

# MICHIGAN TRADESMAN

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VOL. 11.

GRAND RAPIDS, MARCH 14, 1894.

NO. 547

## MUSKEGON BAKERY UNITED STATES BAKING CO.,

CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

HARRY FOX, Manager,  
MUSKEGON, MICH.

WHOLESALE DEALERS IN  
AND MANUFACTURERS OF

A Full Line of

## Confectionery,

Extensive Handlers Of  
FOREIGN NUTS,  
DATES, FIGS, ETC.

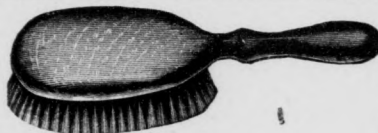
THE PUTNAM CANDY COMPANY.



SEE QUOTATIONS.

GRAND RAPIDS

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

*Herold-Bertsch Shoe Co.*  
*Manufacturers & Wholesale*  
*Dealers in*  
*Boots, Shoes & Rubbers.*

Before you purchase, wait and see our Spring Line of the Latest Styles in Fine and First Grade Goods, which are Unexcelled.  
Please Send Us Your Mail Orders. Agents for Wales-Goodyear Rubber Co.  
5 and 7 Pearl Street, Grand Rapids, Mich.

MOSELEY BROS.,

... JOBBERS OF ...

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

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## CANDY.

To increase your Sales Buy

ABSOLUTELY PURE GOODS  
OF

A. E. BROOKS & CO.

## OYSTERS.

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

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A Large and Well Assorted Line of

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Outings,  
Percales,

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

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To Clothing Merchants.

The wholesale clothing manufacturers have made up light stocks this season, but we made up about our usual Spring line, in the Newest Styles and Patterns, Long and Medium Frock Skirts regular, cutaway and Double-breasted Sack suits. Elegant Spring Overcoats, cut long. See our splendid line of imported Clay Worsteds Frock and Sack Coats, Vests and in Suits, from \$7.00 up. Our Staple line, so well adapted for Farmers' trade, is fully up to the standard. No better goods made and prices in reach of all.

Write our Michigan agent, WM. CONNOR, box 346, Marshall, Mich., to call upon you at any time, or meet him at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, March 8th and 9th. Customer's expenses allowed. Mail orders promptly attended to. Established 37 years.

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Wholesale  
Clothing  
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WHOLESALE

Dry Goods, Carpets and Cloaks,

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

Mackinaw Shirts and Lumbermen's Socks.

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DEALERS IN

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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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DRUG STOCKS BOUGHT AND SOLD. DRUG CLERK'S EMPLOYMENT BUREAU;  
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Correspondence Solicited.

Promptness Assured.

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**P. & B. OYSTERS.**

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

**THE PUTNAM CANDY CO.**

**FLORIDA ORANGES**

Are now in their prime and are being  
sold at very close prices. Order of us  
and we will guarantee to please you.

**THE PUTNAM CANDY CO.**

**Spring & Company,**

IMPORTERS AND WHOLESALE DEALERS IN

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

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

**Spring & Company.**

# LEMON & WHEELER COMPANY,

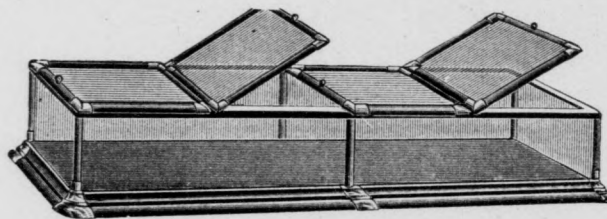
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## Wholesale Grocers

**Grand Rapids.**

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description



FIRST-CLASS WORK ONLY.

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

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GRAND RAPIDS, MICHIGAN.

DEALERS IN

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BULK WORKS AT

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MUSKOGON,  
ALLEGAN.

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HOWARD CITY,

MANISTEE,  
PETOSKEY,

CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

**EMPTY CARBON & GASOLINE BARRELS**

# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MARCH 14, 1894.

NO. 547

Buy Direct of the Manufacturers.  
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 Manufacturers' Agent.  
**PAPER, TWINES, ROPE.**  
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 We do a general law business throughout West  
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Reference Books issued quarterly. Collections  
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Executive Offices, 279, 281, 283 Broadway, N.Y.  
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 1X Tin, 10 qt. \$10.50 per 100  
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**CRACKER BAKERY TO LEASE.**  
 2 Reel Ovens, Engine, Boiler, Shaft-  
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 Safes, etc. This is the best opening in  
 the State. The only Cracker Bakeries in  
 the city are operated by the Trust. For  
 particulars address Robert Morton, care  
 Morton Baking Co., Detroit Mich.

**PECK'S HEADACHE  
 POWDERS**  
 Pa's the best profit. Order from your jobber.

## THE REDUCTION IN WAGES.

Written for THE TRADESMAN.  
 From all parts of the country come reports of sweeping reductions being made in the wages of working people. This means, of course, a curtailment of purchasing power and a consequent falling off in the demand for such goods as working people have been in the habit of buying, not so much of the necessities of life, which they must have in any event, but of the luxuries and refinements—the things which constitute the visible evidences of American civilization. In this connection it is pertinent and timely to enquire whether the reduced wages are to be considered a permanency, for, if so, then the great body of the American people must make up their minds to dispense with much that has contributed to render American home life peculiarly attractive, the American working man the most intelligent and the most skillful in the world, and American civilization the most elevating and most comprehensive in the history of mankind.

Before we can conclude as to the permanency or otherwise of the present reduced wages, we must inquire the reason why wages in this country are so much higher than in any other part of the civilized world. Knowing this, we will know, also, why American working people are surrounded by so many of the comforts and luxuries of life while their brethren of other countries are still living in a semi-barbarous state, possessing only enough knowledge to enable them to supply their mere animal wants, with few aspirations after anything higher. It is often asserted that trades and labor organizations are to be given credit for bringing wages up to the altitude which they have attained in this country. That they have agitated for higher wages is certain, but even if they have succeeded in forcing employers to pay more for labor, they could be considered merely as a secondary cause. Labor organizations are not even the secondary cause of high wages, but have stood as an obstacle in the path of advancing intelligence and refinement. The methods by which they have sought to enforce their demands have been the reverse of humanizing in their tendency and effects. The use of physical force (the chief weapon of labor organizations) no matter what its justification, is a relic of barbarism and betokens the lingering savagery of our nature. Any resort to force, even when apparently dictated by necessity, is retrogression. Reason, enlightened by the experience of the past, has discarded force as destructive of the elements of progress, and has sought for some better means for the settlement of disputes, whether between man and man, or nation and nation, or that individual, or that organization, or that nation which resorts to force will find itself opposed to all that goes to make up the sum of human progress. That labor organizations have, in some instances, succeeded in having

the wages of a certain class of workingmen "raised" is readily admitted, but it is equally true that the financial loss, to speak of no other, has generally been greater than the gain. The time lost, the money expended, and, in many instances, the property destroyed have more than offset the gain from increased wages, and the brutalizing effect of the methods employed time can hardly efface. Viewed from the standpoint of reason and human progress labor organizations must be accounted a failure, and they certainly cannot be given the credit for raising wages to the present high standard.

Nor does the credit for high wages belong to the employers of labor. Though there are exceptions, yet it is true that, as a class, they have persistently and determinedly opposed higher wages, and have only granted an increase when they could no longer refuse it. It is not meant by this that they have given it grudgingly; far from it. The same influence, the same force that made increased purchasing power a necessity for all the people, led employers at least to recognize that necessity, and meet it by increased wages to their employes.

What, then, has caused the great difference in wages in favor of American working people as against their less fortunate brethren in older countries? How is the fact that the laboring classes in this country are surrounded by comforts and luxuries, which belong only to the rich in other countries, to be accounted for? It is due to the greater advancement which this country has made in civilization and the arts of peace. The farther the race progresses from the barbarism of the past and the more intelligent and enlightened it becomes, the more complex will its social and political life become; more and more will it lay tribute upon both nature and art to supply its ever increasing necessities. Not only so, but as its intellectual life broadens and deepens, the animalism of the past will not suffice it, and rudeness and barbarity must give place to luxury and refinement. And here it must be noted that only in a country where all men are politically free and equal can the highest civilization be developed. The possibility of political preferment is a great spur to ambition, but in a country where the political offices are held by a privileged few there can be no such spur. In America the humblest citizen may aspire to the highest position, the attainment of his aspirations depending upon his character and intelligence. He must have knowledge, for knowledge is power, and with it he may achieve his ambitious desires. As all the offices are open to all the people, all demand the privilege of fitting themselves for the offices. This makes educational facilities an absolute necessity, and so we have in this country the most complete and cheapest educational system in the world. As a consequence no people in the world have ever reached as high a plane of intellectuality and refinement as the American people.

Books, and magazines, and papers, and will, even luxuriously, furnished homes are the possession of all the people. Comforts and conveniences abound and all that goes to make life well worth the living. But these things cost money; they would have been utterly out of the question with wages where they were even fifty years ago. An increased purchasing power was, therefore, an absolute necessity, and almost without conscious volition on the part of the recipients of the benefit, wages have been keeping pace with civilization and enabling the people to make provision for their ever-increasing wants. Here, then, is the reason for the high figures which wages have reached in this country.

But wages have been materially reduced in many sections, and fears are expressed that the reduction may become universal. In view of this, the question is asked, will the reduction be permanent, or may it be expected that wages will be raised again when times improve? It is utterly impossible that low wages should ever again obtain in this country. What the people enjoy of "good living," with all the comforts and conveniences which constitute good living, are the natural concomitants of our civilization, as indispensable to civilization as air is to life—they are the expression of the higher life enjoyed by our people and the proof of it. The abandonment of these means a relapse into barbarism just to the extent that they are abandoned. The refining influences of a pleasant, well-furnished home can hardly be overestimated; and if the American home, which has no counterpart in any other country, is the expression of American civilization, it is equally true that the home has contributed much to civilization. But these homes cost money, they cannot be sustained on the low wages prevailing in other countries. So we must have American wages to sustain American homes or they must be given up, and with them will go the chief civilizing and refining influence of our day and country. This is not even in the range of probability. "The backward track" will never be travelled by the American people. On the contrary, with faces firmly set toward the rising Sun of Progress, they will not pause until the highest pinnacle of civilized and intelligent manhood and citizenship is reached. No, we will never again have low wages in this country. Rather will they increase to meet the increasing demands of our American civilization.

DANIEL ABBOTT.  
 Indiana Items.  
 Jonrad & Truesdell, general dealers at Shipshewanna, have effected a settlement with their creditors on the basis of 40 cents on the dollar. Among the Grand Rapids creditors who settled on this basis are Rindge, Kalmbach & Co., Musselman Grocer Co. and Hawkins & Co.  
 E. A. Metz succeeds Welt Bros. in general trade at Wolcottville.

### Thoughts on Trade Topics in Job Lots.

Written for THE TRADESMAN.

Goods outside of one's regular line are dear at any price.

The percentage is always against the seller when he has to use the machinery of the law to collect a bill.

One dead beat can dry up gallons of the milk of human kindness in hearts that else would afford an abundant supply.

None but cash buyers have any right to demand discounts, or to ask "What is your lowest price?"

There is a class of people who almost live on samples. But it is the lowest form of animal life, and but a grade above stealing.

Look out for the customer who volunteers the statement that he never failed to pay any debt he ever contracted. He is banking on your credulity.

The man who seldom pays, or does it grudgingly, is the one that finds most fault with the goods.

A dealer who has never fully collected a claim by law from a hard customer cannot know the supreme joy there is in bringing one sinner to repentance.

Never show surprise when an account of long standing and classed as dead is unexpectedly paid in full by the debtor. Let him be the one to be surprised when he again asks for credit. But you may offer him a cigar to soothe his feelings as you say, "Not to-day; Some other day, perhaps."

If a man having a long unsettled account stands you off with soft promises, and spends his cash elsewhere; when you get a lawful cinch on him, don't let up to spare his feelings. He has none to be hurt; and he is quite as likely to be a cash customer in the future.

I have noticed that when a man who has never been a regular customer comes in and begins to complain of some other dealer who has overreached him, there is a cat in the meal, or thereabouts. He is, no doubt, filing (in his mind) an application for a change of venue. If this should prove to be so, it is best either to declare the case beyond your jurisdiction, or make him give security for costs.

A man's reputation is only the shadow cast by his personal character on the scene of human activities. If the latter is built up in harmonious proportion, the truthful rays of God's moral sunlight will reveal a worthy picture of the man. But if faulty in outline, or false in proportion, the resulting shadow will faithfully follow copy. For the builder may as well try to reverse the natural law governing visual angles as to expect a different result.

Those who need credit the most are the slowest to ask for it. The hard-working, debt-fearing economical customer will suffer hardship rather than run in debt. But his standing is better than many of his neighbors, who often keep a balance in bank, and lend money on short time and rotund interest. At the same time they run a store account from January to December, which is never settled in full till administrators are appointed to adjust their earthly estates.

Those who trade freely without examining goods or asking prices often prove in the end unprofitable customers. As a rule they never seem to know the value of money. So long as it supplies their wants they spend freely; and while it lasts there will be wants calling for grat-

ification. But spendthrifts never make reliable customers. Some day they will want a short credit for a small amount, giving a most plausible reason. If the dealer weakens here he will be afterwards at the mercy of one who seldom has a quarter and therefore can give none.

It is strange how the average customer fails to realize the value of discounts, when offered for cash or punctual payments. Out of twelve or fifteen regular buyers who had monthly incomes, that never failed to arrive in time, the offer of five per cent. discount on full payments each month did not secure complete settlements in more than one case out of five. The habit of taking no thought for the morrow is so common with the average customer that a premium for punctuality is scarcely considered as an object worthy of attention. He prefers the "catch-as-catch-can" scheme of one-third or one-quarter off so frequently used to tempt the cupidity of buyers at the expense of their judgment.

There was a time when most people would resent the charge of being penniless. Now it is common to hear men in stores and other public places expose their poverty without shame or embarrassment on the least provocation. In fact, they will even vie with each other in bragging of empty purses and business losses. Whether this is done to stand off creditors who may be within hearing, or from mere wantonness of a diseased imagination, it is not always easy to discover. But the old adage is still true, "The proper study of mankind is man."

Some dealers are apt to suspect competitors of attempting to injure their commercial records. They forget that a business character is established only by deeds. Men who pay as they go, or as they agree, need never be anxious about what is written or spoken of them maliciously. If the receipts for remittances equal the invoices in amount, nothing can hurt their standing on the books of any reputable commercial agency. In other words, a dealer who is rated in the A. B. C. column can afford to be D. E. F. to whatever may be said regarding his credit.

S. P. WHITMARSH.

#### Growth of the Coupon Book Business.

One of the marked tendencies of the present business depression is the great number of merchants who are abandoning the pass book and other antiquated charging systems and adopting the spot cash system absolutely, or a combination of the cash and coupon book system, which is a happy medium between the oldtime charging system and absolute cash. This is practically the same as the cash business, as it enables the merchant to put his business on a cash basis, the coupon book restricting the time and line of credit, which is almost impossible in the case of the pass book. The Tradesman Company was the pioneer in introducing the coupon book system in this country and has kept pace with the growing demand by the adoption of frequent improvements and the introduction of special machinery, so that its output is now greater than that of all its competitors combined. Among its customers are included merchants in every state and territory in the Union, all of whom are strong in praise of the system, as its use enables the dealer to avoid all the losses and annoyances incident to the pass book and all other charging systems.



