

MICHIGAN TRADESMAN

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VOL. 11.

GRAND RAPIDS, FEBRUARY 28, 1894.

NO. 545

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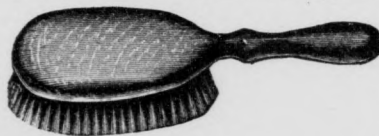
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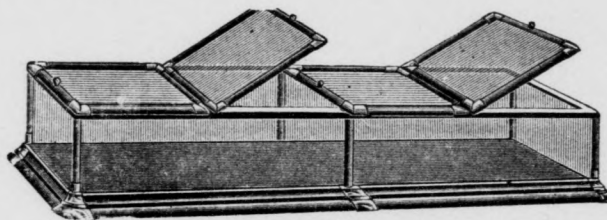
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 28, 1894.

NO. 545

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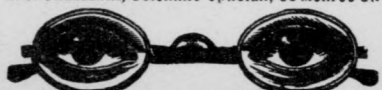
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BAKERS' BREAD VS. HOME-MADE BREAD.

Mr. Owen appears to be very much exercised over the name applied to "home-baked bread" in my article on the bread question which appeared in a recent issue of THE TRADESMAN. While I think that the name aptly describes much of the bread baked in the homes of the people generally, I wish to remind Mr. Owen that we were not discussing the bread made by his wife, or that made by "your wife, gentle reader," but we were discussing the relative value and cost of baker's bread and that made by what are termed "home-bakers" and offered for sale in the grocery stores of this city; and I repeat what I said in that article, that, considering the materials which enter into the composition of each kind of bread, comparison is impossible. The bread made by the home bakers is cheap in every sense of the word except in price. The "formula" used is the simplest known—flour, water, yeast, salt, and sometimes potatoes. The cost of making is hardly worth consideration, rent, fuel, and labor being practically free. The bread is delivered to grocers in a basket or push cart. The flour used is generally the cheapest grade. They take no chances on the sale of their goods, selling outright to the grocers, who must stand the loss if a portion of the bread remains unsold on their hands.

I have been at some pains to get figures from three of the leading bakers in the city as to what it costs them a week to do their baking. I was allowed access to the books in each case, and the figures may be considered authentic, notwithstanding Mr. Owen says, I "only know what the bakers are pleased to tell me." The following figures were secured in the three shops visited:

SHOP NO. 1.			
Wages	per week	.....	\$78 00
Rent	"	.....	24 00
Heat and light	"	.....	9 00
Milk	"	.....	8 00
Horse	"	.....	3 00
Total	.....	.....	\$122 00

SHOP NO. 2.			
Wages	per week	.....	\$168 00
Rent	"	.....	12 00
Fuel	"	.....	3 00
Milk	"	.....	52 20
Horses	"	.....	12 00
Total	.....	.....	\$245 20

SHOP NO. 3.			
Wages	per week	.....	\$140 00
Rent	"	.....	12 00
Fuel	"	.....	5 00
Milk	"	.....	60 00
Horses	"	.....	25 00
Total	.....	.....	\$242 00

These figures do not include insurance, taxes, repairs, loss on stock, and the many other expenses inseparable from such a business, which would add fully 10 per cent. to the total in each case. The lard, butter, sugar and yeast used in these bakeries are omitted also; they are large items, amounting to upwards of \$25 per week. At the present time bakers are doing only about half of the business done in the summer time; if expenses decreased with the business, it would not be so bad, but they do not. The principal items of expense, such as wages, rent, fuel, light, and horse feed,

vary but little throughout the year; in fact it costs more to keep a horse in the winter than it does in the summer, and it takes much more fuel to heat an oven in cold weather than it does in warm weather. Mr. Owen says, or would lead his readers to infer, that bakers pay but \$1.35 per cwt., or about \$2.70 per barrel, for their flour. The flour used in the larger bakeries costs a dollar more per barrel than the flour quoted in THE TRADESMAN as "baker's." Why they do not use Michigan flour is a question for them to answer, and one which they are perfectly willing to answer. It is the use of this flour together with milk, lard and sugar, in its composition, that makes the difference between baker's bread and homebaked bread. (Is it necessary for me to repeat that, when I speak of home-baked bread, I mean that which is offered for sale by the grocers?) Once more I repeat that bakers do not receive 8 cents per loaf for their bread, 5 and 6 cents being the prices at which they sell 95 per cent. of their output. When bread is sold at 8 cents, the price is made by the grocers. As to the weight of the bread, I "scaled" several loaves of home-baked bread in different stores, and found the weight to be generally 22 ounces, never higher than 23 ounces, and going as low as 20 ounces. The reason for the variation is that these people do not weigh the loaves in the dough, but guess at the weight by their size. So many pounds of flour will make so many loaves of bread; but, as flour will not always "hold" the same quantity of water, and, as some loaves will dry out more in the baking than others, there must, of necessity, be a considerable variation in the weight of the loaves when baked. Baker's bread uniformly weighed 22 ounces, the variation from that figure being slight and infrequent. The average weight of the home-baked article is 22 ounces, and the average weight of baker's bread is the same. One is a mixture of flour, water, yeast, and salt, while the other is composed of flour, milk, yeast, lard and sugar. Which is the more nutritious? I did not say that Mr. Owen attributed the difference between the two kinds of bread to the use of alum, by the bakers, but, if he did so attribute it—and he says he did—then he is most egregiously mistaken, for alum is not used in bread-making at all. Mr. Owen is absolutely right when he says that this was ignorance on his part; he is also right when he says that he knows "precious little about the baker's business," and some people are wondering why, if he is aware of his ignorance, he does not learn something about the facts in the case before "rushing into print." I object to Mr. Owen measuring my knowledge by his ignorance on this or any other subject. As a general thing, I endeavor to post myself concerning any subject upon which I write.

Mr. Owen compares Canadian bread with bread made on this side of the line, and concludes that, because wheat is 2 or

3 cents dearer over there, we ought to be able to make as cheap bread as they do. Flour cuts a very small figure in the cost of bread, though to Mr. Owen it seems to be the only item of importance. Wages are about half what they are in this country, and the bread is more cheaply "constructed," and delivery is made direct to the consumer. In Canada the price of bread fluctuates with the price of wheat, proving that flour is the principal ingredient in the bread—a sure sign of "cheap" bread.

Mr. Owen says: "I have no quarrel to pick with the bakers. In these days of trades unions, trusts and combinations, the bakers are simply looking after their own fences; and, if the bakers of Grand Rapids are now, and have been for some time, wringing sweat money out of the consumers of bread, let us give them credit, etc."

This is the merest twaddle, and sounds like the frothy mouthing of a unionist agitator, and has none of the sober sense which ought to characterize the utterances of a man of Mr. Owen's years and experience. I repeat what I have already said, that the bakers do not fix the retail price of bread; that is done by the grocers who sell 95 per cent. of the output of the bakeries. The bakers sell their bread for 5 and 6 cents a loaf to the grocers, who make an average profit of 25 per cent.

I think enough has been said to show that the bakers are not getting rich out of their bread business, and also that there is absolutely no comparison between the bread made by the bakers and that made by the "home" bakers; and, if anyone is in doubt as to the correctness of my figures and conclusions, I refer them to the bakers, who, contrary to the insinuation of Mr. Owen, are perfectly willing to give the facts as they are.

DANIEL ABBOTT.

A Georgia Mountain Grocery.

A correspondent of the *American Agriculturist*, has discovered that a village store in the mountains usually contains an interesting variety. There are some bright pieces of tinware; some gaudy-colored shawls; there is an oil barrel; there is coffee; there is a good deal of "plug" tobacco; there are many cans of baking soda, for every mountain woman makes hot biscuit three times a day, and not merely warm, as commonly served in the Northern States. There are numberless little cans of snuff, because "dipping snuff" is the great diversion and recreation of almost every mountain woman and girl. The men chew tobacco; the women dip snuff. But it must not be thought that the snuff is applied to the nose. Instead, it is rubbed on the teeth with a short stick, which, after being used for a short time, becomes splintered at the end like a brush. The women sit and dip and rub, hour by hour, or if both hands are busy let the stick project from a corner of the mouth, like a cigar. It cannot be said that it is an attractive habit, and yet there are many attractive-looking women who indulge in it. There are many queer characters to be met with among the mountaineers, and often one of the oddest is the man who keeps the little mountain grocery.

BUSINESS FAILURES IN 1893.

The contrast between the present condition of the country, in all departments of business, and that which prevailed a year ago at this time, is a phenomenon which, though not unprecedented, is none the less remarkable and interesting. From a condition of feverish activity we have passed into one of comparative stagnation; and, instead of an irrepressible enterprise reaching out in every direction, we have merely necessary industry restricted to the smallest possible limits. Not only are numbers of working people out of employment, but the surplus of production over consumption is small, and this, in turn, diminishes the machinery and the opportunities for production. The natural result of the process, if it should go on long enough, would be that production would barely equal consumption, no new capital would be created to aid industrial expansion, population would no longer increase, and a period of national decay would set in.

Happily, as experience has shown on every previous similar occasion, our people have too much elasticity of character to allow this temporary torpor to become permanent. It is only a question of how long it shall last, and how soon it shall be broken. Some enterprises may be given up as unprofitable, but new ones will be invented to take their places, and the rest, which are now sluggishly carried on, will receive new life. We are going through what may be called a financial and commercial winter; when spring arrives the snow will vanish, the green grass will reappear, shrubs and trees will clothe themselves afresh with verdure, the birds will begin to sing, and by and by the usual harvest will reward our toil.

The revulsion from which we are suffering is the result, as we all know, of the injudicious investment of capital in undertakings which have not proved to be profitable. An excessive facility in borrowing led to a correspondingly excessive extravagance in spending, and millions of dollars have thus been lost irretrievably. If the money had belonged to those who spent it, the consequences of their error would have affected none but themselves; but, unfortunately, under our system of complicated and ramified credits, every financial catastrophe spreads over a wide area and affects a multitude who were apparently remote from its influence. It remains to be seen whether we shall profit by this latest lesson and act more prudently in the future. With the revival of business activity will come, also, the necessity for considering the proper amount of credit to be given to applicants for money, and for discriminating between enterprises which deserve to be assisted and those which do not. Capitalists, remembering the losses they have lately incurred through their own errors of judgment in this respect, or through those of persons upon whom they relied, will, indeed, for some time yet be shy of would-be borrowers. The borrowers, knowing this, will, on their part, be cautious in making their propositions, and will endeavor to deserve the confidence they ask for. Success in one case will, however, lead to fresh attempts, and these again to others, until the series of operations will gradually gain headway and finally will be going at full speed. When the next crash comes, as it will come sooner or

later, people will again be asking themselves, as they are now, whether on the whole this trading with borrowed money is profitable, and whether it had not better be stopped altogether.

A little pamphlet recently published by the Bradstreet Company, gives an analysis of the causes of the 15,508 failures in business which occurred during the year 1893. They are: Incompetence, 2,546; inexperience, 940; lack of capital, 5,194; unwise credits, 726; failures of others, 446; extravagance, 198; neglect, 481; competition, 191; disaster, 3,463; speculation, 181, and fraud, 1,142. Of the causes thus assigned it will be observed that incompetence, inexperience, unwise credits, extravagance, neglect, speculation and fraud are defects of an intellectual and moral nature, and the failures attributed to them amount to 6,214, or two-fifths of the whole, while failures of others, competition and disaster are responsible only for 4,100, or less than one-third, the remaining 5,194, or a little more than one-third, being due to lack of capital.

This total of 15,508 failures it should be mentioned, includes only those in which the assets proved to be less than the liabilities, the firms and individuals who during the year simply dropped out of business from inability to succeed, but who ultimately paid their debts in full, being reckoned at about 100,000 more. On the other hand, the total number of firms and individuals doing business in 1893 was 1,059,806, so that while the disastrous failures were about 15 in the 1,000, or 1½ per cent. of the whole, those resulting only in loss to the persons or firms failing were nearly one in ten, or one-tenth of the whole. At this rate the number of business failures from all causes would in the course of nine years equal the total number of successes—which seems to support the assertion frequently made, that less than one-tenth of the men who embark in business succeed permanently.

Of course, last year was exceptional, both in the number of failures and in the amount of liabilities involved in them. Still, while in 1893 the bad failures were 15,508 in number, and the total amount of liabilities \$382,153,676, the bad failures in 1892 were 10,270 in number and the liabilities \$108,595,248, the same kind of failures in 1891 being 12,394 in number with liabilities to the amount of \$193,178,000. This shows the last year was remarkable not so much for the increased number of bad failures as for the greater average amount of the liabilities involved. During the twelve years preceding 1891 the average annual number of reported business failures in the strict sense in which the word is used by the Bradstreet Company, was 9,256, and that of mere failures to succeed, 96,000.

Explanations are wanting of the causes which led to the failures of those who retired honorably from the field of business action, nor is there any computation of the losses they suffered, but it may reasonably be inferred that their want of success was due principally to a want of business ability. Of the 15,508 failures in 1893 the causes of which have been mentioned, it appears that, while 6,214 were owing to personal unfitness, 5,194 are ascribed to lack of capital, which indicates that in 5,194 cases the business was undertaken either without an adequate knowledge of its require-

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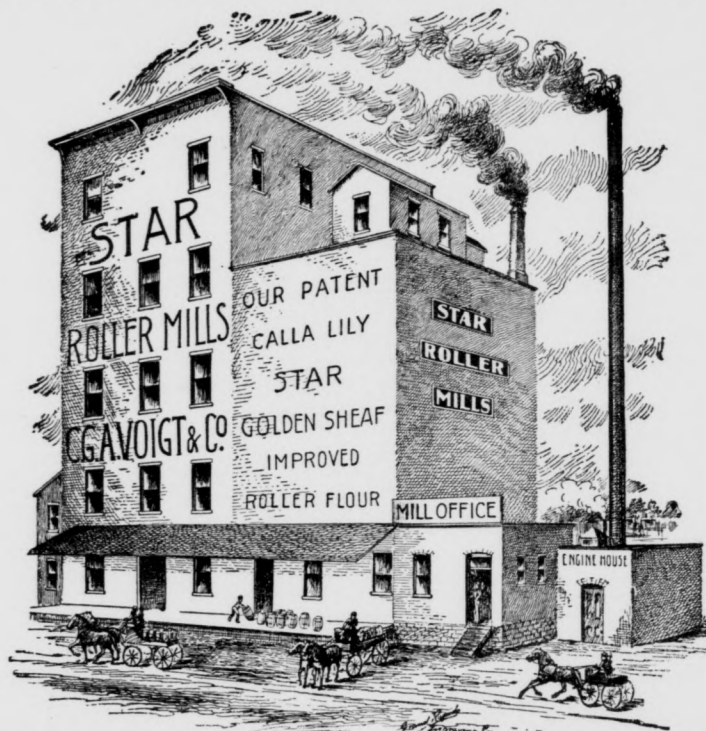
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ments, or else without regard to the interests of those from whom credit was solicited and obtained. The bankrupts threw upon their creditors a risk they had no right to make them take, and to that extent were dishonest.

The extent of the losses by the failures of private persons and firms which we have been considering is, however, small in comparison with the hundreds and thousands of millions which have been swallowed up in the bankruptcy of corporations. The amount of railroad bonds on which interest was defaulted during the last three years is very nearly if not quite \$1,500,000,000, and that of the railroad stocks which have either been greatly depreciated in value or rendered worthless must be as great. Not less than \$100,000,000 may be added to these sums for the bankruptcies, or, at least, failures to earn dividends, of the great industrial enterprises for which corporations have been formed and their stocks and bonds distributed among investors. Besides these, too, are numerous little ventures by manufacturing and mining corporations, which have practically borrowed their capitals and sunk them where they can never be recovered.

In one respect, however, the money lost by these failures, corporate as well as private, although those who lent it or invested it may never get it back again, is not entirely wasted. It is the price which in business affairs, a sin all other departments of human activity, must be paid for the wisdom which comes only through experience. We have not yet arrived at that pitch of intelligence at which we can infallibly judge in advance of the results which will follow any given line of conduct, and there never yet was any business enterprise which exactly fulfilled the hopes of its projectors. In a few rare cases those hopes are exceeded; in most they are disappointed, and in all the result is more or less different from that which was intended. Besides it may justly be said that, if before embarking our money we required to have its safety and the profits of its employment demonstrated beyond a peradventure, we should have to accept the low rate of compensation for its use which is paid upon that kind of assurance. If every speculation was as sure as a Government bond, it would yield only the rate of interest yielded by a Government bond. The excess of profit beyond that rate represents the extra risk incurred, and without that risk there would be no such excess.

MATTHEW MARSHALL.

Not Up to Snuff.

