

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

VOL. 11.

GRAND RAPIDS, MARCH 21, 1894.

NO. 548

WHOLESALE DEALERS IN
AND MANUFACTURERS OF

A Full Line of

Confectionery,

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

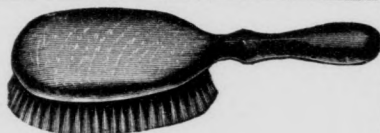
THE PUTNAM CANDY COMPANY.



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.

EDWARD A. MOSELEY,
TIMOTHY F. MOSELEY.

Established 1876.

Every merchant at this season of the year should have a supply on hand of
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.

MOSELEY BROS., 26, 28, 30 and 32 Ottawa St., Grand Rapids, Mich.

MUSKEGON BAKERY

UNITED STATES BAKING CO.,

CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

HARRY FOX, Manager,

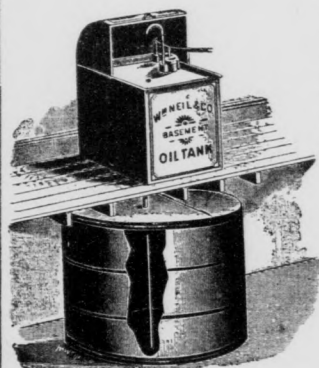
MUSKEGON, MICH.

OYSTERS.

ANCHOR BRAND

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

F. J. DETTENTHALER.



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

NEIL OIL TANKS

Cost Money

AND

Earn Money.

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

We prove it.

POTATOES.

We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value.

Reference—Bank of Commerce, Chicago.

WM H THOMPSON & CO., Commission Merchants.

166 So. Water St., Chicago.

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

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

WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



CANDY.

To increase your Sales Buy

ABSOLUTELY PURE GOODS

OF

A. E. BROOKS & CO.

AGAIN REDUCED. P. & B. OYSTERS.

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

THE : PUTNAM : CANDY : CO.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

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.

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.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

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

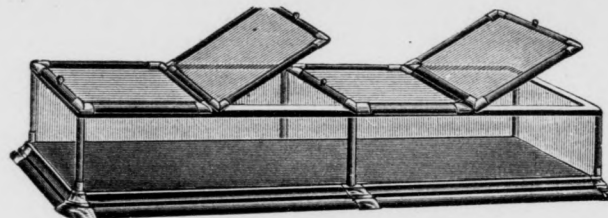
Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St.,
Grand Rapids.

HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES

STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

-OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,
MICHIGAN.

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

CADILLAC,
LUDINGTON.

HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS

EMON & WHEELER COMPANY,

IMPORTERS AND

Wholesale Grocers

Grand Rapids.

MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MARCH 21, 1894.

NO. 548

Buy Direct of the Manufacturers.
ARTHUR G. GRAHAM,
Manufacturers' Agent.
PAPER, TWINKS, ROPE.
3 Canal Street.
GRAND RAPIDS, MICH.
Samples and Prices on application.

HATCH & WILSON,
Lawyers,
Rooms 23, 24, Widdicomb Building,
GRAND RAPIDS, MICH.
We do a general law business throughout West
ern Michigan. Refer to any Bank or
Judge in the city.



5 AND 7 PEARL STREET.

ESTABLISHED 1841.
THE MERCANTILE AGENCY
R. G. Dun & Co.

Reference Books issued quarterly. Collections
attended to throughout United States
and Canada

The Bradstreet Mercantile Agency.
The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United
States, Canada, the European continent,
Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

COMMERCIAL CREDIT CO.
65 MONROE ST.,
Successor to Cooper Commercial Agency and
Union Credit Co.

Commercial reports and collections. Legal ad-
vice furnished and suits brought in local courts
for members. Telephone 166 or 1030 for particu-
lars.
L. J. STEVENSON, C. A. CUMINGS,
C. E. BLOCK.

CHEAP SAP BUCKETS.

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

H. LEONARD & SONS,
GRAND RAPIDS.

CRACKER BAKERY TO LEASE.

2 Reel Ovens, Engine, Boiler, Shaft-
ing, Pulleys, Belting, Office Furniture,
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.

AN UNNEIGHBORLY NEIGHBOR.

"Swing low, sweet chari-o-o!" shrilled
old Dinah from the kitchen, in a high
and penetrating falsetto, whose many
quavers were jerked out in a way that
sounded as if the singer were undergo-
ing some mysterious torture.

Mrs. Stocker, tending flowers in the
back garden of her country home, stop-
ped to listen.

"Gwine for to carry me ho-o-me!" con-
tinued Dinah, in a deep, rumbling tone,
suggestive of an asthmatic bass and ac-
companied by an energetic rattling of
dishes.

As the negress paused for breath Mrs.
Stocker heard a heavy pounding at the
front door, and, still smiling at Dinah's
duet-like efforts, hurried round the
house.

On the porch she found a testy and ec-
centric old man, who gazed with marked
displeasure at her lovely face, and, un-
appealed by her friendly smile, roared
out: "What in thunder's going on in this
house—a prayer-meeting or a cat-fight?
I've been hammering on this door for ten
minutes, seems to me!"

"I'm sorry if we've kept you waiting,"
she answered, gently.

The various hard knots into which his
face seemed to be tied slightly relaxed,
but he vouchsafed only a skeptical grunt
in reply.

"I've come to see your husband," said
he abruptly, "is he at home?"

"No, he is not."

"When'll he be back?"

"Not until to-morrow."

"I s'pose you don't know how to write
a receipt?" he queried, with his chin
cocked scornfully in the air.

"I think I could," said she smiling.

"Well, I've been owing your husband
some money for three years, and couldn't
even pay the interest, 'cause people
didn't pay me; but I've had a stroke o'
luck and here's the money. Gimme a re-
ceipt and we'll be quits," he said, as he
flung a bag of currency on the table.

"Oh, dear me!" she exclaimed; "could
you not give me a check for it? I'm
afraid to have so much money in the
house."

He looked upon this feminine timidity
with the contempt of a bitter old bache-
lor, and promptly snapped: "No, I can't.
It's all the money I've got. People seen
me getting it at the bank, and if you
don't take it likely some one else will.
I'm scared myself!" with a sardonic
grin.

She reflected that this crusty person
might never make another effort to pay,
and that no one need know she had the
money; so she asked him into the house,
where she counted the currency and gave
him a receipt.

When he was gone she hid the money
among some scrapbags in a dark corner
of her bedroom closet.

As the day wore on she grew anxious
and nervous. There occurred to her the
fear that some passerby who had seen
the old man get the money at the bank
had noticed his horse standing at her

gate and would suspect that she had the
money.

It seemed to her that the very birds
had too knowing an air as they tip-tilted
on a branch outside her bedroom win-
dow and cocked their heads on one side
to look in.

If any one broke into her lonely house,
which was a half-mile from her nearest
neighbors, the Gordons, she and her
feeble old Dinah would have no defence.

It was with a feeling of relief that she
saw John Gordon, her husband's best
friend, walking toward the house. He
was a dark, slender man, with a nervous
manner and a rather joyless smile.

