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NO. 543

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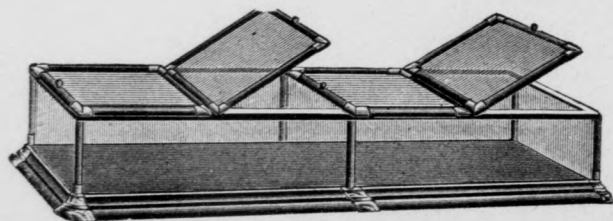
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 14, 1894.

NO. 543



ESTABLISHED 1841.

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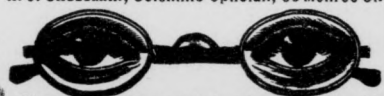
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IN A POTATO CAR.

How a Michigan Dealer Entertained a Train Robber.

Christmas eve away from home and the loved ones is a dreary period of the year. At least so thought Charles McKeena, as he traversed the top of his nine cars of potatoes en route for the Southern market. He was one of the young dealers, and, as his operations were not extensive, it was imperative for him to personally "fire" his own cars. If none of the potatoes were frozen before he reached New Orleans, a handsome profit would await him there, for there was a big margin just at this time.

It was lonesome work at the best, not without an element of danger, and work which required constant attention in order to keep the fires from going out. The young man was just beginning in business and upon the fine condition of the potatoes when they reached New Orleans was staked his all. Seated before the fire in one of the cars, he rested his head on his hands and meditated about his wife and the two little ones, who were he at home at that moment, would be clambering upon his knees before the lighted tree in the cosy parlor. But the profits of the trip would represent several hundreds of dollars, and it was better for him, he thought, to be away from home with the prospect of being able to provide a few luxuries for his little family than to remain with them and partake of their pleasure in the festivities. The fire glowed brightly and his heart was filled with hope, energy and ambition as he gazed into its ruddy depths. Behind him his shadow was cast in grim outlines upon a gloomy background, while the solitude of the moment seemed enhanced by the rhythmic sound of the wheels upon the rails and the creaking of the car, which denoted a bitter cold atmosphere outside. Suddenly the train slowed up on a switch, where it remained about half an hour, and then the express bound for Chicago rushed by. For a moment he wished himself aboard the other train, picturing to himself the rapturous meeting on the morrow, when he would hold his wife in his arms and feel the little ones trying to climb up his legs, and then the long freight started with a jerk, every timber creaking dismally. Soon it was speeding along at a normal rate, and the steady rhythmic sound was resumed upon the rails and—then he fell asleep.

How long he rested in his chair he did not know, when he came to himself with a start, being almost thrown from his chair by a jolt as the train again stopped on a switch. Drawing out his watch he consulted it, and then gave an exclamation of alarm. He had overslept himself; the fires were probably out by this time; the frost had entered the potatoes, and he was ruined. "Confound it," he said, "and I was just congratulating myself on the success of my journey." Hastily making his way to the next car, to his surprise the fire in the stove was burning brightly, and the interior, if anything, was too warm.

"By Jove," he remarked, "this is funny." Then he consulted his watch; it was running, and, being a reliable timepiece, he knew there could be no mistake about the time. Then how was it the fire was burning? But it was no time to think, and he hurried to the next car. There it was even warmer than in the first car. He stared at the stove in amazement.

"That's funny, too," he commented, pulling at his mustache.

In the third car the air was like that of the hot room in a Turkish bath, and he opened the door.

"It's getting mighty odd," he solilo-

quized, wiping the perspiration from his brow.

The next four cars were in a like condition, and he was immensely relieved and more puzzled than ever. Who in the world could have fired his stoves for him? No employe of the road, he was sure. He entered the last car, and was surprised to see a tramp seated near the stove, toasting his toes to his heart's content.

"Hello," said McKeena.

The tramp started to his feet. He did not seem alarmed, but his attitude was that of one who instinctively puts himself on the defensive. McKeena himself might have felt more concerned had he known that the hand which the intruder had in his pocket held a revolver, which was pointed direct at the other. But McKeena, not appreciating this fact, was unconcerned, though rather curious.

"Hello," responded the tramp to McKeena's exclamation.

For a moment they stood there, and then McKeena, waving his hand, said:

"Don't mind me."

"All right," remarked the tramp, and with that he seated himself again before the stove. McKeena also drew up a chair. Then he took a cigar case from his pocket.

"Smoke?" he asked.

"Thanks."

After a few whiffs the tramp remarked:

"Be you the feller that runs the potatoes?"

"I am."

McKeena himself lighted a weed and then said:

"I presume it was you who fired the stoves?"

"It were."

"Much obliged."

"Don't mention it. You lemme ride and I'll call it square, pard."

"Very well. How far are you going?"

"New Orleans."

"You are a great traveler?"

"I'm on the road some," responded the other briefly. Apparently he did not care about discussing his private affairs at length. However, he added: "I prefer potato cars in winter, 'cause they's warm. It beats riding on the trucks when there's snow on the ground."

Then they both smoked in silence. McKeena examined his companion casually. He was a tall man of athletic figure, and it was evident that he possessed enormous strength. His face was covered with a bushy growth of whiskers, and he had eyes as bright as two coals. He puffed at his cigar with evident enjoyment.

"Nice weed," he remarked.

"Yes; a Henry Clay."

"You don't happen to have any lick?"

McKeena produced a large flask of brandy and handed it to him. He gulped down half the contents and gave a sigh of evident pleasure. In a few moments he grew more mellow, and his eyes had a light that was less fierce in its intensity.

"How's potatoes?" he said.

"Good."

"Any family?"

"Yes; wife and two."

"Miss 'em?"

"Yes."

"Specially on Christmas eve?"

"Yes."

"I reckon they'd feel mighty bad if anything happened to you?"

"They would, indeed."

"Boys or girls?"

"One of each."

"How old?"

"Five and seven."

The tramp took another drink, and something like moisture appeared in his eyes.

"I had a wife once," he remarked.

"Indeed?" said the other, with a show of interest. "Where is she now?"

"She was sent to j— I mean, she died. She had consumption."

McKeena attempted to give evidence of sympathy, and the ragged intruder tipped back his head and held the flask to his lips. Then his eyes gleamed more than ever.

"Had a kid, too," he remarked.

"What's become of him?"

"He's in the reform—that is to say, stranger, he is now a prosperous merchant in New York. He lives on Fifth avenue, he does, and has an English coachman."

"You don't tell me?" commented McKeena, endeavoring to look as though he believed the other's narration.

"Pon honor."

Again there was silence, which was broken by the tramp.

"Any vittels?"

"Yes."

McKeena produced his lunch basket and his visitor ate ravenously, as though he had not touched food for twenty-four hours.

"You turn in, pard," remarked the tramp. "I'll keep up the fires."

The other hesitated, but finally laid down and took a nap. All the way to New Orleans this program was followed. Early one morning, as the train stopped, the tramp said:

"Good-bye."

"Are you going?"

"I think I'll light out before we git to town."

"Well, good-bye." Then, with a sudden burst of generosity, remembering the service in keeping the potatoes from freezing that night:

"Have—have another drink?"

The tramp accepted the invitation and seemed to hesitate. Then he turned to the other and handed him an envelope. Before McKeena could answer he was gone. The former mechanically handled the envelope and then he opened it. In it was a crisp \$20 bill and the following message:

"You Did me a good Turn. Bi a Christmas present fur de Kids. I wuz Hard pressed Wen i cum to de train an yu Took a stranger in an Nourished Him. Giv my Regards to de little wife; Likewise de Kids an Bi a Drum fer de Boy. at first i thought i'd Bore you, But i'm glad i diddent Now. i Had de gun on you wen yu com in, but yu wer Kerteous an i diddent Shoot. i wuz thinkin' to Lay yu out an i Ain't sory i diddent. with Kind regards, From yur ole Pal, believe me, verry Faithfully yourn, Bill McGinnissy."

Bill McGinnissy was the name of the train robber whose misdeeds had made him the terror of the South. He was wanted for about fifty crimes. The young merchant shuddered and then gazed doubtfully at the new crisp \$20 bill.

FRANK STOWELL.

Make Your Store Attractive.

From the Dry Goods Economist.

Do all in your power to make the store, both inside and out, inviting, enticing and altogether up-to-date.

People of to-day want modern homes, with all modern conveniences. Will they go to dismal, dingy, be-hind-the-times stores for their fixings and furnishings?

Use every good novelty or new idea you can get hold of, especially in displaying goods, but do not lose heart because you cannot always hit upon a novel idea in display or advertising.

Despise not good, tried methods, simply because they have been tried before. Good business methods, well directed, will surely bring success, and half-hearted, spasmodic outbursts cannot be depended on for steady business.

"Do you take this man for better or for worse?" asked the minister. "I can't tell until I have had him for a little while," returned the bride.

RAISING THE RATES.

Official Reasons for the Recent Action of the Insurance Companies.

THE TRADESMAN has been interviewing prominent business men on the recent raise in insurance rates, referred to in last week's issue of this journal. The general consensus of opinion appears to be that a reasonable raise was unavoidable, as the ruinous competition of the last few years, "bad" business and an unusual number of large conflagrations during 1893, had reduced insurance companies to the alternative of either raising rates or going out of business. Many companies, in fact, were forced to suspend, while nearly all were compelled to draw on their surplus. While the reasonableness of a moderate raise was generally conceded, the opinion was frequently and very emphatically expressed that much of the loss was directly due to mismanagement on the part of the companies themselves. In their eagerness to get business, agents were allowed, and, in some instances, even instructed, to cut rates away below the point at which it was possible to write profitable insurance. Buildings which are veritable fire traps were written at a rate considerably less than the rate on other risks which were comparatively safe, thus obliterating, almost entirely, the classification of risks which is supposed to govern agents in fixing the rate. What happened as a result of this folly might have been foretold by the veriest tyro in insurance. Two years of such business, together with one exceptionally bad year in point of losses, has driven many companies to the wall, and compelled the remainder to raise rates from 10 to 66 per cent. Now insurers in this city are told that rates were too low here, much lower than in any other city in the country on the same class of risks, and that it was only a matter of time when rates would have been raised anyway. That rates have been too low is the fault of the companies themselves; the agents who made the rates were being continually urged to "get business;" rates appeared to be a secondary consideration, the aggregate amount of insurance written by the agent being the criterion of his success. Insurers, very naturally, were glad to get the low ratio, but are not at all responsible for them. That insurance men have, at last, come to the conclusion that the ruinous methods of the past must be replaced by something which, in some degree, resembles ordinary business principles, is a matter upon which they are to be congratulated. That they have begun by "reforming" rates is but natural, but it is hoped they will bear in mind that reform is needed fully as much in several other directions. While they are reforming the rates, perhaps, in addition to raising them, something like equality may be attempted. The differences in the risk will always, and very properly, make a difference in the rate, but, the risk considered, equality is easily attainable. There has, apparently, been no attempt at equalization in the scramble after business during the past two or three years, the agent's desire to write the insurance obscuring his sense of justice to the insured. Doubtless the good work of reform will include this abuse as it is so closely connected with the "extremely low rates," the point of departure already noted. A check of some sort will, no doubt, be placed upon

agents, many of whom have in the past taken risks which no reputable company ought to take. This is an important point to be considered, at least, from the standpoint of policyholders, as it will tend to decrease the risk of loss to the companies, and so ensure greater probability of a prompt payment of legitimate losses.

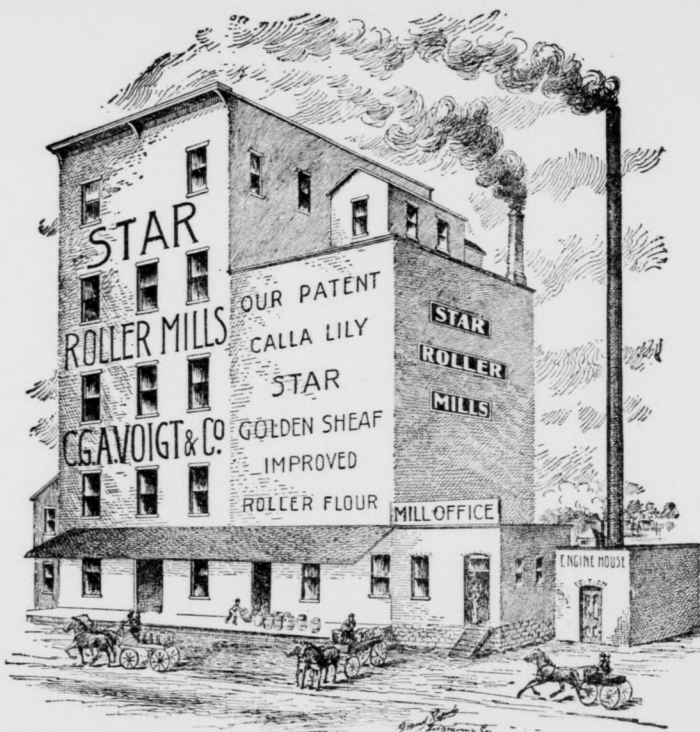
The public will welcome any reform in methods on the part of the insurance companies, which will restore confidence in their stability, even though such reform may mean increased cost of insurance. But if the recent flurry means merely an attempt on the part of the companies to recoup themselves for past losses, it may prove to be a boomerang. Below is given the result of some of the interviews referred to in the beginning of this article:

Geo. W. Gay (Berkey & Gay Furniture Co.): We are not affected by the raise. We are what is called a "protected" risk, all our buildings being equipped with automatic sprinklers throughout. This makes a great difference in our favor in the price of insurance, though from the nature of our business we expect rates to be somewhat high. As to the increased rates, I think you will find on investigation that they were absolutely necessary if the companies are to continue to do business. While it is true that the year just closed was an extremely bad one, as a reference to reports will show, yet it is equally true that insurance companies generally have for some years been doing business at a loss. Competition has forced rates down almost to the vanishing point, with the result that many of them have been compelled to close their books. So you see, if policy holders are to stand a reasonable show of getting their insurance in case of fire, insurance companies must make more money, and to do this they must raise rates. If they have done so it was from absolute necessity, though they may, perhaps, have gone to an extreme.

Morris Heyman (Heyman Company): Our rates have been raised 50 per cent., notwithstanding that we consider we are well protected from fire. There is a fire wall on either side of us, and we have fire alarm boxes on almost every floor. The entire building is steam heated and we are only a short distance from the hose house on Crescent avenue; so that the risk on our property is reduced to a minimum. It will do no good to kick, I suppose, so, as we must have the insurance, we must "grin and bear it."

