

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

VOL. 11.

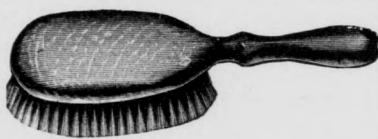
GRAND RAPIDS, JANUARY 10, 1894.

NO. 538

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

GRAND RAPIDS
BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

MOSELEY BROS.,

... JOBBERS OF ...

Seeds, Beans, Fruits and Produce.

If you have any BEANS, APPLES, POTATOES or ONIONS to sell, state how many and will try and trade with you.

26, 28, 30 and 32 Ottawa Street.

PERKINS & HESS
DEALERS IN

Hides, Furs, Wool & Tallow

NO. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CASK TALLOW FOR MILL USE



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

Is unsurpassed for whiteness, purity and strength. Increase your trade and place your self beyond the competition of your neighbors by selling this unrivaled brand. Write us for price delivered at your railroad station

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.

ALFRED J. BROWN CO.,

Seed Merchants,

AND JOBBERS OF

Fruits and Produce.

We will pay full market value for BEANS, CLOVER SEED and BUCKWHEAT. Send Samples to

ALFRED J. BROWN CO.

WE WANT APPLES if you have any to sell. Write us.

A. J. B. CO.



ONE OF OUR SPECIALTIES.

Rindge,
Kalmbach
& Co.,

12, 14 & 16 Pearl Street.

Our Spring lines are now ready. Be sure and see them before placing your orders. We can show you the cleanest line on the road, both in black and colored goods. We have the finest assortment of Oxfords we ever carried. Our styles and prices are right. We are in it. Come and see us.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

A Large and Well Assorted Line of

Prints,
Outings,
Percales,

WASH GINGHAMS, INDIGO WIDE PRINTS, SATINES (in plain black and fancies), COTTONS, COTTON FLANNELS and STAPLE GINGHAMS (both Amoskeag and Lancaster), at low prices. SAMPLES SENT ON APPLICATION.

P. Steketee & Sons.



A. E. BROOKS & CO.,

Manufacturing Confectioners, have a specially fine line for the fall trade—now ready

RED-:-STAR-:-COUGH-:-DROPS

They are the cleanest, purest and best goods in the market

OYSTERS.

ANCHOR BRAND

Are the best. All orders will receive prompt attention at lowest market price.

F. J. DETTENTHALER.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,
GRAND RAPIDS, MICH.

MUSKEGON BAKERY

UNITED STATES BAKING CO.,
CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."
HARRY FOX, Manager,
MUSKEGON, MICH.

LEMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.



P. & B.
OYSTERS

BEAT THEM ALL.

PACKED BY

THE PUTNAM CANDY CO.

IF YOU SUFFER FROM PILES

In any form, do you know what may result from neglect to cure them? It may result simply in temporary annoyance and discomfort, or it may be the beginning of serious rectal disease. Many cases of Fissure, Fistula, and Ulceration began in a simple case of Piles. At any rate there is no need of suffering the discomfort, and taking the chances of something more serious when you can secure at a trifling cost a perfectly safe, reliable cure.

—: THE :—

PYRAMID PILE CURE

has been before the public long enough to thoroughly test its merit and it has long since received the unqualified approval and endorsement of physicians and patients alike.

Your druggist will tell you that among the hundreds of patent medicines on the market none gives better satisfaction than the PYRAMID PILE CURE. It is guaranteed absolutely free from mineral poisons or any injurious substance.

In mild cases of Piles, one or two applications of the remedy are sufficient for a cure, and in no case will it fail to give immediate relief.

PALM BRAND

ORANGES

Are the cream of Florida's banner crop. Sole Agents for Michigan.

THE : PUTNAM : CANDY : CO.

MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JANUARY 10, 1894.

NO. 538



Buildings, Portraits, Cards, Letter and Note Headings, Patented Articles, Maps and Plans.

TRADESMAN COMPANY,
Grand Rapids, Mich.

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

THE Grand Rapids FIRE INS. CO.

PROMPT. CONSERVATIVE. SAFE.
T. STEWART WHITE, Pres't.

W. FRED MCBAIN, Sec'y.

COMMERCIAL CREDIT CO.

65 MONROE ST.

Successor to Cooper Commercial Agency and Union Credit Co.

Commercial reports and collections. Legal advice furnished and suits brought in local courts for members. Telephone 166 or 1030 for particulars.

L. J. STEVENSON, C. A. CUMINGS,
C. E. BLOCK.

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



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



ESTABLISHED 1841.

THE MERCANTILE AGENCY

R. G. Dun & Co.

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

PARSON TOM.

Saddle-Hoss Pete's record in the mining camps of the San Juan District was as unsavory as his crouching form was unsightly and his hoarse voice disagreeable. He was a short, thick-built man—if man he really was, for he had more the appearance of a boy—who shuffled about and leered at you with a devilish grin which made you feel uneasy in his presence.

His brain was quick, though his physical movements were slow, and he was strong as a beast. His record was that of tin-horn gambler and all-round thief. Added to this he bore the reputation of having been run out of Leadville for horse-stealing, and having escaped from Tombstone's ready-made justice, charged with a like offence. Thus he came to the mining camp lying in a pretty basin under the shadow of old King Solomon, one of the grandest mountains of Southern Colorado.

Nine-tenths of the population had departed before the first storm had come, as was the custom in new camps in the early days before the railroads had broadened the trails and opened the passes through the Rocky Mountains. Only about one hundred men and women remained in camp that winter, and they had little else to do than amuse themselves. They were law-abiding, and had little use for peace officers. So the town and county officials took their usual vacation with others who did not feel like facing the rigid winter which was predicted.

Saddle-Hoss Pete did not go out with the majority. In fact, Pete seldom acted with the majority. He usually formed a minority—of one. But he was not disappointed at their leaving him. He thought he would be able to stand it for one season. But Paymaster Bill and Big Frank, who seemed to be looked upon as guardians of the affairs of the camp, plainly told him that he must get out—that the penalty of his return would be sudden death. So Saddle-Hoss Pete departed before the second storm had come—whither nobody knew.

Parson Tom had come to the camp in the previous spring, and had made a good impression on his own kind of people, though the present remaining population knew little of him, and did not care whether he remained or not. None of them were church-going people. But as the parson said he had no idea of preaching, nobody objected to his staying in camp. He gave as a reason for staying that in case of death his services would be needed. Beyond that he would not intrude his offices.

The extreme length of the winter had led Paymaster Bill to inquire into the parson's finances; and learning that there was a probability of his running short before his parishioners should return, Bill proposed to the men in the camp that a purse be raised.

His suggestion was acted upon, and Paymaster Bill himself presented the hateful of money, accompanying the pre-

sentation with an appropriate extempore speech, in which he advised Parson Tom of the appreciation of the donors.

Parson Tom declared he could not accept the money unless he should have an opportunity to earn it.

"But we don't none of us want ter die," objected Bill, "jist ter give ye a chance ter earn the money. We'd ruther pay ye ter pray fer our continued good health, just as we drinks ter your good health w'en we makes up that purse."

Parson Tom laughed, and said he had no desire for the demise of any one, but merely wanted to give them some return for the money.

That night Parson Tom appeared in Big Frank's saloon, where the entire male population was endeavoring to break the bank, having cleaned up the Corner saloon early in the evening.

The appearance of the parson created a flutter, and one or two superstitious players lost every bet they made for the balance of the deal. When the end of the deal had been reached the parson asked their attention for a few minutes, and, mounting the platform which held the lookout chair, he thanked them kindly for their generous donation, and said if they would come to the little schoolhouse on Sunday evening for a half-hour he would endeavor to entertain them without preaching a sermon. He declared that he could not accept their money without earning it.

The invitation was accepted, and the parson was asked to have a cigar, which he lighted, while the crowd drank "to the health of Parson Tom." He bowed his acknowledgments without further interruption of the game.

Upon entering his cabin, Parson Tom stirred the fire, thinking of his visit, and, after sitting by its warmth till he had thawed himself, he went to his trunk, which held his treasure, to look at the little hoard of gold and silver which these rough men of the mountains had so kindly donated.

It was not there! Perhaps in his excitement at his good fortune, he had hidden it from himself and forgotten the hiding place. But, no, it was not in the cabin!

The parson was troubled. He could not believe that any of the men who had been so kind to him would be guilty of robbery. And yet the money was gone. The long buckskin bag in which he kept his money and which bore his name worked in silken thread he found behind the trunk.

When he met Paymaster Bill on the following morning he mentioned his loss. Bill was astonished. He did not believe that any man in the camp was mean enough to steal, "at any rate, not a parson's money."

The story of the loss of Parson Tom's money was told about the camp, and, while it was a mystery to some, the more irreverent smiled and said they guessed the parson was excited, and that it would turn up all right in time.

On Sunday the sun shone out bright

and clear, and old King Solomon was as glorious a sight as one might wish to see. His biblical namesake in all his reputed glory could not have furnished a grander inspiration. But Parson Tom had promised not to preach. Besides, he was not quite sure that the incredulity concerning the loss of his money had entirely disappeared. So he must be careful what he should say to them that night.

Every male person was promptly on hand that night at the little schoolhouse, and there was a sprinkling of the other sex—women who had not listened to a preacher's voice since they were little girls.

The half hour was devoted to reading stories, which were responded to by hearty laughter and a few pathetic exclamations.

When Parson Tom had finished and was about to say good-night, Paymaster Bill arose and reminded his companions that on the night the parson had called on them it had been proposed that a fund be started toward building a church. Then he added:

"I don't reckon none of ye has got a notion o' backin' down on thet ther' propersition. Ef ye has, let's hear it."

There was not a dissenting voice, though the amount of gold and silver dropped in the parson's pretty buckskin bag was not so large as it might have been had the parson not "lost his first winnin'."

The moon had dropped behind the peak of King Solomon, leaving the camp in darkness, while soft snow fell with that steady monotony which indicates a heavier fall to come.

Parson Tom had just opened the door of his cabin to step in, when a heavy hand was laid upon his throat and a hoarse voice demanded:

"Give me that money! Quick!"

The parson was by no means a coward. He struggled with his assailant, and together they fell into the cabin and rolled out into the light cover of fresh snow which had fallen on the frozen crust. Muttered curses and a tighter grip upon his throat met his resistance.

"D—n this snow; if this job could have been done an hour earlier I'd 'a' bin all right," muttered the voice as the form moved away in the darkness.

That was the last the parson heard. The light snow fell straight from the sky. There was no wind to disturb its course, and the soft fine flakes were hardly plentiful enough to furnish a bed for footprints.

Parson Tom knew not how long he had lain there, and, despite the warmer temperature, he was numb with cold when he crawled into his cabin. He was so completely overcome by the struggle with his assailant and the cold that he lay upon his bed in a stupor far into the night.

When he aroused the snow was falling in great sheets, like drifts, from the gulch above. He opened the door and looked out. He could see nothing but the blinding storm and the darkness, which was scarcely subdued by the

ghastly whiteness of the snow. He dared not venture out. No man could live an hour in that terrible storm.

Rebuilding the fire, the parson sat down and tried to think—tried to think where he had heard that voice before it demanded his money. If he could only recall that he would be able to identify the man who had robbed him. Without that recollection his claim that he had been robbed the second time would be only laughed at by the men who had been so generous in their gifts.

But it was impossible to recall it, though he knew he had heard it and remarked its peculiar tone. And there he sat through the long black night, hoping against hope.

It was broad noonday when he awoke, sitting by the dying embers on the hearth. The sun shone brighter than it had shone for weeks. Its hot rays melted the snow on the roofs of the houses, and the day was like a day in spring. But it brought no joy to the heart of Parson Tom.

The *habitués* of Big Frank's saloon had hardly settled themselves down to the pleasures or pastimes of the day—their morning hour being the noon-time—when they were startled by the ghost-like appearance of Parson Tom. In a trembling voice he told his story.

"He plays it well," sneered Big Frank; "that's a purty good make-up ye've got on yer face. Ye'd ought ter be a performer. There'll be a chance fer ye when the variety show opens up in ther spring."

This speech was greeted with laughter by the crowd, and the poor parson was dumb—but not deaf—with mortification. How could he face these men who disbelieved his very first utterance? He turned to go.

"Hold on ther!" cried Paymaster Bill; "this is twicet yer say yer bin robbed in this camp. Both times it was our money as ye was robbed of—money 'at we give ye. Now ye've got ter prove it; fer we don't 'low no man t' accuse none o' us o' robbin' him the second time 'thout he produces ther proof."

"Ther proof's w'at we wants!" shouted the crowd.

Parson Tom stood as still as death. He could not speak.

"An' ther's another thing ye've got ter prove," continued Bill, as he saw the parson would not reply: "ye've got ter prove thet ye didn't rob some other parties besides yerself. More'n one cabin was burglarized last night; an' ef ye ain't ther burglar, then—prove it."

But Parson Tom could utter no sound, save a groan of anguish. Could he but recall that voice! But, no! His memory failed.

There he stood, as dumb as though he had been born without speech, while Paymaster Bill demanded that he prove his innocence, and the crowd, led on by Big Frank, sneered at and reviled the accused.

During this trying ordeal for the parson, three men, selected by Big Frank, had gone to the parson's cabin, and there, upon the floor, had found a nugget of gold belonging to Big Frank.