"How are you, Mrs. Stocker? Feeling
rather lonesome, eh?" he called out.
"We saw your husband driving by this
morning with his best clothes on, and
knew that meant he'd be gone some
time. Wife isn't very well, and wants
to know if you won't go over and stay
with her while I'm away."

"Thank you, I wish I could, but Mr.
Stocker can't possibly be back until to-
morrow, and Randall has paid me a large
sum of money which I dare not leave."

"Has he, at last? I saw his horse
standing here, but had no idea you'd
ever see that money again." After
a moment's thought he added: "But
why not leave it? Does any one know
you have it?"

"No one but the man who paid it to
me that I know of—but he looks like a
brigand."

"Nonsense, my dear woman! You're
letting your fears run away with you.
Brigands don't usually pay debts, and
there's nothing to be afraid of. Just
leave the money here and go over to our
house and spend the night. Darkies are
a scary lot, and you haven't even a sen-
sible dog to keep you company."

She longed to yield; but she thought
of all that this money would mean to
her overworked husband, and, hardening
her heart against Mr. Gordon's repeated
urgings, persisted in staying at her
post.

Saying that he was late for an engage-
ment, her neighbor bade her a hasty
farewell.

As the early darkness of the December
night began to close in Nature herself
seemed to Mrs. Stocker, in her over-
wrought condition, to be conspiring
with evil beings to heighten her helpless
terror.

At last Dinah ponderously waddled in
and broke the gloom by cheerfully an-
nouncing the evening meal. While this
was in progress a wagon drove up, and
Mrs. Stocker heard the welcome voice of
Ranney, a sturdy, jolly Irish peddler,
with whom she had had dealings for
several years. He was one of those ro-
tund and jovial personalities that look
like embodied jokes and the very sight
of whom makes every one feel cheerful.

"Now, Toots," he was saying, "don't
ye be for aiting me up the minit I git
down. It's so long since I've had a bite
that I'd be mighty poor picking. Be
aisy, now, and the lady'll give ye a bone,

maybe, with some marrow in it. I m
hollow clare through."

Mrs. Stocker opened the door in time
to hear these last words, and called out:
"We shall be glad to fill you up, Mr.
Ranney, and Toots, too. Come in, both
of you."

In walked master and beast, the man
with something of a roll on his bandy
legs, the white dog—whose legs seemed
respectfully modelled on the same plan
—with the air of conscious power and
dignity belonging to a pure-blooded
bulldog.

As the peddler took his seat at the
table Toots sat down beside him, and,
without taking the slightest notice of
any one else, looked quietly into his
master's face.

"I've been driving about without a
bite since airy morning," said Ranney,
"and thought I'd stop here for supper
and drop the things that ye ordered last
trip, Mrs. Stocker. I knew Toots was
hungry, too; but, ye see, he don't beg,
like common dogs. He's too much of a
gentleman for that. He knows his mas-
ter'll feed him when he can, and he has
no patience wid whining, let alone do-
ing it himself."

"Toots is the best dog I know," Mrs.
Stocker answered enthusiastically. She
took up a bone and held it out, saying:
"Toots, nice dog, will you come and get
this?"

Toots eyed her gravely, with an expres-
sion which said that he knew she ap-
preciated his worth, but thought her
tone was unduly familiar.

Then he looked inquiringly at his mas-
ter, to see if he approved of accepting a
bone from a strange hand.

Ranney nodded and said: "Yes, old
boy; go and get it."

Toots walked calmly round to see
Mrs. Stocker without any undignified
haste, and with one polite wag of his
tail took the bone, which he crushed in
his powerful jaws as if it were an egg-
shell.

Dinah eyed him at a respectful dis-
tance, and was visibly relieved when the
meal was over and she could go to the
kitchen.

"Mr. Ranney," said Mrs. Stocker,
hastily, "my husband is away, and I
feel very timid. Can't you stay with us
all night?"

"Indade, mum, now I'm rale sorry, for
I'd dearly love to be any comfort to ye;
but I got word that me friend, Charlie
Craig, was down with fever and begging
every minute for me to come to him.
They say he may not live the night out,
and I've been driving like mad all day to
git to him in time. If 'twas anything
else I'd stay. But you've no call to be
anyways afeerd, me dear lady. There's
no robbers about here, and no one has
iver molested ye, I know."

She thought to herself: "Dare I trust
him? Perhaps he could send me some
one from the village," and she told him
of the money.

"Oh, now," said he, "I'll fix it. Jest
as well not talk about it in the village.

I'll leave ye Toots, and he wout tell, anyhow. I don't think any one could know ye have that in the house; but, if they did, they'd have a hard time getting it with Toots here. It 'ud be a new sort o' man that 'ud git the better o' him."

"Oh, thank you, Mr. Ranney. But would Toots mind me?"

"Sartainly he will, if I tell him. He's a knowing fellah. And there's nothing he can't do for ye, from minding a baby to chewing up tramps."

During this talk, Toots listened with an air of interest. Ranney turned to him and gravely spoke in the tone of respectful politeness that he would have used toward an intelligent man.

"Now, me boy, ye see it's this way. This lady needs ye more'n I do to-night, and so ye'll plaze me best if ye bide here with her. Don't let any one harm her, and stay here till I come for ye."

Toots walked over and licked his master's hand.

"Good boy! Ye're the best friend I have," said Ranney, patting him, whereat Toots cocked up his ears and wagged his tail.

"Now, lie down and show the lady ye mean to stay."

Toots obeyed, and quietly watched his master go.

After carefully locking every door and window, Mrs. Stocker sat down to write a letter. She found it hard to infuse a properly cheerful tone into it, and caught herself listening fearfully to every sound. The dog settled down to a comfortable nap, and seemed not in the least disturbed by the shrieks of the wind or the rattling of the windows. She began to fear that if any one broke in, Toots would not even hear it.

The ticking of the clock was almost unbearable, while its deliberation seemed purposely to lengthen the minutes as they passed. The wind increased in fury. She peered into the darkness, but could see nothing beyond the swaying trees. Toots looked at her inquiringly, but as nothing alarming was to be heard, settled down once more to sleep.

Mrs. Stocker took up a book, but found it impossible to keep her mind upon it. Frightful and menacing faces rose before her, and all the tales of violence that she had ever heard came back to her. She walked the floor, forcing herself to think of faraway scenes in her happy girlhood, only to be brought back to the present by some fresh rattle of a door or window that sounded as if some one were trying to get in.

At last fatigue made her drowsy. She carried the lamp into her bedroom and left it burning, so that any one who passed might think the family were awake, and then lay down without undressing. As she dozed off, she was now and then awakened by the scraping of the shrubbery upon her window, and though she did not believe in signs and portents, it sounded to her like the tapping of the willow wand that foretells approaching death.

At last she looked at the clock, and saw that in all these sleepings and wakings, which had seemed to occupy a lifetime, a half-hour had gone by. She lay down again and at last fell into a deep sleep.

She was awakened by a gust that shook the house. As the wind lulled, she thought she heard a noise at the front door. She rushed into the parlor. There sat Toots, with his eyes fixed intently on

the door, but not moving a muscle. The noise ceased, and she went back to bed—but could not sleep.

