

MICHIGAN TRADESMAN

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VOL. 11

GRAND RAPIDS, JANUARY 31, 1894.

NO. 541

MUSKEGON BAKERY
UNITED STATES BAKING Co.,
 CRACKERS, BISCUITS, CAKES.

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

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

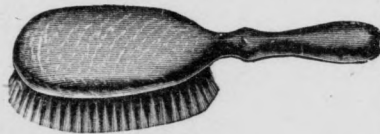
And tempt the half hearted with an attractive display. CANDY, FRUIT and NUTS are cheap and always in demand. WE WANT YOUR ORDERS.

The Putnam Candy Co.

USE FLAVORING JENNINGS' EXTRACTS

SEE QUOTATIONS.

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 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.

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.



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 & Co.,**

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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.

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A Large and Well Assorted Line of

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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.

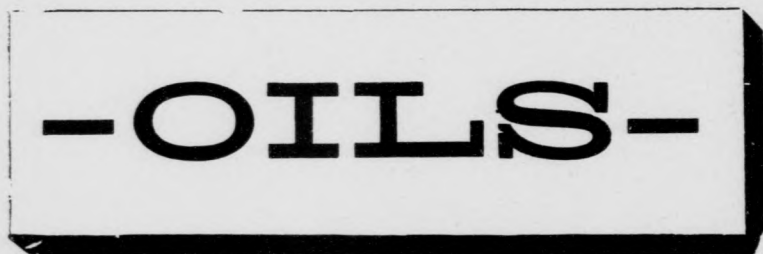
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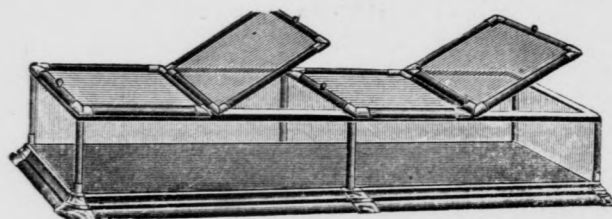
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Manufacturers of Show Cases of Every Description.



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Wholesale Grocers

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IMPORTERS AND WHOLESALE DEALERS IN

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Gloves, Underwear, Woolens,
Flannels, Blankets, Gingham,
Prints and Domestic Cottons

We invite the attention of the trade to our complete and well
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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.

MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JANUARY 31, 1894.

NO. 541

COMMERCIAL CREDIT CO.

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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.

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PROMPT, CONSERVATIVE, SAFE.
T. STEWART WHITE, Pres't.
W. FRED McBAIN, Sec'y.

READS LIKE A ROMANCE.

After twenty years of hard labor and rigid economy, my Uncle Dan, who was a farmer in Story county, Ia., found himself about to be sold out on a mortgage. It's that way with some men, you know. They may work as hard as they will, but things grow worse instead of better. I was there on a visit one October day when the holder of the mortgage called to say:

"I am sorry for you, Dan Curtis, but I've given you the best show I could. I know how hard you've worked, and I know how hard it'll come for you to be turned off, but I can't afford to lose my money. You owe me, principal and interest, \$800. I could have foreclosed six months ago, but I was in hope something would turn up. I'm going to give you another month. If you can't raise the money, I'll have to take the farm."

Two or three days later it was decided to make an appeal to a cousin living about twenty miles away, and my Uncle Dan and Aunt Martha set out in the old quill-wheel buggy, drawn by the family Dobbin, to make the journey. As they were ready to start Uncle Dan cast his eyes around and said:

"It won't be no use, Martha—I feel it in my bones that it won't."

"Daniel, hev you got done trustin' the Lord?" asked my aunt, who was a very religious woman.

"No."

"Then drive on, and remember that He works in mysterious ways."

My cousin Will and I were left in charge. Neither of us was yet 15 years old, and my uncle did not keep any hired help. We put in the day at cutting corn, and were doing up the "chores" after supper when Mr. Roberts, the county Sheriff, came along and called us out to the highway fence. He asked if we had seen any strangers passing along the road or skulking through the fields, and went on to relate the particulars of a crime which had occurred in Hardin county, to the north of us, two days before. A farmer had not only been robbed of about \$7,000 in bonds and cash, which he was foolish enough to keep in the house, but in resisting the robbers had been almost killed. There were two men engaged in the crime, and they were supposed to be tramps. The alarm had been sounded so quickly and the pursuit had been so vigorous that the fellows were supposed to have been driven to hide themselves in the fields. The Sheriff cautioned us to keep our eyes open and told us where to give the alarm in case we made a discovery, and he rode away leaving us in a very unpleasant state of mind. The idea of sleeping in a house which might be visited by the desperadoes during the night was not to be thought of. The barn was full of fresh hay, and before dark we carried out some quilts and made our bed on the mow. There wasn't a door in the house which could be locked from the outside, and not a window had a catch on it, and if the fellows came they could walk right in.

My uncle being a poor man, there wasn't much in the shape of plunder around his house, but, as Aunt Martha was a good housewife, she had the cellar pretty well stocked with jellies and preserves. We reasoned that if the men got into the house it would be to satisfy their hunger, and they would not leave the cellar unvisited. Hanging up in the corn-crib was an old bear trap which Uncle Dan had become possessed of years before, and we got that down and set it at the bottom of the stairs. It was a stiff old trap, red with rust, and we had to use a stout lever to spring the hinges down. Uncle Dan and the Sheriff and others referred to the trap as "boy nonsense," and I don't think we had much faith in it ourselves. It was just fairly dark as we left the house for the barn, and after we got to bed on the hay we talked for an hour or two before looking out of a crevice to see if the house was all right. We looked out on the kitchen part, and while saying to each other that the murderers were probably fifty miles away, a light suddenly appeared in the kitchen. The curtains were up, and the barn was not so far away but that we could make out the figures of two men passing to and fro. We must go two miles to get word to the Sheriff, and we got down from the mow and out of doors, intending to start right off. We were making across the barnyard, when Will suggested that we ought first to get a closer look at whoever was in the house. It might be the fugitives, or it might be neighbors who had some word for us. After a bit we began approaching the house, and when we had crawled up among the cabbages in the rear of the kitchen we had a pretty good view of what was going on inside. We had made a supper of bread and butter and cold meat, with a pitcher of milk to drink. There was plenty left, and we had not cleared away the dishes. There were two men in the room, and they shoved back from the table just as we looked in.

From the first glimpse of the men we knew them to be the criminals, but, instead of hurrying away, we waited to see what they would do. They must have been sure that there was no one at home, for they took things very coolly. As they shoved back from the table one of them rose up and took down the family shears, which hung on a nail under the clock shelf, and he put in the next ten minutes clipping off his companion's hair and beard. Both had long hair and more or less beard, and were as tough-looking fellows as you would find in a month's travel. It was turn about with the clipping process, and when they had finished we could hardly believe them to be the same two men. Only candles were used in the house, and they had lighted only one up to this time. A second dip was now brought out of the pantry, and one of the pair used it to go upstairs. He was gone about ten minutes, and when he returned he had a hat, a cap, two coats, and other things belonging to Uncle Dan's wardrobe. They made use of the

clothes as far as they would go to rehabilitate themselves, while they made a bundle of what they cast off and placed it on a chair to take away. Will and I dared not approach nearer than ten feet to the window, and, therefore, caught only a word now and then of conversation, and that was pretty sure to be an oath. They must have argued that they were pretty safe from pursuit, as they took their time about everything and seemed entirely at home. When they had made the change of clothes, I thought they would be off, and wanted Will to come along and give the alarm, but he whispered in my ear:

"I don't believe they'll go without something more to eat, and I want to see how our bear trap works."

I don't know whether the fellows hungered for more supper or wanted food to take away with them, but three minutes after Will had spoken one of them was rummaging in the pantry and the other was on his way down cellar. He halted in the door and snuffed and sniffed as if he smelled the preserves, and, as he started to descend the stairs, he said something to his companion which we could not catch, though we saw his lips moving and a grin on his face. That grin couldn't have lasted over fifteen seconds. I expect the fellow must have held his candle in such a way as to cast a shadow on the bear trap waiting for him, for he stepped fairly into it as he reached the bottom of the stairs. We were holding our breaths when we got the signal, and the signal was a series of yells which made the hair curl. The fellow upstairs had just come out of the pantry with the tea canister in his hand, and the yells almost lifted him out of his old shoes. Instead of going to the assistance of his companion, he dashed for the door, and as he came out and rushed away in the darkness he passed within five feet of us.

There was a creek running across my uncle's farm, and at a certain spot it widened out and flowed over a bed of quicksand. This spot was fenced off to keep the stock away. When the man came running out we thought he was after us, and while he took one direction we flew in another, and had gone half a mile before we realized that he was not pursuing us. We were skulking back to the house when we heard shouts and yells from the direction of the creek, and when we had crept up to the fence we made out a man struggling in the quicksand. The fear that he would get out prevented us from revealing our presence, and, as we neared the house, we expected to find that the other one had released himself from the trap. He hadn't accomplished the feat, however. He had been caught by the right leg, with the jaws of the trap gripping him just below the knee, and the first we heard of him as we crept up to the open door he was trying to get up the cellar stairs. He was fifteen minutes in accomplishing this, and the way he did curse and take on was something awful.

There was a light on the kitchen table, and we could see him plainly. He backed up the stairs, drawing the trap after him, but on reaching the kitchen the pain took all the pluck out of him, and he lay down and cried like a boy taking a switching. When we saw that he was pretty safely captured, we started off to arouse the Sheriff, and an hour later were back with that officer and two of his deputies. The fellow down at the creek was uttering a yell occasionally, while the victim of the bear trap had managed to get out doors and was trying to pry the jaws open with the ax. If he had whimpered under the pain an hour before he made up for it now by defying the officers. They didn't want to shoot him, and he kept them at bay with the ax, crippled as he was, until the Sheriff finally knocked him over with a club. It took a good half hour to open the trap, and the fellow's tongue kept going all the time.

When we got the lantern and went down to see the situation of the other prisoner we found that he had sunk into the quicksand up to his armpits and then rested, probably because of his feet striking a log or stone. He wasn't suffering any bodily pain, though his teeth were chattering with cold, but he was as safely caught as if he had a bear trap on each foot. Instead of being defiant he was inclined to joke. When he learned that his comrade had been caught in a trap he laughed heartily and added:

"The old snoozer who owns this farm must keep a regular assortment of b'ar traps and quicksands and boys and Sheriffs around here. It has all come about on account of Bill's stomach. He ate 'nuff fur any two men and then wanted more. I told him not to go down cellar, but he said he smelled something good and was bound to git it. He got it, and now I hope he feels a heap better. Maybe he blames me fur not stoppin' to see what was the matter, but from the way he yelled I thought he'd been grabbed by forty ghosts."

If you have an idea that the man ought to have worked himself clear of the sands, let me tell you that we had to make a platform of rails and then get a stout rope under his arms and haul him out an inch at a time. It was over two hours before we landed him, and he was then so used up that we had to carry him to the house. Aunt Martha's kitchen presented a beautiful spectacle when daylight came. The fellow caught in the trap had lost considerable blood, and the other one was covered with slime and mud, and, with the rest of us tracking around and sloshing about, it seemed as if hog-killing time had arrived. The Sheriff readily identified the two men as the perpetrators of the crime in Hardin county. The one called Bill denied the accusation, but the quicksand victim reproved him for lying, and added:

"William, old boy, don't be so vulgar as to be a common liar. We didn't know that the man had any bonds until we saw him handling them, and we shouldn't have hurt him in the least if he hadn't been so pigheaded. Luck is agin us, William. We shall go over the road fur this, but let us go as gentlemen."

The fellows had been removed to jail and Will and I had finished mopping the kitchen and setting things to right when uncle and aunt drove up. They had failed to raise a dollar, and Aunt Martha burst into tears as she got out of the old

buggy at the gate. The story of our adventure put a different look to matters, as you may believe. There was a reward for those robbers, and if Will and I had not earned it who had? We were willing to give the Sheriff something, but the bulk of it certainly belonged to us. It took the old folks about an hour to get it through their heads, but, when it had finally been made plain, Aunt Martha burst into tears again and sobbed:

"Boys, do you know what ailed me when we drove up the gate? For just about a minute I lost my faith in the Lord, and yet this surprise was waiting for me and our troubles had all been cleared away."

There was a reward of \$1,000 for the criminals, who received long terms in prison, and of this Uncle Dan got \$700. Later on the man who had been robbed presented him with \$300. But this was not all the good luck. Down cellar, three or four weeks after the capture of the men, my aunt found a bundle of legal papers which the trapped robber had thrown away. They were deeds and contracts and notes of hand which had been stolen from a man in Des Moines, and he insisted on Uncle Dan accepting \$200 as a present for their return. The mortgage was not only cleared off the farm in due time, but Aunt Martha got money enough to buy a new bonnet—her first in fifteen years. Uncle Dan felt so rich that he wanted to invest in a silver watch, but when he timidly broached the subject to his wife she rose up and replied:

"Dan'l Curtis, don't you think of such a thing! After all that Providence has done for us, you want to walk around as meek and humble as a cat, and be mighty thankful that we've even got a kitchen clock to tell the time o' day by."

Output of Canned Tomatoes for 1893.

The fourteenth annual report of the *American Grocer* makes the output of canned tomatoes in the United States and Canada, for the year 1893, 4,395,543 cases, an excess over 1892 of 1,028,814 cases. The total output is equivalent to 105,493,032 tins, a quantity sufficient to give each family of five persons eight tins per annum. The total is a larger quantity than ever before reported. Had it not been for the long summer drouth, which cut off the yield of tomatoes in New York, Ohio and other Western States, the pack would have reached 4,500,000 to 5,000,000 cases, or fully 1,000,000 cases beyond the annual requirements of the United States and Canada. The year was a good one for the packers, as the sales for future delivery during the first half of 1893 were unusually heavy. High prices for canned tomatoes during May, June and July last stimulated the industry, and led to the planting of a largely increased area. Fortunately the crop was short in some sections, and thus an overstocked market was prevented. The market at the beginning of '94 was firm at \$1@1.10 for No. 3 standard tins. The highest price, in 1893, was \$1.45 in July; the lowest 95 cents in September.

Mathematics and Money.

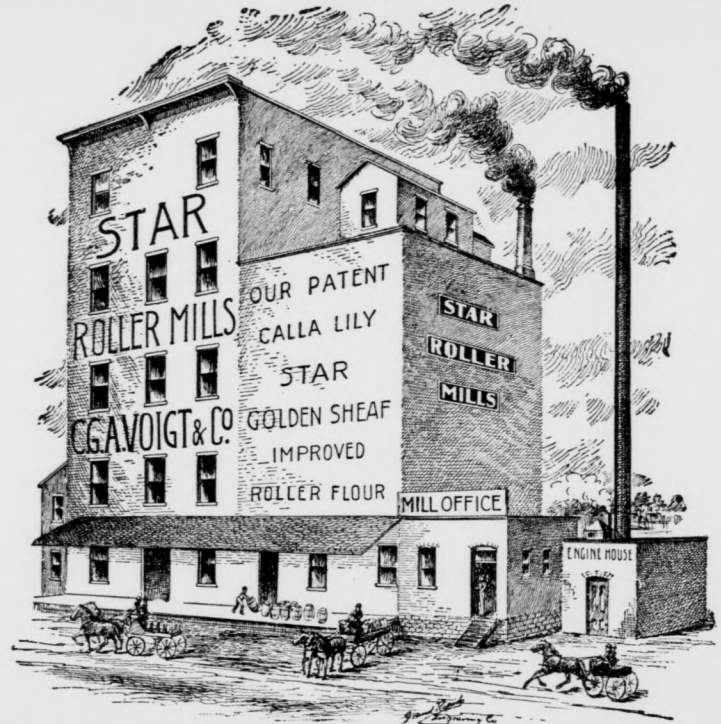
Husband—According to your own figures, you spent over \$100 this year in cheap fripperies which had to be thrown away after once wearing. That \$100 would have bought a piece of lace that would have lasted a lifetime—in fact, could be used by your descendants for generations.

Wife—Well, give me \$100, and I will buy the lace for next year.

Husband—Um—never mind; I—I don't think lace is very becoming to your style of beauty. Here's 10 cents for another ruffie.

Use Tradesman or Superior Coupons.

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.

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MANUFACTURERS' AGENT FOR

CARPETS and DRAPERIES,

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GRAND RAPIDS, MICH.

Special Sale of Lace and Chenille Curtains.

Merchants visiting the Grand Rapids market are invited to call and inspect my lines, which are complete in every respect. In placing orders with me you deal directly with the manufacturer.

BUY THE PENINSULAR

Pants, Shirts, and Overalls

Once and You are our Customer
for life.

Stanton & Morey,

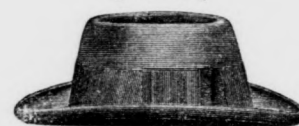
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HAT BRAND ORANGES
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-: ORANGES :-

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.

THE VALUE OF MEDITATION.

Written for THE TRADESMAN.