A tobacconist shop burned out in New York a few nights since, the fireman not being able to save it, because they were not up to snuff. When they arrived on the scene they speedily effected an entry into the premises, but the fire had gotten at some packages of snuff, and the fumes of it were more than the firemen could stand. They all fell to sneezing violently, and had to run out of the shop and let the fire have its way.

Once there was a grocer named Berry. He sent in a bill before it was due, and the person who received it wrote in reply: "Berry, you've sent in your bill Berry before it was due-Berry. Upon my feelings you are a rasp-Berry. Your father, the elder-Berry, would not have been such a goose-Berry. But you needn't look so blue-Berry, for I don't care a straw-Berry, and if you write again before June-Berry, I'll mail you till you are black-Berry."

REPRESENTATIVE RETAILERS.

Frank Smith, the Leroy General Dealer.

Frank Smith, the hustling general dealer of Leroy, Osceola county, Mich., was born at Newton Falls, Ohio, in 1855. His father, Noah Smith, was a carpenter in Frank's native town. In 1862 he forsook the saw and plane and opened a general store, which he conducted with a fair measure of success for twelve years. The financial storm of 1873-5, however, swept away his business and compelled him to return to his old calling to support his family. Frank, who at this time was about 19 years old, was thrown on his own resources, and went to work as a farm hand. Later, he came to this State, and made his home in Leroy, working in a sawmill for about two years. He then accepted the position of General Manager for Gray & Spires, lumbermen, of Sunrise Lake, which he held for four years. He then returned to Leroy and bought J. E. Bevin's stock of general merchandise and embarked upon the treacherous sea of mercantile life. Frank is a hustler, no matter what he undertakes, and he hustled so successfully as a merchant that the business soon outgrew the building in which it was located, and the Smith

Council for six years, and last year was elected President of the Village. He had a narrow escape from being postmaster under the present administration. He does not particularly care for the office, but it was the way by which he did not get it that hurts Frank's feelings, and it may be safely predicted that Dan Campau will, from this time on, have no better friend in Michigan. He does not believe "a little bit" in the referee system for dispensing patronage. Mr. Smith owns 160 acres of as fine land as there is in Osceola county, is Treasurer of the Leroy Creamery Co., of which he is also a director, and a most useful citizen and all-around good fellow. He is a member of the "chain gang," was beset by robbers on the lonely and dangerous road that leads from Jericho to Jerusalem and robbed of everything but his smile, and the envious Saul has cast his javelin at him with murderous intent—in other words, he is an Oddfellow. Frank is a soldier of no mean repute, having engaged in the "three years' warfare" of the Maccabees. He has a little society of his own, however, which he prizes more than all his other affiliations—he is a married man with an interesting family, and it is needless to say that he is a model husband and



block, a two-story brick, 24x80 feet, with basement and storeroom, was erected. Here, with the perennial smile and genial courtesy which have contributed largely to his success, Mr. Smith meets his host of customers. Frank has been a member of the Village

father. The portraits of two of his children appear with their father's in connection with this sketch.

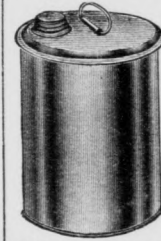
Don't hesitate to give expression to your honest convictions. The world admires a brave man whether he is right or wrong.

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AMONG THE TRADE.

AROUND THE STATE.

Shepherd—W. Meek has purchased the stock of the F. D. Howe Drug Co.

Eaton Rapids—C. W. Vaile has sold his harness business to C. D. Moore.

Butternut—A. Conklin succeeds Conklin & Phillips in the drug and grocery business.

Shepherd—The store of R. M. Meade, general dealer, has been closed on attachment.

Perrinton—A. Y. Sessions will soon remove his general stock at this place to Carson City.

Rochester—Woodward & Lintz succeed Platt M. Woodworth in the furniture business.

Coldwater—Phillips & Marks succeed Nana (Mrs. Louis, Jr.) Phillips in the clothing business.

Grand Haven—C. Van Zylsen is succeeded by Stap & Arkema in the flour and feed business.

Homer—Wm. H. Harmond has retired from the clothing and boot and shoe firm of O. L. Linn & Co.

Wayland—A new clothing store will be opened here about April 1 by C. W. Thompson, of Kalamazoo.

Hickory Corners—Edwin Bissell succeeds Bissell & Flansburg in the grocery, drug and crockery business.

Mattawan—C. G. Goodrich succeeds G. H. Goodrich in the hardware and agricultural implement business.

Athens—Allen Bros., dealers in dry goods and groceries, have dissolved, Ethan Allen continuing the business.

Saranac—Allen & Gamble, of Portland, have leased a store here and put in a stock of clothing and men's furnishing goods.

Bay City—The Miller Hardware Co., incorporated, succeeds W. H. Miller & Co. in the wholesale and retail hardware business.

Kalamazoo—The wholesale grocery firm of J. E. Doyle & Co. has dissolved partnership and will be succeeded by J. B. Doyle & Co.

Hamilton—M. B. Kolk, of Muskegon, has purchased some stock in the Hamilton Milling Co. and been elected Secretary of the corporation.

Perrinton—C. Christler has sold his general stock to Stroup & Carmer, late of Lansing, who will continue the business at the same location.

Traverse City—Ernst Bros., who came here from Oscoda and put in a bazar on Union Street just before Christmas, have discontinued their business here.

Perrinton—A. Pettit will shortly remove his grocery stock from his sawmill near Middleton to this place, having leased the "Red Front" store for that purpose.

Manton—A. Alvin is cutting an archway between his dry goods store and the next store adjoining it on the north, in which he proposes to embark in the grocery business.

Kalkaska—The Smith Lumber Co. has purchased the T. D. Hobbs grocery stock and the B. W. Hodgeman & Co. dry goods stock and will conduct a supply store at this place.

Calumet—The Tamarack co-operative store made more money the past year than has the mine itself. It will divide among its stockholders \$35,000 as the profits on last year's business.

Clifford—Two attachment suits have been begun against G. W. Perry, general

dealer at this place. One was by W. J. Gould & Co., of Detroit; the other by Burnham, Stoepel & Co., of Detroit.

Sheridan—Mr. Gray, the oldest grocer at this place, has made an assignment to Dr. Wm. H. Budd. His assets are largely doubtful accounts, and are thought to be less in amount than his liabilities.

Cheboygan—Dan McDonald, who has long been connected with the grocery department of W. & A. McArthur Co.'s general store, and Geo. Rittenhouse have formed a copartnership and will soon open a grocery store in the Paquette building.

Mancelona—The attachment cases of the Antrim County State Savings Bank and of the Lemon & Wheeler Company against the goods and chattles of H. Freeman, on the February calendar of the Antrim Circuit Court have been amicably settled.

Carson City—Kelley & Cadwell have made a deal with S. W. Webber, taking his one-third interest in the bank and post office block here, twenty village lots here and three at Middleton in exchange for the brick block and drug stock of Dr. Kelley, at Lyons, and sixteen village lots at that place.

Detroit—While Henry A. Newland & Co. will retire those of their traveling salesmen who have been handling furs, the business will be still carried on by the firm and furs sold at wholesale to any intending purchaser who happens to wish that class of goods. The wholesale hat business will be continued the same as heretofore.

Detroit—Retail dealers in flour and feed are complaining at the practice of wholesale dealers in selling to any and all customers at wholesale prices, and frequently for a less price, where the purchaser does his own hauling. The matter has been informally discussed among a number of retailers, and a movement is now on foot to call a general meeting, inviting all retailers to be present, with a view to forming an association which would have for its object the protection of all retail dealers in flour and feed.

MANUFACTURING MATTERS.

Kalamazoo—The Columbia Sled Co. and the Page Manufacturing Co. have been merged into one concern under the style of the Kalamazoo Sled Co. H. P. Kauffer will be manager of the business.

Detroit—The Automatic Music Turner Co. has filed articles of incorporation with a capital stock of \$3,000. The incorporators are James Miller, Harry A. Clapp and Eugene Gregory, and they will manufacture a patent device for turning music leaves.

Cadillac—The machinery and stock belonging to the Cadillac Veneer and Basket Works was sold Friday on a chattel mortgage given by D. F. Diggins, of this city, and H. F. Marsh, of Allegan, and was bid in by J. B. Gardner for \$500. Gardner is one of the principal stockholders in the company and expects to reorganize and operate the plant.

Detroit—The Michigan Electro-Automatic Telephone Co. is now fully organized and ready for business. It has a capital stock of \$500,000, of which \$300,000 has been paid in, and has received from the Strowger Automatic Telephone Co., of Chicago, a license for the Lower Peninsula. The city of Bat-

tle Creek has already been asked for a franchise. The company has not yet decided whether it shall establish all the plants desired or sell its rights to local concerns.

Grains and Feedstuffs.

Wheat—The situation is unchanged, but conditions are developing which may make this the worst year wheat-growers have ever known. Farmers are holding on to their wheat, notwithstanding that there is in the country something over 200,000,000 bushels yet to be disposed of, with the next harvest less than sixteen weeks off and exports down to 2,000,000 bushels per week. This ought to be enough to bring out every grain of wheat in the country, but added to it is the approaching opening of Russian ports, which will put millions of Russian wheat on the market. Foreign countries are taking less American wheat every year, and will cease taking it altogether just as soon as their supply is assured from other countries. Australia and India are coming to the front as wheat raising countries and the time is not far distant when American farmers must raise wheat for home consumption only. The vast quantity of wheat in store and invisible will assure the continuance of low prices and may result in a further decline.

Hay—The past year has been a peculiar one in the hay trade and one of great disappointment to those engaged in it. It began with high prices and favorable promises, continuing until June, when Europe reported a short crop because of drouth. Wide circulation of the report caused a scale of prices to be established in the United States and Canada based upon European panic prices. Men who went into the new speculation understood little of hay areas and were astonished at the quantity brought forward, not alone from the United States and Canada, but from Australia, Argentine and other countries, quickly satisfying the needs of Europe. A break in prices followed and the year ended with prices below the profit figures. Until the new crop is available, the prospect for higher prices is dubious, since the markets are well supplied now. A large crop this year will send prices still lower than they are. A reorganization must be effected in some way, or hay will be more discouraging in the future than it has been in the past. Even if the '94 crop is not over large, the increasing consumption of rough forage by farm stock will make the supply of hay available for market quite large should prices advance.

The Grocery Market.

Sugar—The market is featureless. The demand is moderate and stocks are accumulating in refiners' hands. Until the tariff agitation is settled, the country will be disturbed to that extent that dealers will not know whether to carry large or small stocks. If a duty is coming, they want large stocks; if no duty is to be levied, they want small stocks.

Bananas—The extremely cold weather ruling for the past two weeks has brought traffic in bananas to a standstill, especially in this section of the country. The fruit being very sensitive to cold it cannot be handled with any degree of safety at present.

Lemons—The situation remains unchanged. Present quotations are about as low as can well be made and allow

the importers anything. It will be wise to buy sparingly at present, as all fruit which has been in transit to western markets during past weeks is very liable to have become frosted more or less and effect will become manifest in short order after setting in a warm store.

Oranges—Florida fruit keeps advancing as the stock becomes scarcer, and it will soon be at a premium. The first arrivals of Californias have put in an appearance and are being offered at prices slightly under those asked for Floridas. Quality is fully up to first arrivals of previous seasons. Navels are plenty and held nearer to price of seedlings than ever before.

Figs—Box goods are easy at last week's prices, while bag stock has advanced $\frac{1}{8}$ c to $\frac{1}{4}$ c per pound.

PRODUCE MARKET.

Apples—Not enough in market to furnish a basis for quotations. Holders can get most any price for fancy fruit.

Beans—Pea and medium are active and strong, with increasing demand. Handlers pay \$1.30 for country cleaned and \$1.40 for country picked, holding city cleaned at \$1.55 in carlots and \$1.60 in less quantity.

Butter—Dealers pay 18c for choice dairy, holding at 20c. Creamery is dull and slow sale at 25c.

Cabbage—\$1 per doz.

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

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

Eggs—Dealers pay 13@14c for strictly fresh, holding at 14@14c.

Field Seeds—Medium or mammoth clover, \$5.75; Timothy, \$1.10; Red Top, 75c; Orchard grass, \$1.75; Alsike, \$8.50.

Grapes—Malaga are in moderate demand at \$4.50 per keg of 55 lbs. net.

Honey—White clover commands 14@15c per lb., dark buckwheat brings 12c. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12c per lb.

Maple Sugar—10 per lb.

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

Onions—Handlers pay 45c, holding at 55c per bu. Cuban stock commands \$3 per bu.

Potatoes—Handlers pay 40c for white stock and 5c for red, holding at 10c per bu. above those figures.

Potatoes—Handlers have ceased buying red stock, as the demand for such stock for seedling purposes has ceased. Outside consuming and distribution markets are weak, but local handlers continue to pay 40c for white varieties, holding at 50c.

CRACKER BAKERY TO LEASE.

2 Reel Ovens, Engine, Boiler, Shafting, Pulleys, Belting, Office Furniture, Scales, etc. This is the best opening in the State. The only Cracker Bakeries in the city are operated by the Trust. For particulars address Robert Morton, care Morton Baking Co., Detroit Mich.

A Big Drive

IN ALL SILK (SAT. EDGE) RIBBONS.

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

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

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

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

We solicit your inspection or mail orders.

Corl, Knott & Co.,

20-22 No. Division St.,

GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

T. D. Cutler, grocer at Nottawa, has put in a grocery stock at Delton. The Musselman Grocer Co. furnished the stock.

G. A. Luther & Co. have embarked in the shoe business at Bellaire. The The Herold-Bertsch Shoe Co. furnished the stock.

J. A. Gerard, general dealer at Yuma, has added a boot and shoe stock. The goods were furnished by the Herold-Bertsch Shoe Co.

S. A. Howey, hardware and furniture dealer at Lake City, has opened a hardware store at McBain. Foster, Stevens & Co. furnished the stock.

The Beaverton Mercantile Co., general dealers at Beaverton, has added a line of boots and shoes. The Herold-Bertsch Shoe Co. furnished the stock.

E. L. Merritt has opened a boot and shoe and men's furnishing goods store at Mulliken. The shoe stock was furnished by the Herold-Bertsch Shoe Co.

Negotiations are pending for the consolidation of the Automatic Car Brake Co., of this city, and the Jenison Manufacturing Co., of Jenisonville, under another corporate name.

James Meeusen recently sold his drug stock at 758 South Division street to Dr. C. H. White, of Reed City, who subsequently transferred the stock to F. A. Sanford, who will continue the business at the same location.

Cornelius DePree, formerly of the drug firm of Meeusen & DePree, of this city, but for the past year employed as prescription clerk for Geo. McDonald, at Kalamazoo, has arranged to embark in the drug business at Holland. The Hazeltine & Perkins Drug Co. has the order for the stock.

The McCarger-Littlefield Co. will hereafter be known as the McCarger Novelty Co. Joseph R. McCarger will be President of the new corporation and E. D. Whitlock will serve the company in the capacity of Secretary and Treasurer, having severed his connection with the Grand Rapids Brass Co. for that purpose. The corporation is occupying quarters in the building of the Bissell Carpet Sweeper Co. and will soon be in the market with a full line of artistic jewelry cases and fancy boxes.

The Moseley & Stevens Co., Limited, has been organized by H. E. Moseley, Geo. F. Stevens and Arthur C. Denison with a capital stock of \$8,000, one-half contributed by Mr. Denison and the other half equally divided between the other partners. Mr. Stevens has been identified with Moseley Bros. for the past eleven years, latterly as a partner. The new firm will remain at 130 Oakes street for a month or six weeks, when it will remove to the present location of C. N. Rapp & Co., 9 North Ionia street.

E. Crofton Fox has adopted plans for the erection of a four-story brick building on the corner of North Ionia and Louis streets, adjoining The Tradesman office on the southeast. The building will have 100 feet frontage on Ionia street and be 112 in depth, with a 20 foot alley and driveway in the rear. It will be divided into five apartments, each four stories and basement, with elevator for each apartment, so arranged that a ten-

ant can occupy one or more apartments and use one or more elevators, as desired. The building will be plain in appearance but substantial in construction and will be an important accession to the jobbing portion of the city.

The peddlers have broken out in a new place. It is not an uncommon sight for from two to six men to be seen accompanying one wagon. The man in charge of the wagon generally has a license, but those who accompany it have not. These men take baskets, and, getting their supplies from the wagon, proceed to dispose of their goods in the neighboring houses. To say that they are unmolested by the police would hardly be correct. Several have been cited before the Police Court, but every case, so far, has been dropped. Whether this has been because of insufficient evidence, or "for charity's sake" is not known; but the result has been to discourage the efforts of the police to enforce the ordinance. If the intention is to permit these people to earn a living, the fact should be frankly stated. If it is because of any weakness in the ordinance, the weak spot should be pointed out, and, if possible, remedied. It would be nothing strange to find a flaw in an ordinance framed by the City Attorney. He has never yet prepared one that he has not afterwards declared was faulty. The Superior Court has already passed upon the peddlers' ordinance favorably, however, and any case submitted under it ought to result in a conviction. It is hardly to be supposed that the Judge of the Police Court would, on his own responsibility, dismiss any case brought before him if the evidence was sufficient to secure a conviction. If the City Attorney's office is responsible for such reprehensible leniency, that will probably be the end of the matter, as the City Attorney is in the habit of doing pretty much as he pleases and very seldom as the law provides. As things are it is useless for the police to make arrests when they are certain that no convictions will follow.