Again she heard a metallic sound in the lock. She got up and called: "Who's there?" but got no answer. The dog sat upright and looked at the door, but kept perfect silence. Mrs. Stocker listened. All was quiet for several minutes, but again came that metallic click.

"Who is there? What do you want," she cried.

No answer; but this time the sound continued.

"At him, Toots!" she screamed; "at him! Bark!"

Why was the dog so still? In an instant the reason flashed before her. Toots must have recognized the step of his master, who had come back to rob her, knowing that her only protection was his dog!

She saw the door yielding, and fled toward the rear of the house. On, on, she ran toward the Gordons, stumbling, falling, getting up and running again, unconscious of fatigue. Her breath came in gasps, and she could scarcely utter a hoarse cry of "Help! help!" as she threw herself against the door of the Gordon house.

Mrs. Gordon, who was lying awake listening for her husband, who had gone to prayer-meeting and had not yet returned, heard the cry. She roused the household, and soon they were hurrying toward the Stocker house.

As they neared it their nerves were tense. There was a pale moon struggling through the clouds, and even the most familiar objects looked strange and spectral.

The front door was wide open. They walked cautiously toward it, and looked in.

On the floor lay the figure of a masked man, while over him stood the bull-dog, bleeding from several cuts and his jaws horribly red. The man's throat was a gaping wound, and his right hand still clutched a knife. A few feet away lay a revolver, evidently fallen from his grasp.

Mrs. Stocker leaned pityingly toward him. "Perhaps he has only fainted. Do see if we can help him! Come away, Toots—good dog, brave dog!"

Toots looked at the motionless form beneath him, and then limped toward her.

Mrs. Gordon bent over the prostrate man, and pulled off his mask. An awful cry sounded through the house.

The man was John Gordon—dead.

A. S. WING.

If I Were a Delivery Clerk,

I would see that all goods put into my hands were checked with the original order; that they were neatly put up, properly addressed and packed. I would arrange my route systematically and make deliveries at stated hours. I would waste no time in gossiping with those to whom I delivered goods, but utilize the opportunity to catch additional orders. I would have the wagon in use free from mud, the harness bright and clean, the horse well groomed, and myself noted for neat personal appearance and courteous manner. I would work on the supposition that I represented the store and was regarded an index of its service. I would keep posted as to new and seasonable goods, all novelties, bargains, etc., and be ready to answer questions regarding the quality and price of all goods. I would be obliging and helpful to patrons, and win their good will through efficiency of service.



SEASONED.

MRS. BRADY.—Oi don't know phat's th' matter wid it. Th' mon as sold it tould me it was made ov seasoned lumber.

BRADY (in disgust).—Seasoned, is it? Well, the lumber must hov been seasoned in th' Fall, thin, fer th' leaves are all droppin' ahf.



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.

H. E. GRAND GIRARD

BELDEN REAGAN, M. D.

Grand-Girard & Co. Manufacturing :- Pharmacists,

DRUG STOCKS BOUGHT AND SOLD. DRUG BROKERS AND MANUFACTURERS' AGENTS.
DRUG CLERK'S EMPLOYMENT BUREAU;
PORTER BLOCK, GRAND RAPIDS.

Correspondence Solicited.

Promptness Assured.

ORANGES.

FLORIDAS,
CALIFORNIAS
and
CATANIAS.



Sound fruit at bottom prices.

THE PUTNAM CANDY CO.

ABBOTT VS. OWEN.

Final Words Over the Controversy Concerning Bread.

Written for THE TRADESMAN.

In closing his alleged reply to my last article on the "bread question," Mr. Owen claims the right to have the last word. Just before making this claim he tells his readers that a certain statement of mine—relative to bread in Canada being delivered direct to consumers—is "absolutely false." Now, I think that when a man gives me the lie, I am entitled to the privilege of thrashing him or of proving the truth of my statement. As Mr. Owen is at present in Canada, and so beyond my reach, I must content myself with the exercise of the latter end of the privilege. I am, as Mr. Owen is, a Canadian, that is to say, Canada is the land of my nativity; but I am now an American citizen, my home is here and all my interests are here. Mr. Owen is not only a Canadian by birth, but he is still one in heart; all his sympathies are Canadian, and he is as much enamored of Canadian institutions as the veriest Canadian of them all. Mr. Owen knew that I was a Canadian when he penned his last article, and he knew, also, that my home was for years in the city of Toronto. His reference to my "living for a little while in some Canadian city" may be intended as a sarcasm; I cannot say, but I suggest it as a possible excuse for Mr. Owen's leaving his readers to an inference when he knew the contrary. It may surprise Mr. Owen to learn that I spent some time in the baking business in Canada, and so may be permitted to know something about the business over there, and when I stated that bread in Canada was delivered direct to the consumers I stated the fact, notwithstanding Mr. Owen's energetic denial. If he has discovered one or two instances where bread is sold by grocers, I suppose he is entitled to the full benefit of the discovery. I stated what was the rule, he has found an exception. It may not show much argumentative ability to base an argument on an exception, but that is, apparently, enough for one side of the discussion. I will not go to the length that Mr. Owen did and say that any of his statements are absolutely false—they are neither absolutely false nor absolutely true. For instance, wheat has been bought in Grand Rapids for 50 cents a bushel; but not enough comes to this market to keep the mills grinding six hours out of the twenty-four—they run twenty-four hours a day. Wheat is now 52 cents here, but the wheat used by the mills costs from 3 to 5 cents more than the Grand Rapids price. Mr. Owen stated a half truth when he said that flour was made from 50 cent wheat. But, "I repeat," that the bakers of Grand Rapids do not, as a rule, use "home-made" flour. As to the price of bread, I have not abandoned my first statement, that the price of bread is 7 and not 8 cents. Mr. Owen found another exception, that is all. In some parts of the city it is sold for 6 cents—good, fresh bread, at that. What Mr. Owen does not know concerning the things he writes about is a matter of surprise even to those who know him best. His last article contains even more Owenisms than usual. Having sent in his "last word" the controversy now ends, so far as I am concerned.

DANIEL ABBOTT.

How He Caught The Trade.

From the Chicago Dry Goods Reporter.

A Chicago dry goods man who, before coming to Chicago ran a dry goods store in a town of about 2,000 inhabitants, tells some ways in which he managed to attract trade to his store.

"From the first," said he, "I firmly believed that enterprise and push were as necessary in order to obtain the best results in a small town like that in which I was located as in a large city. I adopted the methods I thought would be successful and proved them to be such to the astonishment of the other local merchants."

"We had no daily papers, but I always had at least half a page and sometimes a page 'ad' in the local weeklies. They were not ordinary stale country 'ads' either, but well written, attractively displayed and full of price items. Every week I had one or more special sales and took pains to have the people informed of them."

"My windows were by far the best of the town and I trained one of my clerks to take care of them. There was nothing very elaborate about the window displays, but they were always neat and attractive, and were changed at least once a week and sometimes oftener. I took pains to have everything displayed, price-marked. Every once in a while I would have a special sale of goods particularly attractive to the country trade, and then I would advertise that to every person trading at my store on that day who came from outside the town within a radius of ninety miles, I would refund his or her railroad fare one way and pay for three meals and lodging over night."