One great redeeming feature of the times is that we have plenty of time for meditation. Meditation aids mental digestion; it is as necessary to mental health as thorough mastication is to physical health. The American people are chronic dyspeptics, both mentally and physically. They do not take the time to read and eat which the laws of their being demand, and the result is indigestion in either case. The American mind is always in action, being kept continuously under the relentless spurs of a spirit that knows no rest. No time to read understandingly; no time to digest what is carelessly and hurriedly read by applying a little concentrated thought or meditation—no wonder that we are a nation of mental dyspeptics. But the laws which govern our mental and material growth cannot be violated with impunity. If we will not take the time to read understandingly and aid our mental digestion with intelligent thought, we cannot hope to escape the penalty. The American spirit of enterprise is a nymph of the New World. It has rescued a wild, unbroken continent from innumerable tribes of savages and peopled it with the best blood of the Old World, lifting it from a state of crude barbarism to a higher plane of civilization than that ever attained by any of the nations of the earth. It has spirited away forests, cobwebbed the land with railroads, and dotted it with prosperous cities. By the touch of its magic wand workshops have sprung up everywhere, giving employment to the world's surplus of workers, by whose labor it has accumulated wealth in such vast proportions as to cause all the rest of the world to stand aghast with amazement. Our growth and development have been so phenomenal in their nature that this spirit of enterprise was supposed to be omnipotent. We had cause to believe that all we had to do in order to keep right on growing, expanding and accumulating wealth, was to blindly follow wherever this feverish, restless spirit of enterprise pointed in its ceaseless flight. It had led the way to speedy success in the past, and nothing could stay its progress in the future. It was thought to be equal to any emergency. Its blind and devoted followers depended upon it to overcome all changes in conditions and the laws which govern supply and demand. All that was necessary in order to keep the great industrial ball rolling was to push, pull, stretch and hustle, regardless of cause and effect, the law of supply and demand, the certainty of limitation or the rules of common sense. When the blind leads the blind, sooner or later both will fall into the ditch. That time has arrived in this country. The spirit of enterprise and the country's industries are laying in the ditch. The laws which govern our material welfare have been flagrantly violated and we are suffering the penalty therefor. We had no time or inclination to devote a little thought to cause and effect, and now we are made to suffer the evil effects of causes which might have been averted if we had been more cautious and not so recklessly greedy. Our workmen received good wages, and they were led to believe that such would continue to be the case as long as the product of foreign pauper labor was kept out of the country by a system of high taxation. The work-

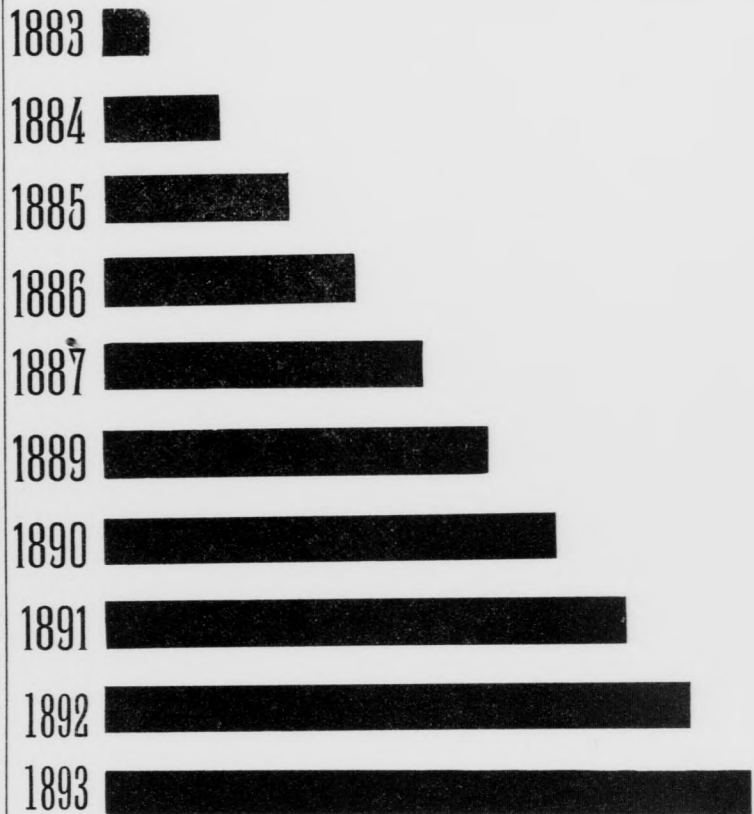
ingman was satisfied, and employers continued to pile up wealth. Both were too busy to stop and do a little thinking. If they had done so they would have realized the fact that our free lands were rapidly diminishing; and, that, although the fruits of foreign pauper labor were not allowed to come into competition with the fruits of American labor, the foreign paupers themselves were pouring into the country by hundreds of thousands. They would have seen that the time was rapidly approaching when the last acre of our free lands would have passed away forever, when this mighty influx of foreign pauper labor would flood this country and demoralize and completely undermine and ruin the American workingman. I say, if they had done a little thinking they would have seen a limit to these things, and prudence and common sense would have dictated remedial measures. That limit has been reached. Every desirable acre of Uncle Sam's free lands has been taken up and we have a surplus of labor of such vast proportions that it has become a standing menace to the peace of the country. Wages, relative to other values, will never be as high in this country as they have been—in the absence of war or some other unforeseen national calamity.

This is a time for meditation. Idleness is a terrible thing. It is said to be the "root of all evil." It is no less an evil when voluntary and well fed; but when it is forced and accompanied with destitution and want, it is simply appalling. This is the condition of millions of American citizens to-day. This great army of idle, unemployed men and women certainly have time to read, think, and meditate on life and the conditions which are best calculated to increase the sum of human happiness. Let us hope that they are improving their opportunity, and that the higher degree of intelligence thus acquired will be made use of by them in bettering their condition and in guarding against like calamities in the future.

How is it with the retail merchant? Does he find time during these alms-giving times to do a little thinking? Does he not at times, while sitting on a nail keg waiting for the cash customer that never comes, fall into a meditative mood and try to think out the causes which have brought about the present condition of things? The merchant who says he has had no time to "give it a thought," when asked for an opinion as to the effect of legislation on the business of the country, passed away with the close of prosperity. The man behind the counter to-day has given it a thought. The paralysis of the times has caused a shrinkage in the volume of trade varying, in the different branches, all the way from twenty-five to fifty per cent. Upon the hypothesis that the retailer's time was wholly occupied in his business previous to the present depression, he is at present spending from one-fourth to one-half of his time in enforced idleness, or else he has cut down his working force correspondingly. It is only in the larger establishments, however, where the merchant is thus enabled to keep himself busy by curtailing his help, and the fact remains that the great majority of retailers find an abundance of time to read and digest. Meditate? Why, we can't help it. Trade is demoralized;

Continued on page 6.

How it Has Grown.



Summarized History:

- 1883 - - - - Business Established
- 1885 - - - Special Machinery Introduced
- 1888 - - - Removal to Larger Quarters
- 1894 Largest Coupon Book Plant in the World

In which we produce more Coupon Books than all the other manufacturers in the country combined. These facts speak louder than words and prove that our books must have been the best in the market for the past ten years in order to secure this demand.

Tradesman Company,
GRAND RAPIDS, MICH.

AMONG THE TRADE.

AROUND THE STATE.

South Haven—W. J. Viall has opened a new retail grocery store.

Clio—J. K. Frost has purchased the drug business of Huyck & Conlee.

Lawton—T. R. Smith & Co. succeed McKeyes & Smith in general trade.

Ypsilanti—Jos. King succeeds Francis King in the boot and shoe business.

Marquette—Manthei & Gibson succeed Mack & Gibson in the meat business.

Hesperia—G. S. Seymour has sold his harness business to Charles Crawford.

Zeeland—D. Aldershof has sold his grocery stock to E. Prakken, of Grand Rapids.

Bay City—E. O'Connor is succeeded by G. Washington & Co. in the grocery business.

West Bay City—Birchard & Talbot, dealers in paints, etc., are succeeded by R. A. Talbot.

Kalamazoo—John R. Hunter succeeds Cobb & Hunter in the crockery and glass-ware business.

Parma—Hodges & Warner, druggists and grocers, have dissolved, Hodges & Dean succeeding.

Alpena—W. H. Davison & Co., clothiers, have dissolved, W. H. Davison continuing the business.

Midland—W. D. Marsh has retired from the firm of Anderson Bros., dealers in drugs and shingles.

Tekonsha—A. M. Johnson succeeds Powers & Johnson in the clothing and boot and shoe business.

Yale—Waring & Wells, grocers and druggists, have dissolved, G. W. Waring continuing the business.

Gobleville—Churchill & Parker succeed C. A. Lamberson & Co. in the agricultural implement business.

Saginaw—W. F. Twelvetees succeeds W. F. Twelvetees & Co. in the stationery and fancy goods business.

Big Rapids—Wm. Hangstorfer & Co., meat dealers, have dissolved, Wm. C. Hangstorfer continuing the business.

Coleman—L. Saperston & Bro., dealers in clothing and boots and shoes, have dissolved, L. Saperston continuing the business.

Detroit—Loomer & Hawley, dealers in lumber, lath and shingles, have dissolved, G. W. Loomer continuing the business.

South Haven—Geo. B. Pomeroy has merged his business into a stock company under the style of the G. B. Pomeroy Implement Co.

Nashville—R. J. Wade has sold his drug stock to F. Feighner, who will continue the business, removing the stock to the Yates block.

Detroit—Parke, Davis & Co. have increased their capital stock from \$1,000,000 to \$2,000,000, and of the latter sum \$1,200,000 has been paid up.

West Bay City—Staudacher & McGuinness succeed Lambert, Staudacher & McGuinness in the hardware business.

Petoskey—C. C. Hamill has admitted O. S. Hayden to a partnership in his grocery business, which will hereafter be conducted under the style of C. C. Hamill & Co.

Perrinton—F. E. Durfee, proprietor of the Perrinton Mercantile Co., has sold the general stock to Chas. W. Christler, of Lansing, who will continue the business at the same location.

Galesburg—Carson & Hawley, book and stationery dealers, have dissolved.

Mr. Carson will continue the business and E. A. Hawley has bought the grocery stock of O. L. Evans.

Nashville—Harry G. Hale, who has been engaged in the drug business here for the past seventeen years, has sold his stock to Dr. John Ball, who will continue the business at the same location.

Tustin—G. Rasmussen, of Cadillac, has made the largest potato purchase of the season, having acquired 10,000 bushels in a single lot at 40 cents per bushel for white stock and 42 cents for red Rose.

Cadillac—L. L. Freeman has about 17,000 bushels of potatoes at Boon, Hobart, Gilbert and in this city now ready for shipment. Up to this date Mr. Freeman has shipped this season about seven hundred carloads.

Wayland—E. W. Pickett has sold his store building and stock of general merchandise to his brother, Frank E. Pickett, who will take possession April 1. The former will continue his banking business at the same place.

Manton—The Elevier stock of general merchandise was bid in last Monday by Burnham, Stoepel & Co., of Detroit, and afterward sold to Mrs. W. Elevier. After an inventory of stock the store was reopened with Mr. Elevier in charge.

Cadillac—The Fred C. Lentz grocery stock was sold at foreclosure sale last Monday, being bid in by Will C. Lentz, subject to the first mortgage held by Mrs. John Lentz. The purchaser will continue the business under the style of Will Lentz' Cash Store.

Lisbon—T. H. Condra and F. J. Pomeroy, merchants at this place, have made an exchange of merchandise, Mr. Condra taking Mr. Pomeroy's stock of groceries, and Mr. Pomeroy taking Mr. Condra's stock of hardware. It is reported that Mr. Pomeroy has also purchased the R. B. Gooding & Son hardware stock.

Eaton Rapids—W. D. Brainerd has withdrawn from the drug and grocery firm of Brainerd & Co. and the business will hereafter be conducted by W. E. Hale and F. J. Brainerd, under the same firm name as formerly. Mr. Brainerd began his mercantile career here thirty-eight years ago and has been connected with business affairs in our city since that time, twenty-five years of which he has been in business for himself.

Detroit—William R. Roper was formerly agent here for the wholesale meat house of Nelson Morris & Co., of Chicago. In August, 1892, he was arrested at the instance of the firm charged with embezzlement. The case was never tried, although Roper insists that he was always ready. After dragging for over a year, Roper has finally become desperate and recently began suit by attachment against the firm with damages at \$5,000.

MANUFACTURING MATTERS.

Pinckney—The creamery building at Pinckney was sold again Friday morning to Richard Clinton, a hardware merchant of this village. This property has been a losing game ever since it was built. It is believed the losing is at an end.

Saginaw—There seems a little better feeling in lumber circles, due to a few transactions in the wholesale market and some increase in yard orders. The improvement is slight, however, with no immediate prospect of anything like old-time activity.

Joppa—Those who subscribed stock to the proposed creamery to be erected here by Burnap & Burnap, of Toledo, at a cost of \$4,000, have since ascertained that another firm will erect one of the same capacity for \$2,600. About \$2,100 of the \$4,000 was pledged, and at a meeting of those interested it was decided to contract with the firm who made the latter offer.

Manistee—There begins to be some inquiry for lumber and shingles; a good many want to know what prices are going to be for spring shipments, so as to get a basis on which to build their next season's business. One inquirer for about 1,500,000 feet of hemlock of different grades was informed that prices would not open any different from those at which the market closed last fall, and might be even a little higher. This, of course, will depend somewhat on the winter. If we do not have much good logging weather from this on, there will be a shortage of hemlock as well as other forest products, and those who have them on hand will be pretty stiff in the bit; but should good logging weather prevail for a month or more, things will be different. There will not be nearly as much hardwood got out in this region as has been the case for the past two winters, and this ought to be of great benefit to the trade in general. The associations decided to voluntarily curtail the cut this fall, and the state of the weather has done more in that respect than all the associations could possibly do. Hardwood logging is different from pine, as most of the logging is done in winter on sleighs, very little of it being done by rail.

Alpena—Our people are pushing the project of accepting the proposition of Alger, Smith & Co. to remove their business from Black River to Alpena. Last week Gen. Alger and others interested visited Alpena and conferred with our business men on the subject. The situation at present is that Alger, Smith & Co. have a temporary contract with the Detroit & Alpena Railroad for hauling their timber to Black River, and this contract will be continued if no better advantages can be secured by transferring their business to Alpena. There will be no trouble in securing the bonus of \$5,000, but those owning property along the proposed right of way must donate it. If the deal goes through, Alger, Smith & Co. will build a 600-foot dock and build a track from the present terminus to the banking ground above Avery's mill. This work will require a force of 200 men for two or three months, when the rafting plant would be ready. They would also have enough short logs to keep one or two mills in operation. They employ 100 men in their rafting operations and have sufficient timber in Presque Isle county to last from five to seven years.

The Quotation Was Correct.

From the Grand Traverse Herald.

An up country merchant was buying a bill of goods at the store of the Elk Rapids Iron Co. the other day, and when he came to the matter of spices—cinnamon, cloves, nutmeg, and such—he protested against the price charged, saying that he had seen in THE MICHIGAN TRADESMAN, only the week before, that all spice was quoted at only 10 cents a pound. The U. C. M. had evidently forgotten how his mother used to flavor her dried apple and pumpkin pies with just plain, common every day allspice. The march of civilization is truly something wonderful.

Financial Matters.

Some months ago the creditors of the Widdicomb Furniture Co. endeavored to effect an arrangement by which John Widdicomb would exchange his stock in the Furniture Co. for the stock in the Widdicomb Mantel Co. held by C. H. Hackley and John Bonnell. This deal fell through, owing to the refusal of those who held Mr. Widdicomb's stock as collateral to agree to the exchange. It is now reported that John Widdicomb has succeeded in getting his creditors to sanction his exchanging his stock in the Mantel Co. for Harry Widdicomb's stock in the Furniture Co., which will give him sole control of the Widdicomb Furniture Co. and enable Harry Widdicomb to assume the management of the Widdicomb Mantel Co.

S. E. Young, the Lakeview druggist, is offering to settle with his unsecured creditors on the basis of 40 cents on the dollar.

Andrew Gerber and Fred Reynolds have purchased interests in the banking firm of J. T. Reynolds & Co., at Fremont, the firm name remaining the same as before. J. R. Odell retires from the position of cashier, which he has filled for the past eight years, but is compelled to relinquish on account of failing eyesight, being succeeded in that capacity by Mr. Gerber.

From Out of Town.

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

Frank P. Merrell, Ithaca.
J. Weaver & Co., Kalamazoo.
Wm. Black, Cedar Springs.
Walbrink & Sons, Allendale.
L. J. Reddy, Grant Station.
Chas. McCarty, Lowell.
E. H. Foster, Alden.
J. M. Flanagan, Mancelona.
Hiram Munger, Sullivan.

He pays too high a price for anything that he gets by dishonesty.

PRODUCE MARKET.

Apples—Baldwins are the only variety now in the market, and they are as scarce as hen's teeth, commanding \$4.50 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—Dealers pay 16@18c for choice dairy, holding at 18@20c. Creamery is dull and slow sale at 24c.

Cabbage—Home grown, 5@6 per 100.

Carrots—20c per bushel.

Cranberries—Cape Cod are weaker, commanding \$2 per bu. and \$5.75 per bbl. Jerseys are in moderate demand at \$5.50.

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

Eggs—The market is demoralized, handlers paying 14@15c, and selling at 16@17c per doz. for strictly fresh. Cold storage and pickled stock is unsalable at any price. Buyers are picking up supplies as rapidly as possible, and the strife for goods may cause an upward tendency in the price before the end of the week.

Grapes—Malaga are in moderate demand at \$4.50 per keg of 55 lbs. net. California Tokays are in fair demand at \$3 per crate of 4 5-lb. baskets.

Honey—White clover commands 16c per lb. dark buckwheat brings 13c. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12c per lb.

Maple Sugar—10 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—Red Rose are in active request, owing to brisk demand for this variety from the South, principally from Texas. White varieties are weak, buyers paying 40@45c and holding at 50c.

Squash—Hubbard, about out of market.

Turnips—25c per bu.

GRAND RAPIDS GOSSIP.

James L. Purchase has opened a grocery store at Allendale. The I. M. Clark Grocery Co. furnished the stock.

Geritsen & Werner have opened a grocery store at the corner of Turner and West Leonard streets. The Lemon & Wheeler Company furnished the stock.

The Michigan Vapor Stove Co. is running 12 hours a day four days a week and 10 hours a day the other two days. Thirty-five men are regularly employed.

L. J. Wheeler has decided to continue the grocery business at 704 Wealthy avenue, the former location of H. W. Reid. The Ball-Barnhart-Putman Co. furnished the stock.

J. P. Visner has sold his bakery and restaurant at 139 Canal street to L. N. Lakin, who sold a half interest to Mr. Ward, and the firm name will hereafter be known as Lakin & Ward.

H. H. Hayes, who has been employed as a turner by the Bissell Carpet Sweeper Co. for the past fourteen years, will shortly open a meat market at 611 North Coit avenue, near Quimby street.

John F. and Jos. K. Failing, composing the hardware firm of J. F. Failing & Co., at 503 and 505 South Division street, have dissolved. The business will be continued by Jos. K. Failing under his own name.

The Atlantic and Pacific Tea Co. has made a change in the management of its local store, having retired L. Ellerson and replaced him with Robert Graham, of Springfield, Ohio, who has been connected with the company for nine years.

Frank Englewood has purchased the interest of J. A. Smits in the firm of Smits & Englewood, grocers at 503 and 505 Ottawa street. He has taken his son Aire into partnership with him and the new firm will be known as Englewood & Son.

S. F. Bowser and Allen A. Bowser, composing the firm of S. F. Bowser & Co., manufacturers of oil tanks at Fort Wayne, Ind., were in town last week. While here they purchased the plant and patents of the Universal Tool Co., transferring the business to Fort Wayne.

Purely Personal.

W. A. Austin, formerly engaged in general trade at Montague, has removed to Ashley, Ind., where he recently purchased a grocery stock.

C. M. Wilkinson, formerly prescription clerk with W. R. Hall, of Manistee, has taken a similar position with Thum Bros. & Schmidt, of this city.

Geo. R. Mayhew, who has been taking treatment for rheumatism at Indiana Mineral Springs for several weeks, has gone on to Hot Springs, Ark., in hopes the waters of that famous resort will have a beneficial effect in his tussle with Old Rheum.

