

# MICHIGAN TRADESMAN

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GRAND RAPIDS, MARCH 7, 1894.

NO. 546

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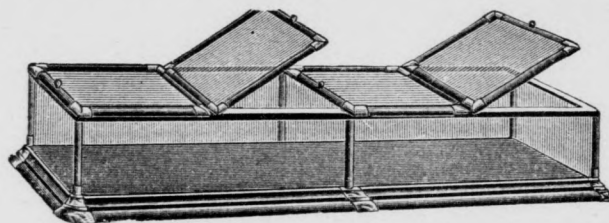
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MARCH 7, 1894.

NO. 546

## PECK'S HEADACHE POWDERS

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### TALE OF AN ADVENTURESS.

There is no greater menace to society in general, and to the peace and comfort of individuals in particular, than a bad woman. To be such a menace to the fullest extent she must be young, attractive and shrewd.

There will be some among my readers who will remember the case of the woman known as Belle Clifton, although her career closed a quarter of a century ago. I had heard and read of her for five years before she got her ten-year sentence to the prison in which I was deputy warden, and therefore had considerable interest in her. Had one been able to gather together the handsomest girls in four of the largest cities of the United States this Belle Clifton would have been the queen of beauty among them. She began her career at 14, and she was entered on the prison records as being 19 years of age. With facial beauty she combined a wealth of golden hair, small feet, dainty hands, and a voice of wonderfully magnetic powers. No man or woman could look into her face and believe her guilty. But for a bungling piece of business on the part of her lawyer she might not have been convicted when she was. In hopes to conceal her identity, he brought her into court with her face bandaged up, and declared she was suffering with neuralgia, and the jurors saw nothing of her beauty. Before telling you of her career in prison let me relate some of her outside experiences.

As near as could ever be learned, Belle Clifton was born in Chicago. She was taken to a town in Iowa when three months old and deserted in a railroad depot. She was adopted by a family named Clifton, and they gave her both her names. As a baby, a child, and a young girl, her beauty gave her local fame. While she obstinately refused to attend school she picked up a great deal of general knowledge, and without anyone to advise her she fell into ways to make the most of her influence on mankind. In opposition to her bringing up and general surroundings she deliberately selected the career of an adventuress. It was probably in the blood. At the age of 14 she disappeared from home and went to St. Louis. The story she told at one of the hotels enlisted sympathy. She had prepared her yarn in advance, and although every statement was false she made everybody believe that every word was gospel truth. No less than three prominent families offered to adopt her. She accepted the offer of one, and began her career. There was a son who was to be married soon, and when Belle had been in the house less than a month she laid certain charges at his door. They were false, but rather than have any talk the girl received a sum of money and was told to go. She departed for Cincinnati and on her arrival sought out a prominent divine, claiming to believe that he could give her information about her relatives. Here is the story the good man afterward told the police:

"I was favorably impressed with her appearance. I never saw a more truthful, honest face. Her voice charmed me. She was but a child, and all my sympathies were at once roused. I received her in my study, as I did all others. She was there for about twenty minutes, telling me a story which I implicitly believed, but which was entirely false. When she arose to go she demanded \$500 of me, threatening to go before a judge and swear out a warrant against me if I didn't hand it over. Then I defied her and threatened in turn. She was perfectly calm, and while admitting my entire innocence, she ar-

gued that I could not afford to be dragged into court and scandalized. The result was that I gave her the money. Had she been a woman I would have defied her to the end. A child of her years possessed of such attractions, would have carried public sympathy by storm."

Miss Clifton's beauty attracted men by the score, but she had no use for them. She detested compliments, and would permit no one to make love to her, except to further her purposes. While in Cincinnati she claimed to be looking up the history of her mother, who she said died in a hospital under another name. She not only told a straight story, but even employed a private detective to search for information.

Four weeks after blackmailing the minister she spread her net for the president of a bank. She had never seen the man when she entered the bank and asked for an interview. Strangely enough, he had returned from Europe only two days before. She did not know whether he was married or single, but took her chances on that point. His story was as follows:

"I was very busy, but supposing her to be fatherless or an orphan who had come on bank business, I asked her into my private office. She did not sit down, as I, of course, asked her to, but, standing with one hand on my desk, she looked me straight in the eyes and said that if I did not give her a thousand dollars in cash, she would tell the whole story to my wife. I listened like one in a dream. I could not comprehend her meaning until she had repeated her words. There was a sad smile on her beautiful face; there were tears in her big blue eyes. There she stood, an orphan of fifteen, and her very pose called for sympathy. I had just returned from Europe, and I had never set eyes on her before. She had no hold on me. If she went to my wife or to the courts I could prove her a liar and blackmailer, and yet I handed her over that thousand dollars. Why? Well, because it was business. If a jury had cleared me of every taint and sent her to prison besides, the general public would never have been quite satisfied. She thanked me, pocketed the greenbacks, and walked out, and you can be sure that I had nothing to say to anyone."

When Belle Clifton arrived in Baltimore she went to board with a widow to whom she had been recommended. She claimed to be an English girl in search of information regarding her father, who had been a soldier in the Confederate service and died under that flag. In no time at all she had a score of people ready to assist her, and to carry out her plans she frequently went to Washington and employed special clerks to dig among the records in the archives. No trace of her father could ever be found among the captured records. In Baltimore at that time was a man about 30 years of age, who was possessed of a large fortune. He had fallen in love with the daughter of a Cleveland millionaire and they were to have been married within a short time. Miss Clifton heard of this case through a lady who called on the widow. She made a few cautious inquiries, ascertained that the gentleman was in his office from 2 to 4 o'clock every afternoon, and one day she set out to pay him a visit. What happened is best told in his own words:

"Her excuse for desiring a private interview was that she came from Cleveland and was well acquainted with my betrothed. I thought her one of the loveliest and most charming girls I ever saw. She gave her name as Miss Christian, and claimed to have been a dear friend of my betrothed for three or four

years. I was expecting her to deliver some message when she suddenly looked up and remarked that not a cent less than \$2,000 would settle it. I was stunned. Settle what? I was wondering whether I was awake or asleep when she said that if I did not hand over the money she would swear to a warrant, drag me into a court of justice, and even if the jury cleared me my affianced would break the engagement. When I discovered her purpose I was terribly indignant and boldly defied her, but five minutes later I took a different view of things. While I cursed her and could hardly keep my hands off her throat, I paid her the money. My good name and future happiness were at stake.

For five years Belle Clifton's career was unchecked. There were two reasons for this—first, because she worked entirely alone, and secondly, she made no mistake in her victims. She did not ask for exorbitant sums, and though she had no hold whatever on any man, each one paid the money rather than be scandalized. The "job" for which the woman was convicted and sentenced was planned and carried out in Boston. She invented excuses to go to the office of a wealthy broker several times and to have him call on her at least twice. He was a widower, but soon to be married again. She demanded \$5,000 of him, and he stood up and defied her to do her worst. She made the mistake of taking him into court, probably being angered over his defiant attitude. The woman he was to marry at once broke the engagement, and he was the subject of much public and private scandal. This made him thirst for revenge. He got the case put off and set detectives at work, and in the course of time he traced the girl clear back to the home from which she had run away. When the trial came on she stood unmasked, and after his acquittal he caused her arrest, and did not let up until the doors of a State prison had closed behind her.

Prison officials are not easily beguiled, but I must admit that Belle Clifton pulled the wool over our eyes in fine shape. She hadn't been with us two weeks when we began to look upon her as a martyr. She told her story in such a way that you felt yourself believing every word of it.

She won the heart of the matron in a week, and in less than a month was treated more like a guest than a prisoner. Our prison was open to the public several hours each day, and everybody who came wanted to see "the beautiful prisoner." In one month six different men offered to marry her in case she was pardoned, and nine-tenths of the female visitors gave her their sympathies. I should not tell tales out of school, but to show you the strange power she possessed I will state that the prison doctor, the chaplain, the warden, a turnkey and a guard were all "soft" on Miss Clifton at the same time, and yet all were married men. You will want to know how I stood. Well, I was courting a good-looking girl at the time and so escaped the epidemic, though I won't deny that I thought her innocent, and would have signed a petition for her release.

The matron of the prison had a sister living about half a mile from the prison. After Belle Clifton had been with us five months this sister was taken ill, and the matron was in the habit of running over there after breakfast and after supper. One evening I was coming up from town in a buggy and encountered the matron on the highway. We nodded to each other, but after I had passed on it struck me that the good woman, whose weight was 160 pounds had suddenly lost flesh. When I turned to look, I was certain that some one had borrowed her clothes. I



turned about and overtook her, and behold it was Belle Clifton! I took her back and made an investigation, and it did not surprise me overmuch to learn that the matron was in the plot. She believed the girl innocent and was willing to help her get away. The political situation was rather ticklish just then, and so nothing was done that the public heard of. A month later the Governor of the State dropped in one day and inquired for Belle Clifton. He had been appealed to by a score of outsiders who did not believe her guilty. The matron and myself were present at the interview. The Governor had the record of her trial, and he started in without a doubt of her guilt, but two hours later he was very much in doubt. She not only glibly explained away the points bearing hardest against her, but accused the Bostonian so circumstantially that it seemed to be a case where he had evoked the power of the law to uphold his wrongdoing. She spoke without halting or hesitating. She seemed to anticipate every question and have an answer ready. It was not alone her way of telling it, but she knew just where to smile, just where to drop a tear, just where to look so sad and heart-broken that you wanted to pat her on the head and tell her to put on her hat and walk out. It may be a mean thing to give the Governor away, but I'll bet boots to buttons he was a bit "soft" on the girl himself when he left the prison.

I don't know how things would have turned out in the matter of securing a new trial or a pardon or a commutation of sentence had not something occurred to render further proceedings useless. The Doctor's wife was an almost daily caller at the prison, and of course she had the run of the place. She was greatly interested in Belle Clifton, but not foolish enough to be willing to help her escape. It amounted to about the same thing, however. The Doctor's wife brought laudanum to cure toothache, and in return Belle Clifton gave her a dose of it in something they were drinking together in the matron's private room. When the drug had taken effect, the fair angel dressed herself as the Doctor's wife and passed the guards and got safely away. It's my private opinion that at least two of the guards knew her, but were glad to see her get away. The search for her was half-hearted, and she made good her escape, and later on I heard that she was living in England. Her escape created a prison scandal, and several men were bounced, and the Governor was so cut up over being taken in and done for that he made it hot for all hands for the next year. Neither as a private individual, a business man, nor a public official do I want anything whatever to do with handsome women. I regard them as more dangerous than the bombs of the Anarchists.

#### Jackson Grocers After the Peddlers.

JACKSON, Feb. 23—I mail you under separate cover copy of the *Patriot* to show you we are still after the peddler. Twice before our petition died in the hands of the Ordinance Committee. This year we went to the City Attorney and paid him to draft a form of ordinance, when our Committee took it to the President of the Council (Brewer), and he presented it with our petition at the last meeting. Our Committee are now laboring with the aldermen, and the prospects are that it will pass at the next meeting of the Council. If we can accomplish this, I shall feel our Association has not been in vain.

D. S. FLEMING, Pres.

The newspaper article to which the writer refers is as follows:

Several attempts have been made by the grocers and dealers in fruits and vegetables to have an ordinance passed requiring persons engaged in peddling on the streets to pay a license. The regular dealers claim, and justly too, that they are taxed on their stocks to aid in paying the running expenses of the city and that it is no more than right that those engaged in direct competition with them should bear their proportion of the expense. It is not the idea of the grocers or anyone else to tax persons who sell only their own products, such as farmers

or gardeners, but simply those who buy of the producers or wholesalers and hawk these goods about the streets.

At the last meeting of the council Alderman Brewer introduced an ordinance which is intended as a solution of this problem. The provisions of the ordinance are in substance as follows:

Section 1 provides that no person or persons shall engage in the business of hawking, pack or other peddling in the streets or other public places, or from door to door in the city of Jackson without first procuring a license from the city recorder.

Section 2 provides that it shall not be lawful for any person or persons to engage in the business of selling fruits, vegetables, produce or other articles whatsoever, from stand, stall, cart, wagon, pack, basket, or in any manner, on any of the public streets, parks, grounds, places, or alleys in said city without first having obtained a license from the city recorder.

Section 3 provides that any person desiring to engage in the above business shall make application to the recorder for a license, stating the goods to be sold and the place and manner of selling them, and whether on foot or with one animal or more.

Section 4 merely outlines the manner in which the license is to be secured.

Section 5 provides that all such licenses issued shall continue in force until the 31st day of May following. The rates for licenses are fixed as follows: For every huckster, hawker or peddler who travels on foot and carries fruits, vegetables, produce or other goods in hand-cart, wagon or basket, \$20 for one year. For every one who travels with one horse or other animal, \$30; for every one who travels with two or more horses or other animals, \$50. At the end of each three months after the 31st day of May a corresponding reduction shall be made in the amount but in no case shall the amount charged be less than one-fourth the full sum.

Every person engaging in such business with a wagon, cart or other vehicle shall have his name and the number of his license printed on the outside of his vehicle, in letters and figures of not less than one inch in length.

Persons licensed must not occupy the street or sidewalk in such manner as to interfere with or interrupt travel.

It is made the duty of every person securing such license to preserve and exhibit the same to any policeman or other person whenever requested to do so.

The penalty for violating the provisions of this ordinance is a fine of not less than the license fee and not to exceed \$100, besides costs of prosecution, or imprisonment in the county jail not to exceed three months, or both such fine and imprisonment.

Section 12 provides that this ordinance shall not be construed so as to apply to any person or persons coming into the city with teams or otherwise with any produce to sell to dealers, or to any person selling vegetables or berries or other produce of their own farms or premises, or to mechanics who sell articles of their own manufacture or construction.

The ordinance was referred to the committee on ordinances, and will probably come up for final action at the next meeting of the council.

## BALD HEADS

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

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

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## UNIONISM.

## Always Evil, Whether Applied to Labor or Business.

Competition—free, open and active—is the very soul of business. It originates, develops and perfects ideas which crystallize into improved practice. Necessity is said to be the mother of invention, and competition, of the free sort, necessitates the invention of labor-saving machinery and the evolution of business methods which will have the greatest tendency to check losses arising from waste and leakages, curtail expenses, and increase profits. True competition is the test which proves the value of individuality. Nature ordains that none but the fittest can survive; that none but those who possess superior skill, patience and endurance can expect to win; and competition, free and unfettered, is nature's plan for applying the test. This plan may not seem a just one to those who fall by the way, but it is the inevitable law of nature and natural ways and means are always the best. It weeds out incompetence; deals out retribution to the vicious and dishonest, and prevents the indolent and improvident from rising above the level of the common herd. It is the only true key to progress and human advancement, and by its virtue alone can man's greatest possibilities in self-development be drawn out.

In these modern times men are prone to overlook these truths. Nature and nature's laws are looked at from the same standpoint that our grandfather's laws are looked at, and one is considered to be quite as amendable and repealable as the other. The "survival of the fittest" may have been all right when our great-grand-fathers burned nervous, hysterical old women under the impression that they were witches; but in this year of grace it is looked upon as an exploded idea. In the evolution of modern thought a grand scheme has been devised whereby not only the fittest may survive, but all, regardless of individual skill or ability, may survive. This modern scheme which is to frustrate the design of the Creator and revolutionize the forces of nature is called *unionism*.

If I lose control of my pencil before I get through with this article, and write some plain words, the reader will consider where it comes from and mercifully overlook it. In order to avoid "vain repetitions," I shall use the term "unionism" as meaning "combined effort," regardless of any particular name it may be known by in the business world. It will be understood, of course, that I do not mean combined efforts for doing good—such as the suppression of vice or the advancement of morals—but for the gratification of selfish inclinations by combining for the purpose of gagging competition in view of increased gains.

Unionism was born in greed, and, like every other thing of so mean a parentage, it has been the fruitful source of strife and turmoil ever since its birth. It has pitted class against class and placed a gulf between capital and labor so wide and so deep that it has become the great problem of the day how to bridge over it in safety to the commonwealth. In its effort to remove the penalty of violated natural law from the individual, it has given a community representing a trade or interest a degree of power which it could not otherwise obtain, and which is made use of by enforcing tribute from other trades or interests. It has read-

justed values on a false and unjust basis and swallowed up individuality. Of what use is superior skill or a more expert artisanship on the part of the individual unit in unionism? None whatever, so far, at least, as the price of his labor is concerned. What consummate nonsense it is to assume that the labor of any one man for a given time is worth no more than that of any other man for the same space of time! What nonsense, I say; and yet this is pure unionism, as put into practice. The veriest block-head knows that the labor of one mechanic may be worth double that of another; yet unionism fixes a price which governs each, thereby knocking excellence on the head for the purpose of propping up inferiority. Where labor is paid for by the piece, or according to quantity—like type-setting, for instance—the injustice is no less observable, for *quality* cuts fully as great a figure in regulating the true value of labor as *quantity*.

Unionism may, in theory, have something about it that sounds like benevolence and brotherly love; but, as put into practice, it is nothing but usurpation, senseless greed and base tyranny. It usurps prerogatives which lie entirely beyond its own legitimate rights, dictating where it has no right to dictate, and enforcing its dicta by cowardly intimidation, in various forms and by brute force, in utter disregard of the rights of others. It was conceived in greed, as before stated, and every act of its miserable existence is the outcome of greedy motives. Its constituent parts were once free men who proudly boasted of their individual liberty in the struggle for life; but when an increased competition demanded a corresponding increase of individual capabilities, they dodged the issue by merging their individualities into unionism in order to enforce, by intimidation and otherwise, a support to which they were not entitled and a reward for personal services fixed arbitrarily without any regard to individual merit. These once free men are no longer free. Their greedy cowardice overcame them. Their individual liberty has been burned to ashes on the altar of unionism, and now they are nothing but spokes in a wheel, or hairs in a dog's tail that "waggeth when the dog listeth."

In practice, unionism is tyranny of the basest kind. It is said that all men are born equal, but this is not true except as to the origin of life and the manner of being born. No two men are exactly similar in size, shape, temperament, disposition or ability; and no two men cultivate, develop and make use of the natural talents they possess, in a similar manner, either for their own benefit or that of their fellow men. In this sense, therefore, all men are not born equal. We find that some men are born into the world with only one poor little talent, while others are blessed with many talents, all of which are of greater magnitude; yet, by dint of hard, patient, persevering labor in self-improvement, we often find the man with the cultivated dwarf talent better able to cope with the obstacles of life than his more-highly-favored-by-nature brother who has neglected his opportunities. Now, what is the use of cultivating the brain which God has given us if it will not lessen the struggle for existence or add to the sum total of happiness? And if it does have this

effect, then is it not reasonable to assume that it will place us in an advantageous position? And what advantage would it give us in open competition with our fellow men, if it did not add value to services rendered by us, or enable us in some way to secure a greater reward for our labors?

There was a time in the history of this country when the only thing necessary, in order to win an approving smile from the goddess of fortune, was simply to "manifest" a desire for it and get into a proper position to receive it; but this is no longer the case. These positions are all occupied and overcrowded with a surging mass of devotees, pinching, struggling and clamoring for the slightest recognition, but their importuning brings not the coveted smile. Has the Goddess turned a deaf ear to her admirers? No; she is said to be a fickle jade, but the charge of fickleness arises from the fact that she is constantly changing her standard of personal merit, raising it higher and higher as competition increases. Fortune's favors are few in number. She bestows them upon the fittest one in a 100 and frowns upon the ninety and nine. Unionism may storm her castle en masse; but the walls of that castle are impregnable and the treasures it contains are guarded by the immutable laws of our being and will be distributed according to the test of individual merit only.

Unionism, as applied to business, is as unjust and unnatural, and as detrimental to the development of individual capabilities as when applied to labor. It is the merging of individualities into one common whole for the purpose of strangling competition and thereby making it possible for the whole to succeed. It is simply an attempt to do an impossibility. As well might men join hands in a vain attempt to reach a good, ripe old age by overcoming the possibilities of accident and disease! A combined effort of this kind would be as efficacious in removing constitutional weaknesses and avoiding premature physical collapse as a combined effort on the part of business men would be in destroying the effect of individual incompetency and avoiding business collapse. Ask the white headed old veteran of 85 to tell you of the friends of his youth, and learn the story of business. He will tell you that only two or three remain out of the one hundred of his class who started together on the journey of life, each buoyant with hopes of reaching the goal of a ripe old age; but the pathway was so beset with dangerous places and frowning, formidable obstacles, that on either side all along the way were to be found the bleaching bones of those who lacked the physical stamina to withstand the test. Unionism will not cure physical weaknesses, neither will it overcome individual incompetency in the struggle for business success.

The aim of unionism, in any of its forms, is to rob competition of its legitimate prey by the arbitrary fixing of prices, whether it be labor, merchandise or the raw material or product of the manufacturer. The principle is precisely the same, whether applied to labor, merchandising or manufacturing. It is a union, or merging of individualities, which are assumed to be equal in force, into one body, thereby securing a concentration of power which can be wielded

by the body for the mutual benefit of each of its constituent parts. The sum of this new power which unionism creates is certainly equal to the sum of all of its constituent parts; but, as the parts are not equal in power, the benefit derived by each will be measured accordingly; in other words, the individual member will find that his success in business depends, not on his loyalty to unionism, but on his own personal qualifications—hence, we find that business failures are not checked in the least, even where unionism prevails in its most perfect form. Indeed, any business man who does not possess sufficient individual capacity to cope with his fellow men in an open field, will find that, by losing his identity in unionism, he subjects himself to the dictation of others, and this dictation does not and cannot make success easier for him. If it comes from those who, by virtue of their superior advantages, are on the road to success it will do him no good; and if it comes from those who are weaker than himself, as it frequently does, it will handicap his efforts and do him a positive injury. A man who possesses superior skill can command and receive more for his labor than one less skilled; and the retail merchant who possesses the necessary capital and business qualifications; who knows how to buy, and what and when to buy, will sell more goods and realize a larger profit on sales than his incompetent rival across the street. Adaptation, thorough training, close application and unyielding perseverance is the highway to success, and unionism will prove a curse to any man who is able to walk therein. Thus we see that unionism injures the competent and cannot save the incompetent.