This they brought and flouted in the face of the trembling victim. Well he knew how it had come there, but it was idle to assert or protest. His words—if he could have spoken—would have been, to these infuriated men, like the screech

of a wild bird borne on the wind in a howling storm.

"Ye hev no proof o' yer innicence," said Paymaster Bill, hotly, "an' we hev this proof o' your guilt. W'at d'ye say now?"

Parson Tom saw that all hope was lost, but with dying hope his speech returned, and he said with evident effort:

"Gentlemen, I see no hope of establishing my innocence; but still maintain it. That nugget of gold must have been dropped by the robber in our struggle in the cabin. If I could recall the voice I should convince you. It was none of you who did the deed, but one who has once lived here among you, though I cannot tell his name. He cannot live far away—perhaps at one of the idle mines or in some deserted tunnel. He went toward the gulch, for had he come this way he would have had to cross my body, as I lay there in the snow. That is all I have to say. Do with me as you must."

It was useless to search the gulch—the heavy snow would not permit. And then these angry men had no doubt of the guilt of the parson. Only the production of the man he claimed had robbed him would destroy their belief in his guilt. The crowd grew angrier as the minutes passed.

"The parson has lied," coolly remarked Big Frank, whose faith in the preacher sort had never been strong.

"He's an ungrateful robber," Paymaster Bill added.

"Hang him!" yelled a man in the crowd.

The excitement increased like the roar of the wind through the gulches in the coming of a storm. A minute more and the infuriated mob who, in the absence of a court, had tried, convicted and sentenced the accused was eager to execute the sentence of death.

Like wild men they flew to the upper end of the camp, dragging the parson with them. Convinced of his guilt, and maddened by thoughts of his ingratitude, no hand could stay them.

Quickly the preparations for the execution were made. Two barrels, each of which supported an end of a broad plank, placed under the stout limb of a great tree formed the scaffold. One end of the rope was fastened to the limb, the other formed into a noose and placed over the head and around the neck of the trembling parson.

"Aire ye ready?" cried the leader of the mob to the two men who were stationed at the ends of the plank ready to lift it out from under the feet of the doomed man.

"Give him one more chance to tell who robbed him," demanded Paymaster Bill.

Standing there upon that plank, with the death rope around his neck, Parson Tom's memory returned. The ugly face of his assailant, which he could not see the night before in the darkness, was now plainly visible, and the crouched form of the robber appeared as plain as on the day he had sneaked out of camp at the command of these same men.

The crowd waited almost breathlessly. "Quick!" shouted Big Frank, who was leader.

"Saddle—Horse—Pete!" almost shouted the parson.

The crowd broke out in jeers.

"Oh, no!" they said; "that can't be. He was drove out, an' he's not likely to show his head anywheres 'roun' this camp. That won't do. Guess ag'in."

Alfred J. Brown Co.,

SOLE AGENTS FOR THE CELEBRATED



-: ORANGES :-

We guarantee this brand to be as fine as any pack in the market. Prices Guaranteed. Try them.

Alfred J. Brown Co.,
GRAND RAPIDS, MICH.

DAWSON'S Pearl Wheat Flakes THE FINEST BREAKFAST DISH



CLEAN, WHOLESOME,
Free from Dust and Broken Particles,

Put up in neat Cartons of 2 pounds each, 36 Cartons per Case. Price \$3.50 per Case. Sells at 15 cents per package, two packages for 25 cents.

Try It! Buy It! Use It!

Sold by all jobbers in Ohio, Indiana and Michigan.

MANUFACTURED BY
DAWSON BROTHERS, Pontiac, Mich.

First Appearances

Are everything. Don't let a prospective customer walk in and go out without buying because he sees empty or half filled shelves.

Keep Your Stock Up

And tempt the half hearted with an attractive display. CANDY, FRUIT and NUTS are cheap and always in demand. WE WANT YOUR ORDERS.

The Putnam Candy Co.

"Once ag'in. Aire ye ready?" shouted Big Frank.

"Yes," came the calm but determined voices of the two men at the ends of the plank.

"Give him time ter pray," begged an unwilling participant.

"Pray, then!" shouted the leader.

Parson Tom stood erect, with bowed head. Slowly and with firmness he lifted his voice. Suddenly he faltered, turning his face toward the mountain.

Hark! Look! The excited group of men stood there riveted to the ground. The hands of those who held the plank were frozen as if in death's clutch. The tongue of him whose word was law was paralyzed. The sound which filled their ears carried more terror to their souls than the awful roar of battle, the rushing of the mighty waters in a storm at sea, and the rumbling of an earthquake, all combined, could have inspired.

On, on it came, tearing from their roots great trees that had withstood the storms of generations.; hurling heavy branches, logs, timbers and rocks a hundred feet above the heads of the frightened witnesses. Great clouds of snow filled the air and hid from view the surrounding mountains.

Not a man in that group, all huddled together like so many frightened animals, but comprehended the situation in an instant.

These men, who were brave enough of heart to have fought with the inspiration of patriotism on the field of battle, or faced with fearless courage the ocean's wrath, or listened without the faintest dread to the earthquake's fearful rumblings, stood trembling like little children in the face of a snowslide!

Swift as a meteor it came, and, like the bursting of a thunderbolt, spent its wrath; and its dreadful harvest lay scattered far and wide, like dead and wounded soldiers on a battlefield.

And when the sky had cleared there lay, at the feet of them who held a life within their grasp, a dead and frozen human form. Tight against the breast, the clutched and stiffened fingers of the dead held the buckskin bag of money—the evidence of Parson Tom's innocence!

The crowd fell back aghast!

It was Saddle-Hoss Pete!

LEWIS H. EDDY.

MILLIONAIRES AND THE MASSES.

I note that THE TRADESMAN of last week comments on a statement derived from the census returns that 68 per cent. of the families that live on farms own their lands, while 32 per cent. are renters; while in towns and cities only 37 per cent. own their homes and 63 per cent. rent the premises in which they live. But the revelations of the census in this respect do not stop there.

It appears that there are 12,690,152 families in the country, and of these 91 per cent. own an aggregate of 29 per cent. of the total wealth, while the other 9 per cent. own 71 per cent. Put in another form, it will be seen that 1,142,113 families own 71 per cent. of all the wealth, such as money and property, while 11,548,039 families own only 29 per cent.

The inequality of this division is apparent at a glance, but no account is taken of those who own nothing. In making up the statement for the 9 per cent. of rich families, all the rest are put in with the other class of people who

own a small proportion of the country's wealth; but it must be understood that many of these own nothing that is taxable. The estimate of the wealth of the country is made up from the sum of the tax assessments. But vast numbers do not pay any taxes, because they possess no property subject to assessment, so that it may be assumed that of the 11,548,039 which are credited with having 29 per cent. of the entire wealth, 30 per cent. of these have nothing but their daily labor and such scant outfits of household goods as are exempt from taxation, and such property does not appear in the assessors' books.

It, therefore, follows from this that there are three classes to be computed in this country: First, there are 1,142,113 families that own 71 per cent. of all the wealth; second, there are 8,083,628 families that own the remaining 29 per cent.; third, there are 3,464,411 families that possess nothing, that have no provision for the future, no means of support in case their earning capacity should be cut off.

There is something terrible to contemplate in all this, and the wonder is that more people are not driven to desperation, particularly in a time when so many are out of employment. It is also astonishing that more people do not take to desperate methods to secure some substance upon which to depend. But it is a most remarkable fact, and one that redounds most nobly to the credit of the working classes, that they seldom resort to dishonest practices.

When the defalcation of a clerk or salesman is reported, it nearly always comes out that dishonesty was practiced, not to relieve the necessities of his family, but to obtain money in order to squander it in vicious courses. The man who is devoted to his home and family will make a desperate struggle to help them honestly before he will steal, and if it should happen that he was driven to such an extreme he would be most unlikely to become an habitual thief. But the man who cares nothing for home and friends, and is engrossed with vices and profligate extravagance, will not hesitate to steal to secure the means for depraved gratification. It may be laid down as a sure rule that the embezzling or otherwise criminal employe is already given to vicious and debauched courses of life, and, for this reason, merits no sympathy.

But there are other revelations made by the figures quoted which are necessary to complete the picture. It has been stated that one-ninth of the people of the United States own seven-tenths of all the wealth. This wealthy class is not composed of persons of equal possessions. While all are rich, some are vastly more so than others. Some time ago the New York Tribune figured out a list of 4,047 persons in the United States who are worth each a million and more. Subsequent writers have worked at the problem. Notably among these are Thomas G. Shearman, in the *Forum* for November, 1889, and, later, George K. Holmes, in the *Political Science Quarterly* for December, 1893.

The result derived from their calculations is that these 4,047 millionaires in the United States are worth an aggregate of twelve billions, or twelve thousand millions, which would give an average of about \$3,000,000 to each. The conclusion arrived at is that of the wealth of

Continued on page 6.

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-STEVENSON & CO.
MONROE ST.



Clothing Merchants

Can now buy balance of nice selections of Ulsters, Overcoats, double and single breasted Suits at such low prices as will enable them to be retailed at wholesale prices. Write our representative,

WILLIAM CONNOR,
Box 346, Marshall, Mich.,

to call upon you, and if he has not what you want, will thank you for looking, or write us.
ALL MAIL ORDERS PROMPTLY ATTENDED TO.

MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

AMONG THE TRADE.

AROUND THE STATE.

Grant—A. H. Judd has purchased the drug business of Geo. E. Harris.

Pori—Benze Rosted is succeeded by James Penegoh in general trade.

Stanton—C. L. Grace succeeds S. C. Sommers & Co. in the hardware business.

Plainwell—Stearns & Sampson have closed their meat market and retired from business.

Belding—E. A. Moffit and Arthur Coles have formed a copartnership under the style of Moffit & Coles.

Ann Arbor—D. A. Tinker, dealer in furnishings and notions, has removed from Kalamazoo to this place.

Thompsonville—Anderson & Pearson, general dealers, have dissolved, W. A. Anderson continuing the business.

Detroit—Geo. R. Treble has been admitted to partnership in the dry goods firm of Strong, Lee & Co., the style remaining the same.

Lowell—J. B. Yeiter will open a furniture store in the corner store east of Wisner Bros. He will be ready for business about Jan. 25.

Stanton—Maurice Lightstone will close out his boot and shoe business here and go to Greenville, where he has formed a copartnership with his brother-in-law, D. Jacobson.

Milford—Safe-blowers broke into the grocery store of Weaver & Watkins last Friday night. The safe was demolished. Valuable papers and \$40 in cash are missing. The explosion was heard far away.

Kalamazoo—The firm of Lakey & Bigelow, wholesale and retail dealers in paints, oils and furnishings, in business at 226 and 228 North Burdick street the past fourteen years, has been dissolved by mutual consent. The A. L. Lakey Co. succeeds to the business of the old firm.

Detroit—W. J. Gould & Co. have merged their wholesale grocery business into a stock company under the same style. The new corporation has an authorized capital stock of \$200,000, of which 80 per cent. has been paid in. The shareholders are Walter J. Gould, 4,000; Lewis F. Thompson, 4,000; Clarence H. Gould, 8,000; Walter J. Gould, trustee, 4,000.

Saginaw—Foster & Charles have purchased the interest of Charles L. Benjamin in the furniture firm of Foster, Charles & Co., and will close out their business on the West Side by March 16. The stockholders of Wyckoff, Ewen & Co. have also purchased the interest of Mr. Wyckoff, who retired from that firm December 31. On March 16 the firms of Foster, Charles & Co. and Wyckoff, Ewen & Co. will be consolidated under the style of the Foster, Charles & Ewen Co. and the business will be conducted on the East Side at the present location of the latter firm.

Greenville—Jacobson & Netzorg, the dry goods and clothing dealers, recently found themselves unable to agree and decided to leave the division of the property to five arbitrators. The committee has made its award, which proved to be satisfactory to both parties to the controversy. Mr. Jacobson takes as his share the double store where the firm has been doing business, the house and lot on Franklin street where he lives, half the stock of goods and half of each individual account owing the firm. Mr.

Netzorg takes the store occupied by Hansen & Beardslee, agricultural implement dealers, the house and lot on Cass street where he resides, half the stock and half the individual accounts owing the firm. Mr. Netzorg has rented the store in the Potter block now occupied by S. M. Albertson, and will take possession March 1, he having given Mr. Albertson a bonus of \$400 to give up peaceful possession.

Stanton—At the recent hearing of the Chapin & Co. case, in the Montcalm Circuit Court, Mr. Chapin occupied the witness stand for several hours and was closely questioned by T. F. McGarry from notes and figures made by the experts who have examined the books of the bank. From his testimony it was found that various members of the Chapin family had given their notes to the bank, aggregating \$21,000. These notes had been marked paid on the books and their amounts charged to the profit and loss account. The question is, who had this money and where did it go? The amount is charged up as lost, and it looks as if the Chapins had had this money to use. This is surely one hole which the accountants have found, and it looks as though about \$21,000 of the depositors' money had run out of it. Oscar Webber, who was Mr. Chapin's partner in the firm of Webber & Chapin, was put on the stand to testify, but seemed to be very ignorant about the whole transaction. The majority of his answers were, "Don't know," and his testimony brought out nothing new in the case. The further the case progresses, the more it looks like a clean steal.

MANUFACTURING MATTERS.