## Dwinell, Wright & Co's FINE COFFEES.

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

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

## OLNEY & JUDSON GROCER CO.

Agents Western Michigan, Grand Rapids.



THE ABOVE BRANDS,

## Royal Patent, Crescent, White Rose,

Are sold with our personal guarantee.

If you are not now handling any of our brands, we solicit a trial order, confident that the excellent quality of our goods and the satisfaction of your customers will impel you to become a regular customer.

Correspondence solicited.

VOIGT MILLING CO.

## ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

## TELFER SPICE CO.,

GRAND RAPIDS, MICH.

THE WHEAT SITUATION.

Written for THE TRADESMAN.

Nothing of special interest has occurred during the past week. Millers report a little more activity. Prices advanced during the week 2 cents, then receded 1 cent; thus the market keeps seeing-sawing, as either the bear or bull news is predominant. However, should there be a few more such heavy decreases as there were last week, it would soon begin to tell on prices. On March 5 we had 75,599,000 bushels visible against 79,088,000 one year ago—a decrease during the week of 1,688,000 bushels, or very much more than during a number of weeks previous. This official visible supply is what the boards of trade count on in the wheat centers, which are Chicago and about twenty-four other points. Chicago holds about one-third of the visible supply. The invisible amounts to about 39,000,000 bushels which is in places like Grand Rapids and mills and elevators throughout the wheat states. Then there is about 90,000,000 bushels in farmers' hands and 10,000,000 bushels in flour unreported, making a total of 214,000,000 bushels, against 282,000,000 bushels last year; and then another matter comes in, and that is the amount that is fed to stock, ground with oats or corn, and the great amount ground for feeding hogs, as the farmers claim it makes pork fast. If it does, I do not see why the farmers of the Great Northwest have not caught on and taken to raising more pork. Now, taking all these matters into consideration, it really is a wonder where so much wheat comes from, as the Northwest continues to pour in constant supplies and the general daily receipts are from 300 to 350 cars at Minneapolis and Duluth. Six months ago the report came that country elevators were being emptied, but that process has been going on ever since and still the wheat keeps coming. In the winter wheat belt there seems to be a lull in selling at present, owing to the fact that the farmers are waiting to see how the winter wheat will come on when spring opens. Should the plant come on healthy, with a good promise for another fair crop, farmers will be wanting to sell and prices may be lower. Of course, wheat is cheap and that seems to be the only fact or bull argument for higher prices, but we here do not make the prices. The foreigners make them for us, for the price of this staple is made by what we export, and, unfortunately for American farmers, there are several wheat growing countries, as the Argentine Republic, Australia, India and Russia—whose ports will soon be open now and she will be putting her wheat on the market, taking the other countries along the continent—and the United Kingdom seems to be able to get what wheat they need independently of America or the United States; so, taking everything into consideration, I really do not see whence much higher prices can be obtained. Had our speculators not driven wheat so high two years ago and let more of it out of the country when they were anxious to buy it at a fair price, we should not have seen the low level we see now, but our wheat dealers got it into their heads that we could ask any price and that foreigners would be compelled to take our wheat—and that is where we erred. The foreigners had to get a cheaper commodity to use in place of wheat, and since then the world has

had fair crops of wheat and we are carrying some of our surplus yet from 1892. Western farmers will have to diversify their farming, not raise wheat alone, but raise more flax, as barley is not a good product in the northwest, as the soil contains too much lime, which is not what barley needs, and as there seems to be plenty of corn raised in the Corn Belt the Northwest cannot go into that, also, owing to the climate being too cold for corn, so they should raise more oats, flax, potatoes and those kinds of produce which will pay better than wheat.

There is only one thing more in connection with this. I think the government makes an error when it claims that the consumption for food is 4% bushels per capita. Supposing we have 66,000,000 population, we would consume 313,500,000 bushels. We have exported up to this time about 100,000,000, then there is used for seed about 55,000,000; for chemicals 15,000,000, making a total used from this crop to this time, to say nothing of what has been used for feeding stock and pork, of 479,000,000 bushels. Now the question arises, where does this immense amount come from—that shown in the visible supply and amounting to about 214,000,000 bushels when the government makes our harvest only about 400,000,000 bushels? There certainly is something wrong somewhere. To be sure our crop year does not end until July 1 or thereabouts, but while our shipments are quite large at present they will have to be augmented some and kept right up to the maximum to reduce our large amount of wheat on hand in order for the grower to get a more remunerative price. C. G. A. VOIGT.

Pointers For Salesmen.

A great many buyers judge of the character of the house by the appearance of its salesmen.

Good salesmen seldom ask a man if he wants to buy goods; he doesn't come at him that way.

The successful salesman is a man who knows how to talk, what to talk about, and, more especially, when to stop talking.

A salesman is the firm's representative and should, therefore, be a gentleman.

When trade is brisk, the good salesman pushes all the harder.

A common fault with salesmen is that, as a rule, they too often give a merchant credit for knowing a great deal more about goods than he really does.

No matter in how much of a hurry the buyer is, when you fairly get his attention, proceed coolly. Hurry is contagious, and if you go too fast, even to save time, you will not do justice to your cause and will inspire him with a feeling that he, also, must hurry to get through with you.

We never knew a natural salesman who was not a good-hearted fellow.

Try to make a man think that, if you were the buyer, instead of the seller, you would jump at the special line of goods you have to offer him.

What the Country Needs.

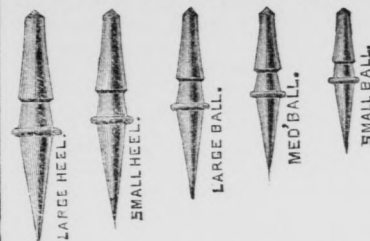
Labor Agitator—Do you ever stop to reflect, sir, on the condition of this country?

Citizen—I have thought much upon the subject: thought long and deeply.

"Ah, I am glad to find there is one besides myself who has given this great subject attention. What, in your opinion, does this country most need at the present time?"

"A fool killer."

Boot Calks---



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

Order Now.

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

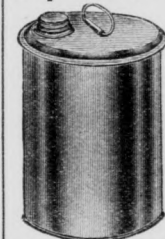
H. H. COOPER & CO.,

Manufacturers of

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

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

Sap Pails and Syrup Cans.



Paper Packed  
Screw.

WRITE FOR PRICES.

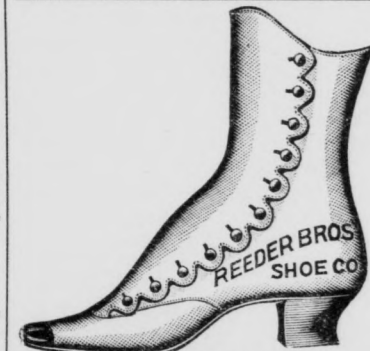
WM. BRUMMELER & SONS,

Manufacturers and Jobbers of

PIECED AND STAMPED TINWARE,

260 SOUTH IONIA ST.,

Telephone 640. GRAND RAPIDS, MICH



A LADY'S

GENUINE : VICI : SHOE,

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

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

Before You Buy

SEE THE SPRING LINE OF FINE  
GOODS MANUFACTURED BY

SNEDICOR & HATHAWAY,

DETROIT, MICH.

A FEW OF OUR NEW SPECIAL-  
TIES IN OXFORDS ARE:

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

Dealers wishing to see the line address  
F. A. CADWELL, 67 Terrace Ave.,  
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Lemon & Wheeler Company,  
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BUYS' BENCH BARREL TRUCK.



Patent Applied For.

The Simplest, Most Substantial  
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Truck ever invented.

For Prices, Terms and Illustrat-  
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EAST FULTON ST.  
GRAND RAPIDS, MICH.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Yale—D. McKeith succeeds J. D. McKeith in general trade.

Wacousta—R. G. Mason succeeds F. C. Brisbin in general trade.

Oscoda—Elmer G. Rix, of the grocery firm of Rix Bros., is dead.

Traverse City—C. W. DeZoete will shortly open a book-store here.

Lake Linden—Jos. Bosch & Co. is succeeded by the Bosch Brewing Co.

Calumet—M. Sterk succeeds M. Sterk & Co. in the meat business.

Benton Harbor—Rowe Bros. succeed Rowe & Hill in the meat business.

Houghton—Alphonse Cote, blacksmith, is succeeded by Cote & Wier.

Blissfield—Lamb & Balner succeed F. D. Lamb in the grocery business.

Northville—C. E. Smith has purchased the boot and shoe stock of Stark Bros.

Homer—Geo. Sanford has sold his hardware stock to Snyder & Tillotson.

Bay City—Jennison & Son are succeeded by the Jennison Hardware Co.

Muskegon—The Michigan Drug Co. has dissolved, Geo. W. King succeeding.

Hastings—Fleming & Son succeed A. C. Carpenter & Co. in the grocery business.

Manistee—Awald Krempel has closed out his meat stock and retired from business.

Battle Creek—Chas. J. Austin succeeds Austin & Co. in the grocery business.

Breckenridge—L. Waggoner & Co. have sold their general stock to Chisholm & Sons.

Crystal Falls—Burder & Co. have removed their hardware stock to Rock Island, Ill.

Hudson—E. J. Southworth has purchased the boot and shoe stock of F. S. Richards.

Crystal Falls—Burder & Co. have removed their millinery stock to Rock Island, Ill.

Wexford—The general stock of Geo. M. D. Clement has been closed under chattel mortgage.

Port Huron—McFarlane, Haywood & Co., grocers, have dissolved, Akers & Haywood succeeding.

Beaverton—The Seeley Cooperage Co. succeeds Seeley & Howard in the manufacture of hoops, etc.

Steiner—B. F. Rauch succeeds Rauch Bros. in general trade and the implement business.

Bay City—The Ueberroth Crockery and Wall Paper Co., incorporated, succeeds Ueberroth & Co.

Jonesville—D. L. Powers & Co. succeed D. L. Powers in the clothing and men's furnishing goods business.

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

Albion—Bullen & Tucker, dry goods dealers, have dissolved, Austin & Tucker continuing the business.

Ludington—J. H. Mathews is succeeded by Loren Loudon in the restaurant and confectionery business.

Grand Ledge—Geo. A. Youngs has purchased the grocery stock of E. E. (Mrs. H. E.) Ressigue at this place.

Detroit—The Hodgson & Howard Co. succeed Hodgson & Howard in the hardware and house furnishing business.

Vandalia—John N. Curtis, hardware dealer has failed, owing about \$11,000.

The assets have not yet been appraised.

Montague—Brooks Bros., who have peddled meat through this section for several years, have opened a market here.

Grand Haven—Boer & Bolt have repapered and repainted the interior of their store, adding greatly to its appearance.

Lawton—J. H. Hall has been admitted to partnership in the grocery firm of Mitchel & Hall, the style remaining the same.

Traverse City—A. Goldfarb has bought the dry goods and clothing stock of S. Yalomstein and will continue the business in the same store.

Lakeview—M. J. Huntley has closed out his confectionery business and removed to East Tawas, where he will re-engage in the same business.

Clarksville—Geo. E. Marvin has purchased the furniture stock of Joseph Post and has fitted up the second story of the grain elevator for a showroom.

Freeport—C. G. Stone & Son have decided to close their dry goods store at this place, in order that they may devote their entire attention to the Lowell establishment.

Clarksville—Chas. W. Williams has sold his drug stock to H. P. French, the Mulliken druggist. The purchaser will conduct both stores hereafter, dividing his time between the two towns.

Detroit—Mayor & Isham, who have conducted the produce and commission business here for thirty years, on West Woodbridge street, have dissolved partnership. The business will be continued by Chas. S. Isham and C. S. Isham, Jr., under the style of Isham & Isham.

Athens—The general stock of Ethan Allen was sold at chattel mortgage sale March 7 to satisfy a \$900 mortgage held by Wm. H. Taylor, of Chicago. The stock was bid in by Mrs. Allen for 80 cents more than Taylor's claim, thus cutting off unsecured claims amounting to \$1,200.

Detroit—Taylor, Woolfenden & Co. have merged their dry goods business into a corporation under the style of the TAYLOR-WOOLFENDEN CO. The capital stock is \$200,000, with \$129,000 paid in, of which the directors hold 8,600 shares as follows: A. W. Wright, 5,850; F. D. Taylor, 1,000; J. B. Woolfenden, 1,000; W. H. Perkins, 750. The officers are: President, A. W. Wright; first vice-president, F. D. Taylor; second vice-president, J. B. Woolfenden; secretary and treasurer, Wm. H. Perkins.

Manistee—A. H. Lyman has merged his drug business into a stock company under the style of the A. H. LYMAN CO. The authorized capital is \$50,000, of which \$35,000 is paid in, being held as follows: A. H. Lyman, \$15,000; R. R. Blacker, \$10,000; Mrs. Nettie L. Ramsdell, \$5,000; F. H. White, \$2,000; Geo. A. Dunham, \$1,500; C. D. Grannis, \$1,000; W. D. Barnard, \$500. The officers of the corporation are as follows: President, A. H. Lyman; Vice-President, Geo. A. Dunham; Secretary, Frank H. White; Treasurer, R. R. Blacker.

## MANUFACTURING MATTERS.

Niles—Two-thirds of the \$3,000 necessary to establish a canning factory here has been subscribed.

Beaverton—E. O. Eastman and M. C. Phipps have purchased a two-thirds interest in H. Seelig's hoop and stave factory here.

Manistee—The State Lumber Co. has started its sawmill on 3,000,000 hardwood, which it will saw before beginning the season's work on pine.

Kalamazoo—C. S. DeWitt and A. H. Berry have made the necessary arrangements and will start a new steam laundry under the firm name of Dewitt & Berry.

Manistee—The Union Lumber Co. has an option on a group of timber on Portage lake of about 750,000 feet of fair grade pine and will probably purchase at the price asked, \$4,000.

Middleton—J. F. Shultz and C. H. Schultz have purchased the plants of the Michigan Stave and Barrel Co. The former will manage the business at this place and the latter will have charge of the branch at Ola.

Kalamazoo—The Kalamazoo Sled Co. has purchased of H. P. Kauffer a tract of land adjoining the G. R. & I. Railroad for \$15,000, on which it will erect a factory building, 60x100 feet in dimensions, at a cost of about \$6,000.

Muskegon—The shingle mill of the Gray Shingle Co. is being removed from North Muskegon to a site near Sault Ste. Marie. It will be located on the line of the Duluth, South Shore & Atlantic Railway, and will be even a better mill than it is now. The mill last season made a cut of 7,000,000 and has an annual capacity of 20,000,000.

Cheboygan—It is now pretty definitely settled that the Alpena & Northern Railroad, built last season from Alpena to Lake May, Presque Isle county, will be extended to Cheboygan the ensuing season. It will open up one of the finest hard and soft timber belts in the state, and logs and other forest products can be handled both ways, to Cheboygan or Alpena.

Lakeview—John S. Weidman has purchased of E. Hall, Whitney & Remick, the Wells-Stone Company and others, 4,000 acres of stump land in Isabella county. He will build a saw and shingle mill, and has a contract with the Detroit, Lansing & Northern Railroad to extend its line from Hall's dam on the Coldwater to the new mill town of Weidman which he will build.