"I made special rates at one of the hotels and found the scheme a paying one. If it happened in the summer I would treat the ladies to ice cream in the afternoon, having had the yard in the rear of the store fixed up so as to make a very fair summer garden. In order to secure the refunding of half the railroad fare the customer simply had to present their round trip ticket to be stamped."

"My methods caught the people and I can safely say that in the four or five years I did business in that town my profits equalled those of all the four other principal merchants put together."

On Record as Predicting Higher Prices

Siegel, Cooper & Co., the great department store people of Chicago, go on record in prophesying higher prices soon. They introduced their advertisements recently as follows:

During the past six months prices of different commodities have tumbled as they never tumbled before. Now mark you this prediction: You have seen the end of the going down hill process; from now on prices will advance, and within two months prices will be much higher than they are now. Why? Simply because goods—both imported and domestic—are scarce. There are not enough to go around, and after all, prices are simply a matter of demand and supply. The demand will shortly exceed the supply. Ergo, higher prices.

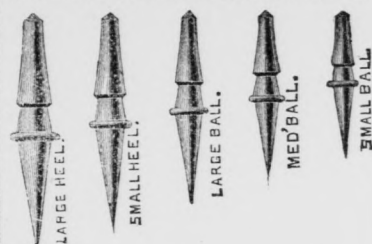
The Desirability of Small Cheese.

From the Farm and Home.

The market is bare of fresh cheese. City consumers are calling for it and are willing to pay a good price. There ought to be as much money in making a fancy article of fresh green cheese in winter, put up in small sizes for family use, as there is in making butter for 25 to 35 cents per pound. It is taking the cheese industry a long time to find out that the great demand is for smaller cheese. There is no reason why a factory making a specialty of cheese weighing from 2 to 5 pounds cannot make a very handsome profit. The trouble is that the smaller sizes now on the market all command fancy prices, and their sale is limited. Cheese of standard quality can be made into small sizes on a large scale very cheaply with special appliances, and there is money in it for the factory that first catches on to this system.

Use Tradesman Coupon Books.

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.

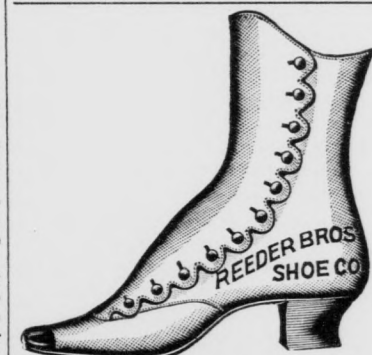


Paper Packed
Screw.

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.,
Grand Rapids, Mich.



Lemon & Wheeler Company,
Agents, Grand Rapids.

BUYS' BENCH BARREL TRUCK.



Patent Applied For.

The Simplest, Most Substantial
and Most Satisfactory Barrel
Truck ever invented.

For Prices, Terms and Illustra-
ted Circular, call or

Address,

A. BUYS 731
EAST FULTON S.
GRAND RAPIDS, MICH.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Hessel—Finlan Bros. succeed Cruger & Finlan in general trade.

Menominee—J. Paula succeeds Jos. Hnilicka in the grocery business.

Mendon—L. Cassell has embarked in the grocery business at this place.

Moreauci—Frelan Smith is succeeded by Smith & Cook in the meat business.

Kalamazoo—E. H. Mead succeeds E. H. Mead & Co. in the harness business.

Plainwell—C. E. Spencer has sold his baking business to Richtmeyer & Weeks.

Muskegon—The Strauss & Jandorf Shoe Co. is closing out its stock of goods.

South Arm—Bisnett & Williams succeed Bisnett & Lewis in the grocery business.

Sault Ste. Marie—V. R. Conway is succeeded by Conway & Co. in the drug business.

Fenton—D. Horton succeeds Frank Thompson in the agricultural implement business.

Midland—Anderson & Orth: succeed Anderson Bros. in the drug and shingle business.

Riverdale—The general stock of Henry Langley has been closed out under chattel mortgage.

Ann Arbor—Overbeck & Staebler, grocers, have dissolved, Staebler & Co. succeeding.

Shelby—Ed. Highby has purchased the confectionery and cigar business of W. J. Elliott.

Ishpeming—L. Simson has removed his boot and shoe and clothing stock to Shawno, Wis.

Kalamazoo—E. De Watters has opened a grocery store at the corner of Vine and Locust streets.

Milan—W. M. Cappel has purchased the baking and restaurant business of Clarence F. Needham.

Grand Ledge—Albert Sebring, succeeds W. R. Billings in the agricultural implement business.

Litchfield—W. A. Fowler is succeeded by F. H. Van Dorsten in the dry goods and grocery business.

Traverse City—Kubeck & Church, clothiers, have dissolved, Frank Kubeck continuing the business.

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

Plainwell—Mary Hamblin has sold her bazaar stock, which is chattel mortgaged to the extent of \$145.75, to R. D. Russel.

Hartford—Mrs. M. J. Olds has purchased the grocery stock of G. L. Davenport and will continue the business at this place.

Holland—D. Aldershof, formerly engaged in the grocery business at Zeeland, has embarked in the fish business at this place.

Nashville—A. J. Reynolds and P. H. Brumm have purchased the stock of groceries of Geo. W. Francis & Son and will continue the business.

Homer—L. A. Anderson has purchased an interest in the grocery stock of J. H. Darrow. The new firm will be known as Darrow, Anderson & Co.

Big Rapids—James Smith has sold his interest in the grocery stock of Smith & Graham to his partner, who will continue the business in his own name.

Kalamazoo—D. C. Higley and E. J. Clark will join hands and consolidate their dry goods stocks April 1. The new firm will be known as Higley & Clark.

Big Rapids—C. B. Fuqua has sold his drug stock to Geo. W. Milner, who has consolidated it with his own. Mr. Fuqua will clerk for the purchaser, for a time, at least.

Charlevoix—Z. V. Payne, formerly of the firm of Harrington & Payne Bros., at St. Louis, has opened a shoe store at this place. Frank E. Chase secured the order for the stock.

Belding—E. R. Spencer, J. M. Earle, H. J. Leonard and W. F. Bricker have subscribed \$12,500 toward the organization of a \$50,000 stock company to engage in the manufacture of boots and shoes.

Lyons—S. W. Webber Jr. and W. A. Webber will consolidate their stocks of merchandise in the near future in the building lately purchased by S. W. Jr. from Dr. Kelley, thus making one of the most complete general stores in Lyons.

Ionia—J. J. Youngs has purchased the interest of J. H. Canfield in the grocery firm of Canfield & Hanigan. The new firm will be known as Youngs & Hanigan. Both are energetic young men and will probably realize the success they covet.

Ionia—The clothing firm of Webber & Buck has been dissolved and the business will be continued at the old stand by Mr. J. T. Webber, who will also continue the custom tailoring department. Mr. Buck will open at 407 West Main street March 24, with a line of clothing and men's furnishings, and will also make a specialty of merchant tailoring.