The Hardware Market.

General Trade—As yet, is light. Dealers are slow to anticipate their wants and manifest a disposition to buy only what they are obliged to have. In some lines there is a shortage and the consequence is just what the dealer wants and he makes a great cry about not getting it. We don't blame him very much, for if there is anything a person wants to buy, the dealer does not want to disappoint him.

Wire Nails—The demand is very large and prices have advanced at the mill 15 20c per keg. A very large volume of nails has been ordered for March 1 shipment and one mill writes a jobber here that it is 145,000 kegs behind its orders. If many mills are in the same predicament, somebody will be disappointed in getting their nails.

Barbed Wire—The same conditions exist in wire as in nails. March 1 to April 1 is the time everybody sets for getting in his spring stock, and the mills find it impossible to store stock sufficient to fill all orders promptly. Wire has advanced at the mills 15c per 100 pounds. From stock jobbers have not, as yet, made any change. We quote \$2.20 for painted and \$2.60 for galvanized.

Window Glass—There is plenty of glass for anybody who wants it, and prices remain low. The tariff agitation

and the business depression have a very marked effect on this product. We, however, believe this is a good time to buy glass. It certainly cannot go much lower and must react as soon as the demand comes.

Shot—Still in the decline. Nothing to hunt—so nobody wants it at any price. We quote \$1.35 for drop and \$1.60 for buck shot.

Purely Personal.

Thomas M. Sloan, the veteran Dimondale merchant, was in town several days last week. He was accompanied by his wife.

Wm. H. Hoops, well known in Western Michigan as a traveling salesman, wholesale grocer and lumberman, is now manager of the Cosmopolitan Safe Deposit Co., 45 Monroe street, Chicago. Mr. Hoops is an exceptional organizer and, if given full swing, will work up a lucrative business for the new establishment.

Frank Hamilton, the Traverse City clothier, was in town over Sunday on his way home from Boston, where he had been for a couple of weeks, selecting spring goods. While in the city he first learned of a serious mishap which occurred at his store last Friday night. The pipe connected with the water motor used for running his electric sign froze, burst and flooded the attic, soaking the ceiling of nearly all the upper rooms of his block. The water found its way through the ceiling floor of the storeroom and ran down in streams over his clothing stock, incurring a loss of about \$2,500.

Gripsack Brigade.

Byron S. Davenport drew a cottage organ in a raffle at Hubbardston one day last week. He has had several opportunities to present it to organizations of lady Maccabees, etc., but has sinister designs as to the disposition of the animal which he refuses to disclose.

A Grand Rapids traveling man was at Ewen last Sunday and participated in a somewhat varied program. Saturday evening a prize fight was held in the only hall in the place, which was located over a saloon. Sunday morning the sawdust was hurriedly swept up so that religious services could be held in the hall. As the saloon was open all day Sunday, the service was frequently disturbed by the click of billiard balls and the course ejaculations of excited card players.

Hides, Pelts and Furs.

Hides—With the demand and receipts light, and prices steady, as they have been for some time, the market remains unchanged. Calfskins are the weakest features in the market, wax tanners having persistently refused them for some time. The local market remains unchanged. Offerings are very small and readily taken at nominal prices.

Pelts—Nothing of importance to say about green pelts. Prices are steady and unchanged.

Furs—Unchanged, with skunks in good demand, and a decreasing demand for rats.

Tallow—Steady demand, with equal receipts; 4½c is the prevailing price for No. 1, and 3½c for No. 2.

The Wool Market.

If there has been any change during the week, it has been for the worse. The manufacturers are making only spot sales, and these at prices which preclude

all idea of profit. Agents find clothing buyers very shy, their orders being very light and almost all in the standard lines. Many mills are closing down, and the prospects are gloomy in the extreme. The bad state of affairs among manufacturers has naturally reacted upon the wool market, the tone of which is very much heavier in consequence. The local market reflects the condition of the big centers and is absolutely featureless. Prices are steady of course. There is no reason why they should change.

From Out of Town.

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

J. R. Harrison & Co., Gooding.
Bates & Trautman, Moline.
A. V. Young, Woodville.
Adam Newell, Burnip's Corners.
Henry Meijering, Jamestown.
E. R. Phillips, Bay City.
A. B. Schumacher, Grand Ledge.
T. M. Sloan, Dimondale.
E. W. Pickett, Wayland.

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—135 ACRE FARM 10 MILES from city, for clean merchandise or smaller farm, time on balance. Address 290 N. Ionia Street, Grand Rapids.

WANTED—TO EXCHANGE, CITY LOTS for good grocery stock. Address M. R., care Michigan Tradesman. 571

WILL BUY A STOCK OF MERCHANDISE. Address box 44, Early, Sac County, Iowa. 570

IF YOU HAVE A STOCK OF MERCHANDISE, a farm, or city property, and desire to sell or exchange, we can find you a deal at once. We make a specialty of exchanges, both in farm property and merchandise. Address Brishlin's Real Estate & Traders' Exchange Place, Lansing, Mich. 565

FOR SALE—CLEAN GROCERY AND PROVISION stock on best business stand in thriving manufacturing town in Northern Michigan. Excellent opening for bakery and crockery in connection. Address No. 561, care Michigan Tradesman. 561

FOR SALE—A WELL-SELECTED STOCK of merchandise and fine farm, pleasantly located. Store building and dwelling on farm—a choice piece of property. Address No. 566, care Michigan Tradesman. 566

WANTED—BANK STOCK IN ANY GRAND Rapids bank. Must be cheap. E. A. Stowe, 100 Louis St. 568

I WANT TO BUY A LARGE STOCK OF merchandise doing extensive paying business. Would pay cash if stock and price suit. G. W. Sharp, Stanton, Mich. 569

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. 560

I HAVE \$4,000 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, 28 Madison ave., Grand Rapids. 558

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—FOREMAN FOR FURNITURE factory making chamber suits, beds, tables, and desks. Must be competent to handle eighty men to advantage and have some knowledge of designing and drafting. Apply immediately to E. A. Stowe, 100 Louis St. 567

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

WANTED—A PLACE TO WORK BY THE month or year on a farm by a steady married man. Please address "Reuben," care Michigan Tradesman. 562

WANTED—SITUATION BY PRACTICAL druggist; registered; married; thirty-five years of age, and experienced as manager. Would take care of paying store for share of profits. Address Box 85, Gobleville, Mich. 564

I SAY, MISTER, CAN YOU GIVE ME A JOB by the day or month on your farm? I know my business. Address 49 Dudley Place, Grand Rapids, Mich. 563

Sheep in the Grocery.

A very amusing event happened in Cincinnati the other day, but it was sufficiently serious to the parties directly interested. A drover was driving a flock of seventeen sheep through the street, when, unfortunately, a collision occurred between an electric car and a wagon just in front of a grocery. Of course a crowd collected immediately, and the street was blocked as the sheep came along. The old wether which led the flock, in alarm at the crowd, made a break for the first avenue of escape that he saw, which happened to be the open door of the grocery, where the groceryman stood contemplating the disaster. "Look out!" shouted the drover, "they'll all go in!" "No, they won't!" responded the grocer, and he grabbed the third sheep that came along. The animal bolted forward to follow its leader in true sheep fashion, and the grocer was jerked off his feet, while the whole flock vaulted gracefully over him and entered the store. Once there they began quietly to regale themselves on the cabbages and lettuce which they found, and when the drover entered the irate grocer demanded payment of damages before the sheep should be removed from the store. While they were arguing the question one of the animals knocked over a can of cayenne pepper, and the sheep began to plunge about like mad, and presently made a rush for the door and tore off furiously down the street, leaving the grocer and the drover sneezing at the catastrophe.

The Country Merchant.

From Harper's Magazine.

The country storekeeper is in some sort a public character. He finds himself used in a dozen different ways—as banker, oracle, referee, newspaper, directory, intelligence man, etc.—almost before he is aware. Gossip and small talk he should retail with the same graceful alacrity with which he dispenses maca-bay and peppermint drops. Thoroughly democratic as an institution, "the store" recognizes no caste, and its door swings freely open to all who come, whatever be their errands. An inviting haunt for all the idle ones among us, its fireside on stormy or impracticable days draws together its little circle, that is ever shifting its character and its subjects as different persons come and go. Sometimes the conversation has all the interest that native humor and penetration can give it. But not infrequently will it subside into the veriest twaddle. Few and almost commonplace as are the occurrences of rural life, yet the social requirements of the village demand that these be made the most of, that no one may be guilty of so indecorous a thing as silence in his neighbor's presence.

To Corner Columbian Stamps.

It is reported that an effort is being made on the quiet to get a corner on some of the rarer issues of the Columbian stamps, in view of the suspension of their publication, to make collectors pay a big price for them in the future. It is said that some time ago when the government was about to discontinue the issue of 10-cent stamped envelopes, a smart New York dealer undertook to run a corner on them, and ascertaining by surreptitious means, when the issuing of the envelopes would cease, he bought the whole stock on hand, some 10,000 and issued a circular notifying dealers that after a certain date these envelopes could be had only from him, and at an exorbitant price. So many complaints reached the Department that it ordered the printing of another issue of 50,000, and notified the complainants that they could get all they wanted from the Department at the usual price. The enterprising worker of the corner spent a good while kicking himself for not having sense enough to keep his mouth shut.

Money Needed on Both Sides.

From the Town Topics.

Old Lawyer—It won't pay you to try to collect that debt.

Young Lawyer—But it is valid, and the debtor is wealthy.

Old Lawyer—But the creditor has nothing.

Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	Arrow Brand	4 1/2
Argyle	5 1/2	" World Wide	6
Atlanta AA	6	" LL	4 1/2
Atlantic A	6 1/2	Full Yard Wide	6 1/2
" H	6 1/2	Georgia A	6 1/2
" D	6	Honest Width	6
" LL	6	Hartford A	5
Amory	6 1/2	Indian Head	5 1/2
Archery Bunting	4	King A A	6 1/2
Beaver Dam A A	4 1/2	King E C	5
Blackstone O 32	5	Lawrence L L	4 1/2
Black Crow	6	Madras cheese cloth	6 1/2
Black Rock	5 1/2	Newmarket G	5 1/2
Boot, AL	7	" B	5
Capital A	7	" N	6 1/2
Cavanat V	5 1/2	" DD	5 1/2
Chapman cheese cl	3 1/2	" X	6 1/2
Clifton C R	5 1/2	Noble R	6
Comet	6	Our Level Best	6
Dwight Star	6 1/2	Oxford R	6
Clifton CCC	5 1/2	Peguet	7
		Solar	6
		Top of the Heap	7
BLEACHED COTTONS.			
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	8	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A A	7 1/2	Great Falls	6 1/2
Beats All	4	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	6 1/2	King Phillip	7 1/2
Cabot, %	6 1/2	" OP	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W	7 1/2	Lonsdale	8 1/2
Cleveland	6	Middlesex	8
Dwight Anchor	8	No Name	7 1/2
" shorts	6	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8	Sunlight	4 1/2
Fitchville	7	Utica Mills	8 1/2
First Prize	6	Vinard	8 1/2
Fruit of the Loom %	7 1/2	White Horse	8 1/2
Fairmount	4 1/2	" Rock	8 1/2
Full Value	6 1/2		
HALF BLEACHED COTTONS.			
Cabot	6 1/2	Dwight Anchor	8
Farwell	7 1/2		
CANTON FLANNEL.			
Unbleached		Bleached	
Housewife A	5 1/2	Housewife Q	6 1/2
" B	5 1/2	" R	7
" C	6	" S	7 1/2
" D	6 1/2	" T	8
" E	7	" U	9
" F	7 1/2	" V	10
" G	7 1/2	" W	10 1/2
" H	7 1/2	" X	11 1/2
" I	8 1/2	" Y	12 1/2
" J	8 1/2	" Z	13 1/2
" K	9 1/2		
" L	10		
" M	10 1/2		
" N	11		
" O	11 1/2		
" P	12 1/2		
CARPET WARP.			
Peerless, white	17	Integrity colored	18
" colored	19	White Star	17
Integrity	18 1/2	" colored	19
DRESS GOODS.			
Hamilton	8	Nameless	20
" "	10 1/2	" "	25
" "	10 1/2	" "	27 1/2
G G Cashmere	30	" "	30
Nameless	16	" "	32 1/2
" "	18	" "	35
CORSETS.			
Coraline	29 50	Wonderful	24 50
Schilling's	9 00	Brighton	4 75
Davis Waists	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00
CORSET.			
Armory	6 1/2	Naumkeag sateen	7 1/2
Androsoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	7 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.			
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	5 1/2	Charter Oak fancies	4 1/2
" buffs	5 1/2	DelMarine cashm's	5 1/2
" pink checks	5 1/2	" monr'n'g	5 1/2
" staples	5	Eddystone fancy	5 1/2
" shirtings	3 1/2	" chocolai	5 1/2
American fancy	5 1/2	" rober	5 1/2
American indigo	5 1/2	" sateens	5 1/2
American shirtings	3 1/2	Hamilton fancy	5 1/2
Argentine Grays	6	" staple	5 1/2
Anchor Shirtings	4	Manchester fancy	5 1/2
Arnold	6	" new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
" long cloth B	9 1/2	Merrim'ck shirtings	5 1/2
" " C	7 1/2	" Reppfurn	8 1/2
" century cloth	7	Pacific fancy	5 1/2
" gold seal	10 1/2	" robes	6
" green seal TR	10 1/2	Portsmouth robes	6 1/2
" yellow seal	10 1/2	Simpson mourning	5 1/2
" serge	11 1/2	" greys	5 1/2
" Turkey red	10 1/2	" solid black	5 1/2
Ballo' solid black	8	Washington indigo	6 1/2
" colors	8	" Turkey robes	7 1/2
Bengal blue, green,	6	" India robes	7 1/2
red and orange	6	" plain T'ky X	8 1/2
Berlin solids	5 1/2	" " X	10
" oil blue	6	" Ottoman Tur	6 1/2
" green	6	" key red	6 1/2
" Foulards	5 1/2	Martha Washington	7 1/2
" red & "	7	" Turkey red & "	7 1/2
" " "	5 1/2	Martha Washington	7 1/2
" 4 1/2	10	" Turkey red	9 1/2
" 2 1/2 XXX	12	Riverpoint robes	5 1/2
Cocheco fancy	5	Windsor fancy	5 1/2
" madders	5	" gold ticket	5 1/2
" XX twills	5	indigo blue	10 1/2
" solids	5	Harmony	4 1/2
TICKINGS.			
Amoskeag A C A	12 1/2	A C A	12 1/2
Hamilton N	7	Pemberton AAA	10
" D	8	York	10 1/2
" Awuling	11	Swift River	7 1/2
Farmer	10 1/2	Pearl River	12 1/2
First Prize	10 1/2	Warren	12 1/2
Lenox Mills	18	Conestoga	15
COTTON DRILL.			
Atlanta, D	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K	7	Top of Heap	9