Lake City—Louis Sands recently cut a pine tree which scaled 10,300 feet. The butt of the butt log was six feet, four inches in diameter.

Bennett—J. S. Stearns' sawmills at Stearns Siding are operating principally on hardwoods and hemlock, and he says he will not cut any pine until summer, when he can log it to better advantage.

Sault Ste. Marie—The store of Feltus & Tradewell, who own and operate a sawmill at Raber, forty miles south of this city, was burned Friday night, with all its contents. The loss is \$6,000 with no insurance.

Morenci—D. C. Gillis, late proprietor of the creamery here, suddenly left town the other day. He owed farmers, it is alleged, about \$4,000, some of which he paid at the rate of 50 cents on the dollar. Mr. Gillis was at one time worth \$20,000, but lost heavily in a Dakota venture.

Adrian—The Adrian Furniture Co., after many suits, has obtained possession of the bed-room suite made in 1890 by Charles Ruppel and valued at \$2,500. The suits were over patterns and stock. The somewhat celebrated suite will now be raffled off among furniture men in the United States.

Saginaw—Ed. Germain is running a pretty good sized crew and filling some foreign contracts. He proposes building a sawmill to run in connection with his planing mill and factory. His loss at the fire last May footed up \$319,000, yet he is on his feet and is doing a fairly good business in the face of his tremendous loss and the added weight of the business depression.

Ludington—The Schroeder Lumber Co., of Milwaukee, Wis., has bought of T. R. Lyon the standing timber on section 6-10-15, in Mason county, estimated

to cut 16,000,000 feet of pine and 5,000,000 feet of hemlock. Mr. Lyon is to cut the logs and deliver them in Pere Marquette Lake at a certain price a thousand. The logs will be sawed at Taylor's mill here, giving it a full season's work.

Saginaw—The Vermillion Lumber Co. has filed articles of incorporation here. The company will deal in logs, lumber, timber lands and leases to cut timber, and will manufacture lumber products. The capital stock is \$160,000, and the incorporators are W. C. McClure and J. J. Rupp, of Saginaw; Ben Birdsall, of Three Rivers, Quebec, and R. B. McKnight, of Saginaw. The entire capital is paid in.

Saginaw—Wylie Bros., who contemplated converting their shingle mill into a band sawmill, have abandoned the idea, as they have concluded they can get their logs sawed to better advantage than by putting capital into a mill. It is likely the shingle mill will be dismantled. They have been in the shingle business twenty-five years, but of late there has not been enough money in it to make it desirable to continue in that line.

Watervale—Leo F. Hale has merged his lumber, shingle, bark, wood, tie, pole, post and general merchandise business into a stock company under the style of the Watervale Manufacturing Co. The capital stock is \$75,000, of which \$60,000 is subscribed and paid in, Mr. Hale owning \$30,000 and the other \$30,000 being equally divided between Wm. M. Williams, of Milwaukee, and Fred E. Mansfield, of South Milwaukee, Wis. Mr. Williams is President of the corporation, Mr. Mansfield Vice-President and Mr. Hale Secretary and Treasurer. The latter has worked up a large and prosperous business and the accession of fresh capital will probably enable him to greatly increase his output and extend his influence.

Interesting Meeting of the Jackson Association.

JACKSON, Jan. 4—At the regular meeting of the Association, held this evening, there was a very good attendance and every one was in a spirit to do business. The roll call showed all the officers present, and the records of the previous meeting were approved.

The Committee on Trade Interests reported that the differences existing in regard to the bread question had been amicably adjusted and that everything was satisfactory. The Committee also reported a new sugar card, on account of the late reductions in prices of sugar.

The Committee on Entertainment reported that they had intended giving a social on the 21st of December, but, owing to the near approach of the holidays, they concluded to let it drop and make up lost time at the social session in January, and they asked for instructions.

On motion, \$15 was appropriated for eatables and the Committee was authorized to make such arrangements for supper and entertainment as they thought best.

On motion, the Committee were instructed to invite the jobbers of the city and their wives to the social meeting.

Bills were received from the newspaper offices for printing. It being shown that they were larger than the price agreed upon, they were referred to the Committee which had the matter in charge.

The President appointed the following Committee on the peddlers' and hucksters' ordinance:

First Ward—Geo. Stiles, A. D. Wellington.

Second Ward—L. Pelton, J. H. Jones.

Third Ward—B. S. Mosher, T. C. Brooks & Co.

Fourth Ward—J. F. Helmer, P. Haefner.

Fifth Ward—O. E. Robbins, H. C. Ed- dy, J. A. Winslow.

Sixth Ward—W. H. Porter, L. Farrell, N. H. Branch.

Seventh Ward, B. C. Hill, P. Casey.

Eighth Ward—J. N. Bartlett, H. E. Randolph.

On motion, the President was appointed chairman by the Association.

Lake & Lowery, successors to A. & H. Wilcox in the lime, salt, cement and coal trade, sent a communication to the Association, asking that the Association would meet them and arrange prices for the sale of salt, wholesale and retail, which would be satisfactory to the grocers as well as themselves. The matter was referred to the Committee on Trade Interests.

Complaint was made by one of the mills against another on account of retailing. As all the mills are retailing, it looked so much like jealousy that it was decided to table the matter.

No more business appearing, the meeting adjourned.

W. H. PORTER, Sec'y.

It is no disgrace to be poor, but it is mighty inconvenient.

We all believe in the proper distribution of wealth providing it isn't our own wealth that is to be distributed.

PRODUCE MARKET.

Apples—Home-grown stock is almost entirely exhausted, so that dealers are compelled to go to New York and West Virginia for their supplies. The New England crop has been pretty well picked up, and the crop of the Empire State is believed to be nearly exhausted. Baldwins, Greenings, Ben Davis and Wine Sap varieties command \$4.25 per bbl.

Beans—Pea and medium are active and strong, with increasing demand. Handlers pay \$1.25 for country cleaned and \$1.40 for country picked, holding city cleaned at \$1.55 in carlots and \$1.65 in less quantity.

Butter—Lower and drier than a week ago. Dealers pay 17@18c for choice dairy, holding at 19@20c. Creamery is dull and slow sale at 22@24c.

Cabbage—Home grown, \$5@6 per 100.

Carrots—20c per bushel.

Cranberries—Cape Cod are a little stronger, commanding \$2.25 per bu. and \$6.25 per bbl. Jerseys are in moderate demand at \$6.

Celery—Home grown commands 15@18c per doz.

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

Grapes—Malaga are in moderate demand at \$4.50 per keg of 55 lbs. net. California Tokays are in fair demand at \$2.50@2.75 per crate of 4 5-lb. baskets.

Honey—White clover commands 17c per lb. dark buckwheat brings 14c. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12½c per lb.

Nuts—Walnuts and butternuts, 75c per bu. Hickory nuts, \$1.10 per bu.

Onions—Handlers pay 40c, holding at 50c per bu. Spanish are in small demand at \$1.25 per 40 lb. crate.

Potatoes—There is no change in the condition of the market from a week ago. Dealers continue to pay 40c here and 35c at outside buying points, the jobbing price to the retail trade being 50c. Considerable quantities of Red Rose are being stored away for the seeding demand when it starts up in the South a little later. There is no indication of higher prices in the near future.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—Kiln dried Jerseys command \$4 per bbl.

Turnips—25c per bu.

LIVE POULTRY WANTED.

We will pay this week for live poultry, delivered at our store, No. 8 South Ionia street, as follows:

Live	
Chickens, No. 1 Spring	6½c
Hens, No. 1	6c
Old Roosters	5@5½c
Turkeys	8@8½c
Ducks	9c
Geese	9c
Rabbits (undrawn)	75c per doz.
Will ship coops to any address, free.	

O. CLYDE TUCKER & CO.,
GRAND RAPIDS.

GRAND RAPIDS GOSSIP.

Chas. J. Worfel has purchased the cigar manufacturing business of A. Worfel & Son at 311 Second street.

G. J. Johnson, cigar manufacturer at 347 South Division street, has decided to embark in the wholesale leaf tobacco business.

E. B. Stevens is back in his old position as local manager for L. F. Swift & Co., J. P. Fetterly having been recalled to the home office in Chicago.

F. A. Wilcox has opened a grocery store in Baltimore township, eight miles southeast of Hastings. The Olney & Judson Grocer Co. furnished the stock.

The Grand Rapids Fruit Cleaning Co., which has heretofore done business in a 20x40 two-story building on Kent street alley, has erected an addition, 21x38 feet in dimensions in the rear of the former factory, and introduced all of the latest improved machinery adapted to its use. The office of the company will continue to be located in the store of Peter Schuit, Manager of the company.

H. Leonard & Sons contemplate celebrating the fiftieth anniversary of the founding of the house by merging the business into a stock company under the same style. The business was established by the late Heman Leonard in the spring of 1844 and was located on the present site of the retail store of the house on Monroe street. Mr. Leonard had made three attempts to establish a business prior to this time, all of which ended in failure, but no one suffered a dollar's loss, as he went back to work at the carpenter's bench each time until he had paid his debts in full. Mr. Leonard started in business as a retail grocer, gradually working into the crockery business until 1866, when Chas. H. Leonard finished school and assumed the active management of the business, closing out the grocery stock as quickly as possible. He soon worked into the jobbing business, selling goods on the road himself and then coming home and packing them for shipment. In 1871 Frank Leonard was admitted to partnership and the firm name was changed from H. Leonard & Son to H. Leonard & Sons, and in 1876 Fred Leonard was admitted to partnership, involving no change in the firm name. In 1885 the firm built the four-story brick block on the corner of East Fulton and Spring streets, which is occupied exclusively by the wholesale department. The growth of the business has been remarkable, having kept pace with the steady advancement of Grand Rapids as a jobbing market.

Gripsack Brigade.

Jas. B. McInnes is rejoicing over the advent of a 9 pound girl, which arrived at his home on Saturday.

F. A. Cadwell, Western Michigan representative for Snedice & Hathaway, has purchased the handsome residence at 67 Terrace avenue and is already located in his new home.

P. W. Crosby, who has been connected with the wholesale grocery house of Symons Bros. & Co., of Saginaw, for several years, has resigned his position and accepted a position as traveling salesman for the Whitney & Plum branch of the United States Baking Company of Bay City. He will travel in Western and Southern Michigan.

Elmo J. Edmunds, son of Wm. B. Edmunds (Thorp, Hawley & Co.), the Bangor heavyweight, has engaged to travel for Fowler, Demrath & Co., manufacturers of penny goods at Cincinnati, and will accompany his father on his trips through Western New York and Pennsylvania, Ohio, Indiana, Illinois and Wisconsin. The young man is about as broad as he is long and he and his father make a combination which will create a panic among the hotel men along their route.

B. G. VanLeuven, chairman of the Committee on Arrangements of Post E, has promulgated a notice, calling the cohorts of drummerdom together on Saturday evening of this week to participate in the "first monthly good time and dance" of the Post at Elk's Hall. Secretary Owen will be on hand to receive the annual Post dues for this year, and Secretary Mills, of the State body, will be there to receive the death assessments of any who wish to pay at that time. It is hoped that there will be a large and representative turnout on that occasion.

Chas. F. Ballard, Eastern Michigan representative for the New York Biscuit Co., was in town last week, full of avoirdupois, good sense and good humor, as usual. Mr. Ballard says he proposes to introduce a resolution at the next meeting of Post C, Michigan Knights of the Grip, providing that the expenses of the organization be curtailed as much as possible and that all the members pay the annual dues of \$2 a year, the net balance to be devoted to the chartering of a train to conduct the members and their families from Detroit to the Grand Rapids convention next December.

M. C. Burch, attorney for the Grand Rapids widow of Richard T. Scott, of Fenton, and Clarence Tinker, attorney for Ella C. Scott, the Fenton widow, have on behalf of their respective clients, entered into an agreement for a satisfactory division of the \$4,500 life insurance carried by the deceased, \$2,000 in the A. O. U. W., \$2,000 in the K. O. T. M. and \$500 in the Knights of the Grip. The money will be paid into the hands of W. W. Millard, cashier of the State Bank of Fenton, who will make the distribution according to the terms of the stipulation now in his hands. Scott's estate, outside of the insurance, will not pay his debts.

The Grocery Market.

Sugar—It is the unexpected that always happens. When the price of refined sugars declined 1/4c last Friday, placing granulated on the basis of 4c in New York, some attributed the break to competition with foreign grades, but those more familiar with the situation claimed that it was due to the near approach of the time when Congress must decide the tariff question, with a view to influencing legislation in favor of the combination known as the Sugar Trust. Some, to be sure, attributed the break to local competition and to a desire on the part of the Trust to squeeze the raw market, but the general opinion seemed to be that political effect was the principal cause for the unexpected reduction in price—all of which goes to show that no one knows anything about the situation except the men at the helm of the Trust, for bright and early Monday morning came a telegram, announcing a general advance of 1/4c a pound all along the line. The advance comes at an inopportune time, as no one had sufficient

confidence in the stability of the market last week to order very heavily, so that little, if any, advantage will be gained by the trade by the unprecedented low price which was held five full days last week.

Tobacco—Scotten has advanced the price of his cheap smokings 1c and his medium and cheap fine cuts 1@2 1/2c.

Oranges—Are moving freely. This week's quotations are a shade below last week's figures.