Cadillac—E. F. Sawyer, assignee of John G. Mosser, has made a report of the assets and liabilities and will ask March 15 for an order from the Circuit Court authorizing him to pay a dividend of 15 per cent. to the creditors. Labor claims to the amount of \$758.99 have been paid in full and the indebtedness upon which the 15 per cent. will be paid amounts to about \$10,000.

Lansing—E. D. Voorhees is organizing a stock company with a capital of \$25,000, to be known as the Lansing Pant & Overall Co., to succeed to the business of the Voorhees Pant & Overall Co. which recently went into liquidation. It is his intention to distribute stock among as many members of the retail trade as possible and it is understood that he is meeting with excellent success in this direction.

Manistee—There is often a difference in the estimates on pieces of pine lands, and it looks as though that kind of work had not yet been reduced to an exact science. This is illustrated by a piece of pine land that Louis Sands bought last summer on an estimate of 13,000,000 feet for which he paid \$74,000. It is now conceded that this tract will cut 16,000,000,

and yet some good estimators that looked it over with a view of purchasing could not find over 6,000,000.

## More on the Bread Question.

A letter has been received from H. P. Whipple, of Belding, complaining of the incompleteness of my figures as to the expense of bread making. I gave merely the chief items of expense, presenting the whole matter in the simplest manner possible. Mr. Whipple wishes me to give "the entire expense of bread making, including flour, lard, butter and sugar." As to flour, it costs the bakers from \$3.70 to \$4.25 per barrel; a barrel of flour makes about 300 loaves of bread. Any one can figure out for himself how much the flour in a single loaf is worth. As to butter, lard, and sugar, however, no separate account is kept of the amount of these ingredients used in the bread, as much more of each of them is used in other products of the bakery than in bread. Mr. Whipple says that "\$50 worth of milk should make 20,000 loaves of bread; at 6 cents per loaf this would be \$1,200 for the week." I do not know how much milk Mr. Whipple would use in bread if he were making it, but I think he will readily see that the amount of bread a certain quantity of milk will make will depend upon how much is put into the bread. He must either use all milk, or all water, or part water and part milk; the more water used, the smaller the milk bill will be. The bakers mentioned in my former article make all the way from 1,200 to 1,800 loaves of bread a night, using from 4 to 6 barrels of flour. It takes considerable milk, or water, as the case may be, to moisten such a quantity of flour—more, perhaps, than Mr. Whipple and a good many others imagine. Then, too, the grade of flour used by bakers "takes" more moisture than that ordinarily used. Mr. Whipple's criticism was a perfectly legitimate one.

DANIEL ABBOTT.

## Lower Prices on Lard.

The quotations of lard in the advertisement of the Musselman Grocer Co. on the third cover page, should read as follows:

Butcher's, 80 pound tubs, 9½c.

Butcher's tierces, 9½c.

Choice pure, 8½c.

These brands are meeting with a large sale, due to their intrinsic merit and the effective advertising being done in their behalf.

Tolman's syrups are desirable. "Catch on." Phone J. P. Visner, Bridge St. House.

## SEEDS!

Everything in seeds is kept by us—

Clover, Timothy,

Hungarian, Millet,

Red Top, Blue Grass,

Seed Corn, Rye,

Barley, Peas,

Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you. We are headquarters for egg cases and egg case fillers.

W. T. LAMOREAUX CO., 128, 130, 132, W. Bridge St., GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Wm. VanHemmen has sold his grocery stock at 310 West Leonard to Folgersma & Dekker.

The Musselman Grocer Co. recently furnished a grocery stock for A. Alvin, the Manton general dealer.

C. Fisher has removed his grocery stock from 433 East street to the corner of East and Sherman streets.

A. De Vos has re-opened a grocery store at 176 Baxter street. The Musselman Grocer Co. furnished the stock.

Samuel Adams, dealer in crockery and glassware at Bellaire, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

W. I. Pitcher, formerly engaged in the confectionery business at 73½ Pearl street, has re-engaged in the same business at 117 West Bridge street.

F. M. Wood, local representative for E. E. Alden, the Lake Odessa butter and egg dealer, has changed his location from 25 Fountain street to 76 Island street.

B. I. Kent will shortly open a grocery store at 692 Cherry street, the former location of Cole & Chapel. The Musselman Grocer Co. has the order for the stock.

M. J. Dykstra has sold her hardware stock at 64 West Leonard street to A. VanBree, well known through his former connection with the Widdicomb Furniture Co.

J. Leff has moved his grocery stock from 346 Fourth street to 161 Turner street, corner of Fifth street. The change enables him to enlarge his stock and increase his line of customers.

Gilbert T. Haan has purchased the interest of Albert Stonehouse in the firm of G. T. Haan & Co., druggists at 130 Canal street, and will continue the business under the style of G. T. Haan.

H. Schultz, who has conducted a grocery at 9 Grandville avenue for the past three years, has sold his stock to Henry K. Lanning, formerly engaged in general trade at Gitchel, who will continue the business at the same location.

Marshall Moore, formerly engaged in general trade at Lamont, has purchased the remnants of the Walling stock and the Walling store building, at that place, and re-engaged in trade there. The Olney & Judson Grocer Co. has the order for a new grocery stock.

A movement is on foot among many of the stockholders of the Grand Rapids Loan, Building and Homestead Association, which is winding up its affairs this month, to organize a new association on practically the same lines as the old organization—a single series association in which all the stockholders go in at one time and are retired at one payment. Such an organization avoids the detail incident to associations with several series and precludes criticism on the ground that discrimination is exercised between the members of different series.

The Drug Market.

Gum opium is a little easier. Powdered opium is unchanged. Morphine is steady. Gum camphor has declined. Corriander seed is scarce and higher. Sugar of milk has declined.

The Grocery Market.

Sugar—The market is strong and steady and an advance is likely to come at any time. The Senate schedule is said to be unsatisfactory to the refiners, one of whom has declined to fill further orders at present.

Pork—Barreled has dropped 50c and will, in all probability, go still lower. Fresh pork is also down ½ to 1c per lb.

Beef—There is no change except in extra mess (barreled), which is up 50c.

Oranges—The Florida growers report their groves well cleaned up. It was estimated that there were only a half million boxes in the entire producing district on March 1, and four-fifths of these were of the large and undesirable sizes, and even these are now held at \$1.40@ \$1.65 f. o. b. Florida. Anyone can see from this that Grand Rapids quotations are just high enough to cover cost, allowing hardly anything for possible arrivals in bad order. California oranges are finding their way to interior towns quite rapidly, owing to the fact of their being offered below Floridas. They are improving in quality every day, and being absolutely sound, the dealer takes but little risk in buying. A car of Catania fruit in full boxes and flats, or half boxes, will be offered the last of this week. Prices will be about \$2 for flats and \$3.50 for full boxes.

Lemons—The local market is steady at last week's quotations, although there was a sharp advance Friday at the New York sales. The weather is favorable to earload shipments and doubtless many wholesalers will avail themselves of the opportunity to stock up with low priced fruit.

Bananas—The pleasant weather of the past week has awakened a lively interest in the banana market and outside dealers have been sending in their orders freely, which for the most part, have had to be turned down by local shippers up to Friday, when two cars came to our market from which back orders were filled as far as possible. Arrivals will be limited until April 1, however, as more or less cold weather may be expected, and as long as there is considerable risk of freezing while in transit wholesale dealers will go slow.

The Wool Market.

It may fairly be assumed that manufacturers have received the bulk of their orders, although there will be continuous ordering on a small scale. If that be a fact, then orders will not reach more than 25 per cent. of usual business. It is certain that manufacturers will not run when their orders are completed, and unless stocks are unusually heavy clothiers may expect to come out short. The bulk of the demand is, so far, on all-wool lines, perhaps because the great reduction in the price of wool has made all-wool goods "dirt cheap." The market is in a waiting attitude—the uncertainty regarding the outcome of the tariff debate being the chief cause of delay. Though wool seems to have reached a free trade basis, wages have not, and they are the chief item of expense in wool goods manufacturing, as in many other lines.

Reports from Boston indicate slight falling off in sales for the week as compared with the previous week, the total for the week being slightly in excess of 1,500,000 pounds. The finer lines have been almost uncalled for, the demand

being on fine and fine medium territory, coarse and low braid combing, ¼ blood and unwashed combing, and unwashed and unmerchanted. There has been no speculative buying, but merely for orders.

New York reports business unusually dull, a condition not altogether unexpected and occasioning little surprise. Pulled wools have been asked for frequently, but prices are unchanged. Sales for the week were less than a million pounds. The situation has perceptibly improved in this market, and from now considerably more business will be done than has been done for months.

Philadelphia reports increased activity although some lines which have been held firm for months show signs of giving way. Sales for the week foot up to 1,228,300 pounds.

It is not expected that there will be any great improvement in the wool market for months, possibly not at all. If the duty is taken off wool and woolen goods (and even that may be done by Congress) it means the death of the woolen industry of the country. This is not an assertion made for political effect, for the tariff has ceased to be a party question. It is a certainty, because American manufacturers cannot compete with the European manufacturers. If in this connection free trade means cheaper clothing, an assertion that lacks confirmation, it means also lower wages for workmen. Already has the tariff discussion in the House and the threatened danger of free wool completely demoralized the woolen industry, curtailed business fully 75 per cent, and thrown thousands of operatives out of employment. The actual enactment of a free wool schedule will destroy the industry altogether.

Purely Personal.

H. B. Rice—better known as "Bert"—who has served the Ball-Barnhart-Putman Co. as shipping clerk for the past three years, succeeds to the position of house salesman rendered vacant by the resignation of Geo. T. Williams. The vacancy thus made in the shipping department will be filled by Chas. Zylstra.

Geo. T. Williams, who has been identified with the Ball-Barnhart-Putman Co. for the past nine years in the capacities of shipping clerk and house salesman, severed his connection with that institution Saturday night and will take an extended trip through the Pacific Slope, with a view to locating there if the proper opportunity presents itself.

The Dry Goods Market.

Bleached and brown cottons are still low in price and large sales are made on them at present prices.

Spring dress goods are moving at prices ranging from 10½@40c.

Indigo and shirting prints are sold way ahead of the mills, a large trade being done on the goods at the low price of 4½ and 3¾c.

From Out of Town.

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

- Alex. Denton, Howard City.
- J. W. Milliken, Traverse City.
- Geo. E. Marvin, Clarksville.
- Elk Rapids Iron Co., Elk Rapids.
- B. Burlington, Bradley.
- Geo. W. McKee, Alto.
- Thos. E. Shafer, Centerville.
- S. A. Watt, Saranac.

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.

WANTED—TO BUY FOR SPOT CASH, OR unincumbered real estate, all kinds of merchandise. Address the Manistee Mercantile Co., Manistee, Mich. 581

OUR BUSINESS IS TO BRING BUYER AND seller together. Your business is to write us if you want to buy, sell or exchange. Mutual Business Exchange, Bay City, Mich. 582

CLERK WANTED—ONE WHO CAN SPEAK German and has had some experience in handling dry goods. Permanent position for the right man. Address S. Mandlin & Co., Bridgman, Mich. 583

FOR SALE—A NICE BUSINESS—ICE CREAM confectionery and fruit store—the finest in the city and best location. Tools for manufacturing candy and cream in connection. Will in voice about \$1,300. Terms cash. Address No. 584, care Michigan Tradesman. 584

FOR SALE CHEAP—ONE RAPID SERVICE store railway cash system of three tracks. Address A. V. Young & Bro., Woodville, Mich. 580

WANTED—PURCHASER FOR A TWO-story frame store building at Mill Creek, a lively suburb of Grand Rapids. Will sell cheap or exchange for farm or timber lands in Oceana or Macon counties. M. A. Mosher, Mill Creek, Mich. 585

FOR SALE—MY STOCK OF TEA, COFFEE and groceries and lease of store. Old established business. No trade. Good opening for right man. 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

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

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

A CLEAN STOCK OF GROCERIES FOR Sale; good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 820

SITUATIONS WANTED.

WANTED—SITUATION AS MANAGER OR clerk in general store. Have had twelve years' experience in general trade. Competent accountant. Can furnish references from jobbers and retail dealers. Address W. F. Willemin, Caledonia, Mich. 579

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—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

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 & Co.,

20-22 No. Division St.,

GRAND RAPIDS, MICH.

REPRESENTATIVE RETAILERS.

Daniel Vieregger, The Clancy Street Grocer.

Daniel Vieregger, of D. Vieregger & Sons, was born in the town of DeRuyster, Province of Zeeland, Holland, 43 years ago. Three years after this interesting and important event in his history the family emigrated to the United States, coming direct to Grand Rapids. When old enough Daniel was sent to school. His scholastic career was terminated when he was 13 years old, however, and he went to work in a stove mill, where he remained some three or four years. While running the engine in the mill he managed to learn wood-turning, putting in his spare moments at the lathe when the regular turner was absent—stealing the trade, so to speak. This trade he followed for about thirteen years, ten years of which period was passed with the Widdicombe Furniture Co., and the remainder of the time in the Oriel factory. He spent one year on the police force, but being "one of the finest" did not satisfy his ambition, so he resigned, purchased a team and wagon and began buying butter and eggs from farmers. He prospered in this undertaking and about three years ago opened a grocery store at 157 Clancy street. By the exercise of diligence, economy and honesty, he has built up a good business, some of the credit for which must be given to his two sons, Martin C. and James W., the former assisting his father in the store and the latter taking his father's place "on the road," purchasing butter, eggs and produce.

Mr. Vieregger is a member of the K. O. T. M., and also of the Grand Rapids Retail Grocers' Association, of which he is the present President. He was married in 1870 to Miss Mary Klink, and is the proud father of four children, two girls and two boys.

What She Wanted.

A certain floorwalker in one of the large dry goods establishments in this city is noted for his severity to those under him in business. One day he approached a junior assistant from whose counter a lady had just left.

"You let that lady go out without her making a purchase?" he asked severely.

"Yes, sir—I—"

"And she was at your counter fully ten minutes?"

"Doubtless, but then you see—"

"Exactly, I saw that, in spite of all the questions she put to you, you rarely answered her, and never attempted to get what she wanted."

"Well, but—"

"You need not make any excuse. I shall report you for carelessness."

"Well, I hadn't what she wanted."

"What was that?"

"One dollar and fifty cents! She's a book canvasser, getting subscribers to the 'Life of Pope Leo.'"

The floorwalker retired crestfallen, amid the audible titters of all the assistants in the department, who greatly enjoyed his discomfiture.

A Terrible Twist.

A story is told of two Irishmen who were caught asleep one night in the loft of a burning building. One of them hastily drew on his trousers and jumped from the window. In his fright and hurry he had unconsciously pulled on the garment wrong side foremost, with an effect which, when he recovered his equilibrium after the jump, excited his profound consternation.

"Pat! Pat!" called out his companion, still in the loft, "air ye kilt entirely?" "No, Moik," replied Pat in hopeless tones, "its not kilt Oi am, me bye, but Oi fear me Oi'm fatally twistid."

Dry Goods Price Current.

Table with multiple columns listing various goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, COBRET JEANS, PRINTS, SLEEVES, HATS, and TICKINGS, along with their respective prices.

Table listing various goods under categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON WINES, and PLAID OSNABURGS, along with their respective prices.