Wilder D. Stevens (Foster, Stevens & Co.): The rate on our property has been advanced fully 50 per cent. within the past few months, and, in addition, we are compelled, in order to get what we think is adequate insurance, to insure under the "co-insurance" clause. This means that we must insure to 80 per cent. of the full valuation of our property. Of course, I am aware that an increase in rates had become necessary, and I have no very great objection to it for that reason. An insurance policy is worthless unless the company carrying it has money on hand to honor it in case of fire. Insurance business has been done at a loss for some time, and one of the reasons for this is that rates have been too low. This is especially true of our own city. I think you will find, if you will look into the matter, that, all things considered, rates are lower in Grand

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Note these prices:

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Choice Pure	9

WESTERN MICHIGAN AGENTS FOR

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Rapids than in any city in the country. I don't object to reasonable rates and I believe that insurance men, as every other class of business men, have a right to make a fair profit on their business.

Amos S. Musselman (Musselman Grocer Co.): When it was first intimated to us that rates were to be raised I prepared to make a tremendous kick, but when I saw that they had only raised us 8 per cent., I concluded that it was not worth making a fuss about. I understand, though, that the raise in many cases is fully 50 per cent. I don't see what should make so great a difference in rates as 32 per cent. It seems almost like discrimination. I think, in justice to the insured, Mr. West should give a full and candid explanation of his action.

Wallace Giddings (Ball-Barnhart-Putman Co.): We were raised from 65 to 85 cents about two years ago and we kicked so vigorously that they put the rate back to 75 cents. Then they turned round and compelled us to insure under the co-insurance clause which compels us to insure for 80 per cent. of our full valuation. The present raise has not touched us, so we have nothing to kick about.

H. B. Fairchild (Hazeltine & Perkins Drug Co.): We are classed as extra-hazardous, so that our rates are high anyway. We carry more than the amount required by the co-insurance clause, yet from the nature of our business, our rates are very high.

E. A. Moseley (Moseley Bros.): We were raised from 65 to 75 cents, which we do not think unreasonable. I understand the ratio of increase imposed upon others is much greater; why, I do not know—on account of the extra risk, I suppose.

Henry Spring (Spring & Company): We have not had our rates raised for some time, so we have nothing to complain of. But I don't see why the insurance companies are raising rates in Grand Rapids. There have been fewer losses in this city than in any other city in the country, and it looks very much like punishing the innocent for the guilty—making this city pay the losses incurred in other parts of the country.

The above opinions are from men who are interested in good, sound insurance, and who know, moreover, when they get it. They are interested just to the extent of the insurance they carry. Their opinions are based upon their knowledge of the facts in the case, and are given without prejudice. It is considered but fair to the insurance companies to give their side of the question, and, with this end in view, Mr. D. B. West, of the Inspection Bureau, was called upon. Mr. West is in every way competent to state the case for the companies, is fully posted on all that pertains to insurance, and possesses the full confidence of the managers of the companies he represents.

D. B. West (Deputy Inspector Michigan Rating Bureau): The recent advance in fire insurance rates in Grand Rapids, either as to its general application or as to its percentage, is not exceptional. There has been a similar advance in nearly every important city in the country, and especially in those where the rates had been forced down below the minimum average. The fire insurance companies transacting business in full compliance with the law have found it necessary to do two things, if they would longer continue in exist-

ence—reduce expenses and advance rates of premium. A reduction in expenses was commenced a long time ago and the work is still going on, but that in itself is not sufficient to meet the necessities of the case. The loss ratio continues to grow rapidly, each year outstripping its predecessor; 1893 going \$24,000,000 beyond 1892, and the last named millions beyond the average of preceding years. To enumerate all of the companies which have been swept out of existence by the fire fiend would occupy too much space. They constitute the great silent majority. Of those still on earth and doing business, but very few can show any profit whatever, excepting only that which may have been made from the fortunate investment of funds, and, in this respect, the tremendous depreciation in values during the year just closed has, in a large number of instances, more than equalled the financial gains from investments made in prior years.

The year 1893 was one of fearful disaster to fire insurance companies generally. It is too early yet to compile the financial exhibits of all the companies as they stood on December 31. Many of them have not yet been published, but, from such as have appeared, the magnitude of their losses is plainly evident. There are quite a number of instances where these exceed the entire premium receipts, and many others where the ratio runs from 70 to 80, 85 and 90 per cent. Without giving names and details, I will quote the total figures compiled from the recently published official statements of a few leading companies: One prominent stock company shows an income of \$2,175,000 and expenditures of \$2,614,000. Another an income of \$937,000 and expenditures of \$1,451,000. The loss ratio of one of these companies is 90 per cent. and of the other over 100 per cent. of their respective premiums. One leading mutual company shows expenditures of \$140,000 in excess of income, and a loss ratio of 85 per cent. Ten first-class stock companies show expenditures of \$1,736,000 in excess of income, and an average loss ratio of 80 per cent.; and the average loss ratio of all which I have been able to examine thus far is over 73 per cent. To secure permanently sound indemnity, this loss ratio should not exceed 50 to 55 per cent., and any one can understand that to go far beyond this limit means ultimate ruin if continued.

What are the causes? Great concentration of values, giving immense areas to be insured as a unit, adverse legislation, defective building laws, or non-enforcement of present laws, or both; increase in the use of earth oils and gasoline for fuel, and of electricity for light and power, with defective wiring, or insulation, or both. "Heat and electricity are different states or conditions of one and the same thing, and each can be readily converted into the other. If the passage of electricity be retarded in any part of its circuit, the current of electricity develops heat. *Bad joints and imperfect connections will get red hot.*" All these constitute a part only of the leading causes. If good, sound, legal fire underwriting is to be continued, a reasonable advance in rates all around is essential, and risks of large area, and especially those consisting wholly or mainly of merchandise or property liable, in event of fire, to severe loss or damage, and risks which in all time past have been unprofitable to the underwriter, should,

in equity, be advanced to a greater extent than others. The records of a large number of companies conclusively show that many classes of risks would not pay any profit to the underwriter at an advance of 100 per cent., unless very decided improvements are to be made therein. Grand Rapids is a good town and stands well in the eyes of the people generally, but, from an insurance point of view, its record is only moderately fair. For the past five or six years about 56 per cent. of its fire premiums have been paid back in settlement of its fire losses, but just prior to that time its loss ratio was very much greater. The record for the last two years is as follows: Fire loss May 1, 1891, to May 1, 1892, \$151,155; insurance, \$133,521; fire loss May 1, 1892, to May 1, 1893, \$163,501; insurance, \$135,696. [See Chief Lemoin's official report.] This makes an annual fire loss of about \$1.75 per capita. It may be soon again far ahead of the insurance companies in this respect. We all hope otherwise; but, whether ahead or behind, there is no good and valid reason why it should be exempt from the advance in rates now made absolutely necessary to the continued existence of sound and lawful insurance. Of course, there are always towns, cities and states which for one year, or possibly for a series of years, will be a source of profit to insurance companies, and so, also, there are corporations, firms and individuals who for a long term of years have paid out a good deal of money for fire premiums and have received little or none back in settlement of fire losses. The balance has often been on the right side for both Grand Rapids and the State of Michigan, and, while these facts should receive full and due consideration, it is the average, or final result of all, which must at last determine the proper basis for rates. Next year, next week, to-morrow, may turn the channel of fortune again, as it has often been turned before, and the entire premiums of the city or State may be found inadequate to pay its losses.

No fault can be found with Mr. West's statement of the case. There can be no controversy on the points he makes. He gives, indeed, much interesting information which is here published for the first time. He certainly has established the fact that a raise in rates was unavoidable. So far, so good; but he has not shown that higher rates mean equitable rates—the thing that is most strongly contended for. As to the mismanagement which has in the past characterized insurance business, Mr. West possibly feels that the least said the better it will be for the companies. On this point, too, there will be no controversy. Mr. West says that the work of reducing expenses was begun long ago and is still going on. Good again. Retrenchment, readjustment of rates, greater care in writing risks, improved business methods—surely the insuring public has reason to expect that something like stability may soon be a feature of the business, that soon underwriters will have some idea as to the value of the insurance they give, and that before long the insurance business will be conducted on ordinary business principles. It is to be hoped these expectations may be realized.

W. Fred. McBain (Secretary Grand Rapids Fire Insurance Co.): I don't want to get into a controversy about insurance matters. There are so many points to be

Continued on page 6.

WALTER BAKER & CO.

The Largest Manufacturers of

COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

World's Columbian Exposition
The Highest Awards
(Medals and Diplomas)



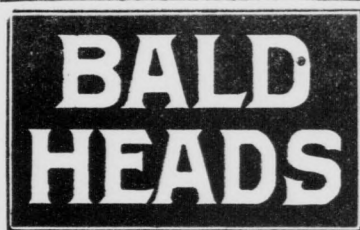
on each of the following articles, namely:

BREAKFAST COCOA, PREMIUM NO. 1 CHOCOLATE, GERMAN SWEET CHOCOLATE, VANILLA CHOCOLATE, COCOA BUTTER,

For "purity of material," "excellent flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & Co., DORCHESTER, MASS.



NO CURE, NO PAY. NO MUSTACHE, NO PAY. 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. BIRKHOLZ,
Room 1011 Masonic Temple, Chicago.

Of Interest to Bookkeepers.

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.

CHEAP SAMP BUCKETS.

IX Tin, 10 qt. \$10.50 per 100
IX Tin, 12 qt. 12.00 per 100

H. LEONARD & SONS,
GRAND RAPIDS.

ARE THE TIMES HARD?

THEN MAKE THEM EASY BY ADOPTING THE COUPON BOOK SYSTEM FURNISHED BY THE

TRADESMAN COMPANY,
GRAND RAPIDS.

AMONG THE TRADE.

AROUND THE STATE.

Nashville—C. E. Roscoe has opened a grocery store and meat market.

Adrian—C. Hayes, of the boot and shoe firm of C. Hayes & Son, is dead.

Manistee—J. Lucas has sold his furniture business to Switzer & Merkel.

Azalia—W. C. Reeves is succeeded by W. C. Reeves & Co. in general trade.

Perrinton—Wm. Peterson has sold his milling business to Chas. G. Watson.

Lyons—W. A. Webber succeeds S. W. Webber, Jr., in the grocery business.

Petoskey—Cook & Harper succeed Albert H. Cook in the hardware business.

Three Rivers—L. Polasky has purchased the notion business of S. Seegall.

Kalamazoo—Sands & Hanes succeed Herbert Sands in the tailoring business.

Battle Creek—A. A. Haughey has purchased the meat business of Marvin M. Lee.

Vassar—Chas. Barker succeeds Buck & Barker in the grocery and notion business.

Hastings—Dunlap & Co. have removed their general stock from Camden to this place.

Marquette—E. C. Bracher has retired from the dry goods firm of C. Hallstrom & Co.

Hudson—Pixley & Sweezy, grocers, have dissolved, Maynard & Sweezy succeeding.

Tecumseh—Jas. M. Jones succeeds Jones & Rogers in the merchant tailoring business.

Reading—The clothing stock of Geo. E. Crane is now being closed out under mortgage.

Somerset—Buroff & Kelly, grocers, have dissolved, W. M. Kelly continuing the business.

Blissfield—F. D. Lamb has sold a half interest in his grocery and meat business to Fred Balner.

Midland—A. M. (Mrs J. S.) Allen has removed her boot and shoe stock from Vassar to this place.

Brown City—The Brown City creamery, which was built at a cost of \$5,400, was sold a few days ago for \$1,560.

Marquette—E. C. Bracher has retired from the firm of G. Hallstrom & Co., dealers in dry goods and boots and shoes.

Shelby—A. G. Avery has sold his general stock to Newton Phillips and Frank Myers, who will take possession April 1.

Gooding—J. R. Harrison & Co. have bought and moved into their store the stock of goods formerly owned by E. Erickson.

Detroit—The P. Huyser Co., baking powder manufacturers, has given a chattel mortgage for \$3,618.90 to John M. L. Campbell as trustee.

Tekonsa—W. L. Main has sold his stock of clothing and furnishing goods to George T. Pratt, of Tekonsa, who will move the stock to Sherwood.

Traverse City—M. D. Richardson has sold his interest in the Union street meat market to D. J. Mook and has purchased the grocery stock of Geo. E. Dye.

Plainwell—Frank P. Heath has purchased the interest of J. L. Woods in the dry goods firm of Bishop & Co. The firm name remains the same as before.

Traverse City—Paine's furniture store, which was closed some time ago on a mortgage, was opened again last week under the style of Paine's Cash Furniture House, with A. W. Paine in charge.

Boyne City—The Boyne City & South-

eastern Railway meets all north and south bound trains at Boyne Falls, so that travelers destined for Boyne City do not have to wait at the junction point.

Applegate—John B. Graham, general merchant at this place, made an assignment Feb. 5 to Ulysses S. Galbraith, of Amadore. The liabilities are about \$3,000 and assets about the same. Burnham, Stoepel & Co., of Detroit, are the heaviest creditors.

Trenton—All arrangements have been made for the erection of a plant here for the manufacture of bi-carbonate of soda and work will begin as soon as the frost is out of the ground under the personal supervision of Albert Stearns, superintendent for Church & Co., the owners of the proposed works. The work of boring for a bed of salt has been carried on for several months, and, at a depth of 1,185 feet, a salt bed thirty-five feet thick was struck. The plant will be experimental, and, if it is successful, the works will be doubled next year. About 100 men will be employed several months in putting the different arrangements in place for the opening of the works next fall. The works, after completion, will employ about fifty men and girls to operate them. It is also probable that the shipping department of the firm will be transferred from Brooklyn to Trenton should the experiment be a success.

MANUFACTURING MATTERS.

Sidnaw—Wm. Kroll has purchased the old circular sawmill at Kenton and will put in a double band mill in the spring.

Ludington—The Ludington Woodenware Co. has 1,000,000 feet of logs on hand, which will keep the plant running during the year.

Manistee—Seymour Bros. and Chas. Haase, of Lansing, have leased the old knitting factory here and will put in a broom and mop factory.

Ludington—The Ludington Shingle Co. is in doubt about running its mill this season. The company has a stock of logs on hand but as yet no demand has shown up, and the prospect for running is consequently poor.

Sidnaw—G. A. Bergland has kept one side of his sawmill running this winter and expects to start the other side about March 15. He reports sales light for the winter, but feels confident that spring trade will be satisfactory. He has been receiving one train of logs a day from his camps near Kitchi all winter and has bought a great many logs to be delivered on the lake.