Lemons—The uncertainty of ocean freights has raised prices somewhat but a drop may come at any time. Only fruit of the best quality is being handled at present.

The Hardware Market.

The market has been so quiet and prices so stationary that it has hardly seemed necessary to prepare a market report the past two weeks, and, while there is but little change in the situation, we will report it as we find it.

Trade for 1893—in volume—was not satisfactory, owing to the great falling off the last half of the year. While we look for a fairly satisfactory business in 1894, we do not expect it to equal the first half of 1893. The why and wherefore we will not attempt to explain, except to say that there seems to be manifested a disposition by all business men and manufacturers to pursue a more conservative course, both in buying goods and selling on credit. If the tight times through which we are passing will only be a lesson to those who have trusted out other peoples' goods, and been unable to meet their bills when due; if it will only restrict them in giving credit and bring them so they can do nearer a cash business, we will say, "Welcome the financial panic through which we have passed and are now emerging from."

Wire Nails—Never in the history of wire nails have they been as low. Can it last? Manufacturers say not. Less than the cost of production is the price to-day—\$1.15 at the mill in carloads being now quoted, while \$1.20 for small lots and \$1.60@1.50 from stock is the present market.

Barbed Wire—Many orders are now being placed for spring shipment at \$1.85 for painted and \$2.15 for galvanized in carload lots at the mill, while \$2.25@2.65 is the price from stock.

Window Glass—Remains weak, with very little prospect of any change for the present.

Sap Pans, Pails and Spouts—Now is the time to prepare for sugar making. Prices remain the same as last year.

"The Student" Cigar.

C. W. Dierdorf has been appointed sole agent for the Student Cigar Co., manufacturer of "The Student" cigar. This is the only brand sold exclusively for cash, enabling the manufacturer to avoid all the losses incident to the credit business and put \$40 stock in a \$35 cigar, besides allowing 6 per cent. cash discount. Branch office for Michigan, 347 South Division street, Grand Rapids.

Grocers Must Look Alive.

Will it not pay retail grocers to be enterprising? To advertise in the daily papers? To make special sales? To wake up, burnish their armor, and do something to win popular favor? We believe it will, and unless they do we shall see the grocery department of the big bazaar stores crushing the profit of the independent and regular retail store.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE—STOCK OF GENERAL MERCHANDISE and drugs in a small manufacturing, agricultural and lumbering village, on a trunk line of railroad and a navigable stream. Trade well established and prosperous. Address No. 846 care Michigan Tradesman 846

TO RENT—AFTER FEBRUARY 1, 1894, storeroom 21x100 feet; brick; best store and location in town; good opening for drugs and wall paper hardware or dry goods. Address R. S. Tracy, Sturgis, Mich. 844

GERMAN SILVER POCKET KEY-RING checks, stamped with your name and address, by mail 20 cents. Insures return of keys if lost. Satisfaction guaranteed. Address M. W. Walters, 136 South Main street, Adrian, Mich. 845

WANTED—TO CORRESPOND WITH GOOD physician who wants good country practice. Must come well recommended. Address G. T., care Michigan Tradesman. 841

FOR SALE OR EXCHANGE—SMALL SAW-mill in Florida, and stock of merchandise in Michigan, for good farm. W. J. Richards & Co., Moo-cow, Mich. 842

PARTNER WANTED—I WISH TO ADD A \$2,000 shoe stock and my time to a general stock in good town. Must be reliable party. Or will exchange \$1,200 shoe stock for dry goods. Address No. 843, care Michigan Tradesman. 843

FOR EXCHANGE—FOR CITY OR COUNTRY real estate, a new stock of clothing and furnishing goods, involving from \$5,000 to \$6,000. Address No. 832, care Michigan Tradesman. 832

FOR SALE—LAND SUITABLE FOR SUMMER resort, comprising 50 acres, with 210 rods of water front, on one of the inland lakes near Petoskey. Excellent brook trout; bass and pickerel fishing; fine shore for bathing or boating. A better investment for capital than a campaign fund. Address Resort, care Michigan Tradesman. 835

FOR SALE OR EXCHANGE—STOCK OF general merchandise. Address 222 Washington ave., North Lansing, Mich. 830

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

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

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

SITUATIONS WANTED.

WANTED—SITUATION IN A FIRST-CLASS drug store, with view of purchasing a half or whole of business after six or eight months. Address No. 828, care Michigan Tradesman. 828

WANTED—POSITION AS WINDOW TRIMMER, book-keeper or salesman, by young man of five years' experience in general store. References if desired. Address No. 829, care Michigan Tradesman. 829

A Big Drive

IN ALL SILK (SAT. EDGE) RIBBONS.

Having purchased a large lot of All silk Ribbons at the great peremptory 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 52 1/2c 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.

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery Headings, Maps, Plans and Patented Articles.

TRADESMAN CO., Grand Rapids, Mich.

Continued from page 3.

the United States 20 per cent. is owned by three-hundredths of 1 per cent. of the families, 51 per cent. by 9 per cent. of the families (not including millionaires), 71 per cent. by 9 per cent. of the families (including the millionaires), and 29 per cent. by 61 per cent. of the families, while 30 per cent. own nothing.

This is a startling situation to exist in the richest and freest country in the world, where all men are supposed to be equal before the law. But it only shows that there is no such thing as practical equality. All men are not equally active and energetic, nor are they equally intelligent, nor are they equally honest. In all the qualities essential to making money there is a vast difference. Some get rich by saving; some by grinding and oppressing their employes and debtors; some by important inventions and discoveries; some by the possession of great professional ability; some by lucky speculations; some by dishonest and unscrupulous practices, while rich enough to secure exemption from punishment. These make up the few. The masses are condemned to hard work, in many cases with large families to support, and in all subjected to the vicissitudes of industrial depressions, financial panics, bad crops and other conditions beyond ordinary control.

Wise statesmanship would be directed to the securing of general prosperity for the people and the revival of every great industry and popular interest. but, unfortunately, there are vastly more politicians than statesmen, and the politicians are only concerned to secure their own benefit, not that of the people. They have learned, too, that it pays better to legislate for the rich than for the masses. Therefore, while politicians are at the front, there is little prospect of improvement. FRANK STOWELL.

He May Own, but Not Move It.

J. S. Soule, of New York, owns a railroad in Kansas, and is very much annoyed to find that he cannot do what he will with his own. It is not much of a road, being only twenty-seven miles long, though it was at first intended to be a great deal longer. It has never had any rolling stock, and for a while has been leased and operated by the Rock Island Road. Its business has fallen off with the hard times to practically nothing at all, and when the Rock Island's lease expired recently it was not renewed. Mr. Soule went out and took a look at it, and then went to Chicago and sold the rails and ties to a contractor, who wanted to use them in Texas. When he went to take up the road the people of the country through which the road passed opposed it, and the United States district judge enjoined him from pulling up the track. Soule says that the road is his, and that he can do what he pleases with it, but the court says that though he owns the road, the people of the country through which it passes have their rights in it, too.

A leading merchant says that prices have not come down so much since the holidays as they generally do, the reason being that they had already come down as far as it was safe to cut them before Christmas, in order to stimulate sales. He declares that a good many things are sold at an actual loss rather than to have them taking up room any longer with no chance of selling at a profit. One of the signs of hard times is reduction in prices of food at some of the restaurants, where the owners have made a "horizontal reduction" of 5 cents on each item on the bill of fare.

If poverty is a crime, wealth must be a capital offense.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, GANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and TICKINGS. Prices are listed in cents and dollars.

Table of Demins, Gingham, Amoskeag, and other goods. Columns include categories like DEMINS, GINGHAMS, AMOSKEAG, KNITTING COTTON, CAMBRICS, RED FLANNEL, DUCKS, WADDINGS, SILK, NEEDLES, and COTTON TWINES. Prices are listed in cents and dollars.

HEROLD-BERTSCH SHOE CO.

BOOTS, SHOES, AND RUBBERS.



GRAND RAPIDS, MICH.

CUSHMAN'S Menthol Inhaler



Cures Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat.

The first inhalations stop sneezing, snuffing coughing and headache. This relief is worth the price of an Inhaler. Continued use will complete the cure. Prevents and cures Sea Sickness On cars or boat.

Eaton, Lyon & Co., 20 & 22 Monroe St., OUR FULL LINE OF

Holiday Goods

Now ready, including a large assortment of ALBUMS, TOILET SETS and NOVELTIES. THE LARGEST LINE OF DOLLS

SHOWN IN THE STATE.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich. Our entire line of Cotton Worsted Pants on hand to be sold at cost for cash. If interested write for samples. Milwankee Office: Room 502 Mathew Build ing. Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at
100 Louis St., Grand Rapids,
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired. Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, JANUARY 10, 1894.

THE INCOME TAX PROPOSITION.

The resolve of the Ways and Means Committee to add to the revenue bill an income tax on all incomes of \$4,000 and above promises to add further to the number of problems which the present Congress will have to solve. It is, also, a measure which will occasion a lively debate and consume considerable of the time of both houses.

The Democratic leaders are very evidently reluctant to indorse an income tax, but the necessities of the Treasury are such that either the tariff duties must be increased on imported goods or the income tax must be resorted to. It is, therefore, regarded as an emergency measure.

THE TRADESMAN believes that the adoption of the proposed tax would be a most unwise move. The efforts to evade the tax would lead to manifold abuses, and, for that reason, it would be practically impossible to enforce it equitably upon all persons possessing incomes. Besides, it is not at all clear that the present demands of the Treasury leave Congress no other alternative. It has always been good Democratic doctrine to hold that the needs of the Government should be met as much as possible by a tariff duty on imported articles, without regard to protection.

Until it can be shown that the possibilities of raising revenue through an equitable tariff measure are exhausted, THE TRADESMAN does not believe that an income tax should be resorted to. Few people will contend that the Wilson bill makes an effort at providing sufficient revenue for the needs of the Government by an equitable distribution of the duties on imported articles. All that it pretends to do is to lighten the tax burdens of the people, while it actually forces a change from one form of taxation to another infinitely more unpopular and objectionable, more difficult to collect and less satisfactory in its results in the matter of revenue.

It is reported from Washington that it has been estimated that the income tax would give a revenue of about \$30,000,000, and the additional tax on whisky would afford another \$12,000,000. These

two additions to the revenue, \$42,000,000 in all, even if fully realized, would not begin to offset the decrease in the revenue that will be brought about by the Wilson bill, now estimated all the way from \$60,000,000 to \$75,000,000.

Therefore, the income tax, while difficult to collect and productive of extensive frauds and popular irritation, can in no sense be made to supply the place of an equitable and just tariff. It is, consequently, to be hoped that the Ways and Means Committee may be induced to reconsider their determination and abandon the attempt to force upon the country a measure which will produce but poor results in revenue at best, and is calculated to irritate and antagonize a very large and influential element of the population.

A COMPLETE BACKDOWN.

Two weeks ago the *Workman*, which officially represents the trades unions of this city, came out with a series of bitter personal attacks upon the editor of THE TRADESMAN. As a result of such scurrilous methods, the company which publishes THE TRADESMAN booked more new business last week than any week in the history of the company, while the next issue of the *Workman* appeared minus the advertisements of some of its largest patrons. Realizing that its venal and libelous warfare against THE TRADESMAN was increasing THE TRADESMAN'S business, but killing its own, the *Workman* came out last Saturday with a partial contradiction and retraction of its previous slanders and falsehoods, including the following statement of THE TRADESMAN'S position on the subject of union labor:

It is a fact that the union has no grievance against Mr. Stowe only in prospective. He has always paid the best of wages and his shop has been conducted strictly in accord with union rules. Let us give him his just dues. He is perfectly willing to pay good wages, for he can afford it. By this it can be seen that he has no issue with the union and it certainly does look as if he was courting trouble as a speculation.

Judging by their sudden change of front, the leaders of the trades unions have evidently come to the conclusion that they were making a mistake in meeting THE TRADESMAN'S reasons for abandoning unionism by resorting to false and malicious defamation; and the cessation of their pet method of warfare through the *Workman* will, possibly, deprive this office of the advertising advantage it would receive through a continuance of such guerilla methods.

In justice to the trade unionists of the city, THE TRADESMAN ought to state that the *Workman*'s course did not meet the approval of the conservative element, although its position as official organ of the Michigan Federation of Labor and the Central Labor Union places unionists in a position where they must sanction its utterances or renounce unionism. Among the unionists who disapprove of the *Workman*'s methods is Charles C. Williams, President of the local Typographical Union, who recently called at THE TRADESMAN office to assure the editor that he was not in sympathy with the course of the *Workman*, which he denounced as the "worst enemy with which the Typographical Union has to contend." Nevertheless, he was compelled to admit that his cause must stand or fall by the *Workman*'s utterances, owing to its official connection with, and representation of, local unionism.

AMERICAN RAILWAY MANAGEMENT.

The recent disasters which have overtaken important American railway systems have given rise to some very sharp criticisms on the peculiarities of railway management in this country on the other side of the Atlantic. The vast losses which have overtaken the foreign holders of American railway securities have very naturally led to a conviction that a good proportion of these losses is due, not to legitimate business shrinkage, but to gross mismanagement and questionable financial methods.