CUSHMAN'S Menthol Inhaler CURES Catarrh, Hay Fever, Headache, Neuralgia, Colds, Sore Throat. The first inhalations stop sneezing, snuffing coughing and headache. This relief is worth the price of an Inhaler. Prevents and cures Sea Sickness On cars or boat.

ELECTROTYPES Tradesman Company, GRAND RAPIDS.

EATON, LYON & CO., NEW STYLES OF

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

Your Bank Account Solicited. Kent County Savings Bank, GRAND RAPIDS, MICH.

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

ATLAS SOAP MANUFACTURED ONLY BY

HENRY PASSOLY, 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.





# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE  
Best Interests of Business Men.

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

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, MARCH 14, 1894.

## THE NEW SUGAR SCHEDULE.

The Senate sugar schedule, as decided upon by the sub-committee of the Finance Committee, provides for a duty on sugars not above 80 degrees test, as shown by the polariscope, of 1 cent per pound; on sugars above 80, but not above 90, degrees test, an additional duty of 1-100 of a cent for every degree or fraction of a degree of test; on sugar above 90, and not above 96, 2-100 of a cent additional for each degree of test, and sugar above 96 test, a duty of 1 4-10 cents per pound.

This schedule places a duty of 1 cent and 22-100 of a cent per pound on 96 test sugar, which is the average grade of dry centrifugal sugars. Grades above this degree of test, which includes refined sugars, will pay a duty of 1 4-10 cents per pound, so that the Senate Committee allow an additional protection on refined sugar of eighteen hundredths, which, when allowance is made for loss in refining, is equivalent to 1-8 of a cent per pound.

The domestic producers are, therefore, accorded a tariff protection of very nearly 1 1-4 cents per pounds on 96 test sugars, with a diminishing protection down to 1 cent on lower grades, while the refiners of the country are allowed an additional protection of 1-8 of a cent per pound, as compared to 1-2 cent under the McKinley bill.

The tariff bill prepared by the Senate Committee has yet to run the gauntlet of a long debate in the Senate, and thereafter reference back to the House should it pass the upper body. There are interests which will do all that is possible to either prevent a sugar duty or cut down that fixed by the Senate Committee.

## THE ANTI-OPTION BILL.

The Agricultural Committee of the House of Representatives has commenced to grant hearings to persons interested in the Hatch anti-option bill, and already several prominent representatives of the commercial bodies of the country have been before the committee. These hearings will probably not alter the very evident determination of the Committee

to push the passage of the bill, but the facts brought out will force the Committee into the position of acting with a full knowledge of the serious menace to the business interests of the country which the passage of such a bill will occasion.

The main argument advanced by the advocates of the bill is that the farmers of the country demand its passage. It is clear from this that it is to be passed solely in the interests of the agriculturists, and is, therefore, strictly class legislation. This fact, as well as the other unconstitutional features of the bill, its promoters clearly recognize, as they are seeking to make it appear as much as possible in the light of a revenue measure, and not a prohibitive act.

The power which the passage of the Hatch bill will put in the hands of foreign markets is clearly exemplified in the case of sugar. London is the great speculative market for sugar, and, as a result, that city, although in no sense a center of sugar production, dictates the sugar prices of the world. Liverpool would be placed in identically the same position with respect to cotton should the Hatch bill become a law, and our cotton producers would be completely at the mercy of the operators of Liverpool, whose interests, lying entirely with consumers of cotton, would seek to purchase the American crop as cheaply as possible.

## DEFICIENT IN SHIPS.

THE TRADESMAN has already pointed out the fact that in spite of the number of new ships recently added to the navy list, the Navy Department is still deficient in the number of available vessels. This is being exemplified just now by the difficulty experienced in securing a sufficient fleet to properly patrol the Behring Sea during the fishing season, now but a couple of months off.

At the moment the only available ship is the *Yorktown*, and it is understood that the *Bennington* has been taken from the European station for use in the Behring Sea. The sending of these two ships makes it necessary to strip other stations where ships are needed. Moreover, two vessels are not sufficient to properly patrol the fishing grounds if it is proposed to properly protect the seals.

Owing to the complications in South America it is impossible to withdraw any of the ships on that station. The loss of the *Kearsarge* has greatly weakened the North Atlantic squadron, and the *Chicago* is now the only vessel left on the European station. In the Pacific there is an equal absence of ships, so that the Navy Department is seriously embarrassed to provide the vessels actually needed to meet pressing emergencies.

Congress would do well to keep these facts in mind when making appropriations for the Navy Department this year. It would be wretched economy to stop the addition of new ships to the fleet in the existing condition of international affairs.

An exchange notes the fact that cheese was a prominent feature on the bill of fare at a recent dinner of the New York Vegetarian Society and facetiously enquires, "What sort of a vegetable is cheese, anyway?" Cheese comes, indirectly, from grass and wears a vegetable mold as soon as it is old enough.

## A Startling Revelation in the Business of Bread-Making.

Written for THE TRADESMAN.

The dear people who have been buying bread made by the bakers of Grand Rapids, under the impression that flour is its principal ingredient, will lose confidence in their mental equipoise when they learn that such is not the case. This may have a nonsensical ring, but it is the ring of Daniel Abbott, who recently went out among the city's bake shops, armed with authority to examine books and papers, and learn, if possible, why it is that the price of bread remains the same with wheat at 50 cents a bushel, as it was when wheat was worth \$1 a bushel. He examined white-aproned witnesses, worming the secrets of their profession out of them; inspected their private books of account; scrutinized their expense bills; looked into their ovens; weighed and carefully analyzed their loaves, drawing comparisons between them and the loaves our wives, mothers and sisters make, stigmatizing the latter, at first, as "stuff," but, being threatened in his own domicile with an application of "mop-stick" if he did not recant, dropped the offensive epithet and now uses the term "home-made bread" instead. The report of this exhaustive research into the mysteries of the baker's art was published in THE TRADESMAN of February 28, and so fearful was he that the astonishing revelation contained therein would seriously strain the credulity of his readers, that he assures them that he endeavors to post himself concerning any subject upon which he writes. He would have you understand, right from the start, that he is "posted," and yet he tells you that he objects to having his "knowledge" measured by my "ignorance." This is a dead give away and shows that his knowledge, after all, is only a small matter. It takes a large-sized measure to hold my ignorance, and Mr. Abbott is afraid to dump his knowledge into the measure, because he knows it wouldn't cover the bottom. I am afraid this acknowledgment on Mr. Abbott's part will seriously impair the value of his statements.

If I were to ask any child in Grand Rapids to tell me what bread is made of, the answer would invariably be, "flour." Poor child! He has been taught this at home and in our schools, and his parents and teachers are alone to blame. He reads in his school books that flour is the principal ingredient in bread—bread in Grand Rapids, as well as in Canada—and it has been demonstrated to be a fact by frequent object lessons in his mother's kitchen; and as soon as he arrives at "the rule of three," in arithmetic, and his "common sense" begins to show signs of sprouting, he discovers that the intrinsic value of a thing is proportionate to the cost of the ingredients entering into its composition; and if the ingredients fluctuate in cost, then no just ratio of values can be maintained between the thing and the ingredients of which it is composed, unless the thing itself fluctuates correspondingly. But some people after they mature, seem to forget what little they may have learned at school, and Mr. Abbott is one of them. It is amazing how a man of Mr. Abbott's age and experience could so far forget himself as to put into print, over his own name and in the columns of a journal read, not by romantic school girls, but by experienced, matter-of-fact busi-

ness men, bread does not and should not fluctuate with the price of wheat because flour is not its principal ingredient. I say it is ness men, the statement that good perfectly amazing how any man could live among civilized people as many years as Mr. Abbott evidently has without having learned what bread was principally made of. If he had told us that flour is not the principal item of expense in the manufacture of bread in Grand Rapids where labor, rents, etc., are high, it would have been more pardonable; but to assert that flour is not the principal ingredient in good bread, and that bread that fluctuates with the price of wheat is cheap bread, is just a little too ridiculous to be excusable.

If Mr. Abbott had lived a little while in some Canadian city—like Toronto, for instance—and got used to the taste of baker's bread and posted himself on bakers' wages, before he came to Grand Rapids, he never would have stated, in substance, that Canadian bread was "cheaper," in the sense of being poorer; or that the wages received by Canadian bakers were only half what they are in Grand Rapids. Mr. Abbott has labored hard to disprove my statement that bread sells, or did sell, at 8 cents a loaf. After making an examination and finding that such was the case, he discovers a hole and jumps through it by asserting that the grocers—because they receive the usual commission for selling, thereby adding, by so much, to the cost to the consumer—are directly responsible for the 8 cent price. This is a dodge. What cares the consumer as to what proportion of the 8 cents the baker pays the grocer for selling? The consumer buys his bread of his grocer and the price charged by the grocer is the cost of bread to him, and when it costs 8 cents for a 22 ounce loaf on a 50 cent wheat basis it costs too much. This is all I claimed in the start, and Mr. Abbott has failed to show that the price is not too high. He need not "repeat once more" that bakers do not receive 8 cents a loaf for their bread, for every sane person knows that the grocers do not serve for nothing when acting as the bakers' selling agents. The grocers are entitled to their margins on the handling of bread, but when the consumer pays 8 cents it is too much. He has nothing to do with the baker's rents, fuel, light, labor, or the arrangements he may make with his selling agents, the grocers, but when he is compelled to pay as much for a loaf of bread as he did when wheat was worth double what it now is, he knows that it is unjust and unreasonable. Mr. Abbott would have his readers believe that the 4 cent pound Canada loaves I referred to in my last article were delivered direct to the consumer, thereby saying the grocer's profit. This is absolutely false, as are some of his other statements, and shows that Mr. Abbott does not "post himself" on subjects on which he attempts to write. These Canada loaves are sold by the grocers just as Grand Rapids bread is sold by the grocers of that city. The commission or profit may be less, but the grocer sells it, and the consumer receives it, for 4 cents, as stated by me.

Mr. Abbott says, "I think enough has been said, etc." He is quite right. Enough has been said, but he must remember that I am entitled to the last word. If he so dearly loves controversy, I would advise him to preserve his com-

bativeness for the discussion of some subject which would be of more importance to the readers of the TRADESMAN. I have nothing further to say on the bread question. E. A. OWEN.

**Fifty-Two out of Seventy-Four.**

At the regular examination session of the Michigan State Board of Pharmacy, held in this city last week, seventy-four applicants for registration presented themselves for examination. Of this number twelve were granted certificates as registered pharmacists, forty were granted certificates as assistant pharmacists and twenty-two utterly failed. The record is not considered a good one and the outcome was a source of much annoyance and regret to the members of the Board.

The following were passed as registered pharmacists:

- Allgeo, H. DeV., Bradley,
- Ball, J., Nashville,
- Bradshaw, C. E., Yale,
- Burch, Florence, Adair,
- DePree P. J., Grand Rapids,
- Jones, L. E., Grand Rapids,
- Johnson, Robt., Grand Rapids,
- Menold, G. J., Luther,
- Moore, E. L., Melvin,
- McGregor, J. C., Ann Arbor,
- Scott, J. H., Carland,
- Wiese, F. W., Saginaw.

The following were granted certificates as assistant pharmacists:

- Anderson, C. J., Manistee,
- Bates, L. D., Burnside,
- Bearrs, B. T., Carsonville,
- Bechtel, Collin, Wayland,
- Burrows, R. J., St. Ignace,
- Cowing, Caleb, Henrietta,
- Cudlip, S., Marquette,
- Dickerson, A. W., Conklin,
- Fisk, B. C., Edwardsburg,
- Fletcher, E. J., Grand Rapids,
- Foster C. E., Webberville,
- French, R. C., Dimondale,
- Fuller, A. E., Richmond,
- Gardner, G. G., North Star,
- Goodfellow, Robt., Clio,
- Green, F. J., Manistee,
- Greening, M. D., Quincy,
- Henderson, R. C., Millington,
- Hills, M. J., Grand Rapids,
- Howson, J. A., Saginaw,
- Hull, H. P., Muskegon,
- LeFever, W. E., Muskegon,
- Loveland, L. O., Charlotte,
- Minthorn, W. B., Oseoda,
- Mitchell, D. W., Harrisville,
- Moody, W. C., Shelby,
- Moss, LeR. H., Whitehall,
- Nivison, E. S., Mendon,
- Ormsby, E. E., Clio,
- Osterle, W. F., Grand Rapids,
- Otto, G. W., Lakeview,
- Packard, H. D., Flushing,
- Smith, J. W., Benton Harbor,
- Swartout, S., Marshall,
- Tietz, C. J., Saginaw,
- Warner, F. C., West Bay City,
- Butzbach, E. F., Benton Harbor,
- Bruce, Jesse H., Evart,
- Deisler, A., Jr., Saginaw,
- Failing, F. S., Grand Rapids.

The next meeting of the Board will be held at Star Island, June 25 and 26. The examination will be based on the Pharmacopoeia of 1890. All applicants intending to take the examination should file their applications with the Secretary a week before the examination.

**Grand Rapids Retail Grocers' Association.**

The regular fortnightly meeting of the Grand Rapids Retail Grocers' Association was held in Protective Brotherhood hall Monday evening, March 5, President Daniel Vieregger presiding.

A. Brink, from the Committee on Oil, reported that Manager Bonnell, of the Standard Oil Co., told him that the Standard people had not sold oil for 2, 3, or 4 cents per gallon at Zeeland. He had not had time to look the matter up thoroughly, and, as Mr. Bonnell's time was limited, he had not much of a report to

make. Mr. Bonnell promised to make a full explanation, however, at the earliest opportunity.

Peter Schuit, from the Committee on Crackers, reported that Mr. Christensen had informed him that first-class crackers could not be made so as to wholesale for less than 5½ cents per pound. A factory in Lansing was selling a cracker for 4 cents and Grand Rapids factories could make us cheap goods if the trade desired it.

Henry Vinkemulder, from the Committee on Bread, said the bakers wanted the matter of a reduction in the wholesale price of bread left in abeyance for a time. They were endeavoring to arrange the matter among themselves, and, as soon as possible, would inform the grocers of the result.

The Secretary read a report on the peddling question, which fully corroborated the statement made by Mr. Herrick at the previous meeting, that half a dozen peddlers were selling from one wagon under one license. As the substance of the report was embodied in an article which appeared in a recent issue of THE TRADESMAN, it is unnecessary to reproduce it here.

Under the head of new business, Mr. Elliott moved that a committee of two grocers from each ward be appointed to interview aldermanic candidates and ascertain their position on the peddling and other questions vital to the interests of grocers. The motion prevailed and the President will appoint the committee and notify the appointees.

Mr. McInnes was absent, and so the Association heard nothing regarding his scheme for putting an end to scheme baking powder and tea.

At this point the Committee on Refreshments presented their report, which, after adjournment, was promptly adopted, heartily discussed, and, it is to be hoped, properly digested, by all present.

President Vieregger announces the following ward committees for the purpose above set forth:

- First—A. Brink, A. Stryker.
- Second—A. J. Elliot, E. J. Herrick.
- Third—A. Buys, H. M. Liesveid.
- Fourth—J. J. Wagner, John H. Goss.
- Fifth—H. A. Olney, Frank Englewood.
- Sixth—M. A. Tuinstra, Peter Seven.
- Seventh—A. Vidro, B. Van Anrooy.
- Eighth—J. Geo. Lehman, Edward C. Jenkins.
- Ninth—A. Stratton, Homer Klap.
- Tenth—E. J. Carrel, Aug. Bartholomew.
- Eleventh—Geo. H. Cobb.
- Twelfth—B. S. Harris, Phil. Graham.