The only excuse for unionism is that of self defense and mutual protection. This has some force now that it has gained a foothold; and class has become pitted against class; but no excuse can be offered for its conception. Wholesalers are united for the regulation and maintenance of prices and business methods, and retailers join hands for the protection of their interests. Manufacturers and capitalists erect barriers about their interests, and labor retaliates in the same manner for the protection of its own interests. And so we find the various interests of the country in arms—for that is what unionism means—for the enforcing of what they are pleased to claim as their rights. Every combined effort of this kind acts as a standing menace to everything outside of it, and the new power thus gained is made use of arbitrarily and without the least regard to intrinsic values or the laws which govern supply and demand, in the fixing of prices which are quite often unreasonable, unnatural and unjust.

Organization for the purpose of mutual aid and mutual improvement is commendable; but combined efforts for the purpose of gagging free and open competition by bolstering up prices or enforcing unnatural trade regulations is wrong in principle, selfish in theory and unjust in practice. Any combined movement whose objects and purposes are purely mercenary will work an injustice to all interests outside of it during its miserable existence. Self is the only vehicle that ever carried a man through to success. Cultivate, develop and strengthen it, therefore, and see to it that it breaks not down by the way-side through a lack of knowledge as to the best means of avoiding an obstruction in the highway. E. A. OWEN.



## AMONG THE TRADE.

## AROUND THE STATE.

Rapid River—Baker & Darrow succeed J. A. Baker in the grocery business.

Clifford—J. W. Buffum has purchased the general stock of G. W. Perry.

Menominee—J. Powell succeeds Jos. Huilicka in the grocery business.

Mendon—Fred Engel has purchased the boot and shoe stock of W. W. Bishop.

Bay City—The Ueberoth Crockery & Wallpaper Co. succeed, Ueberoth & Co.

Muskegon—August Clug, of the grocery firm of Van Zant, Clug & Co. is dead.

Delton—Boynton & Norwood succeed Geo. R. Main in the grocery and meat business.

Lansing—Hunt & Loyd, grocers, have dissolved, Eberhard Hunt continuing the business.

Menominee—M. Telot & Co. have purchased the meat business of Hastings & Pellant.

Plainwell—S. H. Link has closed his clothing store and moved the stock to Kalamazoo.

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

Baraga—J. Gottliebson has removed his general stock from Michigamme to this place.

Escanaba—Ed. Erickson succeeds Erickson Bros. & Blanchett in the clothing business.

Constantine—The late Sheldon Bliss, hardware dealer, is succeeded by the Bliss Hardware Co.

Battle Creek—The Battle Creek Hardware Co. has sold its stock of goods to L. D. Brocket & Son.

Daggett—The Westmon Lumber Co. has sold its general stock of merchandise to Westmon & Dunham.

Reed City—William & Niergarth, general dealers, have dissolved, Henry R. Niergarth succeeding.

Kalamazoo—J. H. Roenneau & Co., grocers, have dissolved, J. H. Roenneau continuing the business.

Detroit—Major & Isham, produce and commission dealers, have dissolved, Geo. I. Major & Son succeeding.

Pewamo—W. H. Triphagen has opened a grocery store here. W. J. Gould & Co. furnished the stock.

Detroit—Edw. A. Gott has been appointed receiver for Wm. Brown & Co., dealers in trunks, bags, etc.

Otsego—Henry Sperry has purchased the interest of his partner, Joseph Derhammer in their grocery store.

Wayne—Steers & Kingsbury, general dealers, have dissolved, C. H. Kingsbury continuing the business.

Saranac—Otis & Winslow, agricultural implement dealers, have dissolved, L. L. Winslow continuing the business.

Detroit—Hodgson & Howard, dealers in hardware and house furnishing goods, are succeeded by the Hodgson & Howard Co.

Traverse City—Wm. J. Hobbs has purchased the interest of his partner in the hardware firm of Austin & Hobbs and will continue the business under his own name.

Chelsea—Geo. H. Kempf has sold his stock of dry goods to Holmes & Dancer, of Stockbridge, who have moved it to that place. Chelsea now has only two dry goods stores.

Butternut—C. Cross has retired from the firm of Cross & Isham, dealers in

general merchandise and boots and shoes. The remaining partner, W. Isham, has formed a copartnership with his father and the business will be continued under the style of A. R. Isham & Son.

Eastlake—M. J. Pulcher, who has been identified with the general store of the Michigan Trust Co. (R. G. Peters Salt & Lumber Co.) for several years, has severed his connection with that corporation and embarked in the shoe business on his own account.

Cadillac—Herbert Snider and William Hoag have formed a copartnership in the grocery business which they will carry on in the store now occupied by John Carr's bazaar. They have purchased so much of Mr. Carr's stock of goods as will be available in their line of trade, but in the grocery and provision line will put in an entirely new stock.

Zilwaukee—W. H. Routier, who has conducted a general store here for the past three years, has become financially embarrassed and filed chattel mortgages to different relatives, the amount of which aggregate \$1,935. A real estate mortgage for the same amount was given at the same time, thus covering all his property. For some time Routier has been slow in meeting obligations, and at present he is indebted to Saginaw wholesale houses to the extent of \$4,000 or \$5,000.

Muskegon—The Wm. D. Hardy Co. has made another addition to its stock and April 1, the shoe store of C. L. Dearborn now connected, but in reality separate from the Hardy store, will be a part thereof. Mr. Dearborn will retire from the business and Frank McGough, for a long time connected with the Chicago shoe house as manager, will be manager of this store. The Chicago shoe house will discontinue business by that time.

Howard City—The contemplated cold storage warehouse, which W. H. Bradley, of Greenville, and C. F. McGeorge of this place, intended to build at Greenville this spring, for the accommodation of their wholesale egg and butter trade, has been abandoned. They will do business this season, however, under the new firm name, Bradley & McGeorge, Mr. Bradley continuing to reside in Greenville to look after the business there, while McGeorge will have charge of this end of the line.

## MANUFACTURING MATTERS.

Lake George—The Lovejoy sawmill, recently purchased by W. S. Winegar, started last week. The mill has 2,000,000 feet of logs on hand.

Bay City—Tierney & Fisk are arranging to erect a factory for the manufacture of cigar boxes, which will employ thirty hands.

Harrison—The Clarence Lumber Co. is operating a lumber and shingle mill, a logging railroad and a general store at Clarence, ten miles east of this place. The company owns several thousand acres of land.

Bay Mills—The Hall & Munson Co. recently received two car loads of yellow pine lumber for the manufacture of doors. It came all the way round from Pensacola to Boston by sea, and thence to the Soo by rail.

Ludington—Repairs on all the sawmills here are being pushed forward rapidly, so that they shall be ready for an early start. The new mill of the

Cartier Lumber Co. and Butters & Peters will be among the first to open the sawing season.

Detroit—The Detroit Cash Register Co. has been incorporated with a capital stock of \$50,000. The amount paid in consists of patents contributed by William T. and Homer McGraw and legal services contributed by Israel T. Cowles and Thos. S. Jones. They are the incorporators.

Sidnaw—Marion B. Boyd, who had been logging here for G. A. Bergland, recently left for the east, leaving several items of indebtedness unpaid. It is said he owed Mr. Bergland \$5,000 and the Twohy Mercantile Co. over \$600, and several other creditors various amounts. Boyd came to Sidnaw from Cadillac.

Menominee—The Bay Shore Lumber Co. will operate its mill the coming season only 10 hours a day instead of 12 hours, as has been the practice in past years. This will necessitate a curtailment of the lumber cut of about 2,000,000 feet. Reports from this company's logging operations are that two weeks' more work will complete the cut. Only 15,000,000 feet will be put in this winter, about 5,000,000 feet less than was banked last season. Last spring the mill had about 8,000,000 feet of logs left over from 1892 to begin work on, which amount was considerably larger than the surplus now on hand.

Manistee—There is a decidedly better tone to the lumber market. It looks as though manufacturers had had some information of late that braced them up somewhat, as they feel decidedly stiff as to prices. The prevailing idea seems to be that green piece stuff is going to open at \$10.50 to \$11 with dry at the usual advance over that figure. Hemlock piece stuff is quite firm at \$6.50 on dock here and common inch is held at from \$11.50 to \$12.50, according to the grade of logs from which it is cut, while a better grade ranges from \$16 to \$18, according to the amount of pickings. About shingles, there is little doubt at present as to how they are going to open, but the general opinion is that there will be a good deal better market this season than there was last. Notwithstanding the low prices obtained last season there is not the surplus on hand that one would imagine.

Marquette—A few days ago the Dead River Mill Co., which is the name of the branch of the Cleveland Sawmill & Lumber Co. here, purchased from the Munising Iron Co. all of its pine timber in Alger county. A conservative estimate of the timber would be 30,000,000 feet and the price paid exceeds slightly \$100,000. The Munising Iron Co. was originally formed for the manufacture of charcoal pig iron, and purchased about 60,000 acres of hardwood lands, which are undoubtedly as fine a body of hardwood timber as can be found on the Upper Peninsula. The pine timber is large and very choice, and most of it scattered through the hardwood can be cheaply put into the Au Train river. The Dead River Co. proposes building a spur to the timber from the Duluth, South Shore & Atlantic Railway, and, if these arrangements are perfected, work will begin on the branch early in the spring, and lumbering will be carried on during the summer, the logs coming to the mill in this city.

Build a fence anywhere, and the first boy who comes along will want to climb it.

## The Hardware Market.

General Trade—With the beautiful spring weather that ushers in March has caused quite a brisk trade in all lines of spring goods. This came very acceptable to the trade, as February was quite a disappointment in the volume of business done. The trade for the month, while it might be called good for the present times, is much below that of 1893. There is no special change to note in any prices, as wire nails, barbed wire, window glass, bar iron, rope and all staple lines remain as last week. Buying, however, is done much more freely, as dealers who had not already placed their orders for wire and nails are now anxious to get in at the old quotations, but find it hard work to do so; consequently, they are covering their wants at present prices, as it does seem as though some things must be higher. The appearance of an early spring has caused a very active demand for agricultural tools, such as rakes, hoes, forks, etc., and if it does not come off cold again, they will come in good play.

## The Drug Market.

Opium is a little less firm but unchanged.

Morphia is expected to advance again in a short time.

Nitrate of silver has declined, on account of lower price of the metal.

Linseed oil has advanced.

Turpentine is lower.

Kuttner, Rosenfield & Co., wholesale dealers of Detroit, will hereafter confine themselves to Men's Furnishing Goods, having closed out their stock of notions. They have recently put in a large manufacturing plant and already have secured a great many orders on their celebrated "Monroe" brand of pants, shirts and overalls.

Perseverance can accomplish wonders, but it cannot make a bad egg hatch.

## 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. for home grown. Florida stock is coming in freely, being quoted at \$3 per crate holding from 3 to 4 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 12½c for strictly fresh, holding at 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.

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 5½c, holding at 6c per bu. Cuban stock commands \$3 per bu.

Potatoes—Handlers still pay 40c for white stock holding at 50c, but there is no twang to the market, as everyone is looking for lower prices and no one wants to get caught when the slump come.

Radishes—Cincinnati stock commands 35c per doz. bu.

Spinach—75c per bu. crate.

Tomatoes—Florida stock is in light request and demand at \$1.25 per 6-basket crate.



## GRAND RAPIDS GOSSIP.

The Star Mills (C. G. A. Voigt & Co.) are again running full time and to their full capacity. The mill has received a thorough overhauling.

C. Brownell has opened a bakery and grocery store at 238 South Division street. The Ball-Barnhart-Putman Co. furnished the grocery stock.

C. Dogger has sold his grocery stock at the corner of Lyon and Houseman streets to Willard Purchase, who will continue the business at the same location.

It is reported that the Crosby estate is withdrawing its interest in the Valley City Milling Co., being taken by Messrs. Swensberg, Rowe and employees of the company.

A. J. Giddings will shortly embark in the laundry business under the style of the Palmer Laundry. He will have his office at 24 Pearl street and is fitting up a laundry in the brick building at the corner of North Front and West Leonard streets.

The tan bark market will probably rule about 50 cents a cord below the prices paid last year, as tanners have more bark on hand than usual this spring, owing to the fact that few of them run to their full capacity during the past year.

N. B. Clark has purchased the stock holdings of W. A. and C. A. Phelps in the Michigan B rk & Lumber Co., which makes him almost sole proprietor of the business. The new directors and officers of the corporation have not yet been decided upon.

Jacob H. Vanden Bosch has embarked in general trade at Lucas. Foster, Stevens & Co. furnished the hardware, Rindge, Kalmbach & Co. supplied the boots and shoes, Voigt, Herpolsheimer & Co. put in the dry goods and the Olney & Judson Grocer Co. furnished the groceries.

D. C. Scribner has sold his drug stock to John D. Muir and Albert Stonehouse, who will form a copartnership for the purpose of continuing the business. The firm name has not yet been decided upon. Mr. Muir will give his personal attention to the business, conducting his Canal street store by proxy. The purchase gives Mr. Muir an interest in two drug stores, while Mr. Stonehouse is owner and part owner of three pharmacies.

C. N. Rapp & Co. received a car load of Florida oranges in bulk Monday. The fruit came through in good shape, showing little more effects from the trip than does the boxed fruit. They are being sold by the thousand at an average price of \$15. These are the first "bulk oranges" received in this market, although three carloads have reached Detroit. The old method of boxing and papering the fruit did not, with the present low prices, leave anything for the shippers, who will adopt bulk shipments altogether if the present experiment proves a success.

"If ever anything was run to death it is the trick of putting tiny photographs of actresses into cigarette packages," remarked a cigar dealer, the other day. "My customers fling them on the floor without looking at them. A couple of

years ago people used to save them because the children were making collections to see who could get the most of them; but good Lord! even the children have got sick of them. It seems queer that human ingenuity should run to seed as it has with cigarette advertising. The manufacturers started with actresses' photographs, and then tried colored pictures of birds and animals and Indians and Kings. Suddenly they came back to actresses again. But it's no use. The pictures are too small. The faces are never large enough to be of any value as portraits, and as for the tights and leg displays—which is all the pictures are printed for—there's such a possibility as getting too much of one thing, especially when you get a fresh one every day for fifteen years, and everyone reminds you of all the others. It's my opinion that cigarette pictures have made the whole country tired."

## Purely Personal.

Geo. D. Lunn, formerly engaged in the drug business at Edmore, is now identified with a produce commission house at Toledo.

Fred H. Ball left Monday for Toledo, where he will meet the Secretaries of the Wholesale Grocers' Associations of Ohio and Indiana.

M. B. Carrier, junior member of the firm of Northrop, Robertson & Carrier, manufacturers of baking powder, spices and grocers' sundries at Lansing, was in town last Saturday, interviewing W. T. Barnard, the local representative of the house.

*Saginaw Evening News:* Eugene Welch and Will McSweeney, two as jolly and hale fellows as one would meet in a day's walk, spent Sabbath in town. They come from Kalamazoo, but are metropolitan and cosmopolitan enough to hail from the world at large. They carry huge bundles of sunshine with them, which they generously scatter at the feet of their friends. They are never troubled with dyspepsia or the blues and must have discovered that place in Arcadia where the wheel of perpetual joy whirls unceasingly. The next time these gentlemen visit this city they should be prevailed upon to give a disquisition on how to laugh and grow corpulent.

Frank Jewell, of the I. M. Clark Grocery Co., is a sportsman. This fact may have escaped the notice of many of his friends, but he is one of the most ardent of Nimrod's followers. He will take his gun and go fox hunting when the weather is such that if a fox were caught out in it he ought to be shot. One day last week he started out bright and early with his gun on his shoulder and his faithful dog at his heels. "The shades of night were falling fast" when he returned footsore and weary, as becomes a hunter, to the shelter of his own vine and fig tree. That doesn't read much like a hunting story, but it is true, which most hunting stories are not. Frank was at his desk not far from the usual time the next morning, and, when a lull in business permitted, Sumner Wells asked him, "Well, Frank, what did you get yesterday?" "I got home," answered Frank. When Sumner recovered consciousness, Frank was leaning back in his chair smoking quietly, as though nothing had happened.

The report that Phil M. Roedel proposes to retire from the banking business

at White Cloud is confirmed by that gentleman, who writes THE TRADESMAN as follows: "The information you had was correct and there is very little to add, except to say that I shall locate at San Mateo, Cal., where I have completed arrangements to organize a commercial bank, which, I trust, by careful, conservative methods and persistent effort, can be made not only a successful institution but one that shall merit the confidence and esteem of the public. My reasons for making the change are partly influenced by the attractions of climate, scenery, beautiful home surroundings, etc., and not wholly from a business standpoint, as during the seventeen years I have been here my business relations have been exceedingly pleasant and the thought of severing the many valued business relationships, which have been a source of help and inspiration in past successes, as well as through the shadows that at times cross all paths, cause feelings of the deepest regret. I assure you the future can never dim the pleasant memories of the business acquaintances and associations that I shall leave in dear old Michigan."

A. J. Elliott, the grocer, has been going about for some time with his head and both hands in a sling. He accounted for his dilapidated condition by alleging that he fell down cellar. Mr. Elliott's native modesty is responsible for that story. The truth of the matter is as follows: He (Mr. Elliott) has a friend who has always reposed the utmost confidence in him and never, until recently, had even the shadow of a reason to believe that Mr. Elliott regarded him with any but the warmest feeling of friendship. He is undecieved now, which proves how unreliable is human friendship. He entered Mr. Elliott's place of business one morning, fully expecting the usual friendly greeting; but, contrary to his expectations, Mr. Elliott approached him with his never-failing and trade-winning smile and asked him if he had noticed the purity of the oxygen, how inspiring and exhilarating it was. "Oxygen," replied his friend, "oxygen? Why, really, I hadn't—" "Why," interrupted Mr. Elliott, "it's the greatest thing in the country for delicate people—miles ahead of Holland gin." Thus was the friendship of years rudely shocked, and the wonder is that he escaped with his life. But he did, though he wears a skull cap now, and is otherwise disfigured. This account is authentic.

## From Out of Town.

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

W. J. Barnum, Velzy.  
J. D. Noah, Moline.  
A. J. White, Bass River.  
J. H. Van den Bosch, Lucas.  
J. R. Harrison, Gooding.  
C. K. Hoyt & Co., Hudsonville.  
Northrop, Robertson & Carrier, Lansing.

## Now Handle "Green Seal."

The Hazeltine & Perkins Drug Co. has been compelled to follow the example set by several other jobbing houses and put in a line of "Green Seal" cigars, owing to the keen demand for this brand at the hands of the retail trade. This is a strong tribute to the merits of the goods.

Tolman's Jumbo Java is unequalled. Phone J. P. Visner, Bridge St. House.

## 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.

I HAVE A VALUABLE PATENT FOR SALE for cash, real estate or merchandise. Prompt attention given correspondence. Must realize immediately. Address No. 573, care Michigan Tradesman, Grand Rapids, Mich. 573

FOR SALE—MY STOCK OF TEA, COFFEE and groceries and lease of store. Old established business. No trade. Good opening for right men. Good reasons for selling. Address Shaw Tea Store, 107 Canal St., Grand Rapids, Mich. 575

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 Brishin'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

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

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. 544

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. 520

## SITUATIONS WANTED.

WANTED—A POSITION AS FOREMAN in a general store. Seventeen years experience. Best of references. Address Room 10 Twanley block, Grand Rapids, Mich. 574

SITUATION WANTED—BY AN EXPERT accountant and book-keeper. Was book-keeper three years for West Michigan Lumber Co., at Park City, Mich., and the last five years with Mitchell, Lewis & Staver Co., of Portland, Ore. Can furnish the best of references. I. D. Lovejoy, Big Rapids, Mich. 576

WANTED—THOROUGHLY COMPETENT and experienced young man would like position as book-keeper, cashier or other office work with jobbing or manufacturing house. Address "H" care The Tradesman. 577

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—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—POSITION BY EXPERT ACCOUNTANT. Books opened or closed. Balances rendered. Partnerships adjusted and any other work of similar character promptly done. Address No. 578, care The Tradesman. 578

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, Gableville, 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

## 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 &amp; Co.,

20-22 No. Division St.,

GRAND RAPIDS, MICH.

## The Wool Market.

Manufacturers of woolen goods report business fairly active for the week and a good number of orders booked. Buyers have, apparently, begun to realize that the market is down to rock bottom, and they also realize that their orders must be placed soon if they would get their samples on time. Now that buying has commenced, however, the extent of the shrinkage in business is painfully apparent. Manufacturers will not take orders unless upon the condition that a certain number of orders are in hand by the 15th; in other words, they want to be sure that there is something in it for them; and then there are many factories which will not start up at all. The reduction in prices of many lines is another effect of the shrinkage. The effect of this reduction has been to force some lines out of the market entirely, and to completely obliterate the classification of many other lines. Altogether, though business in woolen goods is "looking up," it is still in a badly demoralized condition. The low prices which have prevailed for months past have discounted the effect of the Wilson Bill should it become law. They have resulted in a sweeping reduction in wages, in forcing many manufacturers into retirement and many others into temporary stoppages, and with wool down to an export basis, the condition of the market can hardly be worse. Boston reports an increased movement in wool for the past week, chiefly in fine medium and medium. Buying, however, has been confined almost entirely to order requirements, and next week may develop a retrograde movement. Pulled wools have been the attractions for buyers in the New York market the past week. The worsted men have been the heaviest buyers, and a significant fact is that they have taken wools which a year ago they would not touch. The tone of the market has measurably improved and indications point to better business for the future. The Philadelphia market is bearish and manufacturers are waiting the outcome of the tariff decision in Congress. They are buying merely for immediate wants.

Though the wool clip of the United States for 1893 was much larger than that of the previous year, there is much less wool in stock than a year ago, which shows that growers are "holding on" for a raise; but with wool down to free trade prices now and much of the clip still in the hands of growers it is somewhat difficult to imagine upon what the expectation of a raise is based. Territory wools will soon be coming forward, the woolen goods business is away behind its usual volume, so that, instead of better prices, it would not be strange if they went still lower.