Saginaw—The statistics of the lumber product of the Saginaw River mills for 1893 furnish some interesting information as to the contrast in conditions. The cut of 1892 was 708,465,027 feet, and at the close of that season there was reported 235,205,838 feet of lumber in manufacturers' hands, of which 110,893,421 feet was reported as having been sold for future delivery. The product of the mills in 1893 was 585,839,426 feet, and at the close of the season there was in manufacturers' hands 311,000,000 feet in round numbers, of which only 25,886,430 feet was reported as sold for future delivery. The figures showing stock on hand as sold are not strictly accurate, as some of the mills saw by the thousand, and hence the mill owner is unable to state as to the lumber on his docks being sold, but as the same conditions prevailed one year with another the contrast is the same. It is very likely that at the

close of 1892 there was considerably more lumber sold than was reported, as the market conditions at that time were exceptionally active, and when the sawing season of 1893 opened the stocks of dry lumber on hand were practically exhausted, and there may have been more sold at the close of 1893 than was reported, but, owing to the exceptional depression in trade, there was very little lumber sold for future delivery as compared with previous years. Then, too, during the winter of 1892-3, there were contracts entered into for large blocks of lumber to be cut, while if any have been entered into the present winter the facts have thus far escaped publicity.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held on the evening of February 5, E. White presided, and the application of Homer Klap, grocer at 300 West Fulton street, was accepted. When the minutes of the previous meeting were read, Norman Odell moved that they be amended so that full proceedings of the meetings may be published hereafter, which was adopted.

A. J. Elliott, chairman of the Committee on Arrangements for the proposed pure food exposition, stated that it had investigated the matter of halls suitable for exposition purposes as follows: Lockerby Hall, \$35 per day heated and lighted; the Cody store on Fulton street, \$35 per week, heated; Imperial skating rink, on North Division street, \$100 per week, heated and lighted. The matter was discussed at some length, during which time a large number of letters from exhibitors were read, when Henry J. Vinkemulder moved that the matter be held open until Friday afternoon at 3 o'clock, at which time a special meeting of the Association be held at the Morton House. The motion was adopted and Messrs. Lehman and White were added to the Committee.

On motion of J. Geo. Lehman, it was decided to serve a light lunch at the next meeting of the Association, and Messrs. Lehman, Vinkemulder and Witters were appointed a committee to prepare the lunch.

On motion of Mr. Van Anroy, the jobbers were invited to address the meeting.

On motion of E. J. Herrick, the Secretary was instructed to issue postal cards to the members notifying them of all regular meetings hereafter.

Messrs. Schuit, Vinkemulder and Jenkins, who were appointed a special committee at a previous meeting to ascertain why crackers are so high, asked for further time for investigation and report, and were given until the next meeting.

At the special meeting, held at the Morton House Friday afternoon, so many discouraging features arose in connection with the food exposition that it was decided to abandon the project altogether until a little later in the season, and the Secretary was instructed to correspond with those manufacturers who could not be here March 19, with a view to ascertaining whether they could not be present if the exposition was postponed until the week beginning April 2.

The Wool Market.

Slightly increased activity was noticeable during the past week, although prices remain at a standstill. Holdings are firm at the figures quoted. Should the wool schedule of the Wilson bill pass the Senate, it may result in still lower prices, although no one can safely predict the result. The market has been going from bad to worse for many months, until dealers have become indifferent and express themselves as being little concerned about the question. The local market is at a standstill, if not retrograding—at least in the matter of receipts. Prices being at zero now, they can go no lower.

To Meet Any Requirement.

Lady—I wish a piece of toilet soap.
Boy—Scented?
Lady—Well, I don't know. The last I got here was so scented that the whole room smelled as if I was continually washing myself.
Boy—Well, ma'am, here's some unscented that will smell as if you never washed yourself.

PRODUCE MARKET.

Apples—So scarce as to be practically unquotable. Handlers pay \$1.50 per bu. for all offerings of Spys and Baldwins, holding at \$1.75.

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 \$1.75 in carlots and \$1.65 in less quantity.

Butter—Dealers pay 16¢@18¢ for choice dairy, holding at 18¢@20¢. Creamery is dull and slow sale at 24¢.

Cabbage—75¢@\$1 per doz.

Cranberries—Jerseys are slow sale, commanding \$2 per bu. and \$5.75 per bbl.

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

Eggs—Dealers pay 13¢@14¢ for strictly fresh, holding at 13½¢@14½¢, although some sales have been made at 15¢. The supply is now inadequate to the demand, owing to the advent of cold weather.

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 14¢@15¢ per lb., dark buckwheat brings 12¢. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12¢ per lb.

Maple Sugar—10¢ per lb.

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

Onions—Handlers pay 45¢, holding at 55¢ per bu. Spanish are about out of market.

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¢@45¢ and holding at 50¢.

Read and Remember This.

Owing to the general desire of merchants to buy late this spring, we will continue to manufacture all staple lines up till May 1, thus insuring you a complete line to select from.

Our Goods Are Perfect Fitters,

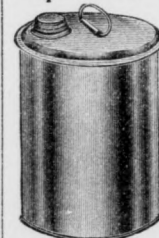
THOROUGHLY MADE, LOW IN PRICE.

H. H. COOPER & CO.,
Manufacturers of

Men's, Boys' and Children's Clothing,
UTICA, N. Y.

Write J. H. WEBSTER, State Agent,
OWOSSO, MICH.

Sap Pails and Syrup Cans.



Paper Packed
Screw.

WRITE FOR PRICES.

WM. BRUMMELER & SONS,
Manufacturers and Jobbers of

PIECED AND STAMPED TINWARE,

260 SOUTH IONIA ST.,

Telephone 640. GRAND RAPIDS, MICH

GRAND RAPIDS GOSSIP.

S. H. Warner will shortly open a drug store at Marlette. The Hazeltine & Perkins Drug Co. has the order for the stock.

Brady & Sons have embarked in general trade at Robinson. The I. M. Clark Grocery Co. furnished the groceries and P. Steketee & Sons the dry goods.

At the annual meeting of the Wilcox Heat-Light Co., the following officers were elected for the ensuing year: President, J. C. More; Vice-President, L. T. Wilmarth; Secretary, Chas. P. Foote; Treasurer, Chas. H. Berkey.

Stimulated by the recent advance in rates, which they unite in pronouncing outrageous in their discrimination, a number of wholesale merchants held a meeting last week for the purpose of considering the idea of forming a mutual fire insurance company on a co-partnership basis, similar to the large mutual syndicates which carry no inconsiderable portion of the wholesale dry goods insurance in New York City.

C. K. Hoyt, general dealer at Hudsonville, caused the arrest last week of Martin VanderLeas, an itinerant peddler from Grand Rapids, on the charge of peddling goods without first taking out a State license. The peddler was taken before Justice Waite, by whom he was found guilty and sentenced to pay a fine of \$25 and costs, whereupon he appealed the case to the Circuit Court. The peddler claims that, if he is defeated in that court, he will appeal the matter to the Supreme Court, with a view to ascertaining whether the law imposing a penalty for peddling without a license is constitutional. Mr. Hoyt proposes to take an active interest in the prosecution of the case, with a view to determining, once for all, whether country merchants have any rights which city peddlers are bound to respect.

The Grand Rapids Loan, Building and Homestead Association has, practically, closed its books. Except a few outstanding mortgages it has no further business to transact except to pay off existing shareholders. It was organized in June, 1886, with a capital stock of \$125,000 divided into 1,000 shares of \$125 each. The first Board of Directors was composed of the late Jacob Barth, Joseph Houseman, E. C. Leavenworth, S. J. Osgood, J. M. Sterling, A. E. Yerex and E. Hoyt, Jr. The officers were Joseph Houseman, President; S. J. Osgood, Vice-President; Edwin Hoyt, Jr., Treasurer, and A. E. Yerex, Secretary. The Association was organized before the present law was enacted and did its business on the single series plan. By this means the annoying complications which seem to be unavoidable where a number of series are run was avoided, and the clerical work greatly simplified. The expenses in any one year never went above \$250, a record seldom equalled in the history of building and loan associations in this country. It has never had a lawsuit, nor has it ever foreclosed a mortgage, and the only trouble which occurred in its remarkable and honorable career was occasioned by the defalcation of the first secretary, whose stealings aggregated over \$7,000. As about \$5,500 of that amount was subsequently recovered, the loss, after all, was not very serious. Many men have built and paid for homes through the work of the Association

which, otherwise, they would have been unable to do, and many a man has money in the bank who would have been without a dollar but for his membership in the Association. There is sufficient money on hand to pay every shareholder in full, about \$19,000 being required to close out, and, when this is done, the Association will pass out of existence. Much of its successful and honorable record is due to the vigilance and careful concern of President Houseman, who has done his utmost in the interest of the members. In this he has been ably seconded by the Board of Directors and other officers, especially by Secretary Houseman, who has held that office for the last two years.

Gripsack Brigade.

J. H. Webster, Michigan representative for H. H. Cooper & Co., clothing manufacturers of Utica, N. Y., was in town a couple of days last week.

A. Lincoln Palmer, formerly Michigan and Illinois representative for Seabury & Johnson, has engaged to travel for Parke, Davis & Co., covering the drug trade of Illinois.

Geo. A. Reynolds, Treasurer of the Michigan Knights of the Grip, is putting in a few weeks at Mt. Clemens, in hopes of obtaining relief from the attacks of Old Rheum.

M. L. Campbell, formerly engaged in the drug business at Leslie, but for the past two years on the road for Lambert & Lowman, of Detroit, and Humiston & Keeling, of Chicago, has taken a position with the Hazeltine & Perkins Drug Co., covering the trade of the entire State and Northern Michigan with a line of sundries and specialties.

The regular meeting of Post E, which was held at Elk's Hall Saturday evening, was fully as enjoyable as previous events of the same kind under the same auspices. Dancing began at 8 o'clock, continuing with occasional interruptions for lunch and speechmaking until nearly midnight, when the company dispersed. Rev. John Snyder, the eminent divine of St. Louis, addressed the party at some length on subjects akin to traveling and traveling men, and was greeted with hearty applause.

Chas. G. McIntyre, traveling representative for the J. H. Rice & Friedmann Co., of Milwaukee, died of pneumonia at the family residence, at Traverse City, last Friday night and was buried from the residence of his wife's parents, in this city, Tuesday afternoon. The deceased came home with a bad cold on the Saturday night previous to death and took to his bed on Sunday evening, gradually growing worse until death came to his release, five days later. Mr. McIntyre was the oldest child of the late John H. McIntyre, who was one of the pioneer traveling men out of this market. Mr. McIntyre formerly clerked for Houseman, Donnally & Jones, subsequently traveling for a Cleveland house and afterwards for Swartout & Downs, of this city, with whom he was identified until a few months ago, when he signed with the Milwaukee house above referred to. The deceased was a young man of promise and would, undoubtedly, have made his mark in his chosen profession. He leaves a wife and two little daughters to mourn his loss.

"It amuses me to hear traveling salesmen talk of the dog's life they lead," said a leading wholesale dealer the other

day. "Now, I have been on the road myself, and so I know something about the matter personally; then I employ five travelers, and so you see I am experienced. Why, if I keep one of the traveling men home a week he will beg to be out on the road again. There is one man who has traveled for us twenty years. I told him on the first of the year to take a vacation at home for a month. Well, I have already had two letters from him begging to be sent out on the road again, and saying that such a long dose of home was killing him. You see the men on the road get accustomed to the constant change and variety and absence of restraint, and, say what they may, they like it. This talk of a dog's life is only for effect. Why, for a year after I stopped traveling, I had every now and then the strongest kind of a desire to start out on the road again."

"No one appreciates more thoroughly than a traveling man how much ignorance prevails as to the difference between a certified check, a cashier's check and exchange on another city, nor do people generally have any conception of the fool's paradise in which many people live during a panic," remarked a traveling man to an interviewer. "The other day," he continued, "a customer of many years' standing paid me a bill considerably in excess of \$1,000. Of this amount about \$200 was in currency and about an equal amount was in New York exchange, purchased in April of last year. Two hundred dollars more was in the form of a cashier's check, dated June 3, and the remainder was in another cashier's check, dated July 7. Thus the customer had been lending the greater part of \$1,000 to different banks in his own city and New York for periods varying from one to three or four months, yet he was entirely unconscious of the fact that he had lost at least enough money in interest to buy himself a suit of clothes or his wife a pew in a fashionable church. I tried to explain to him that if the bank which had given him the cashier's checks had failed during the long interval between the drawing of the checks and their presentation, the cashier's signature on the documents would cease to have any value, and they would have to take their chances among the other claims of the depositors. Very much the same was obviously true concerning New York exchange, except that a double risk was taken by hoarding it so long. After I got through my little talk on finance and the difference between open checks, certified checks and cashier's checks, my customer asked me if I was satisfied with the paper he had handed over. I assured him that I was, and that no doubt my employers would be equally satisfied, whereupon he asked me what cause I had to complain. It was obvious that I had none, and I came to the conclusion, to which I believe a good many other traveling men have already come, that too great freedom in the giving out of advice is not always appreciated at its full worth by those to whom it is tendered."

Business Change at South Haven.

SOUTH HAVEN, Feb. 10.—In your issue of Jan. 31 you stated that Geo. B. Pomeroy had merged his business into a stock company. I wish to inform you that Geo. B. Pomeroy has sold his interest in the agricultural implement business to the Pomeroy Implement Co. H. E. Pomeroy is Vice-President and Business Manager, and A. B. Chase, formerly of Ban-

gor, is Secretary and Treasurer, Geo. B. Pomeroy retiring from the business. A. B. CHASE, Sec'y and Treas.

From Out of Town.

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

Peter Maas, New Groningen.
H. E. Hogan, South Boardman.
Frank Hamilton, Traverse City.
Alex. Denton, Howard City.
C. Pfeifle, Diamond Lake.
A. Norris & Son, Casnovia.
C. K. Hoyt & Co., Hudsonville.
C. F. Sears, Rockford.

After Jobbers Who Sell Consumers.

At the last meeting of the Grocers' Union of Petoskey, the following resolution was unanimously adopted:

Resolved, That the members of this Union pledge themselves not to buy from any wholesale house which is known to sell goods direct to boarding houses, hotels or individuals not in trade, thereby depriving merchants of legitimate trade.

H. D. Pool, of Augusta, contemplates starting a private bank at Galesburg to succeed that of Olmstead & Storms.

A. Norris, senior member of the firm of A. Norris & Son, general dealers at Casnovia, was in town one day last week.

A slick-tongued agent is travelling through the country offering to sell five pounds of the very best Ceylon tea for \$2.50 and present each purchaser with an order on his firm for a complete set of fine chinaware, 56 pieces in all, absolutely free. Those who buy get tea worth 15 cents a pound and when they present their order for the china no such firm can be found.