**Hides, Pelts and Furs.**

Hides—The market shows no improvement. Buying is of the hand to mouth order, on account of poor business. Prices are merely nominal.

Pelts—Are bought for the wool, and cheap wool means cheap pelts, and they cannot improve until wool does. When will wool improve? Echo answers, "When!"

Furs—The London sales are on and nothing definite can be known as to the market until the report from the sales is received.

Tallow—The market has weakened, on account of receipts from South America. Supply is short, however, which is ominous for lower prices. Prices are unchanged.

**Good Words Unsolicited.**

Stinton & Linton, general dealers, Kingsley: "We cannot get along without your paper."

J. W. Balcom, general dealer, Tawas City: "I have now taken THE TRADESMAN about three years and have become so attached to it and the solid business points and suggestions contained in its pages that I feel I can scarcely do business without it. I also fully appreciate your efforts in making so valuable a journal."

Wm. Hogg, general dealer, Nessen City: "Your paper is very highly prized by your humble servant."

Merton E. Town, general dealer, Crystal: "The business pointers it contains are too valuable to one in trade to lose a single number."

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TIMOTHY F. MOSELEY.

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**CLOVER, TIMOTHY and all kinds of FIELD SEEDS.**

We will receive this week a fresh car each of **FLORIDA and CALIFORNIA ORANGES.**

Your orders solicited and filled market value day of shipment.  
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The Largest Assortment of Ribbons and Trimmings in the State.

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**Acme Hand Potato Planter**

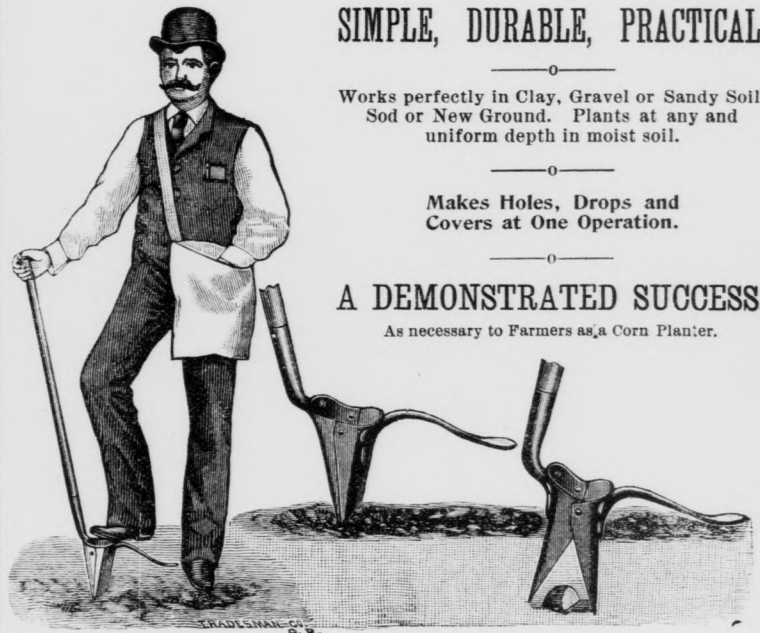
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Makes Holes, Drops and Covers at One Operation.

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## 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. Schroeder.

### THE TRAINING OF THE SHOP.

Professor Oscar Oldberg has contributed to the columns of the *Apothecary* quite a lengthy paper on "Compulsory Pharmaceutical Education in America." The arguments seem to be chiefly directed against the possibility of an adequate pharmaceutical education being attainable in the shops; ergo, the curriculum of the college is the means by which a thoroughly practical knowledge of the art may be secured. This is a view from one standpoint only. Five of the leading teaching institutions of the country have been in existence by average forty-seven years, and now we are told that there are comparatively no educated pharmacists in the shops competent to instruct apprentices. Is this to be accepted as the result of forty-seven years of systematic collegiate instruction? If so, it is not a flattering testimony, certainly, to the efficiency of that system.

By common assent among pharmacists no single cause has tended more to lower the status of pharmacy in a scientific aspect than the inseparable business rivalry of the colleges. Beyond the number actually needed and already established to meet the gradual growth and demand of the time, these institutions became enterprises with solely pecuniary interests, and these interests became paramount to every other consideration. Then it was that the true sentiment in regard to pharmaceutical education found expression in a resolution passed by the American Pharmaceutical Association in 1871 declaring "That colleges of pharmacy should be controlled by pharmacists," and that "a practical experience" in the shop should be a *sine qua non* among the requirements for graduation. The forcible truth of these assertions yet remains, and it has been repeatedly emphasized by demanding that this term of "practical experience" shall not be less than four years. Colleges of pharmacy had begun to multiply as business ventures because pharmacy was growing and the country was extending.

One notable institution, in order to secure a share of the patronage of the older schools, declared its purpose to open a short cut into the realm of pharmaceutical practice and science, and professed to make better qualified pharmacists under its newer methods of instruction than the tutelage of the shop and the then existing institutions could possibly supply. This was a tempting offer to the novice, but it received the severe disapproval of the prominent representatives of the pharmaceutical profession. In addition to this profusion of promise it was even claimed that under its thorough methods it was not deemed an essential requirement that the student, either before or during his term of tu-

tion, should even see the interior of a drug store! This plan substituted a limited term of months of necessarily disjointed theoretical instruction, and of practice, for a four years' service of continuous exercise in the manipulations of an art which the limits of an average life, with uninterrupted labor and study, cannot compass! As reasonably might it be expected that an artisan could acquire a knowledge of his trade by studying models of tools and simply inspecting the material of which he should construct his work. Need it cause surprise, then, to reflect that at that time, and subsequently, the majority of the states sought the enactment of pharmacy laws, and created boards of pharmacy to protect the trade against the tide of incompetency which was pouring into every accessible quarter?

To the earnest seeking student, then, no better illustration of the invaluable resources of shop-training for acquiring an intimate knowledge of the practice and of the science can be presented than is found in the histories of Scheele in the old world and of Procter in the new.

WM. B. THOMPSON.

### Sensible Suggestions for Salesmen.

Rich people are really the only ones who can afford to wear shabby or seedy clothes, and even they are not greatly addicted to the pursuit of happiness in this way. A salesman who is always neatly and well dressed will have more self-respect, and command more respect from others. The advice of old Polonius has been in print before, but belongs to the "eternal verities" generally, and to salesmen particularly. "Costly thy habit as thy purse will admit. Neat—not gaudy—for the apparel oft proclaims the man."

Some people of more or less authority in the world hold that alcohol, discreetly used, is the true "elixir of life," that as milk is the "nourishing wine of childhood," so wine is the "supporting milk of age;" and that statistics prove that the use of alcoholic beverages, instead of being a conspiracy against old age, is conducive to health and length of life. Others, of equal authority, condemn their use in any quantity, as unnecessary dangers to health, to morals and to usefulness and pronounce alcohol in all respects the great enemy of mankind. We have no occasion to discuss the question here, except in so far as it bears on the health, character and success of a salesman.

Selling ability generally implies the possession of lively temperament, quick sensibilities and social qualities. Drinking habits are more insidious and less easily shaken off by such persons than by those who are naturally colder and more phlegmatic. King Alcohol, like the devil, loves a "shining mark," and how many generous, royal-hearted, brilliant and promising salesmen has he not gathered in, all the way from Cape Cod to the Golden Gate? How many have escaped his clutches who have been selected, in times past, by great manufacturing institutions and kept "on tap," so to speak, to show the sights to country customers and help them to scatter a little "paint" around the town.

Perhaps there is no class of men more tempted towards convivial habits than traveling men. For example, two men enter into closer friendly relations over a social glass, and custom, courtesy or policy often make it more expedient that

the salesman should offer or accept such hospitality. His duties are arduous and exacting. He knows that he must work all day and travel all night. He gets tired, and a "bracer" is tempting. He is a stranger and the evening home lights in the windows aggravate his sense of loneliness. He is a social being, and he wants, not to read or go to bed, but companionship and relaxation. What wonder, then, that billiards or "draw" with a merry party look attractive! But they are apt to induce late hours, sundry drinks and a "hair of the same blamed old dog" in the morning.

The great majority of traveling men now on the road are, however, as correct in their habits as under home influences. They borrow no strength from alcoholic stimulants. They fight shy of everything that is "loose." They keep their heads level and, as a rule, succeed better and last longer. Most people are so constituted that it is easier for them to abstain totally than to be temperate, in a measure, with alcoholic stimulants. One drink is too much and two are not enough. A "nip" now and then easily becomes a habit which leads to an appetite which grows by what it feeds upon, and becomes apparent with other vices. "To drink, or not to drink,"—that is the question, and each must decide it for himself.

### Opium Speculation.

From the New York Shipping List.

New York is making the price for opium all over the world; the attention of the trade in Smyrna, London and other places is directed to this city because here is the spot where the gigantic speculative movement started and where it is still in progress. The names of New York buyers in Smyrna are made public by underhand means and cabled to London, thus demonstrating the importance of operations from this center. The proposed tariff duty, of course, was the signal for beginning the campaign, and if the proposition passes Congress, a good harvest will be reaped by the three leading speculative operators in this vicinity; but, if the duty question proves to be a delusion and a snare, the downfall may be quite heavy.

The recent advance in the price of opium was also assisted by reports of light and damaged crops. Correspondents writing from Smyrna now claim that the crops are in good condition, and that an abundant harvest is expected in all districts. Conflicting statements are to be expected under such unusual speculative circumstances, and it may be two months before the actual truth is known.

Northrop, Robertson & Carrier, the Lansing baking powder and grocers' sundries house, keep five men on the road, three in Michigan—W. T. Barnard, A. B. Casterlin and J. C. Porter—and two in Kentucky—J. R. Harrington and Phil B. Thompson—who represent the Louisville branch.

# BALD HEADS

NO CURE, NO MUSTACHE.  
NO PAY, 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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Table of wholesale prices for various goods including ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOENIA, GUMMI, MAGNESIA, and OLEUM.