Dr. C. P. Brown, President of the Mozart Leaf Turner Manufacturing Co., of Spring Lake, was in town Monday. His leaf turner is having a remarkable sale, and the genial Doctor is overjoyed over the prospect of the golden dividends which will shortly follow.

E. Buys, the East Fulton street general dealer, has invented and applied for a patent on a combination truck for handling molasses, vinegar and kerosene barrels. The truck can be manipulated by one man and will easily convey 700 pounds at a time.

A FOOD EXPOSITION.

How the Wholesale Grocery Trade Regard the Project.

The project of a food exposition, to be held in this city by the manufacturers of food products, has been discussed at some length at recent meetings of the Retail Grocers' Association, the general opinion being favorable to such a project. There can be no doubt that much good results from the holding of such expositions, as they bring the manufacturer and consumer together, giving the former an opportunity of explaining, not merely the merits of his own goods, but the benefit to be derived from the use of such goods in general. They, also, give the manufacturer and retailer an opportunity to get acquainted. The retailer presumably knows the needs of his constituency and the grade of goods which are most in demand by his customers. The retailer will, also, be enabled to get acquainted with the various "points" in favor of the use of such food products as he handles, and so be in a position to advise his customers. But, perhaps, the strongest feature in favor of the food exposition is that it is calculated to educate the people in the direction of the use of a better quality of prepared or preserved foods. The dearest article of food is often one that is poor in quality and cheap in price. It is dear because it is a poor article, and would be dear even if given as a present. If, at these expositions, a thorough explanation is given of the difference between the good and the poor food products, incalculable good will be the result. Still another good feature of the food exposition is that the consumer is made aware of the variety of ways in which these canned goods may be prepared for the table. With these points in mind, one fails to see how such an exposition can fail to be beneficial. If the manufacturers can be induced to come here and display their wares it should be done. As a rule, they defray their own expenses; but, even if it require a large expenditure, it is hoped that the exposition will be held. Apportioned among the many who might reasonably be expected to contribute to such an enterprise, the cost to each would be trifling. To ascertain the feeling of the grocery jobbers towards a food exposition, a representative of THE TRADESMAN called at the wholesale houses, with the following result:

Samuel L. Lemon (Lemon & Wheeler Company): "I don't see, if the manufacturers can stand the expense these dull times, why such an exposition should not be productive of good. It is a deplorable fact that the great majority of merchants in country and city are not as intelligent as they ought to be in regard to the merits and the many uses that the different kind of products can be put to. Nor are they able to explain to a customer how they ought to be prepared; hence the necessity of this means of instructing the public in the use of such goods."

Amos S. Musselman (Musselman Grocer Co.): "I know so little about what such an exposition is like that my opinion would not be worth much; but, if it is intended to disseminate knowledge relating to cooking and the preparation of food, you may count me in, for I must confess that such knowledge is sadly needed. Whether the expense of the undertaking should be borne entirely by the manufacturers whose

products are on exhibition, or whether the wholesale and retail grocers should shoulder the expense, I am not prepared to say. Perhaps both parties should 'chip in.' I will do all I can to help forward the project, on general principles, of course, for, as I said, I am ignorant of what a food exposition would be like."

W. L. Freeman (Hawkins & Company.): "What do you expect to gain by holding a food exposition? It won't bring any people into the town, and those who are here won't attend to any great extent. What we want is something that will bring strangers to the city, who will spend their money here and do the town some good. Then, too, times are too hard for the grocers to spend money for such a purpose; but, if the manufacturers are willing to put up for it, there can be little objection to it. As for the cooking school, well, excuse me; I don't want any in mine. Home cooking is good enough for me."

Heman G. Barlow (Olney & Judson Grocer Co.): "Certainly; have a food exposition by all means. Anything which will have a tendency to show the people the difference between cheap and good goods, and educate them to the point of using the better article, should be welcomed with open arms. I am not quite certain that I know what a food exposition is; but, if it is what I think it is, it ought to result in great good to all parties concerned—manufacturers, jobbers, retailers and consumers. I am heartily in favor of it."

Fred H. Ball (Ball-Barnhart-Putman Co.): "I believe the idea of holding a food exposition in this city to be an admirable one. It will give manufacturers of food products an opportunity of placing their goods before consumers, the very class of people they desire to reach, in the most favorable light, and at the same time awaken the interest of the retail grocers, through which the goods must finally be disposed of. Such an exposition ought not to cost the retail grocers a penny, as without doubt, the manufacturers would be glad to defray all expenses. Anything that our house can do to help on the project we will gladly do. Count us in."

Frank Jewell (I. M. Clark Grocery Co.): "I would like to know more about a food exposition before expressing an opinion pro or con; but, if it is calculated to help trade, I will most certainly favor it."

Gripsack Brigade.

H. S. Robertson has returned to Waukesha, Wis., where he proposes to remain until he is completely recovered.

B. F. Emery, formerly engaged in business here, but for the past three years employed as traveling salesman and broker at Colorado Springs, Colo., was in town last week. He is recovering from the effects of a surgical operation at Chicago, and expects to remove to Colorado Springs the middle of February.

John H. Payne, formerly with Hawkins & Company, but more recently employed by the Drummond Tobacco Co. in Colorado, has taken the agency for the J. G. Butler Tobacco Co. in Southern California, with headquarters at Los Angeles. He has nearly recovered his health and is feeling very much better than he has for several years, which will be welcome news to his many Michigan friends.

The second monthly "good time and dance" of Post E will be held at Elk's hall Saturday evening, Feb. 10. Dancing will begin at 8 o'clock, continuing until 10:30, when a light lunch will be served. Rev. John Snyder, the celebrated Unitarian divine of St. Louis, Mo., will be present and tell some of the stories for which he is famous. He has a national reputation as a story teller, although his tales are a little different from those usually told by traveling men. All traveling men are invited, as usual.

The National Cordage Company, which went under in the financial panic, has been resurrected, it is presumed, under the name of United States Cordage Company. The capital stock of the new corporation is \$34,000,000.

The settling up of the bakery sale has detained my Tolman's first visit. Look for leaders—I am coming. J. P. Visner, Office, Bridge Street house.

Three Rivers—W. D. Tyler has purchased the grocery stock of J. E. Hummell.

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 EXCHANGE—FARM AND CITY PROPERTY for stocks of merchandise. Correspondence strictly confidential. Address 222 N. Washington ave., Lansing, Mich. 555

FOR SALE—DRUGGIST'S FIXTURES SUCH as bottles, drawers, prescription case, etc., very cheap. Address, Drawer 75, Bangor, Mich. 556

TO RENT—A 22x50 ROOM IN BRICK block; fine location for clothing store; good country trade. Rent reasonable. Address, H. D. Harvey, Bangor, Mich. 557

A CLEAN STOCK OF HARDWARE DOING a paying cash business for sale. Inventories \$3,000, will sell for \$2,000 spot cash balance on time. Don't write unless you have the money and meet business. Address Cash Hardware, care of Michigan Tradesman. 553

WANTED—STOCK OF GROCERIES OR boots and shoes in exchange for Grand Rapids real estate. State size of stock and where located. Address No. 554 care Michigan Tradesman. 554

CASH FOR STOCK OF MERCHANDISE. Must be cheap. Address No. 849, care Michigan Tradesman. 849

WHO WANTS A COMPETENT MARRIED man for farm work who can take full charge of same? City references. Address, N. Rice, 49 Dudley Place, Grand Rapids, Mich. 850

FOR TRADE—FARM OF 100 ACRES, HEAVY loam soil, new buildings insured for \$2,200, to exchange for half long time and balance a stock of goods, or Grand Rapids real estate. Address "Farmer," care Michigan Tradesman. 551

FOR SALE—A NEW STOCK OF CLOTHING and gents furnishing goods. Or will exchange for cheap pine or hardwood lumber. Address Box 708 Owosso, Mich. 552

WANTED—A MAN WHO HAS \$2,500 OF General Merchandise, or would like to help increase a stock where they will be sure of camp trade of fifty men, and a general trade of \$10,000 to \$15,000. Ready pay. This will bear daylight. Lock box 51, Farwell, Mich. 848

FOR SALE—SMALL STOCK OF GROCERIES and fixtures in a good location. For particulars address P. O. box 1000, Traverse City, Mich. 847

TO RENT—AFTER FEBRUARY 1, 1894, a 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

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

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

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

SITUATIONS WANTED.

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

Continued from page 3.

business is paralyzed; industry is hypnotized; hopes are pulverized, and the whole thing is so thoroughly advertised that we can't think or talk of anything else. The atmosphere is so impregnated with it that we can't draw a breath without being reminded of it. The papers are full of it. On the street corners, in the hotel lobbies, on the railway trains, in the business offices—everywhere, we hear nothing but depression, depression, depression. On every side is heard the cry of want and destitution. Turn which ever way we may, we are met with the appeals of sweet charity for help in caring for the unemployed.

I say this deplorable industrial condition of our country stares us in the face at every turn. We would run away from it and talk, think, and write of more pleasant themes if we could, but we cannot, and it is well that we cannot. It is a just penalty for sins of the past, both individual and national, and we must suffer it whether we will or not.

Meditate? Why, we can't help but meditate. There are two thoughts which are uppermost in the mind of every business man in this country to-day, thoughts which are so firmly seated that they will not take second place for any other, religious, political or civil. They are these: "What are the causes which contributed in bringing about this industrial collapse?" and, "When and by what means will resuscitation be effected?" The solution of these questions requires much careful reading and some solid thinking. The retailer who, through press of business, could never find time to read his trade paper or devote a thought to the effect of national legislation on business conditions, or the laws which govern supply and demand, is made to realize, as he never did before, the importance of keeping an "eye on the indicator." The business man who is found at the "old stand" after the clouds roll by will be a wiser man and a better citizen than he was before his baptism of gloom and doubt.

E. A. OWEN.

State the Price.

A fact will outrace a theory any time, therefore I will state a couple of facts: A while ago I wanted a library appliance, and at about the time the want was created a page ad. of the article appeared in a magazine. Now, there was a chance for cohesion at once. I wanted the article, and the man in New York wanted me to have it—provided I paid for it. I eagerly read what little was said about it, and was disgusted because the price was not stated. I did not feel disposed to write to New York and await a reply to learn what the manufacturer, I thought, ought to have told me in his ad. Had the price been stated, and had it been a reasonable one, a check would undoubtedly have gone off by first mail; as it was, a half hour's hunt in the furniture stores on Wabash avenue made it possible to buy at home.

Another case: A furrier in this city not long ago broke out in an advertising fit and filled pages of the daily papers. He ran illustrations of his garments, and under every article asked the reader to "write for prices." The attention of a friend whose wife was so fortunate as to have presented to her a seal sacque, latest Columbian style, with sleeves as large as a big ham, was called to this ad. He laid the paper down with the remark that he had no use for a house that dare not state in an ad. the price of the article it advertised; that a wide-awake, up-to-the-times house would not hesitate to face the music of competitors by giving its prices in print. As a consequence he bought elsewhere. MET L. SALEY.

Dry Goods Price Current.

Table of Dry Goods Price Current. Columns include categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, COBSETS, CORSET JEANS, PRINTS, and various fabric types with their respective prices.

Table of Demins, Gingham, Grain Bags, Threads, Knitting Cotton, Cambrics, Red Flannel, Mixed Flannel, Domet Flannel, Canvas and Padding, Duros, Waddings, Sewing Silk, Hooks and Eyes, Cotton Tape, Safety Pins, Needles, Table Oil Cloth, Cotton Twines, and Plaid Onaburgs with their respective prices.

HEROLD-BERTSCH SHOE CO. BOOTS, SHOES, AND RUBBERS.



GRAND RAPIDS, MICH.

RATE REDUCED

FROM \$3 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.

CUSHMAN'S Menthol Inhaler advertisement featuring an illustration of a woman and text describing relief for Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat.

Sea Sickness advertisement with text: "Prevents and cures Sea Sickness On cars or boat. The cool exhilarating sensation following its use is a luxury to travelers..."

ELECTROTYPES Tradesman Company, GRAND RAPIDS.

EATON, LYON & CO., NEW STYLES OF

Advertisement for Tablets, Blank Books, Office Stationery, 20 & 22 Monroe St., GRAND RAPIDS.

Grand Rapids & Indiana.

Schedule in effect Dec. 24, 1893.

TRAINS GOING NORTH.

Arrive from Leave going South.		North.	
For M'Kinaw, Trav. City and Sag.	7:30 a.m.	7:40 a.m.	4:50 p.m.
For Cadillac and Saginaw.	8:10 p.m.	8:10 p.m.	10:25 p.m.
For Petoskey & Mackinaw.	8:10 p.m.	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 7:30 a.m. and 9:10 a.m. daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North.		South.	
For Cincinnati.	6:50 a.m.	10:40 a.m.	7:05 a.m.
For Kalamazoo and Chicago.	11:40 a.m.	2:00 p.m.	6:00 p.m.
For Fort Wayne and the East.	11:40 a.m.	2:00 p.m.	6:00 p.m.
For Cincinnati.	5:15 p.m.	6:00 p.m.	11:30 p.m.
For Kalamazoo & Chicago.	10:55 p.m.	11:30 p.m.	
From Saginaw.	11:40 a.m.		
From Saginaw.	10:55 p.m.		

Chicago via G. R. & I. R.

Lv Grand Rapids	10:40 a.m.	2:00 p.m.	11:20 p.m.
Ar 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.
Ar Grand Rapids	2:15 p.m.	9:50 p.m.	7:30 a.m.

Trains leaving south at 6:30 p.m. and 11:30 p.m. run daily; all other trains daily except Sunday.

Muskegon, Grand Rapids & Indiana.
 For Muskegon—Leave. From Muskegon—Arrive
 7:35 a.m. 9:40 a.m.
 5:40 p.m. 8:30 p.m.

Sunday train leaves for Muskegon at 7:45 a.m., arriving at 9:15 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:50 p.m.
 C. L. LOCKWOOD,
 General Passenger and Ticket Agent.

CHICAGO

NOV. 19, 1893

AND WEST MICHIGAN R'Y.

GOING TO CHICAGO.

Lv. G'd Rapids.	7:30am	1:25pm	*11:30pm
Ar. Chicago.	1:45pm	6:50pm	*6:30am

RETURNING FROM CHICAGO.

Lv. Chicago.	7:45am	4:55pm	*11:30pm
Ar. G'd Rapids.	2:30pm	10:20pm	*6:10am

TO AND FROM MUSKEGON.

Lv. Grand Rapids.	7:30am	1:25pm	5:45pm
Ar. Grand Rapids.	0:55am	2:30pm	10:20pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids.	7:30am	3:15pm
Ar. Manistee.	12:10pm	8:15pm
Ar. Traverse City.	12:40pm	8:45pm
Ar. Charlevoix.	3:15pm	11:10pm
Ar. Petoskey.	3:45pm	11:40pm

Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.

Local train to White Cloud leaves Grand Rapids 5:45 p. m., connects for Big Rapids and Fremont. Returning, arrives Grand Rapids 11:20 a. m.

PARLOR AND SLEEPING CARS.

To Chicago, lv. G. R.	7:30am	1:25pm	*11:30pm
To Petoskey, lv. G. R.	7:30am	3:15pm	
To G. R., lv. Chicago.	7:45am	4:55pm	*11:30pm
To G. R., lv. Petoskey.	5:30am	1:30pm	

*Every day. Other trains week days only.

DETROIT,

NOV. 19, 1893

LANSING & NORTHERN R. Y.

GOING TO DETROIT.

Lv. Grand Rapids.	7:00am	*1:20pm	5:40pm
Ar. Detroit.	11:40am	*5:25pm	10:35pm

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
Lv. Grand Rapids.	7:00am	1:30pm	5:40pm
Ar. from Lowell.	12:45pm	5:40pm	

THROUGH CAR SERVICE.

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

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Av.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 52
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.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, Nov. 19, 1893.)

Arrive. Depart
 10:20 p.m. Detroit Express 7:00 a.m.
 5:30 a.m. Atlantic and Pacific 11:30 p.m.
 1:30 p.m. New York Express 5:40 p.m.
 *Daily. All others daily, except Sunday.
 Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
 Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:55 p.m., arriving at Grand Rapids 10:30 p.m.
 Direct communications made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
 A. ALQUIST, Ticket Agent,
 Union Passenger Station.

Of Interest to Book-keepers.

I will teach my system of INFALLIBLE PROOF, whereby an error in posting or in trial balance can be located in the account in which it has occurred. No book keeper should be without this system, as it saves weeks of labor each year. No new books or slips required. It can be taken up at any time without change of books.

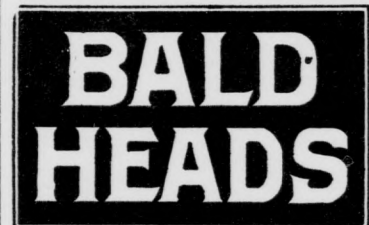
Also my system of keeping ACCOUNTS PAYABLE ACCOUNT, which saves opening an account on the ledger of those from whom goods are bought.

Price for both systems \$5.00.

WM. H. ALLEN,
 Grand Rapids, Mich.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.



NO CURE, NO MUSTACHE, NO PAY, NO DANDRUFF CURED.

I will take Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call write to me. State the exact condition of the scalp and your occupation.
PROF. G. BIRKHOIZ,
 Room 1011 Masonic Temple, Chicago

Hardware Price Current.

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

AUGURS AND BITS.	dis.
Snell's	60
Cook's	40
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 00
D. B. Bronze	12 00
S. B. S. Steel	8 00
D. B. Steel	13 50
BARROWS.	dis.
Railroad	\$ 14 00
Garden	net 30 00
BOLTS.	dis.
Stove	50&10
Carriage new list	75&10
Flow	40&10
Sleigh shoe	40&10
BUCKETS.	
Well, plain	\$ 8 50
Well, swivel	4 00
BUTTS, CAST.	dis.
Cast Loose Pin, figured	70&
Wrought Narrow, bright 5ast joint.	60&10

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	56
Central Fire	dis. 25
CHISELS.	dis.
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40
COMBS.	dis.
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12@12 1/2 dis. 10
COPPER.	
Planished, 14 or cut to size	per pound 28
14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	dis.
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	6 1/4
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$26.	30
Ives', 1, \$18; 2, \$24; 3, \$30.	25
FILES—New List.	dis.
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	60
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27 28	
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	dis.
Stanley Rule and Level Co.'s	50
KNOBS—New List.	dis.
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Braunford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10.
MAULS.	dis.
Sperry & Co.'s, Post, handled	50
MILLS.	dis.
Coffee, Parkers Co.'s	40
P. S. & W. Mfg. Co.'s Malleables	40
Landers, Ferry & Clark's	40
Enterprise	30
MOLASSES GATES.	dis.
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 75@1 80
60	Base Base
50	10
40	25
30	25
20	25
16	45
12	45
10	50
8	50
7 & 6	75
4	90
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Chinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	dis.
Ohio Tool Co.'s, fancy	2 40
Scotola Bench	2 50
Sanusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	dis.
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c list 60
RINGERS.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	net 10
Screw Hook and Eye, 3/4	net 10
" " " 1/2	net 8 1/4
" " " 3/8	net 7 1/4
Strap and T	dis. 50
HANGERS.	dis.
Barn Door Kipper Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japaned Tin Ware	25
Granite Iron Ware	new list 33 1/2&10
WIRE GOODS.	
Bight	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	dis. 70
Stanley Rule and Level Co.'s	
ROPS.	
Sisal, 1/4 inch and larger	9
Manilla	13
SQUARES.	dis.
Steel and Iron	75
Try and Bevels	60
Mitre	20
SHEET IRON.	
	Com. Smooth. Com.
Nos. 10 to 14	\$4 05 \$2 95
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
N	

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.