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—IMPROVED FARMS FOR merchandise. Address No. 559, care Michigan Tradesman. 559

WANTED—SITUATION AS GROCERY Clerk. Have had seven years' experience. Good references. Address C. J. Clark, 1003 South Division street, Grand Rapids. 590

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

FOR SALE—DRUGGISTS' FIXTURES SUCH as bottles, drawers, prescription case, etc., very cheap. Address, Drawer 75, Bangor, Mich. 776

TO RENT—A 22X80 ROOM IN BRICK block; fine location for clothing store; good country trade. Rent reasonable. Address, H. D. Harvey, Bangor, Mich. 557

I HAVE \$400 WORTH OF DRY GOODS AND notions which I wish to exchange for stock of shoes, groceries, or good farm. Can reduce stock or trade part of it, if necessary. O. F. Conklin, 26 Madison ave., Grand Rapids. 558

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 mean business. Address Casa 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

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

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

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

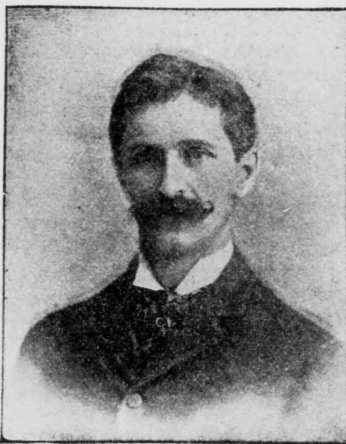
SITUATIONS WANTED.

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

REPRESENTATIVE RETAILERS.

W. C. Brightrall, Department Manager for Spring & Company.

Wm. C. Brightrall, of the dry goods firm of Spring & Company, is another living proof of what can be done by a young man possessed of pluck, determination, honesty and a settled purpose in life. He was born in Waterloo county, Ontario, in 1855, his parents claiming the same part of the Dominion as their birthplace. They were of German descent. Twenty-four years ago the family crossed the border and settled on a farm in Barry county, Mich. Farming, however, was not congenial to the ambitious lad of 15, who had already determined on a mercantile career, and, although turned for a short time from his chosen calling by the persuasions of friends and read-



ing in turn a little of both medicine and law, he was to be found early in 1873 behind the counter in the dry goods store of Bigelow & Ives, in Middleville. About a year after he entered their employ, the firm moved to Kalamazoo, taking William C. with them. The following seven years of his life were passed in the Celery City with the same firm, and, although these years may be called commonplace and humdrum, they proved to be the sure stepping stones to solid preferment and possible fortune. He did faithfully and well the work of his position, not as a mere machine, but intelligently, giving close attention to the minutia of the business, and winning the respect and confidence of both his employers and the public. In 1880 Mr. Brightrall embarked in business for himself at Middleville, but, the venture not proving profitable, it was closed out, and 1881 found him behind the counter in Spring & Company's dry goods establishment in Grand Rapids. He was given charge of the hosiery, underwear, glove and ribbon departments, which position he retained nine years, when he was taken into the firm as a partner. No better evidence of his efficiency and faithfulness is needed than his long term of service with and final preferment by such a firm as Spring & Company. Mr. Brightrall is possessed of considerable literary ability, which finds expression in numerous poems and short prose articles which appear in various publications. Though not German born, he is a proficient German scholar, having made a close study of the language and history of the land of his ancestors. Much of his leisure time is devoted to teaching German. He is a member of the Hesperus Club, whose members are all supposed to be "literary." Membership in the Masonic order

and Knights of Pythias conclude his society affiliations. He was married in 1878 to Miss Metta E. Perkins, of Kalamazoo. For several years Mr. Brightrall had exclusive charge of the advertising department of Spring & Company, winning warm eulogiums for the shrewdness he exhibited in making contracts and the effective manner in which he attracted patronage by his announcements.

SETH SANDERS' RELIGION.

Seth Sanders kept a grocery store At Squashburg, State of Maine, Wherein the thousand things were sold That country stores contain— Molasses, codfish, cotton cloth, Grindstones, lung balsam, shoes, Ink, paper, mopsticks, sewing silk, Mixed paints in reds and blues, Hoe-handles, bonnets, pocket-knives, Salt mackerel, hats and caps, Umbrellas, hair-dye, woolen pads, Wheel grease and ladies' wraps. An absent-minded chap was he, And sometimes goods got low, Or ran completely out of stock, Ere he the fact did know. Folks would ask for this or that, And Seth would say (or squeak): "Jest abaout all aent; Have some in next week."

So oft he had to use this phrase It got to be a joke, And everybody used to laugh When'er the words he spoke; But Methodist camp-meeting came, And to it people flocked In numbers such that half the roads With teams were fairly blocked. The joke was quite forgot, and all The townsfolk stayed away To sing and shout and cry "Amen!" And one warm, sleepy day, While Seth dozed idly in his store, A solemn man passed through The village and stepped stiffly in And slowly said: "Have you Religion got?" Seth, half awake, Replied, with same old squeak: "Jest abaout all aent; Have some in next week."

Jackson Jottings.

C. E. Haughwout, formerly of Lansing, has purchased the stock of groceries from E. K. Buskirk, corner of Main and Jackson streets, and will continue the business at the same location. Arthur Ranney, formerly of Rives Junction, has bought the place lately occupied by D. B. Aiken, corner of First street and Greenwood avenue, and will try his luck among the Jackson grocers. L. J. Morgan has built a new store and market building on East Gansen street and will open with a new stock of groceries and a meat market within a few days.

The more you drink to other people's health the more you drink to the ruin of your own.

Have good aims, but see that your gun is loaded with the cartridge of energy and education.

A drunkard's throat has no bottom to it.

Hardware Price Current.

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

ADGURS 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
Plow.....	40&10
Sleigh shoe.....	70
BUCKETS.	dis.
Well, plain.....	\$ 3 50
Well, swivel.....	4 00
BUTTS, CAST.	dis.
Cast Loose Pin, figured.....	70&10
Wrought Narrow, bright fast 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.	dis.
Grain.....	50&10
CROW BARS.	per lb
Cast Steel.....	5
CAPS.	per m
Ely's 1-10.....	55
Hick's C. F.....	60
G. D.....	35
Musket.....	60
CARTRIDGES.	dis.
Rim Fire.....	50
Central Fire.....	25
CHISELS.	dis.
Socket Firmer.....	75&10
Socket Framing.....	75&10
Socket Corner.....	75&10
Socket Slicks.....	75&10
Butcher's Tanged Firmer.....	40
COMBS.	dis.
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	dis.
White Crayons, per gross.....	12&12 1/2
COPPER.	per pound
Planished, 14 oz cut to size.....	28
" 14x52, 14x56, 14x60.....	26
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.	dis.
Small sizes, ser pound.....	67
Large sizes, per pound.....	6 1/2
ELBOWS.	dis.
Com. 4 piece, 6 in.....	75
Corrugated.....	40
Adjustable.....	40&10
EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$20.....	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 Raps.....	50
GALVANIZED IRON.	dis.
Nos. 16 to 20; 22 and 24; 25 and 23; 27.....	28
List 12 13 14 15 16 17.....	
Discount, 60.....	
GAUGES.	dis.
Stanley Rule and Level Co.'s.....	50
KNOBBS—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
Brantford's.....	55
Norwalk's.....	55
MATTOKES.	dis.
Adze Eye.....	\$16.00, dis. 60
Hunt Eye.....	\$15.00, dis. 60
Hunt's.....	\$15.50, 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.....	1 50
Steel nails, base.....	1 50
Wire nails, base.....	1 50
60.....	Base
50.....	10
40.....	25
30.....	25
20.....	35
16.....	45
12.....	45
10.....	50
8.....	60
7 & 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 8.....	1 60
Case 10.....	65
" 8.....	75
" 6.....	90
Finish 10.....	75
" 8.....	90
" 6.....	1 10
Clinch 10.....	70
" 8.....	80
" 6.....	90
Barrell %.....	1 75
PLANES.	dis.
Ohio Tool Co.'s, fancy.....	2 40
Sciotia Bench.....	2 50
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 40
Stanley Rule and Level Co.'s wood.....	50&10
PANS.	dis.
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 30
"B" Wood's pat. planished, Nos. 25 to 27.....	9 20
Broken packs 1/2 per pound extra.....	

HAMMERS.	dis.
Maydole & Co.'s.....	25
Kip's.....	25
Yerkes & Plumb's.....	40&10
Mason's Solid Cast Steel.....	80c list 60
Blacksmith's Solid Cast Steel Hand.....	20c 40&10
RINGES.	dis.
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.....	3 1/4
Screw Hook and Eye, 1/2.....	net 10
" " " ".....	net 8 1/4
" " " ".....	net 7 1/4
Strap and T.....	dis. 50
HANGERS.	dis.
Barn Door Kidder Mfg. Co., Wood track.....	50&10
Champion, anti-friction.....	60&10
Kidder, wood track.....	40
ROLL-ON WARE.	dis.
Pots.....	20&10
Kettles.....	30&10
Spiders.....	60&10
Gray enameled.....	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 70
Japanned Tin Ware.....	25
Granite Iron Ware.....	new list 33 1/4&10
WIRE GOODS.	dis.
B. light.....	70&10&10
Screw Eyes.....	70&10&10
Hook's.....	70&10&10
Gate Hooks and Eyes.....	70&10&10
LEVELS.	dis.
Stanley Rule and Level Co.'s.....	dis. 70
ROPES.	
Sisal, 1/4 inch and larger.....	7 1/2
Manilla.....	11
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
Nos. 22 to 24.....	4 05 3 15
Nos. 25 to 28.....	4 25 3 25
No. 27.....	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra.....	
SAND PAPER.	dis.
List acct. 19, '86.....	50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	55
" White B.....	50
" Drab B.....	55
" White C.....	35
Discount, 10.....	
SASH WEIGHTS.	per ton \$25
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dex X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	dis.
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18c per doz
Mouse, delusion.....	\$1.50 per doz
WIRE.	dis.
Bright Market.....	65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	62 1/2
Coppered Spring Steel.....	4 05
Barbed Fence, galvanized.....	2 60
" painted.....	2 20
HORSE NAILS.	dis.
Au Sable.....	40&10
Putnam.....	dis. 05
Northwestern.....	dis. 10&10
WRENCHES.	dis.
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75&10
MISCELLANEOUS.	dis.
Bird Cages.....	50
Pumps, Clifton.....	75&10
Screws, New List.....	70&10
Caster, Bed a d Plate.....	50&10&10
Dampers, American.....	40
Forks, hoes, rakes and all steel goods.....	65&10
METALS.	
PIG TIN.	
Pig Large.....	26c
Pig Bars.....	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.....	
600 pound casks.....	6 1/2
Per pound.....	7
SOLDER.	
1/20 1/4.....	16
Extra Wiping.....	12
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	per pound
Cookson.....	" 13
Hallett's.....	" 13
TIN—KELLYN GRADE.	
10x14 IC, Charcoal.....	\$ 7 50
14x20 IC.....	7 50
10x14 IX.....	9 25
14x20 IX.....	9 25
Each additional X on this grade \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal.....	6 75
14x20 IC.....	6 75
10x14 IX.....	9 25
14x20 IX.....	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester.....	6 50
14x20 IC, " ".....	9 30
14x20 IX, " ".....	13 50
14x20 IX, " Allaway Grade.....	6 00
14x20 IX, " ".....	7 50
20x28 IC, " ".....	12 50
20x28 IX, " ".....	15 50
BOILER SIZE TIN PLATE.	
14x28 IX.....	\$14 00
14x31 IX.....	15 00
14x26 IX, for No. 8 Boilers, } per pound.....	10 00
14x30 IX, " ".....	

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

Subscribers may have the mailing address of their papers changed as often as desired.

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

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 14, 1894.

THE NICARAGUA CANAL.

The American people are dreamers of magnificent dreams. As an evidence of it, note the fact that for more than forty years they have been talking of a ship canal through the American isthmus. They are still talking.

In the meantime European enterprise and capital have completed the Suez Canal, which gives an uninterrupted voyage through the Red and Mediterranean Seas between the Atlantic and Pacific Oceans, and have spent some hundreds of millions of dollars in an attempt to pierce the American isthmus. They have, by means of a ship canal, converted the inland city of Manchester, England, into a seaport; they have cut a ship canal through the Greek Peninsula of Corinth, and they have in course of progress and consideration several other projected ship canals of importance which, when completed, will give great advantages to the commercial and defensive facilities of the countries in which they are situated.

When the term "American people" is used ordinarily, it is exclusively confined to the inhabitants of the United States. Adopting this restriction, the ship canals that connect the great American lakes with the St. Lawrence River and the Atlantic Ocean are on Canadian soil and cannot be used by the shipping of the great Republic save through sufferance and complaisance. So that, while the people of the United States have exhibited great progress in drawing up imaginary schemes of commercial development on paper, they are behind all the rest of the world in reducing them to practice.

In the meantime the concessions and franchises granted to an American company for the construction of an inter-oceanic ship canal through Nicaragua are about to expire by limitation. This great enterprise, so supremely important to the commerce and to the public defense of the United States, is in danger of falling into foreign hands. The activity of England in strengthening her position and in increasing her power in the Western Hemisphere would alarm any other nation but ours and stimulate

those as much interested as is the United States to energetic and prompt action to provide for the demands of commerce and of public protection and insure supremacy in the affairs of this western world.

A writer (Courtenay De Kalb) in the *Forum* treats the situation with much seriousness, and holds that there is a most dangerous and patent fallacy in the statement so often made, that it really does not matter who owns a ship canal through the American isthmus, because this country would always have the use of it, and that, further, there is no possibility of another war between England and the United States.

It is certainly possible that, if the canal be built by foreigners, its status will be determined by special treaty with Nicaragua, and since that country was willing to concede the right of differential tolls favoring American shipping, the presumption is warrantable that exclusive privileges would be accorded any nation which should at last fulfill the dream of wealth and glory by improving the natural advantages of Nicaragua's topography and geographical position. Thus all our commerce between the Atlantic coast and foreign countries in the Pacific would be placed under a perpetual disadvantage as compared with the nation owning the canal. We must bear in mind, moreover, that if the ownership of this waterway goes abroad, whether the military possibilities of the situation are realized or not, our whole commerce, coastwise and foreign, which would use the canal, would for all time be subject to a tax for the benefit of the foreign capital invested therein, causing a further drain of gold from our vaults, which at the lowest calculation would, within a single generation, aggregate a sum sufficient to have constructed the canal.

As to any assumption that the United States is to be exempt from future wars, nothing could be more foolish. England is surrounding this country with her territory and a chain of powerful fortifications, and will seize every opportunity to aggress upon a country that has no foreign policy and is committed to the course of submitting all disputes with foreign powers to foreign arbitration. One day there will be a rude awakening from such dreams of universal peace and the confraternity of nations.