Table of wholesale prices for various goods including Morphia, S. P. & W., C. Co., Moschus Canton, Myristica, Nix Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Picls Liq, N.C., Pix Burgun, Pli Hydrarg, Piper Nigra, Piper Alba, Plumbl Acet, Pulvis Ipecae et ophi, Pyrethrum, Quina, S. P. & W., Rubia Tinctorum, Saccharum Lactis, Salicin, Sanguis Draconis, Sapo, and Zinc Sulph.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich. OFFER FOR IMMEDIATE OR FUTURE DELIVERY, Quality and Price Guaranteed, POWEDRED WHITE HELLEBORE, INSECT POWDER, PARIS GREEN, LONDON PURPLE, POWDERED BLUE VITROL. Price is Lower now than it will be when the Demand Commences. HAZELTINE & PERKINS DRUG CO., 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> Aurora doz gross 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frayer's 75 9 00 Mica 65 7 50 Paragon 55 6 00 <b>BAKING POWDER.</b> Acme. 1/2 lb. cans, 3 doz. 45 1 lb. " 2 " 75 Bulk 10 Arctic. 1/2 lb. cans 6 doz case 55 1 lb. " 4 doz " 1 10 1 lb. " 2 doz " 2 00 5 lb. " 1 doz " 9 00 Cream Flake. 3 oz " 6 doz " 45 4 oz " 4 doz " 60 6 oz " 4 doz " 80 8 oz " 4 doz " 1 10 1 lb " 2 doz " 2 00 5 lb " 1 doz " 9 00 Red Star, 1/2 lb cans 75 1 lb " 1 40 Telfer's, 1/2 lb cans, doz 45 1 lb " " 85 Our Leader, 1/2 lb cans 45 1 lb cans 75 <b>BATH BRICK.</b> 2 dozen in case. 90 English 90 Bristol 70 Domestic 70 <b>BLUING.</b> Gross Arctic, 4 oz ovals. 3 60 " 8 oz 6 75 " pints, round 2 75 " No. 2, sifting box. 4 00 " No. 3, " 8 00 " No. 5, " 4 50 " 1 oz ball 3 60 Mexican Liquid, 4 oz. 6 80 " 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 1 00 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> Fish. Clams. Little Neck, 1 lb. 1 20 " 2 lb. 1 90 1 Clam Chowder. 2 25 Standard, 3 lb. 75 Cove Oysters. 1 45 Standard, 1 lb. 75 Lobsters. 1 45 Star, 1 lb. 2 45 " 2 lb. 3 50 Picnic, 1 lb. 3 00 " 2 lb. 3 30 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 Alaska, Red "alls 1 65 " pink 1 10 Kinney's, flats 1 95 Sardines. American 1/2 4 50 " 3/4 5 50 Imported 1/2 6 50 " 3/4 7 50 Mustard 1/2 15 00 Boneless 1/2 7 00 Trout. Brook 3 lb 2 50 Fruits. Apples. 3 lb. standard 1 10 York State, gallons 3 25 Hamburg,	Apricots. 1 40 Live oak. 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 30 Blackberries. 90 F. & W. Cherries. 1 00 Red. 1 25 Pitted Hamburg 1 75 White 1 50 Erie 1 30 Damsons, Egg Plums and Green Gages. 1 20 California. 1 40 Gooseberries. 1 25 Common Peaches. 1 25 Pie 90 Maxwell's 1 25 Shepherd's 1 60 California. 1 60 Monitor 1 75 Oxford. 1 25 Pears. Domestic 1 25 Riverside. 1 75 Pineapples. 1 00 Common 2 50 Johnson's sliced 2 75 " grated 2 50 Booth's sliced 2 75 " grated 2 75 Quinces. 1 10 Common Raspberries. 1 10 Red Black Hamburg 1 50 Erie black 1 30 Strawberries. 1 25 Lawrence 1 25 Hamburg 1 25 Erie 1 30 Terrapin 1 05 Whortleberries. 85 Blueberries. 85 Meats. Corned beef Libby's 1 35 Roast beef Armour's 1 80 Poisted ham, 1/4 lb. 1 40 " 1/2 lb. 85 " tongue, 1/4 lb. 85 " 1/2 lb. 85 " chicken, 1/4 lb. 95 Vegetables. Beans. Hamburg stringless 1 25 " French style 2 25 " Limas 1 35 Lima, green 1 25 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn. Hamburg 1 40 Livingston Eden 1 30 Parly 1 40 Honey Dew 1 40 Morning Glory 75 Soaked 75 Peas. Hamburg marrofat 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 marrofat 1 10 " early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms. 1 90 Pumpkin. 85 Erie 85 Hubbard 1 15 Squash. 1 15 Succotash. 1 40 Hamburg 85 Soaked 85 Honey Dew 1 50 Erie 1 35 Tomatoes. 1 10 Hancock 1 10 Excelsior 1 10 Eclipse 1 10 Hamburg 1 10 Gallon 2 50 <b>CHOCOLATE.</b> Baker's. 23 German Sweet 37 Premium 37 Breakfast Cocoa 43 <b>CHEESE.</b> Amboy 12 1/2 @ 13 Acme 12 1/2 @ 13 Lenawee 12 1/2 @ 13 Riverside 12 1/2 @ 13 Gold Medal 11 1/4 Skim 6 @ 10 Brick 11 Edam 1 00 Leiden 22 Limburger 2 15 Pineapple 2 25 Roquefort 2 25 Sap Sago 2 21 Schweitzer, imported 2 24 " domestic 2 14	<b>CATSUP.</b> Blue Label Brand. 2 75 Half pint, 25 bottles. 4 50 Pint 3 50 Quart 1 doz bottles 1 35 Triumph Brand. 4 50 Half pint, per doz. 3 75 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 @ 27 <b>COFFEE.</b> Green. Rio. Fair. 18 Good. 20 Prime. 21 Golden. 21 Peaberry. 23 Santos. Fair. 19 Johnson's sliced. 20 Prime. 22 Peaberry. 23 Mexican and Guatemala. 21 Fair. 21 Good. 22 Fancy. 24 Maracalbo. 23 Prime. 23 Milled. 24 Java. 25 Interior. 25 Private Growth. 27 Mandehling. 28 Mocha. 25 Arablan. 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX. 23 95 Bunola 23 45 Lion, 60 or 100 lb. case. 23 95 Extract. Valley City 1/4 gross. 75 Felix 1 15 Hummel's, toll, 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 90 Juie 60 ft. " 1 50 " 72 ft. " 1 00 <b>CONDENSED MILK.</b> 4 doz. in case. N. Y. Cond'n's 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>CREDIT CHECKS.</b> 1000, any one denom'n. 83 00 500, " " 5 00 2000, " " 8 00 Steel punch 75	<b>COUPON BOOKS.</b>   "Trade Man." \$ 1 books, per hundred 2 00 \$ 2 " " 3 00 \$ 3 " " 4 00 \$ 5 " " 5 00 \$ 10 " " 6 00 \$ 20 " " 7 00 "Superior." \$ 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 " 7 1000 " " 20 " 10 <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>CRACKERS.</b> Butter. Seymour XXX. 5 1/2 Seymour XXX, carton. 6 Family XXX. 5 1/2 Family XXX, carton. 6 Salted XXX. 5 1/2 Kenosha. 7 1/2 Boston. 7 Butter biscuit. 6 Soda. Soda, XXX. 5 1/2 Soda, City. 7 1/2 Soda, Duchess. 8 1/2 Crystal Wafer. 10 1/2 Long Island Wafers. 11 Oyster. S. Oyster XXX. 5 1/2 City Oyster, XXX. 5 1/2 Farina Oyster. 6 <b>CREAM TARTAR.</b> Strictly pure. 30 Telfer's Absolute. 30 Grocers' 15 @ 25	<b>Foreign.</b> Currants. Patras, in barrels. 2 " in 1/4 bbls. 2 1/2 " in less quantity. 2 1/4 cleaned, bulk. 5 cleaned, package. 5 1/2 Peel. Citron, Leghorn, 25 lb. boxes 12 Lemon " 25 " " 8 Orange " 25 " " 10 Raisins. Ondura, 29 lb. boxes 2 8 Sultans, 29 " 7 1/2 @ 8 Valencia, 30 " 7 1/2 @ 8 Prunes. California, 100-120 5 " 90x100 25 lb. bxs. 5 1/2 " 80x90 " 6 1/2 " 70x80 " 6 3/4 " 60x70 " 7 1/4 Turkey 10 Silver 10 Sultana 10 French, 60-70 10 " 70-80 10 " 80-90 10 " 90-10 10 <b>ENVELOPES.</b> XX rag, white. No. 1, 6 1/2 \$ 1 75 No. 2, 6 1/2 1 60 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 Manilla, white. 6 1/2 1 00 6 1 95 Mill No. 4 1 00 <b>FARINACEOUS GOODS.</b> Farina. 3 1/2 100 lb. kegs. 3 1/2 Hominy. 2 75 Grits 3 40 Lima Beans. 3 @ 1 1/2 Dried. 3 @ 1 1/2 Maccaroni and Vermicelli. 55 Domestic, 12 lb. box 10 @ 1 Imported. 10 @ 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 180 @ 2 25 Half bbls 90 @ 2 25 German. 4 1/2 East India. 5 Wheat. Cracked. 3 1/2 <b>FISH-SALT.</b> Bloaters. Yarmouth 70 Cod. Pollock 5 @ 5 1/2 Whole, Grand Bank 5 @ 5 1/2 Boneless, bricks 6 @ 8 Boneless, strips 6 @ 8 Halibut. 9 1/2 @ 12 1/2 Herring. Holland, white hoops keg 70 " " " bbl 9 50 Norwegian 2 50 Round, 1/2 bbl 100 lbs 1 3 " " 40 " 1 3 Scaled 30 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. 92 Family, 90 lbs. 6 00 " 10 lbs. 70 Sardines. Russian, kegs. 55 No. 1, 1/2 bbls, 100 lbs. 6 25 No. 1, 1/2 bbl, 40 lbs. 2 80 No. 1, kits, 10 lbs. 80 No. 1, 8 lb kits. 65 Whitenfish. Family No. 1 87 50 @ 83 50 1/2 bbls, 100 lbs. 87 50 @ 83 50 1/2 " 40 " 3 50 @ 3 1 65 10 lb. kits. 90 50 8 lb. 75 45 <b>MATCHES.</b> No. 9 sulphur. 1 65 Anchor parlor. 1 70 No. 2 home. 1 10 Export parlor. 4 00	<b>FLAVORING EXTRACTS.</b> Souders'. Oval Bottle, with corkscrow. Best in the world for the money.  Regular Grade Lemon. doz 2 00 2 oz. 1 75 4 oz. 1 50 Regular Vanilla. doz 2 00 2 oz. 1 20 4 oz. 1 20 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 6 oz " " 2 00 3 00 No. 3 taper " 1 35 2 00 No. 4 taper " 1 50 2 50 <b>Northrop's.</b> Lemon, Vanilla. 2 oz oval taper 75 1 10 3 oz " " 1 20 1 75 2 oz regular " 85 1 20 4 oz " " 1 60 2 25 <b>FLY PAPER.</b> Thum's Tanglefoot. Single case 3 60 Five case lots 3 50 Ten case lots 3 40 Less than one case, 4 c per box <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 Choke 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. 20 Calabria. 35 Stiffly. 12 <b>LYE.</b> Condensed, 2 doz. 1 25 " 4 doz. 2 25 <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 75 1 gallon 1 40 Half gallon 70 Quart 45 Pint 40 Half pint 40 Wooden, for vinegar, per doz. 7 00 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 25 <b>MOLASSES.</b> Blackstrap. 14 Sugar house. Cuba Baking. 16 Ordinary. Porto Rico. 20 Prime. 30 Fancy. 20
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PICKLES. Medium. Barrels, 1,200 count. @4 50. Half bbls, 600 count. @2 75. PIPES. Clay, No. 216. 1 70. T. D. full count. 70. Cob, No. 2. 1 20. POTASH. 48 cans in case. Babbitt's. 4 00. Penna Salt Co.'s. 3 00. RICE. Domestic. Carolina head. No. 1. 5 54. No. 2. 5 5. Broken. 4. Imported. Japan, No. 1. 5 54. No. 2. 5. Java. 6. Patna. 5 54. SPICES. Whole Sifted. Allspice. 9 54. Cassia, China in mats. 8. Batavia in bund. 15. Saigon in rolls. 32. Cloves, Amboyna. 22. Zanzibar. 11 1/2. Mace Batavia. 80. Nutmegs, fancy. 75. No. 1. 70. No. 2. 60. Pepper, Singapore, black. 10. white. 20. shot. 16. Pure Ground in Bulk. Allspice. 15. Cassia, Batavia. 18. and Saigon. 25. Saigon. 35. Amboyna. 22. Zanzibar. 18. Ginger, African. 18. Cochin. 20. Jamaica. 22. Mace Batavia. 65. Mustard, Eng. and Trieste. 22. Trieste. 25. Nutmegs, No. 2. 75. Pepper, Singapore, black. 16. white. 24. Cayenne. 30. Sage. 30. 'Absolute' in Packages. 1/8 5/8. Allspice. 84 1 55. Cinnamon. 84 1 55. Cloves. 84 1 55. Ginger, Jamaica. 84 1 55. African. 84 1 55. Mustard. 84 1 55. Pepper. 84 1 55. Sage. 84. SAL SODA. Kegs. 1 1/4. Granulated, boxes. 1 1/2. SEEDS. Anise. @15. Canary, Smyrna. 4. Caraway. 8. Cardamon, Malabar. 90. Hemp, Russian. 4 1/2. Mixed Bird. 5 @ 6. Mustard, white. 10. Poppy. 9. Rape. 5. Cuttle bone. 30. STARCH. Corn. 20-lb boxes. 5 1/2. 40-lb. 5 1/4. Gloss. 1-lb packages. 5. 3-lb. 5. 6-lb. 5 1/2. 40 and 50 lb. boxes. 3 1/2. Barrels. 3 1/2. SNUFF. Scotch, in bladders. 37. Maccaboy, in jars. 35. French Rappee, in Jars. 43. SODA. Boxes. 5 1/2. Kegs, English. 4 1/2. SALT. 100 3-lb. sacks. @2 15. 60 5-lb. 2 00. 28 10-lb. sacks. 1 85. 20 14-lb. 1 80. 24 3-lb. cases. 1 50. 56 lb. dairy in linen bags. 32. 38 lb. drill. 16 18. Warsaw. 56 lb. dairy in drill bags. 32. 28 lb. Ashton. 56 lb. dairy in linen sacks. 75. Higgins. 56 lb. dairy in linen sacks. 75. Solar Rock. 56 lb. sacks. 25. Common Fine. Saginaw. 75. Manistee. 75. SALEBRATUS. Packed 60 lbs. in box. Church's. 5 1/2. DeLand's. 5 1/2. Dwight's. 5 1/2. Taylor's. 5.

SOAP. Laundry. Allen B. Wrisley's Brands. Old Country, 80 1-lb. 3 20. Good Cheer, 60 1 lb. 3 30. White Borax, 100 3/4-lb. 3 65. Proctor & Gamble. Concord. 3 45. Ivory, 10 oz. 6 75. 6 oz. 4 00. Lenox. 3 65. Mottled German. 3 15. Town Talk. 3 25. Dingman Brands. Single box. 3 95. 5 box lots, delivered. 3 85. 10 box lots, delivered. 3 75. Jas. S. Kirk & Co.'s Brands. American Family, wrp d. 84 00. plain. 2 94. N. K. Fairbank & Co.'s Brands. Santa Claus. 4 00. Br. wjn. 60 bars. 2 40. 80 bars. 3 25. Lautz Bros. & Co.'s Brands. Acme. 3 75. Cotton Oil. 6 00. Marselles. 4 00. Mafter. 4 00. Thompson & Chute Co.'s Brands.



SILVER SOAP. Silver. 3 55. Mono. 3 30. Savon Improved. 2 50. Sunflower. 2 80. Golden. 3 25. Economical. 2 25. Scouring. Sapolio, kitchen, 3 doz. 2 50. hand, 3 doz. 2 50. SUGAR. The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 30 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 30 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively. Cut Leaf. 85 67. Powdered. 5 11. Granulated. 4 74. Extra Fine Granulated. 4 85. Cubes. 5 17. XXXX Powdered. 5 48. Confec. Standard A. 4 61. No. 1 Columbia A. 4 55. No. 5 Empire A. 4 42. No. 6. 4 36. No. 7. 4 30. No. 8. 4 17. No. 9. 4 11. No. 10. 4 05. No. 11. 3 99. No. 12. 3 92. No. 13. 3 86. No. 14. 3 74. SYRUPS. Corn. Barrels. 15 1/2. Half bbls. 17 1/2. Pure Cane. Fair. 19. Good. 25. Choice. 30. TABLE SAUCES. Lea & Perrin's, large. 4 75. small. 2 75. Halford, large. 3 75. small. 2 75. Salad Dressing, large. 4 55. small. 2 65. TEAS. JAPAN—Regular. Fair. @17. Good. @20. Choice. @24. Choicest. @28. Dust. @12. SUN CURED. Fair. @17. Good. @20. Choice. @24. Choicest. @28. Dust. @12. BASKET FIRED. Fair. @18. Choice. @25. Choicest. @32. Extra choice wireleaf. @40. GUNPOWDER. Common to fair. 25. Extra fine to finest. 50. Choicest fancy. 75. OOLONG. Common to fair. 23. IMPERIAL. Common to fair. 23. Superior to fine. 30. YOUNG HYSON. Common to fair. 18. Superior to fine. 30. ENGLISH BREAKFAST. Fair. @15. Choice. @24. Best. @40.

TOBACCO. Fine Cut. P. Lorillard & Co.'s Brands. Sweet Russet. 30 @32. Tiger. 30 @31. D. Scotten & Co.'s Brands. Hiawatha. 60. Cuba. 32. Rocket. 30. Spaulding & Merrick's Brands. Sterling. 30. Private Brands. Bazoo. @30. Can Can. @27. Nellie Bly. @24. Uncle Ben. @25. McGinty. 27. Joker. 27. 1/2 bbls. 25. Dandy Jim. 29. Torpedo. 24. in drums. 23. Yum Yum. 28. 152. drums. 22. Plug. Sorg's Brands. Spearhead. 39. Joker Twist. 40. Nobby. 40. Scotten's Brands. Kyo. 26. Hiawatha. 38. Valley City. 34. Finzer's Brands. Old Honesty. 40. Jolly Tar. 32. Lorillard's Brands. Climax (8 oz., 4lc). 39. Green Turtle. 30. Three Black Crowns. 27. J. G. Butler's Brands. Something Good. 38. Out of Sight. 24. Wilson & McCaulay's Brands. Gold Rope. 43. Happy Thought. 37. Messmate. 32. No Tax. 31. Let Go. 27. Smoking. Catlin's Brands. Kiln dried. 17 @ 18. Golden Shower. 19. Huntress. 26. Meerschmum. 29 @ 30. American Eagle Co.'s Brands. Myrtle Navy. 40. Stork. 30 @ 32. German. 15. Frog. 33. Java, 1/8 foil. 32. Banner Tobacco Co.'s Brands. Banner. 16. Banner Cavendish. 38. Gold Cut. 28. Scotten's Brands. Warpath. 15. Honey Dew. 36. Gold Block. 30. F. F. Adams Tobacco Co.'s Brands. Peerless. 26. Old Tom. 13. Standard. 28. Globe Tobacco Co.'s Brands. Handmade. 41. Leidersdorf's Brands. Rob Roy. 26. Uncle Sam. 28 @ 32. Red Clover. 32. Spaulding & Merrick. Tom and Jerry. 25. Traveler Cavendish. 38. Buck Horn. 30. Plow Boy. 30 @ 32. Corn Cake. 16. VINEGAR. 40 gr. 7 @ 8. 50 gr. 8 @ 9. \$1 for barrel. WET MUSTARD. Bulk, per gal. 30. Beer mug, 2 doz in case. 1 75. YEAST. Magie. 1 00. Warner's. 1 00. Yeast Foam. 1 00. Diamond. 75. Royal. 90. HIDES PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green. 2 @ 2 1/2. Part Cured. @ 3. Full. @ 3 1/2. Dry. 4 @ 5. Kips, green. 2 @ 3. cured. 2 @ 4. Calfskins, green. 4 @ 5. cured. 4 @ 6. Deacon skins. 10 @ 25. No. 2 hides 1/2 off. PELTS. Shearlings. 5 @ 20. Lambs. 25 @ 60. WOOL. Washed. 12 @ 16. Unwashed. 8 @ 12. MISCELLANEOUS. Tallow. 4 @ 4 1/2. Grease butter. 1 @ 2. Switches. 1 1/2 @ 2. Ginseng. 2 @ 2 50. FURS. Badger. 80 @ 1 00. Bear. 15 @ 25. Beaver. 3 @ 7. Cat, wild. 50 @ 75. Cat, house. 10 @ 25. Fisher. 3 @ 6. Fox, red. 1 @ 2 50.

