perkins, of Henderson, Ky., and is the father of a bright and interesting daughter, now nearly a year old.

Mr. Ball was the fourth Secretary of the Grand Rapids Wholesale Grocers' Association, and took a prominent part in the agitation and effective work which resulted in the inauguration of the Michigan Wholesale Grocers' Association. At the initial meeting, held in this city in November, 1892, under the auspices of the local organization of wholesale grocers, Mr. Ball was unanimously elected to act as Secretary until the annual meet-

ing last May, when he was unanimously re-elected to continue in the same position another year. In this capacity he has exhibited a degree of finesse and managerial skill which places him in the front rank of commercial diplomats. He is frequently called to various parts of the State to adjust differences between members of the Association and is always successful in accomplishing the sought for results quietly and effectively.

Mr. Ball is a member of the Masonic and Pythian bodies, the Peninsular Club, Country Club, and Grand Rapids Boat

Chicago via G. R. & I. R. R.  
Lv Grand Rapids 10:40 a m 2:00 p m 11:30 p m  
Arr Chicago 4:00 p m 9:00 p m 7:05 a m  
10:40 a m train solid with Wagner Buffet Parlor Car.  
11:30 p m train daily, through coach and Wagner Sleeping Car.  
Lv Chicago 6:50 a m 4:15 p m 11:40 p m  
Arr Grand Rapids 2:15 p m 9:50 p m 7:30 a m  
4:15 p m through Wagner Buffet Parlor Car and coaches, 11:40 p m train daily, through Coach and Wagner Sleeping Car.  
Muskegon, Grand Rapids & Indiana.  
For Muskegon—Leave. From Muskegon—Arrive  
7:35 a m 9:40 a m  
5:40 p m 5:20 p m  
Sunday train leaves for Muskegon at 7:45 a m, arriving at 9:15 a m. Returning, train leaves Muskegon at 4:30 p m, arriving at Grand Rapids at 5:50 p m.  
C. L. LOCKWOOD,  
General Passenger and Ticket Agent.

CHICAGO NOV. 19, 1893 AND WEST MICHIGAN R.V.

GOING TO CHICAGO.  
Lv. G'd Rapids 7:30am 1:25pm \*11:30pm  
Ar. Chicago 1:45pm 6:50pm \*6:30am  
RETURNING FROM CHICAGO.  
Lv. Chicago 7:45am 4:55pm \*11:30pm  
Ar. G'd Rapids 2:30pm 10:20pm \*6:10am  
TO AND FROM MUSKEGON.  
Lv. Grand Rapids 7:30am 1:25pm 5:45pm  
Ar. Grand Rapids 10:55am 2:30pm 10:20pm  
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.  
Lv. Grand Rapids 7:30am 3:15pm  
Ar. Manistee 12:10pm 8:15pm  
Ar. Traverse City 12:40pm 8:45pm  
Ar. Charlevoix 3:15pm 11:10pm  
Ar. Petoskey 3:45pm 11:40pm  
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.  
Local train to White Cloud leaves Grand Rapids 5:45 p. m., connects for Big Rapids and Fremont. Returning, arrives Grand Rapids 11:20 a. m.  
PARLOR AND SLEEPING CARS.  
To Chicago, Lv. G. R. 7:30am 1:25pm \*11:30pm  
To Petoskey, Lv. G. R. 7:30am 3:15pm \*11:30pm  
To G. R. Lv. Chicago 7:45am 4:55pm \*11:30pm  
To G. R. Lv. Petoskey 5:00am 1:30pm \*11:30pm  
\*Every day. Other trains week days only.

DETROIT NOV. 19, 1893 LANSING & NORTHERN R. R.