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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 31, 1894.

WHO PAYS THE TAXES?

It has long been a favorite notion with persons who are wholly ignorant of the ordinary principles of political economy, and with demagogues who have no regard for principles of any sort, that taxes can be laid entirely on the wealthy classes, and the masses of the people be enabled to escape from any payment towards the expenses of the Government.

There never was a more mistaken notion in politics, and it is worth while to present, for the information of the masses, a few observations on the subject. The matter comes into prominence in connection with the proposed tax on incomes. The notion is commonly held that if a tax be laid on persons with large incomes, they alone will feel the burden, while the masses of the people will be entirely relieved of it. One proposition is that an assessment of 2 per cent. be made upon all incomes over \$4,000. Another is that there shall be laid upon incomes a graduated tax as follows: On incomes from \$2,500 to \$10,000, a tax of 1 per cent.; from \$10,000 to \$30,000, 2 per cent.; from \$30,000 to \$60,000, 3 per cent.; from \$60,000 to \$100,000, 4 per cent.; from \$100,000 upwards, 5 per cent. In each case the intention is to tax only people with incomes.

It is generally conceded that the men with incomes, and particularly large incomes, own all the factories, all the great commercial establishments, all the railroads, ships and steamboats. They own all the houses and lands, and conduct all the business enterprises. Whenever a tax or other financial burden is laid on them they immediately proceed to get the money back out of those who do business with them. The result is that the prices of goods, of transportation, rents and other charges made upon the great masses of the people are higher, or wages are lower, or higher costs and lower wages come together. The result is that the masses pay all the taxes. They pay them in the increased costs of rents and living, or in their decreased earnings, or in both.

Is not this plain enough? It has been estimated that if the income tax shall be laid upon persons who have a larger

yearly revenue than \$4,000 it will fall only upon \$7,000 of the 65,000,000 of the American people. But does any sane person suppose these 87,000 payers of income tax intend to carry on their own shoulders the \$20,000,000 or \$25,000,000 that would be required of them? Not a bit of it. They will simply unload all upon the balance of the population by raising prices of rents and necessities upon the great masses of the consumers, and what will the consumers do? Why, nothing at all but submit. They have nothing to sell but their labor, and, in a time when there are hundreds of thousands of unemployed people begging for work, those who are so fortunate as to have employment will take no chances of losing it by demanding higher wages. They will shoulder the load of higher costs of living and struggle along under it as best they may.

HATCH AND HIS ANTI-OPTION BILL.

In the interest and excitement attaching to the tariff agitation, and the various financial measures which have come before the present Congress, the anti-option bill has been forgotten. It must not be argued from that, however, that the business interests of the country are to be spared that additional cause of irritation. Mr. Hatch, the promoter of anti-option legislation, has announced that, immediately after the ending of the tariff bill, he will introduce a new anti-option measure.

The cause assigned for not introducing the bill at the present time is the fear that it would be referred to the Ways and Means Committee, a body known to be unfriendly to the measure. During the continuance of the tariff debate it would be impossible to move the suspension of the rules for the reference of the bill to the Committee on Agriculture, Mr. Hatch's own committee. When the tariff is out of the way, however, an effort will be made to have the bill so referred by motion, and the vote on this will enable Mr. Hatch to show the strength that an anti-option measure can count upon in the House of Representatives.

The author of the bill states that the new measure will differ radically from the bills introduced last Congress and the Congress before the last. Both the former bills were prohibitive, the tax provided for being a mere pretext to give the bills the appearance of revenue measures, so that they might thus escape the danger of being declared unconstitutional. The new is to be so drawn up as to shut out the small bucket shops, at least so says Mr. Hatch, but to enable the larger dealers to transact business by the payment of a liberal, but by no means prohibitive, tax. In this way it is proposed to regulate speculation, and at the same time provide revenue to the Government.

Mr. Hatch announces that he does not propose that his new bill should be considered an agricultural measure, but a revenue bill, pure and simple. He hopes in this way to overcome the opposition of many thoughtful men in Congress whose opposition last year defeated the measure, and also to meet the objections that President Cleveland might have to approving the bill.

Until Mr. Hatch announces the character of the tax that is to be levied on transactions in futures it cannot be stated whether or not the measure can be considered a revenue bill. That on

its merits it is not calculated to recommend itself as a revenue producer pure and simple is shown by the unwillingness of its promoter to trust it to the Ways and Means Committee. To that committee properly belongs the consideration of all matters intended to produce revenue, and Mr. Hatch's solicitude to keep his bill for the consideration of the Agricultural Committee indicates that he has no confidence in its merits as a revenue producer.

Fortunately for the business interests of the country, Congress is likely to be kept so engaged with pressing matters, such as the tariff, internal revenue laws, financial and currency reforms and the like, that little time will be left for the handling of so highly a controversial measure as an anti-option bill.

THE GERMAN SOCIALISTS.

The existing industrial and agricultural depression in Germany has greatly aided the socialist propaganda in that country, and the socialist organs are becoming more aggressive. While the Government still pursues the policy of non-interference with meetings, there are evidences of more jealous espionage of the movements of leading socialist agitators, and there are also signs that fears are entertained of possible disturbances.

An incident recently occurred which indicated both the unusual vigilance of the German police officials and the eagerness of the socialists to take advantage of every point in their favor. It appears that a meeting of unemployed workmen was scheduled to take place in Berlin under socialistic auspices. The police refused to allow the meeting to be held owing to the absence of a permit, and proceeded to eject the people from the place of meeting. This proceeding resulted in a riot, which assumed important proportions, a number of people being more or less injured. The police are accused of having been unnecessarily brutal, it being claimed that sufficient time had not been given the crowd to disperse and that the police not only charged but used their clubs freely. It is also claimed that a permit had actually been obtained, but that the Government, fearing the possible results of the meeting, had the bearer of the permit arrested, and thus, through the absence of the document, was able to find a pretext for breaking up the meeting.

It is reported in the cable dispatches that the socialists will call up the incident in the Reichstag, and in that way the entire socialistic problem, as now affecting Germany, will be given prominence.

The threatened strike of union printers has evidently been averted by a humiliating surrender on the part of the typographical union, which now permits its members to work beside non-union men in offices in which cards are conspicuously posted announcing that the offices are "open"—which means that employment therein is open to any competent printer, white or black, Catholic or Protestant, union or non-union. This is the basis on which THE TRADESMAN has been conducted since Jan. 1 and will be conducted so long as it continues under its present management. As the policy of the local typographical union of late years has been founded on deception, bad faith and treachery, the readers of THE TRADESMAN need not be alarmed

if the paper is a day late sometime in the future, due to the fact that the unscrupulous strike committee of the organization may seize upon a critical opportunity to order its members to cease work. THE TRADESMAN'S union employes are not in sympathy with the policy of the union, but some of them are so thoroughly terrorized by their oath-bound organization that they would probably walk out of the office in the event of their being ordered to do so by the union. It has been clearly demonstrated that the severing of all relations between the local union and the employing printers has been caused by lazy, unscrupulous agitators—of which, unfortunately, the local union has an undue proportion—who are working (the only way they are willing to work) for a strike, hoping thus to be placed on the strike roll, where they will receive enough from the union to support them in idleness.

A few weeks ago some of the retail merchants of the city started an agitation in favor of cheap excursions from towns contiguous to Grand Rapids. Some of the newspapers of the city took up the matter, commenting favorably upon it, and asserting that it meant large accessions to the business of the city, as the excursionists would undoubtedly leave considerable money behind them. Some of the places from which excursions would come have become alarmed lest, by this means, trade be diverted from their merchants to this city, and the business men of one town, at least, have gone so far as to declare that they will boycott Grand Rapids' wholesale houses if the agitation is persisted in. The threat to boycott the jobbers of this city for something in which they have absolutely no part is unfair in the extreme. They are not in favor of these excursions and would much rather that none might be given, as they send traveling men to every hamlet, and anything which tends to take the merchant away from his regular place of business, so that the traveling man fails to see him, is a source of loss and annoyance. The little trading done by excursionists is, as a general thing, in lines which are not bought at wholesale in this city. But little trading is done, however, by excursionists. That is not the purpose for which they come to the city. They come for a holiday, and to visit the many points of interest in and about the city. Reed's Lake, the Soldiers' Home, North Park and other summer resorts, together with the great factories and industrial establishments, of which the city has so many, are attractions sufficient for excursionists and leave little time for anything but sight-seeing. The trading they do is merely incidental. Restaurant and hotel men and street railway companies make money, of course, but they are the only people who do.

Decline of King Credit.

From the Mancelona Herald.

The credit system of selling goods at retail is rapidly growing in disfavor all over the country. Merchants offer many reasons for doing away with it: namely, tardy payments; the small reliance to be placed upon promises; extra capital required, and the annoyance and injustice of the practice of those who, having been favored with credit at one store, do their cash trading elsewhere.

J. P. Visner (John A. Tolman Co.) and Chas. R. Visner (E. J. Gillies & Co.) have changed their headquarters from 129 Canal street to the Bridge Street House.

ABOUT BANK CHECKS.

Laws and Limitations Regarding Their Use and Abuse.

From the Financial News.

Bank checks possess many advantages in conducting business, and are used to a proportionately great extent. They are in nature but orders for the payment of money, and are payable in the order in which they are presented, not according to that in which they are drawn. As given in the usual course of business, they do not constitute payment of the indebtedness for which they are given until paid. Nor will the concurrent receipt of the debts for which they are given change this. If they are not paid on proper presentation, resort may be had to the original claims. The rule is, however, different in this respect as to certified checks. So the having of checks certified constitutes payment as to the persons drawing them.

Checks should be dated. If not dated at all, and they do not contain any statement as to when they are to be paid, they are never payable. They may be ante or post-dated as well as dated on the day of delivery. By being ante-dated they may be made to cover prior transactions, and in a measure determine the relative rights of the parties to them provided that no fraud is intended or done. Post-dating in the main determines date of payment. When post-dated so as to fall due on Sunday, they are payable on the following Monday. Checks post-dated or maturing on legal holidays should be presented the day following. When post-dated checks are paid before the dates mentioned the money paid on them can be recovered. If blanks are left for the dates, the holders of checks are thereby authorized to insert the true dates of delivery, but no other dates, and if they insert any other dates it makes the checks void. Changing the date of checks without consent of the drawers will do the same.

The presumption is that when the checks are drawn funds will be provided at the banks on which they are drawn to meet them; but presentation for payment must be made within a reasonable time. If not so presented the holders will be charged with any consequent loss. Where persons receiving checks and the banks on which they are drawn are in the same place, they should be presented the same day, or, at the latest, the day after they are received. Where they are in different places the checks must be mailed to some bank or persons at the place where payable before the close of the day following the receipt, and the latter must present them before the close of banking hours on the day following the receipt there. No extra time will be gained by holders depositing checks in their own banks for collection.

After duly presenting checks it is also the duty of the holders, if they are not paid, to notify the drawers before the close of the next secular day following the presentation and dishonor. No particular form of notice is required. It may be written or verbal. The principal cases in which losses occur from failure to use due diligence in the collection of checks are where the banks on which they are drawn fail in the meantime. If the banks continue solvent the drawers will remain liable to pay their checks for months, at least, after they are drawn. Presentation and notice of dishonor will also be dispensed with where there are no funds to pay checks, and where the banks on which they are drawn suspend payment before they can be presented, using proper diligence. After receiving checks they must be presented for payment, unless such presentation would be useless, before the original claims can be sued on, for, by accepting checks, there is an implied agreement to use that method of procuring the money for which they are drawn.

Where checks are negotiable and pass by endorsement or delivery, the same degree of diligence will be required of each person to whom they are indorsed in order to hold those indorsing them, as is required of original payees to hold original drawers of checks. But, by putting

checks in circulation, the liability of the drawers cannot be prolonged. They must be presented within the same time by indorsees as by payees. Still, where checks are passed from hand to hand, one or more of the latter indorsers might be held where earlier indorsers and the drawers would be released, as by failure of the bank drawn upon.

Signatures to checks may be written with pen and ink, or pencil; they may also be printed or stamped. Banks are only required to see that the names of the drawers of checks correspond precisely with those of the persons to whose credit the deposits have been made. Who should sign the checks of corporations will be determined by the State laws, by the charters, by-laws, or by the usage of the particular corporations. Every partner has the right to sign his firm's name to checks, unless prohibited by its article of copartnership. So, also, can agents sign them, when given express or implied authority.

As, usually drawn, payable to certain persons named or order, checks are negotiable. A valuable consideration for them will be presumed. They may be transferred by indorsement, or, if payable to bearer, by mere delivery. Defenses to them existing between first parties cannot be raised against subsequent holders.

Don't Fuss.

From the American Storekeeper.

There are a good many storekeepers who borrow trouble. These are the men of variable temper. To-day they are in a state of fussy good humor; to-morrow they are unreasonable, morose, snappish and disagreeable. Such men never become great in any walk of life, for such variation of temper betokens a weakness of mind. Employes never find pleasure in working for a man of this April-day temperature. Such a man is never well served, for his fussiness to-day creates confusion, of which mistakes are a natural consequence; his irritability to-morrow makes people around him nervous and impatient. In the store owned by such a man there is none of that smoothness which is an essential to a proper performance of duty.

The character of the employer is generally reflected in his clerks. If a storekeeper is of a smooth and even temper, there is a certain ease in the manner of conducting his business. He good naturedly corrects the errors of the inexperienced. If, on the other hand, he becomes childishly passionate over matters which may, perhaps, be insignificant, his irritability is extended to his help, for such irritability is wofully contagious.

This courting of worry should be avoided by people in all walks of life. The man with responsibilities, which are part of any commercial undertaking, should in all cases preserve a calm and even temper. That is nerve.

Help Yourself.

Fight your own battles. Hoe your own row. Ask no favors of any one, and you'll succeed a thousand times better than one who is always beseeching some one's influence and patronage. No one will ever help you as you help yourself, because no one will be so heartily interested in your affairs. The first step will be such a long one, perhaps; but carving your own way up the mountain you make each one lead to another, and stand firm while you chop out still another. Men who have made fortunes are not those who have had \$5,000 given them to start with, but boys who have started fair with a well-earned dollar or two.

Men who acquire fame have never been thrust into popularity by puffs begged or paid for, or given in friendly spirit. They have outstretched their own hands and touched the public heart. Men who win love do their own wooing, and I never knew a man to fail so signally as one who induced his affectionate grandmother to speak a good word for him. Whether you work for fame, for love, for money, or for anything else, work with your hands and heart and brain. Say "I will," and some day you will conquer. Never let any man have it to say: "I have dragged you up." Too many friends sometimes hurt a man more than none at all.

READY FOR USE.

Our Process of Cleaning Retains the Strength and Flavor.



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.

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

Hard Times Are Made Easier



by NEIL'S OIL-TANK OUTFITS, because they stop waste. They save oil and save time! It isn't a question whether you can afford to lay out the money for such a convenience and luxury in storekeeping; it's a question whether you can afford to continue the waste!

Find this out by trying. An outfit will be sent you for TRIAL 30 days. You can ship it back if not found convenient, clean and a means of saving its cost. Write direct to the manufacturers.

WM. NEIL & CO., 11 & 13 Dearborn St., Chicago.

CANADA'S VICTORY.

Why Dominion Cheese is Superior to the Product of this Country.

At the great Columbian Exposition held at Chicago the past season, our brethren across the Lakes "got away with us" in great shape in the matter of cheese. For instance, in the June exhibit, out of 138 awards, Canada took 129, leaving the great American Republic a beggarly nine. In the October exhibit the total awards for cheddar factory cheese made in 1893 were 414, and of these Canada took 369, leaving the proud republic forty-five. Out of 275 exhibits of cheese made in Ontario, 200 awards were secured, and of these five lots scored 99½ points out of a possible 100, while in the United States not a single cheese scored 99½ points. In making this statement let it be remembered that the exhibits of June and October were the only occasions during the Exhibition when Canadian and American cheese came into competition.

These are facts, it seems to me, which ought to bring the blush of shame to the cheeks of American cheesemakers, and to arouse American pluck and American genius to immediate and determined activity. Our steel cruisers, our locomotives, our watches and thousands of others of our manufactured products are the best in the world—why not our cheese? Our climate, our pastures and our waters are as sweet and wholesome, and our makers as intelligent, as those of our Canadian neighbors, but, for all that, when brought into competition with them, it seems that we are "not in it."

In the light of the developments at the World's Fair, perhaps a page or two of the history of Canadian cheesemaking, disclosing the means by which this grand result has been accomplished, may be of interest to the readers of THE TRADESMAN.

Thirty-three years ago Canada exported only \$13,675 worth of cheese: in 1880 she sent out \$9,372,212, while for the year closing March 1, 1893, she shipped \$13,687,851. Canada now sells in the markets of Great Britain more cheese than any other country in the world. She leads the United States by several long laps and seems likely, in the near future, to distance us in the race. In 1880, this was not the case.

During the ten years commencing with 1870, in which the Canadian export made a leap of over \$6,000,000, I think I am safe in saying that not more than two factories in Eastern Ontario made cheddar cheese, and that 75 per cent. of the cheese then and there manufactured, if offered in the markets of to-day, could scarce be sold at any price. In Western Ontario the case was somewhat different, but even there an investigation of the facts would disclose that much of their improvement was made in the years 1878 and 1879. The position which Canada holds in the cheese world is due almost wholly to a well-directed organized effort on the part of its people to the promotion of this industry, and to a unity of thought and action for the accomplishment of a definite purpose, unalloyed with politics or avarice.