The record of railway receiverships during the present year, and more especially during the past few months, has been most disastrous. The trouble began with the insolvency of the vast Richmond Terminal system, and, since the financial panic and the subsequent shrinkage in trade, the decrease in railway earnings has forced a number of important systems into the hands of receivers. All these systems have for years carried an excessive load of debt, and, although in ordinary times they have found no special difficulty in meeting maturing obligations by the facility with which new bond issues could be floated, they were cut off by the panic from the ordinary financial facilities, and, of course, had to succumb.

The shrinkage in business and inability to secure fresh loans, which have forced so many important railway systems to the wall, have been felt in a greater or less degree by all the railroads. Business has languished, and, as a result, gross earnings have dropped off. The stronger systems have been able to meet the difficulty by reducing operating expenses and by a system of rigid economy in all departments, all of which gradually forced the net earnings to make a more favorable showing compared with the diminished gross earnings.

While the receiverships have, undoubtedly, been due to the financial panic, they are primarily traceable to reckless management and extravagant expenditures. Some roads, in themselves unprofitable properties, have been heavily loaded with unreasonable bonded debts, which have placed an insurmountable burden upon all the other branches of the systems controlling such roads. Besides, there has unquestionably been a more rapid development of railroad building than the immediate needs of the country called for, and the present disasters are but the natural result of such imprudent and abnormal expansion.

Bad as the record for 1893 has been, so far as railroads are concerned, there are evidences of a brighter prospect ahead. Warned by the disasters which have taken place, the "railroad managers of the country have inaugurated a more careful system. Operating expenses have been cut down and every economy resorted to which is calculated to favorably affect the net earnings. It is, therefore, likely that 1894 will witness fewer railroad insolvencies than the year just passed, and that, consequently, there will be a radical improvement in railroad securities.

THE ANTI-OPTION BILL.

Among the measures likely to be shortly brought to the attention of Congress is Mr. Hatch's bill dealing with trading in farm products for future delivery. Although Mr. Hatch insists upon reviving his bill of last year, he is willing, as

a result of his former experience, to modify the measure in some important points. Thus, for instance, he now proposes to cut down the license demanded of dealers in futures one-half and to reduce the tax upon transactions considerably.

This change is due to the charges made against the original bill that it was not a revenue measure at all, but a prohibitory measure. Mr. Hatch now proposes to reduce the license and tax to a point where many dealers would still find it desirable to remain in business, and thus the Government would secure an additional revenue.

Mr. Hatch is clearly inconsistent in this course and shows that he has weakened considerably in his anti-option ideas. He advocated the original bill strictly on its prohibitive character, his avowed purpose being to entirely stamp out future trading. Finding that many members of Congress were unwilling to accept, as a revenue measure, a bill which promised no revenue, a change was found expedient, hence it is now proposed that the bill should be so arranged as to permit a continuance of the business by the payment of a revenue to the Government.

If it is now desired to actually tax transactions in futures for the purpose of securing a revenue, Mr. Hatch's bill is surely but a poor measure, as the taxes proposed are still so high as to be all but prohibitive. Moreover, if the anti-option bill is to be considered a revenue bill, pure and simple, its reference to the Ways and Means Committee will become a matter of course. So impossible a scheme from a revenue standpoint cannot but meet the opposition of the members of the Ways and Means Committee, hence the measure, if sent to that Committee, is likely to meet with but scant ceremony.

A DANGEROUS INCENDIARY.

If ever a man was guilty of inciting to riot and rebellion, the new Master Workman of the Knights of Labor (Sovereign) has laid himself open to the charge in his recently published screed against the issuance of government bonds. He says that such an act on the part of the government would justify a call to arms, and goes on in this strain: "God forbid that we should ever again feel justified in using bullets in a country where ballots are so free. I suggest that upon the first attempt of Congress to grant the authority asked by the Secretary, the members of our order from Maine to California hold indignation meetings and send an unequivocal protest to their respective members of Congress. The issuing of bonds is an outrage upon a liberty-loving people, and should brand with eternal infamy every name connected with the disreputable transaction." The workman, he argues, has to pay the interest on the debt of the government, and thus the rich are made richer at the expense of labor, and he calls upon organized labor to put its foot down on the scheme so hard that "the very capitol at Washington will tremble from its righteous protestations." Mr. Sovereign holds a position of very great and irresponsible influence, which makes his shallow fummings the law and the gospel to hundreds of thousands of men in this country, and such stuff as this is sure to lead to trouble. He ought to be called down at once.

REFORMING THE SALOON.

The strongest hold which the barroom has upon men, next to the fact that it furnishes them with liquors, is that it is virtually a clubroom, where they can drink, play cards and be comfortable at a small expense.

Rich men have their splendidly furnished and luxuriously appointed clubhouses, but the poorer classes get corresponding accommodations in the average barroom. This fact forms a strong claim of the drinking saloon upon a large class of men, and any attempt to meet it must do so by offering to men as many facilities for comfort and enjoyment, minus the intoxicating liquors.

A recent essay of this sort has been made in New York City, under the direction of a number of prominent citizens. The project is to hire a house, fit it up neatly for clubroom purposes, have books and newspapers, comfortable rooms where the patrons may read, write, play cards and dominoes, and be supplied with sandwiches, pies, coffee, tea, lemonade and other temperance drinks. There is to be no parade of religion, and the only restraints will be those of decency and law. In all other respects the patrons will enjoy, at a very low price, all they get in free clubrooms, with the exception of the intoxicating liquors.

It is proposed to establish a number of these concerns in localities most frequented by workmen, and give them such inducements of decent comforts and accommodations as will successfully rival the barrooms. If this were properly done, there is no question but that such a scheme would operate most beneficially. There are many men who have no homes in which to spend their evenings, and, unfortunately, too many who should, but do not, spend their evenings at home. To them the drinking saloons offer comfort, companionship and cards. Of course, liquors must be consumed in order to pay for the otherwise free accommodations, and it is possible that not a few men would drink coffee, tea, or something of the sort, in preference to strong liquors, if they could be got.

To furnish such facilities is the object of the new enterprise, and, if properly organized and carried into execution, it would doubtless accomplish much good.

In this connection it should be mentioned that the weakness of all temperance lunch houses is that they all fail to put up as good a meal for the same money as do the drinking saloons. This fact is the weakest fact in all such enterprises. Thousands of men argue that for the same money they can get a vastly better meal in a barroom, and to give it up for something inferior would be against all economy. This is a fact which the reformers must meet, and, until they do so, their success will be but partial.

THE RAILWAYS AND HARD TIMES.

There is no interest in the United States which suffers more from the depressions of trade and financial and industrial distress than do the railroads. If there are poor crops the railroads have so much less of produce to transport and so much less of merchandise to carry back to the farmers. When, from any cause, times are bad, there is so much less consumption and so much less of travel, and by consequence just so much less work for the railroads to do and so much less of wages to be earned.

But not all of the distress which affects railroads is the result of hard times. Many railroads were built improvidently or in advance of the development of the country through which they run, while some are mismanaged. The Chicago *Railway Age* has been working among the statistics of the railways that are now in default, and it finds that there are now in the courts of the United States, being operated under the orders of the courts, 123 railways, with a mileage aggregating 33,195, and representing in bonds and stock \$1,727,500,000. Such interests tied up in the courts, much of the values to be extinguished by being closed out at bankrupt sale, by which the original investors will lose all they put into them, show how seriously the railroads have suffered.

The local Typographical Union is now in a humiliating position, growing out of its utter failure to enforce its demand for higher wages. Realizing that its demand would not be acceded to and that it had lost the confidence of the people and the prestige of its members by making such a demand during a period of business depression, it appealed to the International organization for assistance, and Robert Y. Ogg, of Detroit, organizer for Michigan and Wisconsin, came on to arrange a compromise. He asked for a conference with the master printers, but before he had been here a day he could see that his mission would be a fruitless one, and promptly called the printers together, telling them frankly that they had made a great mistake in attempting to bring about an increase in wages at such a time as this, while thousands of union printers were eating snow balls, with their union cards in their pockets. He assured them that the International organization would render them no assistance in their present unfortunate predicament, and that they must extricate themselves from the uncomfortable position in which they had placed themselves by their unreasonable and unwarranted demand; that if their action resulted in the destruction of the Union and in opening every office in the town to non-union printers, the Union would have no one but itself to blame. He then left the city, without being courteous enough to recall his request for a conference with the employing printers, and the latter are conducting their offices on business principles, irrespective of those rules and regulations of the Union which are unreasonable and unjust.

Have you noticed that it is the least valuable person who is the first to get out of work?

Purely Personal.

Geo. H. Remington, formerly engaged in the retail grocery business at Bangor, has taken the position of house salesman and assistant buyer for the Musselman Grocer Co.

E. M. Johnson, of the Johnson Baking Co., at Owosso, was in town last Friday for the first time. He was greatly impressed with the magnitude of the city and the variety of its interests.

No sooner had W. J. Gould begun to breathe easy as the result of his merging his wholesale grocery business into a stock company than his hired girl sued him for \$15,000 damages for alleged injuries received in the explosion of a steam radiator at his home.

The Dry Goods Market.

Prices on prints are firmer. Merrimac light prints have advanced to 4¼c. While Americans remain at the old price of 4c, cambrics have dropped to the old price of 4c, after being quoted at 4¼c. The wash goods trade is now fairly under way and retailers are selecting some good sized bills of these goods of the popular brands at lower prices than last year. Styles in satines and faille-dunords are very fine. New work in prints are selling well, but mostly in dark effects. Edinboro' cords, which last year jobbed at 8¼c, are now being offered and sold at 6¼c.

A Bright Boy.

Geo. E. Bardeen, President of the Bardeen Paper Co., at Otsego, is the father of a bright lad about half a dozen years old, who gives promise of developing into as great a master of repartee as his father. Meeting a gentleman on his way to Sunday school a few Sundays ago, he engaged in conversation with him, when the gentlemen observed, "I suppose your father is at church."

"Oh, no," replied the lad, "my father doesn't go to church; my father is a business man."

Jackson Jottings.

G. B. Elliott & Co. have opened a new grocery store on South Mechanic street. D. B. Aiken has embarked in the grocery trade at the corner of Greenwood avenue and First street.

The C. W. Whitmore stock of hardware was bid off for \$80. Mr. Whitmore got into and out of business in short order, as he started last spring and got out in December.

The Drug Market.

Opium is firm.
Morphia is unchanged.
American saffron is scarce and higher.
Linseed oil has again advanced, on account of higher prices for seed.
White lead has declined.
Ground flax seed has advanced.

While business is dull is a good time to make plans for making your business better when the reaction comes.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

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

DIRECTORS:
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,
T. J. O'Brien, A. J. Bowne, Henry Idema,
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

RATE REDUCED

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

Kent Hotel,

Directly opposite Union Depot,
GRAND RAPIDS.

Steam Heat and Electric Bells. Everything New and Clean.

BEACH & BOOTH, Prop'rs.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.



Lemon & Wheeler Company,
Agents, Grand Rapids.

Before You Buy

SEE THE SPRING LINE OF FINE GOODS MANUFACTURED BY

SNEDICOR & HATHAWAY,

DETROIT, MICH.

A FEW OF OUR NEW SPECIALTIES IN OXFORDS ARE:

The Juliet Bootee, Three Large Button Newport, Southern Tie and Prince Alberts.

Dealers wishing to see the line address F. A. CADWELL, 67 Terrace Ave., Grand Rapids, Mich.

Our "Oak" Grain.



GUARANTEED SOLID THROUGHOUT.
Heel or Spring, E and EE, 6 to 8, at 65c
Heel or Spring, E and EE, 8½ to 12, at 75c
SEND FOR A SAMPLE DOZEN.

HIRTH, KRAUSE & CO.,
12 & 14 Lyon St.,
GRAND RAPIDS, MICH.



SEND US YOUR

BEANS,

WE WANT THEM ALL,
NO MATTER HOW MANY.

Will Always Give Full Market Value

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkhill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkhill, 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, Walter K. Schmidt; Sec'y, Ben. Schrouder.

PERTINENT SUGGESTIONS

Embodied in the Annual Report of the Committee on Trade Interests.

The Committee on Trade Interests of the Michigan State Pharmaceutical Association presented the following recommendations at the last meeting:

As a matter of course, the question of how best to regulate the fast growing evil of cutting prices upon proprietary preparations has absorbed a very large share of attention from the several branches of the drug trade throughout the entire country. A casual glance at the present condition of affairs does not seem to reveal much of an encouraging nature, but a more extended examination into the matter is advisable. About the only plan for attacking the evil has been what has become so well known as the A. P. A. plan. Shortly after our meeting last August the National Druggists' Association and the Association of Manufacturers and Dealers in Proprietary Medicines met in Montreal, and this subject came up for very thorough discussion. The tendency at first was to give but little attention to the matter, but the decided stand taken by the accredited representatives from State Pharmaceutical Associations, and other bodies representing the retail trade, and the forcible arguments presented by representatives from the Inter-State Retail Druggists' League, rendered it impossible to table the matter. It was, therefore, very fully considered, with the result of some minor modifications, to make it of a better working nature, and its commitment for enforcement to the Inter-State Retail Druggists' League. The manufacturers and jobbers assured the League of their willingness to do what they could to bring about an abolition of the evil, but saw no way out of the woods save through the very general organization of the retail trade, whereby its demands could be enforced. With the details of the plan, as finally adopted, you are familiar. The officers of the League went quickly to work, drew up uniform papers for the purpose of organizing druggists in every locality, and through State executive committees these plans were supplied to all associations who expressed a desire for them; but a careful perusal of the pharmaceutical journals during the past year shows that, notwithstanding the extreme efforts of the League, the condition of affairs in some of the most important trade centers is greatly demoralized. While some States and cities have pretty thorough organizations (such as Massachusetts, Nebraska, Kansas (?), Baltimore, Cleveland, Louisville, etc.), the local branches in St. Louis and Chicago, when just upon the eve of the accomplishment of their most ardent desire, went all to pieces through the dissatisfaction of some members who had their own narrow and personal interests closer at heart than the weal of the profession as a whole.