Saranac—S. A. Watt has closed his store at Clarksville, moving the stock to this place, where he will conduct two stores hereafter, carrying lines of dry goods, notions, crockery and groceries at the old store and lines of clothing, men's furnishing goods, hats and caps, boots and shoes at the new store on the corner of Main and Bridge streets.

Edmore—Maley & Snyder have had plans prepared for a two-story brick store building, 27x100 feet in dimensions, which they will immediately erect on the present location of their general store. The building will have a steel roof and steel ceiling and be made as modern as the limitations of the place admit. The firm expect to be able to occupy the new premises by the middle of June, when they will put in a line of dry goods.

MANUFACTURING MATTERS.

Gaylord—George Fiege, of Saginaw, has sold his hoop and stave and sawmill here, to Thomas Trodle and others of Saginaw.

Clarence—The Clarence Lumber Co. has taken a contract to cut 6,000,000 hemlock shingles and is putting them out at the rate of 40,000 a day.

Bay City—F. T. Wilson has retired from the Wilson Hoop Co. It is doubtful if the mill is operated this season unless the market prospects for hoops decidedly improve.

Marquette—Signs of spring begin to be seen around the sawmills, where mechanics are busy putting everything in shape for the season's cut. The Dead River Mill Co. expects to start soon after April 1, and the Burtis mill will probably start a few days later.

Manistee—The Canfield Salt & Lumber Co. has about 4,000,000 feet at the head of the lake, that were put in during the winter by the Manistee & Grand Rapids railroad, and these will be towed down to the storage booms at their saw-

mills before they begin towing from the sorting gap.

Detroit—Articles of association of the J. M. Flinn Ice Cream Co. have been filed. The company intends to work both ends of the string, to make and sell the seductive iced cream in summer and to can and sell the succulent oyster in winter time. The capital stock of the concern is \$6,000.

South Haven—H. W. Williams of the Williams' Transportation Co., has closed a deal for the A. M. Prouty warehouses for a consideration of \$17,000. This gives the company control of all of the river frontage from the bridge south to the T. & S. H. depot, and a monopoly of the best dock property in town.

Detroit—The annual report of Alger, Smith & Co. shows the following to be the present condition of its business affairs: Capital stock, fully paid in, \$1,500,000; value of real estate, \$1,607,265.56; value of personal property, \$620,887.26; amount of credits, \$854,948.03; amount of debts, \$950,326.55.

Manistee—There is talk of a large tannery being established here, and certainly no better place could be found in the west for such a venture. We have worlds of hemlock in this region, and no trouble would be had in getting all the bark needed, at a saving of about \$1.50 a thousand in freight over Chicago and Milwaukee points.

Detroit—Articles of association of the Christiansen Harness Manufacturing Co. have been filed. The capital stock is \$16,000, divided into 1,600 shares, which are held as follows: Max G. Christiansen, Detroit, 530; Hans A. Christiansen, Detroit, 10; Albert H. Christiansen, New York, 530; Emil H. Christiansen, Chicago, 530. Half of the stock has been paid in.

Manistee—The sudden opening of navigation has been a surprise to everyone, and the prophets are trying to figure out what bearing it will have on the lumber trade in general. Nothing like it has been known for a long time. Our lake is as clear of ice as in summer, and there is nothing to hinder anyone from shipping lumber should he feel so inclined. There is very little inducement, as far as prices are concerned, to begin operations early. So far there has been very little lumber sold, and what little has been disposed of the owners say they are in no hurry to receive, and that it will be in plenty of time if it does not come until late in May. This fine weather stimulates building and other outdoor work, and that will reduce stocks accordingly.

Dusenbury, Nelson & Co., bankers, at Mt. Pleasant, have incorporated as the Isabella County Exchange & Savings Bank.

A little courtesy costs nothing, but it always returns a handsome profit.

As a rule we commence being harmful when we cease to be useful.

Tolman's are fishers. See J. P. Visner.

PRODUCE MARKET.

Apples—The market is about bare, and almost anything in the shape of an apple brings easily from \$6@7.

Beans—Dull. Handlers pay \$1.40 for country picked, holding at \$1.50.

Butter—Good butter is always in demand, but at present the supply is somewhat off. With the advent of spring and grass the price may be expected to go somewhat below present figures which are for choice dairy, 18@20c, and for creamery, 23@24c.

Cabbage—Firm at \$1 per doz. for home grown, and \$2.75 per crate for Floridas.

Cranberries—Jerseys are strong at \$2.25@2.50 per bu.

Celery—Very scarce and demand good. Price firm at 25c per doz.

Cucumbers—Are hardly in the market yet, but what few there are are held at \$1.50 per doz.

Eggs—The demand for eggs is usually good at this season of the year, but the supply is still somewhat in the lead. Dealers pay 12c, holding at 13c.

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

Grapes—Very few in market. Malagas are the only kind quoted and they bring \$5.50 per 55 lb keg net.

Honey—White clover sells easily at 12½c@15. Buckwheat, 10.

Lettuce—Grand Rapids forcing in good demand at 1c per pound.

Maple Sugar—Good domestic brings 9@10c per lb.

Onions—Are in good supply and prices unchanged, 50c per bu. and held at 60c, with Cubans at \$1 per bu. are the figures.

Potatoes—Reports from a few outside points indicate slightly enhanced prices, although Grand Rapids buyers are still paying 40@45c and holding at 50c. The probability is that prices may take a tumble in the near future.

Radishes—Cincinnati are in good demand and supply at 35c per doz. bunches.

Spinaach—75c per bu. crate.

Tomatoes—The supply of Southern stock is light, but fully equal to the demand. 70c per basket or \$4 per 6-basket crate are the figures.

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.

SEEDS PLANTS, TOOLS, ETC.

For 1894

NEW CROP SEEDS.

Every article of value known. You will make money and customers if you buy our seeds. Send for wholesale price list.

CLOVER and GRASS SEEDS, ONION SETS and SEED POTATOES. All the Standard Varieties in Vegetable Seeds.

ALFRED J. BROWN CO. Seedsmen,

24 and 26 North DIVISION ST., GRAND RAPIDS, MICH.

GRAND RAPIDS GOSSIP.

Isaac Chinnery has opened a grocery store at Scottville. The Musselman Grocer Co. furnished the stock.

Wm. & T. Baker have re-engaged in the grocery business at Grand Haven. The Olney & Judson Grocer Co. furnished the stock.

A number of outside towns are reported to be bidding for the location of a manufacturing establishment soon to be organized here. Any institution which slips through the fingers of Grand Rapids should be pretty thoroughly investigated before it is adopted by any rival of the Valley City.

Freeman Park and John L. Glenan have formed a copartnership under the style of Park & Glenan and opened a grocery store at Kalkaska. The stock was furnished by the Olney & Judson Grocer Co. Mr. Park has clerked for Hobbs & Palmer for the past three years and Mr. Glenan has occupied a similar position with B. W. Hodgeman & Co.

Henry L. Houseman, Secretary of the Grand Rapids Loan, Building and Homestead Association, is prepared to hand out checks to the face value of all stock in the organization not previously retired. This is the first building and loan association to mature in this city, but the first series of the Valley City Building & Loan Association will mature in December.