Let us go back to the year 1868. In that year it chanced that I visited the factory of Thos. Ballantyne, M. P. P., for the purpose of purchasing his cheese. At his suggestion we visited two factories in that county seventeen miles distant. The ride gave me an opportunity

to gain an impression of the character of the country, and I said to him then that the county of Perth held in itself vast possibilities for cheesemaking. The suggestion seemed to strike him forcibly, and, as he has many times since declared, awoke in him a resolve which has since materialized into a very substantial and important fact. From that time until the year 1879, I was there nearly every season, and together we rode thousands of miles, visiting many factories, he as a cheese buyer, I as a vendor of factory supplies. During these trips we did what we called missionary work, preaching what we considered the essence of the whole gospel of cheesemaking, and, whenever the opportunity offered, taking off our coats and demonstrating by example the faith that was in us. At that time there were but few factories where now there are many, and those were doing business after a fashion that would provoke the laugh of the modern maker. Mr. Ballantyne was, for that time, an excellent judge of cheese, and we were both of the opinion that a radical change was necessary in the haphazard methods and slovenly practices there in vogue, but exactly what this change was to be we had no definite idea.

In the year 1879, Prof. L. B. Arnold, under a call from the Dairy Association of Western Ontario, visited that part of the province, for the purpose of giving instruction in cheesemaking. He was college bred, a good chemist and a correspondent for several agricultural and dairy papers, but, at the time, as the facts proved, did not know how to make cheese. He visited Western Ontario and began his work, but his products did not give satisfaction, and, after a stay of a month, he returned home. Shortly after, and in the same season, Mr. Ballantyne, having great confidence (which confidence was not misplaced) in Professor Arnold, recalled him and at his own expense set him to work. At the Black Creek factory, in the county of Perth, he experimented for several days and there his genius triumphed. We do not mean to insinuate that he made a great discovery in cheesemaking at this time, but that, by repeated trials, he so adjusted his methods as to produce the exact quality of cheese demanded by the market. On leaving the Black Creek factory, the professor commenced a tour of instruction, early in which I joined him, remaining with him during the balance of the season. Although I had been a cheesemaker for many years, it was on this trip and under his instruction that I received my first ideas of scientific cheesemaking. It was on this trip that I learned how vast a store of knowledge in the domain of milk and milk manufacture the professor had acquired, and that I learned to rank him in the dairy world as the Grand Old Man is ranked in statesmanship.

The benefits accruing to Western Ontario from the work of Arnold becoming immediately apparent, the people of Eastern Ontario were aroused to decisive action, and, accordingly, in the month of April following (1880), their convention resolved to employ an instructor, and I had the good fortune to meet the choice of the directors. I accepted the call and on May 3, 1880, began my labors.

And now, as the pronoun I will appear quite frequently in the balance of this paper, I hope that the reader will notice that it is practically unavoidable and is not here through egotism.

THE DIFFERENCE BETWEEN THE - - -

Halftone Engravings

From the Tradesman Company and those from other houses in Western Michigan is in the fact that they give the best possible results from the photograph or other copy every time, instead of once in two or three times. We can convince inquirers of this.

Tradesman Company,

GRAND RAPIDS, MICH.

Acme Hand Potato Planter

SIMPLE, DURABLE, PRACTICAL.

Works perfectly in Clay, Gravel or Sandy Soil, Sod or New Ground. Plants at any and uniform depth in moist soil.

Makes Holes, Drops and Covers at One Operation.

A DEMONSTRATED SUCCESS.

As necessary to Farmers as a Corn Planter.



SURE TO SELL.

PLACE ORDERS EARLY WITH—

FLETCHER HARDWARE CO., OR FOSTER, STEVENS & CO.,

DETROIT, MICH.,

GRAND RAPIDS, MICH.,

PRICE \$12 PER DOZEN.

LIBERAL DISCOUNTS TO DEALERS.

It would require more space than I have at command in which to clearly describe the peculiarities of the conditions under which I commenced work. There was, however, one circumstance in my favor, and that was, wherever I went, I was received as one having a right to come and not as an interloper. This feeling prevailed more through a general recognition of the fact that improvement was a crying necessity, and that the effort put forth was well intended, than from any belief in its ultimate success, or any particular faith in me as the man for the place. I have said that Canadian improvement has been wrought through unity of thought and action; this, however, did not exist when I began, but their want of faith in me I was at length enabled to overcome.

For a great number of my pupils the system I taught had at least one serious objection, namely, whereas, before, the curd was in the hoops by 1 o'clock, p. m., now we did not go to press until 4 or 5 p. m. This, of course, was asking a great deal, especially as the benefits were not at first so very apparent. But under Professor Arnold I had laid down as the basis of my philosophy a few very important facts, without which no cheesemaker can succeed, and to which I had resolved to cling under all circumstances, and one of these was that a batch of milk must not be spoiled through niggardly use of time. Then, too, I encountered no little opposition to the introduction of what many regarded as newfangled notions, a reluctance to lay aside time-honored practices, and in many instances it was with much difficulty that I was able to induce a trial of my system. For instance, at that time most of the factories obtained their rennet by soaking the skins in whey, a practice against which I arrayed myself in determined opposition. In the light of our present knowledge of cheesemaking it seems almost incredible that there could ever have been any considerable number of intelligent cheesemakers who would persist in corrupting 5,000 pounds of wholesome sweet milk with six gallons of a putrifying compound consisting of sour whey and the disintegrated walls of a calf's stomach; but it was the fact that I found any number of such, and they clung to the practice as to a religious creed, and fought over it, and finally relinquished it with sorrow and regret. Wherever I went I was confronted with this difficulty. I could devote but one or two days to each factory, and this was the material I always found on hand. Extracts were not then in use in that part of the country, and, as I was advocating the use of pure water in obtaining rennet, I had no time to prepare a suitable extract, and so, many times, was compelled to hold my nose and dash in the filth. The benefit of an olfactory demonstration of the difference between the use of sweet rennet and carrion was, therefore, wanting, and in that season's work I succeeded in accomplishing but little in this sadly needed branch of reform.

With regard to the quality of milk, I was in the condition of the mariner on the deep without compass or helm. I had no instruments for testing its quality, and so, in a sense, abandoned myself to the winds, with the hope and the prayer that I might finally drift into port.

I very soon became what is known in

our slang as a "kicker." When I found an old rookery of a factory, with a hog pen under the floor and only one worn out pail with which to manufacture 9,000 pounds of milk, I would kick; and when I found the floors wet and slimy and the winds whistling through the walls and dirt and filth everywhere, I kicked; in fact, I believe it was by kicking vigorously and often that a great reform was brought about in the matter of buildings and tools and that now Eastern Ontario has as well made and well equipped factories as can be found anywhere.

It is unfortunate for me, as a chronicler, that I am the proprietor of a curd mill, otherwise I might have something to relate of interest upon the subject of mills and their introduction into Eastern Ontario. As it is, I shall dismiss the subject by saying that when I began my labors there were not more than a half dozen mills in use, whereas now there is not a factory without one.

With regard to the methods of making cheese and the gradual revolution from the old go-as-you-please to the new scientific standard process, we have not the space to go into details, but will say, in general, that from the commencement of the season the work went on by partial reformation, many factories adopting me only in part, while some embraced the new doctrine complete; but I had the satisfaction afterwards of hearing the buyers say that the dates of my visits were plainly indicated on the factory shelves by a marked improvement, beginning with that day and running through the balance of the season.

Within a period of about seventy-eight days I visited as many factories, in fifty-three of which, by actually manufacturing the cheese under the eye of the maker, I proved by demonstration the superiority of my system. In many cases it was at first resisted and denied, and in many cases I have reason to believe it would have been totally rejected had not a final and more convincing argument—the verdict of the buyer—settled the question.

At the convention which met at Brockville in February following I read a circumstantial report of my work and listened to the discussion which followed. With one envious exception entire satisfaction was expressed, one of the directors declaring that the money expended upon me had been returned a hundred fold, and the result was that I was engaged for another season.

I began this season's work (1881) under auspices very much improved. Beginning at Belleville, I went over a circuit embracing 100 factories, and including my old territory, without encountering any of the old opposition; indeed, the old makers watched my approach and welcomed me with undisguised satisfaction. I hailed this circumstance with delight and recognized in it the harbinger of victory. While not flattering myself that I had reached the highest point of excellence in my product, I saw that the result would be a uniformity of quality—a point not to be despised in the cheese industry. I also recognized in the spirit manifested by the makers an irresistible force which must ultimately overcome every obstacle, and I saw at once that my mission was simply to give this power direction and point out, as it were, the breach and watch the assaulting column go through. Moreover, the buyers came upon the field and

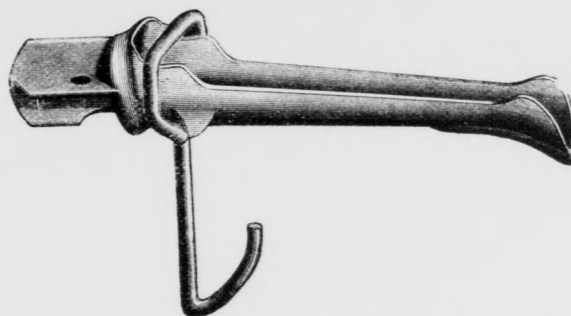
Michael Kolb & Son, Wholesale :- Clothiers,

ROCHESTER, N. Y.,

Full line of spring goods now ready; also a few lines of ulsters and overcoats, which we are closing out at a considerable reduction. MAIL ORDERS PROMPTLY ATTENDED TO and samples sent on approval, or our Michigan representative will be pleased to wait on you if you will address him as follows:

WM. CONNOR,
MARSHALL, MICH.

Post's Eureka Sap Spouts.



OVER 20,000,000 SOLD.

These Spouts will not Leak

Highest Award of Merit from the
World's Industrial Exposition.

Spout No. 1, actual size, with Heavy Wire Hanger, that does not break like hangers cast on the spout.

PATENT IMPROVED—Sugar makers acknowledge a very large increase in the flow of Sap by the use of the Self-Sealing Air Trap in the Improved Eureka, as claimed for them.

GET YOUR ORDERS IN AT ONCE so as not to get left. Write for prices.

FOSTER-STEVENS & CO.

MONROE
ST.

their triumphant and encouraging voices lent an influence which gave impetuosity to the charge, and so the siege began with vigor and went bravely on through the whole season.

As nothing of particular interest to the reader occurred during this season, we will pass on, pausing only to remark that at the Provincial Fair, held at Guelph that fall, in which the Eastern and Western Dairy Associations came into competition, the East carried off the gold medal and a majority of the lesser prizes—and these with cheese of the new system by my pupils. It so happened that the next spring (1882), at the time for employing an instructor for the coming season, I was in the State of Iowa, engaged in the promotion of some private creamery enterprises, when some one, through selfish motives, deceived the directors with the gratuitous statement that I was not available, whereupon Prof. Arnold was invited to take my place, and he accepted the invitation. A life devoted to experiment and investigation had so fashioned the professor's character that it was next to impossible for him to adopt one set of methods and stick to them. Experiment had become a second nature and he could not resist the temptation to reduce to practice every new theory suggested by his inventive genius. The professor had some new ideas, and he embraced the opportunity to put them in practice. The result was failure. The professor believed that he could dispense with the mill and that by dipping the curd into the sink and adding one-half the requisite salt, stirring until ready for the press and then adding the balance of the salt, he could secure the requisite maturity—a result which he always failed to reach, and so his product had a soft, mushy texture. In the month of July he went home and for the remainder of the season his duties were successfully performed by a home maker, Marden Bird, a pupil of mine.

It very soon became known that the report which had been circulated with regard to me was untrue, and I was engaged, at private expense, to renew my labors in the Province. I began in the month of May and visited about forty factories, some of which were in the Province of Quebec. In the month of July, my contract having been completed, I was engaged in buying cheese in Western Ontario. While engaged in this I continued to give instructions in making, a circumstance which lead to my being employed by the Association of Western Ontario for the next season.

While engaged in buying and instructing, as I have said, I discovered what is known as the Rennet Test, and from that time forward exhibited and advocated its use wherever I went. From the East a good report had gone before me into the West and my coming was everywhere greeted with very flattering signs of approbation and hospitality and my work was made pleasant by the willingness with which my scholars applied themselves. I took with me a German, Pioskop, and at once and at my own volition began testing the milk. At the second factory I visited I discovered a batch that had been skimmed and watered, a discovery which led immediately to the punishment of the culprit. Thus encouraged, I constituted myself a sort of official milk inspector and from that time made it a part of my duty to reach the factory

early and examine each batch of milk as it was delivered. I have often driven ten miles by starlight for the purpose of making my inspection. I have every reason to believe that my work was the first of the kind on this continent.

In my report to the Association for that season (1883) will be found an account of my work in this particular more in detail than I can here give, but I took occasion then to recommend a system of milk inspection and suggested that the instructor be clothed with this authority and be supported with the dignity of the law. This suggestion, I believe, was subsequently adopted.

The dignity and importance which Canadian cheese suddenly assumed in the English market did not escape the notice of the Scotch dairymen and inquires were made as to the cause. This led to correspondence which resulted in my accepting a call from Scotland, where I remained during the seasons of 1884 and 1885. In my absence the Provincial Associations employed a corps of home instructors and inspectors, the majority of whom discharged the

duties of the office with marked success.

The seasons of 1887 and 1890 (six in all) terminated my labors in the Province, as it must also this statement of what I know about the rise and progress of cheesemaking there. I have briefly stated the leading facts within my personal knowledge to show how an organized and persistent effort has resulted in the case of our neighbors beyond the Lakes. Their efforts have been met with a large and substantial reward and they are pushing forward with an energetic and united action which cannot fail to accomplish yet much more in the great work.

From henceforth the road to perfection is a comparatively broad and even one. The pioneer work has been done; the forests have been swept down; the stumps have been drawn and the swamps drained, and it remains for them to convert the fields into gardens and the gardens into beds of flowers. The old prejudices have gone; the old tools are gone; and in their places have come intellects that reach out for new ideas and tools the best that modern ingenuity has

produced including the Babcock tester. Let the good work go on and may the American makers settle down to a good square trot and come under the wire abreast with them, at least.

J. B. HARRIS.

Antwerp, N. Y., Jan. 10, 1894.

A Poetical Grocer.

Geo. H. Balsley, grocer at Buckhannon, W. Va., issued a New Year's greeting to his customers, bearing the following poetical inscription:

OUR POLICY FOR 1894.

We're bound to please,
Just take your ease
On that score.
We'll make to all
Both great and small
The same price.
We'll treat you well,
So you will tell.
Your neighbor.
We'll aim to keep,
At top of the heap
In our line.
Our goods will be
The best you'll see
Anywhere.
Are you with us?
GEO. H. BALSLEY,
The City Grocer.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

ROWLAND COX,
Complainant's Solicitor

S. D. OLIPHANT,
Clerk.

The Grocery Market.

Sugar—The market was steady until Monday morning, when the Trust reduced the price of refined from 1-16@ 3-16c.

Canned Goods—Tomatoes are in good demand at slightly reduced figures. Corn is in a little better demand, without any change in price. California goods are offered at prices never before heard of.

Rolled Oats—The American Cereal Co. has issued a letter advancing its prices 10 cents per barrel, on account of the scarcity of milling oats. The company says that any attempt to predict the course of the market would be purely speculation, expressing the belief that prices will not go lower and that buyers will do well to get in their orders before any advance occurs.

Bananas—By using the latest patent of heater cars, bananas have been arriving at this market in extra good condition. Demand is rather limited, owing to risk in handling during cold weather, but prices are not high when the increased cost of transportation is taken into consideration.

Lemons—The market is much easier, as the arrivals of the past two weeks have been quite heavy and the trade throughout the country has become well supplied, and, as no one will care to put in more than sufficient to cover their wants for a couple of weeks at a time, there is likely to be an accumulation at Eastern ports and prices will be still lower in the near future.

Oranges—Floridas are in their prime and the consumers in Michigan are getting their share of fruit as cheaply as anyone in the country. The smaller and more desirable sizes were marketed early, and now the tendency is to large sizes, and, as they go slowly, prices have been cut down to a point which will be sure to move them. One of the main factors in causing a reduction is the fact that Californias will soon be coming forward in large quantities, and Florida growers realize that it is necessary for them to get their groves well cleaned up as speedily as possible. Added to this is the fact that fruit has not been carrying well, owing to the rainy weather prevalent in Florida, which causes oranges to decay rapidly. For the next six weeks, however, and as long as Florida fruit can be obtained they will take precedence over Californias, as first arrivals of the latter are usually rather sour. The local market has been so abundantly supplied with Florida fruit that very few Messinas have found their way here this season. With the increased yearly yield of Florida and California oranges, Messinas will gradually be crowded out of Western markets.

Inaugural Address of President Waldron.

President Waldron has issued the following address to the members of the Michigan Knights of the Grip:

St. Johns, Jan. 15—In pursuance of the duties you have imposed upon me, by electing me your executive head, I take this occasion, early in the year, to impress upon the members of our Association the fact that each and all of us have important duties to perform.

Our Association, I am pleased to state, has taken a position second to none among similar organizations. Our objects are most worthy and we are fast approaching the point where all of our worthy associates will appreciate their efforts in advancing the interests and conditions of traveling men and anxious-

ly join us in our laudable undertaking.

We have no apologies to offer or excuses to make in offering applications of worthy traveling men. None will appreciate more the record and good name we are making for ourselves.

We have carefully drawn up a new application blank, which I trust will result in great good to our Association.

It is a well established fact that the intrinsic value of all things is based upon the quality and kind of material used, and our Association is no exception to this rule. With this essential fact in view I hope that all will be most active in securing the best material, and only such as can truly call themselves traveling men. We have many safeguards that prevent our Association from being composed of anything but the very best material.

We are employed by business houses who know by long experience the absolute necessity of being represented on the road by bright, sober, industrious and intelligent men. We accept them only after they have had one year's trial by such business houses.

Our members, from the nature of our work, average young in age, therefore they are vigorous and healthy. Further, we limit the age to fifty-five years, and expect that, ere long, the limit will be made to fifty years.

We were compelled to return several applications at our last meeting, held at Lansing January 6, owing to the fact that they did not come within the province of our constitution, as interpreted by those who pass upon the same. The two members who sign the application cannot be too careful in drawing the line as between those who are desirable and entitled to become our brothers and those who are not.

Should you have any complaints or grievances to make, or any suggestions to offer for the good of our Association, do so at once through the proper committee which has that part of our work in charge.

There seems to be a most enthusiastic and harmonious feeling prevailing all over the State at this time. All dissensions and strifes have been buried beyond the possibility of resurrection and I feel and trust that harmony and active conscientious work for the good of our Association will be the topmost aim of each and every one of our members for the year 1894.

I am yours for the good of our Association,
E. P. WALDRON, Pres.

Profitably Follow.

From the Grand Traverse Herald.
E. V. Davis, the Neal merchant and postmaster, has struck a novel scheme and one that will prove popular. He has purchased a library of 150 volumes, which he has opened at his place of business for the free use of his patrons and friends. His place of business is too small for many idlers to hang around, but he keeps everybody good natured by letting them take a book home to read. Mr. Davis thus becomes a public benefactor, at the same time advancing his business interests by thus providing a strong attraction at his store for all who love good reading. It is a good scheme and should meet with great success.