DEMINS.			
Amoskeag	12	Columbian brown	12
" 9 oz.	14	Everett, blue	12 1/2
" brown	14	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek AA	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	9	Lancaster	9 1/2
Boston Mfg Co. br.	7	Lawrence	9 1/2
" blue	8 1/2	" No. 220	13
" d & twist	10 1/2	" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl.	19		
GINGHAMS.			
Amoskeag	6 1/2	Lancaster, staple	5 1/2
" Persian dress	6 1/2	" fancies	7
" Canton	7	" Normandie	7
" AFC	8 1/2	Lancashire	6
" Teazle	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	7	Normandie	7
Arlington staple	6 1/2	Persian	7
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dress	7 1/2	Rosemont	6 1/2
" staples	6	Slatesville	6
Centennial	10 1/2	Somerset	7
Critteron	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	6
Everett classics	8 1/2	Whitenden	6
Exposition	7 1/2	" heather dr	7 1/2
Glenarie	6 1/2	" indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	5	" "	10
Johnson Jhalon cl	5	Windermeer	5
" indigo blue	9 1/2	York	6 1/2
" zephyrs	16		
GRAIN BAGS.			
Amoskeag	14	Georgia	14
Stark	19		
American	14		
THREADS.			
Clark's Mile End	45	Barbour's	95
Coats, J. & P.	45	Marshall's	90
Holyoke	22 1/2		
KNITTING COTTON.			
No. 6	33	White, Colored	37
" 8	34	" "	42
" 10	35	" "	43
" 12	36	" "	44
" "	41	" "	45
CAMBRICS.			
Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4
RED FLANNEL.			
Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	FT	32 1/2
Talbot XXX	30	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Mantoba	23 1/2
DOMEST FLANNEL.			
Nameless	8 @ 9 1/2	" 9 @ 10 1/2	12 1/2
" 8 1/2 @ 10			
CANVASS AND PADDING.			
Slate. Brown. Black.	Slate. Brown. Black.		
9 1/2	9 1/2	10 1/2	10 1/2
10 1/2	10 1/2	11 1/2	11 1/2
11 1/2	11 1/2	12	12
12 1/2	12 1/2	20	20
DUCKS.			
Severin, 8 oz.	9 1/2	West Point, 8 oz.	10 1/2
Mayland, 8 oz.	10 1/2	" 10 oz.	12 1/2
Greenwood, 7 1/2 oz.	9 1/2	Raven, 10 oz.	13 1/2
Greenwood, 8 oz.	11 1/2	Stark	13 1/2
Boston, 8 oz.	10 1/2	Boston, 10 oz.	12 1/2
WADDINGS.			
White, doz	25	Per bale, 40 doz	85 50
Colored, doz	20	Colored "	7 50
SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best AA	12 1/2	Valley City	10 1/2
L	7 1/2	KK	10 1/2
G	8 1/2		
SEWING SILK.			
Corticelli, doz.	35	Corticelli knitting,	30
twist, doz.	40	per 1/2 oz ball	30
50 yd, doz.	40		
BOOKS AND EYES—PER GROSS.			
No 1 B'l'k & White	10	No 4 B'l'k & White	15
" 2	12	" 8	20
" 3	12	" 10	25
No 2—20, M C	50	No 4—15 1/2 3 1/2	40
" 3—18, S C	45		
COTTON TAPE.			
No 2 White & B'l'k	12	No 8 White & B'l'k	30
" 4	15	" 10	23
" 6	18	" 12	26
SAFETY PINS.			
No 2	28	No 3	36
NEEDLES—PER M.			
A. James	1 40	Steamboat	40
Crowley's	1 25	Gold Eyed	1 50
Marshall's	1 00	American	1 00
TABLE OIL CLOTH.			
5-4	1 75	6-4	2 30
5-4	1 65	6-4	2 30
COTTON TWINES.			
Cotton Sail Twine	25	Nashua	14
Crown	15	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply 17 1/2	
Cherry Valley	15	Powhattan	16
I X L	18 1/2		
PLAID OSNABURGS.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneida	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5	Otis checks	7 1/2

CUSHMAN'S Menthol Inhaler
CURES
Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat.

The first inhalations stop sneezing, snuffing coughing and headache. This relief is worth the price of an Inhaler. Continued use will complete the cure.

THE QUESTION OF PAINTS.

Written for THE TRADESMAN.

The hardware man is, to-day, expected to carry a stock of paints and oils—at least a few staples such as white lead ground in oil, whiting, putty, linseed oil, and the more common colors. In most communities, however, he carries more than these few simples; he handles a line of ready-mixed paints, and also the usual brushes and other implements needed for their proper application at the hands of either professional or amateur painters.

This ready-mixed paint business is the natural outgrowth of modern business methods, whereby the various processes formerly performed by each individual for himself are now done by some efficient manufacturer, who, by means of improved appliances, increased skill, and the handling of large quantities, is enabled to produce better results with less cost of time and labor, the product being more uniform, of better quality, and of smaller price.

The usual rules of trade prove that demand prompts supply. In the case of ready-mixed paints, however, it is more the case of supply creating demand. There have been, and always will be, in every community, a large number of people who, from one motive or another, prefer to do their own painting. Formerly, they went to the paint shop for their supplies. There they got their color mixed to a tint somewhere about what they wanted, and borrowed the pots and brushes with which to do the work.

To-day, the facility with which one can obtain paint of the proper consistency, just the right tint, and in convenient packages ready to use, has stimulated an ever-increasing demand for these goods.

Use sometimes brings abuse—it has in this case. The first ready-mixed paints, it is safe to say, were honest, durable paints, in proper oils, and rightly proportioned and blended. There was value in them—value of the materials, of the work, of the skill, and of the manufacturer's capital. They cost money, and as the trade grew in proportions the tendency increased to cheapen the quality if, by so doing, the price could be lowered to a point below that of competing manufacturers.

Then adulterations came into use, and, to-day, there are paints which have nothing to recommend them to the dealer or the user except their low price. They neither look well nor wear well, but they sell well—that's the point. The wily manufacturer, by cheapening his product, can afford to put a gorgeous label upon the can, can make his packages attractive, and can advertise them extensively—that's the story. He gives his goods some high-sounding name, and he advertises them. Possibly his goods will not bear out one-fifth of the praises and promises printed on the labels and in the newspapers, but that makes no difference—they sell well.

The question for the hardware dealer to decide is this: "Shall I carry a line of ready-mixed paints which are well advertised but of questionable quality, or, shall I carry a good grade of pure paints which perhaps are not so well advertised?" That is the way a hardware man put it recently. The answer was given in true Yankee style—it was this: "Are you in business for a year, or for a

lifetime? Are you working for money or for reputation?"

The man who sells the cheapest goods will always command the trade of the cheapest people. Is this cheapest trade desirable? If so, get poor quality goods, if they can be sold at a less price than others. Are you catering for trade on the principle that you must cheat your man this time for you'll never see him again? If so, get gaudy packages of unreliable paints. Are you in business for this year only? Then carry some widely-advertised but comparatively worthless goods.

There is a temptation to follow this advice in the particular line of goods of which this article treats, because it requires some time to show the worthlessness of paints. The poor tool is quickly proved valueless, but paint is bought for wear, and it may not show its good-for-nothingness for some months, a time long enough to be mistaken, by some people, for eternity. The steadfast merchant will choose the other kind—those brands upon which he can rely. He is in business for keeps. He knows that poor goods are a delusion and a snare, dear at any price. He knows that fooling the public never pays; so he ascertains, by careful enquiry, what is a good brand of ready-mixed paints, with the guarantee of the manufacturers. Having chosen such a brand, he sticks to it, guarantees it, and builds up trade upon it.

This article might end here, and with the usual moral; but a well-known hardware man in a large city claims that both sides of this question are proper, practicable and profitable. There are many dealers who carry two brands, he claims—one which can be guaranteed, and another which is likely to sell well on account of its cheapness. With two such brands the dealer can sell whichever the customer prefers—good goods or cheap goods. He can honestly recommend one, or will sell the other, if the customer's purse and judgment are both slim.

This last course is not advised from an ethical standpoint, but, as a matter of business, it has its advantages. Straddling the fence may not be graceful, but may serve to maintain a firmer foundation than any other position.

GEO. E. B. PUTNAM.

Boston, Mass.

Starting to heaven on a gravestone is risky business.

If every man would commence to reform the world by reforming himself, how quickly the work would be accomplished.

Hardware Price Current.

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

AUGERS 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.		
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, covered	4 00	
BUTTS, CAST.		
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	
CHADLES.		
Grain	dis. 50&10	
CROW BARS.		
Cast Steel	per lb 5	
CAPS.		
Ely's 1-10	per m 65	
Hick's C. F.	60	
G. D.	35	
Musket	60	
CARTRIDGES.		
Rim Fire	50	
Central Fire	dis. 25	
CHISELS.		
Socket Firmer	75&10	
Socket Framing	75&10	
Socket Corner	75&10	
Socket Slicks	75&10	
Butchers' Tanged Firmer	40	
COMBS.		
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		
White Crayons, per gross	120 12 1/2 dis. 10	
COPPER.		
Planished, 14 oz cut to size	per pound 28	
14x52, 14x56, 14x60	26	
Cold Rolled, 14x56 and 14x60	23	
Cold Rolled, 14x48	23	
Bottoms	25	
DRILLS.		
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		
Small sizes, ser pound	07	
Large sizes, per pound	6 1/2	
ELBOWS.		
Com. 4 piece, 6 in	dos. net 75	
Corrugated	dis. 40	
Adjustable	dis. 40&10	
EXPANSIVE BITS.		
Clark's, small, \$18; large, \$26.	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		
Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	
GALVANIZED IRON.		
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	
List 12 13 14 15 16 17	18	
Discount, 60		
GAUGES.		
Stanley Rule and Level Co.'s	50	
KNOSSES—New List.		
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—DOOR.		
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MATTOCKS.		
Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
MAULS.		
Sperry & Co.'s, Post, handled	50	
MILLS.		
Coffee, Parkers Co.'s	40	
P. S. & W. Mfg. Co.'s Malleables	40	
Landers, Ferry & Clark's	40	
Enterprise	30	
MOLASSES GATES.		
Stebbin's Pattern	dis. 80&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		
Advance over base, on both Steel and Wire.		
Steel nails, base	1 50	
Wire nails, base	1 50	
60	Base Base	
50	10	
40	25	
30	35	
20	45	
16	45	
12	45	
10	50	
8	60	
7 & 6	75	
4	90	
3	1 20	
2	1 60	
Fine 3	1 60	
Case 10	65	
" 6	75	
" 8	90	
Finish 10	75	
" 8	90	
" 6	1 10	
Cinch 10	70	
" 8	80	
" 6	90	
Barrell %	1 75	
PLANES.		
Ohio Tool Co.'s, fancy	dis. 2 40	
Scotch 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.		
Fry, Acme	dis. 60-10	
Common, polished	dis. 70	
RIVETS.		
Iron and Tinned	dis. 40	
Copper Rivets and Burs	50-10	
PATENT PLANISHED IRON.		
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 30	
Broken packs % per pound extra.		

HAMMERS.		
Maydole & Co.'s	dis. 25	
Kip's	dis. 25	
Yorke & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	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	
" " " "	net 7 1/4	
Strap and T.	dis. 50	
RANGERS.		
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japaned Tin Ware	25	
Granite Iron Ware	new list 33 1/2 40	
WIRE GOODS.		
B. Light	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		
Stanley Rule and Level Co.'s	dis. 70	
ROPES.		
Sisal, 1/4 inch and larger	7 1/2	
Manilla	11	
SQUARES.		
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
	Com. Smooth. Com.	
Nos. 10 to 14	\$4 05 \$2 35	
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 26	4 25 3 25	
No. 27	4 45 3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		
List acct. 19, '86	dis. 50	
SASH COORD.		
Silver Lake, White A.	list 50	
" Drab A.	55	
" White B.	55	
" Drab B.	55	
" White C.	35	
Discount, 10.		
SASH WEIGHTS.		
Solid Eyes	per ton \$25	
SAWS.		
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
THAPS.		
Steel, Game	dis. 60&10	
Onelda Community, Newhouse's	35	
Onelda Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz	
WIRE.		
Bright Market	dis. 65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 60	
" painted	2 20	
HORSE NAILS.		
An Sable	dis. 40&10	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WIRENCHES.		
Baxter's Adjustable, nickled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		
Bird Cages	dis. 50	
Pumps, Clatern	75&10	
Screws, New 1st	70&10	
Castors, Bed a d Plate	50&10&10	
Dampers, American	40	
Forks, hoes, rakes and all small 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.		
1/2 2/4	16	
Extra Wiping	11	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		
Cookson	per pound	
Hallett's	" 13	
TIN—MELBYN 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	75	
14x20 IC, "	6 75	
10x14 IX, "	8 25	
14x20 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " Worcester	6 50	
14x20 IX, " "	8 50	
20x25 IC, " "	13 50	
14x20 IX, " Allaway Grade	6 00	
14x20 IX, " "	7 50	
20x25 IC, " "	12 50	
20x25 IX, " "	15 50	
BOILER SIZE TIN PLATE.		
14x28 IX	\$14 00	
14x31 IX	15 00	
14x35 IX, for No. 8 Boilers, } per pound	10 00	
14x40 IX, " " }		



A WEEKLY JOURNAL DEVOTED TO THE
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E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 28, 1894.

CORRUPT TAX ASSESSMENTS.

The Chicago Times is engaged in a war upon the tax assessors of the Windy City. It claims that the assessors appraise the property of rich men at a tenth to a twentieth of its value, while the property of poor men is assessed at one-fourth to one-half its value.

The charges of the Times are illustrated with object lessons from the tax rolls, cuts of the property in question being given. One of these examples is the Masonic Temple, an enormous building, twenty stories high and covering a block of ground. Its actual value is declared to be \$4,000,000, but it is assessed for taxation at \$250,000, one-sixteenth of its real worth. Contrasted with it is a building said to be worth \$4,500, but assessed for taxation at \$1,100, about one-fourth of its real value. The Times declares that the above is a fair picture of the assessment books of that city, and expresses the belief that bribery and perjury mark every page of those tax rolls. It avers that the wealthy classes are not paying one-third of their just proportion of the taxes, while small property owners are paying from one-half to one-third more than their proportion.

The Times expresses the belief that these evils can only be remedied by the abolition of town assessors, the creation of a board of revision having power to go over and revise individual assessments, and the creation of penalties that will make perjury and bribery in the making out of tax returns exceedingly unfashionable and dangerous. When tax assessors go into office poor, and at the end of one term come out rich, bribery and corruption must be rife among them.

PANIC YEARS AND EDUCATION.

It is claimed, on the basis of a statement published in the Ann Arbor University Record, that the attendance at the leading educational institutions of the United States for the session of 1893-4 has not been noticeably affected by the fact that the year has been one of unusual financial panic.

This conclusion is said to be based on definite statistics from such representa-

tive institutions at Harvard University, the University of Pennsylvania, Johns Hopkins, Princeton, the University of Michigan, the universities of Virginia, Nebraska, and Wisconsin, Cornell, Yale and Vassar. At none of these, it would appear, has the panic of 1893 served to prevent an increase of attendance.

It is held by prominent educators who have given attention to college statistics, both in this country and in Europe, that periods of financial depression are rather favorable than otherwise to attendance at educational institutions.

If this be so, it is in all probability due to the conviction by many men that, in view of the fleeting nature of riches and the extremely insecure basis and conditions of many sorts of financial business, an education is the most certain and reliable legacy a father can leave his sons. In many respects this is a wise view of the subject, and it is to be hoped that the young men will profit by the advantages given them in the premises.

THE OUTBREAK OF ANARCHY.

"Reform" is a favorite word with all who wish good to the human race, to their country, to their fellows, in the State and city. "Reform" is echoed by the professional politician, who seeks, by using a pretense of virtue and benefaction, to forward his own personal schemes.

Never was there a term which means something good and honest more abused and prostituted. To effect a reform of human society, of methods of government, of the administration of civil and criminal laws, of political and financial systems, and to advance the general good of the laboring classes, and to mitigate the miseries of the poor, have ever been the most desired objects of philanthropists and statesmen of the broadest views. In order to carry them out, all sorts of socialistic schemes involving equality and community of property and rights have been proposed. They have been either purely secular, or they have been mixed with religious tenets. Some of them have been imbued with the highest morality, and some have been utterly gross and licentious. The history of political economy is a history of wrecked schemes for the amelioration of the human condition and for establishing human equality.

All such attempts have been wretched failures. Every great social reformer has, if he lived long enough, seen the downfall of all his noble plans. They commenced twenty-odd centuries ago with the Greek Plato's "Republic," and to-day the world is full of injustice, of poverty, of crime and of selfishness, and so extreme is the dissatisfaction at existing conditions that now the Anarchists and the Nihilists in Europe and in this country are seeking to destroy society in despair of being able to reform it. In some countries they are trying to kill off monarchs and princes; in France their anger and resentment are leveled at the middle class. In this country rich men and public officials are the common objects of their hate.

The causes of this failure, of this vast succession of failures, in a philanthropic work have always been the same. Inordinate and universal human selfishness is at the bottom of every wrecked scheme. Men are not equal in respect to their talents, abilities, and qualities,

and there is no reason to believe that they ever can be. What is more to the purpose, nobody wishes them to be. Even the reformers themselves do not propose to raise the entire race to their own level, but to that of some other person. The apostles of reform wish to occupy superior places, positions of control. Every scheme of socialism proposes that there shall be a superior, despotic domination somewhere. Men can only be governed by force, not by appealing to their sense of right and justice, or by recognizing their title to some sort of equality.

In every social system there must be men who refuse to work, or to contribute anything to the common welfare. In every human society there are criminals and people of criminal tendency, who are constantly blots, ulcers, and terrible moral diseases on the body politic. A socialistic scheme that did not provide a means of forcing the idlers to work, or to punish and restrain the depraved classes, would be at their mercy. No means have been proposed to make all the men and women honest, virtuous and industrious. These are the drones that destroy every extended system of social equality and co-operation. An iron despotism of penal law is required to keep these classes in restraint, and then it is unreliable, because the administrators of the laws and the wielders of authority are too often on the side of the criminal and depraved.