Many States and many localities (Michigan, we regret to say, among them) have shown no desire whatever to co-operate with the League. The League has been sadly hampered through lack of funds to carry on its work, which funds could come only from retail druggists themselves, or their associations. So far, there has been effected no organization of the retail trade of the country to the extent which is necessary to make the movement a success, and if it fails, it will be due solely to the supineness and lack of interest on the part of retail druggists. Because of this general sleepy condition, the manufacturers are

beginning to get uneasy, and are not taking any too great pains to protect the retail trade, which they are finding will not in turn support them, and, so far from cutting being on the decrease, it seems to be on the increase. It has also been learned that manufacturers do not object to selling to wholesale grocers; this, being an entirely new departure from established customs, tends still further to complicate the question. The jobbers generally (if we may except those of Detroit) supply all demands from parties in good credit, and no question is permitted to arise that interferes with the distribution of merchandise. Hence we cannot but recognize the discouraging outlook. In Detroit two or three cut-rate stores, one of them in connection with a large grocery concern, seem to be flourishing. Other sections of the State report cutting on the increase, and it would seem that if this organization desires to take any action upon this important matter, it must be done at once, and upon such a broad basis that it will bring into union the entire trade of the State; or, on the other hand, we must expect to lose all control of this portion of our business, and sell at prices which will adjust themselves according to the competition we meet.

BOXING AND CARTAGE.

This has been a fruitful subject for discussion in the N. W. D. A. for many years, and there is no uniform rule regulating the charge for these items. They are not billed by the Eastern jobber, they do not appear on invoices of Western houses, and those intermediate between these territories are forced to adapt themselves to either one or the other of these customs as their trade demands. It is quite generally settled, however, that all west of Cleveland charge for box and cartage, while those east do not, though, of course, there are exceptions on both sides. According to the rules of the Lake Erie Wholesale Druggists' Association, these two items must be charged for. Your Committee recognize the propriety of a moderate charge for cartage, but protest against the injustice of a continuance of the charge for boxes, it being an established custom that packing cases furnished by the proprietary medicine manufacturers are free. Three-fourths of the cases used by the jobber are received by him from manufacturers of such goods. The original packages containing drugs are also free, and there are but few packing cases that involve any outlay, but, as above noted, the retailer must pay a schedule price for all packages—a system that is unjust in its operation. Your Committee would recommend a vigorous protest against the continuance of such charges.

DISCRIMINATION IN THE SALE OF PATENTS.

The late rule adopted by many manufacturers—at the instance of the jobbers—in enforcing an advance in the prices of many proprietary medicines of 10 per cent. in quantities of less than one-fourth dozen is unjust toward the small buyer. Your Committee can see no reason why the buyer should be compelled to pay a higher *pro rata* price for one-twelfth or one-sixth dozen than for any other fraction of a dozen. The effect of this discrimination against the smaller dealer is to force him either to increase his investment in goods that may be unsalable, or submit to a reduction of his profits, in consequence of this overcharge by the jobber. Your committee believe that this rule is unjust and unpopular with the entire retail trade, and should be abolished. The usual 10 per cent. profit to the jobber should be satisfactory.

TROY WEIGHT.

The practice of the manufacturing chemists of selling their products in containers holding an avoirdupois ounce or pound, as the case may be, is opposed to the interest of the retailer, especially so with *expensive chemicals put up in ounce containers* and used only for *prescription purposes*. The number of grains in the avoirdupois ounce being 437½, and in the Troy 480, making a loss of over forty grains which must be taken into account in estimating the cost of the package, is often overlooked in dispensing, owing to the unnecessary difference in

the kinds of weights employed in buying the package at wholesale, and dispensing it under a different value at retail. Your committee believe that the same recognized weight should be used by the manufacturer as prescribed to the pharmacist for dispensing; but cheap chemicals put up in pound packages, used for domestic or manufacturing purposes, should be sold as heretofore by avoirdupois weight.

BULK GOODS FOR DISPENSING PURPOSES.

The refusal of manufacturers of preparations in large demand to supply such products in bulk instead of small containers is worthy of consideration. The greatly increased cost of such preparations involving the time and expense of useless handling, operates against the interests of the dispenser by imposing upon him a tax which is unnecessary, and confers but little profit to the manufacturer, new glassware being so cheap that the accumulated small containers may be considered a nuisance not worth the room they occupy. Hence, manufacturers should be willing to supply their products in bulk, at a price commensurate with quantity.

ADULTERATED LINSEED OIL.

The practice of mixing cheap oils manufactured for this special purpose has grown to an extent that will surprise many dealers who imagine the oil sold by them to be genuine linseed. Nearly every wholesale dealer in paints and oils receives calls from agents selling oils for mixing. This filling (usually of a mineral oil base) is sold at prices varying from 22 to 28 cents per gallon. It has the appearance of true linseed, and may be mixed to the extent of 50 per cent. and sold for the genuine article. Several large dealers are engaged in selling the mixture by the barrel at prices averaging from three to five cents below the value of the genuine oil. Notably, a concern in Cleveland has sold a large number of barrels throughout Michigan. Their mode of doing business is not to guarantee the oil to be pure, but prime. As that term has no definite meaning, the purchaser is compelled to pocket his loss with as good grace as his feelings will permit; the word "prime" being used on their postal cards giving quotations for their oil. Your Committee have ascertained that the adulteration of linseed oil is not altogether confined to the wholesale dealers, but that the practice is spreading among smaller dealers, who thus render the business unprofitable to parties who desire to sell what their customers want, viz., pure linseed oil. This information is given in this report simply for the purpose of explaining why some druggists can sell the article at less price than competing firms pay for honest goods.

VALUE OF ONE'S OWN PRODUCTS.

The value of the pharmacist of identifying his own name to specialties, instead of purchasing such goods at wholesale, cannot be overestimated. He should manufacture, as far as possible, his own Tooth Powder, Face Preparations, Cosmetics, Lotions, and all the various "incidentals" of this class in constant demand, and continue multiplying the specialties (to keep abreast of the times) under his own name. The value of proprietary rights in such goods cannot be overestimated, as the trade-mark brings customers who are influenced by the merit of such goods, while the labor and material are productive of greatly increased profit. But the principal value of such domestic preparations lies in the fact that the pharmacist thereby works for himself individually, instead of the manufacturer, who places competing duplicate goods in every store. The druggist's individuality thus finds expression in his merchandise, and he thereby retains the entire benefits arising from his enterprise. The number of articles that it is possible for him to manufacture and control is only limited by his skill in presenting them in attractive form to the public, while the ably edited trade journals furnish excellent formulas for proceeding on these lines to an almost unlimited extent.

NEWSPAPER ADVERTISING.

The subject of contracts with proprietors for newspaper advertising is

worthy of our careful attention. It has been observed that this business is left almost wholly in the hands of the advertisers themselves, who use the name of the druggist in a promiscuous manner. He not only pledges the druggist to warrant a cure, but in many instances states that he has personal knowledge of the nostrum he recommends, etc. In some cases he is advertised to give a written warranty of cures by the use of a certain number of boxes or bottles, to be paid for at one time. Every pharmacist at times has had to blush at what is printed over his own name, and but few even see the copy before it is handed over to the newspaper. If we expect to secure and retain public confidence, all such newspaper promises made to mislead should be carefully expurged from all copy before it goes to the printer. The druggist, under the present custom of permitting almost unlimited license to manufacturers of proprietary medicines in the use of his name for advertising purposes, is inflicting an injury to his standing in his profession. How can he justify himself in claiming the privilege and right of compounding prescriptions from the physician, while openly urging the sale and use of nostrums, even of those in which he has no interest other than a vender.

SUPPLY HOUSES.

This is one of the most important questions commanding the attention of the druggist. The rapid growth of numbers of these houses is a more serious menace than the cut-rate matter, inasmuch as it strikes right to the root of his professional business, where must come into play his professional and technical knowledge. Could not druggists bring themselves the trade of physicians which is being rapidly alienated through the methods of these houses?

INSURANCE.

The insurance of drug stocks in small towns has been discussed at previous sessions of this Association. Statistics prove that the losses resulting from fires are very light, extra care being exercised in consequence of the inflammable character of the merchandise so insured. Your committee claim that the rates of premiums, instead of being from three per cent. to five per cent. as at present charged, should be reduced at least fifty per cent., such reduction being only commensurate with risks assumed, the extent of which should be governed by statistics of losses instead of the arbitrary rates now imposed by the underwriters, which are unjust toward the druggist. This complaint does not, so far as your committee can learn, apply to the cities; but the extortion is so great in some of the smaller towns that but a small portion of such stocks can bear the expense of the excessive premiums.

VIOLATION OF THE PHARMACY LAW.

Your Committee also desire to call the attention of the Association and of the Board of Pharmacy to what it believes a flagrant violation of the letter, and certainly of the spirit of the law regulating the practice of pharmacy. While it is the right and privilege of physicians personally to compound their own medicines, it is a well-known fact that this privilege is delegated to office boys, and that the common practice in the offices of most physicians who carry their stock of drugs is to have their prescriptions put up by unregistered assistants. This evil has already acquired a large degree of magnitude in the cities. The busy doctor finds but little time to spend at the prescription desk, hence the office help is called to take the place of the registered pharmacist. The tendency of permitting such violations of the law is to withdraw the legitimate work of the pharmacist to the doctor's office. Your Committee believe that investigation will disclose the fact that the majority of physicians of the cities of this State who furnish their own supplies seldom employ registered pharmacists for this work. The responsibility of obtaining evidence properly lies with the local druggist, but the financial loss and professional alienation would usually deter him from placing himself in an attitude of open hostility to the interests of

(Continued on page 14.)

Wholesale Price Current.

Advanced—Saffron. Linseed Oil. Ground Flax Seed. Declined—White Lead.

Table listing various commodities such as Aceticum, Benzolcum, Carbonicum, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium dil., Sulphuricum, Tannicum, Tartaricum, Aqua, 16 deg., Carbonas, Chloridum, ANILINE, BACCAE, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOULIA, GUMMI, HERBA, MAGNESIA, OLEUM, and SYRUPS.

Table listing various chemicals and medicines including Morphia, S. P. & W., C. Co., Moschus Canton, Myrsiticus, Nux Vomica, Os. Sepia, Peppin Saac, H. & P. D., Seidlitz Mixture, Sinapis, Snuff, Maccaboy, De, Soda Boras, Soda et Potass Tart., Soda Carb., Soda, Bi Carb., Soda, Ash, Soda, Sulphas, Spts, Ether Co., Theobromae, Strychnia Crystal, Sulphur, Subl., Tamarinds, Terebenth Venice, Theobromae, Vanilla, Zinc Sulph., Oils, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Eutra Turp Damar, Japan Dryer, No. 1 Turp.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of DRUGS

CHEMICALS AND PATENT MEDICINES

DEALERS IN Paints, Oils and Varnishes.

Sole Agents for the Celebrated SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of WHISKIES, BRANDIES, GINS, WINES, RUMS.

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

HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

PICKLES. Medium. Barrels, 1,200 count. @ 4 75. Half bbls, 600 count. @ 2 88. Small. Barrels, 2,400 count. 5 75. Half bbls, 1,200 count. 3 38.

SOAP. Laundry. Allen B. Wrisley's Brands. Old Country, 80 lb. 3 20. Good Cheer, 60 lb. 3 90. White Borax, 100 3/4 lb. 3 65.



Silver Soap. Silver 3 65. Mono 3 35. Savon Improved 3 35. Sunflower 3 05. Golden 3 25. Economical 2 25.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 30 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.

SUGAR. Cut Leaf 85 48. Powdered 4 92. Granulated 4 55. Extra Fine Granulated 4 67. Cubes 4 92. XXXX Powdered 5 24. Confec. Standard A 4 48.

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

TABLE SAUCES. Lea & Perrin's, large 4 75. small 4 75. Halford, large 3 75. small 2 25. Salad Dressing, large 4 55. small 4 65.

TEAS. JAPAN-Regular. Fair @17. Good @20. Choice @24. Choicest @34. Dust @12.

BASKET FIRED. Fair @18. Choice @20. Choicest @25. Extra choice, wire leaf @40.

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

TOBACCO. Fine Cut. P. Lorillard & Co.'s Brands. Sweet Russet 30 @32. Tiger 31. D. Scotten & Co's Brands. Hiawatha 60. Cuba 34. Rocket 30. Spaulding & Merrick's Brands. Sterling 30.

Plug. Sorg's Brands. Spearhead 39. Joker 27. Nobby Twist 39. Scotten's Brands. Kyo. 26. Hiawatha 38. Valley City 34. Finzer's Brands. Old Honesty 40. Jolly Tar 32.