## To Dam the Ocean.

A novel engineering scheme is now being talked of in England, and it is said that the prospect of putting it through is very good. It is to build an immense dam across the northern entrance to the Irish sea, where the tide flows very strong and high, and to utilize the power by means of water wheels in the dam. The dam would have to be fifteen miles long, and some 300 feet wide at the top. The material for it would be obtained from the high cliffs on the Irish shore, and it is estimated that the work could be done in three years for \$10,000,000. The depth of water is 474 feet in mid-channel.

Use Tradesman or Superior Coupons.

## Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	Arrow Brand	4
Argyle	5 1/2	World Wide	6
Atlanta A.A.	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
"P.	5	Honest Width	6
"LL.	6	Hartford A.	5 1/2
Amory	4 1/2	Indian Head	5
Archery Bunting	6 1/2	King A.	6 1/2
Beaver Dam A.A.	4 1/2	King E.C.	5
Blackstone O.	32	Lawrence LL	4 1/2
Black Crow	5	Madras cheese cloth	6 1/2
Black Rock	5 1/2	Newmarket G.	5 1/2
Boot, AL	7	"B.	5
Capital A.	5 1/2	"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	Noibe R.	6
Comet	6	Our Level Best	6
Dwight Star	6 1/2	Oxford R.	6
Clifton C.C.	5 1/2	Pegot	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	6	Gold Medal	8
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 1/2
Dwight Anchor	8	No Name	7 1/2
"shorts	8	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	Vinyard	10
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	"Rock	8 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
"	9	"	25
"	10 1/2	"	27 1/2
G.G. Cashmere.	10	"	30
Nameless	16	"	32 1/2
"	18	"	35
CORSETS.			
Coraline	50	Wonderful	4 50
Schilling's	9 00	Brighton	4 75
Davis Waists	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00
COATS.			
Army	6 1/2	Naumkeag sateen.	7 1/2
Androscoquin	7 1/2	Rockport	7 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	"mourning	5 1/2
"staples	5 1/2	Eddystone fancy	5 1/2
"shirtings	3 1/2	"chocolat	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	4	"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	9 1/2	Merrimack shirtings	4
"C	7	"Reppfurn	8 1/2
"century cloth	7	Pacific fancy	6 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
Ballon solid black	5 1/2	Washington Indigo	6 1/2
"colors	5 1/2	"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
"all blue	5 1/2	"Ottoman Tur-	6 1/2
"green	5 1/2	key red	6 1/2
"Pondards	5 1/2	Martha Washington	7 1/2
"red %	7	"Turkey red %	7 1/2
"44	9 1/2	Martha Washington	7 1/2
"34XXXX	10	"Turkey red	9 1/2
Cochecho fancy	5	Riverpoint robes	5 1/2
"madders	5	Windsor fancy	6 1/2
"XX twills	5	"gold ticket	6 1/2
"solids	5	Indigo blue	10 1/2
		Harmony	4 1/2
TICKINGS.			
Amoskeag A.C.A.	12 1/2	A.C.A.	12 1/2
Hamilton N	7	Pemberton A.A.	12 1/2
"D.	7	York	10 1/2
"Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12 1/2
First Prize	10 1/2	Warren	12 1/2
Lenox Mills	18	Conestoga	16
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 A.A.	10	"brown	7 1/2
"BB.	9	Jaffrey	11 1/2
"CC.	9	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz.	13 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 dres	7 1/2	Rosemont	6 1/2
"staples	6	Slaterville	6
Centennial	10 1/2	Somerset	7
Criterion	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	8
Exposition	7 1/2	"heather dr.	7 1/2
Glenarvie	6 1/2	"Indigo blue	9
Glenarvie	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.			
White, Colored.		White, Colored	
No. 6	33	No. 14	37
"8	34	"16	38
"10	35	"18	39
"12	36	"20	40
		"22	41
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	F.T.	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
DOMET FLANNEL.			
Nameless	8 @ 9 1/2	"9 @ 10 1/2	
"8 1/2 @ 10		"10 @ 12 1/2	
CANVASS AND PADDING.			
Slate, Brown, Black, Slate, Brown, Black.		Slate, Brown, Black, Slate, Brown, Black.	
9 1/2	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 1/2	12 1/2	12 1/2	20
DUCKS.			
Severen, 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 A.A.	12 1/2	Valley City	10 1/2
L.	7 1/2	KK	10 1/2
G.	8 1/2		
SEWING SILK.			
Corticelli, doz.	85	Corticelli knitting,	
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	"12	20
"3	12	"10	25
No 2—20, M.C.	50	No 4—15 1/2	40
"3—18, S.C.	45		
COTTON TAPE.			
No 2 White & B'l'k	12	No 8 White & B'l'k	20
"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 35	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 20
COTTON TWINES.			
Cotton Sall Twine	28	Nashua	14
Crown	12	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
IXL	18 1/2		
FLAX OR SABLES.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Onelda	5
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	6 1/2
Granite	5 1/2	Sibley A.	6 1/2
Haw River	5	Toledo	5
Haw J.	5	Otis checks	7 1/2

## 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.

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

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



## WARRANTING EDGE TOOLS.

My experience has been that it does not pay the dealer to warrant an edge tool of any kind.

There are a great many pocket knives sold that are warranted by the manufacturer to the dealer who in turn warrants these knives to the customer, and the customer in many cases brings back the knife simply from some little imperfection in the handle, or because he may think it is too hard or too soft.

In nineteen cases out of twenty the knife is as good as any, but it does not just suit the fancy of the customer, and since it is warranted he brings it back and selects another. Of course the dealer he bought it from will, in order to please his customer, give a fresh knife although he has doubts about the first knife being defective.

Finally this good knife, as lots of them are, which are returned to different dealers, is sent back to the manufacturer, who is the real loser in the deal if he permits the return.

I know personally of one customer returning to me four different knives in as many months. The first one I changed because I thought it was really bad; the next two I had my doubts about, and, of course, naturally exchanged them, as the customer was a free buyer and I did not want to lose his trade. When he brought the last and fourth knife back I investigated the matter thoroughly, and found that the four knives he had returned were really all right, at least they would have been in a mechanic's hand. The customer himself did not just know why he was not suited, said he thought some of them too hard and others too soft, but the fact of the matter was he wanted to have a new knife any time he felt disposed at some other person's expense.

I do not wish to be understood as stating that all men returning knives are like the customer mentioned, for a good mechanic rarely returns a tool except for just cause, but there are so many that are continually changing that a great many knives are returned every year simply because they don't suit the fancy of the customer after they have used them. In some cases they are returned because they can't rip the siding off a house, tear up the floor, and pry corks out of bottles with them. This kind of customer, when questioned as to the nature of the defect, will only commit himself so far as to insist that "the knife is no good."

This same thing has been and is being practiced with all other edge tools, particularly chisels, axes, adzes and plane irons. I have known men that would change a carpenter's chisel every month, regularly, because it was "no good," and they had the system down so fine that they would hand it to a different clerk so as to avoid suspicion. No fair-minded person can say that this customer would get a poor chisel all the time, and it is simply a case of the dealer or the manufacturer keeping this individual in new tools.

Saws are sold and they are treated just the same way, as well as axes. Why, I once heard of a man who made it his boast that he chopped down trees in the woods all winter, and when the spring arrived he came out of the woods, as he went in, with a new axe. This is another case where a man worked several months and his tools did not cost him anything

because the dealer, backed by the manufacturer, supplied them free by exchanges.

I think there is only one way to stop all this and that is by taking the warrant off of all edge tools, of all kinds and descriptions. Let the tools sell on their own merits and the judgement of the buyer and there will be just as many tools sold. It would be a much better arrangement for the manufacturer, easier for the dealer, but not quite such a snap for a certain class of trade.

Then let the manufacturer forge ahead on the merits—actual merits—of the tools he makes, and not leave the way open for chance to play such an important part in their selection.

Of course there are some tools returned that rightfully should be exchanged, but they are in the minority, and if the warrant was off these tools the manufacturer would be more careful and there would be less defective tools, for the reputation of the maker would be at stake.

E. P. MITCHELL.

## Fifty-Cent Wheat.

In Mr. Owen's recent article on bread, he refers to "50-cent wheat" and alleges that it is from flour made from wheat for which the farmers receive but 50 cents a bushel that bakers in this city make their bread. I have already pointed out that bakers do not use Michigan flour to any considerable extent, and I wish to supplement that statement by the further one that very little of the wheat ground in Grand Rapids mills is bought for 50 cents a bushel. It is a long time since the farmers of Michigan have supplied anywhere near the amount of wheat required by the mills, the bulk of the supply coming from outside points, so that, even if the price at the point of purchase was 50 cents, freight rates must be added to the cost. Most of the wheat used comes from a distance and costs all the way from 3 to 7 cents per bushel more than wheat bought at the mills, to which must be added, of course, the cost of carriage. There is so little 50 cent wheat ground that it makes no appreciable impression on the mill price of flour. The 2 or 3 cents difference in the price of wheat here and in Canada is, after all, in favor of the Canadian baker, as wheat is actually cheaper there than here. The price of wheat at any milling point is not necessarily the price paid by the mills for the wheat ground, unless enough wheat is received to supply the mills. Evidently Mr. Owen was unaware of this fact.

DANIEL ABBOTT.

## 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.		dis.
Railroad	\$ 14 00	
Garden	80 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&10	

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	35
G. D.	35
Munkel	30
CARTRIDGES.	
Rim Fire	58
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COFFER.	
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 1/4
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—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	dis. 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
MALES.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 50
Base	Base
50	10
40	25
30	25
20	25
16	45
12	45
10	45
8	50
7 & 6	75
4	90
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Cinch 10	70
" 8	80
" 6	90
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	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	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 20
Broken packs 1/2 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 2
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	80c 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. 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/4	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
Japanned Tin Ware	25
Granite Iron Ware	new list 33 1/2 50
WIRE GOODS.	
Bright	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 1/4
Manilla	11
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth	Com.
Nos. 10 to 14	\$4 05 \$2 95
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 28	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 35
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	63 1/4
Coppered Spring Steel	50
Barbed Fence, galvanized	2 60
" painted	2 20
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Clister	75&10
Screws, New List	70&10
Casters, Bed a d Plate	60&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
Pig TIN.	
Pig Large	25c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/4
Per pound	7
SOLDER.	
1/2 0/0	18
Extra Wiping	15
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—MELYN 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 IC, " Allaway Grade	6 00
14x20 IX, " "	7 50
20x25 IC, " "	12 50
20x25 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x25 IX	\$14 00
14x31 IX	15 00
14x56 IX, for No. 8 Boilers, per pound	10 00
14x60 IX, " " " "	

# THE MICHIGAN TRADESMAN.



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E. A. STOWE, Editor.

WEDNESDAY, MARCH 7, 1894.

## THE WEAKNESS OF THE NAVY.

Although the United States has spent considerable money in recent years in providing new ships for the navy, there are many evidences that, although we now possess a number of splendid vessels and will soon have more, there are yet many additions needed to make our navy an ideal establishment. Of the new vessels already built or in process of construction, there is a liberal supply of large size cruisers, some battle-ships and coast defense vessels, but very few small cruisers or gunboats.

There is no denying that the country needs all the large cruisers and battle-ships now possessed by the Navy Department, and many more besides, to properly protect our coasts and growing foreign commerce. Large vessels are also needed in cases where foreign wars imperil American interests, as, for instance, in the existing war in Brazil; but for ordinary cruising purposes in distant waters, small size cruisers and gunboats are wanted.

So limited is the present supply of such vessels that many important stations are left practically unprotected, because there are no suitable ships. The loss of the old Kearsarge, while on her way to the scene of the revolution in Central America, leaves the Navy Department without a suitable vessel to supply her place. A light-draft ship is needed for such service. One or more vessels should be always stationed in the Gulf of Mexico ready to proceed to any point in Mexico, Central America, the West Indies, or northern coast of South America, where trouble may exist or the presence of an American war vessel may be needed to look after American interests.

Quite a fleet of light-draft vessels is needed in Chinese waters and along the coast of Asia to look after American commerce in those portions of the world. Behring Sea also needs one or more small cruisers. On the whole, a very much larger number of these small ships are needed than the Navy Department now possesses or will possess when all those now building will be completed.

The advantages of these small ships over larger vessels for cruising in distant waters are many. In the first place, they can easily enter shallow harbors and navigate rivers; secondly, they require less repair; thirdly, they need smaller crews, and, finally, are more economical to maintain. When provided with a high-power modern armament, these small vessels can be made very formidable, and, for the ordinary duty of protecting commerce and maintaining respect for the flag, they serve quite as well as the larger and more costly ships, which, being built with a view solely to their fighting qualities, are naturally neither economical nor adapted to service in shallow waters.

The last Congress realized the need of small vessels, and provided for the construction of three additional gun-boats, or light cruisers. The present Congress, while authorizing one or more big ships, would do well to also authorize a few more small size cruisers or gunboats. Such vessels can be rapidly constructed, and they will fill what is now the most pressing need of the navy.

## THE HATCH ANTI-OPTION BILL.

Representative Hatch, of Missouri, has succeeded in having the anti-option bill, introduced by him some time ago, transferred from the Ways and Means Committee to the Agricultural Committee by a direct vote of the House. As it is purported to be a revenue measure, it should properly have gone to the Ways and Means Committee, but the House by a large majority decided otherwise.

With the bill in the hands of the Agricultural Committee, of which Mr. Hatch is Chairman, a favorable report to the House is practically certain, and if the vote given on the subject of reference be accepted as a test vote, the measure will pass by a large majority. It is not, however, safe to assume that the members who vote for reference to Mr. Hatch's committee will vote for the bill on final passage. Besides many developments are possible before the bill is finally disposed of by the lower house.

Mr. Hatch evidently had his confidence severely shaken as to the constitutionality of his pet bill. During the last Congress the measure was urged as a prohibitive law, pure and simple. Now Mr. Hatch has changed front and disclaims any intention of prohibiting trading in futures and options, claiming that his bill is a revenue measure, pure and simple. To make this illustration more plausible, the bill is accompanied by minute provisions as to the use of internal revenue stamps, the character and amount of taxes to be imposed on the different sorts of contracts.

No one is likely to be at all deceived by claims set up by Mr. Hatch that his bill is a revenue measure. The fact that he was unwilling to have it referred to the Ways and Means Committee, the body to which revenue bills properly belong, is conclusive proof that he himself distrusts its merits as a revenue measure. That it is really prohibitive will be readily seen by an analysis of the taxes it proposes to impose.

In the first place, the bill demands that every dealer in options or futures shall file a bond with the Government of \$10,000. Secondly, a tax of 2 cents per pound is levied upon every pound of cotton or pork, and 10 cents on every bushel of grain sold for future delivery. Two

cents a pound on pork would mean a tax of \$4 per barrel. That no trading would be possible under such a tax is obvious, hence to claim that the bill is a revenue measure is perfectly absurd.

That the bill is unconstitutional there can be not the smallest doubt. In the first place, it is an attempt to regulate public morals, a duty which belongs to the States alone; and, in the second, it is strictly class legislation, as there is a clause in the bill which provides that none of its provisions shall apply to farmers or planters.

As THE TRADESMAN has already remarked in previous articles it is extremely unfortunately that the business interests of the country should be harassed by such a succession of hostile measures as have been initiated by the present Congress. The anti-option bill is calculated to do great harm, and, should it pass, instead of improving prices, as its promoters claim, it will be certain to add to the depression existing in agricultural products.

The unpopularity of the recent raise in insurance rates is not confined to this city, it seems, but is as general as was the raise itself. From all parts of the country complaints are coming in of the unfairness of the action of the boards of underwriters in apparently discriminating against the more desirable classes of risks in favor of the undesirable classes. The "howl" is not alone "from the insurance (?) editors of country papers," as asserted by the *Detroit Indicator*, nor is it "to protect the interests of the 'dear people' from the bloated insurance trusts and monopolies." So far as this journal is concerned, the complaints have come from prominent business men, who are the heaviest insurers in the city and who have complained, not so much of the raise itself, which appeared to be inevitable, but of the inequality and unfairness of the raise. They are men who know the value of insurance, what it ought to cost and what constitutes desirable or undesirable insurance. They insure, not to make money out of the insurance companies, but to protect themselves against loss, and it is to be presumed that, in a majority of cases, at least, are anxious to do everything to protect the risk as well as their property. A good risk can always get more insurance, and at a lower rate, than a poor one, and this fact is known as well by those who carry insurance as by those who write it. Moreover, the owner of a risk is more concerned about keeping up the character of the risk than is the agent who writes the policy, whose chief concern appears to be his commission. It is a well-known fact that agents have time and again refused to represent certain companies that objected to the character of some of the risks taken by the agents. The companies must take the poor with the good, or take none at all. The reason is obvious—the agent's commission is larger on the poor than on the good risk, the rate being higher. This indiscriminate writing of risks by the agents is responsible for a considerable percentage of the losses sustained by the companies, which losses it is now proposed to make up by a general raise of rates on all classes of risks. Just why desirable risks are taxed to pay the losses on undesirable, or why the undesirable risks are not compelled to carry their burden, now is not known.

It is very certain, however, that desirable property can always get all the insurance it needs without paying rates on firetraps, and it may be taken for granted that this fact will be impressed upon the minds of insurance men. Policy holders are not "howling" against a just and equitable rate, but they do object to paying big premiums on good risks to make up the losses on bad ones.

So much has been said and written in recent years in denunciation of National banks, that it is of interest to note the relative effect of the panic on the three classes of banks doing business in this country—National, State and private institutions. The total number of bank failures during 1893 amounted to 534. To this total National banks contributed 154, State banks 184, and private banks 196. The total liabilities of the suspended National banks was \$68,687,000, while the total liabilities of both State and private banks was but \$61,000,000. The fact that the liabilities of the National institutions was in excess of the liabilities of both State and private banks is accounted for by the great excess of capital controlled by the former over the latter. When the number of suspended National banks which were enabled to reopen their doors is compared with the number of the other classes of banks which resumed business, the figures will be seen to be largely in favor of the former. Of the 154 suspended National banks, ninety-seven, or about 66 per cent., resumed business by Jan. 1; of the 184 State banks which closed their doors, fifty-two, or about 33 per cent., resumed; while of the 196 private bank suspensions, only thirty-six, or 20 per cent. of the whole, resumed. The proportion of liabilities of suspended banks to the whole will be found to be about the same percentage. In other words, fully two-thirds of the suspended National banks were soon on their feet again, while only about one-third of the State banks and less than one-fifth of the embarrassed private banks were enabled to resume. Whatever may be the reason for it National banks, according to the above showing, possess much the greater recuperative power, a fact worthy of consideration and one which is commended to the attention of those who denounce the governmental banking system as an unmixed evil.

The employees of the Pittsburg, Fort Wayne & Chicago Railway at Fort Wayne felt very comfortable last Saturday when they were paid off in nice, crisp, new bills issued by the Youngstown, Ohio National Bank. They felt differently, however, Monday, when they undertook to spend some of their nice new money. People to whom it was offered, finding that the signature of the cashier of the Bank was missing from the bills, refused to take them. It occasioned a great deal of trouble, but it was remedied. It was just a careless mistake of the cashier, and as soon as it was called to his attention he hastened to make arrangements to redeem the defective money.

## Legality of the State Peddling Law.

The State statute relative to peddlers and hawkers will be put to a test in the Ottawa Circuit Court at Grand Haven March 12, when the case of the People vs. Martin Van der Leas, appealed from justice court at Hudsonville will be tried.



## AMERICAN ARCHITECTURE.

The present age of civilization has often been charged with its inability or failure to originate a style of architecture, and this is cited as a special mark of artistic weakness.

The reproach is just no longer. The stilted or climbing style is the architecture of the Twentieth Century. Born in the last years of the Nineteenth, the Twentieth Century will be ushered in with its sun shining on the summits of rectangular buildings which mount higher into the sky than did the obelisks and spires of the earlier ages. This lofty, square-box house construction is wholly American.

Architecture is a race evolution rather than art outgrowth. It is an expression of the ruling desire of a people backed by their force and energy. It is more or less tempered by the taste and culture of the race, but people do not build merely for the display of their art. The grand object is shelter. They first employ the material simplest and easiest to procure, and they work in that. When costlier material and higher art obtain, they work upon the original models, only they idealize them.

The architecture of the Chinese is doubtless a reproduction of the tent in universal use among the Tartars of the great steppes, but it is wrought out in wood, stone or porcelain. The temples of India, pyramidal or conical, with innumerable pinnacles, covering vast interior vaults, whose roofs are supported by colossal images of men and beasts, simulate the mountain peaks and caverns of the towering Himalayas. Possibly the early inhabitants of India were troglodytes, or cave-dwellers. When their art was transported to Egypt, it was repeated in the pyramids, and the low, cavernous stone temples of Abou Simbel and Karnak.

The Greeks borrowed their architecture from Egypt, but their purer art and freer spirit lightened and idealized it. They exchanged the dark granite for white marble; they made the roofs loftier and lighter, the columns taller and more slender, and they substituted the volute of a shell and the acanthus leaf for the lotus capital of the Egyptians. The Romans, who invented nothing—a nation of robbers having ravished every country of its wealth and art—took the Greek styles in architecture, as they took the Greek mythology in religion, and made them both more gross and more simple. The Roman builders eliminated the oval and epicycloid curves of Greek architecture, and introduced in their places the arcs of circles, while they reduced the refined sociability of the Greek Olympus to the level of a bagnio.

The Gothic architecture is said to be modeled on a forest of lofty trees with arching branches. So, too, is the Arabic or Saracenic. Those children of the desert, dreaming of shady groves and sparkling springs of water, wrought out their desires in the multitudinous pillars of their mosques and palaces, supporting low arches, under which there was always a jetting fountain. The old Goths and Germans, dwelling in the vast forests of northern Europe, might well have drawn from them the inspiration of their clustered columns and lofty, arching branches, among which the sunlight glimmered as through the dim windows of a venerable cathedral.