Then there are personal talents, energies and ambitions that operate extensively to overthrow socialistic conditions. Men rise into intellectual prominence, into wealth and political position over their fellows, violating every day the cherished notion of personal equality. Under these facts of human nature, any system of pure socialism is impossible, and the dreamers are coming to that conclusion. The Christian religion was, doubtless, intended, and in spirit is able, to make all men good and virtuous, and worthy, at least, to be equals; but as it has been administered in the past eighteen hundred years it has not attained any such happy result.

This extraordinary outburst of anarchism is the last expression of the disappointment and indignation at the failure of all social reform. It is the result of many thousand years of hopeless waiting for the better time which never comes. It is the despair of the *geni* of the Arabian story who was imprisoned by King Solomon in a copper flask and thrown into the sea. For centuries the miserable captive lived in hope, promising enormous benefactions to any who should release him. Finally, through ages of waiting, hope was extinguished and despair took its place, and then the desperate spirit denounced all manner of calamity upon whomsoever should be so unfortunate as to rescue him from his prison in the deep. Human nature, after so many ages of waiting and hoping for a betterment of its condition, has grown desperate, and denounces destruction where heretofore benefits had been promised.

THE BEHRING SEA PROBLEM.

According to the dispatches from Washington the United States cruiser Bennington, now doing duty on the European stations, has been ordered to proceed to Behring Sea. It is assumed

that the presence of the cruiser in Behring Sea is for the purpose of guarding the interests of the United States in that part of the world during the approaching fishing season.

As the Arbitration Commission has decided that the United States possessed no exclusive jurisdiction in Behring Sea, the Government no longer has the power to exclude sealer from the hitherto forbidden waters. Great Britain and the United States have failed to come to any agreement as to the protection of the seals and it is doubtful if any such agreement could be made effective unless the other maritime powers became parties to it. There is now hardly sufficient time to arrange such an agreement, hence there is every prospect that the seal herds of the Behring Sea will be exposed to unusual attacks during the coming summer, and the value of the fisheries will be much damaged in consequence.

It is much to be regretted that a more serious attempt has not been made to give effect to the recommendations of the Behring Sea commission with respect to the preservation of the seals, but at this late date it is difficult to see how an international agreement can be arranged.

ON DANGEROUS GROUND.

If General Master Workman Sovereign, the new head of the Knights of Labor, is working to bring the order into contempt, he is certainly on the right track. Judge Jenkins, of the United States Circuit Court, enjoined Sovereign from ordering a strike on the Northern Pacific when the recent reduction in wages was ordered on that road. At a meeting of the "general executive board" of the K. of L., held in Des Moines, Iowa, Feb. 25, Sovereign referred to Judge Jenkins and his injunction in the following terms:

"On Tuesday and Wednesday I shall be in St. Paul and Minneapolis to talk to the Northern Pacific employees, and as sure as there is a God in heaven I will violate that injunction of Judge Jenkins'. It is infamous and an outrage on all workingmen. He would be a poor representative of organized labor who would not have backbone to do what he pleases against this disgrace, and would deserve the condemnation of all honest workingmen. Who is Judge Jenkins anyhow? Simply a man with a soul to damn and a posterior to kick. I fear no courts. If there is a United States marshal here let him serve his process."

This is dangerous talk for any man to indulge in. Judge Jenkins decision was based on law and is sound common sense as well; and to speak in that contemptuous manner of the law is to degrade it in the estimation of the people. It is holding up to contempt the men upon whom devolves the interpretation of the country's laws, and is in harmony with the revolutionary spirit of anarchism. It is the kind of talk upon which anarchy feeds and thrives, and, coming from a man occupying Sovereign's prominent position, is calculated to do an immense amount of harm. In the end, however, the evil may be expected to react upon the man who uttered the words and the order which applauded his utterances. The sober second thought of the American people will rightly estimate the spirit which prompted the words, and will understand that a body of men which deliberately starts out with the fixed purpose of defying the law of the land is a menace to American institutions, destructive of American liberty

and an insult to American intelligence and citizenship. By whatever name it may be known, unionism is only another name for anarchy, which seeks to destroy laws and governments, and this utterance of the General Master Workman of the Knights of Labor bears testimony to the fact.

Antiquity of the Department Store.

Department stores are not a modern institution by any means. They have existed for hundreds of years in Europe, and make a chapter in the mercantile history of the Greek and Roman empires. The department store of to-day is a development of the method adopted by the ancient would-be monopolist who in one booth offered for sale fish, in another meats, in another animals for sacrifice, in another fruits, in another clothing fabrics, and so on, the number of "departments" being limited only by his monopolistic ambition. In all essential characteristics it was the prototype of the department store of to-day, the difference being in matters of convenience and business methods. Of course, the modern establishment is much larger than its ancient progenitor, perhaps because there are more people to patronize them, and, also, perhaps, because transportation facilities are better. Such establishments as Boucicault's in Paris, Whiteley's in London, Macy's in New York, Wannamaker's in Philadelphia, and Marshall Field's in Chicago, were out of the question in the days when everything had to be carried on mule or camel back, when street cars and omnibusses were unknown, and when the purchases had to be carried home by the purchasers. The ancient institution was, however, as complete as circumstances would permit, and the modern department store is no more than that. We may safely assume that the department store of olden times was regarded by other retail dealers pretty much the same as is its antetype to-day, although there is no evidence to show that in those days the profits in one department were sacrificed in advertising the business as a whole. Antagonism was probably excited then, as now, no doubt, by so many and incongruous "lines" being handled by one man. Perhaps the department store man of classic Athens, or the garlic-eating monopolist of sacred Thebes, the City of the Sun, or the vulgar *mercatores* of Imperial Rome did offend the "legitimate" dealers of their day by offering certain lines as "leaders" at "cut-rate" prices, although the fact does not happen to be a part of recorded history. One thing is certain—the department store is at least 3,500 years old, is in existence to-day, and must be considered a factor in the mercantile life of the country. While some may regard it as merely an incident in present-day trade, the more thoughtful regard the department store as permanent. Its methods may not be in accord with the accepted code of business ethics and its success may be the outcome of its ruinous cut-rate proclivities, but there are few people who will find fault with the department store man for selling his goods cheap, unless it be dealers who must meet his low prices. This can only be done by lowering prices to his level, which course would only result in loss. The proper course to pursue is for each dealer to sell his goods at the regular price, paying no at-

tention to the department store. Leave the people to find out that cheap goods are the dearest in the long run, which they will do sooner or later. In time the department store men will settle down to business and do their advertising in some other way than by cutting prices.

Grand Rapids Retail Grocers' Association.

At the Regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, Feb. 19, Daniel Vergiver presided.

Chairman Brink, of the Committee on Oil, reported that the Standard Oil Company is retailing gasoline at the wholesale price and selling it at Reeland for 1 or 2 cents per gallon; also that the company is now offering a rebate of 1/4 cent a gallon in 100 gallon lots.

A. J. Elliott stated that the cut in the price of gasoline was due to a determination on the part of the Standard people to drive out of business those peddlers who cut the price, to the end that a reasonable profit may be assured. The matter was discussed at some length and referred back to the Committee, with instructions to report more fully thereon at the next meeting.

Chairman Schuit, of the Committee on Crackers, was given further time to report.

Chairman Elliott, of the Committee on Food Exposition, introduced a number of recent letters from manufacturers of food products, and stated that it was the sense of the Committee that it would be undesirable to attempt to hold a food exposition at this time. On motion of Mr. Van Anrooy, the subject was laid on the table until next fall, when it will be taken up and pursued aggressively.

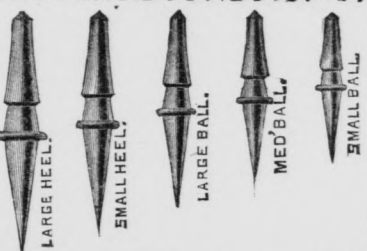
Geo. McInnes suggested a method by which the peddling of scheme tea and baking powder could be circumvented—that arrangements be made with the daily newspapers to publish series of liners reading, "Beware of scheme tea and baking powder," etc. The suggestion was well received and discussed at some length, when it was laid on the table, to be taken up at the next meeting.

On motion of J. Geo. Lehman, it was unanimously resolved to discontinue handling Soapine, owing to the unfair method pursued by the manufacturers selling it to the consumer at a less price than the dealer can buy it at wholesale.

E. J. Herrick called attention to the fact that some of the produce wagons bearing license cards were doing business on a co-operative basis—as many as six men accompanying one wagon around the city, selling goods therefrom under one license. On motion of Mr. Lehman, the Secretary was instructed to look into the matter and report thereon at the next meeting.

Mssrs. Witters and Van Anrooy then presented their report as caterers in the shape of warm coffee, cakes and oranges. At the conclusion of the report, hearty votes of thanks were tendered the committee, the New York Biscuit Co. and the Alfred J. Brown Co. and the Committee was instructed to repeat the programme at the next meeting.

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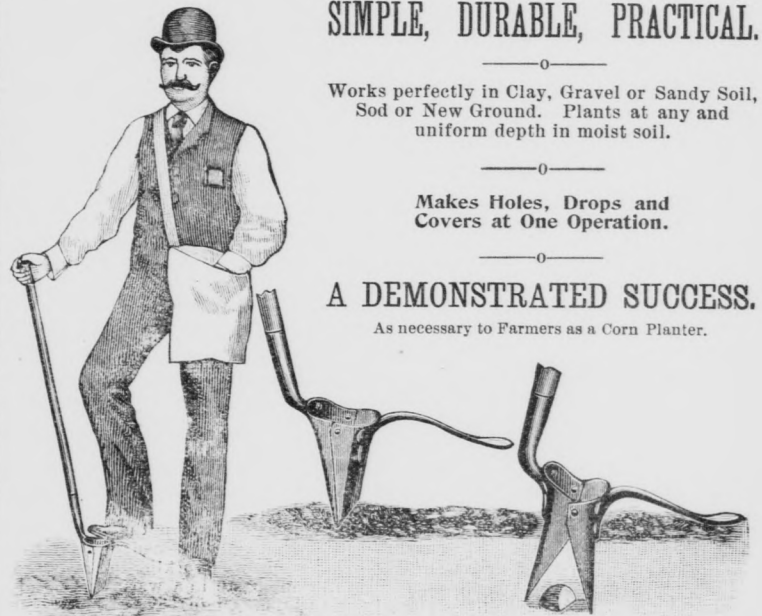
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State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkhill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Next Meeting—Grand Rapids, March 6 and 7.
Subsequent Meetings—Star Island, June 25 and 26.
Houghton, Sept. 1; Lansing, Nov. 6 and 7.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

BREADMAKING IN HISTORY.

Whether the brewer or the baker came first in the world's history it is somewhat difficult to determine. Egypt, which anticipated most modern inventions, including the penny-in-the-slot machine, knew them both; at least, we have sound authority for believing that malt liquor was coeval with the Pyramids, and Moses left it on record that the baker was a person of some consideration even in the court of Pharaoh. There are some who go farther back even than the Egyptian Empire and claim for the Chaldeans the credit of having been the earliest breadmakers, as the term is now understood. However that may be, it is certain that loaf bread was unknown to the patriarchs. Their bread was simply unleavened cakes, until the Egyptian captivity, when the Israelites acquired a knowledge of leavened dough and baked bread. The Romans were breadmakers and breadeaters, and their knowledge, which came to them through the Greeks, was by them spread throughout the countries they conquered, so that, in Southern Europe, breadmaking has ever since been general, while, in the northern countries, the farther one gets away from the line of Roman conquest, the less general do we find breadmaking, even to this day. Fladbrok, in Norway, and rye cakes, in Sweden, take the place of loaf bread. In Scotland, both highlands and lowlands, the oat cake was ever the staple bread; it was the aboriginal food; and, when the Romans came to Scotland, they found the savage natives baking their cakes of oats on a ring of flat stones planted around their fires. These stones the Romans called *grediol*; hence the peculiar significance of the word *girdle* in the Scottish vocabulary. The Scottish housewife's girdle has a place by itself in history. According to Froissart, so deep seated was the faithfulness of the wild Scot to his native fare that even the Scottish mercenaries carried the girdle with them as part of their accoutrements, together with a wallet of meal, "the purpose whereof," he says, is this: "When a Scottish soldier hath eaten of flesh so long that he begins to loathe the same, he casteth his plate into the fire, he moisteneth a little of his meal in water, and, when the plate is heated, he layeth his paste thereon and maketh a little cake, the which he eateth to comfort his stomach. Hence," our author infers, with a somewhat bold anticipation of modern theories on the force value of foods, "it is no marvel that the Scots should be able to make longer marches than other men." The oat cake, in its native purity, is not, however, for all tastes, though Robby Burns is the authority for saying that "oatmeal cakes kneaded out with the knuckles and toasted over the red embers of wood, on a gridiron, are remarkably fine and a delicate relish when eaten warm with ale. On winter nights the landlady heats them and drops them into the quag to warm the ale."

In some old Welsh farmhouses there existed, some thirty years ago, a form of the Scotch girdle in the shape of the "bakestone," a flat circular iron plate on which bread was baked over the fire. "Bakestone" bread was of the shape, size and thickness of a small cart wheel, close and heavy, but by no means bad by way of a change.

England is doubtless indebted to the Romans for the knowledge of the art and mystery of loaf breadmaking, and for many centuries it seems to have been a

purely domestic pursuit, for the public baker had no place in a community where every household baked its own bread. This was the case, not only in country districts, but also in tolerably populous towns, for even Manchester did not possess a single public baker as late as 1804, and probably other towns of equal magnitude were in the same position. To the amateur of bread the decline of home breadmaking is a matter of deep regret, for the place of the good old-fashioned farmhouse loaf, baked in the wood-heated oven, is hardly filled by the best of the modern London baker's productions, greatly as his methods and appliances have improved of late years. Early English breadmaking was probably a good deal hampered by the poverty of the material, for wheat bread was a luxury, enjoyed by the rich only. In Harrison's "Description of England," published in 1576, it is stated: "The poor in some shires are enforced to content themselves with rye or barley—yea and in time of dearth, many with bread made either of peas, beans or oats or of all together, with some acorns among, of which scourge the poor do soonest taste, sith they are least able to provide themselves of better. Such a price of corn continues in each town and market that the artificer and a poor labouring man are not able to reach to it, but are driven to content themselves with beans, peas, oats, cares and lentils."

Among Scottish household breads the wheat loaf never had a place. It was known as "baker's bread," and was only to be had in the principal towns. According to Fynes Morrison, wheat bread was bought chiefly by "gentlemen, courtiers, and the best kind of citizens." It was enacted that sixteen ounces of fine bread—no doubt wheat—should be supplied to Queen Mary's attendants for four pennies (Scots) during her visit to Jedburgh in 1566; but even so late as the middle of the last century the wheat loaf was but rarely used in gentlemen's country houses. "Cakes or bonnocks of barley and pease meal formed the principal household bread," says Dr. Somerville, and in families of the middle class on ordinary occasions no other bread was thought of. Thus, when railways were unknown and means of communication difficult throughout Scotland, there was a marked difference between town and country in respect to the bread in general use; even in the 60's loaf bread was a luxury in certain districts, and the staple was still oats and peas.

The earliest instructions in breadmaking, which, on broad principles, are hardly to be improved upon even in the present day, are contained in Thomas Cozan's "The Haven of Health," which was published in 1596. Mr. Cozan, of Oxford, who was "Maister of Arts and Bachelor of Physicke," claims the following five properties for good bread: "It must be well leavened, for without leaven it is good for no man; it ought to be light, for thereby the clamminess will be gone; it ought to be well baked, otherwise it is indigestible; it must be temperately salted, for bread oversweet is a stopper, and bread oversalt is a drier; finally, this ideal bread should be made of wheat—harde, thicke, heavey, yellow, bright, full, ripe, cleane, growne in a fatte soyle." In essentials Mr. Cozan's attributes of good bread are very much what we look for in the present day. It must be remembered, however, that he wrote before the uses of yeast became known in connection with breadmaking, and his insistence upon the necessity of bread being well leavened involved the necessity of well working the flour, and leaving the paste in a warm place until fermentation set in, by which carbon and oxygen, re-combining, formed carbonic acid gas, which was arrested in its efforts to escape by the gluten which rendered the dough adhesive and left the bread light and full of air holes.