It becomes the United States to look sharply after its own defense and the great commercial interests of its people. No other course is wise or prudent. The way to keep out of trouble is to be prepared for it. The way to maintain amity is to assure other powers that it would be dangerous to disturb the peace. Europe has for a long time prevented dreadful and destructive conflicts by making war too terrible to be lightly engaged in. This is the only way of establishing an assurance of international friendship and universal brotherhood.

On the morning of January 25 a most auspicious event occurred. The gates of the new waterways were opened and a portion of Niagara's mighty torrent admitted to the penstock of the pit, and, falling a distance of 155 feet, put in motion three of the largest turbine wheels ever built. Think of it! Niagara in harness! No longer a mere awe-inspiring wonder, whose terrific grandeur has compelled to reverent silence, but, subdued by the all but omnipotent

genius of man, it will henceforth contribute to the material comfort of its erstwhile worshippers. The practical utilitarianism of the age was never better nor more clearly illustrated. However much of a shock this may be to the sentimentalists, most people will agree that Niagara, chained to the chariot of progress, or driving with resistless, tireless energy the wheels of industry, is a greater wonder and more worthy of the world's admiration, than, free and untrammelled, to be a mere spectacle for man, its tremendous power wasted on space.

Considerable space is devoted in this issue to a discussion of the recent raise in insurance rates. The interviews had with representative business men clearly show that a raise was regarded as unavoidable, because of bad management on the part of the companies, while Mr. West's statements as clearly prove the bad management. A very general disposition was manifested on the part of those interviewed to submit, through necessity, perhaps, to the raise. The point that is not understood, however, and the one on which Mr. West's silence may be significant, is the flagrant discrimination which is apparent in the work of the inspector. Why a building that is a veritable firetrap should be rated the same as one which is confessedly a good risk in its class (and both are in the same class) is beyond the comprehension of the average mind. Yet such is the fact, as has been demonstrated to the inspector, without any resultant action in the matter. This discrimination is to be found not only in one case but in many; but whether it is the result of careless or superficial inspection, or whatever may be the cause, it is a condition which will not be submitted to quietly by those interested.

The locomotive industry in England appears to be in a bad way. There were 928 hands dropped from the pay rolls in 1893 in the various shops, making 2,661 discharged since 1891. The *St. James Gazette* waits over the situation as follows: "It is probable that another thousand will be dismissed next month, and the prospects for 1894 are said to be poor. The worst of it is that a good deal of the falling off is in foreign orders. A large part of the world used to get its locomotives from Great Britain. Now, unhappily, it makes them at home or gets them in America."

The Grocery Market.

Sugar—The market was strong and excited all last week and Monday brought the expected advance of $\frac{1}{8}$ c all along the line.

Lemons—Market much easier and ample stocks are held by all the commission and wholesale fruit dealers. Prices to the trade rule \$2.75@4, according to grade.

Oranges—A much firmer feeling is apparent and there will not be an overstock of Florida fruit again this season. Arrivals will be growing less and less for the next six weeks, by which time the crop will be well cleaned up. California growers are beginning to draw attention to the fact that the product of their groves is ready to be put before the people, but, as Florida fruit is so much superior to first cutting of Californias, there is not much prospect that they will gain much of a foothold until Floridas are cleaned up.

Bananas—Demand in local market is limited, as few dealers care to assume the great risk of loss when the weather is so cold. A car of fine fruit came in Saturday and another dealer expects one about Wednesday.

Foreign Nuts—No change from last week, except in a few minor details. Small sales are the rule, as there is nothing to indicate an advance.

Poultry—The market ruled firm all last week, owing to limited supply, and the close of the week found stocks well cleaned up. Prices remained stationary, which, in a measure, accounts for the good trade of the week. Higher prices are not improbable during the current week.

Grains and Feedstuffs.

Wheat—Came down with a dull thud last week, no less than 4c being knocked off the price. The trouble with the market is that just at present sellers are in a large majority, and stocks have been piling up at an unprecedented rate. None is wanted for export, and, altogether, the outlook is bad. Another drop would occasion no surprise; on the contrary, it is expected by those who are in a position to know.

Flour—Dull, notwithstanding that many mills are only running about 20 per cent. of their capacity. During the last weeks of the old year freight rates were 20c a barrel lower than they are today, which lowered prices and stimulated buying. Buyers expect the same prices with increased freight rates. They can't get them, and so are curtailing orders. If the mills had, earlier in the year, curtailed grinding it would have been all right. The trouble is, in other words, overproduction.

Bran—Is active. The price has gone up \$1, owing to scarcity. There is always a good demand for bran, all that the mills have to offer being readily taken. Owing to limited grinding the supply is far short of the demand, with a consequent rise in price.

James Stewart, Limited, on Top.

SAGINAW, E. S., Feb 6—The James Stewart Company held its annual meeting yesterday and its stockholders were gratified at the showing, which was far better than was expected. The company having expired by limitation, it was re-organized under the same name for a period of six years. Hon. A. T. Bliss was elected President; Max Heavenrich Treasurer, and Duncan Stewart Secretary. The capital, \$75,000, together with the surplus fund of \$20,000, remains unchanged. The Board of Directors voted James Stewart a very handsome amount as a mark of their appreciation of his skillful management of the business.

The Drug Market.

Opium is excited and higher in price from the causes given last week.

Morphia will undoubtedly be advanced.

Quinine is firm at the recent advance. Stocks in the hands of outside holders are growing smaller daily and manufacturers will not concede any from their list prices.

Cinchonidia has advanced.

Turpentine is higher.

David Holmes, manager of the mercantile department of the Elk Rapids Iron Co., at Elk Rapids, was in town a couple of days last week on business and was warmly greeted by his circle of friends, who do not see him as often as they did when he was located at Woodville.

FLINT TRAVELERS.

Complete List of the Traveling Salesmen Residing There.

THE TRADESMAN herewith presents a complete list of the traveling salesmen residing at Flint, with the names of the houses represented by each:

MEMBERS OF COUNCIL NO. 29.

Fred. Anderson, Flint Cigar Co., Flint.
 Frank P. Burch, Barnes, Hengerer & Co., Buffalo, N. Y.
 H. A. Bartlett, LaCrosse Knitting Works, LaCrosse, Wis.
 W. E. Braman, Flint Cigar Co., Flint.
 R. E. Beggs, Foote, Reed & Co., Cleveland.
 E. F. Bush, American Eagle Tobacco Co., Detroit.
 Geo. L. Crawford, Flint Cigar Co., Flint.
 E. R. Day, Day Manufacturing Co., Detroit.
 A. E. Dube, Chris. Rippe Cigar Co., Flint.
 T. S. Edington, F. C. Fullidge & Co., Cincinnati.
 Fred. A. Eldridge, A. J. Johnson & Co., Rochester, N. Y.
 I. M. Eldridge, A. J. Johnson & Co., Rochester, N. Y.
 E. M. Eldridge, Childs, Groff & Co., Cleveland.
 J. H. Eldridge, Curtis & Wheeler, Rochester, N. Y.
 J. A. Frise, J. A. Frise Music Co., Flint.
 A. H. Ford, Detroit Fruit Tablet Co., Detroit.
 E. H. Hall, Home Insurance Co., New York.
 Chas. Hewes, H. W. Watson & Co., Flint.
 Edwin Hudson, Daniel Scotten & Co., Detroit.
 S. B. Hayward, L. S. Baumgardner & Co., Toledo.
 S. L. Harrington, H. D. Edwards & Co., Detroit.
 C. W. Hurd, Hazeltine, Perkins Drug Co., Grand Rapids.
 G. W. Haskins, The Barrett Mfg. Co., Chicago.
 Frank B. Larabee, Vassar Pants Co., Vassar.
 C. J. Lewis, Childs, Groff & Co., Cleveland.
 E. H. Lee, Lovell & Buffington, Covington, Ky.
 Wm. McLaren, Standard Oil Co., Cleveland.
 L. E. McGlinchey, Detroit Soap Co., Detroit.
 Albert Myers, H. W. Watson & Co., Flint.
 A. J. Nichols, Day Mfg. Co., Detroit.
 C. T. Perry, Bassett Hide & Leather Co., Flint.
 S. G. Pierce, Gray, Toynton & Fox, Detroit.
 C. H. Phillips, Tuckman Neckwear Co., Utica, N. Y.
 H. M. Sperry, Flint Cigar Co., Flint.
 F. R. Streat, Clasen, Streat & Co., Flint.
 D. C. Slaughter, Depew Branch U. S. Baking Co., Detroit.
 D. T. Stone, Stone, Atwood & Co., Flint.
 C. S. Schofield, Barnes, Hengerer & Co., Buffalo, N. Y.
 F. C. Twitchell, F. C. Twitchell & Co., Flint.
 Wm. Tracy, Thorp, Hawley & Co., Detroit.
 Jacob Veit, Bassett Hide & Leather Co., Flint.
 W. C. Wells, W. J. Gould & Co., Detroit.
 G. T. Warren, G. T. Warren & Co., Flint.
 H. W. Watson, H. W. Watson & Co., Flint.

NON-MEMBERS OF COUNCIL NO. 29.
 R. C. Abbey, Flint Pantaloons Co., Flint.
 J. N. Blake, Stone, Atwood & Co., Flint.
 J. A. Barlow, J. A. Frise Music Co., Flint.
 Geo. W. Bristol, Western Wheel Scraper Co., Aurora, Ill.
 John Bump, Georgia Marble Co., Georgia.
 S. W. Boone, Oren Stone Mfg. Co., Flint.

H. A. Brownell, Western Wheel Scraper Co., Aurora.
 L. Church, W. A. Paterson, Flint.
 M. P. Cook, Cook's Car Journal Cooler, Flint.
 E. J. Calkins, F. W. Peel & Co., Detroit.
 E. F. Calkins, E. F. Calkins, Flint.
 J. J. Carscadden, Flint Pantaloons Co., Flint.
 A. W. Cook, Flint Pantaloons Co., Flint.
 D. Dort, Flint Road Cart Co., Flint.
 E. J. Doane, F. A. Perrin, Cahoes.
 J. C. Dullam, Dullam Bros., Flint.
 W. C. Durant, Flint Road Cart Co., Flint.
 Wm. Dinner, H. W. Watson & Co., Flint.
 Rodney Eaton, Flint Pantaloons Co., Flint.
 Tracy Foote, Western Publishing Co., Chicago.
 C. H. Gardner, J. A. Frise Music Co., Flint.
 Chas. Hinkle, Flint Mattress Co., Flint.
 A. R. Horton, American Insurance Co., Detroit.
 W. H. Hurley, Lee & Cady, Detroit.
 Fred Harris, Thresh Mills Flour Co., Flint.
 John Henry, Flint Pantaloons Co., Flint.
 Joseph Hynan, Flint Pantaloons Co., Flint.
 Floyd Ingham, H. W. Watson & Co., Flint.
 F. A. Jones, H. A. Newland & Co., Detroit.
 H. E. Kline, Samuel Moffett, Flint.
 J. H. Lord, J. A. Frise, Flint.
 Frank Lewis, F. R. Lewis, Flint.
 G. H. McLaughlin, J. W. Fales & Co., Detroit.
 W. C. Monroe, Wm. H. Edgar & Son, Detroit.
 D. E. Meade, G. W. Cady & Co., Cleveland.
 W. R. Morse, Wm. Rosor & Co., Cincinnati.
 C. E. Mott, H. P. Baldwin & Co., Detroit.
 C. D. Maines, Redpath Lyceum Bureau, Boston.
 Geo. A. Nichols, Williams, Davis, Brooks & Co., Detroit.
 Geo. Mignette, Flint Pantaloons Co., Flint.
 Geo. O'Rourke, Freeman, Delamater & Co., Detroit.
 Wm. J. Pegg, The Pellett Table Co., Flint.
 J. F. Partridge, Partridge Bros., Flint.
 Henry Pier, Favorite Stove Co., Piqua, N. Y.
 M. Quisk, Barney Marble Works, Flint.
 C. H. Rood, Michigan Whip Co., Hastings.
 Geo. Rowland, Sage & Co., Boston.
 F. Roe, Stone, Atwood & Co., Flint.
 W. F. Richards, Flint Pantaloons Co., Flint.
 W. F. Stewart, Stewart's Body Works, Flint.
 J. W. Straughn, Childs, Lee & Co., Toledo.
 Oscar Van Kleeck, Barney Marble Works, Flint.
 C. H. Watkins, U. S. Benevolent Society, Saginaw.
 T. P. Webster, Webster Vehicle Co., Flint.
 J. L. Willett, Geo. T. Warren & Co., Flint.
 Ed. O. Wood, Special Treasury Inspector.
 H. Woodward, J. F. Seiberling & Co., Akron, Ohio.

Hides, Pelts and Furs.

Hides—The prospect is that prices will go away below present figures. Western tanners have withdrawn from the market and Eastern men cannot use hides at present figures.

Pelts—Unchanged.

Furs—Remain stationary. A change may come after the March sale, but if it does come it is as likely as not to be a decline.

Tallow—A decline of nearly 1c struck the market last week. The foreign market is not what it used to be, Australasia furnishing more than formerly. A further decline is not anticipated.



Dwinell, Wright & Co's FINE COFFEES.

Royal Java,
 Royal Java and Mocha,
 Aden Mocha,
 Mocha and Java Blend,
 White House Mocha and
 Java,
 Golden Santos,
 Ex. Golden Rio,
 No. 37 Blend.

We have trebled our coffee business since we have been handling these brands, and any dealer can do the same.

OLNEY & JUDSON GROCER CO.

Agents Western Michigan, Grand Rapids.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO., GRAND RAPIDS, MICH.

AGAIN REDUCED.

P. & B. OYSTERS.

The Lenten season will soon be here and this class of goods will be just what is wanted.

THE : PUTNAM : CANDY : CO.

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.

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.

WILLIAM CONNOR will be at Sweet's Hotel, Grand Rapids, on THURSDAY AND FRIDAY NEXT, FEB. 15th and 16th. Customers' expenses allowed.

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.
Secretary—W. Dupont, Detroit.
Treasurer—S. A. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, Walter K. Schmidt; Sec'y, Ben. Schröder.

The Capsule Trust Meets an Obstacle.

DETROIT, Feb. 8.—A squabble between the Merz Capsule Co., of this city, on one side, and the National Capsule Co., of Indianapolis, and the Warren and the Michigan Capsule Companies, of Detroit, on the other, has revealed the fact that within the last three months, these four companies combined to form a trust that was intended to control the manufacture, sale and price of gelatin capsules in this country. In fact the trust was formed, and all the parties agreed to advance the price from \$4 and \$5 per gross, the old price, to a uniform price of \$8 per gross. But after being in the deal a month or more, the Merz company became conscience stricken and being advised that the formation of the combination was in restraint of trade and against public policy, it sought to crawl out of a number of agreements it had entered into. The trust would not be balked in its attempt to control the market, however, and having the Merz people on the hip, so to speak, sought to force them to live up to the agreement. It was this latter action that brought all the parties to the trust into court yesterday.