Smoking. Catlin's Brands. Kiln Dried 17. Golden Shower 19. Huntress 26. Meerscham 29. American Eagle Co.'s Brands. Myrtle Navy 40. Stork 30 @32. German 15. Froz 33. Java, 1/8 foil 32.

WET MUSTARD. Bulk, per gal 30. Beer mug, 2 doz in case 1 75. YEAST. Magic 1 00. Warner's 1 00. Yeast Foam 1 00. Diamond 75. Royal 90.

HIDES PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 2 @2 1/2. Part Cured 2 3. Full 2 3 1/2.

Wool. Washed 12 @16. Unwashed 12 @12. MISCELLANEOUS. Tallow 3 @ 4 1/2. Grease butter 1 @ 2. Switches 14 @ 2. Ginseng 2 00 @ 2 50.

FURS. Badger 80 @1 00. Bear 15 00 @ 25 00. Beaver 3 00 @ 7 00. Cat, wild 50 @ 75. Cat, house 10 @ 25. Fisher 3 00 @ 6 00. Fox, red 1 00 @ 1 40.

WOODENWARE. Tubs, No. 1 6 00. No. 2 5 50. No. 3 4 50. Pails, No. 1, two-hoop 1 30. No. 1, three-hoop 1 50.

INDUBATED WARE. Pails, No. 1 3 15. Tubs, No. 1 13 50. No. 2 12 00. No. 3 10 50. Butter Plates-Oval. No. 1 250 10 0. No. 2 60 2 10.

GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test) 55. No. 2 Red (60 lb. test) 55. MEAL. Bolted 1 40. Granulated 1 65.

FLOUR IN SACKS. Patents 2 15. Standards 1 65. Straight 1 55. Bakers 1 35. Graham 1 60. Rye 1 60. Subject to usual cash discount.

MILLSTUFFS. Less Car lots quantity. Bran \$15 00 \$16 00. Screenings 13 00 13 00. Middlings 15 00 16 00. Mixed Feed 17 00 17 50. Coarse meal 16 00 18 00.

CORN. Car lots 40. Less than car lots 44. OATS. Car lots 33. Less than car lots 36. HAY. No. 1 Timothy, car lots 11 00. No. 1 ton lots 12 50.

FISH AND OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish @ 9. Trout @ 9. Black Bass 12 1/2. Halibut @15. Clacoes or Herring @ 5. Bluefish @15. Fresh lobster, per lb. 20. Cod @ 10. No. 1 Pickerel @10. Pike @ 8. Smoked White @10. Red Snappers 12. Columbia River Salmon 12 1/2. Mackerel 20 @ 25.

OYSTERS-Cans. Fairhaven Counts @35. F. J. D. Selects @30. Selects @25. F. J. D. @23. Anchors @20. Standards @18. Favorite @16. OYSTERS-Bulk. Extra Selects, per gal. 1 75. Selects 1 40. Standards 1 00. Counts 2 20. Scallops 1 50. Shrimps 1 25. Clams 1 25.

SHELL GOODS. Oysters, per 100 1 25 @ 1 50. Clams, " 75 @ 1 00.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Moss 14 00. Short cut 14 25. Extra clear pig, short cut 16 50. Extra clear, heavy 15 00. Clear, fat back 15 00. Boston clear, short cut 15 50. Clear back, short cut 15 50. Standard clear, short cut, best 15 50.

SAUSAGE. Pork, links 6. Bologna 6. Liver 6. Tongue 8 1/2. Blood 10. Head cheese 6. Summer 6. Frankfurts 7 1/2. Kettle Rendered 9 1/2. Granger 8 1/2. Family 6 1/2. Compound 6. Cottoline 7 1/2. 50 lb. Tins, 1/2 c advance. 20 lb. pails, 1/2 c. 10 lb. " 3/4 c. 5 lb. " 1 c. 3 lb. " 1 c.

SMOKED MEATS-Canned or Plain. Hams, average 20 lbs. 9 1/2. " 16 lbs. 9 1/2. " 12 to 14 lbs. 10. " picnic 7 1/2. " best boneless 7 1/2. Shoulders 7 1/2. Breakfast Bacon boneless 11. Dried beef, ham prices 9 1/2. Long Clears, heavy 8. Briskets, medium 8 1/2. " light 8 1/2.

DRY SALT MEATS. Butts 9. D. S. Bellies 12 1/2. Fat Backs 10. Universal 2 25. No. Queen 2 50. Peerless Protector 2 40. Saginaw Globe 1 75. Water Witch 2 25. Wilson 2 50. Good Luck 2 75. Peerless 2 85.

BEEF TONGUES. Barrels 32 00. Half barrels 11 00. Per pound 11. Dairry, sold packed 14. Dairy, rolls 14 1/2. Creamery, solid packed 17. Creamery, rolls 14 1/2.

FRESH BEEF. Carcass 5 @ 7. Fore quarters 4 1/2 @ 5. Hind quarters 6 @ 6 1/2. Loins No. 3 8 @ 10. Ribs 7 @ 9. Rounds 5 @ 6. Chucks @ 4 1/2. Plates @ 4 1/2. Dressed 6 1/2. Loins 8 1/2. Shoulders 6 1/2. Leaf Lard 10 1/2.

MUTTON. Carcass 6 @ 6 1/2. Lambs @ 6 1/2. VEAL. Carcass @ 7.

LAMP BURNERS. No. 0 Sun 45. No. 1 50. No. 2 75. Tubular 75. LAMP CHIMNEYS. Per box. 6 doz. in box. No. 0 Sun 1 75. No. 1 1 88. No. 2 2 70. First quality. No. 0 Sun, crimp top 2 10. No. 1 " " 2 25. No. 2 " " 3 25. XXX Flint. No. 0 Sun, crimp top 2 60. No. 1 " " 2 80. No. 2 " " 3 80. Pearl top. No. 1 Sun, wrapped and labeled 2 70. No. 2 " " 4 70. No. 2 Hinge, " " 4 88. La Bastie. No. 1 Sun, plain bulb, per doz 1 25. No. 2 " " 1 50. No. 1 crimp, per doz 1 35. No. 2 " " 1 60.

LAMP WICKS. No. 0, per gross 23. No. 1, " 28. No. 2, " 38. No. 3, " 75. Mammoth, per doz 75.

STONEWARE-ARRON. Butter Crocks, 1 to 6 gal. 06. " 1/2 gal, per doz 60. Jugs, 1/2 gal, per doz 70. " 1 to 4 gal, per gal 07. Milk Pans, 1/2 gal, per doz 60. " 1 " 72.

STONEWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal. 07. Milk Pans, 1/2 gal. 65. " 1 " 75.

(Continued from page 10.)

the physician, hence but few pharmacists could afford to undertake the task of securing evidence in such violations. But the evil tends to encourage the busy practitioner to compound his prescriptions, instead of sending them through the regular channel.

In conclusion your Committee would report that the trading for the past year has been characterized by few noteworthy features. The volume of business is becoming more and more subdivided, and new pharmacies are multiplying in the cities to a degree that seriously menaces the existence of those that are well established. While it is conceded that the field is open for all, still it cannot but be apparent that the encouragement extended by the jobbers who secure their investment by chattel mortgages bears hard upon the pharmacist who is laboring in the face of already close competition. Under these circumstances the jobber only seeks a new outlet for his supplies, but the evil inflicted on his established customer is in many instances equivalent to extinguishing his profits.

The establishment of new stores has become a special feature with some wholesale druggists, and in their partial ownership may be found the reason why such a multitude of new pharmacies has recently come into existence.

Your Committee believe that the jobbers should discourage new enterprises of this character in neighborhoods already well provided, and refer persons contemplating opening new stores to pharmacists who desire relinquishing business, thus accommodating both interested parties, instead of placing obstacles in the path of old friends who have given them financial support.

JOHN E. PECK, Chairman.

LOOKING FORWARD.

The closing weeks of 1893 were marked by a continuance of the disasters which made the whole year forever memorable in the annals of finance. Two more railway systems went into the hands of receivers, and, as usual at this time of the year, many firms and individuals who had struggled along with the hope of extricating themselves from their embarrassments, finally gave up and made assignments for the benefit of their creditors. The number of the unemployed poor reported to be in need of relief has grown day by day, and, while the benevolent efforts made in their behalf have temporarily improved their condition, no comprehensive and efficient scheme has been suggested for their permanent relief. All these things are naturally very depressing and stand in the way of taking a cheerful view of the financial situation.

Most people who keep accounts will, on making them up for the past year, probably have reason to deplore both a falling off of their incomes and a shrinkage of their capitals as compared with 1892. Business, among merchants and manufacturers, has been, for the last six months, at least, very poor, and what profit it has yielded has been more than counterbalanced by losses from bad debts. Banks and bankers have suffered from the misfortunes of their customers and from the depreciation of their securities. Retired capitalists and the numerous small investors have in the aggregate lost even more than persons entirely engaged in business. It is computed that \$1,300,000,000 in railroad bonds are at present either in default on their interest or are paying it irregularly; and the amount of dividends on stocks stopped or suspended must be correspondingly large. Real estate has kept up better than stocks, but it is impossible that tenants should continue to pay as much rent as they have been paying,

especially for high-priced shops, offices and dwellings, and even for the past year some landlords have been unable to collect in full the amounts stipulated for in their leases.

What adds to the distress of many of these unfortunates is the very common and natural delusion that they might and ought to have avoided the losses they have met with and that they deserve blame for not having done so. It looks so easy to them, in the light of events as they have since occurred, to have refrained from making the purchases that they made, or to have sold instead of buying, that they wonder how they failed to see it. It does not occur to them that they knew then all that it was possible for them to know at the time; that their intellects were just as sound then as they are now, and that the conclusions they drew and the course of action they took were the unavoidable outcome of the circumstances in which they found themselves. If they could be put back again in the same position, knowing no more than they did, and without the wisdom they have learned by their subsequent experience, they would do again just what they did, and would again repent of it as they are repenting now. I am not a fatalist, but I am convinced that men's conduct is governed by laws as immutable as those which govern the movements of the heavenly bodies and the combinations of the particles of matter. The proposition laid down by the celebrated Jonathan Edwards more than a century ago that the human will is determined in its choice of actions by the strongest of the motives to which it is subjected, has never been successfully controverted. It is like saying that when one weight is set against another in a balance the heavier will go down and the lighter will go up.

Nevertheless, the pain we suffer from the contemplation of our blunders in money matters gives us help in avoiding similar blunders in the future. Like true penitence for sin, it tends to strengthen our good resolutions and to increase our power to resist temptation. Unfortunately it dies away as time wears on, and the memory of it too often becomes obliterated before the occasion arrives for it to be useful. This is the reason why men gain wisdom so slowly. They need repeated lessons from disagreeable experience to teach them what to do and what not to do in order to secure the results they desire, and the history of the upward course of the human race is the history of its gradual enlightenment through suffering. The moral law, even, is no more than the summing up of rules of conduct which mankind long ago discovered in this way to be essential to social well-being, and which, by frequent tradition from generation to generation, have come to be accepted as self-evident. So in business affairs there are certain rules which cannot be violated without mischievous results, and which they yet are continually violating, as they violate the moral law, because under the stress of temptation they forget or disregard them. Hence we have the periods of over-speculation and unwise investments, followed by the relapses, which are so frequent, and from one of which our present troubles have proceeded. While mourning over the past is, therefore, unavailing as a remedy for the past, it is in the highest degree useful as furnishing the means of

TRY THEM AND YOU WILL BUY THEM

BECAUSE THEY ARE THE CLEANEST, MOST FRUITY, AND CHEAPEST. WASHING SPOILS CURRANTS. GREEK CURRANTS ARE CLEANED BY OUR PROCESS, WHICH PRESERVES STRENGTH AND FLAVOR. THEY ARE READY TO USE.



A Case:

36 Packages.
36 Pounds.
FULL WEIGHT.

Also in Bulk:

25 lb. Boxes,
50 lb. Boxes, and
300 lb. Barrels.

ORDER FROM YOUR JOBBER

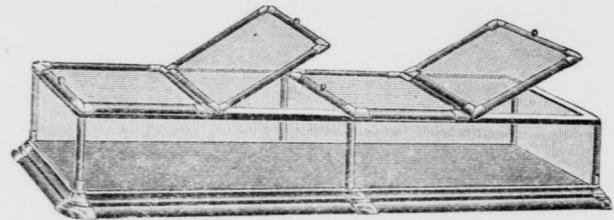
IMPORTED AND CLEANED BY

Grand Rapids Fruit Cleaning Co.,

Grand Rapids, Michigan.

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

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

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

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

improvement in the future. Looking backward does good just in proportion as it enables us to look forward.

The prospect which presents itself to our mental vision as we try to forecast the new year is not, indeed, comforting. The signs of a speedy recovery from the prostration of trade which followed last summer's crash are few and doubtful. The one fact that the amount of money paid out for interest and dividends is likely, in consequence of the bankruptcy of large railroad and industrial corporations, to be many millions of dollars less this month than it was in the first month of 1893 will, by itself alone, be a potent cause of restricted expenditure, and, consequently, of a restricted demand for the products of industry. When, further, we consider the diminished incomes of people engaged in trade and in the practice of their professions it is idle to expect anything but a diminished volume of that interchange of commodities and services by which wealth is created and distributed. There is, to be sure, plenty of gold and silver coin and of paper money awaiting employment, but, at present, it is as useless as so many paving stones. We cannot eat it, drink it, wear it or build with it. The materials which serve these purposes must be produced by labor, and that labor must be set in motion by other labor. Much time must elapse before the activity which prevailed a year ago will return, and until its return more or less suffering will have to be endured.