WOODENWARE. Tubs, No. 1. 6 00. No. 2. 5 50. No. 3. 4 50. Pails, No. 1, two-hoop. 1 30. No. 1, three-hoop. 1 50. Bowls, 11 inch. 13. 15. 17. 19. 21. Baskets, market. 35. shipper bushel. 1 15. full hoop. 1 25. willow c'ths, No. 1. 5 25. No. 2. 6 25. No. 3. 7 25. split. No. 1. 3 75. No. 2. 4 25. No. 3. 4 75. INDURATED WARE. Pails. 3 15. Tubs, No. 1. 13 50. No. 2. 12 00. No. 3. 10 50. Butter Plates—Oval. 250 10 0. No. 1. 60 2 10. No. 2. 70 2 45. No. 3. 80 2 80. No. 5. 1 00 3 35. Washboards—single. Universal. 2 50. Peerless Protector. 2 40. Saginaw Globe. 1 75. Double. Water Witch. 2 25. Wilson. 2 50. Good Luck. 2 75. Peerless. 2 85. GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test). 52. No. 2 Red (60 lb. test). 52. MEAL. Boiled. 1 40. Granulated. 1 65. FLOUR IN SACKS. Patents. 2 10. Standards. 1 60. Straight. 1 50. Bakers. 1 35. Graham. 1 50. Rye. 1 60. Subject to usual cash discount. Flour in bbls., 25c per bbl. additional. MILLSTUFFS. Less Car lots quantity. Bran. \$15 @ \$10 00. Screenings. 12 50 13 00. Middlings. 15 50 16 50. Mixed Feed. 16 00 16 50. Coarse meal. 15 50 16 50. CORN. Car lots. 39. Less than car lots. 42. OATS. Car lots. 33 1/4. Less than car lots. 36. HAY. No. 1 Timothy, car lots. 11 00. No. 1 ton lots. 12 50. FISH and OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish. @ 9. Trout. @ 9. Black Bass. 12 1/2. Halibut. @ 15. Cliscos or Herring. @ 5. Bluefish. @ 15. Fresh lobster, per lb. 20. Cod. 10. No. 1 Pickerel. @ 10. Pike. @ 8. Smoked White. @ 9. Red Snappers. 12. Columbia River Salmon. 12 1/2. Mackerel. 20 @ 25. OYSTERS—CANS. Fairhaven Counts. @ 25. F. J. D. Selects. @ 20. Selects. @ 23. F. J. D. @ 23. Anchors. @ 20. Standards. @ 18. Favorite. @ 16. Extra Selects, per gal. 1 75. Selects. 1 40. Standards. 1 00. Counts. 2 20. Scallops. 1 50. Shrimps. 1 25. Clams. 1 25. SHELL GOODS. Oysters, per 100. 1 25 @ 1 50. Clams. 75 @ 1 00.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess, 13 75. Short cut. 13 25. Extra clear pig, short cut. 15 00. Extra clear, heavy. 14 25. Clear, fat back. 14 50. Boston clear, short cut. 14 50. Clear back, short cut. 14 50. Standard clear, short cut, best. 14 50. SAUSAGE. Pork, links. 7 1/2. Bologna. 5 1/2. Liver. 6. Tongue. 8 1/2. Head cheese. 6. Summer. 10. Frankfurts. 7 1/2. LARD. Kettle Rendered. 8 1/2. Granger. 8. Family. 6 1/2. Compound. 6. Cottolene, 1/2 c advance. 7 1/2. 50 lb. Tins, 1/2 c advance. 10 lb. pails, 1/2 c. 10 lb. 3/4 c. 5 lb. 1/2 c. 3 lb. 1 c. BEEF IN BARRELS. Extra Mess, warranted 300 lbs. 7 50. Extra Mess, Chicago packing. 7 50. Boneless, rump butts. 10 00. SMOKED MEATS—Canned or Plain. Hams, average 20 lbs. 9 1/2. 16 lbs. 9 1/2 @ 10. 12 to 14 lbs. 10. picnic. 8. best boneless. 9. Shoulders. 7 1/2. Breakfast Bacon boneless. 10. Dried beef, ham prices. 9 1/2. Long Cuts, heavy. Briskets, medium. 7 1/2. light. 8 1/2. DRY SALT MEATS. Butts. 10. D. S. Bellies. 12 1/2. Fat Backs. 10. PICKED PIGS' FEET. Barrels. 8 00. Kegs. 1 90. TRIPE. Kits, honeycomb. 55. Kits, premium. 65. BEEF TONGUES. Barrels. 22 00. Half barrels. 11 00. Per pound. 11. BUTTERINE. Dairy, sold packed. 14. Dairy, rolls. 14 1/2. Creamery, solid packed. 18 1/2. Creamery, rolls. 19. FRESH BEEF. Carcass. 5 @ 7. Fore quarters. 4 1/2 @ 5. Hind quarters. 6 @ 6 1/2. Loins No. 3. 8 @ 10. Ribs. 7 @ 9. Rounds. 5 @ 6. Chucks. @ 4 1/2. Plates. @ 4 1/2. FRESH PORK. Dressed. 6 1/2 @ 6 1/2. Loins. 7 1/2. Shoulders. 7 1/4. Leaf Lard. 10. MUTTON. Carcass. 5 @ 5 1/2. Lambs. @ 6. VEAL. Carcass. @ 6 1/2. CROCKERY and GLASSWARE. LAMP BURNERS. No. 0 Sun. 45. No. 1. 50. No. 2. 75. Tubular. 75. LAMP CHIMNEYS. Per box. 6 doz. in box. No. 0 Sun. 1 75. No. 1. 1 88. No. 2. 2 70. First quality. No. 0 Sun, crimp top. 2 10. No. 1. 2 25. No. 2. 3 25. XXX Flint. No. 0 Sun, crimp top. 2 60. No. 1. 2 89. No. 2. 3 80. Pearl top. No. 1 Sun, wrapped and labeled. 3 70. No. 2. 4 70. No. 2 Hinge. 4 88. La Bastie. No. 1 Sun, plain bulb, per doz. 1 25. No. 2. 1 50. No. 1 crimp, per doz. 1 25. No. 3. 1 60. LAMP WICKS. No. 0, per gross. 23. No. 1. 28. No. 2. 38. No. 3. 75. Mammoth, per doz. 75. STONEWARE—AKRON. Butter Cocks, 1 to 6 gal. 06. 1/2 gal. per doz. 60. Jugs, 1/2 gal., per doz. 70. 1 to 4 gal., per gal. 07. Milk Pans, 1/2 gal., per doz. 60. 1. 72. STONEWARE—BLACK GLAZED. Butter Cocks, 1 and 2 gal. 07. Milk Pans, 1/2 gal. 65. 1. 78.

## THE INFLUENCE OF CITIES.

The growth of great cities in the United States, and the remarkable tendency of the American people to flock to the cities, have recently become a subject of study.

It is revealed by the census that in 1790 but 3 per cent. of the people of this country lived in towns of more than 5,000 inhabitants. In 1840 only 8 per cent. so lived. In 1880 there were 22 per cent. of the population in cities, and in 1890 more than one-fourth of the population of the United States had become city residents.

But crowding into the cities is as old as the world. From the earliest times, the most important objects in history were great aggregations of population. Babylon, Jerusalem and Rome represented nations. Including the population inside the walls and that grouped immediately around them, either of the cities mentioned must have housed millions of people. When any one of those cities was captured, it was the downfall of the nation it stood for. The great cities of Asia have been so from time immemorial, while the beginnings of London and Paris are practically beyond the pale of history. There is no more disposition to crowd into cities to-day than there has been in the past. Where the greatest aggregations of wealth are, there will be assembled the intellect, the science, the art, the luxury, the vices and crimes of the people and their age.

In view of the vast accumulations of crime, vice, poverty and misery in cities, and the keen competition in every sort of business, it is truly wonderful that people are constantly leaving the simple life of the country to engage in the incessant and almost desperate struggle for existence which is the rule in all great cities.

But there is nothing new in all this. Man is a gregarious animal and will, if he can, always herd in flocks. The few exceptions are the anchorites, who live in cloisters, or the hermits, who dwell in caves. People who flee from their own wicked or tiresome selves find in a crowd the distraction they desire. To stifle conscience, or to kill time, relief must be sought in a crowd. But the desire of human beings to herd together is not wholly ignoble or unworthy. On the contrary, it is born of ambition and hope to win fortune, honors and renown. It is only in a crowd that the applause of the multitude can be secured. What bright anticipations and honorable aspirations animate the young who are constantly hurrying to the great cities, too often to meet disappointment and misery!

But, after all, many of them succeed. It is a fact that the leading men in great cities are not those who were born there, but who are country-born and bred. This is the rule with the great merchants, bankers, manufacturers and the foremost men in every important enterprise. It is true of every city in every country. Llewellyn Smith, in some studies of poverty in London in connection with the "Salvation Army," has some interesting information on the influence of the country influx into London. Where there is most of it there is least poverty and misery. Where there is the least of fresh blood from the country districts, there is to be found the greatest amount of vice, crime and misery.

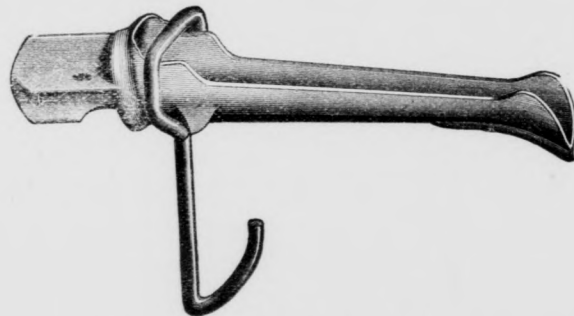
It appears from statistics that 35 per cent. of the population of London is country-born. In Bethnal Green, the center of poverty, only 12½ per cent. are country-born, as compared with 35 per cent. in the whole metropolis, and in Whitechapel there are but 20 per cent.; but, on the other hand, in Mayfair no less than 59 per cent. of the population were born in the country, and in Kensington and Belgravia more than one-half.

If the cities draw to them the worst classes from the country, they also draw the best, the most enterprising, the most courageous, the most determined. Prof. F. G. Peabody, writing in the *March Forum* on the poverty of great cities, expresses the belief that few families can successfully endure several successive generations of city life. According to him, city work first invites, then degrades. The country-born first invades and then captures the city, and is then in turn himself taken captive by it, as by some monster which devours those who feed her. Thus the influx to the city is not primarily bad for the city. This accession of fresh workers is, indeed, what keeps city work well done. The evil comes through the deteriorating effect on the migrant, and still more on his children. City work seems to be like the exhausting labor which goes on in the fire-room of some great steamship. It needs a constant accession of fresh hands. Believing this, he proposes emigration from the city as the best remedy for its enormous aggregations of poverty and virtue. He thinks the city poor should be sent to the country, and there be compelled to work and support themselves. This would be a proper system of purification, to bring in fresh blood from the country and produce a corresponding outflow of the pauper and vicious classes. But it would have to be done under compulsion. The worst classes of the cities are by choice idle; they are vicious, drunken and dishonest. If they were colonized in the country it would have to be under circumstances of constant control and force.

A signal example of the benefits arising from the colonizing of convicts was that set by England in banishing criminals to Australia. For fifty years, up to 1839, that country was the scene of penal colonies, the convicts being turned loose, but unable to escape from the continental domain in which they had been installed. Even at this early period its population will compare in honesty, industry, activity and enterprise with that of any country.

If the vicious and idle classes of great cities could be transported to new and distant regions fit for habitation, but where they would be forced to work or starve, there is every reason to believe that most beneficial results would follow. But any effort to maintain them where they are is constantly increasing the burden that falls upon the industrious and thrifty population. The prisons are crowded with violators of the law, and yet a large percentage of these escape merited punishment. The poorhouses, the orphan asylums and such other institutions rapidly fill, and room is demanded for the increasing number of inmates. The haunts of vice, which in all cities was once confined to a particular and limited district, have spread over many other localities, and are constantly breaking out in unexpected places, like

# Post's Eureka Sap Spouts.



OVER 20,000,000 SOLD.

**These Spouts will not Leak**

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

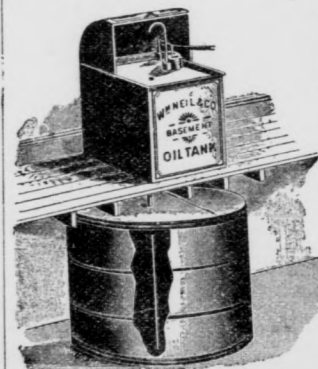
Spout No. 1, actual size, with Heavy Wire Hanger, that does not break like hangers cast on the spout.

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

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

# FOSTER-STEVENS & CO.

MONROE  
ST.



## NEIL OIL TANKS

Cost Money  
AND  
Earn Money.

Earn More Money Than They Cost  
—A Good Deal More.

**We prove it.**

WM. NEIL & CO.,  
Sole Manufacturers, 11 and 13 Dearborn  
Street, CHICAGO.



contagious, eruptive diseases, upon the body politic.

England, France and other countries still maintain the system of deporting their vicious and pauper classes, and in most cases they send them to the United States, to fill up its cities, demoralize its people with Old-World abominations and to dominate its public affairs. The United States accepts this enormous influx of moral refuse, and gives the men the power to vote and to control municipal politics. This is the situation to-day. Europe is vomiting its poverty and vice upon us; our cities are filling up with idle and criminal classes; the cities are controlled in the interest of jobbers and corruptionists; despite the laxity with which the laws are administered, crime increases so rapidly that the prisons are crowded and are all too small. This is not a reassuring situation. And at this juncture, when some reform in political methods is absolutely necessary, citizens who are supposed to be best informed in constitutional law, and who are naturally appealed to for advice, gravely announce in effect that no reform is practicable, because it would deprive the political jobbers and rascals of the power of controlling the country in their own interest. Fortunately, the people who realize the necessity for a change will pay no attention to such counsel.

Giving Away a Trade Secret.

One evening, being perplexed at seeing the Italian image sellers continually hawking their trays of statuettes on their heads through the streets without a human creature ever appearing to buy one, I asked one if he had exercised his vocation long.

"Thirty years," replied the man. "And did you ever chance to sell one of your figures?" inquired I.

"Never, sir." "My good man," said I, "do me the favor of telling why you have been thus walking about for the last thirty years with that load upon your head. Is it in obedience to a vow you have made?"

"No sir; certainly not. It is to get my living."

"But you say you never sell anything."

"I never sell anything, it is true," returned the man, "but there are so many clumsy people in the world that a day seldom passes without someone running against me and upsetting my tray. My figures are broken and a crowd collects and makes the person pay for them."