The Drug Market.

Opium is excited and higher. The report of the injury to the growing crop by frost has been confirmed and much higher prices are predicted.

Quinine is firm and an advance is probable.

Olive oil, Malaga, has advanced.
Linseed oil has advanced again 1c on account of the high price of seed.

An advance in morphia is expected hourly as we go to press.

The Shopper's Weakness.

Lady Shopper—What? You ask \$3 a yard for this cloth? Why, I can get it at Dreighoods' for \$2.

Clerk—Yes, madame. But we're offering this on our bargain counter.

Lady Shopper (taking out her purse)—Oh! Let me have ten yards, please.



JOBBER OF

Groceries and Provisions.

Our BUTCHER'S LARD is a Pure Leaf Kettle Rendered Lard. If you want something cheaper try our CHOICE PURE, in tubs or tins, and guaranteed to give satisfaction.

Note these prices:

Butcher's, 80-pound Tub	10 1/4
Butcher's, Tierces	10 1/4
Choice Pure	9

WESTERN MICHIGAN AGENTS FOR

G. H. HAMMOND CO'S SUPERIOR BUTTERINE.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

H. E. GRAND-GIRARD.

BELDEN REAGAN, M. D.

Grand-Girard & Co.

Manufacturing :- Pharmacists,

DRUG BROKERS AND MANUFACTURERS' AGENTS.
DRUG STOCKS BOUGHT AND SOLD. DRUG CLERK'S EMPLOYMENT BUREAU.

PORTER BLOCK, GRAND RAPIDS.

Correspondence Solicited.

Promptness Assured.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

Your Bank Account Solicited.

Kent County Savings Bank,
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Deposits Exceed One Million Dollars.

ARE THE TIMES HARD?

THEN MAKE THEM EASY
BY ADOPTING THE COU-
PON BOOK SYSTEM FUR-
NISHED BY THE

TRADESMAN COMPANY,
GRAND RAPIDS,

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.
Next Meeting—Grand Rapids, March 6 and 7.
Subsequent Meetings—Star Island, June 25 and 26; Houghton, Sept. 1; Lansing, Nov. 6 and 7.

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.

THE DETROIT PLAN.

It Is Generally Endorsed by the Retail Trade.

Some of THE TRADESMAN'S readers having failed to comprehend the full scope and intent of the so-called "Detroit Plan," adopted by the National Wholesale Druggists' Association to prevent the sale of patents to cutters, it has been deemed desirable to reproduce the details of the plan and present interviews with all classes of drug dealers interested in the movement to take proprietary remedies out of the realm of cuttendom.

THE PLAN.

WHEREAS, All plans to prevent the cutters from obtaining their supplies have thus far been unsuccessful; and

WHEREAS, In our opinion all such plans will be unsuccessful as long as there are retailers who can buy direct from the manufacturer, and who may supply the cutter; and

WHEREAS, It is manifestly to the retailer's interest to be placed on precisely the same footing in his purchases as the cutter, and this can only be secured by insisting upon uniform cost to all classes of retailers; therefore

Resolved, That we recommend the following plan to the manufacturer and urge its adoption: The manufacturer to sell at a discount only to those doing a strictly jobbing trade; the said jobbers to be defined by a committee appointed by the different local organizations of wholesale druggists, who will furnish lists of those who may properly be considered jobbers in their territory to the Proprietary Committee of the National Wholesale Druggists' Association, who shall furnish a complete list for the United States to the proprietors and wholesale dealers. We recommend an intermediate quantity for the retailers, not exceeding \$25, to be sold at a discount not larger than 3 per cent.; the jobbers not to sell to anyone not in the list of jobbers at better than 3 per cent. To anyone in the list of jobbers any jobber may sell at the manufacturers' intermediate quantity price.

Such was the scheme presented at the last meeting of the National Wholesale Druggists' Association by the Committee on Proprietary Goods and dubbed the "Detroit Plan" because the committee that formulated it met in Detroit. Not only did the plan meet the approval of the jobbers' association, but the Joint Committee of that organization and the Association of Manufacturers and Wholesale Dealers in Proprietary Articles endorsed the plan in the following terms:

1. That the contract plan is the only practical method for the maintenance of fair and legitimate schedules for prices of proprietary articles.

2. That in order to strengthen and render this plan more effective, it is respectfully recommended that proprietors accept orders for full quantities, with rebate discount only from regular houses, recognized as belonging to the number who will faithfully observe the prices and conditions established by the manufacturers.

3. That in the opinion of the joint committee the forms for price lists here-

with submitted embody, in the main, features which would tend to give stability to the plan, and they are recommended to the favorable consideration of proprietors. The committee consider it desirable that, as far as practicable, proprietors generally adopt uniform or similar forms of price lists.

4. We recommend that proprietors be requested to furnish to the chairman of the Committee on Proprietary Articles of the National Wholesale Druggists' Association and the Committee on Trade Interests of the Association of Manufacturers and Wholesale Dealers in Proprietary Articles full lists of their customers, with the understanding that in cases where it is proven that contracts have been violated they shall be refused further supplies. Also that in case of receiving orders from others their names shall be submitted to the chairman of same committees for approval before filling them.

When the retailers' interests came to be considered, the plan met the cordial approval of the representative of the American Pharmaceutical Association—Mr. Redsecker—who addressed the convention as follows:

As a retailer, I want to say that this action is a long step in the direction of protection to the retailer. If there is not something of this kind adopted, when you bury the retail druggist you will have to put on his grave the following epitaph:

Owen Moore has gone away
Owin' more than he could pay.

In our State last winter a bill was introduced which would wipe out the sale of all your proprietary medicines. A similar bill was also introduced in Illinois, I think. We are all parts of one body, and I will apply what was uttered eighteen hundred years ago: "The eye cannot say to the hand, I have no need of thee, nor the foot say to the head, I have no need of thee." And so it is the wholesaler cannot say to the retailer, "I have no need of you," and the retailer cannot say to the wholesaler, "I can get along without you;" but the manufacturer can say to either, "I can get along without you;" but our interests are common and we must protect each other in common. The retailer must protect the wholesaler and the wholesaler must protect the retailer, and our interests are all bound up together, and if we do not help each other, we can be sure the whole fabric is going to pieces. The action taken here this morning is going to help all of us. I believe the rebate system should be maintained—as a retailer, I believe it—because you cannot afford to do business for fun or glory. There must some money be made because you have got to maintain your establishment; you have got to live and you cannot live on air. While there have been many inventions, there has nothing been invented yet by which we can maintain life without supplying food to the body, and you have got to pay cash for that; and in order to do that, you must make something out of your business. Now, that is what I want to reiterate, that the very adoption of these resolutions, as presented by your joint committee, is a step forward in the right direction. By the adoption of them, you will strengthen the backbone of the retail trade—you will unite them and you will have them come to your support, as they have not been doing for a number of years, because they have not had any natural interest in common. What is the use of selling proprietary goods at cost and paying clerk hire? But, gentleman, I am trespassing upon your time. I am much obliged to you for the courtesy you have extended me.

HOW IT IS REGARDED LOCALLY.

The Detroit Plan appears to meet with very general favor among local druggists, at least so far as they are acquainted with its provisions. The only dealers actually opposed to the Plan are the proprietors of department stores, who have been accustomed to making patents a leader, and those dealers who do a little jobbing trade in connection with their

regular business and who would be prevented, by the Detroit Plan, from buying in wholesale quantities and dividing with other retailers. The adoption of the Plan would compel such dealers to abandon either one branch of their business or the other—they could not pursue both. Local opinions as to the justice and efficacy of the measure are somewhat divided, as will be noted by the subjoined interviews:

Walter G. Schmidt (Thum Bros. & Schmidt): "We are in favor of the main features of the plan. Beyond this we are not prepared to express an opinion."

Mr Schmidt is President of the Grand Rapids Pharmaceutical Society.

Wm. E. White (White & White): "There is no other plan. If department stores and cutters are to be prevented from getting hold of patents and selling them at cut rate prices, then you must put an end to retailers buying in jobbing quantities, although it may seem like injustice not to permit a man to buy when he has the money to pay with. But the 33½ per cent. on the increased business which would come to the trade by the inability of department stores to secure the goods would be worth more than the 10 per cent., or jobbers' discount, on large quantities. I think the plan will be a big thing for the retail trade."

F. A. Aldworth (Scribner & Aldworth): "So far as the plan relates to the destruction of the department store trade in patents and the abolition of the cutting evil, I am in favor of it. There is one feature of it, however, which I am not in favor of, and that is that part of the plan which forbids the retailer from doing any jobbing. One man has as much right to do a jobbing business as another, and, if a retailer has worked up a wholesale trade of any proportions, the so-called legitimate jobbers have no right to interfere with it. The main feature of the plan, however, meets with my hearty approbation."

John E. Peck (Peck Bros.): "The Weeks & Potter Company, of Boston, Mass., has issued the following circular, which is a modification of the Detroit Plan. In my opinion it is what will be finally adopted:

Referring to the circular recently issued by us concerning the so-called Detroit Plan, we are glad to state that a modification of the first idea will be tried by a number of manufacturers. This change was suggested by a special committee appointed to confer with the committee of the N. W. D. A., and in such form was submitted to the N. W. D. A. at the Detroit meeting, and was very favorably received.

Instead of allowing the manufacturers to sell only to recognized jobbers, it is recommended that proprietors fill orders for full quantities with rebate discount from every regular house recognized as belonging to the number who will faithfully observe the prices and conditions established by the manufacturers. This grants to the retailer the same rights which are granted to the jobber, and the retailer may buy direct from the manufacturer in quantity lots and at the best discounts, provided he agrees to maintain strictly the conditions set forth in the contracts submitted. It forbids the division of such quantity lots. It gives the jobber no rights beyond those granted to any man who has the necessary capital and who shows a willingness to comply with the terms of his contract.

It is, we may say, simply an extension of the rebate system, and, although we are opposed to this system on principle, we, nevertheless, must admit the necessity of living up to all contracts, and we hope that the retailers will see the neces-

sity of strictly living up to and enforcing the terms of such agreements. Every retail druggist should consider it his duty to report immediately, either to the manufacturer or his jobber, any neglect of these contracts on the part of any dealer.

The manifest injustice of the original plan toward the larger retailers, who buy in quantities, and who observe all the conditions governing such purchases, is fully eliminated in this proposition. The original plan was devised ostensibly to prevent cutting, but in reality to concentrate the business. The plan is so narrow and selfish that it could not otherwise than meet with the condemnation of the more intelligent manufacturers. The most offensive feature in its conditions is the appointment of a committee of its own members to declare who are and who are not jobbers. It strikes me that manufacturers cannot accede to such unbusinesslike methods, and I have sufficient faith in their sense of justice to believe that they will not. The Weeks & Potter circular embodies all that any large retailer can desire, and it practically solves the problem. The time is not yet ripe when a few individuals can successfully tie up for their own selfish interests so large an industry as the proprietary medicine business. Let the retail dealers who purchase in quantity lots communicate their views to the manufacturers. Thus far all the evidence regarding the adoption of the Detroit Plan is *ex parte*; it is, therefore, about time that the other side of the case be heard."

John Muir: "I would be in favor of the plan if it were practicable, which it is not. There will always be some jobbers who are ready to sell to any one who has the money to buy, for jobbers are not a bit more honest than the average of retailers. Personally, I have no interest in the question, one way or the other, it wouldn't benefit me a particle, and so I don't trouble myself about it. No, the plan is impracticable; unless you can change human nature, which is always selfish—always influenced by self interest. We are all after the big dollars these days."

Geo. M. Morse, Manager of the Morse Dry Goods Co.'s Department store, was seen, but as he had not seen the Plan and did not know its provisions, he did not care to express an opinion. He might have something to say for publication later.

Concerning Some Fruits.

Farmers who are not hampered by too many acres and who desire to swell their annual dividends, should engage in the culture of a few of the scarcer fruits. The crab-apple, as an instance, one of the most delicious of delicacies when properly preserved, pays very handsomely. This is because the demand largely exceeds the supply, and the demand for this superb fruit increases yearly.

Two varieties of currants are always scarce in our markets, the "cherry" and the "fay." These varieties are very large, wholesome, and when preserved, a fair substitute for the cranberry as a meat sauce or dressing.

Rare, also, is the "white grape" currant, so desirable for the tea-table during the heated term. It has no rival, and everybody wants it, though but few are so fortunate as to get a supply. The common white currant is in no sense its substitute, and everybody having learned this its cultivation should engage the attention of both the young farmer and gardener.

As the sum required to start this enterprise is not worth mentioning, and risk being out of the question, it can have but one result, namely, profit—all profit. It requires no "long head" to comprehend this statement.

Wholesale Price Current.

Advanced—Opium. Malaga Olive Oil. Linseed Oil. Declined—

Table listing various commodities such as Aceticum, Benzozolum German, Borace, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorum dil, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Aqua, 16 deg, Carbonas, Chloridum, ANILINE, Black, Brown, Red, Yellow, BACCAR, Cubeae, Juniperus, Xanthoxyllum, BALSAMUM, Copalba, Peru, Terabin, Canada, Tolutan, CORTEX, Abies, Canadian, Cassiae, Cinchona Flava, Eucalyptus atropurp, Myrica Cerifera, Prunus Virgini, Quillaja, grd, Sassafras, Ulimus Po (Ground 15), EXTRACTUM, Glycyrrhiza Glabra, Haematox, 15 lb. box, Ipeacac, Iris plox, Jalapa, Maranta, Podophyllum, Rhei, Spigelia, Sanguinaria, Serpentaria, Senega, Similax, Officinalis, M, Scilla, Symplocarpus, Foeniculum, Valeriana, Ingiber, Zingiber, SEMEN, Anisum, Apium, Bird, Carni, Cardamon, Coriandrum, Cannabis Sativa, Cydonium, Chenopodium, Dipterix Odorata, Foeniculum, Foenugreek, Lini, Lini, grd, Lobelia, Pharis Canarian, Rapa, Sinapis Albu, Sinapis Nigra, SPIRITUS, Frumenti, Juniperis, Saacharum N. E., Spt. Vini Galli, Vini Oporto, Vini Alba, SPONGES, Florida sheeps' wool carriage, Nassau sheeps' wool carriage, Velvet extra sheeps' wool carriage, Extra yellow sheeps' carriage, Grass sheeps' wool carriage, Hard for slate use, Yellow Reef, for slate use, SYRUPS, Accacia, Zingiber, Ipeacac, Ferri Iod, Aurant Cortes, Rhei Arom, Similax Officinalis, Senega, Scillae, Tolutan, Prunus virg

Table listing various commodities such as Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, No 1, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Plics Liq, N. C., 1/2 gal, Plics Liq, quarts, Pli Hydrarg, (po. 80), Piper Nigra, (po. 22), Piper Alba, (po. 25), Pix Burgun, Plumbi Acet, Pulvis Ipeacac et opii, Pyrethrum, boxes H & P. D. Co., doz, Pyrethrum, pv, Quassia, Quina, S. P. & W., S. German, Rubia Tincturum, Saccharum Lactis pv, Salicin, Sanguis Draconis, Sapo, W, Lard, No. 1, Linseed, pure raw, Seldlitz Mixture, Sinapis, Snuff, Maccaboy, De Voes, Snuff, Scotch, De Voes, Soda Boras, (po. 11), Soda et Potass Tart, Soda Carb, Soda, Bi Carb, Soda, Ash, Spts, Sulphas, Spts, Ether Co, Myrcia Dom, Myrcia Imp, Vini Rect. bbl, Less 50 gal, cash ten days, Strychnia Crystal, Sulphur, Subl, Roll, Tamarind, Terabenth Venice, Theobromae, Vanilla, Zinc Sulph, Oils, Whale, winter, Lard, No. 1, Linseed, pure raw

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

Sole Agents for the Celebrea

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.	
Barrels, 1,300 count.....	24 50
Half bbls, 600 count.....	22 75
Small.....	
Barrels, 2,400 count.....	5 50
Half bbls, 1,300 count.....	3 25
PIPES.	
Clay, No. 216.....	1 70
" T. D. full count.....	70
Cob, No. 3.....	1 20
POTASH.	
48 cans in case.....	
Babbitt's.....	3 75
Penna Salt Co.'s.....	3 00
RICE.	
Domestic.	
Carolina head.....	6
" No. 1.....	5 1/4
" No. 2.....	5
Broken.....	4
Imported.	
Japan, No. 1.....	5 1/4
" No. 2.....	5 1/4
Java.....	6
Patna.....	5 1/4
SPICES.	
Whole Sifted.	
Allspice.....	9 1/2
Cassia, China in mats.....	8
" Batavia in bund.....	15
" Saigon in rolls.....	32
Cloves, Amboyna.....	32
" Zanzibar.....	11 1/2
Mace Batavia.....	75
Nutmegs, fancy.....	70
" No. 1.....	60
Pepper, Singapore, black.....	10
" white.....	20
" shot.....	16
Pure Ground in Bulk.	
Allspice.....	15
Cassia, Batavia.....	18
" and Saigon.....	25
Cloves, Amboyna.....	22
" Zanzibar.....	18
Ginger, African.....	16
" Cochin.....	20
" Jamaica.....	22
Mace Batavia.....	65
Mustard, Eng. and Trieste.....	22
" Trieste.....	25
Nutmegs, No. 2.....	75
Pepper, Singapore, black.....	18
" white.....	24
" Cayenne.....	20
Sage.....	20
" Absolute" in Packages.....	
Allspice.....	1/8 1/8
Cinnamon.....	84 1/55
Cloves.....	84 1/55
Ginger, Jamaica.....	84 1/55
" African.....	84 1/55
Mustard.....	84 1/55
Pepper.....	84 1/55
Sage.....	84
SAL SODA.	
Kegs.....	1 1/4
Granulated, boxes.....	1 1/4
SEEDS.	
Anise.....	@15
Canary, Smyrna.....	4
Caraway.....	8
Cardamon, Malabar.....	90
Hemp, Russian.....	4 1/2
Mixed Bird.....	5 @ 6
Mustard, white.....	10
Rape.....	9
Poppy.....	5
Cuttle bone.....	30
STARCH.	
Corn.	
20-lb boxes.....	5 1/2
40-lb ".....	5 1/2
Gloss.	
1-lb packages.....	5 1/2
3-lb ".....	5 1/2
6-lb ".....	5 1/2
40 and 50 lb. boxes.....	3 1/2
Barrels.....	3 1/2
SNUFF.	
Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in Jars.....	43
SODA.	
Boxes.....	5 1/2
Kegs, English.....	4 1/2
SALT.	
100 3-lb. sacks.....	\$2 25
60 5-lb. ".....	2 00
28 10-lb. sacks.....	1 85
20 14-lb. ".....	2 25
24 3-lb. cases.....	1 50
56 lb. dairy in linen bags.....	32
28 lb. " drill " 16 18	
Warsaw.	
56 lb. dairy in drill bags.....	32
28 lb. " ".....	18
Ashton.	
56 lb. dairy in linen sacks.....	75
Higgins.	
56 lb. dairy in linen sacks.....	75
Sotar Rock.	
56 lb. ".....	27
Common Fine.	
Saginaw.....	75
Manistew.....	75
SALERATUS.	
Packed 60 lbs. in box.....	
DeLand's.....	5 1/4
Dwight's.....	5 1/4
Taylor's.....	5

SOAP.	
Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.....	3 20
Good Cheer, 60 1-lb.....	3 90
White Borax, 100 1/2-lb.....	3 65
Proctor & Gamble.	
Concord.....	3 45
Ivory, 10 oz.....	6 75
" 6 oz.....	4 00
Lenox.....	3 65
Mottled German.....	3 15
Town Talk.....	3 25
Dingman Brands.	
Single box.....	3 85
5 box lots, delivered.....	3 85
10 box lots, delivered.....	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.....	\$4 00
" plain.....	2 94
N. K. Fairbank & Co.'s Brands.	
Santa Claus.....	4 00
Brown, 60 bars.....	2 40
" 80 bars.....	3 25
Lautz Bros. & Co.'s Brands.	
Acme.....	3 75
Cotton Oil.....	6 00
Marselles.....	4 00
Mafter.....	4 00
Thompson & Chute Brands.	
Silver.....	3 65
Mono.....	3 35
Savon Improved.....	2 50
Sunflower.....	3 05
Golden.....	3 25
Economical.....	2 25
Scouring.	
Sapallo, kitchen, 3 doz.....	2 50
" hand, 3 doz.....	2 50
SUGAR.	