Last July Geo. M. D. Clement uttered a mortgage for \$1,700 on his general stock at Wexford, making Samuel M. Lemon trustee for the Lemon & Wheeler Company, Reeder Bros. Shoe Co. and Burnham, Stoepel & Co. The mortgagor had reduced the mortgage to \$911, but recently permitted foreclosure to take place. At the sale of the stock John M. Flanagan purchased the boots and shoes and Geo. Cook bid in the dry goods, groceries and fixtures. Both purchasers subsequently re-sold the goods to Mrs. Clement, who will continue the business at the same location. Enough was realized to pay the first mortgage creditors in full.

M. J. Wood, of Athens, Mich., Wright Brothers hired man, was in town one day last week with a silver grey fox skin, which he purchased at Big Rapids for \$50. These skins are not quoted in the market reports, on account of their scarcity. Not more than half a dozen have ever been known to have come to this market. The one in Mr. Wood's possession was taken near Reed City. So far as can be learned the silver grey fox is not a distinct species, but is generally considered to be a freak of nature. He is found along with the white fox, in the colder northern latitude of Hudson's Bay, and even much farther north. The white fox is much more numerous than the silver grey, the value of which has been discounted by the facility with which the former and other species can be dyed. While their scarcity puts a very fancy price upon them, it at the same time detracts from their value, as they cannot be put to any practical use. The attempt has been made several times to propagate them in captivity, but it has failed in every instance.

THE TRADESMAN suggests that the Retail Grocers' Association, in recommending a new schedule of peddling fees

to the Common Council, adopt the plan heretofore advocated by this journal—that, instead of there being many fees of varying amounts, there be but two, one for baskets and another for wagons, the fee for the former to be \$25 and \$50 for the latter. It is also recommended that the distinction between fruit and vegetables be abolished, which would vastly decrease the work of the police department and materially simplify the task of enforcing the ordinance. If the Retail Grocers' Association will go about this matter without delay, it can be in shape to submit to the incoming Council at its first meeting and the schedule passed by the middle of May. The police are ready to do their whole duty in enforcing the ordinance and should receive the cordial support and co-operation of every dealer in the city. The Association should see that, if amendments to the ordinance are needed, they be carefully prepared and promptly submitted to the Council.

Another attempt, on the part of a dealer, to swindle wholesalers has been headed off. This time it occurred at Bay City. Anton Prylinski was engaged in the shoe business there and early in 1893 concluded that his stock was not large enough to answer his purposes, so he commenced buying large bills of goods on time of any one who would sell him. If any from whom he desired to purchase hinted that they ought to know anything about his responsibility, he had a story fixed up for them. He stated to sellers that he had a stock of \$4,000, owned two stores and the house where he lived, owed nothing, or next to nothing, owed no relatives and that he had always discounted his bills. On the strength of these statements he succeeded in purchasing a large amount of goods and among his heaviest creditors were the Reeder Bros. Shoe Co. and Herold-Bertsch Shoe Co., of Grand Rapids. Prylinski had promised these creditors to take advantage of the discounts offered, but, as nothing was being paid, the assistance of Hon. Peter Doran was invoked by these companies in July to look over the case. He soon found that the statements made by Prylinski were wholly false and had evidently been made by Prylinski for the purpose of getting a stock of goods on hand to turn over to his wife, for he then claimed that he owed his wife nearly \$3,000. It was, also, discovered that he owned no real estate whatever, was owing other creditors largely for merchandise and never was known to discount a bill. On learning these facts Senator Doran at once commenced proceedings in replevin for Reeder Bros. Shoe Co. and the Herold-Bertsch Shoe Co. and succeeded in getting on his writ nearly all of the goods sold by these two houses. The cases came on for trial before the Circuit Court for Bay County and a jury on March 13, and on the following evening the jury rendered a verdict in favor of the Reeder Bros. Shoe Co. The Herold-Bertsch Shoe Co.'s case was put over until the next term, as nearly the whole panel of jury-men had become conversant with the case.

Good Words Unsolicited.

Frank Toonder, grocer, Kalamazoo: "Like THE TRADESMAN very much. It pays well to take it and read it."

H. B. Burdick, commission merchant, Saginaw: "I recognize THE MICHIGAN TRADESMAN as something I cannot get along without."

A Strong Institution.

Grand Rapids is the second city in the State in point of population, but it is ahead of any other city in the State in several respects, notably in the matter of trust companies. The Michigan Trust Company was the first fiduciary institution organized in Michigan under the present law, but the example thus set was quickly followed by Detroit capitalists in the organization of the Union Trust Company. Determined to be ahead of her big sister on the Straits, however, Grand Rapids has now organized a second institution of the kind, to be known as the Peninsular Trust Company, which will have a capital of \$150,000 and conduct its business on substantially the same lines as are followed by similar institutions in this and other states. The list of stockholders comprises many of the wealthiest and most substantial business men of the city, including bank presidents and directors, capitalists, furniture manufacturers, wholesale merchants, etc. The annual meeting of the organization was held last Monday evening, at which time twenty-one directors were elected, as follows: David M. Amberg, Julius Berkey, John Caulfield, C. Carroll Folmer, Elijah H. Foote, Charles W. Garfield, Joseph Houseman, Charles B. Judd, Fred C. Miller, Amos S. Musselman, Thomas M. Peck, Enos Putnam, Charles D. Stebbins, Sidney F. Stevens, Ernest A. Stowe, Charles R. Sligh, W. H. VanLeeuwen, Carl G. A. Voigt, George G. Whitworth, Charles W. Watkins, William Widdicombe.

At a subsequent meeting of the directors the following officers were elected: President—Enos Putnam. Vice-Presidents—Charles W. Watkins, Sidney F. Stevens and Charles W. Garfield.

Secretary—C. W. Sheppard. Treasurer—Geo. G. Whitworth.

THE TRADESMAN bespeaks for the new institution the same measure of success which has marked the career of the Michigan Trust Company, and trusts the officers may so conduct its affairs that it will present to the business public as strong a showing as is now made by the pioneer institution.

The Grocery Market.

Sugar—It is the unexpected which is always happening, and the sugar market is no exception to the general rule. Until the latter part of last week every indication pointed to an advance, but lower prices on raw sugars—and the fine Italian hand of the Trust in working the country to its own advantage—culminated Monday in a decline of $\frac{1}{8}$ c on all refined grades. It is evidently the intention of the Trust to weaken the market until the country is entirely bare of sugar—while it will have accumulated large stocks—and then boost the price up several points.

Coffee—The market on Rio grades is uncertain, due to the lack of information from the interior of Brazil as to the supply in those provinces.

Pork—As predicted last week, the market on barreled goods came down with a rush, an all-round drop of 75c being noted in quotations. The rush of hogs "to the front" is simply tremendous, and this, with the hard times, is knocking the bottom clean out of prices. Smoked goods are also down.

Beef—Barreled has dropped slightly, in sympathy with pork, and may be expected to decline still further.