But the architecture of the Twentieth

Century, the American style is, as has been said, of the square-box type, ten to twenty stories high. Built in the fashion of a mercantile packing case, to prove its commercial inspiration, it sets forth the aspiring and ambitious nature of our people to get higher in the world than any other race. Standing square against the buffeting of wind and rain, raising its lofty roof to the sun, all its lines are perpendicular; there is no taper; there are no curves; all its forms are rectangular. Beautiful in no sense, there is still a sort of insolent majesty in their loftiness, and an expression of sturdy stubbornness in their eternal squareness. These, after all, are American characteristics. They defy the storm, conflagration and the earthquake; nevertheless they are by no means safe from either.

No wild tornado has yet been faced by these lofty structures. They have not yet made their record against fire. As for the earthquake, it has not been considered in their construction. The oscillation of a fraction of an inch at the surface of the earth will be multiplied into feet at the height of ten or twenty stories. "But there are no earthquakes," we are told. It may be, notwithstanding the records of California and the New Madrid convulsions in the heart of the Mississippi valley, in the beginning of the century, that earthquakes are not to be expected in the regions where the lofty box-houses of New York and Chicago stand so thickly. Nevertheless, there is no guarantee against the earthquake. There is no country with a history that has escaped. Our annals extend to four centuries, but they are wholly fragmentary for most of that time. The testimony of ancient and most tremendous convulsions is seen in many localities. What has happened is again possible. Apropos of this, Prof. Falb, of Vienna, supposed to be a scientific connoisseur, is said to have foretold terrible earthquakes for New York next August. Probably this prognostication is not to be considered seriously; but, nevertheless, earthquakes are always possible. There are buildings in Europe and Asia that have stood for many centuries. Not so in America. The square-box architecture of to-day has yet to make its record of stability.

## ARMY OF THE UNEMPLOYED.

Never before in the history of this country have the demands of charity been so exacting and been met so generously as during the past winter. A million of men and women who have been accustomed heretofore to earn an honest livelihood by their labor have been in the position of paupers, compelled to depend on charity, where formerly they had enjoyed the privilege of living by the work of their hands. To-day there is no work for them, because a vast number of factories, mills and mines were closed by the financial panic of last summer. Since then there has been no general revival of trade.

It was generally hoped, as it had been given out, that in a few weeks, or months at most, the trouble would all be over and business resume its ordinary channels. Those who remembered the disastrous financial convulsion of 1873 knew from experience that any prospect of an early recovery from the effects of the late panic was hopeless. They knew that the public confidence, overthrown

in a moment, could not be restored until after the lapse of years. They knew that the enterprises that had been crushed out and the industries that had been destroyed could not, save by slow degrees, be rebuilt and rehabilitated.

The supposition that as soon as the suspended and closed banks should reopen their doors and recommence the payment of what they owed to depositors and other creditors, that of itself would restore confidence, was a vain one. The hopes built upon it were all disappointed, and to-day, in every large city of the North and West, enormous public charities are maintained to keep the army of the unemployed from freezing and starving. In New York, Chicago, Philadelphia, Boston and many other cities the chief topic of interest is the maintenance of these charities. The amount dispensed in this work is not less than \$1,000,000 a week for the whole country, and this, let it be understood, is in addition to the ordinary demands that are made every winter for help to the suffering.

It seems to be a providential dispensation that at this moment of supreme distress the price of flour is remarkably cheap. Never in the history of this country has wheat reached as low a figure in the markets. This is, in one sense, a great blessing, because every charity dollar is able to buy just so much more than ever before of the staff of life; but low prices are not, and never were, a sign of prosperity. They only advertise the inability of the people to buy. It makes no difference how cheap commodities are when the people have no money with which to buy. Low prices of staple products are always a sign of general distress. They declare the fact that a great body of the people are earning little or no money, and this is the greatest misfortune that can come to them.

There is no decrease in the amount of money in the country. The banks are stuffed and loaded with it; but the trouble is, it is not invested in trade. It is not placed where the people can get it. And it is not likely that any laws that Congress can pass will change the situation. The repeal of the Sherman silver law did not, as some sanguine people hoped it would, restore financial confidence and promote prosperity, any more than it can be held responsible for the general distress that pervades the country. What the repeal of the Sherman law did was to put the country, which had been drifting to a silver basis, upon a gold money standard. This is all. It assured the nation's creditors that all its debts would be paid in gold, or be maintained as good as gold; but that fact does not stimulate commerce. Something else is required. Probably there never was a time when business was so active and fortunes were made with such rapidity as during the last years of the civil war, and for several years afterwards. That was a time when the paper money of the Government was only worth from \$2.80 to \$1.40 for \$1 in gold. The vast war contracts had enormously stimulated industries and commerce. It was the extraordinary activity of business, not the quality of the money with which it was done, that produced results. But the money standard finally asserted itself. The wonderful stimulus of the war ceased to operate. Finally the bottom

dropped out of business; the speculating bubbles burst, and the finances had to come to a gold basis, which was called "resumption."

The country cannot come out of its present stagnation save by slow degrees, and it should be the aim of every good citizen to do all that lies within his power to hasten the return of prosperity by buying as freely as possible, employing as much labor as possible and continually "singing the song of good times," instead of brooding over the present distress and looking towards the future with gloomy forebodings.

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

Some of the best friends the devil has belong to church.

## Before You Buy

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SEND US YOUR

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WE WANT THEM ALL, NO MATTER HOW MANY.

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## THE UNIVERSAL PROVIDER.

From the Dry Goods Economist.

The name of William Whiteley is a household word in the West End of London. There are bigger and finer stores than his in Paris and New York, but the actual parallel of William Whiteley's establishment does not exist on the globe. His is neither a dry goods store nor a *mazasin de nouveautes*; the word draper does not apply to him; he is just what he describes himself—a universal provider.

I have labored hard to find something that the Universal Provider does not provide, and I have not been successful. He takes you at your birth and provides for you throughout your life, from the cradle to the grave.

He will clothe you from head to foot (this goes without saying) in silks or satins, broadcloth or fustian. He is draper, silk mercer, milliner, tailor, hatter, shoemaker, furrier, dealer in calicoes and linens, haberdasher, hosier, dressmaker, glover, all in one.

He provides the *luyette* for the "little stranger," the schoolboy's outfit, the girl's wedding trousseau. If you are bound for the colonies, he will sell you clothes and firearms, seeds and agricultural implements; take your berth in the next ship which sails to the antipodes or elsewhere; pack and forward your trunks, and insure your life on sea and on shore.

When you marry and settle he gets you a house and will furnish it, from attic to basement. Of course, he has provided your mother-in-law with the wedding breakfast and that superb erection, the wedding cake. He has printed the invitations, and made the bouquets for the bride and bridesmaids. He makes a specialty of wedding presents.

Through his intervention you can rent a lodging or a villa wherein to pass your honeymoon. If on traveling intent, there is an office for the sale of tourists' tickets to every part of the world.

You can stock your cellar with his coal and wood, his wines and beers. He will lay in gas or electricity; put up lightning conductors, and cowl on smoky chimneys. Of course, he sweeps chimneys, beats carpets, paints houses inside and out, puts in ranges, throws out conservatories, lays out gardens, and sees to your drains.

You bank with him, and with him insure your house against fire. He will build you a carriage or a boat; he sells and loans pianos and other musical instruments; he will remove your goods and chattels from one house to another, or from one county to another. There is even a servants' and governesses registry attached to the establishment.

Should you want to give a dinner party or a ball, Whiteley undertakes to do everything in the best style. He has waiters on hand and neat-handed parlormaid for the coffee and tea department.

It is even whispered that he will provide dancing men at so much per head, warranted stylish, but I cannot vouch for the truth of the report. One of your staff, who happened to be in London this week, asked me if there was a matrimonial department, and if the Universal Provider undertook to provide wives for bachelors and husbands for spinsters at a valuation. Well, I have no doubt he would do it at a pinch.

One of the most remarkable divisions of the establishment is that where the fresh provisions are sold; where lie fish fresh from ocean and river; where hang the carcasses of beeves and sheep, pigs and calves, fattened on the Whiteley pastures; where cheeses perfume the air—British cheeses, French Rochefort, Swiss Gruyere and Italian gorgonzola; where there are new-laid eggs, milk and cream from Whiteley's dairy, poultry from his farm, and vegetables from his market gardens.

Alongside of it runs the grocery and bakery departments. Fruits of the East and the West Indies are sold at the upper end, and down by the door a division is railed off for the sale of tobacco and cigars.

Confectionery and sweetmeats occupy the next gallery, and very bright and pretty it looks in all the bravery of its Christmas decorations. It opens into a tea room, where exhausted customers re-

tire to restore themselves with "the cup that cheers."

There is a restaurant attached also, but this is in quite a different part of the building and is reached by a passage and across a yard (not by a subway, as in some other London shops), where hot and cold luncheons and early dinners are served. Partly to avoid giving umbrage to the Blue Ribbonites and partly to save taking out a special license, wine, beer and spirits are not included in the bill of fare; but as Mr. Whiteley is a dealer in alcoholic liquors, persons who are in the secret will purchase bottles of beer or wine at one end of the shop and consume their own property at the other, after an accommodating waiter has removed the cork.

Vast kitchens underlie a portion of the premises, for the supply of the restaurant and the daily meals of hundreds of assistants, and also for cooking the dinners, suppers and separate dishes, baking the pastry and making the ices which are among the many things the public is wont to demand at the hands of the Universal Provider. As you imbibe your afternoon tea the scent of sweet flowers is wafted toward you. Beneath tall palms in the adjoining conservatory the flowers of the season are retailed, or deft-fingered damsels twine them into gay garlands and posies, or the sad crosses and wreaths we pile on the coffins of our departed relations and friends. Mr. Whiteley not only undertakes mourning wreaths and mourning raiments, he also furnishes the pomp and circumstances of funerals.

Nor would his store be complete without a drug department any more than if he left out scents and soaps, cosmetics and hair dyes from his list. He will measure you for a wooden leg or a wig; nothing comes amiss to him. Barbers are in readiness to shave the chin of the male and an elegant hair-dressing saloon is open for feminine customers, who may afterwards turn into the photograph studio and get their fair countenances perpetuated on paper or ivory.

I have no doubt Mr. Whiteley would be quite equal to the task of providing a *parvenu* with a gallery of well-authenticated old masters, and even family portraits at a pinch; but in a general way art is represented by engravings and lithographs and hand-decorated knick-knacks—just now swarming there—though all the appliances of art work can be obtained and every branch of industrial art flourishes in the grove.

All the great centers of industry are represented: Sheffield and Birmingham send their cutlery and hardware; Geneva and Besancon, clocks and watches; Dresden, Vauxhall and Yeddo, porcelain and pottery; Daghestan and Smyrna, carpets and hangings; Paris and Vienna supply fans and knick-knacks; St. Sabain, mirrors; London, high art furniture; Limerick, Bruges and Brussels, lace; Venice and Bohemia, glass; India, carved ivories; and metal work, and so on, and so on.

These and many other things afford endless interest to the public. They are set out with taste in the windows and on the counters within, where at the present time those specially adapted to Christmas and New Year's gifts are particularly prominent. Although the show of toys cannot vie with those of the Parisian *magazins*, it is nevertheless pretty complete, and I never saw a more varied exhibition of dainty trifles at reasonable prices than was afforded by Whiteley's Christmas Bazar.

In enumerating the different trades exercised by William Whiteley, I have omitted to mention that he is a dyer and cleaner as well as a jeweler; that he sells hay and oats and every requisite for the stable, besides saddles and harness; that he keeps a good selection of dogs, cats, singing birds and talking parrots in stock; exchanges foreign money, prints circulars, hangs wall-papers and bells, binds books and frames pictures; is in telephonic connection with all the London theatres and can book seats at any one of them; is prepared to warehouse any amount of furniture and luggage in his new depository at Morningside Park; will sell your goods and chattels by auction or pack them for transmission abroad; and finally, has lately added an

American manicure and chiropodist to the number of his employees. Formerly his establishment used to be famed for the beauty of its female assistants; but it was found impolite to provide rash youths and impressionable elders with pretty faces to fall in love with, so this item has been withdrawn from the stock in trade of the Universal Provider.

## How a Yankee Sold His Salted Mine.

Judge Stevens, of Ironwood, is a good story teller, and one evening, when the thermometer was below zero at Ironwood and the wind was whistling outside of a cosy room where was burning a cheerful fire he related a tale of a Yankee's shrewdness. The judge is an old miner and went out West with the rush for gold. Near a claim where the judge was working, was a thin, angular New-Englander, who just kept shovelling ore and paid no attention to any one else. One day some capitalists came along and casually picked up a few chunks from the Yankee's output. When they got back to town they had them assayed, and they yielded wonderful results. The capitalists jumped in the air for joy. Then they went back and there was the old fellow shovelling the same as ever and not saying a word.

"You'll never do anything this way," remarked one of the capitalists.

"Well, I'll get on," remarked the Yankee, plying his pick with renewed energy.

"You should interest capital to help you develop that hole in the ground," continued the capitalist.

"Can develop it myself, I guess," said the Yankee.

"Think you got anything?"

"Not yet. Nothing in sight."

Then the gentlemen took several more pieces of rock and went back to town. These assayed even richer than the first samples, and the capitalists went wild with excitement. They went back the following day to see the old man, who gazed upon them with unconcern as they approached. He was a taciturn individual, with an honest face, and he looked as though he would rather die than wrong any one.

"My friend," said one of the capitalists, "what will you sell out for?"

"Wouldn't sell out."

"But we want to buy."

"What do you want to buy for? There is nothing here yet. May be some day, but this hole ain't worth anything."

"We want to buy it, though, and will give you \$10,000."

"It ain't worth 10 cents."

"Will you sell it?"

"Nope."

"Give you \$20,000."

"Nope."

Finally \$60,000 was offered.

"Well," said the Yankee, "you can have it if you want, but I tell you its nothing but a hole in the ground. May be worth a lot some day, but now it ain't worth 60 cents."

But the money was paid and the capitalists received the hole. The Yankee's assertions were correct. The hole was not worth 60 cents, but the taciturn Yankee had spread a few rich samples around and then waited for some fish to bite. He had an honest face, but human nature is sometimes deceptive.

Statistics are said to show that young men do not, on the average, attain full physical maturity until they arrive at the age of twenty-eight years. Professor Scheiller, of Harvard, asserts, as the result of his observations, that young men do not attain the full measure of their mental faculties before twenty-five years of age. A shrewd observer has said that "most men are boys until they are thirty, and little boys until they are twenty-five," and this accords with the standard of manhood which was fixed at thirty among the ancient Hebrews and other races.

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

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

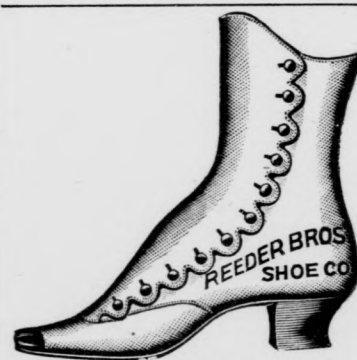
## Of Interest to Bookkeepers.

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

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

Price for both systems \$5.00.

WM. H. ALLEN,  
Grand Rapids, Mich.



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.

## Read and Remember This.

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

Our Goods  
Are  
Perfect Fitters,

THOROUGHLY MADE, LOW IN PRICE.

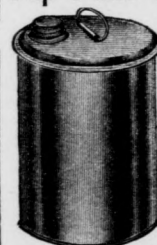
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### Why Some Women Succeed in Business Where Others Fail.

The appearance of women in every department of business has resulted in the discovery that a woman can do business along business lines and by recognized methods; also in another discovery—that, unless obliged to do so by her environment, she generally does conduct her business affairs in a somewhat slipshod manner.

No permanent success is possible except according to strict business methods. In large affairs this becomes evident so soon that either the worker is forced into conformity or the business disappears of its own weight. There is little need to give hints in such cases; either they are superfluous or they are useless. But the possibility of self-support along new lines has suggested a large number of new occupations to young women who are establishing themselves everywhere in small enterprises. The eventual success of these enterprises depends very largely upon the spirit and method with which they are entered into. And to these energetic and enterprising young women a few hints may be valuable.

It should never be forgotten that "business" and "philanthropy" are two different things. Both buyer and seller frequently confound the two. It may be questioned whether half the failures in business ventures by young women do not arise from this simple fact. In like manner, the woman who goes into business exchanges the privileges of special courtesy to her sex for independence and business reciprocity. Here, again, a mistake is too frequently made.

A business woman must not consider the weather or a headache.

Her family can no longer take a paramount place with her.

She cannot afford to be pleasant only when she feels well, and glum or unaccommodating when she has had bad news. The public is merciless, and cares nothing for her, body or soul.

If she needs a cashier or a clerk, it is not enough for her that she has an idle brother or that her mother might take the place. The first question for her consideration is the efficiency of those relatives for the vacant position.

Because the debtor is a woman it is no reason why she should receive special financial accommodation.

The fact that she is personally needy is no reason why she should not pay her debts when they fall due.

It seems impossible to pluck out of the mind of a woman the idea that her personal maintenance ought to be taken into account in settling her business affairs. And curiously enough this idea has corrupted the business mind of the other sex. It is by no means unknown for a man to go on paying interest to his female client whose funds have disappeared in bad investments; or, on the other hand, to expect considerable financial charity from her as to the principal of these investments; neither of these expectations would survive a moment between two men.

Probably the very first lesson for the would-be business woman to learn is that she should expect no consideration whatever on account of her sex or her personal circumstances—and should give none. The exact filling of contracts and the exact requirement of dues is the foundation of all good business.

Likewise it should be one of her early lessons that the exact filling of contracts refers both to time and quality.

Perhaps the most common of all faults in women who engage in small enterprises is the feeling that if they cannot do the work now, or furnish the goods today, next week will do just as well. And if called to account for these delays, they consider the customer unreasonable.

Equally unreliable are they as to quality of work. If the job is done somehow, that is enough for too many business women. In large establishments, where the work is done under a system and there is a reputation to preserve, this fault is measurably remedied. But this paper is dealing with women—presumably young women—working for themselves, or controlling their business if they do not perform all the work.

Another curious peculiarity in the business relations of women, resulting directly from her too often inexact habit of mind, is her treatment of errors. In the view of many new business women, any mistake made in the goods, in orders procured, in work done, must come out of the customer.

Now if a customer gives a definite, plain order, and the dealer does not fill that order, it is the fault of the dealer and should be borne by her. This fault is by no means confined to women, it is true, but it is especially prevalent among them. The order should be exact and definite—in writing if need be—but once given it is the dealer's place to fill it. And mistakes are the loss of the dealer not of the customer. The fact that such a mistake is a dead loss to the dealer and eats up all or more than her profit has nothing whatever to do with the matter.

Whether it is a question of material, of work, of time, or payment, an agreement should be met to the letter. Just exactly such quality of work as was guaranteed for the price, whether that be first or second-class, and the exact fulfillment of the contract as to time, will make any woman's business a success. And without these she does not deserve it. In all the various lines of small enterprises upon which women are now entering, and some of which they are inventing, much depends upon the way the young business woman meets the would-be customer.

A cardinal principle should be to do anything that anyone desires. Some way must be found to do even the impossible.

Let no possible customer disappear because you could not find some way to meet his or her wishes. Send for the goods wanted, or even go to the city after them if it be only \$1 worth! Take the strange job if it have even the most remote connection with your enterprise, and do it though you must privately sublet it. But let the customer always find you ready and always sure to do what is wanted. This insures his reappearance. But if you cannot meet his wishes the first time, he will find some other person or place where they can be met, and that is a fatal discovery.

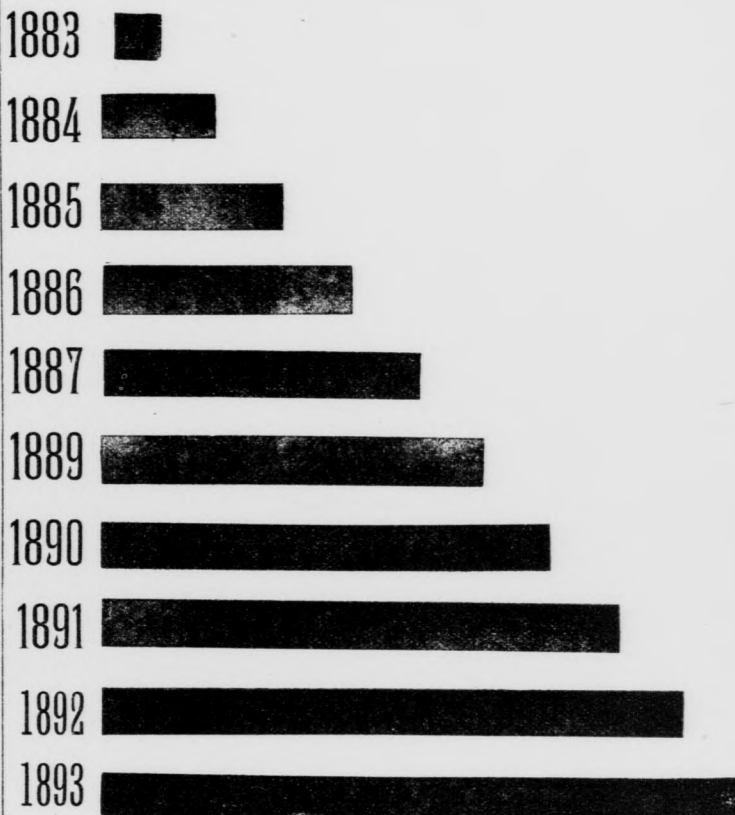
Be ready in expedient. There is no business, even the largest and most systematic, that is not always running against a wall of some kind, and the ability to quickly, and sometimes immediately, find a new way out is the question of success or failure.