The story the Merz people tell is as follows: On November 29, last, Robert H. McCutcheon, a stockholder of the National Capsule Co.; J. Ernest Warren and James Wilkie, constituting the Warren Co., and John A. Grogan and Wm. H. Warren, constituting the Michigan Co., entered into a contract to form a new corporation combining all four old companies, and intended, as set forth above, to control the market, the supply to the trade and the regulation of price in the United States, being practically under the control of the parties to the agreement. The new company was to be capitalized at \$70,000 of which the Merz Co., was to take two-sevenths and the remainder was to be divided among the other three companies. Appraisers were to be appointed to ascertain the value of the respective properties, and these latter were to be conveyed to the trust. Subsequently McCutcheon went to New Jersey, where the laws were more lenient toward trusts than they are in Michigan, and he organized the United States Capsule Co., with Lincoln B. Palmer, a resident of that State, so as to technically comply with the law. One hundred and fifty shares of stock in the new corporation were issued to the Merz Company as a stockholder and it conveyed its property as per agreement to the trust, with the promise that bonds and a mortgage for the appraised value of its plant could subsequently be turned over to it. These latter it claims never to have received. But, anyway, the bill sets forth that the Merz people afterward found that their company was not possessed of the right under its charter of being a stockholder in another corporation, and after mature consideration of the matter, its officers became satisfied that the combine was illegal and that the company could not enter into the agreement by reason of the legal limitation of its powers, and it so notified the trust.

The other parties, however, took possession of the Merz plant at noon on January 22, under the conveyance which had been duly recorded, and, so the complainant says, spirited away a portion of its machinery from the manufactory at the corner of Cadillac Square and Bates street. This led to the commencement of the suit which has exposed the attempt to double the price of capsules in

the United States. Judge Hosmer has issued a temporary injunction in the matter which restrains the National, Warren and Michigan companies from interfering further with the Merz people until the case is heard on its merits.

Persistent Personal Pushing Plucks the Purple.

Pushing is the word. It is the passport to prosperity. Pushing with power and persistence with might and main, and pushing to the end, is the one thing that must be done to-day to win the elusive dollar or the garland of eminence and renown. Everybody is doing it; all around are men with their legs stretched and backs bent, pushing in their endeavor to reach their coveted goal, and each man is doing it for himself, careless and thoughtless of his fellows; with no time to consider their progress and comfort; little mindful if they are crowded aside or fall by the way in his struggle to gain the summit of his ambition first. It is a throng we are with; all on an up grade. There is no easy declivity here to success; no smooth and level plane on which the battle of life is fought; all up hill, and a hill that never ends, but often too early hides the setting sun of an unfinished and unsuccessful life. Yet we must push on else die early, fail before the daytime of life is old. Each ascent we can make at a time. "and when that level is reached, pass and continue beyond."

The above is a good text for enterprising salesmen. It will be well to ponder over it, put it in your pipes and smoke it. To him who plants himself firmly behind this determination and is man enough physically and mentally to stick to it, all things are possible. Consider its meaning. Persistence? This is the first essential. Persistence not for a day; not for a month, but to the end. Few men possess it, all men think they do. It is the quality chiefly lacking in the large majority of failures in professional callings. The pushing must be personal. Nobody will do it for you; nobody can, you must do it alone and you must let the world know you are doing it alone. Make it acquainted with the ego, the individuality; herald the fact, I will. Combinations and associations may be an assistance, but they are assistants only in proportion as your individuality is seen and known above that of the organization. You must "go it alone." Ascertain your capabilities and then with unflinching endeavor keep in line with them; yielding not, for yielding is oblivion.

A few months ago a new realm was opened to occupancy. In it were new homes for some, new chances to earn a living were offered. Along its border from all parts of the world, a mighty throng crowded, surging, wedging and pushing; every one trying to get nearest the line, nearest to the starting point, undergoing hunger, thirst, privations and discomfort, each waiting to try his strength. "Go," was shouted along the line. The crowd plunged forward pell mell, stretching every muscle, tramping one another down to die. Who thought of his neighbor? No one. Who rushed on to success? Who staked their claims? The pushing ones, the ones who had well considered their ability for the struggle, and were not deceived. This is life; this is humanity in the rough. The road each must travel to success is just such an unknown way, through an unknown

country, in just such a pushing, impetuous, heedless crowd, and he is a strong man who does not fall by the way, who stakes his claim, and lives the life of his ambition, of his desires.

This is a sermon to the salesmen who sit around and wonder how it is that their fellows succeed and they do not, who doubt whether or not it pays to push one's self, to advertise, to try to get business, and having gotten it to hustle to keep it. To-day a salesman may have all else, and if he does not have the push, he won't go. This may be wrong, but it is so, and as long as the locomotive measures its mile a minute, as long as the telegraph ticks time and tide to tatters, as long as electricity annihilates darkness and distance, it will not be different. The mile-post of your three-score years and ten will be planted at your head and be grown green with ivy before the sun rises on such a day. It behooves you then to accept the inevitable, to awaken while it is yet time, "buckle down to business" and push to success. Let your motto be *I will*, and let the world know you will, and the world will do you honor and fill your pockets.

Sing the Song of Good Times.

Written for THE TRADESMAN.

From all sections of the country come cheering reports of a revival in business. Week before last there were sixty-two resumptions of the larger industrial establishments, while the number reported as closing was only seventeen. The employees of the factories which have resumed number many thousands, and their return to work after months of enforced idleness means much to all branches of trade in the localities interested. Slowly but surely the dark cloud which has hung like a pall over the country is lifting, and, before many months, business will have returned to its old-time activity. "Good times" are coming and are "due to arrive" sometime during the present year. This is the gospel to preach from now on. Never mind the lessons which Providence intended should be learned from the panic. Time enough for preaching when we are all again basking in the sunshine of prosperity and the dollars are again jingling in our pockets. When the hand is smarting from the effects of the burn is no time for a dissertation on "Caloric, Its Uses and Abuses;" neither is it the time to lecture the child for its carelessness. Sweet oil and a bandage are much more to the point, and the cheery "Never mind, it will soon be well" will do more good than all the lectures ever given to careless childhood. Whatever you do, don't croak. Don't look beyond the rising sun to the night which will again darken the land twelve hours hence. Don't predict another panic and say that "History repeats itself," and, therefore, it won't be long before "hard times" will pay us another visit. Get out some morning in time to see the first rays of light of the coming day as they force their way through the enshrouding darkness. Between you and the horizon houses, hills and trees stand out distinctly and clearly. Why? Because they are between you and the light and you are looking toward the light. Now turn and look in the opposite direction. Nothing but darkness there, startling and awful in its weird suggestiveness. Only dyspeptics and people who are out of

joint with themselves and everything else would care to look in that direction, and even they had much better "turn toward the East." Don't look at the darkness of the passing night of hard times; turn your eyes toward the rising sun of prosperity and look hopefully for the time when it shall be "broad day" once more. "The good times are coming, they are almost here," is the song to sing now and until the good times arrive.

DANIEL ABBOTT.

Validity of Trade Marks.

The law of the land respecting the use of trade marks was summarized and announced by the Supreme Court of the United States on Monday, December 4, by Justice Jackson. The opinion was read in the case of the appeal of the Columbia Mill Company, of Minnesota, against W. W. Alcorn & Co., from the Circuit Court for the Eastern District of Pennsylvania. The mill company had brought suit to restrain Alcorn & Co. from using the word "Columbia" upon a brand of flour sold by the defendant, but the court refused to entertain the proceedings and dismissed the bill. From that judgement the Columbia Company appealed to the Supreme Court. Justice Jackson said that by a long line of decisions in the Supreme Court the law of trade marks was well settled. Those decisions, he said, established the following propositions:

1. That to acquire the right to the exclusive use of a name, device or symbol as a trade mark it must appear that it was adopted for the purpose of identifying the origin or ownership of the article to which it is attached, or that such trade mark must point distinctively, either by itself or by association, to the origin, manufacture or ownership of the article on which it is stamped. It must be designed as its primary object and purpose to indicate the owner or producer of the commodity, and to distinguish it from like articles manufactured by others.
 2. That if the device, mark or symbol was adopted and placed upon the article for the purpose of identifying its class, grade, style or quality, or for any purpose other than a reference to or indication of its ownership, it cannot be sustained as a valid trade mark.
 3. That the exclusive right to the use of the mark or device claimed as a trade mark is founded upon priority of appropriation.
 4. Such trade mark cannot consist of words in common use as designating locality, section or region of country.
- In view of these propositions, the justice stated, the court was of the opinion that there was no valid trade mark in the word "Columbia," and the judgement of the court below was therefore affirmed.

Too Much for Him.

From the Boston Post.

"There's no use denying the fact," said a portly drummer, as he leaned back in his car seat as if exhausted; "we men are bound to have the fate of the Indian and be swept off the face off the universe unless this woman business is stopped. I went down to the hotel office this morning and found a young woman clerk there, as pleasant as you please. I wanted to send a telegram and, by the piper that played before Moses, the operator was a pretty girl, with the smell of violets about her, and I clean got mixed up, and I know the old man will be wondering where I was all night to send such a telegram in the morning. I made a bolt for the station, and, whether you believe me or not, the station agent was a plump and pretty girl, wearing a cap with gold lace and shield, and on the shield was 'Station Agent.' I went clear off my usual track to get a word out of her, but she meant business, and I might have been a tin man for all she cared. I got into the car here, and I'm thanking God the conductor isn't a fetching thing in a uniform, and the brakeman doesn't wear an Eton suit and put on a gingham apron when he wants to open the windows or poke up the fire or whistle to the engineer."

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora..... 55 6.00 Castor Oil..... 60 7.00 Diamond..... 50 5.50 Frazer's..... 75 9.00 Mica..... 65 7.50 Paragon..... 55 6.00	Fruits. Apples. 3 lb. standard..... 1 10 York State, gallons..... 3 25 Hamburg..... Apricots. Live oak..... 1 40 Santa Cruz..... 1 40 Lusk's..... 1 50 Overland..... 1 30 Blackberries. F. & W..... 90 Cherries. Red..... 1 10 @ 25 Pitted Hamburg..... 1 10 @ 25 White..... 1 10 @ 25 Erie..... 1 30 Damsons, Egg Plums and Green Gages..... 1 30 California..... 1 40 Gooseberries. Common..... 1 25 Peaches. Pie..... 90 Maxwell..... 1 25 Shepard's..... 1 40 California..... 1 60 @ 75 Monitor..... Oxford..... Pears. Domestic..... 1 25 Riverside..... 1 75 Pineapples..... 1 00 @ 30 Johnson's sliced..... 2 75 Booth's sliced..... 2 50 Quinces. Common..... 1 10 Raspberries. Red..... 1 10 Black Hamburg..... 1 50 Erie, black..... 1 20 Strawberries. Lawrence..... 1 25 Hamburg..... 1 25 Erie..... 1 20 Terrapin..... 1 05 Whortleberries. Blueberries..... 85	Sap Sago. 2 21 Schweitzer, imported..... 2 24 domestic..... 2 14 CATSUP. Blue Label Brand. Half pint, 25 bottles..... 2 75 Pint..... 4 50 Quart 1 doz bottles..... 3 50 Triumph Brand. Half pint, per doz..... 1 35 Pint, 25 bottles..... 4 50 Quart, per doz..... 3 75 CLOTHES PINS. 5 gross boxes..... 44 @ 45 COCOA SHELLS. 35 lb. bags..... 2 3 Less quantity..... 2 3 1/2 Pound packages..... 6 1/2 @ 7 COFFEE. Green. Rio. Fair..... 18 Good..... 19 Prime..... 21 Golden..... 23 Peaberry..... 23 Santos. Fair..... 19 Good..... 20 Prime..... 22 Peaberry..... 23 Mexican and Guatamala. Fair..... 23 Good..... 24 Fancy..... 24 Maracabo. Prime..... 23 Milled..... 24 Java. Interior..... 25 Private Growth..... 27 Mandehling..... 28 Mocha. Imitation..... 25 Arabian..... 28 Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX..... 23 95 Bunka..... 23 95 Lion, 60 or 100 lb. case..... 23 95 Extract. Valley City 1/4 gross..... 75 Felix..... 1 15 Hummel's, foil, gross..... 2 50 CHICORY. Bulk..... 5 Red..... 7 CLOTHES LINES. Cotton, 40 ft..... per doz. 1 25 50 ft..... 1 40 60 ft..... 1 60 70 ft..... 1 75 80 ft..... 1 90 90 ft..... 2 10 Jute..... 85 72 ft..... 1 00 CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co's brands Gail Borden Eagle..... 7 40 Crown..... 6 25 Daisy..... 5 75 Champion..... 4 50 Magnolia..... 4 25 Dime..... 3 35  Peerless Evaporated Cream.	COUPON BOOKS.   1 books, per hundred..... 2 00 2 " " " "..... 2 50 3 " " " "..... 3 00 4 " " " "..... 3 50 5 " " " "..... 4 00 10 " " " "..... 5 00 "Superior." 1 books, per hundred..... 2 50 2 " " " "..... 3 00 3 " " " "..... 3 50 4 " " " "..... 4 00 5 " " " "..... 4 50 10 " " " "..... 5 00 "Universal." 1 books, per hundred..... 3 00 2 " " " "..... 3 50 3 " " " "..... 4 00 4 " " " "..... 4 50 5 " " " "..... 5 00 10 " " " "..... 6 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over..... 5 per cent 500 " " " "..... 10 " " 1000 " " " "..... 20 " "	Foreign. Currants. Patras, in barrels..... 2 1/2 " in 1/4 bbls..... 2 1/2 " in less quantity..... 2 1/2 cleaned, bulk..... 5 cleaned, package..... 5 1/2 Peel. Citron, Leghorn, 25 lb. boxes 12 Lemon " " " " 25 " 8 Orange " " " " 25 " 10 Raisins. Ondura, 29 lb. boxes..... 7 1/2 Sultana, 30 " " " " 8 Valencia, 30 " " " " 9 Prunes. California, 100-120..... 6 1/2 " 90x100 25 lb. bxs. 6 1/2 " 80x90 " " " " 6 1/2 " 70x80 " " " " 8 1/2 " 60x70 " " " " 9 Turkey..... 10 Silver..... Sultana..... French, 60-70..... " 70-80..... " 80-90..... " 90-10.....	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz..... \$ 75 4 oz..... 1 50 Regular Vanilla. 2 oz..... doz 4 oz..... 2 40 XX Grade Lemon. 2 oz..... \$1 50 4 oz..... 3 00 XX Grade Vanilla. 2 oz..... \$1 75 4 oz..... 3 50 Jennings. Lemon, Vanilla 2 oz regular panel..... 75 1 30 4 oz " " " "..... 1 50 2 00 6 oz " " " "..... 2 00 3 00 No. 3 taper..... 1 35 2 00 No. 4 taper..... 1 50 2 50 GUNPOWDER. Rifle—Dupont's. Kegs..... 3 25 Half kegs..... 1 90 Quarter kegs..... 1 10 1 lb cans..... 30 1/2 lb cans..... 18 Chocho Bore—Dupont's. Kegs..... 4 25 Half kegs..... 2 40 Quarter kegs..... 1 35 1 lb cans..... 34 Eagle Duck—Dupont's. Kegs..... 11 00 Half kegs..... 5 75 Quarter kegs..... 3 00 1 lb cans..... 60 HERBS. Sage..... 15 Hops..... 15 INDIGO. Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 50 JELLY. 17 lb. pails..... @ 40 30 " " " "..... @ 70 LICORICE. Pure..... 30 Calabria..... 25 Sicily..... 12 LYE. Condensed, 2 doz..... 1 25 " 4 doz..... 2 25 MATCHES. No. 2 sulphur..... 1 65 Anchor parlor..... 1 70 No. 2 home..... 1 10 Export parlor..... 4 00 MINCE MEAT.  Mince meat, 3 doz. in case. 2 75 Pie preparation 3 doz. in case..... 3 00 MEASURES. Tin, per dozen. 1 gallon..... \$1 75 Half gallon..... 1 40 Quart..... 70 Pint..... 45 Half pint..... 40 Wooden for vinegar, per doz. 1 gallon..... 7 00 Half gallon..... 4 75 Quart..... 3 75 Pint..... 2 25 MOLASSES. Blackstrap..... 14 Sugar house..... Ordinary..... 16 Porto Rico..... Prime..... 20 Fancy..... 20 New Orleans. Fair..... 18 Good..... 22 Extra good..... 27 Choice..... 32 Fancy..... 40 One-half barrels, 3c extra.
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MEN OF MARK.