Still, little by little, the great industrial organism of the country will shake off its torpor and resume its former strength. By and by we shall have forgotten entirely our present experience, and we shall again fancy, as we did a year ago, that our prosperity will last forever. Then will be the time for those who are now lamenting their recent want of wisdom in the management of their business affairs to show how much they have profited by the lesson they have received. Probably not one in ten will do it, and, besides, a new generation will have come forward which will have to be taught for the first time. If even a small fraction should, however, prove themselves wiser than they were it will be something gained, and to this result we may look forward with pleasure. I wish I could be as hopeful with regard to our lawmakers at Washington, but the financial matters they have under consideration, and the adoption of which is said to be determined on, afford little ground for it. None of these measures, indeed, except the new tariff bill, has yet been actually submitted to Congress, and there is yet a possibility that preliminary discussion may end in suppressing them, but, if it does not, I shall have something to say about them.

MATTHEW MARSHALL.

Price Cutting a Ruinous System at Best.

The scheme of cutting prices is something that nearly every merchant indulges in sooner or later. If the idea doesn't get a dangerous hold upon him little harm results to his business and the bargain-hunting public is happy while it lasts. If, however, it is carried too far, it is likely to turn out to be a bad thing all around. In these times of financial depression price cutting is an amusement which merchants in all considerable cities are trifling with to a greater or less extent, resulting in a temporary liveliness in business, but ending in disaster if carried too far. It may be

interesting, in discussing this matter of price cutting, to review the story of Steve Ryan, of the city of Atlanta, Georgia:

Steve Ryan's career as a merchant prince set Atlanta commercial circles upside down. If he had been allowed to continue in business thirty days longer in 1891, it is a fact that he would have sent nearly every dry goods house in Atlanta to the wall. That is what he started out to do, and, through his superb nerve, he came very near carrying out his cherished project.

Ryan wanted to be a merchant king. With this object in view he began to cut prices. At first the other dry goods merchants of the city were not perturbed by this proceeding on Ryan's part. They thought that he was trying to reduce stock by the methods they all at times adopt. But Ryan kept on cutting until none dared follow him further. He sold \$6 shoes for \$1; Stetson hats for \$1.50; Earl & Wilson's collars for 5 cents, calico at one cent a yard, while dress fabrics were almost given away. Ryan had the people crazy and his competitors in despair, but he oversize his capital and broke with the goal of his ambition in sight.

During the days of his great cut sales it was actually an everyday occurrence for women to get up at 4 o'clock in the morning and hurry to Ryan's store in order to be as near as possible to the doors when they swung open. Often women would stand for hours in the street waiting for an opportunity to get to the bargain counters. Scores and scores of clerks were employed, but no force could be secured sufficient to wait on the would-be purchasers. On the day that Ryan failed there was great rejoicing among the other dry goods merchants of Atlanta, as nearly every competitor was on the brink of ruin.

Suppose Ryan had succeeded in his object. Suppose he had sent his competitors to the wall. What would have been the result? Ryan would have immediately raised his prices as high as they were before he began his rate war—probably higher. He would probably have cut the wages of his clerks. He would, for a time at least, have had a corner on Atlanta's business, so far as his lines of business were concerned. Would the result have been a good thing for the people? The question answers itself. Whenever you get an absolute monopoly the people are crowded to the wall and figure very unimportantly in the monopoly's theories and schemes. Plenty of business for all, plenty of people employed and a healthy tone of business prosperity is the thing for any city or town to have.

Wine Cheaper than Water.

At the World's Fair people had to pay a cent a glass for drinking water, and

very small glasses at that. It is now reported that the wine growers of Southern France are offering their product at a penny a quart, and cannot get even that. The new casks needed to contain the wine cost more than the wine is worth. One thing which injures the wine trade in France is that the merchants of Paris put on the market large quantities of a manufactured wine, and it is said that the wine growers of the Montpelier district are preparing to make a great demonstration against the scandal of selling counterfeit wines when the genuine article is so cheap.

Until a man is finally dead he should try to look alive.

The best time to halt is when you are running into debt.

Grand Rapids & Indiana.

Schedule in effect Nov. 19, 1893.

TRAINS GOING NORTH.	
Arrive from Leave going South.	North.
For McKinaw, Trav. City and Sag. 7:20 a m	7:40 a m
For Cadillac and Saginaw..... 2:15 p m	4:30 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 Leave going North.	South.
For Cincinnati..... 7:05 a m	10:40 a m
For Kalamazoo and Chicago..... 10:40 a m	
For Port Wayne and the East..... 11:40 a m	2:00 p m
For Cincinnati..... 5:15 p m	6:00 p m
For Kalamazoo & Chicago..... 10:55 p m	11:20 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.	

Chicago via G. R. & I. R. R.

Lv Grand Rapids 10:40 a m	3:00 p m	11:20 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.		
11:20 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	7:20 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.		

Muskogon, Grand Rapids & Indiana.	
For Muskogon—Leave.	From Muskogon—Arrive
7:35 a m	9:40 a m
5:40 p m	5:20 p m
Sunday train leaves for Muskogon at 7:45 a m, arriving at 9:15 a m. Returning, train leaves Muskogon at 4:30 p m, arriving at Grand Rapids at 5:50 p m.	
C. L. LOCKWOOD, General Passenger and Ticket Agent.	

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 p m.....	*Atlantic and Pacific.....	11:20 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. ALMQUIST, Ticket Agent, Union Passenger Station.			

CHICAGO NOV. 19, 1893
AND WEST MICHIGAN RY.

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 MUSKOGON.	
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..... 8:15am
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 10:50 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. R. 7:30am	1:25pm *11:30pm
To Petoskey, Lv. G. R. R. 7:30am	3:15pm.....
To G. R. Lv. Chicago. 7:45am	4:55pm *11:30pm
To G. R. Lv. Petoskey 5:00am	1:30pm.....
*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 1:20pm 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.	

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
Ionia.....Ar	7:40am 11:25am 4:27pm 12:27am
St. Johns.....Ar	8:25am 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.	

THEY ALL SAY

"It's as good as Sapolio" when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep Sapolio? Is it not the public? The manufacturers by constant and judicious advertising bring customers to your stores whose very presence creates a demand for other articles.

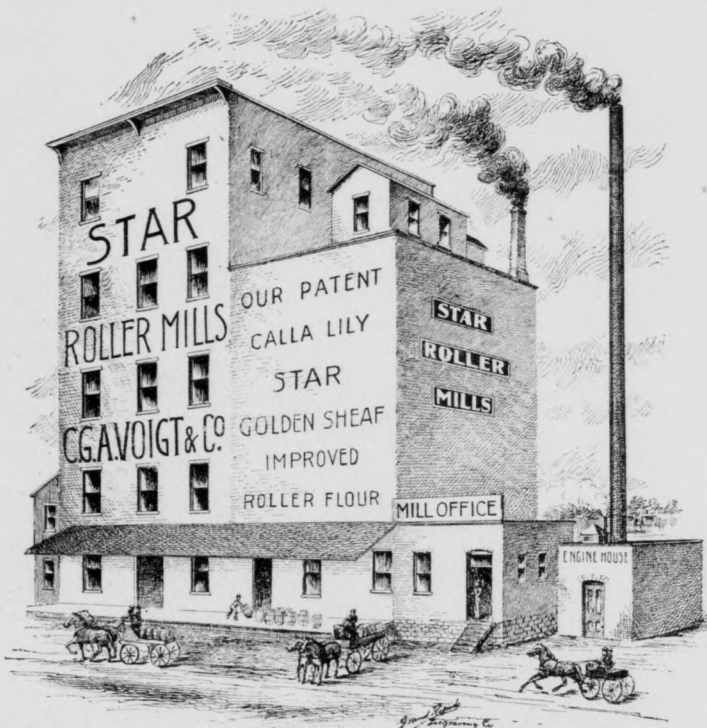
SOLE AGENTS FOR . . .

Royalty Corn.

Royalty Succotash.

I. M. Clark
Grocery
Co.

C. G. A. VOIGT & CO.



STAR ROLLER MILLS

OUR LEADING BRANDS ARE

Our Patent, Gilt Edge, Star, Calla Lily and Golden Sheaf.

WE GUARANTEE EVERY SACK.

C. G. A. VOIGT & CO.,

GRAND RAPIDS, MICH.

Write for Quotations.

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.

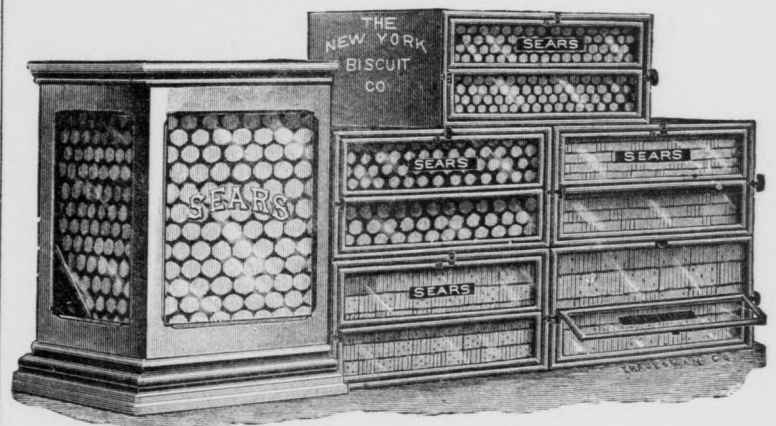
MICHIGAN AGENCY:

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.

LEONARD'S POINTERS.

A FEW POINTERS are what every live merchant wants who wishes to keep his sales up, and by watching the back page of THE TRADESMAN each week you will see just the goods that will sell. Don't wait until the season is half over before you buy your stock; the first sale on anything is always the best.

NO MORE HARD TIMES to the dealer who will keep up his stock with new and saleable goods. Don't be afraid to place your orders for the coming season. The people want the goods and the live merchant who keeps the assortment is the one who sells them.



SOLE AGENTS FOR
**Shepard's
 Lightning Freezers.**

1 Quart, list	\$3 25
2 Quart, list	3 75
3 Quart, list	4 50
4 Quart, list	5 50
6 Quart, list	7 00
8 Quart, list	9 00
10 Quart, list	12 00
14 Quart, list	15 00

Write us for trade discount.



MARBLES.

We would call your special attention to our assortment of Marbles for the early spring trade. We carry the following kinds:

American Agates.
 Flint Agates.
 Imitation Agates.
 Underglazed Painted China.

Common Grey.
 Colored and Polished.
 Assorted Glass.
 Figured Glass.

WRITE US FOR OUR NEW PRICES.

ORDER YOUR
CROQUET SETS

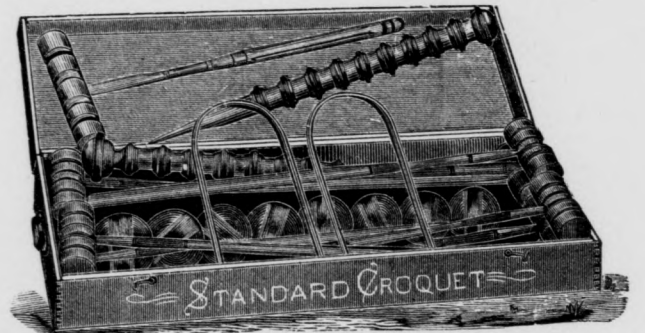
AND HAVE THEM ON HAND WHEN THE SEASON OPENS.

OUR PRICES

FOR THE COMING SEASON ARE LOWER THAN EVER, AND WE WILL GUARANTEE THEY

ARE RIGHT,

BOTH IN REGARD TO PRICE AND QUALITY.



MEXICAN HAMMOCKS.

We carry the best makes of the genuine Mexican Grass Hammocks, in both the Mexican weave with tied edge and the American weave with braided edge. Our prices are lower than last year, and we will be pleased to quote you; also

CLOSE WOVEN COTTON HAMMOCKS,

Our spring catalogue, showing a full line of these goods, will be out in about thirty days.

**Steel Wire Wheel
 EXPRESS WAGONS.**

This wagon we guarantee to be the best steel wagon on the market, the wheels are brightly tinned, and the bodies painted in vermilion, nicely striped and lettered. WRITE US FOR DISCOUNT.

Our terms on Steel Wagons are April 1st 60 days.

Lowest NET Prices Ever Offered on Steel Wagons in Crate Lots.

No.	Body.	Wheels.	Packed.	Net per doz.
04	9x18 inches	6 and 9 inches	1/2 doz. in a crate	\$ 9 00
03	10x20 inches	7 and 10 inches	1/2 doz. in a crate	10 50
02	11x22 inches	8 and 11 inches	1/2 doz. in a crate	12 00
01	12x24 inches	9 and 12 inches	1/2 doz. in a crate	13 50
1	13x26 inches	10 and 14 inches	1/2 doz. in a crate	15 00
2	14x28 inches	12 and 16 inches	1/2 doz. in a crate	16 50
3	15x30 inches	14 and 18 inches	1/2 doz. in a crate	18 00



H. LEONARD & SONS, Grand Rapids, Mich.