The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 30 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.

Cut Leaf..... \$5 48
 Powdered..... 4 92
 Granulated..... 4 55
 Extra Fine Granulated..... 4 67
 Cubes..... 4 92
 XXXX Powdered..... 5 30
 Confec. Standard A..... 4 42
 No. 1 Columbia A..... 4 36
 No. 5 Empire A..... 4 30
 No. 6..... 4 24
 No. 7..... 4 17
 No. 8..... 4 05
 No. 9..... 3 99
 No. 10..... 3 92
 No. 11..... 3 86
 No. 12..... 3 80
 No. 13..... 3 67
 No. 14..... 3 55

SYRUPS.	
Corn.	
Barrels.....	17
Half bbls.....	19
Pure Cane.	
Fair.....	19
Good.....	25
Choice.....	30
TABLE SAUCES.	
Lea & Perrin's, large.....	4 75
" small.....	2 75
Halford, large.....	3 75
" small.....	2 25
Salad Dressing, large.....	4 55
" small.....	2 65
TEAS.	
JAPAN—Regular.	
Fair.....	@17
Good.....	@20
Choice.....	@24
Choice.....	@32
Dust.....	@10
SUN CURED.	
Fair.....	@17
Good.....	@20
Choice.....	@24
Choice.....	@32
Dust.....	@10
BAKED FIBER.	
Fair.....	@18
Choice.....	@25
Choice.....	@35
Extra choice, wire leaf.....	@40
GUNPOWDER.	
Common to fair.....	@25
Extra fine to finest.....	@55
Choice fancy.....	@75
Choice.....	@28
Common to fair.....	@23
Superior to fine.....	@35
YOUNG HYSON.	
Common to fair.....	@26
Superior to fine.....	@40
ENGLISH BREAKFAST.	
Fair.....	@22
Choice.....	@28
Best.....	@50

TOBACCO.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.....	30 @32
Tiger.....	31
D. Scotten & Co.'s Brands.	
Hiawatha.....	60
Cuba.....	34
Rocket.....	50
Spaulding & Merrick's Brands.	
Sterling.....	30
Private Brands.	
Bazoo.....	@30
Can Can.....	@27
Nellie Bly.....	24 @25
Uncle Ben.....	24 @25
McGinty.....	27
" 1/2 bbls.....	25
Dandy Jim.....	29
Torpedo.....	24
Yum Yum.....	23
1892.....	23
Plag.	
Sorg's Brands.	
Spearhead.....	39
Joker.....	27
Nobby Twist.....	40
Scotten's Brands.	
Kylo.....	26
Hiawatha.....	38
Valley City.....	34
Finzer's Brands.	
Old Honesty.....	40
Jolly Tar.....	32
Lorillard's Brands.	
Climax (8 oz, 41c).....	39
Green Turtle.....	30
Three Black Crows.....	27
J. G. Butler's Brands.	
Something Good.....	38
Out of Sight.....	26
Wilson & McCaulay's Brands.	
Gold Rope.....	43
Happy Thought.....	37
Messmate.....	32
No Tax.....	31
Let Go.....	27
Smoking.	
Catin's Brands.	
Kiln dried.....	17 @18
Golden Shower.....	19
Huntress.....	26
Meerschm.....	29 @30
American Eagle Co.'s Brands.	
Myrtle Navy.....	40
Stork.....	30 @32
German.....	15
Frog.....	33
Java, 1/8 foil.....	32
Banner Tobacco Co.'s Brands.	
Banner.....	16
Banner Cavendish.....	38
Gold Cut.....	28
Scotten's Brands.	
Warpath.....	15
Honey Dew.....	26
Gold Block.....	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.....	25
Old Tom.....	18
Standard.....	22
Globe Tobacco Co.'s Brands.	
Handmade.....	41
Leidersdorf's Brands.	
Rob Roy.....	26
Uncle Sam.....	28 @32
Red Clover.....	32
Spaulding & Merrick.	
Tom and Jerry.....	25
Traveler Cavendish.....	38
Buck Horn.....	30
Plow Boy.....	30 @32
Corn Cake.....	16
VINEGAR.	
40 gr.....	7 @8
50 gr.....	8 @9
\$1 for barrel.	
WET MUSTARD.	
Bulk, per gal.....	30
Beer mug, 2 doz in case.....	1 75
YEAST.	
Magic.....	1 00
Warner's.....	1 00
Yeast Foam.....	1 00
Diamond.....	75
Royal.....	90
HIDES PELTS and FURS.	
Perkins & Hess pay as follows:	
HIDES.	
Green.....	2 @2 1/2
Part Cured.....	@ 3
Full.....	@ 3 1/2
Dry.....	4 @ 5
Kips, green.....	2 @ 3
" cured.....	2 @ 4
Calfskins, green.....	3 @ 4
" cured.....	5 @ 7
Deacon skins.....	10 @25
No. 2 hides 1/4 off.....	
PELTS.	
Shearlings.....	5 @ 20
Lambs.....	15 @ 50
WOOL.	
Washed.....	12 @16
Unwashed.....	8 @12
MISCELLANEOUS.	
Tallow.....	4 @ 5
Grease butter.....	1 @ 2
Switches.....	1 1/2 @ 2
Ginseng.....	3 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

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess.....	14 00
Short cut.....	14 25
Extra clear pig, short cut.....	16 00
Extra clear, heavy.....	16 00
Clear, fat back.....	15 00
Boston clear, short cut.....	15 50
Clear back, short cut.....	15 50
Standard clear, short cut, best.....	16 00
SAUSAGE.	
Pork, links.....	7 1/2
Bologna.....	5 1/2
Liver.....	6
Tongue.....	8 1/2
Blood.....	6
Head cheese.....	6
Summer.....	10
Frankfurts.....	7 1/2
LARD.	
Kettle Rendered.....	9 1/2
Granger.....	8 1/2
Family.....	8 1/2
Compound.....	6 1/2
Cottolene.....	7 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 50
Extra Mess, Chicago packing.....	7 00
Boneless, rump butts.....	10 00
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	9 1/2
" 16 lbs.....	10
" 12 to 14 lbs.....	10
" picnic.....	8 1/2
" best boneless.....	9
Shoulders.....	8
Breakfast Bacon boneless.....	11
Dried beef, ham prices.....	10
Long Cleats, 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
PICKED PIGS' FEET.	
Barrels.....	8 00
Kegs.....	1 90
TRIPE.	
Kits, honeycomb.....	65
Kits, premium.....	55
BEEF TONGUES.	
Barrels.....	22 00
Half barrels.....	11 00
Per pound.....	11
BUTTERINE.	
Dairy, sold packed.....	14
Dairy, rolls.....	14 1/2
Creamery, solid packed.....	18 1/2
Creamery, rolls.....	19
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
FRESH PORK.	
Dressed.....	6 1/2 @ 6 1/2
Loins.....	8
Shoulders.....	6 1/2
Leaf Lard.....	10 1/2
MUTTON.	
Carcass.....	6 @ 6 1/2
Lambs.....	@ 6
VEAL.	
Carcass.....	@ 7
CROCKERY AND GLASSWARE.	
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 ".....	3 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.....	3 70
No. 2 ".....	4 70
No. 2 Hinge.....	4 88
No. 2 Bastic.....	
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
Selects.....	38
No. 2, ".....	38
No. 3, ".....	38
Mammoth, per doz.....	75
STONEWARE—AKRON.	
Butter Crock, 1 to 6 gal.....	06

THE GOVERNMENT BOND OFFER.

The prominent event in the financial world has been Secretary Carlisle's offer to the public of \$50,000,000 ten-year five per cent. bonds to be issued under the Resumption act of Jan. 14, 1875. In order to reduce the rate of interest on the bonds to three per cent. or less, their price is limited to a minimum of 117.223, and they are to be paid for in gold coin. The bids for them will be received up to Feb. 1 at noon. Although the act referred to by the Secretary authorizes the bonds to be sold only for coin with which to redeem the old legal tenders, it is commonly understood that the proceeds of this issue are to be devoted to meeting the deficiency in the public revenues for the current fiscal year.

That the whole \$50,000,000 of bonds offered will be taken at or above the price asked for them is highly probable, but how much more will be subscribed for, and by whom and at what rate, is still a matter of conjecture. Not many of them are likely to be wanted by the army of small investors who during the war and until the resumption of specie payments were liberal subscribers at par for the various issues of Government obligations. If they take the bonds now offered at the premium put upon them, they will have to keep a sort of sinking fund account with them, crediting, every time they receive interest, a part of it to the reimbursement of their capital and only the remainder to income. Thus, supposing a man to pay the Secretary's upset price, \$1,172.23 for one of his \$1,000 bonds, he will get \$50 per year in interest, but at the end of ten years, when the bond is paid off at par, he will lose 172.23. He must, therefore, allow himself as income out of the \$50 only three per cent. on \$1,172.23, or \$35.17, and lay by the other \$14.83 to make up the \$172.23 at the end of ten years. Even then he will have, unless he reinvests the \$14.83 year by year, which in the case of so small an amount is very troublesome if not impossible, only \$148.30 to offset the \$172.23 premium invested at first, and will be out of pocket \$23.93. For this reason, and because of the dislike which most people have to keeping accounts of the kind required, the bonds will not be favorites with the public at large.

Whether the national banks will subscribe for many of the bonds in order to use them as security for circulating notes is doubtful. As the law now stands only \$900 in notes can be issued against each \$1,000 bond deposited, leaving, in the case of these new bonds, \$272.23 as a margin. Possibly some banks may take them for the sake of getting interest on their present unemployed stock of money, but against this must be set off the risk of loss when the bonds have to be sold. Savings banks just now have not much idle money to invest and are getting for what they have 4½ per cent. on loans on bonds and mortgages. The same may be said of insurance and trust companies. A demand for the bonds in Europe cannot be counted on, since money can be invested there at nearly 3 per cent. as well as here. Thus, even British 2½ per cent. consols are a shade under par, and the French Government is offering to extend for eight years, at 3½ per cent., its past due 4½ per cents. All kinds of municipal corporation bonds in Great Britain are also selling on very nearly a 3 per cent. basis, and, besides,

owing to the bad business of recent years, there is not at this moment in that country any great surplus of uninvested capital. Then, again, the bonds offered are payable, principal and interest, in silver as well as in gold coin, and are, therefore, liable to be depreciated by future legislation favorable to silver. This is a point which European investors will not fail to consider.

The purchasers of the new bonds will, therefore, be mostly dealers and speculators, who remember that five years ago the Government 4s were selling on a 2¼ per cent. basis, and that, therefore, a considerable profit is in sight on bonds bought on a 3 per cent. basis. Against this must be reckoned the possibility of further issues by Secretary Carlisle, which may possibly not find a ready sale. He needs to-day \$30,000,000 with which to make up his \$100,000,000 gold reserve, \$5,000,000 and more for sugar bounties, and he has estimated the average monthly deficiency in the national revenues to meet ordinary expenses at \$7,000,000. The proceeds of his present issue will, therefore, carry him on only for a few months, and then he will require more money.

The amount of gold coin wanted to pay for the bonds when they are allotted will be upward of \$58,000,000, the greater part, if not the whole, of which will probably have to be furnished by our New York banks; but, as they had on Saturday \$123,630,100 in coin, mostly gold, and \$114,700,000 in legal tenders convertible on demand into gold, and needed only \$135,576,550 for the reserve required by law against deposits, it is evident that they could spare a great deal more than \$58,000,000, without having to call in any part of their loans. The transaction ought not, therefore, to have a depressing effect upon the stock market, but why it should cause a rise in prices is not clear.

The remarkable fact attending Secretary Carlisle's announced intention of using the proceeds of the bonds for current expenses is the complacency and even approbation, notwithstanding its palpable illegality, with which it is viewed in this section of the country. Nobody can have the audacity to maintain that the resumption act of 1875 was passed with the intention of enabling the Secretary of the Treasury to obtain money for any other purpose than the redemption of the old legal tender notes, and the perversion of it into a means of providing for a deficiency in the public revenue can be justified only by an imperious necessity like that which, during the war, justified the suspension of the writ of habeas corpus. In aiding and abetting the Secretary in this high-handed assumption of unlawful power, our Wall street financial magnates are striking a blow at the respect for law which is the great safeguard of property.

The first step toward this latest perversion of the Resumption act was taken by Secretary Sherman in 1878, when he accumulated in the Treasury \$100,000,000 and more in gold, not for the purpose of redeeming the legal tenders, but for that of preventing their redemption by preventing their presentation. He reasoned, sagaciously, that when people saw that he was prepared to redeem the notes as fast as they offered them they would not want them redeemed, but would hold them with confidence in their value. The next step was taken by Secretary Man-



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Tradesman Company,
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.

ATLAS SOAP

MANUFACTURED ONLY BY

HENRY PASSOLT,

SAGINAW, MICH.

This brand has now been on the market three years, and has come to be regarded as a leader wherever introduced. See quotations in Price Current.

ning in 1885, when he converted Secretary Sherman's personal device into a Treasury regulation which soon came to be regarded and has ever since been regarded by most people as an act of Congress, fixing the amount of the gold reserve fund at \$100,000,000. Now comes Secretary Carlisle and asserts his right both to maintain the \$100,000,000 gold reserve by the sale of bonds, and to deplete it at pleasure when he needs money for pensions, salaries, river and harbor improvements, or any other Government expenditures. That he should be sustained in this course by partisan politicians is not so very surprising, but that he should be sustained by solid and respectable citizens is a symptom of a corrupted public conscience.

The Senators, who by their factious opposition to the legislation which Secretary Carlisle asked for in December, and again a week ago, to enable him to pay the nation's expenses, have given him the excuse for his present threatened violation of law, also deserve condemnation, and it is much to be regretted that the Chairman of the Senate Committee on Finance, to whom the Secretary last appealed, did not introduce the bill he suggested and let the country see who was really to blame for the failure of the Treasury to meet its obligations. This, however, does not justify Secretary Carlisle in what he proposes to do. He is bound to obey the laws as he finds them, and if obedience to them results in temporary national insolvency, he must submit to it. If he carries out the purpose with which he is now credited, and diverts the gold he is attempting to procure to any other use than that for which alone the law gives him even the color of authority to procure it, he should be treated as a criminal by all right-minded citizens. It has been suggested that he can accomplish the diversion without violating the letter of the law by the device of a collusive redemption with gold of legal tenders to any amount he desires, and then paying out the legal tenders in place of the gold. The futility of a trick like this to shield him from the charge of disregarding the law is apparent. What cannot lawfully be done directly cannot be done by indirection. Nor could the trick be practised on a scale large enough to make it practically serviceable. Getting together the amount of legal tenders which would be necessary for the purpose would derange all the business of the country and would speedily be stopped by those who have the power to stop it.

MATTHEW MARSHALL.

Jackson Jottings.

James Greenwood has reopened the Junction Store with a line of groceries, which he will try to sell on the C. O. D. plan.

H. M. Smith has purchased the stock and fixtures from Mr. Seward, corner of Oakhill street and Stewart avenue, and will try his luck in the grocery business.

Grant L. Dunlap has leased the store lately occupied by Q. Walker, corner of East Main and Van Dorn streets, and will open a full line of groceries, which were purchased from Phelps, Brace & Co. and other houses in Detroit.

Touching a man's conscience does not amount to much. When you touch his pocketbook there is business to attend to.

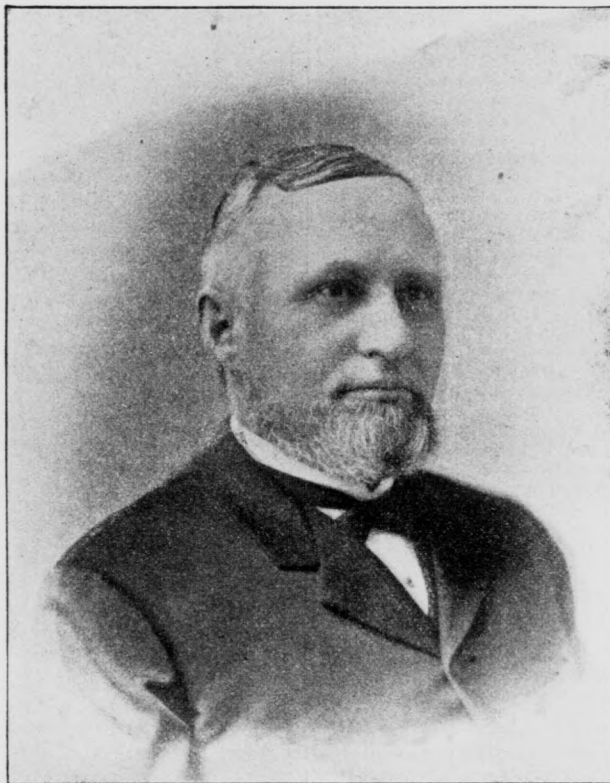
When people have only a little religion they are apt to be ashamed of it.

MEN OF MARK.