Yeast came into use about the year 1634, and with it the inauguration of a new era in breadmaking. Like all new introductions, it excited opposition at first, and in Paris the medical faculty declared it prejudicial to health, so that at the end of the seventeenth century, we find its use prohibited under a severe penalty. Such foolish prejudices, how-

ever, were soon overcome, and the value of yeast became too well recognized for its importance to the baker to be ever again called in question. Other fermentative agents are now frequently employed. Carbonate of ammonia is the standard ingredient in the best-known baking powders. It is entirely dissipated by the heat of the oven, and cannot be detected in the bread by either taste or smell, while it makes bread porous and digestible. Muriatic acid and carbonate of soda, and tartaric acid and carbonate of soda, in carefully calculated proportions, are also employed. The system of breadmaking invented by Dr. Dauglish claims to be one of the most perfect in existence; it has the merit of cleanliness, for the bread is untouched by the hands throughout the whole process; it is expeditious, also, and the uniformity of bread made under the process is remarkable. With all this, however, it must be admitted that to many people aerated bread is insipid, and its continued popularity is probably less dependent upon its actual merits than upon the success of the restaurant business carried on by the company which uses the process.

That, notwithstanding coal strikes, trade depression, bank failures and indifferent harvests, wheat bread—good, wholesome, well made on the whole, and, in the main, free from noxious adulterants—should be everywhere obtainable at a price which makes the most nutritious article of our diet absolutely the cheapest, is a blessing which free trade, cheap ocean carriage and the extension of railways have made possible in our times.

The dismal condition of affairs indicated by Harrison, when acorns eked out the scanty corn supplies, one may, perhaps, regard with philosophy, seeing that this chronicle refers to the far-off times of the sixteenth century, but dear bread and scarce was a constantly recurring experience in much later days. With restrictions on the importation of wheat, it only needed a war and a couple of bad harvests to bring bread to famine prices in England at any time. Wars were plentiful in the last century and in the earlier part of the present, and bad harvests, also, were not few. Soon after the accession of Geo. III, in 1776, the quarter loaf was sold at eighteen pence. Its rise continued, and a few years later the general distress was so great, owing to the short supply of bread at any price, that a pledge was signed by a large number of members of both Houses of Parliament, to reduce by one-third the consumption of bread in their own households, and to use their best endeavors to secure a like pledge from their friends. Still the rise went on. In the year 1800, the quarter loaf rose to a fraction over one shilling and eleven pence. In February of that year, a bill, promoted by Lord Hawkesbury, was rushed through the House of Commons in one day, which prohibited the sale, or the offering for sale, of any bread which had not been baked for at least twenty-four hours. The summers had been, for some years, cold, gloomy and wet, so that the corn rotted in the fields and the bread made from it was unwholesome. No Canning had yet called a new world into existence to redress the balance of the old, so far as the supply of breadstuffs was concerned, and the result was misery, distress and sickness, which the worst years of modern industrial pressure happily fails to realize.

It is no mere figure of speech by which bread is called the "staff of life." Liebig tells us that, looking at its nutritive value, wheat is the cheapest article of food which Mother Nature has provided for man. In England, at least this is believed and the belief acted up to, for England is pre-eminently the bread eating nation of the world, if statistics are to be trusted. The French bakers are by repute the best, and each Parisian, alive to his advantage, consumes annually over 300 pounds of bread, but his record sinks into insignificance beside that of the average Englishman, who totals the big figure of 450 pounds per head per annum.

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C. N. Rapp & Co. furnish THE TRADESMAN with a table showing the importations of bananas into this country during 1893, figured by bunches, as follows:

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Boston.....	1,885,040
Mobile.....	613,444
Montreal.....	31,800
Norfolk.....	87,173
Philadelphia.....	2,121,435
New York.....	4,780,139
New Orleans.....	5,025,217
Savannah.....	120,000

Total.....15,344,826

The importations of 1892 were 12,695,386 bunches, showing an increase of 2,649,140 bunches.

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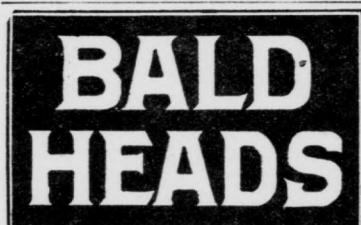
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I will take Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the hair is not glossy, or the pores of the scalp not closed. Where the hair is shiny or the pores closed, there is 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.

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Advanced—Morphia Declined—

ACIDUM.	Cubebae..... 2 30 00	TINCTURES.	Aconitum Napellis R..... 60
Aceticum..... 82 10	Excochthos..... 2 50 25	" F..... 50	Aloes..... 50
Benzolcum German..... 65 75	Erigeron..... 2 00 25	" and myrrh..... 50	Arnica..... 50
Boric..... 30	Gaultheria..... 2 00 10	Asafoetida..... 50	Asafoetida..... 50
Carbolicum..... 20 30	Geranium, ounce..... 70 75	Atropo Belladonna..... 60	Benzoin..... 60
Citricum..... 52 55	Gossypii, Sem. gal..... 70 75	" Co..... 50	Sanguinaria..... 50
Hydrochlor..... 32 5	Hedeoma..... 1 25 21	Barosma..... 50	Cantharides..... 75
Nitrosum..... 102 12	Juniperi..... 50 20 00	Capicum..... 50	Ca damon..... 75
Oxalicum..... 102 12	Lavandula..... 90 20 00	Castor..... 1 00	" Co..... 75
Phosphoricum dil..... 20	Limonia..... 2 40 25	Catechu..... 50	Cinchona..... 50
Salicylicum..... 1 30 21	Mentha Piper..... 2 85 23	" Co..... 50	Columba..... 50
Sulphuricum..... 1 30 21	Mentha Verid..... 2 30 20	Conium..... 50	Conium..... 50
Tannicum..... 1 40 21	Morhuus, gal..... 1 00 21	Cubeba..... 50	Cubeba..... 50
Tartaricum..... 30 23	Myrica, ounce..... 2 50	Digitalis..... 50	Ergot..... 50
AMMONIA.	Olive..... 90 20 30	Gentian..... 50	Gentian..... 50
Aqua, 16 deg..... 42 6	Picis Liquida, (gal. 35)..... 102 12	Gualca..... 50	" ammon..... 50
" 20 deg..... 62 8	Ricini..... 1 22 21	Zingiber..... 50	Zingiber..... 50
Carbonas..... 132 14	Rosmarini..... 75 21 00	Hyoscyamus..... 50	Hyoscyamus..... 50
Chloridum..... 132 14	Rosae, ounce..... 6 50 28	Iodine..... 75	" Colorless..... 75
ANILINE.	Sabina..... 90 21 00	" Colorless..... 75	Ferri Chloridum..... 35
Black..... 2 00 25	Santal..... 3 50 27	Perri lod..... 50	Kino..... 50
Brown..... 30 21	Sassafras..... 3 00 27	Quinia, S. P. & W..... 34 2 39 1/2	Lobelia..... 50
Red..... 45 50	Sinapis, ess. ounce..... 2 65	" S. German..... 27 27	Myrrh..... 50
Yellow..... 2 50 23	Tigili..... 2 90	Rubia Tincturum..... 132 14	Nux Vomica..... 50
BACCAR.	Thyme..... 40 2 50	Saccharum Lactis pv..... 202 22	Opil..... 85
Cubebae (po 36)..... 25 30	" opt..... 2 60	Salacin..... 2 00 22	" Camphorated..... 50
Juniperus..... 82 10	Theobromas..... 152 20	Sanguis Draconis..... 40 2 50	" Deodor..... 2 00
Xanthoxylum..... 25 30	POTASSIUM.	Sapo, W..... 132 14	Aurant Cortex..... 50
BALSAMUM.	Bi Carb..... 152 18	" M..... 102 12	Quassia..... 50
Copaiba..... 45 50	Bichromate..... 132 14	" G..... 15	Rhatany..... 50
Peru..... 21 90	Bromide..... 40 2 43	Guaiac..... 50	Rhei..... 50
Terabin, Canada..... 60 25	Carb..... 132 15	Zingiber..... 50	Cassia Acutifol..... 50
Tolutan..... 35 50	Chlorate (po 32 25)..... 242 26	Hyoscyamus..... 50	" Co..... 50
CORTEX.	Cyanide..... 50 2 55	Calamus..... 202 40	Serpentaria..... 50
Abies, Canadian..... 18	Iodide..... 2 90 23	Gentiana (po. 12)..... 82 10	Stromonium..... 60
Cassia..... 11	Potassa, Bitart. pure..... 27 30	Glycyrrhiza, (pv. 15)..... 162 18	Tolutan..... 60
Cinchona Flava..... 18	Potassa, Bitart. com..... 27 30	Hydrastis Canaden, (po. 35)..... 2 30	Valerian..... 50
Eunonymus atropurp..... 30	Potass Nitras, opt..... 82 10	Hellebore, Ala, po..... 152 30	Veratrum Veride..... 50
Myrica Cerifera, po..... 30	Potass Nitras..... 72 9	Inula, po..... 152 30	
Prunus Virgin..... 12	Prussiate..... 282 30	Ipecac, po..... 1 60 21	
Quillaja, grd..... 12	Sulphate po..... 152 18	Iris plox (po. 35 23)..... 35 2 40	
Sassafras..... 12	RADIX.	Jalapa, pr..... 40 2 45	
Ulmus Po (Ground 15)..... 15	Aconitum..... 202 25	Maranta, 1/2 s..... 2 35	
EXTRACTUM.	Althae..... 2 25 25	Podophyllum, po..... 152 18	
Glycyrrhiza Glabra..... 24 25	Anchusa..... 132 15	Rhei..... 75 21 00	
" po..... 33 25	Arum, po..... 2 25	" cut..... 2 15	
Haematox, 15 lb. box..... 11 12	Calamus..... 202 40	" pv..... 75 21 38	
" 18..... 132 14	Gentiana (po. 12)..... 82 10	Spigelia..... 35 2 38	
" 1/4 s..... 142 15	Glycyrrhiza, (pv. 15)..... 162 18	Sanguinaria, (po. 35)..... 2 30	
" 1/2 s..... 162 17	Hydrastis Canaden, (po. 35)..... 2 30	Serpentaria..... 30 2 32	
FERRU.	Hellebore, Ala, po..... 152 30	Senega..... 55 2 60	
Carbonate Precip..... 2 15	Inula, po..... 152 30	Similax, Officialis, H..... 2 40	
Citrate and Quinia..... 2 30 50	Ipecac, po..... 1 60 21	" M..... 2 25	
Citrate Soluble..... 2 30 50	Iris plox (po. 35 23)..... 35 2 40	Scillae, (po. 35)..... 102 12	
Ferrocyanidum Sol..... 2 15	Jalapa, pr..... 40 2 45	Symplocarpus, Foetidus, po..... 2 35	
Solut Chloride..... 2 7	Maranta, 1/2 s..... 2 35	Valeriana, Eng. (po. 30)..... 2 25	
Sulphate, com'l..... 2 7	Podophyllum, po..... 152 18	" German..... 152 20	
" pure..... 2 7	Rhei..... 75 21 00	Ingiber a..... 182 20	
FLORA.	" cut..... 2 15	Zingiber j..... 182 20	
Arnica..... 182 20	" pv..... 75 21 38	SEMIN.	
Anthemis..... 3 25	Spigelia..... 35 2 38	Anisum, (po. 30)..... 2 15	
Matricaria..... 50 25	Sanguinaria, (po. 35)..... 2 30	Apium (graveleone)..... 1 52 18	
FOJIA.	Serpentaria..... 30 2 32	Bird, is..... 102 12	
Barosma..... 182 20	Senega..... 55 2 60	Cardamom..... 1 00 21	
Cassia Acutifol, Tin-nively..... 25 28	Similax, Officialis, H..... 2 40	Coriandrum..... 102 12	
" " Aix..... 35 50	Scillae, (po. 35)..... 102 12	Cannabis Sativa..... 40 2 5	
Salvia officinalis, 1/2 s and 1/4 s..... 152 25	Symplocarpus, Foetidus, po..... 2 35	Cydonium..... 75 21 00	
Ura Ursi..... 82 10	Valeriana, Eng. (po. 30)..... 2 25	Chenopodium..... 102 12	
GUMMI.	Ingiber a..... 182 20	Dipterix Odorata..... 2 25 25	
Acacia, 1st picked..... 2 60	Zingiber j..... 182 20	Foeniculum..... 2 15	
" 2d..... 2 40	SEMIN.	Foenicreek, po..... 2 8	
" 3d..... 2 30	Anisum, (po. 30)..... 2 15	Lini..... 4 12 14	
" sifted sorts..... 2 30	Apium (graveleone)..... 1 52 18	Lini, grd. (bbl. 3 1/4)..... 3 42 40	
" po..... 60 20	Bird, is..... 102 12	Lobelia..... 35 2 40	
Aloe, Barb. (po. 60)..... 50 20	Cardamom..... 1 00 21	Pharlaris Canarian..... 3 2 4	
" Cape, (po. 20)..... 2 12	Coriandrum..... 102 12	Rapa..... 2 7 8	
Catechu, is, 1/4 s, 14 s, 16 s..... 2 1	Cannabis Sativa..... 40 2 5	Sinapis Albu..... 7 2 8	
Ammoniac..... 55 20	Cydonium..... 75 21 00	Sinapis Nigra..... 11 2 12	
Assafoetida, (po. 35)..... 40 2 45	Chenopodium..... 102 12	SPRITUS.	
Benzoinum..... 50 2 55	Dipterix Odorata..... 2 25 25	Frument, W. D. Co..... 2 00 25	
Camphore..... 50 2 55	Foeniculum..... 2 15	" D. F. R..... 1 75 25	
Euphorbium po..... 35 2 50	Foenicreek, po..... 2 8	Juniperis Co. O. T..... 1 65 20	
Gamboge, po..... 70 2 30	Lini..... 4 12 14	Sacharum N. E..... 1 75 20	
Guaiaacum, (po 35)..... 2 30	Lini, grd. (bbl. 3 1/4)..... 3 42 40	Spt. Vini Galli..... 1 75 25	
Kino, (po 1 10)..... 2 15	Lobelia..... 35 2 40	Vini Oporto..... 1 25 20	
Mastic..... 2 80	Pharlaris Canarian..... 3 2 4	Vini Alba..... 1 25 20	
Myrrh, (po. 45)..... 2 40	Rapa..... 2 7 8		
Opil (po 4 2 2 30)..... 3 40 23	Sinapis Albu..... 7 2 8		
Shellac..... 35 2 42	Sinapis Nigra..... 11 2 12		
" bleached..... 33 2 35			
Tragacanth..... 40 2 10			
HERBA—In ounce packages.			
Absinthium..... 25			
Eupatorium..... 25			
Lobelia..... 25			
Majoran..... 25			
Mentha Piperita..... 23			
" Vir..... 25			
Rue..... 30			
Tanacetum, V..... 22			
Thymus, V..... 25			
MAGNESIA.			
Calced, Pat..... 55 20			
Carbonate, Pat..... 20 22			
Carbonate, K. & M..... 20 25			
Carbonate, Jennings..... 35 26			
OLEUM.			
Absinthium..... 3 50 24			
Amygdalae, Dulc..... 45 25			
Amygdalae, Amarae..... 8 00 28			
Anisi..... 1 70 21			
Aurant Cortex..... 2 30 24			
Bergamit..... 3 25 23			
Cajupit..... 60 25			
Caryophylli..... 75 20			
Cedar..... 35 25			
Chenopodii..... 21 60			
Cinnamon..... 1 10 21			
Citronella..... 2 45			
Conium Mac..... 35 25			
Copaiba..... 80 20			

HAZELTINE & PERKINS DRUG CO..

Grand Rapids, Mich.

\$9.50

For

\$4.00

WE WILL SEND

FREE.

ONE-HALF DOZ.

25-CENT EXTRACT

With Each Pint of

Eastman's Crab Apple Blossom Extract.

German Easter Egg Dyes

EACH 5 CENT PACKAGE

Contains 6 Colors, and is War-ranted to Color 8 to 10

Dozen Eggs, also German and English Window Hangers.

OUTFIT NO. 1.—Contains 50-5 cent Packages Dyes, German and English Window Hangers. Price \$1.25.

OUTFIT NO. 2.—Double size No. 1. contains 100-5 cent Packages Dyes, German and English Win-dow Hangers. Price \$2.50.

1880==1894,

long experience and readiness to adopt all improvements made possible through science and machinery, enables the makers of

PAAS DYES To claim them to be THE BEST IN EVERY WAY.

PRICE LIST:—One-half Gross Boxes (72 Packages), \$2.00. One-quarter Gross Boxes (36 Packages), \$1.00. Per. doz., .35.

Tablets, Paper or Liquid. Each box is handsomely labeled, showing some of the various col-ors and designs, and contains striking window display matter. Please send us your orders.

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

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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.

Aurora	doz	55	6 00
Castor Oil	doz	50	3 50
Diamond	doz	75	9 00
Mica	doz	65	7 70
Paragon	doz	55	6 00

BAKING POWDER.

Acme	doz	45	
1 lb. cans, 3 doz.	gross	1 10	
1 lb. " 1 "	doz	75	
Bulk	doz	10	

ARTIC.