If you cannot do a thing one way do it another. If the conditions will not allow of the end desired, change the conditions and that on the spot. She who hesitates is lost in these days. Yet look before you leap. A woman's natural impulses must not be trusted too far. "Readiness in Expedient" is not only readiness, but readiness is expedient. To think quickly and closely, to determine that some difficult requirement shall be met and to see along what lines, if not all the details, and to confine these two lines of thought at the moment, is to secure success in any line of business.

Another quality which will especially conduce to the success of the business woman who proposes to herself to work for others, is to do the work in her customer's own way. If that customer wishes it done at unheard of hours, or in curious ways or under difficult conditions, it is business policy to do it thus and do it well. It is easier to change these arrangements when you have secured your customer than it is to get a new one.

Never let a possible customer go anywhere else for goods or work. However great a customer's interest in the individual or the enterprise, she will not go on patronizing either if she does not get what she wants. She cannot, in fact, for time and money are valuable to her also. And if she must go and go again to discover any wares she can buy, if she must have the work done by some one else, if she must find some other person to fulfil half her requirement, or if she is compelled to suit herself to the habits of the dealer in arranging her affairs, she must and will go elsewhere. Neither she nor her friends can help support a shaky business. ANNA L. DAWES.

# How it Has Grown.



## Summarized History:

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

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

**Tradesman Company,**

GRAND RAPIDS, MICH.

## CONVENIENCES FOR CUSTOMERS.

## What Some of the Big New York Stores do for Their Patrons.

From the Dry Goods Chronicle.

One of the chief duties of the superintendent of a big New York dry goods store is to discover new ways of making his store attractive to customers. He is supposed to be ever revolving in his mind the question, "What more can be done to please our patrons?" His eyes are presumed to be ever roving in search of some evidence which may suggest an idea for the improvement of the service furnished to customers, and his ears are believed to be ever open for chance remarks that may indicate a new method of securing approval. With active brain and sight and hearing, the very pores of his skin open for suggestions, the high-class superintendent has become so receptive that he acquires by intuition ideas that have not yet been expressed by those who formulated them.

As a result the big dry goods stores of the metropolis contain many conveniences unheard of undreamt of a few years ago. Some of these are a source of additional profit, while others do not provide any direct financial returns. Among the former may be classed the lunchroom. That this is a great convenience is not to be doubted. The superintendent of one of the largest of the metropolitan stores said to me recently:

"It frequently happens that customers get so tired that they haven't even the ambition to hunt around for a restaurant. Many shoppers in the excitement of their pursuit for the articles they desire, forget all about their luncheon until they are reminded of their physical needs by overpowering weakness. At such a time the average woman is indisposed to hunt around for a place to eat. When, however, such a place is provided by the store in which she is, and the only exertion required to get to it is a ride in the elevator, she does not consider it such a hardship. The fact, too, that most of the lunch rooms in dry goods stores supply a very rapid service makes them an additional convenience and attraction. Ninety per cent. of the women who are out for a day's shopping are hurried from the moment they leave their homes until they return. The delays in an ordinary restaurant are very irritating to them, and I have no doubt that most of them feel grateful for the service supplied by us, which is designed to meet their wants. In fact, I have heard a number of them say so. At the same time a well-conducted lunch room should always be profitable. I know of several attached to dry goods stores in this city that make a very nice showing every year, even though the prices are very low."

The latest additions to the conveniences for customers furnished by the dry goods stores include telegraph offices and postal departments. Both of these have been found of inestimable service. A large majority of the women who are out shopping make appointments before they start, based on calculations of time, which are not verified. When the woman who expected to finish her shopping at Macy's at noon, with the intention of meeting her husband at the Vienna cafe half an hour later, finds that it is 12 o'clock, and she still has half a dozen different departments to visit, she is naturally annoyed. If Macy & Co. had not considered the probability of such a dilemma, she would be reduced to desperation. The nearest telegraph office from Macy's is nearly half a mile away. Before she could reach that her husband would have left his store or office and be on his way to keep the appointment. The result would be very unpleasant upon her arrival home. Husbands who find their wives an hour or two late are always inclined to find fault, and when a woman is tired out with shopping, criticism is especially annoying to her. Why, the divorce courts have been appealed to for less things than that!

But now my lady need not be worried. A special telegraph office has been provided by the firm and is at her very elbow. There being no other business to attend to, the operator is always prepared to send messages "rush." The

telegram informing her husband that she cannot keep her appointment is no sooner delivered to the operator than it is on the wire, and at least five minutes before he would be likely to leave his office the telegram is delivered and all cause for criticism is avoided.

Then there is the branch postoffice. While my lady is resting in the parlor it is very likely that she may want to write one or two of the many letters that she has had in mind for a week or more; but it is a nuisance to carry letters around when your arms and hands and pockets are full of small parcels, anyhow. The envelope is sure to be creased, and that dear friend to whom it is addressed will surely make remarks. The foresight and desire to please evinced by the dry goods men makes such an unpleasant result unnecessary. A postal department has been provided, stamps of every kind are at hand, and the clerk is fully supplied with information with which to answer satisfactorily any questions that may be asked her. This is also a great convenience when the shopper wishes to send any article by mail. Formerly that was practically impossible where there was any question as to the rates of postage, and the customer was put to the inconvenience of having the article sent home or of carrying it to the postoffice before she could mail it.

City directories, railroad and steam-

boat guides, and other sources of information as to the city and the means of getting from one place to another, are now provided by every well-regulated metropolitan dry goods store. That they are of practical value to the stores, in adding to the completeness of their service, cannot be doubted. There is no reason why most of these should not be incorporated in the dry goods stores of every city in the country, especially as the cost is very trifling.

## The Stilton Cheese in History.

From the London Telegraph.

Our fathers used to play on their own account a great many fantastic tricks with their rare old Stiltons. Glasses of port or of burgundy were frequently poured into the cheese, and sometimes the article was placed under the tap of a cask of strong ale, so as to imbibe the droppings thereof, and there are even cases on record in which unscrupulous butlers have striven to enhance the mouldy aspect of the cheese by pushing into it corking-pins of brass or copper, thus engendering the perilous presence of verdigris. It is not quite impossible that some reason for the decline in the popularity of Stilton may be due to the circumstance that it was formerly almost invariably eaten to the accompaniment of port wine.

"A gentleman," observed Beau Brum-

mel, always ports with his cheese," and, port wine having gone to a great extent out of fashion since smoking after dinner became general at the very best tables, Stilton may have shared for a time in the temporary obscurity which darkens the bright chronicle of the vintage of Oporto. It is a curious fact, nevertheless that whenever a parcel of remarkably fine port comes on the market it is at once eagerly purchased; and with regard to Stilton, who shall say that there are not yet secluded temples of gastronomy where hoary adepts treat the fine old cheese with all its traditional rites, including the moistenings by means of port wine and strong ale, but sternly prohibiting, it is to be hoped, the reprehensible practice of sticking a ripening cheese with corking-pins?

The devil never keeps out of a home simply because there is a handsome Bible on the parlor table.

## ENGRAVING PHOTO WOOD HALF-TONE

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

TRADESMAN CO., Grand Rapids, Mich.

# The President of the United States of America,

To

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

GREETING:

## Whereas,

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

## ENOCH MORGAN'S SONS COMPANY,

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

## Now, Therefore,

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

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

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

## Witness,

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk



## A Word in Season.

It may be taken for granted by the retail grocers of the city that if the city is not to be overrun by peddlers during the coming summer, to the detriment of legitimate trade, they must take time by the forelock and begin now their agitation for the enforcement of the law. The experience of the past proves that, if left to themselves, the city authorities will do nothing; they must be urged and coaxed constantly. It ought not to be so, for the peddling ordinance is plain and emphatic, both as a regulative and restrictive law, and it is the duty of the city officials to see that it is obeyed. The spirit of philanthropy which seems at present to inspire the officers of the law, from the judge down, while having any amount of sentiment at its back, must not be carried to an extreme. To the average mind the leniency which has been extended to these people for some time seems to be justified by the stringency of the times. The winter has been a hard one for poor people, and many of them have been compelled to ask the city for enough to keep themselves and their families alive. No one will be disposed to find fault if a few poor people have been able to provide the necessities of life for their families by peddling fruit or vegetables, even though they had no license; but peddling without a license is a violation of the law, and to wink at such violation, although it be from philanthropic motives, is wrong in principle and mischievous in results. It would have been much better if the operation of the ordinance had been suspended for the winter months, which would have prevented violation of the law and saved the police force from considerable annoyance and extra work. Now, however, that the winter is nearly over, the grocers must vigorously prosecute the work of enforcing the ordinance. Splendid work was done last summer, but with the experience gained during that campaign, next fall should show even better results.

It has been suggested that a horizontal fee, based on an average of the present schedule, would be an improvement. While it might not satisfy those who are paying the lower fees, it would put an end to the contention that the payment of the highest fee entitled the peddler to sell everything named in the schedule. If a level rate were charged it would then be plain even to a peddler that one license would permit of the selling of but one article or one class.

The inspection clauses of the ordinance should be more rigidly enforced this year than they were last year. The officers who had charge of this department of the work seemed to have little idea as to what their duties were. Just what makes fruits and vegetables unwholesome is a point on which the police force seem to be poorly instructed. They must be rotten and "smell to heaven" before the average policeman would condemn them. Perhaps it would be well if the inspecting officers were under the direction of the Board of Health, as is the case in some other cities. The inspection of the goods sold is as vital a feature of the ordinance as is the taking out of a license under it, and it will do as much or even more to curtail the peddling evil as the imposition of a fee.

Now is the time to begin. Discuss the question in the Association meetings. If any grocer has an idea, or thinks the

ordinance ought to be amended in any of its provisions, he owes it to the trade to make it known. One thing is certain, the peddlers have rich and powerful friends who may be expected to leave no stone unturned to break the ordinance. They spent time and money last summer in the same endeavor, and will make even more strenuous efforts during the coming season. That they failed last year was due to the vigilance of the Municipal Committee of the Association. That vigilance must not be relaxed, but doubled if possible.

## Aggressive Action on the Part of Jackson Grocers.

JACKSON, March 1—At the regular meeting of the Jackson Retail Grocers' Association, held this evening, there was a very good attendance. The principal subject for consideration was the ordinance now pending in the City Council, relating to peddlers and hucksters, which was presented to the Council about two weeks ago, and passed its first and second reading and comes up for final action at the meeting next Monday evening. The Committee of the Association reported having seen over half of the aldermen and that the outlook for the passage of the ordinance was favorable. It was resolved to send a circular letter to every grocer in the city, asking them to do all they could, in their own interest, and to be present at the Council rooms on Monday evening to give their support by their presence. A remonstrance has been circulated by those opposed to the ordinance, and it requires vigilance on the part of the Association to keep the aldermen in line. Messrs. Haefner, Helmer, Robbins, Mosher, the President and others expressed the opinion that we would succeed in getting it passed, if we kept to work with a will.

W. H. PORTER, Sec'y.

The circular letter to which Mr. Porter refers is as follows:

JACKSON, March 2—At the regular meeting of the Jackson Retail Grocers' Association, held last evening, the matter of the Hucksters and Peddlers' ordinance now before the City Council, received considerable attention and discussion, and it was unanimously decided that as this was a matter in which every grocer in the city is directly interested, we issue an urgent appeal to every man engaged in the grocery business in this city, to attend the meeting of the Common Council next Monday evening, March 5, at which time the ordinance will be brought up for final action.

If our interests are largely represented at that meeting, it will not only have its influence with the council, but we will know just where each alderman stands in the matter and be better prepared to exert our influence in the right direction at the coming spring election. It is high time the interests of the grocers, who have contributed more in the way of taxes, rents and labor for the welfare of the city than any other one branch of mercantile business, should receive some attention at the hands of our city government. As this is a matter of as much benefit to the city as to ourselves, we think if the matter is properly placed before the aldermen they cannot but be in sympathy with it. They must understand that we do not want to antagonize the farmers or mechanics offering their own products for sale, but merely the hucksters and peddlers who come in direct competition with us.

We understand there is a remonstrance being circulated by peddlers around the residence portion of the city, and that signatures are being obtained by representing that, if this ordinance passes, it will stop all vegetable men peddling, etc., while the facts are it will protect the legitimate peddler quite as much as it will the grocer.

Now is the time to do effective work, and it ought to be done before Monday night. Let every one do his duty, and all turn out to the Council meeting Monday night. Where two or more are interested in the same firm, let every man turn out.

W. H. PORTER, Sec'y.

## The Grocery Market.

Sugar—The advance in raws has been checked and prices reacted from 1-8 @ 3-16c. Refined, however, is strong and an advance is hourly expected. This is because of the expected duty which will probably be imposed by the Senate before the tariff bill passes that body. The demand has considerably improved and refiners are running full force and time, although former accumulations have not yet been worked off. Granulated is now held at 4.17c by the refiners, and the proposed duty of 1c per pound will make it 5.17c. The demand incident to the probable change in the tariff will, undoubtedly, hasten the rise, although the duty will not go into effect for some months.

Pork—About three weeks ago it was asserted that there would be a scarcity of hogs, and, as a consequence, prices went away up. Naturally, this brought the gruntners to the front with a rush, and now, so far from there being a scarcity, the market has hard work to take care of them. As one dealer puts it, "The country seems to be alive with hogs." Prices are on the down grade, every week showing a considerable reduction.

Oranges—Floridas still have, and will continue to have, the call over any other variety, as long as they are offered. The crop is nearing the end and the large, and for that reason heretofore undesirable, sizes find ready sale. The few growers who still have uncut fruit are holding out for good figures and buyers are forced to meet their views, as the consuming public do not take kindly to California oranges on account of their acidity, pithiness, and general poor quality thus early in the season. Two carloads of this latter variety have been received by the Putnam Candy Co. and The Alfred J. Brown Co. respectively, who state that they are no better than the usual first cuttings and are bought mainly—at present—by peddlers and such dealers as desire to make a little sum on them on account of their cheapness. Each succeeding shipment will show improvement in quality and a month hence will be in their prime and as popular with the trade of Floridas are now. Valencias in large cases, together with some Rodi and Catania fruit may be offered from this market in the near future.

Bananas—The local market is still bare of shipping stock, and will be for a few days. A car is due to reach here about the middle of the week from Philadelphia and as mild weather has been ruling it is believed that the fruit will arrive in good order. In another month several firms will be securing regular weekly shipments and the season will be well opened.

Lemons—Demand is fairly active though no large purchases are being made, it being a little unsafe to buy for future wants as all the offerings are apt to be touched by the frost. Western wholesalers are quoting very low prices but the majority of them are conservative about stocking up, as there is plenty of fruit afloat and nothing to warrant an advance for some time.

## Lakeview Local Laconics.

LAKEVIEW, March 3—This burg is wagging along in pretty fair shape during these dull times.

Macomber's sawmill and McAfee's stove factory have each secured large stocks, on which they will run steady all the coming season.

C. M. Northrop will operate the Lakeview creamery to its fullest capacity next season.

An honest man possessing a fair degree of legal lore and with sufficient manhood to enable him to transact a legitimate business will find Lakeview an inviting field to practice in.

C. F. Braden is now moving his stock of drugs from the Decker Hotel block to Bissell's brick store, on the opposite side of the street. Efforts are being made to get another druggist to locate in Braden's old quarters.

Dr. John W. Kirtland, druggist, former postmaster and physician, is decidedly the most systematic and accommodating post-office official this village has ever had, and Mrs. Kirtland is entitled to a big share of this praise.

A man with a liberal amount of capital and imbued with a spirit of common fairness towards his fellow man, and a knowledge of live-and-let-live banking methods, would be welcome received here by our people, including those who got bit by Mather and Kennedy.

Max Mills was in town yesterday dispensing smiles, congratulations and handshakes with his many warm friends. Everybody likes Max and he pleases everyone. Even the big school girls have been known to go to the depot to meet him and receive his well wishes. We all vote Mills the most popular drummer that makes this or any other Michigan town.

John T. Butler will soon open a grocery store here.

B. F. Hungerford has added a stock of groceries to his stock of boots and shoes.

The Cato Novelty Works has changed its name to the Stebbins Manufacturing Co. E. B. Stebbins, the head and front of the concern, is a young man of energy and aggressiveness.

John S. Weidman has purchased 3,000 acres of timber lands in Isabella county and will at once erect a big new sawmill, thereon. Twenty years ago Weidman was a poor boy, but by pluck, energy and push he now stands at the very head of live Lakeview business men.

## Higher Prices for Salt.

SAGINAW, March 3—For months salt has been quoted in the Michigan market at 45 cents a barrel for No. 1 and packers' grades. This was owing to sharp competition, large stocks on hand and hard times. Of late stocks have been worked off quite freely, and there has been manifested a disposition on the part of manufacturers, both in and out of the Michigan Salt Co., to get together. At the annual meeting of the company, held last month, a committee was appointed to bring them together, and it is said that in the main this has been successful. One of the results is the action of the company in putting up the price 10 cents a barrel, the price now being 55 cents.

## Gripsack Brigade.

B. G. Van Leuven was laid up last week with a series of sties on both eyes.

Geo. A. Newhall (I. M. Clark Grocery Co.) is entertaining his father, Joseph Newhall, of Boston, Mass.

Frank H. White has arranged to handle the line of J. Weaver & Co., of Kalamazoo, in connection with that of his own.

The March social party of Post E will be held at Elk's Hall Saturday evening of this week. Dancing will begin at 8 o'clock sharp, the usual lunch being served about 11 o'clock.

## Grains and Feedstuffs.

Wheat—Was comparatively active and steady during the week. Exports were over a million bushels in excess of the previous week. The week closed 1c higher than a week ago, but there will be no great change either way until forecasts for next crop are received.

Flour—Prices are slightly off on all grades, except Bakers—an extra discount which will be appreciated by dealers. The market is fairly active.



## Drugs & Medicines.

### State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.  
Two Years—George Gundrum, Ionia.  
Three Years—C. A. Bugbee, Cheboygan.  
Four Years—S. E. Parkill, Owosso.  
Five Years—F. W. R. Perry, Detroit.  
President—Ottmar Eberbach, Ann Arbor.  
Secretary—Stanley E. Parkill, 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. Schröder.

### Counter-Prescribing.

From the Western Druggist.

Special attention has been drawn recently to what the medical fraternity term "counter-prescribing," by the death of a number of those in whose behalf the advice of the pharmacist was sought, resulting in an examination before the legal authorities.

It is a satisfaction to be able to state at the outset that in no case has the complaint against the druggist for ignorant or careless advice been proven; and, before discussing the subject further, it is in order to inquire what constitutes prescribing. When, in the opinion of the law, does the pharmacist prescribe? If the contention of the medical fraternity be admitted as to what constitutes prescribing, it may be said that probably a majority of the druggists in business enjoy a large practice. Is the recommendation of a powder for a headache, a pill for indigestion, or a mixture for a cold, prescribing? In a certain sense it is; and assuming that it is within the limits of professional advice, may not the fact be established that the educated pharmacist is quite as capable of prescribing in such cases as the physician? It has not been charged that any druggist has assumed to advise in a case considered serious, except temporarily in an emergency. It cannot be claimed that their suggestions in such instances are always the best that could be made; but the same may be said of medical advice, and the intelligent pharmacist merits little censure for errors committed.

It appears to have been lost sight of by those who attack counter-prescribing as a public danger that it is the public which has brought the practice into existence. Pharmacy laws have been enacted by the representatives of the people, for the benefit of the people, under which the man who aspires to conduct a drug store is compelled to conform to high standards of technical knowledge. Thus qualified, the druggist has popular confidence to do all those things which custom has assigned as his privilege and duty. The public knows that in every well-appointed pharmacy there are various prepared remedies recommended for trivial ailments. They may have a preference for one in particular, and express it, or the decision may be left to the pharmacist. In such case the law has not been violated in either letter or spirit.

Among the humblest classes of citizens the tendency to increase the extent of counter-prescribing is very strong. They have confidence in the knowledge of the pharmacist, and to avoid the expense of engaging a physician, the pharmacist is often besought to give medicine. He frequently does so, and he probably more frequently declines.

Through the trust reposed in him by the public, made all the more significant by statutory regulations, each pharmacist must be left to determine for himself when he is assuming the duties of the physician, and has justification for doing so. That he has a legal as well as a professional right to dispense drugs over the counter cannot be gainsaid, and so long as the pharmacy fills the place it does now, counter-prescribing will be an established practice, in a greater or less degree, notwithstanding the constant agitation of a certain class of physicians, and their efforts to fasten popular censure upon pharmacists for fancied illegal acts.

### The Cause of the Red Coloration of Phenol.

The cause of the turning red of phenol has, from time to time, been the subject of investigation, but the published results are both vague and conflicting. While the balance of opinion has favored the view that the coloration is to be traced to some impurity—generally metallic—present in the phenol, others have traced the coloration to the presence of cresol, which in combination with phenol is supposed to give rise to the formation of rosolic acid. More recently, Fabini has stated that the color formed is produced by the combined action of hydrogen peroxide, metallic salts, and ammonia, and that all three reagents must be simultaneously present for the coloration to ensue.

Since alkalies (especially ammonia) metallic salts, and oxidizing agents play an important part in the turning red of phenol, their separate and combined actions on specially purified phenol has been investigated. The purest commercial phenol, known as "absolute phenol," was used in a portion of the experiments; in the remainder, a specially purified sample prepared by C. Lowe of Manchester. This phenol was first purified by repeated distillation from glass vessels, the first and last portions of each distillate being rejected. The distilled product was then tested with Hydrogen peroxide, ammonia, caustic potash, iron and copper salts, after one, six, nine and fifteen distillations respectively. The tests were carried out by placing 2-3 c. c. of the melted phenol in a test tube and adding one or two drops of the reagent or mixtures of the reagents. The reagents were employed in various strengths.