# CREAM FLAKE BAKING POWDER

HAS NO SUPERIOR - BUT FEW EQUALS  
THE ONLY HIGH GRADE BAKING POWDER  
SOLD AT THIS PRICE  
6 OZ. CAN 10 CTS. 1 LB. CAN 25 CTS.  
MANUFACTURED BY  
NORTHROP, ROBERTSON, & CARRIER  
LANSING MICH. LOUISVILLE KY.



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

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

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.



RINDGE, KALMBACH & CO.  
12, 14 and 16 Pearl St.

RIVER SHOES

WE KNOW HOW TO MAKE THEM,

If you want the best for Style, Fit and Wear, buy our make. You can build up a good trade on our lines, as they will give satisfaction.

We Manufacture and Handle only Reliable Goods.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

## MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, Feb. 11, 1894.)

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

### CHICAGO FEB. 11, 1894 AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. G'd Rapids ..... 7:25am 1:25pm \*11:30pm  
Ar. Chicago ..... 1:25pm 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  
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.  
Lv. Grand Rapids ..... 7:30am ..... 3:15pm  
Ar. Marquette ..... 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 & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids ..... 7:00am \*1:20pm 5:25pm  
Ar. Detroit ..... 11:40am \*5:30pm 10:10pm  
RETURNING FROM DETROIT.  
Lv. Detroit ..... 7:40am \*1:10pm 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 & MILWAUKEE Railway.

EASTWARD.

Trains Leave	*No. 14	+No. 16	+No. 18	*No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	10 45pm
Ionia ..... Ar	7 40am	11 25am	4 37pm	12 27am
St. Johns ..... Ar	8 25am	12 17pm	5 20pm	1 45am
Owosso ..... Ar	9 00am	1 20pm	6 00pm	2 40am
E. Saginaw ..... Ar	10 50am	3 45pm	8 05pm	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 & Indiana.

TRAINS GOING NORTH.

Leave going North.  
For Traverse City, Mackinaw City and Sag... 7:40 a m  
For Traverse City and Mackinaw City ..... 4:00 p m  
For Saginaw ..... 5:00 p m

TRAINS GOING SOUTH.

Leave going South.  
For Cincinnati ..... 6:50 a m  
For Kalamazoo and Chicago ..... 12:05 p m  
For Fort Wayne and the East ..... 3:35 p m  
For Kalamazoo and Chicago ..... 11:20 p m

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

Lv Grand Rapids ..... 12:05 p m 11:30 p m  
Ar Chicago ..... 5:30 p m 7:40 a m  
12:05 p m train solid with Wagner Buffet Parlor Car.  
11:20 p m train daily, through coach and Wagner Sleeping Car.  
Lv Chicago ..... 6:50 a m 4:00 p m 9:35 p m  
Ar Grand Rapids ..... 2:15 p m 9:15 p m 7:25 a m  
4:00 p m solid with Wagner Buffet Parlor Car and Dining Car. 9:35 p m train daily, through Coach and Wagner Sleeping Car.

### Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive  
7:35 a m 9:40 a m  
5:40 p m 5:30 p m

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

## THEY ALL SAY

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

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, March 10, 1894--During the past week the jobbing grocery trade has pursued an even course, and the hopeful feeling which has given encouragement to dealers for the past three weeks grows stronger every day.

The Food Exposition is proving a great success at Lenox Lyceum and is patronized in throngs. Manufacturers take a decided interest in exhibitions and just how far the latter agree--or disagree--with legitimate advertising mediums is growing to be an interesting question.

The reorganization of the Thurber-Whyland Co., though a slow matter, seems to be sure of ultimate success. The sales of the concern, even during these troublous times, are about \$10,000 a day, which would gladden the hearts of many concerns having had no financial difficulties.

Retail trade is reported as good in almost every store visited, while others say "growing better every day."

The sugar stocks have been the center of attraction for the past few days, and fortunes have been made in a few minutes. The position of the "paper" is very strong, and the Senate schedule is decidedly favorable to the Trust; at least, it is so considered by conservative men.

Coffee is improving as the season advances and every day sees some good-sized purchases. No. 7 Rio is worth 17 1/2c and is fairly strong at this figure. The total United States stock is only 177,000 bags.

Tea is dull and dragging. Sales are being made that show some concessions in certain instances and decided firmness in others.

Canned goods are still slow of sale and the quantity available seems to be limitless. Fresh stock is appearing in greater plenty every day. This, of course, diminishes the call for the canned article. In no one thing is there any special activity.

Rice is meeting with the usual daily call, although the foreign product is hardly as active as it was hoped would be the case.

Fresh fruits, such as apples, oranges, cranberries, etc. are in good demand, and prices are high.

Butter is still weak, and with large arrivals and smaller demand during the past few days the price has again fallen; for the very best 21c is about the top notch. Cheese is quite firm and small, size full cream is fetching 13c.

Eggs are in demand for strictly fresh, but they are hard to find. Western, 18@19 1/2c.

Beans are in light demand and for pea \$1.75 is almost extreme.

The week closes with a feeling of cheerfulness, and, now that the much-discussed Tariff bill will soon be settled, our jobbers are in a better frame of mind than they have been for many a week. On every hand are heard words of encouragement; returning salesmen are united in saying that the tide keeps coming stronger and, with the return of the robin, comes the whirr of machinery. Let us hope the happy combination may last for a decade. JAY.

A very bad mistake in addition is to make your expense account foot up more than your income account.

The best legacy you can give your children is a life they can emulate.

Gripsack Brigade.

Geo. W. Jenks, Western Michigan representative for the Seely Manufacturing Co., of Detroit, was in town a couple of days last week.

James N. Bradford has issued invitations to the annual reunion of the 26th Michigan Volunteer Infantry to be held in this city on the anniversary of Lee's surrender at Appomattax, April 6.

W. K. C. Manley, who represented the Gunn Hardware Co. on the road six or seven years and who resigned a year ago on account of his health, has returned from the West and resumed his former connection with the company.

Wm. Connor, the Anglo-American representative for Michael Kolb & Co., was in town last week and will visit this market again on Thursday, Friday and Saturday, March 29, 30 and 31. Mr. Connor reports his business as decidedly on the gain, a fact that will be heartily appreciated by his many friends.

Chas. D. Richardson, who has covered the trade South and East of Grand Rapids for the H. Schneider Co. for the past five years, has resigned that position to embark in business at Chicago. The trade of that territory will be visited hereafter by Geo. H. Seymour, who will be compelled to lengthen the visits to his Northern trade from five to six weeks, in consequence of his assuming the additional duties.

A Bloomington, Ill., dispatch notes a case of the most rapid courting on record, as follows: John Hiler, a traveling man of Chicago, Friday afternoon met Miss Grace Washburn for the first time in a grocery store. He was presented and was invited to call that evening. He did so, and before he took his departure proposed marriage. The proposal was accepted, and they were married Saturday at noon at the parsonage of the Second Presbyterian Church. Hiler's home is at Grand Haven, Mich. Later--Recent dispatches state that Mr. Hiler's mother-in-law is after him on a charge of perjury, claiming she has discovered that he has already a superfluity of wives.

"You can nearly tell the length of a drummer's service on the road by the size of his baggage," remarked a veteran salesman the other day. "When a young man first starts out he is more than likely to carry a trunk, two valises, a blanket, a cane and umbrella and a leather hat box. That means that he is carrying clothes for all occasions, and about four times as many samples as necessary. He soon gets tired of paying for a trunk full of clothing for which he has no use, and sends that home. He then learns that a silk hat is not necessary for the sale of goods; that umbrellas can be hired at hotels; that a cane is in the way; that Pullman cars are supplied with blankets; that samples of the goods he sells are on the shelves of his customers; that extra overcoats are a burden; and a year later you find him in a neat suit of dark clothing, a dressy derby hat, a middle-weight overcoat and single valise, one side of which contains his linen and his slippers and the other such samples as he must carry."

Saginaw Evening News: One of the brightest traveling men who drops in on Saginaw merchants occasionally is Dave Smith, who runs for a large Chicago grocery house. "Dave," as his friends delight to call him, is always neatly dressed and smoothly shaven. He looks like Denman Thompson, the actor. He is a

good story teller and tells one on a Jackson grocer. Mr. Smith entered his place of business one day and solicited an order. The grocer ordered a ham or two and a couple of gallons of prunes. After the order had been put down on the order book Mr. Smith asked if there was anything else. The grocer answered in the negative and assured him that he had simply given him this order to help him along. "Thanks," said Dave, "But who is the next man to drop in on you?" "Oh, his name is ---, and he comes from Grand Rapids." "Well, you give him that order when he calls, for if I sent it to my house they would think I had gone daft and I'd get fired. We sell prunes, but not picayunes."

Those who live only for money leave only that money to live after them.

PRODUCE MARKET.

Apples--Very few in market. Holders are asking \$8 per bbl., irrespective of variety.

Beans--Dull and inactive. Handlers pay \$1.40 for country picked, holding city picked at \$1.50.

Butter--The market is firm at present, on account of bad roads. Settled spring weather may weaken it somewhat. Dealers pay 18c for choice dairy, holding at 20c. What little creamery there is finds ready sale at 23c@24c.

Cabbage--Both home grown and Florida are active and firm at \$1 per doz. for the former and \$2.75 per crate for the latter.

Cranberries--Cape Cods are about out of the market. Jerseys are of fine quality considering the season and firm at \$2.25@2.50 per bu.

Celery--Is in active demand, with supply slightly off. Firm at 20c per doz.

Eggs--No change. Dealers pay 12 1/2c holding at 14c. The trend of the market is downward.

Field Seeds--Medium or mammoth clover \$5.75 @6; Timothy, \$2; Red top, 65c; Orchard grass \$1.75; Alsike, \$7.

Grapes--Demand is falling off. Malagas are the only kind in the market, and move slowly at \$1.10 per keg of 55 lbs. net.

Honey--White clover commands 15c per lb., dark buckwheat brings 12c.

Lettuce--Grand Rapids forcing, 12c per lb. Maple Sugar--10c per lb.

Nuts--Walnuts and butternuts, 75c per bu. Hickory nuts, \$1 per bu.

Onions--Handlers pay 5 1/2c, holding at 60c per bu. Cuban stock commands \$3 per bu.

Potatoes--The market has stiffened appreciably since last report, although prices remain unchanged. Bad roads have affected the supply, which will improve as the roads do.

Radishes--Cincinnati stock commands 35c per doz. bunches.

Spinach--75c per bu. crate.

Tomatoes--The supply of Southern stock is light, but fully equal to the demand. 70c per basket or \$1 per 6-basket crate are the figures.

WALTER BAKER & CO.



The Largest Manufacturers of COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

World's Columbian Exposition

The Highest Awards (Medals and Diplomas)

on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO., DORCHESTER, MASS.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table with columns: Standard, Cases, Bbls., Palls. Items include H. H., Twist, Boston Cream, Cut Loaf, Extra H. H.

Table with columns: Standard, Bbls., Palls. Items include Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, Modern.

Table with columns: Lozenges, printed, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials. Items include Lozenges, printed, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials.

Table with columns: Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Licorated Creams, Striped Rock, Burnt Almonds, Wintergreen Berries.

Table with columns: No. 1, wrapped, 2 lb. boxes, No. 1, No. 2.

Table with columns: Floridas, 125-150, 150-17, California, 250-288 St. Michaels, 80-96-112 Navels, 125-150-176, 125 Riverside Seedlings, 150, 125-200-216-225.

Table with columns: Small, Large. Items include Small, Large.

Table with columns: Extra choice 300, Extra choice 360, Extra fancy 300, Extra fancy 360.

Table with columns: Figs, fancy layers, 8 lb., 20 lb., extra 14 lb., Dates, Fard, 10 lb. box, 50 lb., Persian, 50 lb. box.

Table with columns: Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, French, Calif., Table Nuts, fancy, choice, Pecans, Texas, H. P., Chestnuts, Hickory Nuts per bu., Cocoanuts, full sacks.

Table with columns: Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted.

OILS.

Table with columns: Ecocene, XXX W. W. Mich. Headlight, Naptha, Stove Gasoline, Cylinder, Engine, Black, 15 cold test.

Table with columns: Ecocene, XXX W. W. Mich. Headlight.

POULTRY.

Table with columns: Turkeys, Chickens, Fowls, Ducks, Geese.

Table with columns: Turkeys, Chickens, Fowl, Ducks, Geese.

Table with columns: Turkeys, Chickens, Fowls, Ducks, Geese.

If You Want Good, Light, Sweet Bread and Biscuit

—USE—

# FERMENTUM THE ONLY RELIABLE COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

—o—

MANUFACTURED BY

## The Fermentum Company

MAIN OFFICE:

CHICAGO, 270 KINZIE STREET

MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

—o—

Address all communications to THE FERMENTUM CO

### New York Biscuit Co.,

MANUFACTURERS OF

### WM. SEARS & CO.'S

### Crackers and Fine Sweet Good.

—o—

**W**E 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.

—o—

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

—o—

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.

—o—

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

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

**IF YOU WANT THE BEST**

ORDER



SOLD ONLY BY

## I. M. Clark Grocery Co.

## Musselman Grocer Co.

JOBBER'S OF

### Groceries and Provisions.

—o—

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

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

—o—

WESTERN MICHIGAN AGENTS FOR

### G. H. HAMMOND CO'S SUPERIOR BUTTERINE.



15016 Ruby Engraved Assorted Package.

1-6	dozen 4 piece sets	.....\$30 00	\$5 00
1-6	" 1/2 Jugs	.....20 00	3 44
1	" Tumblers	.....4 00	4 00
1-6	" Celeries	.....10 00	1 67
1-6	" Oils	.....10 50	1 75
1-6	" Molasses Cans	.....13 00	2 17
1/2	" Salts	.....3 40	1 70
1/2	" Peppers	.....3 40	1 70
1-12	" 8 in. Berry Napies	.....16 60	1 39
	" 4 1/2 in. Compots	.....4 00	4 00

Regular less 50 per cent. ....

Special less 10 per cent. ....

\* Extra ten per cent. ....

Package 35 net. ....

\$26 72

13 36

13 36

1 33

12 03

1 20

11 18

\* We allow this EXTRA ten per cent. on this package for early orders. Ask our traveling men about it.

\* Extra ten per cent. ....

## Your Judgment

Will tell you that a few New, Nice, Bright pieces of Glassware will attract more attention and make your old stock look and sell better than all the advertising you can do.

## Did You Ever

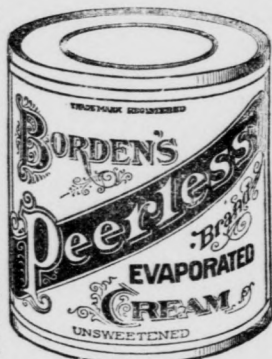
Notice how much better pleased a customer was after she had bought something nice, than she was when she had bought some cheap article? It is some credit to a dealer to have a customer remark to a friend: "I bought that nice water set of mine of Smith & CO."

## No. 15016 Ruby

This handsome, Engraved Colored Glassware is all the go and just what you want to make your old stock look like new. Buy a package and mix it in with your old stock and see if it don't help to sell it.

**H. LEONARD & SONS, Grand Rapids, Mich.**  
PLACE your orders with us for Fruit Jars before prices advance. Our prices are lowest and all right.

### 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.



# A STORE DO YOU RUN ONE?

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

**TRADESMAN COMPANY, GRAND RAPIDS, MICH.**