1 lb. cans 6 doz case	55	
1 lb. " 4 doz "	1 10	
1 lb. " 2 doz "	2 00	
5 lb. " 1 doz "	9 00	

FOSFON.

5 oz. cans, 4 doz. in case	80	
16 " 2 " "	2 00	
Red Star, 1 lb. cans	40	
1 lb. " "	75	
Telfer's, 1 lb. cans, doz.	45	
1 lb. " "	1 40	
1 lb. " "	1 50	
Our Leader, 1 lb. cans	45	
1 lb. cans	75	
1 lb. cans	1 50	

Dr. Price's.

per doz

Dime cans	95	
4-oz "	1 40	
6-oz "	2 50	
8-oz "	3 00	
12-oz "	3 90	
16-oz "	5 00	
3 1/2 lb "	12 00	
4 lb "	18 25	
5 lb "	22 75	
10 lb "	41 80	

DE PRICE'S BAKING POWDER

Full weight pure

BATH BRICK.

2 dozen in case	90	
English	90	
Bristol	80	
Domestic	70	

BLUING.

Gross		
Artic, 4 oz ovals	3 60	
" 8 oz "	6 75	
" pints, round "	9 00	
No. 2, sifting box	2 75	
No. 3, "	4 00	
No. 4, "	5 00	
1 oz ball "	4 50	
Mexican Liquid, 4 oz.	3 60	
" 8 oz "	6 80	

BROOMS.

No. 1	1 75	
No. 2	2 00	
No. 3	2 25	
No. 4	2 50	
Parlor Gem	2 75	
Common Whisk	80	
Fancy	1 00	
Warehouse	3 00	

BRUSHES.

Stove, No. 1	1 25	
" 10 "	1 50	
" 15 "	1 75	
Rice Root Scrub, 2 row	1 25	
Rice Root Scrub, 3 row	1 25	
Palmetto, goose	1 50	

CANDLES.

Hotel, 40 lb. boxes	10	
Star, 40 "	9	
Paraffine	10	
Wicking	24	

CANNED GOODS.

Fish		
Clams		
Little Neck, 1 lb.	1 30	
" 2 lb.	1 90	
Clam Chowder		
Standard, 3 lb.	2 25	
Cove Oysters		
Standard, 1 lb.	75	
" 3 lb.	1 45	
Lobsters		
Star, 1 lb.	2 45	
" 2 lb.	2 50	
Picnic, 1 lb.	2 50	
" 2 lb.	2 30	
Mackerel		
Standard, 1 lb.	1 10	
" 2 lb.	2 10	
Mustard, 2 lb.	2 25	
Tomato Sauce, 2 lb.	2 25	
Sonated, 2 lb.	2 25	
Salmon		
Columbia River, flat	1 80	
" talls	1 65	
Alaska, Red	1 25	
Kinney's, pink	1 10	
Sardines	1 95	
American	4 25	
Imported	4 25	
Mustard	7 25	
Boneless	21	
Trout		
Brook, 2 lb.	2 50	

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 40	
Blackberries		
F. & W	90	
Cherries		
Pitted Hamburg	1 00	
White	1 75	
Erie	1 20	
Damsons, Egg Plums and Green		
Gages		
California	1 20	
Gooseberries		
Common	1 25	
Peaches		
Ple	90	
Maxwell	1 25	
Shepard's		
California	180	
Monitor	21 75	
Oxford		
Pears		
Domestic	1 25	
Riverside	1 75	
Pineapples		
Common	1 00	
Johnson's sliced	2 50	
" grated	2 50	
Booth's sliced	2 50	
" grated	2 50	
Quinces		
Common	1 10	
Raspberries		
Red	1 10	
Black Hamburg	1 50	
Erie, black	1 30	
Strawberries		
Lawrence	1 25	
Hamburg	1 25	
Erie	1 20	
Terrapin	1 05	
Whortleberries		

PICKLES.

Medium.	
Barrels, 1,200 count.	\$4 50
Half bbls, 600 count.	\$2 75
Small.	
Barrels, 2,400 count.	5 50
Half bbls, 1,200 count.	3 25

PIPES.

Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20

POTASH.

48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00

RICE.

Domestic.	
Carolina head.	6
No. 1.	5 1/4
No. 2.	5
Broken.	4
Imported.	
Japan, No. 1.	5 1/4
No. 2.	5
Java.	6
Patna.	5 1/4

SPICES.

Whole Sifted.	
Allspice.	9 1/4
Cassia, China in mats.	8
Batavia in bund.	15
Saigon in rolls.	32
Cloves, Amboyana.	32
Zanzibar.	11 1/4
Mace Batavia.	80
Nutmegs, fancy.	75
No. 1.	70
No. 2.	60
Pepper, Singapore, black.	10
white.	20
shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
Saigon and Saigon.	25
Cloves, Amboyana.	22
Zanzibar.	18
Ginger, African.	15
Cochin.	30
Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
white.	24
Cayenne.	30
Sage.	20
"Absolute" in Packages.	
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.

Kegs.	1 1/4
Granulated, boxes.	1 1/4

SEEDS.

Anise.	2 1/2
Canary, Smyrna.	4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	4 1/4
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	10
Cuttle bone.	30

STARCH.

Corn.	
20-lb boxes.	5 1/4
40-lb.	5 1/4
Gloss.	
1-lb packages.	5
3-lb.	5
6-lb.	5 1/4
40 and 50 lb. boxes.	3 1/4
Barrels.	3 1/4

SNUFF.

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Rappee, in jars.	43

SODA.

Boxes.	5 1/4
Kegs, English.	4 1/4

SALT.

100 3-lb. sacks.	\$2 15
60 5-lb.	2 40
20 10-lb. sacks.	1 85
20 14-lb.	1 80
24 3-lb. cases.	1 50
56 lb. dairy in linen bags.	32
28 lb. " drill.	16 18
Warsaw.	
56 lb. dairy in drill bags.	32
28 lb. " "	18
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	25
Common Fine.	
Saginaw.	75
Manistee.	75

SALERATUS.

Packed 60 lbs. in box.	
Church's.	5 1/4
DeLand's.	5 1/4
Dwight's.	5 1/4
Taylor's.	5

SOAP.

Laundry.

Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 80
White Borax, 100 3/4-lb.	3 65

Proctor & Gamble.

Concord.	3 45
Ivory, 10 oz.	6 75
" 5 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25

Dingman Brands.

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.

American Family, wrp'd.	\$4 00
" plain.	2 94

N. K. Fairbank & Co.'s Brands.

Santa Claus.	4 00
Brwn, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.

Acme.	3 75
Cotton Oil.	6 00
Marselles.	4 00
Maffer.	4 00

Thompson & Chute Brands.

Silver.	3 65
Mono.	3 35
Savon Improved.	2 50
Sunflower.	3 05
Golden.	3 25
Economical.	2 25

Scouring.

Sapallo, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

SUGAR.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 39 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 30 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
Cut Loaf.	\$5 67
Powdered.	5 11
Granulated.	4 74
Extra Fine Granulated.	4 86
Cubes.	5 11
XXXX Powdered.	5 48
Confec. Standard A.	4 61
No. 1 Columbia A.	4 55
No. 5 Empire A.	4 42
No. 6.	4 36
No. 7.	4 30
No. 8.	4 17
No. 9.	4 11
No. 10.	4 05
No. 11.	3 99
No. 12.	3 92
No. 13.	3 86
No. 14.	3 74

SYRUPS.

Corn.	
Barrels.	17
Half bbls.	19
Pure Cane.	
Fair.	19
Good.	25
Choice.	30

TABLE SAUCES.

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

TEAS.

JAPAN—Regular.	
Fair.	2 17
Good.	2 20
Choice.	2 24
Choicest.	2 34
Dust.	1 10
SUN CURED.	
Fair.	2 17
Good.	2 20
Choice.	2 24
Choicest.	2 34
Dust.	1 10
BASKET FIRED.	
Fair.	2 18
Good.	2 20
Choice.	2 24
Choicest.	2 34
Extra choice, wireleaf.	2 40
GUNPOWDER.	
Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75
oolong.	25
Common to fair.	23
IMPERIAL.	
Common to fair.	23
Superior to fine.	30
YOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
ENGLISH BREAKFAST.	
Fair.	18
Choice.	24
Choicest.	28
Best.	40

TOBACCOS.

Fine Cut.

P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 232
Tiger.	31
D. Scotten & Co.'s Brands.	
Hiawatha.	60
Cuba.	34
Rocket.	30
Spaulding & Merriek's Brands.	
Sterling.	30
Private Brands.	
Bazoo.	230
Can Can.	27
Nellie Bly.	24 225
Uncle Ben.	24 225
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
In drums.	23
Yum Yum.	23
1892.	23
" drums.	22

Plug.

Sorg's Brands.	
Spearhead.	39
Joker.	27
Nobby Twist.	40
Scotten's Brands.	
Kylo.	26
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Climax (8 oz., 4lb).	39
Green Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	26
Wilson & McCauley's Brands.	
Gold Rope.	43
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27

Smoking.

Catlin's Brands.	
Kiln dried.	17 1/2 18
Golden Shower.	19
Huntress.	26
Meerschaum.	29 2/3 30
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 2/3 32
German.	15
Frog.	33
Java, 1/2 foil.	32
Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	28
Scotten's Brands.	
Warpath.	15
Honey Dew.	36
Gold Block.	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	41
Leldersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28 2/3 32
Red Clover.	32
Spaulding & Merriek.	
Tom and Jerry.	25
Traveler Cavendish.	30
Buck Horn.	30
Plow Boy.	30 2/3 32
Corn Cake.	16

VINEGAR.

40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

WET MUSTARD.

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

YEAST.

Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	22 2/4
Part Cured.	23
Full.	23 1/4
Dry.	4 2 5
Kips, green.	2 3
" cured.	4 2 5
Calfskins, green.	4 2 5
" cured.	4 1/2 6
Deaconskins.	10 25
No. 2 hides 1/2 off.	
PELTS.	
Shearings.	5 20
Lambs.	25 20 60
Washed.	12 16
Unwashed.	8 12
MISCELLANEOUS.	
Tallow.	4 4 1/4
Grease butter.	1 2 2
Switches.	1 1/4 2
Ginseng.	2 00 2 50
FURS.	
Badger.	80 1 00
Bear.	15 00 25 00
Beaver.	3 00 7 00
Cat, wild.	50 2 75
Cat, house.	10 25
Fisher.	3 00 6 00
Fox, red.	1 00 2 40

Fox, cross.	3 00 5 00
Fox, grey.	50 2 70
Lynx.	1 00 2 50
Martin, dark.	1 00 3 00
" pale & yellow.	75 2 00
Mink, dark.	25 2 00
Muskrat.	3 13
Opposum.	5 15
Otter, dark.	5 00 10 00
Raccoon.	30 2 75
Skunk.	1 00 2 15
Wolf.	1 00 2 00
Beaver castors, lb.	25 00
Above prices are for No. 1 furs only. Other grades at corresponding prices.	

DEERSKINS—per pound.

Thin and green.	10
Long gray, dry.	10
Gray, dry.	15
Red and Blue, dry.	25

WOODENWARE.

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50
Bowls, 11 inch.	
" 13 "	90
" 15 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	
Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow cl'ths, No. 1.	5 25
" No. 2.	6 25
" No. 3.	7 25
" splint " No. 1.	3 75
" " No. 2.	4 25
" " No. 3.	4 75

INDURATED WARE.

Pails.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50
Butter Plates—Oval.	
No. 1.	250 10 70
No. 2.	60 2 10
No. 3.	70 2 45
No. 4.	80 2 80
No. 5.	1 00 3 50
Washboards—Single.	
Universal.	2 25
No. Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75
Double.	
Water Witch.	2 25
Wilson.	2 50
Good Luck.	2 75
Peerless.	2 85

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).	50
No. 2 Red (60 lb. test).	50
MEAL.	
Bolted.	1 40
Granulated.	1 65
FLOUR IN SACKS.	
*Patents.	2 15
*Standards.	1 65
*Straight.	1 55
*Bakers.	1 55
*Graham.	1 60
Rye.	1 60
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
MILLSTUFFS.	
Less quantity	
Bran.	\$15 00 \$16 00
Screenings.	12 50 13 00
Middlings.	15 00 16 00
Mixed Feed.	16 00 15 50
Coarse meal.	15 50 16 50
CORN.	
Car lots.	38 1/4
Less than car lots.	42
OATS.	
Car lots.	32 1/4
Less than car lots.	35
HAY.	
No. 1 Timothy, car lots.	11 00
No. 1 " ton lots.	12 50

FISH and OYSTERS.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	2 9
Trout.	2 9
Black Bass.	12 1/4
Halibut.	2 15
Ciscoes or Herring.	2 5
Bluefish.	2 15
Fresh lobster, per lb.	20
Cod.	10
No. 1 Pickerel.	10
Pike.	8
Smoked White.	2 9
Red Snappers.	12
Columbia River Salmon.	12 1/4
Mackerel.	20 25
OYSTERS—Cans.	
Fairhaven Counts.	2 35
F. J. D. Selects.	2 30
Selects.	2 23
F. J. D.	2 23

CONFIDENCE MEN AND THEIR WAYS.

Written for THE TRADESMAN.

Of all who live by preying upon the earnings of others, outside of the gambling fraternity, the confidence man is oftenest brought to the attention of the public. He is shown up in detail by the press at every opportunity, in the hope that each notice will be a timely warning to lessen the number of his possible victims. But, like many other well-meant attempts to improve the conditions of society, most of them prove a failure, from the fact that most people prefer lessons taught by personal experience (be they ever so harsh) to the warnings that come by example or precept. Not all confidence men are under the surveillance of the police as criminals; some of them pose as politicians of decent reputation, and all defend their practices as regular and legitimate business.

Their schemes and specialties are as varied as are different types of humanity, but each schemer is actuated by the same inordinate desire to beat somebody, somehow, by fraud or pretense, and get safely away with the proceeds. In all dealings between honest men and rogues the latter have a decided advantage, since they are the aggressors and can calculate coolly the most favorable time for the assault; the former cannot continually keep up a tension of watchfulness and resistance, and that is why the designs of the dishonest portion of society so often succeed.

The man who sells unassessable stock in some inaccessible mine knows where to look for men who have cash capital they are willing to exchange for experience. The one who offers for one-tenth of its value an heirloom in the shape of a fine chronometer, that he may get means to reach the deathbed of a darling child hundreds of miles away, seldom fails to find someone whose sympathy runs away with his judgment. There is also the man who calls you by name, asks about your neighbors in a way that seems to show intimate acquaintance, using up an hour of your valuable time, oblivious to the fact that banks close at 3 p. m., and who ten minutes later finds he has a check that should be cashed—and "Would you let him have the trifling matter of \$50 and keep the check as security until to-morrow?" Though of course you wouldn't, he succeeds in bagging his game at the next attempt, with many curses at your suspicious refusal and the time lost in "working the bloke." These and thousands of like ilk are constantly plying their vocation in the highways and byways of trade and travel, always keeping a watchful eye on the guardians of the peace, but occasionally falling into the clutches of the law, and furnishing a morsel of news to the ever alert reporter.

Anyone who thinks that the class above described constitute the only *chevaliers d'industrie* of this land can easily be induced to change his opinion after a few years' experience as a dealer in some small town or village. It will depend upon his knowledge of human nature and upon his native shrewdness how many times he will be a victim in a game that is played quite as often and effectually by rural amateurs as by experts in a wider field. If one takes pains to note how many such cases he meets in a given number of years, he will wonder at the large proportion there are

in any community who practice confidence schemes, in a small way, without the incentives usually supposed to govern their confreres who make it a lifelong profession. Some of these compound freaks will even pay cash for purchases, through months of square dealing, at the sacrifice of dearest inclination, for the express purpose of lulling the suspicions of the merchant, if they can but succeed in cheating him out of a few dollars in the end.

The practice of promiscuously giving credit for small sums to customers who appear honest, as a matter of courtesy and good feeling, opens the way for such creatures to start an account without making preliminary statements of their financial condition. For a time they only seem to be careless as to prompt payment, often apologizing for a default long before the dealer himself has noticed it. This is a delicate morsel to placate the creditor and give him the impression that his customer has a tender conscience concerning debts, and that he considers honesty a prime virtue.

The majority of confidence men who prey on the country dealer are transient in their habits. Many are employed temporarily at farm work, and, in fact, scarcely one is ever in a condition that makes it necessary to ask for credit. They trade in their own peculiar way until the forbearance of the good-natured creditor is worn out, and they "fold their tents, like the Arabs, and as silently steal away" to pastures new.