Under all conditions a coloration was found to result, even with the fifteen times distilled product, while comparative tests showed that no further purification had been effected after the second distillation. Ammonia in concentrated solution produces a deep blue coloration, identical with Phipson's "phenol blue," and probably the same product as phenol-quinone-imide. The formation of this color has long been known, and seems to have been quite overlooked by Fabini in his statement that, in addition to ammonia, metallic salts and hydrogen peroxide are also necessary for a coloration to be formed. Very dilute ammonia, in common with hydrogen peroxide, caustic potash, hydrogen peroxide in presence of ammonia, or of caustic alkali, metals, or metallic salts, with or without hydrogen peroxide, produces a reddish coloration. The intensity and tint of the colors produced by these different reagents vary considerably, but in most instances it inclines to red—the color usually formed in commercial phenol. Whilst it is not likely that these colors are identical, it is probable that they are closely allied products, and the conditions of their formation point to their being oxidation products of phenol. Gentle heating in all cases aids the formation of these colorations.

The phenol, both after nine and after fifteen distillations, was carefully tested for metallic impurities and was found to be quite free from the same. Further, in order to test whether iron and copper salts were readily carried over by phenol when distilled, the product was distilled after the addition of these metals and their salts, with the result that after two careful distillations from glass vessels the distillate was quite free from metallic contamination.

That pure phenol behaves as described by the above reagents was confirmed by applying the same tests to phenol purified by sublimation, and also to that obtained by the saponification and subsequent decomposition of gaultheria oil.

The incorrectness of Fabini's view of the cause of the coloration was thus fully confirmed. The complete concordance in the behavior of the phenol prepared from such different sources, and purified by different methods, shows that the red-distilled "absolute" phenol is in reality a pure product, and the color reactions observed with it are not to be traced to the presence of hidden impurities. Of greater importance than the action of

these various reagents upon purified phenol is the fact that the pure product obtained by each of the above processes does of itself become colored when exposed to ordinary moist air. The coloration, which gradually deepens from pale pink or brown to red, is always accompanied by the absorption of moisture, and the reddening is especially conspicuous in the partially liquefied parts of the sample. This coloration does not take place in the dark, nor under red glass; it is the work of the more refrangible rays of light only.

As has often been observed, sublimed phenol does not redden as rapidly as the distilled product; in fact, according to Bidet, it does not color at all on exposure when thus purified. This, however, is not the case; the sublimed product becomes colored quite as quickly as distilled phenol when in solution; and that it is slower in turning pink when in the solid state is due to the fact that the crystals obtained by sublimation are less hygroscopic than the distilled product. In absence of moisture, under all conditions, no coloration ensues; hence the appearance of the color in those portions of the sample which have become partially liquefied. Phenol placed in vacuo can be exposed to light for months without becoming red, nor does it color either in presence of moisture when air is absent, or in presence of air when perfectly dry. Both air and moisture are necessary for the coloration to take place. The similarity between the colored product formed by the action of moist air and phenol and that produced by hydrogen peroxide naturally led one to look to the latter as the real factor in the oxidation. That such is the case has been conclusively shown by Dr. A. Richardson, who has succeeded in detecting hydrogen peroxide in reddened phenol, both by the chronic acid and by the titanic acid test. Dr. Richardson very kindly communicated his results to me, as I had myself not succeeded in detecting the presence of this body with certainty; a fact due, as I subsequently ascertained, to the exposures having been made under conditions in which the hydrogen peroxide formed was used up for the oxidation of the phenol as rapidly as it was produced. Dr. Richardson further ascertained that the blue rays of light, and not the red, are the active agents in the production of hydrogen peroxide when phenol is exposed; a fact which further emphasizes the relation of its formation to the coloration.

This same color is produced, together with a complexity of other substances, when phenol is electrolyzed in acid solution. The nature of the colored product formed is still under investigation, and not until the coloring matter itself is more completely studied can any conclusion be drawn as to the course of the oxidation. Meanwhile the fact that phenol, when perfectly pure, does possess the intrinsic power of turning red when exposed to ordinary moist air is of some technical importance, and points to the futility of the numerous processes proposed for preventing such coloration, as well as to the conditions under which the product can be prepared and kept so as to impede the formation of the color.

CHAS. A. KOHN, PH. D.

### Business and Biography.

The object of business is to make money. It is not undertaken for purposes of recreation, or adopted as means of getting through life without being suspected of being a drone in the business hive.

Business men as a rule are not made of that material. It may be necessity rather than virtue that keeps them in mental perspiration and in the daily harness of routine business, but let the shoe fit as it may on the foot, the primal instinct and the avowed object is the making of money.

In pursuit of this golden prize no one need be selfish, or greedy, or so completely absorbed in feeling his pocket as to make a bank shovel of his soul.

Where, however, this is the result, and the business biography is bound up in a ledger, it is simply a case of sliding into moral death and a 6-foot hole in the ground, as a dried pea passes through a tin tube.

There are such men carrying dead souls in respectable bodies and fine linen, who by degrees have unconsciously reached the point of moral suicide and are simply involuntary or automatic dies for legal coinage. For such there may be a fortune, a palatial mansion and a high seat in the synagogue, where a commercial success is the presiding deity and golden calves its little gods.

Be that as it may, the end thereof, no matter the dignity of the funeral, is a lost and wasted life.

As before said, this is not a necessary process or an unavoidable sequel to a business career. It may not, in point of fact, be so common an event as some suppose. There may be more souls than skeletons in office wardrobes than the pessimistic census taker puts down on his black-boarded tablet. We believe there are. Biography is not at all arithmetic, even where ledgers are the only literature, nor is humanity petrified where facts and not sentiment have possession of an office. In fact, if there is any man more faithfully tapped of financial blood for public charities and enterprises it is the man of business, who by some is supposed to be a choice camping ground for leeches and such like.

If any suppose the commercial heart to be nothing but sponge, or as hard as an ivory button, he knows nothing of the crowd whose tin cups are dipped in the water flowing from a supposed rock in the desert.

We have an historic example of the truly noble and human spirit that may be royally active in a business life in the person and acts of the late George W. Childs. He was a business man of the practical and successful type. In sagacity and executive skill he was a master in his chosen field of work. He never budged from duty nor swerved from the integrity and industry that had its reward in a brilliant financial success.

In all these things he was granite ribbed and steady. There was no weakness in his business make up. It was vigorous, consistent, wise and inflexible, and yet his humanity was as broad as human wants, with the finer and higher instincts of life, tender as the bloom of a flower and true as the course of a star. His heart never stopped growing. No frost benumbed his human activities, nor did his life, fragrant with kindness, wither in the atmosphere of an office or drop a yellow leaf on his ledger or his desk.

From the newsboy to the statesman, in garrets and abbeys, in his own land and in others, his name was music and his money a benediction.

We look for such men in books, and search for gems of a like nature not in the dust of an office, but in the niches where history has placed its consecrated memories.

To such as are money-dried and soul-shrivelled, or in danger of getting so, the biography of George W. Childs is a practical satire on their folly. It is one thing to be busy and another to be a slave; one thing to make money and another to rightly use it.

If any man question which is best, let the business philanthropist of Philadelphia answer the question.

FRED WOODROW.



## Wholesale Price Current.

Advanced—Linseed Oil

Declined—Nitrate Silver, Turpentine

ACIDUM.		CUBEBAE.		TINCTURES.	
Aceticum	80 10	Cubebae	2 3 00	Aconitum Napellis R.	60
Benzolium German.	65 75	Erigeron	2 50 2 75	Aloes	50
Boric	20	Gaultheria	2 00 2 10	doz	50
Carbolicum	20 30	Gossypii, ounce	7 75	and myrrh	50
Citricum	52 55	Hedeoma	1 25 2 10	Arnica	50
Hydrochlor	3 5	Juniperi	50 2 30	Asafetida	50
Nitricum	10 12	Lavandula	90 2 30	Atrope Belladonna	60
Oxalicum	10 12	Limonis	2 40 2 60	Benzoin	60
Phosphoricum dil.	10 12	Mentha Piper.	2 85 2 30	doz	50
Salicylicum	1 30 2 70	Mentha Verid.	2 20 2 30	Pil Hydrarg. (po. 80)	50
Sulphuricum	1 1 2 50	Morruhuac, gal.	1 00 2 10	Piper Nigra, (po. 22)	50
Tannicum	1 40 2 60	Myrica, ounce	2 50	Piper Alba, (po. 55)	50
Tartaricum	30 33	Oleum	2 50	Pix Burgun.	50
AMMONIA.		Picis Liquida, (gal. 35)	10 2 30	Plumbi Acet.	14 15
Aqua, 16 deg.	4 6	Ricini	1 25 2 28	Pulvis Ipecac et opii.	1 10 2 30
" 20 deg.	6 8	Rosmarini	75 2 10	Pyrethrum, boxes H	75
Carbonas	12 14	Rosae, ounce.	6 50 2 50	& P. D. Co., doz.	1 25
Chloridum	12 14	Succini	40 2 45	Pyrethrum, pv.	20 30
ANILINE.		Sabina	90 2 10	Quassia	8 10
Black	2 00 2 25	Santal	3 50 2 70	Quinia, S. P. & W.	34 2 39 4
Brown	80 2 10	Sassafras	50 2 55	S. German	27 37
Red	45 2 50	Sinapis, ess. ounce.	2 65	Rubia Tincturum	12 14
Yellow	2 50 2 30	Tigli	40 2 50	Saccharum Lactis pv.	20 25
BACCAR.		Thymus	40 2 50	Salaclm.	20 25
Cubae (po. 35)	25 30	theobromas	15 2 20	Sanguis Draconis.	40 2 50
Juniperus	8 10	POTASSIUM.		Sapo, W.	12 14
Xanthoxylum	25 30	Bi Carb.	15 2 18	" M.	10 12
BALSAMUM.		bichromate	13 2 14	" G.	15
Copaiba	45 50	Bromide	40 2 43		
Peru	21 90	Carb.	12 15		
Terabin, Canada	60 65	Chlorate (po. 23 25)	24 2 26		
Tolutan	35 50	Cyanide	50 2 55		
CORTEX.		Iodide	2 90 2 30		
Abies, Canadian	18	Potassa, Bitart. pure.	27 30		
Cassia	11	Potassa, Bitart. com.	27 30		
Cinchona Flava	18	Potassa Nitras, opt.	8 2 10		
Euonymus atropurp.	30	Potassa Nitras	7 2 9		
Myrica Cerifera, po.	20	Prussiate	25 30		
Prunus Virgini.	12	Sulphate po.	15 2 18		
Quillaja, grd.	10	RADIX.			
Sassafras	12	Aconitum	20 2 25		
Ulmus Po (Ground 15)	15	Althae	23 2 25		
EXTRACTUM.		Anchusa	13 2 15		
Glycyrrhiza Glabra.	24 25	Arum, po.	15 2 20		
" po.	32 35	Calamus	20 2 40		
Haematox, 15 lb. box.	11 12	Gentiana (po. 12)	8 2 10		
" 18	13 14	Glycyrrhiza, (pv. 15)	16 2 18		
" 24	14 15	Hydrastis Canaden.	10 2 15		
" 36	16 17	(po. 35)	2 30		
FERRU.		Hellebore, Ala, po.	15 2 20		
Carbonate Precip.	15	Inula, po.	15 2 20		
Citrate and Quinia.	23 50	Iris plox (po. 35 2 38)	1 60 2 75		
Citrate Soluble.	20	Jalap. pr.	40 2 45		
Ferrocyanidum Sol.	20	Maranta, kg.	40 2 45		
Solnt Chloride.	15	Podophyllum, po.	15 2 18		
Sulphate, com'l.	9 2 2	Rhel.	75 2 100		
" pure.	7	" cut.	1 75		
FLORA.		" pv.	75 2 135		
Arnica	18 20	Spigelia	35 2 38		
Antemhis	3 2 35	Sanguinaria, (po. 25)	20		
Matricaria	50 65	Serpentaria	30 2 32		
FOJIA.		Senega	55 2 60		
Barosma	18 50	Similax, Officinalis, H	2 40		
Cassia Acutifol, Tin	25 28	Scillae, (po. 35)	10 2 12		
nivelly	35 50	Symplocarpus, Foti-	2 35		
Salvia officinalis, kg	15 25	us, po.	2 35		
and kg	15 25	Valeriana, Eng. (po. 30)	2 25		
Ura Ural	8 10	German.	15 2 20		
GUMMI.		Ingiber a.	15 2 20		
Acacia, 1st picked.	2 60	Zingiber j.	15 2 20		
" 2d	2 40	SEMIN.			
" 3d	2 30	Anisum, (po. 20)	2 15		
" sifted sorta.	2 20	Apium (graveleous)	15 2 18		
" po.	60 80	Bird, is	4 2 6		
Aloe, Barb. (po. 60)	50 2 60	Carul, (po. 18)	10 2 12		
" Cape, (po. 30)	2 12	Cardamon.	1 00 2 25		
Socotri, (po. 80)	2 50	Corlandrum	10 2 12		
Catechu, 1s, (kg, 14 kg,	2 1	Cannabis Sativa	4 2 5		
16)	2 1	Cydonium	75 2 100		
Ammoniac	55 2 60	Chenopodium	10 2 12		
Assafetida, (po. 35)	40 2 45	Dipterix Odorate	2 25 2 50		
Benzoinum	50 2 55	Foeniculum	2 15		
Camphora	50 2 55	Poenngreek, po.	6 2 8		
Euphorbium po	35 2 10	Lini	4 2 4 1/2		
Galbanum	2 30	Lini, grd. (bbl. 3 1/2)	3 1/2 4		
Gamboge, po.	70 2 75	Lobelia	35 2 40		
Guaiacum, (po. 35)	2 15	Pharlaris Canarian	3 2 4		
Kino, (po. 1 10)	2 80	Rapa	6 2 7		
Mastic	2 40	Sinapis Albu	7 2 8		
Myrrh, (po. 45)	2 40	Nigra	11 2 12		
Opil (po. 4 20 2 30)	3 40 2 50	SPIRITUS.			
Shellac	35 2 42	Frument, W. D. Co.	2 00 2 50		
" bleached	33 2 35	" D. F. R.	1 75 2 00		
Tragacanth	40 2 100	" Juniperi	1 55 2 10		
HERBA—In ounce packages.		Saacharum N. E.	1 75 2 00		
Absinthium	25	Spt. Vini Galli.	1 75 2 50		
Eupatorium	20	Vini Oporto	1 25 2 00		
Lobelia	25	Vini Alba.	1 25 2 00		
Majorum	25	SPONGES.			
Mentha Piperita	23	Florida sheeps' wool	2 50 2 75		
" Vir	25	Nassau sheeps' wool	2 00		
Rue	30	Velvet extra sheeps'	1 10		
Tanacetum, V	22	wool carriage	85		
Thymus, V	25	Extra yellow sheeps'	85		
MAGNESIA.		carriage	85		
Calcined, Pat.	55 2 60	Grass sheeps' wool car-	85		
Carbonate, Pat.	20 2 22	riage	75		
Carbonate, K. & M.	20 2 25	Hard for slate use.	1 40		
Carbonate, Jennings.	35 2 36	Yellow Reef, for slate			
OLEUM.		use			
Absinthium	3 50 2 40	SYRUPS.			
Amygdalae, Dule	45 2 75	Acacia	50		
Amygdalae, Amarae	8 00 2 25	Zingiber	50		
Anisi	1 70 2 80	Ipecac.	50		
Aurant Cortex	3 30 2 40	Ferri Iod.	50		
Bergamli	3 25 2 50	Aurant Cortes.	50		
Caliputi	60 2 65	Rhet Arom.	60		
Caryophylli	75 2 80	Similax Officialis	60		
Cedar	35 2 65	" Co.	50		
Chenopodii	2 10	Senega	50		
Cinnamonli	1 10 2 15	Scillae	50		
Citronella	2 45	" Co.	50		
Conium Mac.	35 2 65	Toutan	50		
Copaiba	80 2 90	Prunus virg	50		

Morphia, S. P. & W.	2 35 2 60	Seidlitz Mixture	20	Linseed, bottled	55	58
S. N. Y. Q. &		Sinapis	18	Neat's Foot, winter	65	70
C. Co.	2 25 2 50	" opt.	30	strained	65	70
Moschus Canton	2 40	Snuff, Maccaboy, De	35	Spirits Turpentine	37	40
Myristica, No 1	65 2 70	Voes	35			
Nux Vomica, (po. 20)	2 10	Snuff, Scotch, De. Voes	35	PAINTS. bbl. lb.		
Os. Sepis.	15 2 18	Soda Boras, (po. 11)	10 2 11	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 2 30	Ochre, yellow Mars	1 1/2	2 1/2
Co.	2 00	Soda Carb.	1 1/2 2 2	" Ber	1 1/2	2 1/2
Picis Liq. N. C. 1/2 gal	2 00	Soda, Bi-Carb.	2 5	Putty, commercial	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2 2 4	" strictly pure	2 1/2	2 1/2
Picis Liq., quarts	2 10	Soda, Sulphas	50 2 55	Vermilion Prime Amer-	13 2 16	
" pints	2 85	Spts. Ether Co	2 25	Vermilion, English	65 2 70	
Pil Hydrarg. (po. 80)	2 50	" Myrcia Dom	2 25	Green, Peninsular	70 2 75	
Piper Nigra, (po. 22)	2 1	" Myrcia Imp	2 25	Lead, red	6 2 8 1/2	
Piper Alba, (po. 55)	2 3	" Vini Rect. bbl.	2 25 2 35	Whitting, white Span	2 70	
Pix Burgun.	7	Less 50 gal. cash ten days.	1 40 2 1 45	Whiting, Gliders	2 70	
Plumbi Acet	14 2 15	Strychnia Crystal	1 40 2 1 45	White, Paris American	1 0	
Pulvis Ipecac et opii.	1 10 2 30	Sulphur, Subl.	2 1/2 2 3	Whiting, Paris Eng.	1 40	
Pyrethrum, boxes H	75	" Roll	2 2 2 1/2	Pioneer Prepared Paint	20 2 1 4	
& P. D. Co., doz.	1 25	Tamarinds	8 2 10	Swiss Villa Prepared	1 00 2 1 20	
Pyrethrum, pv.	20 2 30	Terebenth Venice	28 2 30			
Quassia	8 10	Theobromae	45 2 48	VARNISHES.		
Quinia, S. P. & W.	34 2 39 4	Vanilla	9 00 2 16 00	No. 1 Turp Coach	1 10 2 1 20	
S. German	27 37	Zinc Sulph	7 2 8	Extra Turp	160 2 1 70	
Rubia Tincturum	12 14			Coach Body	2 75 2 30	
Saccharum Lactis pv.	20 2 25			No. 1 Turp Furn	1 00 2 1 10	
Salaclm.	20 2 25			Eura Turk Damar	1 55 2 1 60	
Sanguis Draconis.	40 2 50			Japan Dryer, No. 1	70 2 75	
Sapo, W.	12 14					
" M.	10 12					
" G.	15					

## HAZELTINE &amp; PERKINS DRUG CO.

Grand Rapids, Mich.

OFFER FOR IMMEDIATE  
OR FUTURE DELIVERY,  
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GRAND RAPIDS, MICH.