Oranges—Florida fruit is still advancing in price and it is becoming difficult to find growers who have any to offer. Those who have a few cars left set the figure high and put in any and everything they have—mostly large sizes and these getting spongy. The Putnam Candy Co. report having taken in a car of Catanas which they believe will sell well at slightly higher prices than Floridas. It is the first Mediterranean fruit to be offered in our market this season.

Bananas—Are not plenty at present in our market, as outside dealers do not order fast enough to warrant the fruit and commission houses in getting car loads every week. Commencing with April, however, demand will grow rapidly and soon thereafter business will be in full blast.

Lemons—The market is much firmer, although there is plenty of stock being offered at the Eastern auctions. The fine weather is conducive to safety in shipping and demand is much better.

The Drug Market.

Opium has declined.

Morphi is steady and unchanged.

Quinine is firm.

Nitrate silver has declined.

Cod liver oil has advanced and is tending still higher.

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—SIX FOOT OAK SHOW CASE and iron standard, used but a short time and practically as good as new. Tradesman Company, 100 Louis St., Grand Rapids. 586

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 take 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

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. Willem, Caledonia, Mich. 579

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

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

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

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

How Libel Suits are Usually Instituted.

It is a well-known fact that most of the libel suits brought against newspapers are actuated by shyster lawyers, who manage to seduce their clients into shouldering the responsibility—ostensibly in order that some fancied wrong may be avenged, but really to enable the impecunious attorneys to “raise the wind.” Such a case was graphically set forth in a recent sketch in the Grand Rapids Democrat, entitled “Vampires of Law,” in the course of which a young law student details an interesting experience, as follows:

The second day of my employment, while I was arranging my papers in the desk to which I was allotted, Josh came over where I was and said that he and Mr. Padlock would like to speak privately with me for a few minutes. I followed him at once, and the next instant was ushered into the awful presence of my employer.

“Young gentleman,” said Mr. Padlock, in a tone of absolute composure and which seemed to me like running water in a mountain rill, “we have an errand of much importance to entrust to you, and would like to have you understand, in the first place, that occurrences like these, inside law offices, are to be sealed inside these walls.” I was commencing to feel that my employers already were placing confidence and reliance in me, so acquiesced in everything, very gratefully acknowledging any advice on that subject.

“Now,” said Mr. Padlock, after the preliminaries were over, “we see by this morning’s paper, the *Morning Messenger*, that Obadiah Oskosh, of Green street, had a very sad accident at his house last evening. His home, with contents, burned to the ground; the insurance on the same was very small.” It also goes on to state that Mr. Oskosh left a lantern in a very unsafe position last evening, and that on this account, in all probability, his insurance would be lost. This the paper had no right to say, Mr. Scott. It is outrageous that such slanderous reports should go out in relation to an innocent man, and we wish you to go as fast as you can to Mr. Oskosh and tell him we would like to see him on very important business. Say to him that if his insurance is in any way impaired we have a way of obtaining the amount fourfold; tell him to make no delay, but come at once.”

I felt the importance of my errand, and bursting with a feeling that I was already making a favorable impression on my employers and at once gaining the confidence of the men to whom I should owe my future success, I hurried to Green street. I saw Mr. Oskosh superintending the removing of bricks from the smoldering walls. I hastily delivered my message, expecting that he would see the awful necessity of returning with me to the office of Tarnish & Padlock at once.

“What do you mean?” was the astounding interrogatory I received, after telling him my mission. I repeated it in detail, telling him of the lantern which the paper had so slanderously and so maliciously said “he left in an unsafe position.”

“But I did leave it in an unsafe position, young man, and I am the loser; no mistake about it at all; it was not slanderous or malicious; it was the truth.”

I was beginning to think that Mr. Padlock had made a mistake, and my enthusiasm was somewhat abating in relation to the libel spoken of so maliciously in the *Morning Messenger*, when Mr. Oskosh turning, said, “I will call on Tarnish & Padlock this afternoon.”

That day Mr. Oskosh came to our office and was closeted with Mr. Padlock for some time. When he came out he said to me: “Young man, these newspapers are the one great drawback to this country, and a gentleman’s honor must not be assailed by them in this way.”

The evening paper contained an account of a libel suit that day commenced in the Circuit Court for that county for \$10,000 damages, the plaintiff being Obadiah Oskosh and the defendant the *Morning Messenger*.

Dry Goods Price Current.