C. G. A. Voigt, the Miller Who Turns Grain into Gold.

C. G. A. Voigt was born in the Province of Saxony, Prussia, in the year 1833. In 1847 the family emigrated to America, settling in Michigan City, Ind. The boy had little liking for his father's calling, which was farming, so he soon quit it and went into a grocery store as "boy of all work." As a boy he gave little evidence of the remarkable business sagacity which has since made him so successful in business. As illustrating this Mr. Voigt tells this story on himself: On one occasion while in the grocery store, his employer, Colonel Taylor, gave him 25 cents and sent him out to buy a fish for the family dinner. He soon came across a fish peddler, and asked the price of a fish of rather large size and was told

before the firm began looking about for a new and larger field. Grand Rapids was finally decided upon as the new location, and so, in 1870, Mr. Herpolsheimer came here and started a dry goods store. This establishment has since grown to magnificent proportions, and has for some years transacted both a wholesale and retail business. Mr. Voigt remained in Michigan City until 1875, when the firm, having purchased an interest in the Star Flouring Mills, the business in Indiana was closed out, and Mr. Voigt came to Grand Rapids to take the active management of the mills. The mill firm was known as Mangold, Kusterer & Co. until 1877, when the name was changed to Voigt, Kusterer & Co. Mr. Kusterer was a passenger on the ill-fated steamer *Alpena*, which foundered in a gale on Lake Michigan in the fall of



it was a quarter of a dollar. The peddler showed him another kind for which he only asked 25 cents a dozen. This was a bargain not to be despised. A dozen fish for the price of one! He took the dozen. Hastening back to the store, he triumphantly displayed his purchase. The Colonel looked at them, then at the boy, and uttered the one word "suckers," and the lad was sent back, somewhat crestfallen, to buy a fish that "a gentleman could eat," and was told not to attempt any more bargain making in the fish line. He remained in the grocery store about two years, when he concluded that dry goods was more to his liking. He soon secured a situation in a dry goods store, where the first article he sold was a grindstone. It was while in this situation that he made the acquaintance of Wm. G. Herpolsheimer, with whom he has been for so many years associated in business. Mr. Voigt remained as a clerk in that establishment for twelve years. In 1865, with Mr. Herpolsheimer as a partner, he embarked in the dry goods business in Michigan City on his own account. The venture prospered from the start, and it was not long

1880. All on board were lost. Shortly after this terrible event the firm of Voigt, Kusterer & Co. became C. G. A. Voigt & Co. and this has been the style of the firm ever since. When Mr. Voigt assumed charge of the Star Mills, it was a "stone" mill, having seven run of burrs and a daily capacity of 150 barrels. It is now one of the best equipped roller mills in the State and has an average daily capacity of 350 barrels, and its various brands are known all over the country. To be first a successful dry goods merchant and then a successful miller is the record which Mr. Voigt has made for himself, and it is to his business foresight, enterprise and energy that the success of the milling interests of the firm are due. In 1882 the firm purchased the Crescent Mills, the average capacity of which is 350 barrels per day. This mill has, also, prospered since becoming the property of the Voigt Milling Co.

Mr. Voigt is a member of the Michigan State Millers' Association and Vice-President of the Michigan Millers' Insurance Company. He is a member and vestryman of St. Mark's Episcopal

Church. He was married in 1860 to Miss Elizabeth Wurster, of Michigan City, Ind. Of the children born to them six are now living, the oldest of whom, Frank A., has been for five years manager of the Crescent Mills.

Personally, Mr. Voigt is one of the most peculiar men in the city. Gruff in manner and severe in statement, he impresses a stranger as being the incarnation of discourtesy, but a slight acquaintance mellows the gruffness into gentleness, and those who are well acquainted with him forget the reception he invariably accords the stranger. He is a man of marvelous discernment and intuition, reading men at a glance as easily as many people read a book and forming conclusions of men and methods which invariably prove to be correct. Whether his advice is asked on matters pertaining to the dry goods or the milling business, politics or religion, his reply is always pertinent and his conclusion so sweeping as to admit of no argument. He is a strong friend and will go to any extremity to serve one who has done him a favor. On the other hand, he is a good hater, and has never been known to go out of his way when there is an enemy to punish. Taken as a whole, Mr. Voigt possesses an individuality that is unique in the extreme, and his life presents many features which can be taken as patterns by the young men of the day.

The man goes to bed tired who spends the day in looking for an easy place.

WALTER BAKER & CO.

The Largest Manufacturers of

COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

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GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets. Special Correspondence.

NEW YORK, Jan. 27--New York jobbers have no cause for complaint in the trade that has come to this market during the past week. While it is true that there has been no particular rush, still trade has been very good, and what improvement has transpired is of a character that has great possibilities of lasting, because it is based upon an increase in demand. An encouraging feature of the week was supplied in a further increase in both the volume and heaviness of outside orders, which bespeaks more active business. The distribution of grocery staples for the week compares favorably with the corresponding period of last year, which is rendered still more encouraging when it is remembered that trade was remarkably good at that time.

Deliveries of coffee and sugar are somewhat lighter, but they do not show any marked shrinkage, while both raw and refined have advanced. Tea is rather inactive, but canned goods, especially tomatoes, are doing a fair trade for future delivery. One cause for the improvement of the week is supplied in the fact that the stock of groceries throughout the country is extremely low, and that many of the orders have come from sections where buyers have heretofore held back purchases until the last possible moment, awaiting a more favorable outlook. In reality, this holding back was unprofitable, for throughout the grocery trade the effects of the "hard times" has been more sympathetic than actual and has not been as pronounced as generally pictured; but this feeling of sympathy has been strong enough to withhold orders, until the stocks throughout the country have gradually dwindled down to almost nothing; lower, in fact, than have ever been known.

The general condition of business throughout this section has now changed, however, and the people in general are talking less about hard times, dull trade, etc., and are getting right down to their old-time business hustle. Retail merchants are having a much better trade than during the last few months and are experiencing less difficulty in getting in collections. One feature of the week was the presence of more buyers in the market than at any time since the reign of the panic, and the cheerful tone of the market was pronounced.

It is, therefore, not strange that, coupled to these conditions, the influx of a considerable number of good buying orders should have had a stimulating effect upon the market. It was of the nature of a revival of demand after a period of inactivity and depression, and, as a large portion of the business was from out-of-town buyers, it bespeaks a general brightening up all along the line. In the opinion of the leading houses here the policy of buying from hand to mouth, which has been so extensively practiced by jobbers since last July is rapidly terminating, and will soon cease altogether, as buyers are now awakening to the fact that, unless they are prepared to carry stocks, they have but little chance in participating in the advantages of a rise in prices which is almost certain to come with the increased activity. Owing to this and the low prices at which the majority of staples are selling, dealers are beginning to stock up again, and the depleted stocks throughout many sections of the country are thus being replenished.

In the matter of prices, much the same conditions exist, and no important change has transpired in the quotation of any of the principal staples during the week. The prominent houses of this market report a few prices slightly above those of a year ago; but, in the main, general prices are lower than the ruling quotations of last year or the previous one. In the majority of instances, however, prices are hardening and the strength displayed indicates a general advance attendant with a revival of activity.

Collections, as a rule, are reported fair in the wholesale line and are improving. Good pay buyers are making settlements promptly, but those who are naturally slow are holding off payments, evidently for the purpose of accumulating funds.

Business in refined sugar was fairly good during the week and reports were generally of a cheerful nature, with indications of larger orders on the way. The market for raw was quiet, but holders were firm and prices closed strong, with a possibility of hardening.

It is reported that a new influence has sprung into the market which may prove as powerful as the Trust. It is to the effect that Cuban planters were much pressed for money with which to handle the enormous crop and that the Rothschilds took up the entire loan and now practically control the whole Cuban crop. It is also rumored that Spreckels has contracted to ship raw sugar around Cape Horn to New York, to be refined here and returned West by rail, this arrangement being calculated to prove more profitable than refining at San Francisco. Should this plan be carried out, it is probable that the loss to concern on the Pacific coast will be enormous.

Coffee has been dull, with demand light, and jobbers are unable to dispose of the stocks on hand. Roasters have ceased to purchase packages until they actually come upon the market. No. 7 Rio spot has suffered fractional decline. The visible supply is only 60,000 bags below that of last year, although the difference was more than twice this amount three weeks ago. Compared with a year ago, however, the month of January has so far been a very dull one in this line. The stock of Brazil coffee in New York is 206,804 bags, and in the United States 247,958 bags, making the American visible supply 529,958 bags, against 514,710 bags at the same time last year.

Business in the tea line has been only fair during the week, with a slow movement predominant. Jobbers do not report any quickening of goods moving into consumption; hence do not seem disposed to invest heavily in invoices. The general condition of trade is quiet.

A fair demand prevails in all lines of domestic rice, but transactions are limited to immediate requirements. The spirit of conservatism is not only due to that general disposition which has prevailed for months past, but also to a lack of confidence in regard to the future of the market. Anyone with a short memory can recall the sharp advances made within the last six months and this, together with the knowledge that foreign of better grade is obtainable at equal prices in domestic, makes buyers independent and free of apprehension in the matter of forward supply. Present high prices are said to be due to manipulation and the moment that the parties thereto are full or weaken, more or less recession is likely to occur. As a matter of fact Rio is grown about as cheaply as wheat and as the yield is three or four times greater, it can be seen at a glance, even the prices of last summer could not have been unremunerative, foreign moving freely, dividing honors about equally with the domestic.

In spices, the market is quiet, with prices generally steady.

In canned goods, very little is doing, with the exception of a moderately active trade in tomatoes for future delivery. Prices, however, have remained steady, and there appear indications of a better demand coming; hence the outlook bids fair to advancing prices.

Taking the week as a whole, business may be described as fair, with prices generally firm, and a feeling of cheerfulness predominant. JAMES.

Grains and Feedstuffs.

Wheat--The cereal touched the lowest point in the history of the crop last week, going to 58½c in Detroit and 52c in the local market. Buying for the week was mostly speculative, and the amount small. Holders were shy and offerings small. A firmer tone prevails this week and the price in the local market is back to 53c.

H. R. Savage has engaged to travel for the Ball-Barnhart-Putman Co., taking the Lake Shore towns, including Traverse City, Manistee, Ludington, Frankfort, Pentwater and Muskegon.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.		6	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8%		
Cut Loaf			8%
Extra H. H.	8%		

MIXED CANDY.			
	Bbls.	Palls.	
Standard	5%	6%	
Leader	5%	6%	
Royal	6%	7%	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	7½	8½	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8%	
Modern, 30 lb.		8	

FANCY--In bulk			
		Palls.	
Lozenges, plain		8%	
" printed		9%	
Chocolate Drops		12	
Chocolate Monumentals		12%	
Gum Drops		5	
Moss Drops		7%	
Sour Drops		8%	
Imperial		10	

FANCY--In 5 lb. boxes			
		Per Box	
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		60	
" printed		65	
Imperial		70	
Mottoes		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85@95	
Plain Creams		80	
Decorated Creams		90	
String Rock		60	
Burnt Almonds		1 00	
Wintergreen Berries		60	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " "		51	
No. 2, " "		28	

ORANGES.			
Russets, 96		1 75	
Russets, 120		2 00	
Russets, 150-176-200			
Brights, 126		2 25	
Brights, 138			
Brights, 176-200-216		2 75	

BANANAS.			
Small		1 50	
Large		2 50	

LEMONS.			
Extra choice 200		4 50	
Extra choice 300		4 00	
Extra fancy 300		5 00	
Extra fancy 360		5 00	

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 6b.		@13	
" " 10b.		@13	
" extra " 14b.		@15	
Dates, Fard, 10-lb. box		@ 7½	
" " 50-lb. "		@ 6	
" Persian, 50-lb. box		@ 5	

NUTS.			
Almonds, Tarragons		@16	
" Ivaca		@15	
" California		@	
Brazils, new		@10½	
Filberts		@11	
Walnuts, Grenoble		@13½	
" French		@10	
" Calif.		@12	
Table Nuts, fancy		@12	
" choice		@11	
Pecans, Texas, H. P.		@ 7½	
Chestnuts			
Hickory Nuts per bu.		1 25	
Cocoanuts, full sacks		4 50	

PEANUTS.			
Fancy, H. P., Suns		@ 5	
" " Roasted		@ 6½	
Fancy, H. P., Flags		@ 5	
" " Roasted		@ 6½	
Choice, H. P., Extras		@ 4	
" " Roasted		@ 5½	

OILS.

The Standard Oil Co. quotes as follows:

BARRELS.			
Eocene		8%	
XXX W. W. Mich. Headlight		7	
Naphtha		@ 6½	
Stove Gasoline		@ 7½	
Cylinder		@ 36	
Engine		@ 21	
Black, 15 cold test		@ 8%	

FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	

POULTRY.

Local dealers pay as follows:

LIVE.			
Turkeys		8 @ 8%	
Chickens		7 @ 8	
Fowls		6 @ 6½	
Ducks		8 @ 9	
Geese		8 @ 9	

DRAWN.			
Turkeys		10 @ 11	
Chickens		10 @ 11	
Fowl		9 @ 10	
Ducks		10 @ 11	
Geese		10 @ 12	

UNDRAWN.			
Turkeys		9 @ 9½	
Chickens		7½ @ 8	
Fowls		6½ @ 7	
Ducks		8 @ 9	
Geese		8 @ 9	



SEND US YOUR

BEANS,

WE WANT THEM ALL. NO MATTER HOW MANY.

Will Always Give Full Market Value



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.

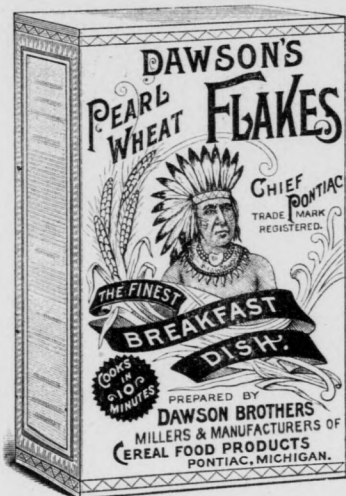


A LADY'S GENUINE: VICI: SHOE,

Plain toe in opera and opera toe and C. S. heel. D and E and E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen.

REEDER BROS. SHOE CO., Grand Rapids, Mich.

DAWSON'S
Pearl Wheat Flakes,
 THE FINEST BREAKFAST DISH



CLEAN, WHOLESOME,
 Free from Lust 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.

IF YOU WANT THE BEST

ORDER

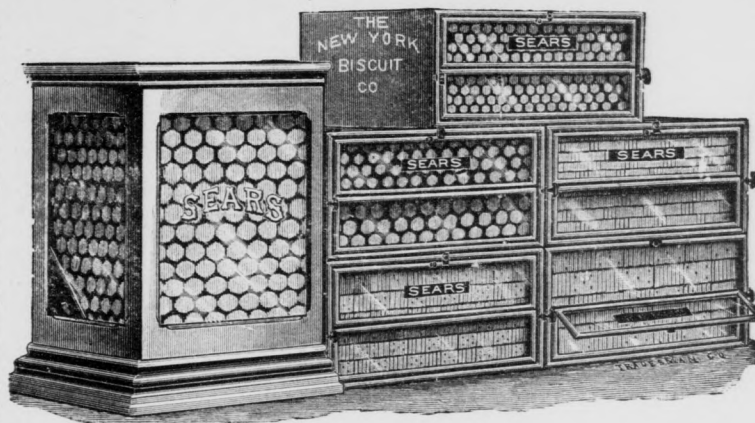


SOLD ONLY BY

I. M. Clark
Grocery
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.

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.

H. LEONARD & SONS,

MANUFACTURERS AGENTS FOR

THE STANDARD LIGHTING CO. WONDERFUL "NEW PROCESS" STOVE,

The Original Evaporating Vapor Stove.

A STOVE

That lights like Gas.
That Makes no Smoke or Smell.
Calling for no Skill to Operate It.
That Never gets out of Order. That is Safe for a Child to Use.
That Pleases the User, Satisfies the Dealer, and STAYS SOLD.

We Give

The agency of the New Process stove to but one dealer in a place. If there is No Agency in your town and you will give us your order for a sample stove and place an order for three or more stoves after receiving the sample, we will give you the exclusive sale of the New Process Stove in your town.

THIS IS THE FIFTH YEAR for the New Process Stove. Over 3,000 sold in Michigan last year, and where they are once sold they never come back.



STYLE OF THE NO. 3 NEW PROCESS STOVE FOR '94.

BEAR IN MIND

That the Standard Lighting Co. New Process Stove is the Original "New Process" Stove, and all other manufacturers pay a royalty to this firm. So in handling the New Process Stove from us you not only have the original but THE BEST New Process stove on the market to offer your customers.

DON'T BE IMPOSED UPON by buying other makes of New Process Stoves, whose agents tell you theirs are just as good as the Standard Lighting Co., when we offer you the Original New Process at the same price you would pay for an imitation. Our price to you is ABSOLUTELY GUARANTEED, and this article is one of the few things on which a dealer is sure of a fair profit as no one can buy them cheaper.

THE CORRECT PRINCIPLE is used in the New Process Stoves, they EVAPORATE the gasoline, do not GENERATE, and are absolutely without any of the complicated and annoying devices used on all vapor stoves before its introduction, and by actual test during the past four years it has been proven that they consume less Gasoline for the amount of heat given than any other style or kind of vapor stove.

A GREAT IMPROVEMENT has been made this year in the OVENS, they are now made of PLANISHED STEEL, ASBESTOS LINED, on the patent "Reflex" principle, arranged in semi-cabinet form, and are guaranteed to be a perfect roaster and baker.

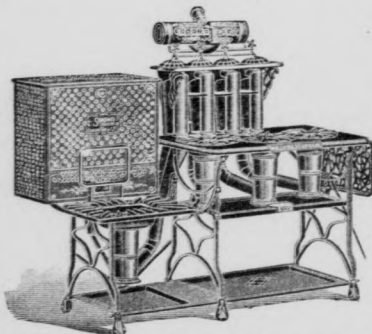
Our Cabinet Ranges have the largest oven ever used on this style of a stove.

GIVEN AWAY

With every one of our New Process Stoves this year we send a 300-page copyrighted Cook Book, handsomely bound in White Oil Cloth, full of valuable receipts and information for the housekeeper. This book retails at any book store for \$1.50, and is a strong argument for a dealer to use in selling the New Process Stove.

Be up with the Times and Write us at Once for the Agency of this Wonderful Stove.

DON'T MAKE A MISTAKE IN BUYING UNTRIED EXPERIMENTS BUT SECURE THE AGENCY FOR THE "NEW PROCESS."



STYLE OF THE NO. 4 NEW PROCESS STOVE FOR '94.



STYLE OF THE NO. 8 NEW PROCESS CABINET STOVE FOR '94.

H. LEONARD & SONS, Grand Rapids, Mich.