# 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.

<b>AXLE GREASE.</b> doz gross Aurora..... 55 6 00 Castor Oil..... 60 7 00 Diamond..... 50 5 50 Frazer's..... 75 9 00 Mica..... 65 7 00 Paragon..... 55 6 00		<b>BAKING POWDER.</b> Acme. 1 lb. cans, 3 doz..... 45 1 lb. " 2 "..... 75 1 lb. " 1 "..... 1 00 Bulk..... 10 Arctic. 1 lb. cans, 3 doz case..... 55 1 lb. " 4 doz "..... 1 10 1 lb. " 2 doz "..... 2 00 5 lb. " 1 doz "..... 9 00 Foston. 5 oz. cans, 4 doz. in case..... 80 16 " 2 "..... 40 Red Star, 1 lb. cans..... 75 1 lb. " 1 "..... 1 40 Teifer's, 1 lb. cans, doz..... 45 1 lb. " 1 "..... 85 1 lb. " 1 "..... 1 50 Our Leader, 1 lb. cans..... 45 1 lb. " 1 "..... 75 1 lb. " 1 "..... 1 50 Dr. Price's, per doz Dime cans..... 95 4-oz..... 1 40 6-oz..... 2 00 8-oz..... 2 60 12-oz..... 3 90 16-oz..... 5 00 24-lb..... 12 00 4-lb..... 18 25 5-lb..... 22 75 10-lb..... 41 80		<b>BATH BRICK.</b> 2 dozen in case. English..... 90 Bristol..... 80 Domestic..... 70		<b>BLUING.</b> Gross Arctic, 4 oz ovals..... 3 60 " 8 oz..... 6 75 " pints, round..... 9 00 " No. 2, sifting box..... 2 75 " No. 3, "..... 4 00 " No. 5, "..... 8 00 " 1 oz ball..... 4 50 Mexican Liquid, 4 oz..... 3 60 " 8 oz..... 6 80		<b>BROOMS.</b> No. 2 Hurl..... 1 75 No. 1..... 2 00 No. 2 Carpet..... 2 25 No. 1..... 2 50 Parlor Gem..... 2 75 Common Whisk..... 80 Fancy..... 1 00 Warehouse..... 3 00		<b>BRUSHES.</b> Stove, No. 1..... 1 25 " 10..... 1 50 " 15..... 1 75 Rice Root Scrub, 2 row..... 85 Rice Root Scrub, 3 row..... 1 25 Palmetto, goose..... 1 50		<b>CANDLES.</b> Hotel, 40 lb. boxes..... 10 Star, 40 "..... 9 Paraffine..... 10 Wickling..... 24		<b>CANNED GOODS.</b> <b>Fish.</b> Clams. Little Neck, 1 lb..... 1 30 " 2 lb..... 1 90 Clam Chowder. Standard, 3 lb..... 2 25 Cove Oysters. Standard, 1 lb..... 75 " 2 lb..... 1 45 Lobsters. Star, 1 lb..... 2 45 " 2 lb..... 3 50 Picnic, 1 lb..... 2 00 " 2 lb..... 2 90 Mackerel. Standard, 1 lb..... 1 10 " 2 lb..... 2 10 Mustard, 2 lb..... 2 25 Tomato Sauce, 2 lb..... 2 25 Soured, 2 lb..... 2 25 Salmon. Columbia River, flat..... 1 80 " tails..... 1 65 Alaska, Red..... 1 25 " pink..... 1 10 Kinney's, flat..... 1 95 Sardines. American..... 4 40 5 Imported..... 6 40 7 Mustard..... 15 15 Boneless..... 7 25 Trout. 3, Brook lb..... 2 50		<b>Fruits.</b> 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. Red..... 1 10 25 Pitted Hamburg..... 1 75 White..... 1 50 Erie..... 1 30 Damsons, Egg Plums and Green Gages..... Erie..... 1 20 California..... 1 40 Gooseberries. Common..... 1 25 Peaches. Pie..... 90 Maxwell..... 1 25 Shepard's..... California..... 160 1 75 Monitor..... Oxford..... Pears. Domestic..... 1 25 Riverside..... 1 75 Pineapples. Common..... 1 00 1 30 Johnson's sliced..... 2 50 " grated..... 2 75 Booth's sliced..... 2 50 " grated..... 2 75 Quinces..... Common..... 1 10 Raspberries. Red..... 1 10 Black Hamburg..... 1 50 Erie, black..... 1 20 Strawberries. Lawrence..... 1 25 Hamburg..... 1 25 Erie..... 1 30 Terrapin..... 1 05 Whortleberries. Blueberries..... 85		<b>Meats.</b> Corned beef Libby's..... 1 95 Roast beef Armour's..... 1 80 Potted ham, 1/2 lb..... 1 40 " 1 lb..... 85 " tongue, 1/2 lb..... 1 35 " 1 lb..... 85 " chicken, 1/2 lb..... 95 " 1 lb..... 95 <b>Vegetables.</b> Hamburg stringless..... 1 25 " French style..... 2 25 " Limas..... 1 35 Lima, green..... 1 25 " soaked..... 65 Lewis Boston Baked..... 1 35 Bay State Baked..... 1 35 World's Fair Baked..... 1 35 Picnic Baked..... 1 00 <b>Corn.</b> Hamburg..... 1 40 Livingston Eden..... 1 30 Purity..... Honey Dew..... 1 40 Morning Glory..... Soaked..... 75 Hamburg marofat..... 1 35 " early June..... 1 35 " Champion Eng..... 1 50 " petit pois..... 1 75 " fancy sifted..... 1 90 Soaked..... 75 Harris standard..... 75 VanCamp's marofat..... 1 10 Archer's Early Blossom..... 1 30 French..... 2 15 <b>Mushrooms.</b> French..... 19 2 21 Pumpkin..... Erie..... 85 Squash..... Hubbard..... 1 15 Succotash..... Hamburg..... 1 40 Soaked..... 85 Honey Dew..... 1 50 Erie..... 1 35 Tomatoes. Hancock..... 1 15 Excelsior..... Eclipse..... Hamburg..... Gallon..... 3 50		<b>CHOCOLATE.</b> Baker's. German Sweet..... 23 Premium..... 37 Breakfast Cocoa..... 43		<b>CHEESE.</b> Amboy..... 12 1/2 13 Acme..... 12 1/2 13 Lenawee..... 12 1/2 13 Riverside..... 13 1/2 14 Gold Medal..... 21 1/2 22 Skim..... 6 10 11 Edam..... 1 00 Leiden..... 23 Limburger..... 21 1/2 22 Pineapple..... 23 1/2 24 Roquefort..... 23 1/2 24		<b>Sap Sago..... 2 21</b> <b>Schwitzer, Imported..... 2 24</b> <b>domestic..... 2 14</b> <b>CATSUP.</b> Blue Label Brand. Half pint, 25 bottles..... 2 75 Pint..... 4 50 Quart 1 doz bottles..... 3 50 Triumph Brand. Half pint, per doz..... 1 35 Pint, 25 bottles..... 4 50 Quart, per doz..... 3 75 <b>CLOTHES PINS.</b> 5 gross boxes..... 44 45 <b>COCOA SHELLS.</b> 35 lb bags..... 23 Less quantity..... 23 1/2 Pound packages..... 6 1/2 6 7 <b>COFFEE.</b> <b>Green.</b> Rio. Fair..... 18 Good..... 19 Prime..... 21 Golden..... 21 Peaberry..... 23 Santos. Fair..... 19 Good..... 20 Prime..... 22 Peaberry..... 23 Mexican and Guatemala. Fair..... 21 Good..... 22 Prime..... 24 Fancy..... 24 Maracaibo. Prime..... 21 Milled..... 24 Java. Interior..... 25 Private Growth..... 27 Mandehling..... 28 Mocha. Imitation..... 25 Arabian..... 28 <b>Roasted.</b> To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. <b>Package.</b> McLaughlin's XXXX..... 23 95 Bunola..... 23 45 Lion, 60 or 100 lb. case..... 23 95 <b>Extract.</b> Valley City 1/2 gross..... 1 75 Felix..... 1 15 Hummel's, foll, gross..... 1 65 " tin..... 2 85 <b>CHICORY.</b> Bulk..... 5 Red..... 7 <b>CLOTHES LINES.</b> Cotton, 40 ft..... per doz. 1 25 " 50 ft..... 1 40 " 60 ft..... 1 60 " 70 ft..... 1 75 " 80 ft..... 1 95 " 90 ft..... 2 10 " 100 ft..... 2 25 Jute..... 60 ft..... 1 00 72 ft..... 1 00 <b>CONDENSED MILK.</b> 4 doz. in case.  N. Y. Condensed Milk Co's brands Gail Borden Eagle..... 7 40 Crown..... 6 25 Daisy..... 5 75 Champion..... 4 50 Magnolia..... 4 25 Dime..... 3 35  Peerless Evaporated Cream.		<b>Coupon Books.</b>   "Trade Man." \$1 books, per hundred..... 2 00 \$2 " "..... 2 50 \$3 " "..... 3 00 \$5 " "..... 3 00 \$10 " "..... 4 00 \$20 " "..... 5 00 <b>"Superior."</b> \$1 books, per hundred..... 2 50 \$2 " "..... 3 00 \$3 " "..... 3 50 \$5 " "..... 4 00 \$10 " "..... 5 00 \$20 " "..... 6 00  Universal. \$1 books, per hundred..... 3 00 \$2 " "..... 3 50 \$3 " "..... 4 00 \$5 " "..... 5 00 \$10 " "..... 6 00 \$20 " "..... 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over..... 5 per cent 500 " "..... 10 " " 1000 " "..... 20 " " <b>Coupon Pass Books.</b> [Can be made to represent any denomination from \$10 down.] 20 books..... \$1 00 50 " "..... 2 00 100 " "..... 3 00 250 " "..... 6 25 500 " "..... 10 00 1000 " "..... 17 50 <b>CREDIT CHECKS.</b> 500, any one denom'n..... \$3 00 1000, " "..... 5 00 2000, " "..... 8 00 Steel punch..... 75 <b>CRACKERS.</b> Butter. Seymour XXX..... 5 4 Seymour XXX, cartoon..... 6 Family XXX..... 5 4 Family XXX, cartoon..... 6 Salted XXX..... 5 4 Salted XXX, cartoon..... 6 Kenosha..... 7 1/2 Boston..... 7 Butter biscuit..... 6 Soda. Soda, XXX..... 5 4 Soda, City..... 7 1/2 Soda, Duchess..... 8 1/4 Crystal Wafer..... 10 1/4 Long Island Wafers..... 11 Oyster. S. Oyster XXX..... 5 4 City Oyster, XXX..... 5 4 Farina Oyster..... 6 <b>CREAM TARTAR.</b> Strictly pure..... 30 Telfer's Absolute..... 30 Grocers..... 15 2 25 <b>DRIED FRUITS.</b> Domestic. Apples. Sundried, sliced in bbls..... 7 " quartered..... 7 1/2 Evaporated, 50 lb. boxes..... 11 Apricots. California in bags..... 14 Evaporated in boxes..... 14 1/2 Blackberries. In boxes..... 8 Nectarines. 70 lb. bags..... 10 25 lb. boxes..... 10 1/2 Peaches. Peeled, in boxes..... 10 1/2 Cal. evap..... 10 1/2 " in bags..... 10 Pears. California in bags..... 16 Pitted Cherries 50 lb. boxes..... 10 25 " "..... 10 Prunelles. 30 lb. boxes..... 15 Raspberries. In barrels..... 50 lb. boxes..... 25 lb. "..... Loose Muscatels in Boxes. 2 crown..... 1 18 3 " "..... 1 20 4 " "..... 1 45 Loose Muscatels in Bags. 2 crown..... 3 1/2 3 " "..... 4 1/2		<b>Foreign.</b> <b>Currants.</b> Patras, in barrels..... 2 " in 1/2-bbls..... 2 1/2 " in less quantity..... 2 1/2 cleaned, bulk..... 5 cleaned, package..... 5 1/2 Peel. Citron, Leghorn, 25 lb. boxes 12 Lemon..... 25 " 8 Orange..... 25 " 10 <b>Raisins.</b> Ondura, 25 lb. boxes..... 8 Sultana, 20 " 7 1/2 8 Valencia, 30 " 7 1/2 8 <b>Prunes.</b> California, 100-120..... 5 1/2 " 90x100 25 lb. bxs 6 " 80x90..... 7 " 70x80..... 7 1/2 " 60x70..... 7 1/2 <b>Turkey..... 16</b> Silver..... Sultana..... French, 60-70..... " 70-80..... " 80-90..... " 90-100..... <b>ENVELOPES.</b> XX rag, white. No. 1, 6 1/2..... \$1 75 No. 2, 6 1/2..... 1 65 No. 1, 6..... 1 65 No. 2, 6..... 1 50 XX wood, white. No. 1, 6 1/2..... 1 35 No. 2, 6 1/2..... 1 25 No. 1, 6..... 1 35 No. 2, 6..... 1 25 Manila, white. 6 1/2..... 1 00 6..... 95 Coin. Mill No. 4..... 1 00 <b>FARINACEOUS GOODS.</b> Farina. 100 lb. kegs..... 3 1/2 Hominy. Barrels..... 2 75 Grits..... 3 00 Lima Beans. Domestic, 12 lb. box..... 55 Imported..... 10 1/2 1 Oatmeal. Barrels 200..... 4 25 Half barrels 100..... 2 25 Pearl Barley. Kegs..... 2 1/2 Peas. Green, bu..... 1 25 Split per lb..... 3 Rolled Oats. Barrels 150..... 2 1 25 Half bbls 90..... 2 25 Sago. German..... 4 1/2 East India..... 5 Wheat. Cracked..... 3 1/2 <b>FISH-Salt.</b> Bloaters. Yarmouth..... Cod. Pollock..... Whole, Grand Bank..... 5 1/2 5 1/2 Boneless, bricks..... 6 1/2 6 1/2 Boneless, strips..... 6 1/2 6 1/2 Herring. Holland, white hoops keg 70 " " bbl 9 50 Norwegian..... 2 50 Round, 1/2 bbl 100 lbs..... 1 30 Scaled..... 20 Mackerel. No. 1, 100 lbs..... 11 00 No. 1, 40 lbs..... 4 70 No. 1, 10 lbs..... 1 30 No. 2, 100 lbs..... 7 75 No. 2, 40 lbs..... 3 50 No. 2, 10 lbs..... 1 22 Family, 90 lbs..... 6 00 " 10 lbs..... 70 Sardines. Russian, kegs..... 55 Trout. No. 1, 1/2 bbls, 100 lbs..... 6 25 No. 1 1/2 bbl, 40 lbs..... 2 80 No. 1, kts, 10 lbs..... 80 No. 1, 8 lb kts..... 65 Whitefish. Family No. 1..... 1/2 bbls, 100 lbs..... 3 50 83 50 " 40 "..... 3 50 1 65 10 lb. kts..... 90 50 8 lb. "..... 75 45		<b>FLAVORING EXTRACTS.</b> <b>Souders'.</b> Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz..... doz 75 4 oz..... 1 50 Regular Vanilla. 2 oz..... doz 20 4 oz..... 2 40 XX Grade Lemon. 2 oz..... \$1 50 4 oz..... 3 00 XX Grade Vanilla. 2 oz..... \$1 75 4 oz..... 3 50 <b>Jennings.</b> Lemon. Vanilla 2 oz regular panel..... 75 1 20 4 oz..... 1 50 2 00 No. 3 taper..... 1 35 2 00 No. 4 taper..... 1 50 2 50 <b>GUNPOWDER.</b> Rifle-Dupont's. Kegs..... 3 25 Half kegs..... 1 90 Quarter kegs..... 1 10 1 lb cans..... 30 1/2 lb cans..... 18 Chocho Bore-Dupont's. Kegs..... 4 25 Half kegs..... 2 40 Quarter kegs..... 1 35 1 lb cans..... 34 Eagle Duck-Dupont's. Kegs..... 11 00 Half kegs..... 5 75 Quarter kegs..... 3 00 1 lb cans..... 60 <b>HERBS.</b> Sage..... 15 Hops..... 15 <b>INDIGO.</b> Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 50 <b>JELLY.</b> 17 lb. palls..... @ 40 30 " "..... @ 70 <b>LICORICE.</b> Pure..... 30 Calabria..... 25 Sicily..... 12 <b>LVE.</b> Condensed, 2 doz..... 1 25 " 4 doz..... 2 25 <b>MATCHES.</b> No. 9 sulphur..... 1 65 Anchor parlor..... 1 70 No. 2 home..... 1 10 Export parlor..... 4 00 <b>MINCE MEAT.</b>  Mince meat, 3 doz. in case..... 2 75 Pie preparation, 3 doz. in case..... 3 00 <b>MEASURES.</b> Tin, per dozen. 1 gallon..... \$1 75 Half gallon..... 1 40 Quart..... 70 Pint..... 45 Half pint..... 40 Wooden, for vinegar, per doz. 1 gallon..... 7 00 Half gallon..... 4 75 Quart..... 3 75 Pint..... 2 25 <b>MOLASSES.</b> Blackstrap. Sugar house..... 14 Cuba Baking. Ordinary..... 16 Prime..... 20 Fancy..... 30 New Orleans. Fair..... 18 Good..... 22 Extra good..... 27 Choice..... 32 Fancy..... 40 One-half barrels, 3c extra.	
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### A Forenoon in a Dakota Shoe Store.

From the Boots and Shoes Weekly.

I came from my humble lodging in a part of the town known as "Poverty Flat," about eight o'clock a. m., and as I dispense with a clerk, I proceeded to hang outside my store the same last winter's German socks, felt boots from the winter before, and several other novelties with which I surprised the elite of the city. As I started to brush the buckles off some of my all-solid-sole-leather-counter-warranted-not-to-wear plow shoes, I was startled by hearing a young man from the rural district inquire, "Have you got any shoes?" I pleaded guilty, and proceeded to show the young man specimens which he never saw before, and perhaps never shall again. I glanced at one of his feet, which I thought somewhat resembled an undersized ham, and looked as though he had "baseball" toes, so I started showing him my FF wide-toe shoes, until he sufficiently recovered to say that he wanted "pecky" toes, as he saw a "travelin' agent" in Blizzard City, selling Bohemian oats at \$1.50 a peck, who wore "pecky" toe shoes. So I showed him "pecky" toes, razor toes, pota-toes etc., until he said he would take a pair of 7½. Knowing that 7½ would not fit him as well as 10½, I suggested he should try one on. He removed one of his old shoes, out of which he spilled enough oats to make a fair-sized dinner for a mule, and then proceeded to attempt the impossible. But the impossible didn't happen, and when he finally succeeded in getting on a pair of 8½, his baseball toes stuck out like a jury that couldn't agree. He was willing to pay my price, and went away happy(?). Can I ever look that young man in the face again?

Then I rested, and thought—thought about the prayer meeting I attended the evening before, and whether it was right for me to join the church and still continue in my present occupation, for I am a conscientious young man, contrary to the unanimous belief of my patrons. The Lord hates a liar—but I am interrupted from my reverie by Miss Sallie Von Duzen Hazen. By the way, the newspapers here about ten years ago used to claim that Miss Sally was a dream, but I judge the dream has changed into a nightmare, which will have a sad awakening. Miss Sallie's father ran a brewery here until the State went prohibition, or, as the old gentleman says, "went to the dogs."

Miss Sallie rattled along in this fashion with hardly a break: "I want a pair of lambswool slipper soles. Bet you haven't got the size I want. There, I told you, you didn't have the size! Why, if there isn't a pair of fives! How much are they? Twenty-five cents? I'll bet they ain't worth fifteen. You shoe dealers always charge so for everything. Going to the Baptist supper tonight? Bet you'd go if you saw the angel food I made for that supper! Good-bye." And as I watched her pink cambric dress go around the corner, I tried to think of a more suitable way of joining the angels than by eating angel food. It was now after eleven o'clock and I got up, pull down the shades, go to the front door—everything is quiet on the street, save the rattle of the 'bus returning from the eleven o'clock train. I go to the back door, look into the alley, then beyond to a vacant lot, where I see three Sioux Indians sitting in the luxurious shadow of a barbed wire fence. Gradually I hear the slow shuffle of feet, short quick breathing, and I turn to find an old gentleman of perhaps sixty-five years, whose general appearance suggests that I have a hard customer to suit. While I am taking these mental photographs of him, he breaks the silence in an undertone by informing me that he wants to get a pair of shoes. I ask him his size, and from his reply and the single glance I have given his feet, I think he has told me the truth. I start hauling them down, and he glances carelessly at them until I have showed him perhaps a dozen shoes. He then picks up a shoe, which I am certain never did him an injury, and commenced by bending in the counter four or five times. He then glances at me, and asks if that is a paper counter. I tell him it's

sole leather, and I will warrant it to be such. He said, "They don't make leather like they did when I was a young man," while I thought, "Thank goodness they don't." He talked in this strain for a few seconds, until I interrupted him. I told him that this particular shoe is not a five or six-dollar shoe, and he hadn't ought to expect the best material for the price I charge.

Then he digs up the sock linings and seems undecided whether the innersole is solid or not, stretches the goring a few times, twists the shank out of shape and inquires the price. I tell him \$2, the best \$2 shoe he can get in town. He tells me it is not calf, and when I try to explain, he tells me that I can't tell him anything about leather, that he has worked on the bench nigh on twenty-three years, and he wouldn't live in a country like this if he wasn't troubled with asthma, that he bought the pair he is wearing down in Illinois for \$1.75 two years ago, and he is half-way to the door when the conviction comes that I am losing a sale. I call to him to wait a moment and let me explain, but with a parting shot he says: "These young ducks can't tell me what leather is," and as I watch him slowly shuffle across the street to my competitor, I tear my hair, go out in the back room and comb it again, curse the fates and start for dinner.

Verily, the way of the shoe dealer is hard.

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These beautiful pictures are now ready for delivery in ten complete parts—16 pictures comprising each part—and the whole set can be secured by the payment of One Dollar, sent to Geo. H. Heaford, General Passenger Agent, Chicago, Milwaukee & St. Paul Railway, Chicago, Ill., and the portfolios of pictures will be sent, free of expense, by mail to subscribers. Remittances should be made by draft, money order or registered letter.

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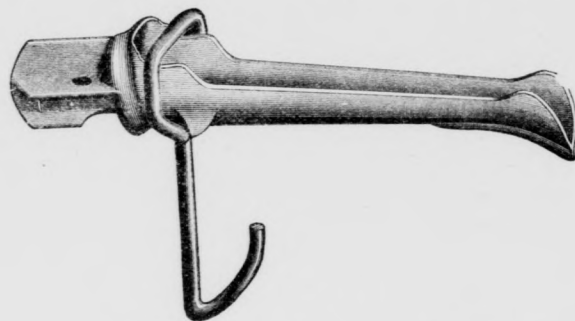
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PATENT IMPROVED—Sugar makers acknowledge a very large increase in the flow of Sap by the use of the Self-Sealing Air Trap in the Improved Eureka, as claimed for them.

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

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## THE LABOR MARKET.

Amid the dullness of business, and in striking contrast with the decline in the prices of stocks, produce and merchandise which has occurred since the collapse of last summer, the wages of labor generally remain unchanged. It is remarkable, too, that while so many workmen and working women are reported to be suffering for want of employment, and liberal contributions are asked for their relief, others are voluntarily giving up work in order to compel their employers either to increase their wages or not to reduce them.

These facts do not prove the absence of all real suffering among the working people from want of employment, nor do they render any the less timely the contributions for the relief of that suffering by those who are able to make them. What they do show is, however, that the number of the employed is still relatively great as compared with that of the unemployed, and that, in spite of the depression of business, there is a market for their labor which gives to strikes a possibility of success. On the one hand, the mass of working people cannot be in a state of utter destitution, because if they were none of them could forego the smallest pittance of wages offered them, and, on the other, there must be something in the situation from which they conclude that their services are of more value to their employers than their employers are willing to acknowledge.

Undoubtedly the organization and discipline of trades unions also have a powerful effect in retarding, at least, the depressing influence upon the market of unemployed surplus labor. Without the resistance offered by the unions one man out of work might knock down the wages of a hundred, merely by offering to take the place of one of that hundred, and then setting that one to take the place of another, and so on until all in turn had been thrown out and had come back at a lower compensation. This competition the unions do not permit, and thus a small surplus of labor is deprived of its power in depressing the value of the whole. Still, if the surplus were considerable, it could not be thus dealt with, and sooner or later the unemployed would break down the barrier artificially interposed between them and a livelihood. That this has not yet happened shows that the number of unemployed at the moment is comparatively small.

That the unions will persist in their policy of maintaining wages at their present rates, even at the cost of assessing their employed members for the support of the unemployed, or in otherwise keeping them out of the field, is to be expected from the constitution of human nature. Everybody, whether he has labor or the products of labor to sell, likes high prices, and correspondingly hates low prices. Thus, in stock operations, the multitude buy for a rise and only a few are disposed to sell for a fall. Hence, too, corners in wheat, pork, copper, and other leading articles are frequently attempted, while combinations for maintaining the price of sugar, whisky, petroleum and coal have become permanently established and are increasing in number. Up to a certain point efforts to support prices by artificial means are successful, but when they get beyond it they break down. The

fate of the copper syndicate of 1889 is an illustration of this law, and nearly every year witnesses the collapse in obedience to it of corners in wheat, pork, cotton, and other agricultural staples. So, if the corner in the labor market produced by the efforts of trades unions pushes the wages of labor much above their just level, it will sooner or later fail. It does not seem to have done this as yet, and therefore it continues.