GOING TO DETROIT.  
Lv. Grand Rapids 7:00am \*1:20pm 5:40pm  
Ar. Detroit 11:40am \*5:25pm 10:25pm  
RETURNING FROM DETROIT.  
Lv. Detroit 7:45am \*1:45pm 6:00pm  
Ar. Grand Rapids 12:45pm \*5:40pm 10:45pm  
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.  
Lv. G. R. 7:40am 4:50pm Ar. G. R. 11:40am 10:55pm  
TO LOWELL VIA LOWELL & HASTINGS R. R.  
Lv. Grand Rapids 7:00am 1:30pm 5:40pm  
Ar. from Lowell 12:45pm 5:40pm  
THROUGH CAR SERVICE.  
Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.  
\*Every day. Other trains week days only.  
GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, Nov. 19, 1893.)  
Arrive. Depart  
10:20 p m Detroit Express 7:00 a m  
5:30 a m Atlantic and Pacific 1:30 p m  
1:30 p m New York Express 5:40 p m  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.  
Parlor cars leave for Detroit at 7:00 a m; returning, leave Detroit 4:55 p m, arriving at Grand Rapids 10:20 p m.  
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).  
A. ALKMUSS, Ticket Agent,  
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.				
Trains Leave	+No. 14	+No. 16	+No. 18	*No. 82
G'd Rapids, Lv	6:45am	10:20am	3:25pm	10:45pm
St. Johns Ar	7:40am	11:25am	4:27pm	12:27am
St. Johns Ar	8:35am	12:17pm	5:20pm	1:45am
Owosso Ar	9:00am	1:20pm	6:05pm	2:40am
E. Saginaw Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City Ar	11:32am	4:35pm	8:37pm	7:15am
Flint Ar	10:05am	3:45pm	7:05pm	5:4 am
Pt. Huron Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.  
Trains Leave +No. 81 +No. 11 +No. 13.  
G'd Rapids Lv 7:00am 1:00pm 4:55pm  
G'd Haven Ar 8:20am 2:10pm 6:00pm  
\*Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:45 p.m. and 10:00 p.m.  
Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:15 a.m.  
Eastward—No. 14 has Wagner Parlor Buffet Car. No. 18 Parlor Car.  
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.  
JAS. CAMPBELL, City Ticket Agent,  
23 Monroe Street.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee R'ys offers a route making the best time between Grand Rapids and Toledo.  
Time Table in effect May 14, 1893.  
Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.  
Ar. Toledo at 1:15 p. m. and 10:45 p. m.  
VIA D., G. H. & M. R'Y.  
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.  
Ar. Toledo at 1:15 p. m. and 10:45 p. m.  
Return connections equally as good.  
W. H. BENNETT, General Pass. Agent,  
Toledo, Ohio.

Grand Rapids & Indiana.  
Schedule in effect Nov. 19, 1893.  
TRAINS GOING NORTH.  
Arrive from Leavegoing South. North.  
For M'kinaw, Trav. City and Sag. 7:20 a m 7:40 a m  
For Cadillac and Saginaw 2:15 p m 4:50 p m  
For Petoskey & Mackinaw 8:10 p m 10:25 p m  
From Kalamazoo 9:10 a m  
From Chicago and Kalamazoo 9:50 p m  
Trains arriving from south at 7:20 a m and 9:10 a m daily. Others trains daily except Sunday.  
TRAINS GOING SOUTH.  
Arrive from Leavegoing North. South.  
For Cincinnati 7:05 a m  
For Kalamazoo and Chicago 10:40 a m  
For Fort Wayne and the East 2:00 p m  
For Cincinnati 5:15 p m 6:00 p m  
For Kalamazoo & Chicago 10:55 p m  
From Saginaw 11:40 a m  
From Saginaw 10:55 p m  
Trains leaving south at 6:00 p m and 11:20 p. m. run daily; all other trains daily except Sunday.

**False Doctrine of the Labor Unions.**

In his call for the annual convention of the American Federation of Labor, which will be held in Chicago the second week in December, President Samuel Gompers declares that never in the history of the world has so large a number of people been suffering from enforced idleness, seeking vainly for an opportunity to earn a livelihood, and he attributes this great evil to the ownership and control of wealth, and of the means of production by private corporations which have no human sympathy and refuse all responsibility for the sufferings of the working class.

Mr. Gompers is only partly correct in his diagnosis of the vast industrial and financial disorders of the country. Of course, it is evident that commerce and industries are not generally prosperous. If they were, everybody would have steady employment and business of every sort would be active. Under the distressful conditions which have existed for some time past, many banks and mercantile manufacturing establishments have been involved in deep trouble and been forced by the demands upon them into the closing of their doors and bankruptcy. Thus both the rich and the poor, the employer and employe, have been involved in one common catastrophe.

It is true that much needless pressure has been put upon business of all sorts by the locking up of money last summer, but that was not wholly an arbitrary act. It was caused by a loss of confidence in the solvency of most investment securities in the way of corporation stocks and bonds, and, by consequence, a loss of confidence in the financial institutions which were holding such securities. People became alarmed and drew out their money. The savings banks, which had the money of the working classes and of other small depositors, suffered just as much as did the banks whose depositors were capitalists and heavy operators.