Some may suggest that the merchant is himself in fault for giving them credit without a positive proof of good faith or without ample security. That would be true if mercantile business were not subject to such strong competition. Whoever puts money into goods to sell again takes a certain risk, even if he never sells a dollar's worth on credit. But, when credit is a necessary factor in carrying on trade, one who deals with the business public must accept the increased chances as they are, not as he would like them to be. So a certain class of rogues are enabled to artfully and intentionally prey on legitimate trade, because no dealer is mind reader enough to always distinguish the true from the false. He can only be guided by the fact that his customers show *prima facie* evidence of honest intention. Fortunately, the losses from the dishonest element are not, in most cases, large enough to be seriously felt by one who has a capital proportionate to the volume of business. It is often the slow payers among responsible customers who keep the dealer awake nights, harassed by anxiety as to how he shall maintain his commercial standing.

But dishonest customers are not the only ones for whom a merchant should keep a watchful eye. In some hour when the world goes easy with him he is likely to meet a straggling agent accredited from nowhere, who talks with such eloquent persuasiveness that the store fairly glows with the halo of enchantment. He expatiates on the merits of his wonderful plan to increase sales, make larger collections, or work some miraculous improvement in methods of conducting business. It may be an advertising agent promising such large results from a most insignificant outlay that the wonder is how he can afford the amount expended in canvassing, and where the profit is to come for himself or

alleged employers. Alas for the weakness of human nature! His silvery tongue too often draws reluctant coin from the drawer of many a naturally shrewd dealer, and the bell of awakened consciousness afterward clangs the signal to remind him that he is sold again.

These episodes grow less frequent as one counts the scars of past experience. Happy is he who so keeps his ears and eyes open to the possibility of fraud that he is able to treat justly the customer who deserves consideration, and at the same time detects counterfeits and confidence men with their "ways that are dark and tricks that are vain."

S. P. WHITMARSH.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.

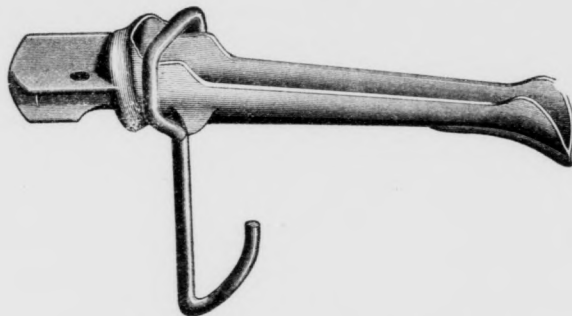
ATLAS SOAP

MANUFACTURED ONLY BY

HENRY PASSOLT,
SAGINAW, MICH.

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

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.

SUPPLY AND DEMAND FOR GOLD.

Gold has, from the earliest times, in all civilized countries, been an object of interest and of use. The author of the Mosaic account of the Garden of Eden, man's first abode of which there is any record, thought enough of the yellow metal to mention it. Gold was first used in all countries for the personal ornaments of royalty, and for adorning the statues and temples of the gods of the various religions. It is not strange that an article of such generally recognized value should come to be adopted as money, or as a general medium of exchange, among all the nations that are acquainted with it.

Gold is obtained from various countries, and an account is always carefully made, so that the yearly production of each is pretty well known. From the figures prepared by the Director of the United States Mint, supplemented by other official statistics, the gold production of 1892 is given as follows: Australia, \$33,870,000; United States, \$33,000,000; Africa, \$25,101,054; Russia, \$24,709,362; China, \$3,000,000; other countries, \$18,331,049.

These make up a total of \$138,000,000. From these figures it is seen that Australia stands at the head of the world's gold producers; the United States comes second, with nearly an equal amount; while Africa is third, and Russia is fourth. There is no other large producer, China, Mexico, the South American countries, Japan and India all affording some gold.

The introduction of improved processes of extraction, and the discovery of some new sources of supply in the United States and Australia, are expected to increase considerably the output in the early future; but Africa is the only country that is supposed to possess great undeveloped sources. It is believed that in the equatorial regions of the Dark Continent there are gold fields of vast importance, and no great period will elapse before they can be developed by European science and industry. South Africa is also growing into decided prominence. A writer in the February *Forum* notes that South Africa has been a producer only since 1887, when its output amounted to less than \$2,000,000. Before that time its production was of no importance. After 1887 the yield was as follows: 1888, \$4,400,000; 1889, \$8,300,000; 1890, \$10,859,400; 1891, \$15,428,000; 1892, \$25,101,000. These figures vary considerably from those of the Director of the Mint, but they are based on official returns published by the Mining Chambers and the Ministry of Mines in the Transvaal. For 1893 the official reports published by the Chamber of Mines at Johannesburg for the first ten months show an increase over 1892 of 200,000 ounces, and, should this ratio be kept up for the rest of the year, the result for South Africa will, therefore, probably be \$30,000,000.

The returns for 1893 have not been made up, but it is estimated that they will probably be \$148,000,000, divided as follows: United States, \$35,000,000; Australia, \$35,000,000; South Africa, \$30,000,000; Russia, \$25,000,000; India, \$4,000,000; China, \$3,000,000; other countries, \$16,000,000. The figures will likely go up to \$150,000,000.

The withdrawal of gold from money purposes into the arts has been made the subject of conjecture. Prof. Soetbeer, of Germany, high authority on the statistics of gold, estimated that, of the gold produced in the celebrated decade, 1851-1860, fully 80 per cent. was used as money, but that of the smaller product of the half decade, 1881-1885, only 25 per cent. was used as money, 75 per cent. having been hoarded or used in the arts. The most accurate estimate is, that of the total product in 1892, of \$138,000,000, about \$75,000,000 was used in the arts, leaving for monetary uses \$63,000,000, and it is estimated that one five-hundredth part of all the gold in existence disappears every year by this use, as in gilding, wear and tear of golden articles, abrasion of coin, etc.

It should be understood that the gold that goes into watches, jewelry and such like articles is not lost from the common stock; but that which is used in gilding,

either by electroplate processes or by spreading on the thin leaves, is wholly lost and cannot be recovered. If 75 per cent. of the yearly product of gold goes into the arts, and no large new supplies are made available, the time will come, at no very distant day, when gold will go out of use as money; but that era is yet too remote to give cause for any immediate anxiety. There will be gold enough for several generations to come. After that the men of the present day will have little reason for concern.

Dr. Talmage on the Business Outlook.

The nation is only a man on a larger scale. If you want to prostrate business and keep it prostrated talk in dolorous tones and keep on talking. Let all the merchants sigh and all the merchants prognosticate a hard winter, and all the ministers groan in the pulpit. In the great orchestra of complaint those who play the loudest trombones are those who have the fullest salaries and the completest wardrobe.

The land is full of prophets, and I have as much right to prophesy as any one. I prophesy that we are coming toward the grandest temporal prosperity we have ever witnessed in this country. Mechanics are going to have larger wages. Capitalists are going to have larger dividends. The factories that are now closed are going to run day and night to meet demands. Stores are going to be crowded with customers, impatient to get waited on.

You prophesy midnight. I prophesy midnoon. You pitch your tent toward universal bankruptcy. I pitch my tent toward national opulence. "What are your reasons?" you say. I give you one dominant reason—God's evident determination to shower prosperity on this nation.

In these days let all the comfortable classes exchange the lamentations of Jeremiah for the exultant psalms of David, and we will have a different state of things in this country. I wish there might be a conspiracy formed. I would like to belong to it, a conspiracy made up that all the merchants and editors and ministers of religion in this country agree that they would have faith in God and talk cheerfully, and there would be a revival of business immediate and tremendous and glorious. Stop singing "Naomi" and "Old Wyndom," and give us "Mount Pisgah" and "Coronation."

Store Locked for Twenty-five Years.

From the St. Louis Globe Democrat.

One of the curiosities to be found in Southern Ohio, not far from Chillicothe, is a country store which has remained as it now is for over thirty years without the change of a single article. When the war broke out, the man who owned the store had a son. The father was intensely loyal and persuaded the son to enlist, promising the son that if he should enlist, the store and its contents should be his when he returned. Another call for troops came, and the old man locked up the store and shouldered a musket. He remained in the Army until peace was declared, and then returned to his home. His wife had died in the meantime, and no tidings had ever been received from the son. The father worked a small farm that he owned, but never entered the store, saying that it should be there as it was when the son came home to claim it. A quarter of a century has gone, but no word yet from the missing son, and the store stands locked just as it was over thirty years ago, the old man, now in his dotage, refusing to allow anyone to enter it.

When the employees in an Indiana furniture factory operated by a German recently struck for eight hours' work a day he granted it; but when they wanted ten hours' pay for eight hours' work he called them up and said: "My friend, maybe I do as you like. I have an order from Shecago for ten dozen shairs. Vhill, I'll shoop him eight dozen and bill him for ten. If he doan kick on me, it shows me dot der rule works both vways, und ve vos all right." It is needless to add that the idea didn't work, and that the men are receiving eight hours' pay.



Lemon & Wheeler Company,
Agents, Grand Rapids.



SEND US YOUR

BEANS,

WE WANT THEM ALL,
NO MATTER HOW MANY.

Will Always Give Full Market Value



A LADY'S

GENUINE : VICI : SHOE,

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

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

Before You Buy

SEE THE SPRING LINE OF FINE
GOODS MANUFACTURED BY

SNEDICOR & HATHAWAY,

DETROIT, MICH.

A FEW OF OUR NEW SPECIAL
TIES 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.

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 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

FEB. 11, 1894

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G'd Rapids 7:25am 1:25pm *11:30pm
Ar. Chicago 1:55pm 6:50pm *6:30am

RETURNING FROM CHICAGO.

Lv. Chicago 7:35am 4:55pm *11:30pm
Ar. G'd Rapids 2:30pm 10:20pm *6:10am

TO AND FROM MUSKOGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm

Ar. Manistee 12:20pm 8:15pm

Ar. Traverse City 12:40pm 8:45pm

Ar. Charlevoix 3:15pm 11:10pm

Ar. Petoskey 3:45pm 11:40pm

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

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

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. 7:25am 1:25pm *11:30pm

To Petoskey Lv. G. R. 7:30am 3:15pm 8:15pm

To G. R. Lv. Chicago. 7:35am 4:55pm *11:30pm

To G. R. Lv. Petoskey. 5:00am 1:30pm

*Every day. Other trains week days only.

DETROIT,

FEB. 11, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. Detroit 7:4am *1:1pm 6:00pm
Ar. Grand Rapids 12:40pm *5:15pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:40am 10:55pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids 7:00am 1:30pm 5:25pm

Ar. from Lowell 12:40pm 5:15pm

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't Agent

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave +No. 14 +No. 16 +No. 18 +No. 82

G'd Rapids, Lv. 6:45am 10:20am 3:25pm 10:45pm

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

St. Johns Ar. 8:25am 12:17pm 5:20pm 1:45am

Owosso Ar. 9:00am 1:20pm 6:05pm 2:40am

E. Saginaw Ar. 10:50am 3:45pm 8:00pm 6:40am

Bay City Ar. 11:32am 4:35pm 8:37pm 7:15am

Flint Ar. 10:05am 3:45pm 7:55pm 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, 10:10 a.m., 3:15 p.m. and 9:15 a.m.

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

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

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

For Traverse City, Mackinaw City and Sag. 7:40 a.m.

For Traverse City and Mackinaw City 4:00 p.m.

For Saginaw 5:00 p.m.

TRAINS GOING SOUTH.

Leave going South.

For Cincinnati 6:50 a.m.

For Kalamazoo and Chicago 12:05 p.m.

For Fort Wayne and the East 3:35 p.m.

For Kalamazoo and Chicago 11:20 p.m.

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

Lv. Grand Rapids 12:05 p.m. 11:30 p.m.

Ar. Chicago 5:30 p.m. 7:40 a.m.

12:05 p.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. 4:00 p.m. 9:35 p.m.

Ar. Grand Rapids 2:15 p.m. 9:15 p.m. 7:25 a.m.

4:00 p.m. solid with Wagner Buffet Parlor Car and Dining Car. 9:35 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.

C. L. LOCKWOOD,
General Passenger and Ticket Agent.

IF YOU WANT THE BEST

ORDER



SOLD ONLY BY

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

**Muselman
Grocery Co.**

JOBBERS OF

Groceries and Provisions.

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

Note these prices:

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

WESTERN MICHIGAN AGENTS FOR

G. H. HAMMOND CO'S SUPERIOR BUTTERINE.

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

—USE—

FERMENTUM
THE ONLY RELIABLE
COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS

MANUFACTURED BY

The Fermentum Company

MAIN OFFICE:

CHICAGO, 270 KINZIE STREET.

MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

Address all communications to THE FERMENTUM CO.

New York Biscuit Co.,

MANUFACTURERS OF

WM. SEARS & CO.'S
Crackers and Fine Sweet Good.

WE constantly have the interests of the trade in view by introducing new novelties and using the best of material in the manufacture of a superior line of goods.

The Continued Patronage of the Oldest Established Grocery Houses in the State is our BEST TESTIMONIAL.

OUR GOODS ARE ALWAYS IN DEMAND, AND NO WELL APPOINTED GROCERY STOCK IS COMPLETE WITHOUT A FULL LINE. SEND IN A TRIAL ORDER AND BE CONVINCED.

We also take Orders for the Celebrated KENNEDY BISCUIT, made at our Chicago Factory.

S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

SPECIAL NOTICE

A BRIEF STATEMENT FOR BUSY MEN.



The New York Condensed Milk Company takes pleasure in announcing that the trade is now prepared to supply you with

Borden's Peerless Brand Evaporated Cream,

UNSWEETENED; guaranteed to keep under all conditions of temperature. The process used is far in advance of any other method of preserving milk without sugar. Our new plant is constructed especially for this branch of business, and is unequalled in equipment for the various processes employed. Having thoroughly tested all the important points in connection with the milk referred to, we are now prepared to offer the trade, through the jobbing houses, **Borden's Peerless Brand Evaporated Cream, unsweetened**, with entire confidence that it will prove, like our celebrated **Gail Borden Eagle Brand Condensed Milk**, to have no **Equal**. It is thoroughly guaranteed in every respect, and this guarantee is substantial, as every one knows.

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.



A STORE DO YOU RUN ONE?

If so, and you are endeavoring to get along without using our improved Coupon Book system, you are making a most serious mistake. We were the originators of the coupon book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. **SAMPLES FREE.**

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

DO
YOU
WANT

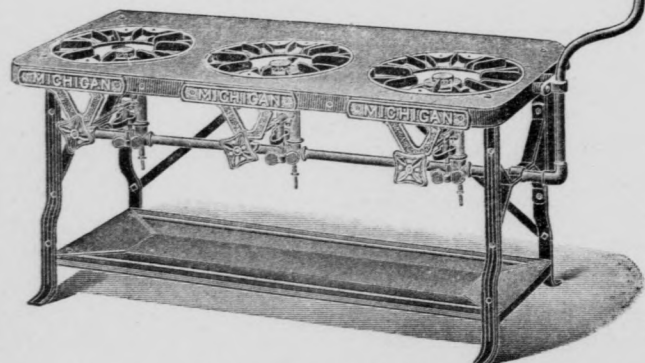
A Pointer?

ON **Junior Gasoline Stoves**

If so, write us for CATALOGUE and Discount of the

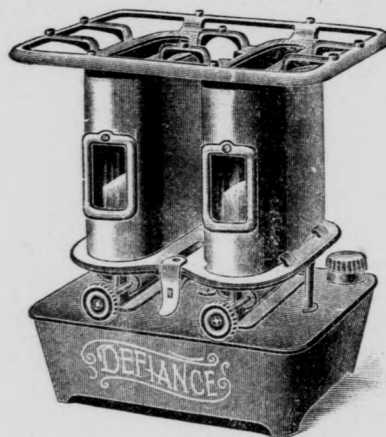
**MICHIGAN
JUNIOR
STOVES.**

They have the **MOST POWERFUL BURNER** of any Junior Stove in the market. Send for sample and you will be sure to order more.

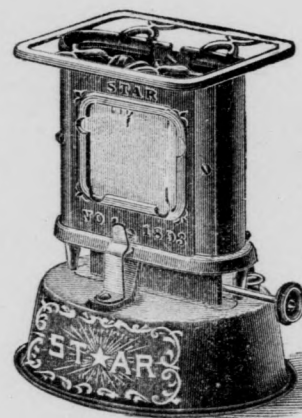


Style of No. 69 Michigan Junior Stove.

HOW IS YOUR :: :: =



Style of 2 Burner Defiance.



Style of 1 Burner Star.

STOCK OF OIL STOVES?

There is such a general demand for Small Oil Stoves that you should not be out of them. Our Spring CATALOGUE, illustrating the Best Makes, will soon be mailed you. Save your order for our Agents or until you see our New Prices on the **NEW DEFIANCE, IMPROVED STAR, CELEBRATED GAME and CENTRAL DRAFT ELECTRIC.**

H. LEONARD & SONS, Grand Rapids, Mich.