Both those who apparently are benefited by the high price of labor and those who think they suffer by it forget that after all the benefit and the detriment are more imaginary than real. The actual coin or paper that a man receives for his labor he can neither eat, drink, wear, nor enjoy in any way except by looking at it. To make it available for his wants he must exchange it for the product of other men's labor, and if they, like him, get high wages, he has to pay high prices for what they produce. If we called cents dollars or dollars cents the actual value of the money would remain the same, and so, if we were to double wages all round, we should merely double the cost of all commodities and should be no better off than we are. As a matter of fact, when wages in one branch of industry rise, they usually rise in all others, and when they fall in one they fall in the others. The exceptions are due to exceptional over-supplies of labor in particular industries or to exceptional scarcities of it, both of which tend to correct themselves and do not last long.

The result is that, no matter what the nominal rate of wages may be, every man who lives by his labor gets in articles that he can make use of just about what that labor is worth. Only those who are living upon incomes for which they do not labor suffer by high wages, and in this country the number is so small as not to be worth considering. A belief is, indeed, current among those who are not informed of the facts, that a vast multitude of our fellow citizens live in idleness upon the labor of others, but it is destitute of foundation. The number among us of possessors of a million of dollars and upward has been discovered by the most careful inquiry to be less than 5,000, while to those who enjoy annual incomes of \$4,000 and more it is computed there are not more than 85,000. Most of these, too, are not idlers, but hard workers. They are capitalists engaged in developing the natural wealth of the country, and thus providing employment for the unemployed, or they are lawyers, doctors, authors, artists or high grade employees. Obviously, no matter what the capitalist pays for labor, he adds the cost of it to his product, and the earners of the larger incomes charge for their services in proportion to the cost of living as men like them are entitled to live.

The real strain upon wages will come when the productions of labor in this country exceed the demand for home consumption and the excess has to seek a foreign market. Then if production in competing countries is cheaper than it is here, we must reduce the cost of our products to the same level, and unless this can be done by improved processes it must be done by reducing wages. How foreign competition affects the remuneration of our laborers is exhibited very plainly by the price of our wheat. The wheat of India, Russia, Australia

and Argentina has knocked ours down to the half of what it brought a few years ago, and the prospect is that it will fall still lower. The competition of Russian petroleum has affected our petroleum, both crude and refined, in the same manner, though not to the same extent. As yet our exports of the products of mechanical industries are comparatively small, showing that we consume most of them ourselves, but the time will come when the home market for them will be insufficient, and then a readjustment of wages will be inevitable.

MATTHEW MARSHALL.

## A Question of Balances.

The French-Canadians are not without a considerable sense of humor, and they highly appreciate the following story, told of a prosperous baker in a town not far from Quebec:

The baker was in the habit of buying his butter in pound balls or rolls from a farmer with whom he did a good deal of business. Noticing that these butter-balls looked rather small, he weighed them and found that they were all under a pound in weight.

Thereupon he had the farmer brought before the magistrate, and accused of dishonest practices.

"These butter-balls," said the judge to the farmer, "certainly weigh less than a pound. Have you any scales?"

"I have," answered the farmer.

"And have you weights?"

"No—no weights."

"Then how can you weigh your butter-balls?"

"That's very simple," said the farmer. "While I've been selling the baker butter, I've been buying pound loaves of bread from him and I use them for weights on my scales!"

The farmer was acquitted; but, as butter is worth more by the pound than bread, he found presently that he had to provide himself with iron weights for his scales, in order to prevent the baker from cheating him still.

## JAVA OIL

## RAW AND BOILED

A substitute for linseed, and sold for much less money.

## Purely Vegetable,

adapted to all work where a more economical oil than Linseed is desired.

## Free From Sediment.

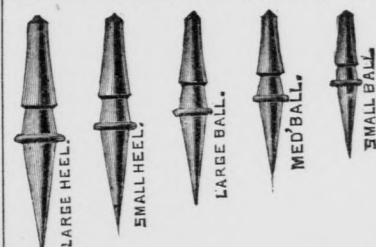
has better body, dries nearly as quickly and with better gloss than Linseed Oil. Especially adapted to priming and mineral painting.

## This Oil is a Winner!

Try a sample can of five or ten gallons. Write for prices.

H. M. REYNOLDS & SON.  
GRAND RAPIDS, MICH.

## Boot Calks---



Ball per thousand - - - \$1 25  
Heel " " " " " 1 50

Order Now.

HIRTH, KRAUSE & CO.,  
12 & 14 Lyon St.,  
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 R.V.

## GOING TO CHICAGO.

Lv. G'd Rapids ..... 7:25am 1:25pm \*11:20pm  
Ar. Chicago ..... 1:25pm 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

TRAVELER 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 .....

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 &amp; NORTHERN R. R.

## GOING TO DETROIT.

Lv. Grand Rapids ..... 7:00am \*1:20pm 5:35pm  
Ar. Detroit ..... 11:40am \*5:30pm 10:10pm

## RETURNING FROM DETROIT.

Lv. Detroit ..... 7:40am \*1:1 pm 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 1:20pm 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'r Ag't

## DETROIT, GRAND HAVEN &amp; 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

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

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

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

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

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

Flint ..... Ar 10:05am 3:45pm 7:05pm 5:4 am

Pt. Huron ..... Ar 12:05pm 5:50pm 8:50pm 7:30am

Pontiac ..... Ar 10:53am 3:05pm 8:25pm 5:37am

Detroit ..... Ar 11:50am 4:05pm 9:25pm 7:00am

## WESTWARD.

Trains Leave \*No. 81 +No. 11 +No. 13.

G'd Rapids ..... Lv 7:00am 1:00pm 4:55pm

G'd Haven ..... Ar 8:20am 2:10pm 6:00pm

\*Daily except Sunday. \*Daily.

Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:45 p. m. and 10:00 p. m.

Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:15 a. m.

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

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

JAS. CAMPBELL, City Ticket Agent.

## Grand Rapids &amp; Indiana.

## TRAINS GOING NORTH.

Leave going North.

For Traverse City, Mackinaw City and Saginaw 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 ..... 12:35 p.m.

For Fort Wayne and the East ..... 8:35 p.m.

For Kalamazoo and Chicago ..... 11:20 p.m.

## Chicago via G. R. &amp; I. R. R.

Lv. Grand Rapids ..... 12:45 p.m. 11:20 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.



## MICHIGAN KNIGHTS OF THE GRIP.



## OFFICERS:

President—E. P. Waldron, St. Johns.  
Secretary—L. M. Mills, Grand Rapids.  
Treasurer—Geo. A. Reynolds, Saginaw.

## QUARTERLY MEETING

Of the Board of Directors, Michigan Knights of the Grip.

GRAND RAPIDS, March 5—1 herewith submit a report of the proceedings of the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Lansing, Saturday, March 3.

The meeting was called to order at 10 o'clock by President Waldron. Present, Directors Bardeen, Peake, Jacklin and Owen. Absent, Directors Cook and Streat.

The applications of J. T. Flaherty, L. F. Clark, C. N. Winne and Walter R. Saxby were presented and accepted.

Moved and supported, that the date of our annual convention at Grand Rapids be changed from Thursday and Friday, Dec. 27 and 28, to Wednesday and Thursday, Dec. 26 and 27. Carried.

Moved and supported that we reconsider the action of the last meeting, regarding the Michigan Railroad Guide. Carried.

H. F. Moeller, chairman of the Railway Committee, presented a report of his investigation of this matter, made at the request of the President, which was accepted and filed. The purport of the report was that E. E. Stanton had obtained official recognition for his guide from the Association by false representations, as his publication was in no respect officially recognized by the Railway Association of Michigan.

Moved and supported that the action of last meeting, endorsing the Michigan Railway Guide be hereby rescinded, and the Secretary be instructed to notify the publishers of this action. Carried.

Charges having been preferred against a member for embezzlement from his employer, the Secretary was instructed to notify the accused to appear before the Board at the next meeting, to answer to such charge.

The resignation of Director Chas. E. Cook, as an officer and member, was presented and accepted and J. W. Califf, of Bay City, was elected to fill vacancy on the board.

A blank form of voucher and receipt, to be issued in payment of our death benefits, was submitted by Ex-President Jones, per request of the last board, and was accepted and 200 copies were ordered printed.

The Secretary was instructed to continue the membership of J. V. Sine so long as the dues and assessments were paid.

A communication was received from Ex-Secretary McCauley, accompanied by a bill for services and commissions claimed to be due him, and still unpaid, which was laid upon the table, all the board present voting in the affirmative except R. W. Jacklin.

The President appointed the following as a Finance Committee for the ensuing year: A. F. Peake, R. W. Jacklin and F. R. Streat.

The following report of the secretary was read, approved, the financial portion being referred to finance committee: I submit herewith my report as Secretary of this Association for the term of 60 days, from Dec. 26, 1893, to Feb. 28, 1894, inclusive:

As soon as possible after our annual convention at Saginaw, as per instructions of the Board of 1893, I mailed a notice of death assessment No. 1 for 1894, dated Jan. 10, and closing March 10, to each of our 1,573 members subject to such assessment, and enclosed with same a circular letter from our president, a copy of the amended constitution and by-laws, a new application blank, a return envelope and a special circular of

the Michigan Railway Guide. About 400 of these letters were placed in the mail before I was aware that they were overweight, consequently that number of our members were obliged to pay 2 cents extra postage. On the remaining 1,175 full postage of 4 cents was prepaid.

I also ordered the necessary printed stationery and supplies for the officers and mailed and expressed prepaid a limited amount to each one entitled to the same. I have also procured, as directed, a new membership book, upon which I have spent much time and thought in the arrangement, so it will show at a glance the entire record and standing of each member, and I trust that its completeness and simplicity may meet your approval.

I have, as promised the convention, placed a telephone in my residence, which is connected with the State line.

On Feb. 12 an order was drawn on Treasurer Reynolds for \$500 in favor of Miss Maud Sutherland, sister and beneficiary of our deceased brother, Angus M. Sutherland, of Detroit, which claim was allowed at the Board meeting of Dec. 26. The claim of Mrs. Ella C. Scott, of Fenton, beneficiary of R. T. Scott, deceased, is still before this Board for action, and I submit letters from attorneys of both claimants.

On Dec. 13 I received a letter signed John C. Riley, Caro, Mich., asking the amount of his dues owing to this association. By referring to the old books I found that he had joined in Nov., 1881, and had paid death assessment No. 1 for 1892, and was delinquent for all succeeding dues and assessments and wrote him to that effect, but that he would be re-instated by order of the Board of Directors upon the payment of 1894 dues and death assessment No. 5 of 1893, or a total of \$2. On January 12, I received a letter signed "John Riley, his father," enclosing an express order for \$2 to pay dues of John C. Riley as per my letter of Dec. 13, and wishing to know to whom his insurance was payable, as he was buried the day before. On the same day in the afternoon mail I received a letter, enclosing an express order for \$3, in payment of dues of John C. Riley and assessment No. 1 that she learned had been issued since my letter of Dec. 13, and requested me to mail her blanks for proofs of death, as she regretted to say that her husband was buried the day previous. This letter was signed "Mrs. John C. Riley." I immediately endorsed the orders and returned them to the senders' stating that as Mr. Riley had been delinquent so long, I considered he had no claim upon our Association, and it would be unjust to our members to reinstate him after his death. I forwarded a full report to our President, who personally investigated the merits of the claim, and endorsed my action in the matter.

Proofs of the death of Bro. Charles G. McIntyre, No. 635, of Traverse City, of pneumonia, after an illness of only five days, have been forwarded me and are presented for your action. No beneficiary was named in his application, as he joined before our death benefit feature was added and his wife has filed claim for benefit. This is the first death for which proofs have been filed since Jan. 1 as against four filed during the same period of 1893, which encourages us in the belief that our losses by death, and consequent assessments for the ensuing year, will be much less than for the past year.

Many of our members have entirely ignored or overlooked the annual dues for 1894, a notice of which was mailed every member in good standing Dec. 1, 1893, in the same enclosure as the notice of and invitation to our annual convention at Saginaw, and have remitted only \$1 in response to death assessment No. 1, regardless of the fact that I had printed at the bottom of the notice in bold type a reminder of these dues. For this reason we have been obliged to apply their remittance of assessment No. 1 on annual dues of 1894, and write them a letter in explanation, and ask them to remit \$1 more for assessment No. 1.

This has necessitated the writing of over 300 such letters.

The experience in the Riley case has shown the necessity of requiring a cer-

tificate of good health from all members that apply for re-instatement, which I will require in the future.

Delay in several applications since Dec. 26 was caused by their having been made upon old blanks, or not being properly endorsed or filled out, necessitating their being returned to applicants. Since Dec. 26 I have received a New York draft from the Peoples' Savings bank at Detroit, for \$1, in payment of assessment No. 1, with an unfilled remittance blank enclosed. I am unable to learn the name of the purchaser from the bank. I have also received two other letters with \$1 currency enclosed, from Michigan and Ohio, with no name enclosed, which, with three received before the convention, makes a total of \$6 unclaimed. I would suggest that a circular letter be mailed each delinquent member, calling his attention to the dues and assessments unpaid, and also to the present prosperous condition of this order, and urging him to remit and continue his membership, as I believe most of the delinquents are through carelessness or forgetfulness, as very few desire to intentionally drop out.

A peculiar case is presented for your action. A member, J. V. Sine, of Clare, who joined May 3, 1893, and whose dues, since my term of office, have been remitted by his wife, soon after her remittance of assessment No. 5, and '94 dues, wrote a letter tendering his resignation as a member, to take immediate effect. I at once wrote him, asking his reasons for his action, and received no reply. A few days later his wife called at my office, desiring to continue his membership at her expense, as the husband had intended to take this benefit from her.

I also regret to inform you of the resignation of director Charles E. Cook, of Bay City, as an officer and member of this association.

The total receipts of the general fund have been \$1,087.78 and the disbursements \$762.25; leaving a balance on hand of \$325.53.

The death fund shows total receipts of \$1,242.25 and one disbursement of \$500—the Sutherland claim—leaving a balance on hand of \$742.25.

The secretary was instructed to mail a second and last notice to all delinquents in a sealed letter, ten days previous to the expiration of the time for paying same.

The secretary and treasurer were instructed to file new bonds with the president.

The secretary was instructed to draw an order on the treasurer for \$500 in favor of the joint heirs of R. T. Scott, deceased.

The secretary was instructed to draw an order for \$500 in favor of Mrs. Carrie McIntyre as soon as proof of her appointment as administratrix is filed in this office.

The board then adjourned, to meet at the same place June 2.

At a meeting of the finance committee the accounts of the Secretary and Treasurer were audited and approved and the secretary was instructed to draw orders for the payment of current bills.

The following hotels have been added to our hotel list:

The Wierengo, Muskegon.  
Eggleston House, Flushing.  
Lockwood's Exchange, Fowlerville.  
Miller House, Carson City.  
Exchange, Caro.  
Hotel Hodges, Pontiac.  
L. M. MILLS, Sec'y.

## Hides, Pelts and Furs.

Hides—The situation is unchanged. Prices can hardly go lower and leave anything for anybody. Tanners can not force them any lower, and dealers can not raise them any or tanners will not take them.

Pelts—Without change.

Furs—The London sales for March began Monday. What effect they will have on future prices cannot be predicted, and the result will be awaited with interest. No change for the week.

## CANDIES, FRUITS AND NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.		6	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8 1/4		8 1/4
Cut Loaf			
Extra H. H.	8 1/4		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5 1/2	6 1/2	
Leader	5 1/2	6 1/2	
Royal	6 1/2	7 1/2	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	7 1/2	8 1/2	
Peanut Squares	7 1/2	8 1/2	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8 1/2	
Modern, 30 lb.		8	
FANCY—In bulk			
	Palls.		
Lozenges, plain	8 1/2		
Chocolate Drops	12		
Chocolate Monumentals	12 1/2		
Gum Drops	5		
Moss Drops	7 1/2		
Sour Drops	8 1/2		
Imperials	10		
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops	50		
Sour Drops	50		
Peppermint Drops	60		
Chocolate Drops	75		
H. M. Chocolate Drops	80		
Gum Drops	40		
Licorice Drops	1 00		
A. B. Licorice Drops	80		
Lozenges, plain	60		
" printed	65		
Imperials	60		
Mottoes	70		
Cream Bar	55		
Molasses Bar	55		
Hand Made Creams	80		
Plain Creams	80		
Decorated Creams	90		
String Rock	60		
Burnt Almonds	1 00		
Wintergreen Berries	60		
CARAMELS.			
No. 1, wrapped, 2 lb. boxes	34		
No. 1, " 3	51		
No. 2, " 2	28		
ORANGES.			
Floridas, 125	2 50		
" 150-175	2 75		
Californias, 250-288 St. Michaels	3 00		
80-96-112 Navels	2 25		
" 125-150-175	3 00		
" 125 Riverside Seedlings	2 50		
" 150	2 25		
" 125-200-216-225	2 50		
BANANAS.			
Small	1 50		
Large	2 50		
LEMONS.			
Extra choice 300	3 50		
Extra choice 300	3 25		
Extra fancy 300	4 00		
Extra fancy 300	4 00		
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 5 lb.	2 12 1/2		
" extra " 20 lb.	2 14		
" extra " 14 lb.	2 15		
Dates, Fard, 10-lb. box	2 7		
" 50-lb. "	2 5 1/2		
Persian, 50-lb. box	2 5		
NUTS.			
Almonds, Tarragona	2 16		
Yvaca	2 15		
California	2 9		
Brazil, new	2 11		
Filberts	2 11		
Walnuts, Grenoble	2 13		
" French	2 10		
" Calif.	2 12		
Table Nuts, fancy	2 12		
" choice	2 11		
Pecans, Texas, H. P.	2 7 1/2		
Chestnuts			
Hickory Nuts per bu.	1 25		
Cocanuts, full sacks	4 00		
PEANUTS.			
Fancy, H. P., Suns	2 5		
" Roasted	2 6 1/2		
Fancy, H. P., Flags	2 5		
" Roasted	2 6 1/2		
Choice, H. P., Extras	2 4		
" Roasted	2 5 1/2		
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene		8 1/4	
XXX W. W. Mich. Headlight		7	
Naptha		2 6 1/4	
Stove Gasoline		2 7 1/4	
Cylinder		27	
Engine		13	
Black, 15 cold test		2 8 1/4	
FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	
POULTRY.			
Local dealers pay as follows:			
LIVE.			
Turkeys	8	2 8 1/4	
Chickens	7	2 8	
Fowls	6	2 6 1/4	
Ducks	8	2 9	
Geese	8	2 9	
DRAWN.			
Turkeys	10	2 11	
Chickens	10	2 11	
Fowl	9	2 10	
Ducks	10	2 11	
Geese	10	2 12	
UNDRAWN.			
Turkeys	9	2 9 1/4	
Chickens	7 1/2	2 8	
Fowls	6 1/2	2 7	
Ducks	8	2 9	
Geese	8	2 9	



# Musselman Grocer Co.

JOBBER'S 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 Tubs.....	10½
Butcher's, Tierces.....	10½
Choice Pure .....	9

WESTERN MICHIGAN AGENTS FOR

G. H. HAMMOND CO'S SUPERIOR BUTTERINE.

**IF YOU WANT THE BEST**

ORDER



SOLD ONLY BY

**I. M. Clark  
Grocery  
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.

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.



# ASTORE 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.**



Large Assortment of Toilet Sets

Always on Hand.

## IS A DOLLAR WORTH SAVING?

WE THINK IT IS, and

## WE CAN SAVE YOU A GREAT MANY DOLLARS

in Buying Your

## Crockery and Glassware Stock.

### WHY?

## BECAUSE

We are in a position to offer you anything you may want in either Domestic or Imported POTTERY, at the lowest market prices, and being nearer you the freight rates are less. We are also right handy if you want to match up

### OUR LEADING PATTERNS IN DINNER SETS ARE:

PREFECTO MAY	From	Johnson Bros.
HEDGEROW	"	John Edwards.
PENCIL ROSEDADE	"	Johnson Bros.
DOVE SPRAY	"	Alfred Meakins.
PENCIL ADRAIN	"	Doulton & Co.
BROWN ROCCO	"	Dunn, Bennett & Co.

### SPECIAL,

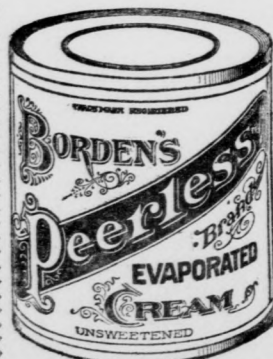
Having decided to close out three of our Stock Patterns, we are offering them at greatly reduced prices. If this interests you please write us for our Special Dinner Ware Price or ask our Agents when they call on you.

Western Agents for Alfred Meakin's Celebrated White Granite and Lustre Band.

## H. LEONARD & SONS, Grand Rapids, Mich.

BY THE WAY write us for Quotations on Fruit Jars when you are in the market.

### MERIT IS ESSENTIAL



to successful sale of goods. Consumers have a habit of determining whether an article of food is pure, wholesome, reliable, convenient and economical.

### Borden's Peerless Brand Evaporated Cream

possesses intrinsic merit, with all the above qualifications. We recommend it, and you are safe in doing the same. It is rich and wholesome Milk, condensed, with its entire proportion of Cream, and without sweetening. Its keeping quality is assured by perfect processing. People who like to use an unsweetened preserved Milk are learning of its merits, and will want it.

Prepared by the New York Condensed Milk Co.

SOLD EVERYWHERE.

FOR QUOTATIONS SEE PRICE COLUMNS.