Great trust and monopoly corporations often placed arbitrary and injurious restrictions upon business, but they suffer just as much in bad times as do any other class. The whole end of commerce is to sell merchandise, and the sellers, whether they be producers of the raw material or are the manufacturers of it, must suffer when people are not able to buy. The great body of all the merchandise in the world is consumed by the agricultural and working classes. What the rich consume is but a trifle. In order to make trade in any and every department good, the masses of the people must be placed in a condition to buy.

The idea that a failure of the crops or that a very short crop is a good thing for any country is a great mistake. Several years ago, for instance, when the grain crops of Europe had extensively failed, and starvation was ravaging wide regions of Russia, the notion obtained that it would be a mighty good thing for the American grain farmers. For a short time this proved to be a fact, and a very considerable amount of American grain was shipped to Europe at an increased price. For the moment the American farmers made a profit, but in the long run they have not benefited. The hungry people of Europe had to pay out all they had to keep from starving. But people, the masses of the people, the world, indeed, have only a certain

amount of money to spend for their living. If they must pay more for food, then they have less to pay for clothing and other things.

The suffering Europeans, being forced to impoverish themselves to buy bread, had no money left for other purposes, and, in consequence, all other trades suffered severely. If bread costs double the ordinary price, then there is so much less money with which to buy cotton and other necessaries. The great bread famine in Europe of 1890-91 without doubt was a prominent factor in reducing the price of meat and the great staple products of this country. The whole commercial world is bound together, and a calamity in one part is felt in every other part. When the masses of the people are earning money they are in a condition to pay for what they need, and this makes prosperity. Universal prosperity would mean universal activity in producing, manufacturing and selling. The notion that A must profit by the distresses of B is not only wrong in the light of Christianity and of justice, but it is wrong upon the soundest commercial principles.

In the minds of many careful thinkers, the present industrial depression is due more to the arbitrary and unreasonable demands of the unions than to all other causes combined; to the hundreds of foolish and futile strikes; to the unjust and unsuccessful boycotts; to the general spirit of denunciation of all who have acquired any property by years of manufacturing. Such a policy on the part of the labor unions, coupled with the spirit of anarchy fostered by the trades unions, has disgusted thousands of men who tire of the turmoil incident to the employment of union labor in manufacturing industries, and resulted in their diverting their capital and talents to occupations in which the unions are unable to exercise their accustomed tyranny. Until the unions assume a different front and practice different doctrines this country will never again experience the prosperity of the past.

Coming back to Mr. Gompers and his convention, it is to be hoped that the great questions to be discussed will be treated in a temperate and statesmanlike way. No matter how much distress there may be, it cannot be remedied or mitigated by any measure that will unsettle society or disturb the public peace; but whether in the people's forum, or in the halls of legislation, the utmost wisdom and philanthropy should be invoked to the settlement of questions that involve the preservation of our institutions and the highest good and happiness of the whole country. A. S. M.

**The Exact Facts in the Matter.**

SAULT STE. MARIE, Nov. 21—I am continuously getting mail addressed to Price Bros., pertaining to the drug business. I wish you would state in your paper that the firm of Price Bros. is composed of Geo. Price and Fred R. Price, the former being manager and the latter a silent partner. The firm of Fred R. Price & Co. is composed of Fred R. Price alone. I am informed by some one that there was an article in THE TRADESMAN at the time Price Bros. stated that they succeeded F. R. Price & Co. The former deal in confectionery, fruits, soda water, ice cream, etc. By setting me aright with the trade you will do me a favor. FRED. R. PRICE.

"All things come to him who waits," except success, prosperity, wealth and such trifles.

**Vegetable Scoop Forks.**

In shoveling potatoes or other vegetables from wagon box or floor with the forks as they have been made, either the load on the fork must be forced up hill sharply, or the head of the fork lowered as the push continues. If the head of the fork is lowered the points will be raised and run into the potatoes. The sharp edge of oval-tined forks will bruise potatoes and beets, and the ordinary points will stick into them.

These difficulties are entirely overcome by our SCOOP FORK. It has round tines and flattened points. IT WILL LOAD TO THE HEAD WITHOUT RAISING THE POINTS. It also holds its load and hangs easy to work.

The superiority of our SCOOP FORK over the wire scoop is in its much greater durability and handiness. It is all made from one piece of steel and will last for years.

The utility of this fork is not limited to vegetables. It will be found excellent for handling coal, lime, sawdust, fine manure and a great variety of uses.