Morris A. Heyman, President of the Heyman Company.

Morris A. Heyman was born in Chicago, Ill., July 27, 1858. His father, Adolph Heyman, is an Alsatian, a native of Alsace, one of the two Rhine provinces wrested from France by Germany in the Franco-Prussian war of 1870-71. He was engaged in the dry goods business in Chicago at the time of the birth of his son Morris, and, on coming to Grand Rapids in 1860, followed the same line here. The family moved to Quincy, Ill., in 1868, remaining six years, when they returned to Grand Rapids. Soon after their return to this city Morris engaged as clerk with J. Barth, fancy goods dealer at 14 Monroe street. This situation he retained three years. His father had sold his dry goods stock at auction and come out as a full-fledged auctioneer and second-hand furniture dealer, and his son, Morris, now a young man of 19, entered his employ and began his career in the house furnishing business, of which he has made a signal success. He owes to the training received at this time much of the success he has since achieved. In 1885 a stock of new furniture displaced the second-hand goods, and in 1887 the firm of Heyman & Company, composed of Adolph Heyman, Morris A. Heyman and Geo. F. Sinclair, was formed, and the business moved to 63 and 65 Canal street. This was the style of the firm until January, 1893, when the business was merged into a joint stock company, known as the Heyman Company, with Morris A. Heyman as President and General Manager, and Adolph Heyman as Secretary and Treasurer. In April of last year the business was moved into the magnificent new Peninsular block erected by Col. Briggs on Canal street. The building is of brown stone, five stories high, with $1\frac{1}{2}$ acres, or about 5,400 square feet, of floor space. It was built under contract for the Heyman Company, and makes the handsomest, best appointed and largest house furnishing establishment in the State. The building has an isolated electric light plant, run by an engine of 40 horse power, and also immense boilers for heating the building, which is done by steam. Years ago, when Morris first entered his father's employ, and second-hand furniture composed the stock, it would invoice, perhaps, \$2,000; to-day \$60,000 is a low estimate of its value.

Mr. Heyman is not to be blamed for having been born in Chicago; it was not his fault and has in no way mutilated against his success, which, considering his years, has been most pronounced. Possessed to an unusual degree of that most uncommon quality called common sense, together with pluck, energy and business sagacity, he has succeeded in placing the business of the Heyman Company in the forefront of the commercial enterprises of the city. This is an achievement of which a much older man might well be proud.

Rise and Fall of the Roller Skating Craze.

Written for THE TRADESMAN.

If one wants evidence of the capricious mutability of the American mind in respect to amusements, one has but to recall the roller skate craze, which struck this country like a tornado about ten years ago. Everybody went wild over roller skating. Childhood and old age,

men and women, all ranks and conditions alike were affected by the mania. Wives neglected their husbands, mothers their children, while husbands and fathers forgot the ties of love and duty, and all plunged madly into the dizzy whirl. Bitterness and strife were engendered, homes were broken up, and many a young and promising life utterly ruined in the pursuit of this seemingly harmless amusement. In all history there is nothing comparable to it unless it be the outrageous and shamefully indecent bacchanalian revels of the ancient Romans. Widespread as was the craze and universal the infection, three short seasons measured the span of its existence. Springing up in a night, as it were, a few months saw the roller skate the chief, indeed, almost the only, amusement of the people from Maine to California and from the frozen regions of the north to the Gulf. For eighteen months it held disastrous sway, and then, as suddenly as it arose, it disappeared. Innocent looking as is the roller skate, it succeeded in accomplishing more evil in a given time than anything else ever invented as an amusement. Press and pulpit united in its denunciation and exposure, and were successful in driving it out of existence. Millions of dollars were invested in the manufacture of roller skates; immense factories were erected, and costly special machinery made, in expectation of a continual demand for the skates, which proved a total loss to the investors. Ten million dollars is a low estimate to put upon the loss sustained through the collapse of this "mushroom industry." During the present winter there has been a revival in a small way of the roller skating craze, but the opinion of those in a position to know is that it will never amount to anything. The evil in the first instance was its own antidote, and roller skating can never again be brought into popular favor. The people have too vivid a recollection of the past to take kindly to it, and the only people who will patronize it will be those who either have forgotten the past or else are indifferent to public opinion. The reason for the revival is not far to seek. Times are hard and people have not much money to spend for amusements. The theaters are out of the question, except on very rare occasions. Anything that offers a cheap substitute for these and, at the same time, gives the people the amusement they are seeking, is sure to find some devotees. But roller skating is dead, and cannot be resurrected. The present interest manifested in it is nothing but a spasm which will soon pass off.

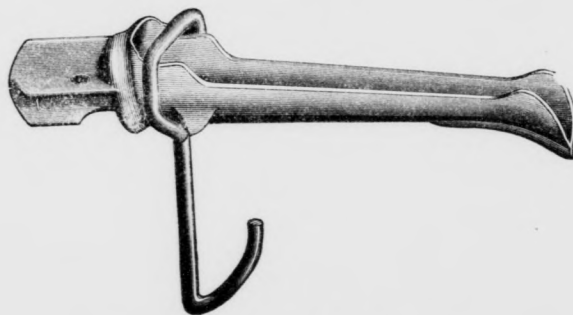
DANIEL ABBOTT.

What Are We Afraid of, Anyway?

Despondency is apt to follow a season of business depression. The clouds of financial disturbance obstruct the daylight of certain progress. Commenting on this a manufacturing journal says that we forget that the pendulum of time swings to the right as well as to the left. The daily wants of 67,000,000 of people make an immense business, even when their luxuries are not considered. A great nation, such as the United States, cannot stand still. The year 1893 was a disappointment to many business men, but what is the record of ten years? What a decade of progress this Republic shows between 1880 and 1890! What a foundation for hope and faith in its future!

He is the wisest who is content to make money slowly and take the rational pleasures of life as he goes along.

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.

ATLAS SOAP

MANUFACTURED ONLY BY

HENRY PASSOLY.

SAGINAW, MICH.

Our "Oak" Grain.



GUARANTEED SOLID THROUGHOUT.
Heel or Spring, E and EE, 6 to 8, at 65c
Heel or Spring, E and EE, 8 1/4 to 12, at 75c
SEND FOR A SAMPLE DOZEN.

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

The Most Practical Thing in the World.

The remark that this is a practical age is by no means a new one. We have come to take pride in the thought that nowadays we tolerate no nonsense; that the methods of Dickens' Circumlocution Office have no place in our system; that the direct route, the short cut, is our only line of travel; that whatever cannot immediately demonstrate its value by the production of visible results need hardly claim any of our valuable time in its consideration.

Time, nowadays, is money, in a sense and to a degree which never before obtained. We hail an hour's reduction of time between New York and Liverpool, or between Chicago and San Francisco, or a device which enables the New York mail to be delivered twenty minutes earlier in Philadelphia, as a positive and material addition to our resources.

The world has grown tired of men who could dive into the unfathomable or soar into the infinite, but who never could pay cash. But the world is not more sordid or more greedy than it used to be. It talks theology less, but, on the other hand, it maintains a vastly higher standard of daily life. It has learned to tolerate a difference of opinion concerning foreordination or the eternal suffering of the unregenerate; while it has been shutting, one after another, upon the drunkard and the libertine, the doors which lead to all manner of commercial and social and political success.

But like all words which have a really deep and genuine meaning of great value to mankind, this word *practical* has been vastly abused. It is the commonest defense of ignorant conservatism in every department of human activity. A great crowd of practical people assembled to laugh at the expected failure of Fulton's steamboat, and a practical old stage driver will still assure you that the country was ruined by the advent of railroads.

The progress in the mechanical world has been so rapid during the last quarter of a century as to make the practical man somewhat timorous about prophesying the failure of new inventions, but he holds his own in other departments.

We are prone to take too narrow a view. We are so busily engaged with details that we do not readily grasp general truths. We are so concerned about the means that we are liable to confuse them with the ends which they are to accomplish. Few persons, for instance, have any great desire for money, merely as money. The traditional miser, although he occasionally is found, is a very rare being, indeed. But men desire the comfort or the power which wealth will give, and so labor as if it were the wealth itself, and not comfort or power, which they desire.

It is the fatal result of this narrowness of view that we demand a connection too direct and immediate between means and ends. We require that every proposed expenditure of money or time or energy shall have an obvious effect, which can be directly traced to it. A ladder is of no use in laying bricks, but it may be absolutely necessary to enable the mason to get at his work. The President of Columbia College has been heard to say that he counted it no small part of his qualification to have taken an active part in municipal politics as a candidate for office. The business of presiding over an institution of learning would seem as far as possible removed from that of making stump speeches, but the ability to cope with all sorts and conditions of men, to read their minds, to mould their thoughts and purposes, and finally, to influence their actions, is as valuable to the college president as to the practical politician, and, in whatever school it be acquired, it is as essential to the salesman of dry goods, or to any other man, as is a technical knowledge of his particular business.

And if the college man may find the peculiar gifts of the politician valuable to him, perhaps it may be true that the politician or the business man would gain in force of character, and would not only find a different kind of success possible, but would actually be more successful in his own original sphere, if he

could borrow some of the modes of thought, some of the interests and enjoyments of the collegian.

It is related of Abraham Lincoln that, after he had served his district a term in Congress, he went to his home convinced that he did not sufficiently understand the real nature of proof. In order to acquire the knowledge, which he thought his profession required, he closed his law office and devoted himself to the study of geometry, and it was only when he had arrived at a pretty adequate comprehension of Euclid that he thought himself ready again to assume the duties of a lawyer. Would not the habit of consecutive thought, the practice of basing every conclusion upon just and adequate reasoning from known facts, the ability to detect error, be just as valuable in the grocery business or in the conduct of a manufactory? I believe that an appreciative knowledge of Shakespeare would be a real assistance to me if I were engaged in selling dry goods, for I would understand better the different kinds of people and be better able to follow the working of their minds, but of vastly more importance would be the fact that familiarity with noble thought and adequate and beautiful expression would influence my own character and mould my own thought, and, other things being equal, I would, therefore, sell more of my wares.

The difficulty about making evident the truth of this proposition lies in the fact that no two cases are alike. Of course, the man who is interested in his business and is willing to work will surpass his competitor who knows by heart Homer's entire catalogue of ships, but who is constitutionally opposed to physical exertion. Would not the first man have failed, too, if he had been lazy? The laziness caused failure, not the knowledge of Greek.

If the practical be that which ministers to success, not necessarily obvious and immediate, but on the whole, and in the long run, then that is most practical which promotes it in no narrow or partial form, but fully and broadly, and, if this be true, the most practical possession of a practical man in a practical age is a richly stored, well-trained mind. It will not only enable him to meet and overcome the difficulties which beset the transaction of his daily business, but it will minister to his pleasure and add to his source of happiness in a degree which will make life a different thing and himself a different and a far nobler man.

WM. W. BIRDSALL.

The Paying Teller's Story.

From the New York Tribune.

"In our bank, you know," said the paying teller, "we never allow any cigarette smoking, and part of my business is to see that nobody comes into the

bank with one of the vile things burning. Well, the other morning a young fellow came in with a check he wanted certified. He was a nice, country looking sort of a boy, and must have been new at his business, as he wandered all around the bank before he struck my window. As soon as he came up to me I caught the smell of a cigarette. 'Somebody is smoking a cigarette,' I thought to myself, 'and it must be that boy, though I don't see one in his mouth,' so I looked at him and said: 'Have you a cigarette?'

"What, sir?" said the boy, as cool and fresh as a May morning.

"Have you a cigarette?"

"And before I could say another word that kid made a grab in his pocket, hauled out a box of cigarettes and stuck them in at my window, with the remark, 'Why, yes, cert'nly—help yourself!'

"Fresh? Well, I guess so!"

Grand Rapids & Indiana.

Schedule in effect Dec. 24, 1893.

TRAINS GOING NORTH.

Arrive from Leave going South. North. South. For Mackinaw, Trav. City and Sag. 7:20 a.m. 7:40 a.m. For Cadillac and Saginaw. 8:15 p.m. 8:45 p.m. For Petoskey & Mackinaw. 8:10 p.m. 10:25 p.m. From Kalamazoo. 9:10 a.m. From Chicago and Kalamazoo. 9:50 p.m. Trains arriving from south at 7:20 a.m. and 9:10 a.m. daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leave going North. South. For Cincinnati. 6:50 a.m. 10:40 a.m. For Kalamazoo and Chicago. 8:00 p.m. For Fort Wayne and the East. 11:40 a.m. 2:00 p.m. For Cincinnati. 5:15 p.m. 6:00 p.m. For Kalamazoo & Chicago. 10:55 p.m. 11:20 p.m. From Saginaw. 11:40 a.m. From Saginaw. 10:55 p.m. Trains leaving south at 6:00 p.m. and 11:20 p.m. run daily; all other trains daily except Sunday.