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



FALL AND WINTER 1893-4

It will pay merchants to see our samples and learn our reduced prices of the balance of our stock of

**READY MADE CLOTHING.**

Having been established for thirty-six years is, we trust sufficient proof of our stability. MAIL ORDERS PROMPTLY ATTENDED TO, or you can write our Michigan representative, MR. WILLIAM CONNOR, Box 346, Marshall, Mich., to call upon you, and buy or not buy, we will thank you for the compliment.

**MICHAEL KOLB & SON,**

Wholesale Clothing Manufacturers,  
ROCHESTER, N. Y.

WILLIAM CONNOR will be at Sweet's Hotel, Grand Rapids, Mich., on THURSDAY, NOV. 30, and FRIDAY, DEC. 1. Customers' expenses allowed who meet him there.

# THE TRADESMAN COMPANY

## Engraving Department

**BUILDINGS.** Suitable for advertising in papers, or use on stationery.

**PORTRAITS.** Half-tone for the finest printing, or line work for general printing.

**PATENTED ARTICLES.** No pains or expense should be spared to have finest engravings, as a poor cut will prevent the success of a patent.

**BUSINESS CARDS.** We make the finest plates for the money obtainable.

**MAPS, PLANS and PLATS.** Our method of making these is a surprise for its fine results and low price.

**CATALOGUES.** Furniture, Machinery, Carriages, Agricultural Implements or Specialties of any kind engraved and printed complete. The finest and most elaborate or the cheapest and most economical. The best results in either case.

**Tradesman Company,**  
GRAND RAPIDS, MICH.

# CHRISTMAS GOODS!

- |                |                    |
|----------------|--------------------|
| Neckwear.      | Toy Figures.       |
| Handkerchiefs. | Mufflers.          |
| Jewelry.       | Dolls.             |
| Ribbons.       | Fancy Towels.      |
| Table Linens.  | Ornamental Covers. |
| Spreads.       | Clocks.            |
| Fancy Baskets. |                    |

**P. Steketee & Sons.**

If You Want Good, Light, Sweet Bread and Biscuits,

—USE—

# FERMENTUM

THE ONLY RELIABLE

# COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

MANUFACTURED BY

# The Fermentum Company

MAIN OFFICE:

CHICAGO, 270 KINZIE STREET.

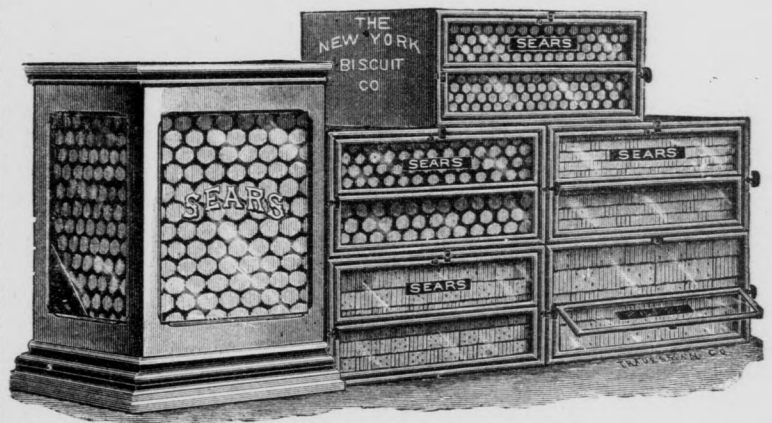
MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

Address all communications to THE FERMENTUM CO.

Cracker Chests.

Glass Covers for Biscuits



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

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

### NEW NOVELTIES.

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

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

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

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

**H. LEONARD & SONS,**

134 to 140 E. Fulton St.,  
GRAND RAPIDS, MICH.

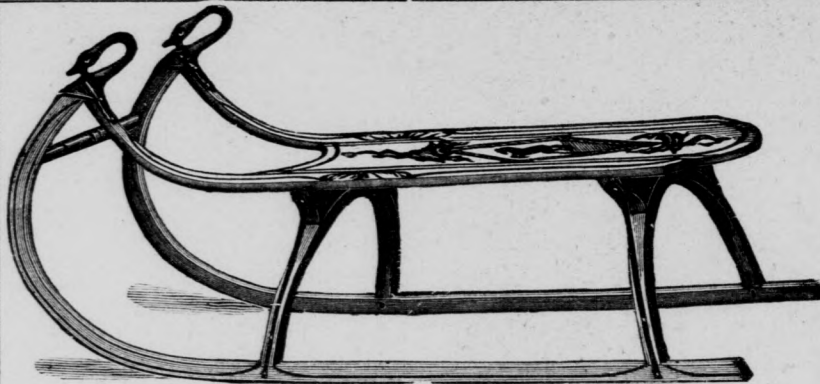
**Santa Claus Headquarters.**

If you are A DEALER and have not received our Holiday Catalogue No. 113, please ask for it.



"MUSICAL TOYS,"

See pages 66-67 of No. 113 Catalogue.



"SLEIGHS."

See pages 71-72 of No. 113 Catalogue. Do not delay in ordering holiday goods, you do not have to pay for them until Jan. 1, and the sooner you get them in the better your sales will be.



BANQUET LAMPS.

Over 25 different styles from \$1.50 to \$30 each: our prices greatly reduced.



"ALBUMS"

See pages 38-39 of No. 113 Catalogue.



ROCKING HORSES AND SHOO FLIES.

See page 70 of No. 113 Catalogue.



FINE LAMPS.

Our stock never so complete or our prices as low as now.

Shown in Catalogue No. 112.

1893.

**ASSORTED PACKAGE.  
FANCY GOODS.**

C.

1 dozen Childs Asst. Mottoes	75	75	1/4 dozen Cups and Saucers, new pattern	5 75	\$1 44
1 " Childs' Raised Gold Letters, 10c	80	80	1/2 " Fruit Plates assorted	90	90
1/2 " Open Decorated, 15c Cups and Saucers	1 25	63	1/2 " Fruit Plates fine China	2 00	1 00
1/2 " Open Decorated, 25c Cups and Saucers	1 75	87	1/2 " Glass Baskets, 6 patterns	1 65	2
1/2 " Open Decorated, extra value, 25c Cups and Saucers	2 00	1 00	1/2 " Glass Baskets, very fine	4 00	1 33
1/2 " Open Gilt Decoration, 40c Cups and Saucers	3 25	1 63	1/2 " Glass Baskets, large assorted	2 25	75
1/2 " Open Gilt, best, 50c Cups and Saucers	4 15	2 07	1/2 " 6 inch Assortment Decorated Vases	75	75
1-6 " Open, elegant, \$1 Cups and Saucers	6 25	1 04	1/2 " 8 inch Assortment Decorated Vases	1 00	50
1 " ABC Childs Plates, with pictures	42	42	1/2 " New Design Decorated Vases	1 20	40
1/4 " ABC Animal Plates	75	38	1/2 " Assortment China Toy Whistles	35	1 05
1/4 " Assorted Decorated Plate Sets	1 60	80	1/2 " Fancy Toothpick Holders	75	75
1/4 " 6 Colors. Plate Sets	2 00	1 00	1/2 " Smoking Sets	9 00	75
1/4 " Decorated Plate Sets	3 50	88	1/2 " Smoking Sets	6 00	50
1/4 " Bread and Milk Sets, decorated	4 00	1 00	1/2 " Decorated Toy Tea Sets	75	38
1-6 " Bread and Milk Sets, decorated	6 00	1 00	1/2 " Decorated Toy Tea Sets	2 00	50
1/2 " CC Picture Mugs	85	42	1/2 " Decorated Toy Tea Sets	4 00	67
1/2 " Partition Shaving Mugs	2 00	1 00	1/2 " Dressed China Babies	40	40
1/2 " Fancy Decorated Mugs	2 00	1 00	1/2 " China Limb Dolls	80	80
1/2 " Mustache Decorated Coffees	1 75	88	1/2 " China Limb Dolls	2 00	1 00
1/2 " Extra Large Decorated Coffees	2 25	1 12	1/2 " Bisque Dressed Dolls	2 25	1 13
1/2 " Elegant 50c Cup	4 00	2 00	1/2 " Washable Dressed Dolls	1 75	87
1/2 " Another 50c Cup, new pattern	4 00	1 00	1/2 " Washable Dressed Dolls	2 25	1 12
			1/2 " Washable Dressed Dolls	4 00	2 00
			1/2 " Assorted Perfumes	2 00	1 04
			10 per cent. discount	42 51	
			PACKAGE AND CARTAGE FREE.	4 25	
				38 26	



PICTURE BOOKS.

See pages 30 to 34 of No. 113 Catalogue.



MUSIC ROLLS. See Page 50 of No. 113 Catalogue.



Games and Puzzles of Every Kind. See pages 17 to 30 of No. 113 Catalogue.



China Cups and Saucers.

See pages 52-53.



Doll Heads.

See page 7.



DOLLS AND DOLL BODIES.

AN ENDLESS VARIETY.

See pages 1 to 8 of No. 113 Catalogue.