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

Lv. Grand Rapids. 10:40 a.m. 2:00 p.m. 11:20 p.m. Arr. Chicago. 4:00 p.m. 9:00 p.m. 7:05 a.m. 10:40 a.m. train solid with Wagner Buffet Parlor Car. 11:20 p.m. train daily, through coach and Wagner Sleeping Car. Lv. Chicago. 6:50 a.m. 4:15 p.m. 11:40 p.m. Arr. Grand Rapids. 2:15 p.m. 9:50 p.m. 7:20 a.m. 4:15 p.m. solid with Wagner Buffet Parlor Car and Dining Car. 11:40 p.m. train daily, through Coach and Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive. 7:35 a.m. 9:40 a.m. 5:40 p.m. 5:20 p.m. Sunday train leaves for Muskegon at 7:45 a.m., arriving at 9:15 a.m. Returning, train leaves Muskegon at 4:30 p.m., arriving at Grand Rapids at 5:50 p.m.

C. L. LOCKWOOD,

General Passenger and Ticket Agent.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart. 10:20 p.m. Detroit Express. 7:00 a.m. 5:30 a.m. Atlantic and Pacific. 1:20 p.m. 1:30 p.m. New York Express. 5:40 p.m. *Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit. Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit at 4:55 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.) A. ALMQUIST, Ticket Agent, Union Passenger Station.

CHICAGO

NOV. 19, 1893

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

TO AND FROM MUSKEGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids. 7:30am 3:15pm
Ar. Manistee. 12:10pm 8:15am
Ar. Traverse City. 12:40pm 8:45pm
Ar. Charlevoix. 3:15pm 11:10pm
Ar. Petoskey. 3:45pm 11:40pm
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 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. 5:00am 1:30pm
*Every day. Other trains week days only.

DETROIT,

NOV. 19, 1893

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids. 7:00am *1:30pm 5:40pm
Ar. Detroit. 11:40am *5:25pm 10:25pm

RETURNING FROM DETROIT.

Lv. Detroit. 7:45am *1:45pm 6:00pm
Ar. Grand Rapids. 12:45pm *5:40pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:40am 4:50pm Ar. G. R. 11:40am 10:55pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids. 7:00am 1:20pm 5:40pm
Ar. from Lowell. 12:45pm 5:40pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 82
G'd Rapids, Lv	6:45am	10:20am	3:25pm	10:45pm
Ionla. Ar	7:40am	11:25am	4:27pm	12:27am
St. Johns. Ar	8:25am	12:17pm	5:20pm	1:45am
Owosso. Ar	9:00am	1:30pm	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	5:4am
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, 7:10 a.m., 3:15 p.m. and 9:15 a.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car.

Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.

JAS. CAMPBELL, City Ticket Agent, 23 Monroe Street.

THEY ALL SAY

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

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, Feb. 8.—The week in trade circles in this city has been rather dull and the volume of trade is of only the usual routine amount. Few out-of-town dealers are here and their purchases are very limited, notwithstanding the fact of special inducements being offered intending purchasers. It goes without saying that there is an utter absence of speculation. The week has witnessed the lowest price on record for wheat, a big fall in pork has taken place recently, silver is down, and, just at this moment, the outlook is not altogether bright, although our dealers are generally feeling pretty well satisfied and consoling themselves that matters might be a good deal worse. It is unmistakably a good time to buy, so far as prices are concerned, and the retailer who has the ready cash is nailing bargains every day which will return him a good profit as soon as the tide now beginning to turn gets fairly moving. Retailers are doing a good business, and, of course, nearly all for spot cash. People are educating themselves this year into paying as they go and the result will be beneficial after the present stringency is over.

There is a firmer feeling for both raw and refined sugars, although the latter is not meeting with large sale. Prices have slightly hardened during the week, and are likely to be no lower for awhile, although some claim that speculation is at the bottom of the recent rise.

The coffee market is, at best, an indifferent one at present and buyers are "conspicuous by their absence." Holders profess a degree of confidence that retailers' stocks will need great replenishing in the spring. Spot coffee is worth 17½c for No. 7 Rio. The stock in this country amounts to 259,313 bags; afloat, 238,000 bags; total, 447,319, or about 53,000 bags more than last year. Middle grades of coffee are in about the same channel as for weeks past and quotations are neither higher nor lower, although some little irregularity exists.

The New York tea market is one of the stillest things imaginable. From one year's end to another the trade is seemingly asleep. The past week has been no exception to this rule although in some grades of black there have been fair sales made at prices showing no falling off.

Molasses is slightly firmer and is well held. Buyers must do a good deal of shopping around to duplicate prices which prevailed not long ago. Syrups, too, are partaking of more strength and the market is being cleared of inferior grades, so that the field is clear for something better.

For rice a better demand has sprung up and holders express a good degree of confidence. While the outlook south is rather dull at the moment, it has been very encouraging, and, with a general revival, there will be some large transactions. It seems almost impossible to educate consumers up to using rice more freely, but such times as we are having serves to help the consumption along to quite a degree.

Spices remain very quiet and no change has been made within the entire range. The demand is very light, and both buyers and sellers seem to be in a waiting mood. Foreign green fruits are in good supply and, in the case of lemons, prices have taken a turn downward. Oranges and bananas are at nominal prices.

Dried fruit, both foreign and domestic, is selling at low and unsatisfactory prices, and during the week the demand has shown no quickening. California raisins remain at the low figures prevailing so long, and this is also true of the foreign supply. Prunes are offered at exceptional figures without finding buyers for more than the average amounts: Apples, peaches, cherries and all the smaller fruits are quiet and awaiting purchasers at low figures.

Domestic green fruits of all sorts are in good demand and every day sees the stocks growing smaller. Apples are hardly to be found and bring almost any price. Florida oranges are selling well

and the market seems to absorb most of the arrivals.

Canned goods during the week have been very quiet, and, in the case of corn, a great drop has occurred. Maryland brands having been sold as low as 47½c, and a good quality of New York State is said to have changed hands at 75c. Prices in everything are being quietly cut, yet there seems to be plenty of stock to fill up all broken ranks.

For dairy products there is a rather better feeling for butter, first-class stock being fairly well held at prices slightly advanced over those of last week. There is not a great deal of this sort to be had, however. Cheese shows a slight improvement, and trade is more satisfactory than it has been. Exports are not large.

Southern vegetables and foreign potatoes are coming in freely, and new potatoes from Bermuda are quoted at about \$5.50 per bbl. Domestic are worth \$2@2.75 per bbl. JAY.

The Hardware Market.

General Trade—There seems to be quite a little revival and merchants are buying more freely, but not enough to hurt anybody. We think, however, the worst is over and that prices in most instances have reached bottom.

Wire Nails—It is evident that the nail-makers have gotten tired of the low prices which prevailed during December and January and are determined to get better figures. All the mills have withdrawn quotations and will not sell without an advance of 10@15c over the late market. As nearly all dealers have covered their present wants, it will give them an opportunity to make the advance instead of giving it away.

Barbed Wire—In sympathy with other lines that have advanced, it has gone up with them. Manufacturers have withdrawn late prices and are asking \$2 a ton more than in January. Jobbers, as yet, have not changed their prices.

Shot—Still on the decline, now that nobody wants it. It is said the combination is not held. Pig lead is also very cheap.

Window Glass—Never so cheap as it is to-day. Indications are not favorable for higher prices for the present.

Doors and Sash—Quite demoralized. Manufacturers, to secure orders, are making better discounts.

Possible Change in Western Terminus.

A change in the western terminus of the Toledo, Ann Arbor & Northern Michigan Railway from Frankfort to Arcadia is among the possibilities of the future. The former owners of the Frankfort & South Eastern, which was purchased and is being operated by the Toledo & Ann Arbor, have applied to the courts for possession, as there have been no payments made of late. Should this petition be decided in favor of the complainants, it is understood that the receiver of the Toledo & Ann Arbor will immediately begin the construction of a line from Copemish to Arcadia, thus transferring their across-the-lake-business from Frankfort to its little rival ten miles up the lake shore. It is understood that Henry Starkie, the Arcadia lumberman, is behind the scheme to the extent of guaranteeing the right of way between Copemish and Arcadia, a distance of about fifteen miles. THE TRADESMAN gives this information on the authority of a gentleman who is closely allied with Receiver Burt and who is, in all probability, speaking by the card.

A flyer in Maricao coffee again this week among Tolman's leaders. Phone J. P. Visner at Bridge Street House.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Pails.
" H. H.	6	6	7
" Twist	6	6	7
Boston Cream	8½		
Cut Leaf			8½
Extra H. H.	8½		

MIXED CANDY.			
Standard	Bbls.	Pails.	
Leader	5½	6½	
Royal	6½	7½	
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		8½	
Modern, 30 lb.		8	

FANCY—in bulk			
Lozenges, plain	Bbls.	Pails.	
Chocolate Drops	12	12	
Chocolate Monuments	12½	12½	
Gum Drops	5	5	
Moss Drops	7½	7½	
Sour Drops	8½	8½	
Imperial	10	10	

FANCY—in 5 lb. boxes.			
Lemon Drops	Per Box		
Sour Drops	50		
Peppermint Drops	50		
Chocolate Drops	50		
H. M. Chocolate Drops	50		
Gum Drops	50		
Licorice Drops	1 00		
A. B. Licorice Drops	80		
Lozenges, plain	60		
" printed	65		
Imperial	60		
Mottos	70		
Cream Bar	55		
Molasses Bar	55		
Hand Made Creams	80		
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, " 3 " "	51		
No. 2, " 2 " "	28		

ORANGES.			
Russets, 96	1 75		
Russets, 126	2 00		
Russets, 150	2 50		
Brights, 126	2 00		
Brights, 138	2 25		
Brights, 176-200-216	2 75		

BANANAS.			
Small	1 50		
Large	2 50		

LEMONS.			
Extra choice 300			
Extra choice 360	4 00		
Extra fancy 300	4 00		
Extra fancy 360	4 00		

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 6lb.....			@13
" " " 10lb.....			@13
" extra " 14lb.....			@15
Dates, Fard, 10-lb. box.....			@ 7
" " 50-lb. ".....			@ 5½
" Persian, 50-lb. box.....			@ 5

NUTS.		
Almonds, Tarragona.....		216
" Ivaca.....		215
" California.....		2
Brazils, new.....		210½
Filberts.....		211
Walnuts, Grenoble.....		213
" French.....		219
" Calif.....		212
Table Nuts, fancy.....		212
" choice.....		211
Pecans, Texas, H. P.....		27½
Chestnuts.....		
Hickory Nuts per bu.....		1 25
Cocconuts, full sacks.....		4 25

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

OILS.
The Standard Oil Co. quotes as follows:

BARRELS.			
Eocene	8½		
XXX W. W. Mich. Headlight	7		
Naptha	@6½		
Stove Gasoline	@7½		
Cylinder	@27		
Engine	@13		
Black, 15 cold test	@8½		

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

POULTRY.
Local dealers pay as follows:

LIVE.			
Turkeys	8 @ 8½		
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		

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.



GENUINE: VICI: SHOE,

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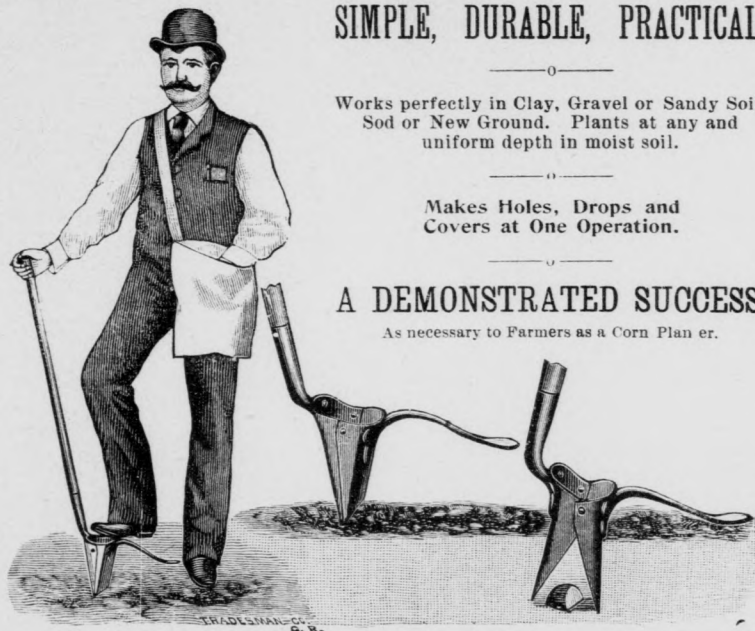
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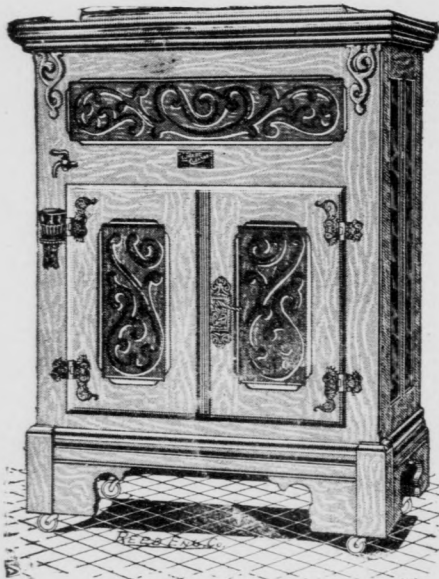
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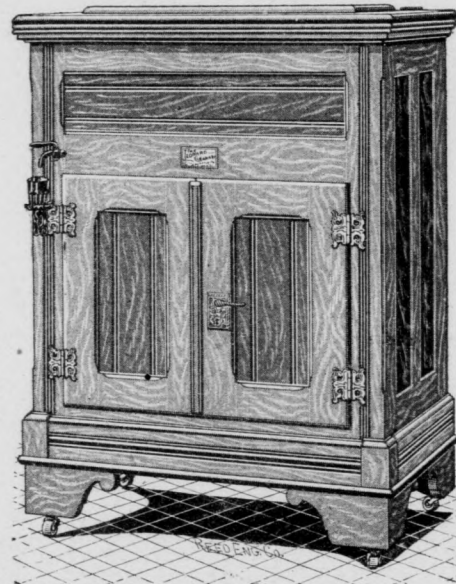
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