UNELEACHED COTTONS.	
Adriatic	7
Argyle	5 1/2
Atlanta A A	6
Atlantic A	6 1/2
“ B	6 1/2
“ C	6 1/2
“ D	6 1/2
“ E	6 1/2
“ F	6 1/2
“ G	6 1/2
“ H	6 1/2
“ I	6 1/2
“ J	6 1/2
“ K	6 1/2
“ L	6 1/2
“ M	6 1/2
“ N	6 1/2
“ O	6 1/2
“ P	6 1/2
“ Q	6 1/2
“ R	6 1/2
“ S	6 1/2
“ T	6 1/2
“ U	6 1/2
“ V	6 1/2
“ W	6 1/2
“ X	6 1/2
“ Y	6 1/2
“ Z	6 1/2
“ AA	6 1/2
“ AB	6 1/2
“ AC	6 1/2
“ AD	6 1/2
“ AE	6 1/2
“ AF	6 1/2
“ AG	6 1/2
“ AH	6 1/2
“ AI	6 1/2
“ AJ	6 1/2
“ AK	6 1/2
“ AL	6 1/2
“ AM	6 1/2
“ AN	6 1/2
“ AO	6 1/2
“ AP	6 1/2
“ AQ	6 1/2
“ AR	6 1/2
“ AS	6 1/2
“ AT	6 1/2
“ AU	6 1/2
“ AV	6 1/2
“ AW	6 1/2
“ AX	6 1/2
“ AY	6 1/2
“ AZ	6 1/2
“ BA	6 1/2
“ BB	6 1/2
“ BC	6 1/2
“ BD	6 1/2
“ BE	6 1/2
“ BF	6 1/2
“ BG	6 1/2
“ BH	6 1/2
“ BI	6 1/2
“ BJ	6 1/2
“ BK	6 1/2
“ BL	6 1/2
“ BM	6 1/2
“ BN	6 1/2
“ BO	6 1/2
“ BP	6 1/2
“ BQ	6 1/2
“ BR	6 1/2
“ BS	6 1/2
“ BT	6 1/2
“ BU	6 1/2
“ BV	6 1/2
“ BW	6 1/2
“ BX	6 1/2
“ BY	6 1/2
“ BZ	6 1/2
“ CA	6 1/2
“ CB	6 1/2
“ CC	6 1/2
“ CD	6 1/2
“ CE	6 1/2
“ CF	6 1/2
“ CG	6 1/2
“ CH	6 1/2
“ CI	6 1/2
“ CJ	6 1/2
“ CK	6 1/2
“ CL	6 1/2
“ CM	6 1/2
“ CN	6 1/2
“ CO	6 1/2
“ CP	6 1/2
“ CQ	6 1/2
“ CR	6 1/2
“ CS	6 1/2
“ CT	6 1/2
“ CU	6 1/2
“ CV	6 1/2
“ CW	6 1/2
“ CX	6 1/2
“ CY	6 1/2
“ CZ	6 1/2
“ DA	6 1/2
“ DB	6 1/2
“ DC	6 1/2
“ DD	6 1/2
“ DE	6 1/2
“ DF	6 1/2
“ DG	6 1/2
“ DH	6 1/2
“ DI	6 1/2
“ DJ	6 1/2
“ DK	6 1/2
“ DL	6 1/2
“ DM	6 1/2
“ DN	6 1/2
“ DO	6 1/2
“ DP	6 1/2
“ DQ	6 1/2
“ DR	6 1/2
“ DS	6 1/2
“ DT	6 1/2
“ DU	6 1/2
“ DV	6 1/2
“ DW	6 1/2
“ DX	6 1/2
“ DY	6 1/2
“ DZ	6 1/2
“ EA	6 1/2
“ EB	6 1/2
“ EC	6 1/2
“ ED	6 1/2
“ EE	6 1/2
“ EF	6 1/2
“ EG	6 1/2
“ EH	6 1/2
“ EI	6 1/2
“ EJ	6 1/2
“ EK	6 1/2
“ EL	6 1/2
“ EM	6 1/2
“ EN	6 1/2
“ EO	6 1/2
“ EP	6 1/2
“ EQ	6 1/2
“ ER	6 1/2
“ ES	6 1/2
“ ET	6 1/2
“ EU	6 1/2
“ EV	6 1/2
“ EW	6 1/2
“ EX	6 1/2
“ EY	6 1/2
“ EZ	6 1/2
“ FA	6 1/2
“ FB	6 1/2
“ FC	6 1/2
“ FD	6 1/2
“ FE	6 1/2
“ FF	6 1/2
“ FG	6 1/2
“ FH	6 1/2
“ FI	6 1/2
“ FJ	6 1/2
“ FK	6 1/2
“ FL	6 1/2
“ FM	6 1/2
“ FN	6 1/2
“ FO	6 1/2
“ FP	6 1/2
“ FQ	6 1/2
“ FR	6 1/2
“ FS	6 1/2
“ FT	6 1/2
“ FU	6 1/2
“ FV	6 1/2
“ FW	6 1/2
“ FX	6 1/2
“ FY	6 1/2
“ FZ	6 1/2
“ GA	6 1/2
“ GB	6 1/2
“ GC	6 1/2
“ GD	6 1/2
“ GE	6 1/2
“ GF	6 1/2
“ GH	6 1/2
“ GI	6 1/2
“ GJ	6 1/2
“ GK	6 1/2
“ GL	6 1/2
“ GM	6 1/2
“ GN	6 1/2
“ GO	6 1/2
“ GP	6 1/2
“ GQ	6 1/2
“ GR	6 1/2
“ GS	6 1/2
“ GT	6 1/2
“ GU	6 1/2
“ GV	6 1/2
“ GW	6 1/2
“ GX	6 1/2
“ GY	6 1/2
“ GZ	6 1/2
“ HA	6 1/2
“ HB	6 1/2
“ HC	6 1/2
“ HD	6 1/2
“ HE	6 1/2
“ HF	6 1/2
“ HG	6 1/2
“ HH	6 1/2
“ HI	6 1/2
“ HJ	6 1/2
“ HK	6 1/2
“ HL	6 1/2
“ HM	6 1/2
“ HN	6 1/2
“ HO	6 1/2
“ HP	6 1/2
“ HQ	6 1/2
“ HR	6 1/2
“ HS	6 1/2
“ HT	6 1/2
“ HU	6 1/2
“ HV	6 1/2
“ HW	6 1/2
“ HX	6 1/2
“ HY	6 1/2
“ HZ	6 1/2
“ IA	6 1/2
“ IB	6 1/2
“ IC	6 1/2
“ ID	6 1/2
“ IE	6 1/2
“ IF	6 1/2
“ IG	6 1/2
“ IH	6 1/2
“ II	6 1/2
“ IJ	6 1/2
“ IK	6 1/2
“ IL	6 1/2
“ IM	6 1/2
“ IN	6 1/2
“ IO	6 1/2
“ IP	6 1/2
“ IQ	6 1/2
“ IR	6 1/2
“ IS	6 1/2
“ IT	6 1/2
“ IU	6 1/2
“ IV	6 1/2
“ IW	6 1/2
“ IX	6 1/2
“ IY	6 1/2
“ IZ	6 1/2
“ JA	6 1/2
“ JB	6 1/2
“ JC	6 1/2
“ JD	6 1/2
“ JE	6 1/2
“ JF	6 1/2
“ JG	6 1/2
“ JH	6 1/2
“ JI	6 1/2
“ JJ	6 1/2
“ JK	6 1/2
“ JL	6 1/2
“ JM	6 1/2
“ JN	6 1/2
“ JO	6 1/2
“ JP	6 1/2
“ JQ	6 1/2
“ JR	6 1/2
“ JS	6 1/2
“ JT	6 1/2
“ JU	6 1/2
“ JV	6 1/2
“ JW	6 1/2
“ JX	6 1/2
“ JY	6 1/2
“ JZ	6 1/2
“ KA	6 1/2
“ KB	6 1/2
“ KC	6 1/2
“ KD	6 1/2
“ KE	6 1/2
“ KF	6 1/2
“ KG	6 1/2
“ KH	6 1/2
“ KI	6 1/2
“ KJ	6 1/2
“ KL	6 1/2
“ KM	6 1/2
“ KN	6 1/2
“ KO	6 1/2
“ KP	6 1/2
“ KQ	6 1/2
“ KR	6 1/2
“ KS	6 1/2
“ KT	6 1/2
“ KU	6 1/2
“ KV	6 1/2
“ KW	6 1/2
“ KX	6 1/2
“ KY	6 1/2
“ KZ	6 1/2
“ LA	6 1/2
“ LB	6 1/2
“ LC	6 1/2
“ LD	6 1/2
“ LE	6 1/2
“ LF	6 1/2
“ LG	6 1/2
“ LH	6 1/2
“ LI	6 1/2
“ LJ	6 1/2
“ LK	6 1/2
“ LL	6 1/2
“ LM	6 1/2
“ LN	6 1/2
“ LO	6 1/2
“ LP	6 1/2
“ LQ	6 1/2
“ LR	6 1/2
“ LS	6 1/2
“ LT	6 1/2
“ LU	6 1/2
“ LV	6 1/2
“ LW	6 1/2
“ LX	6 1/2
“ LY	6 1/2
“ LZ	6 1/2
“ MA	6 1/2
“ MB	6 1/2
“ MC	6 1/2
“ MD	6 1/2
“ ME	6 1/2
“ MF	6 1/2
“ MG	6 1/2
“ MH	6 1/2
“ MI	6 1/2
“ MJ	6 1/2
“ MK	6 1/2
“ ML	6 1/2
“ MM	6 1/2
“ MN	6 1/2
“ MO	6 1/2
“ MP	6 1/2
“ MQ	6 1/2
“ MR	6 1/2
“ MS	6 1/2
“ MT	6 1/2
“ MU	6 1/2
“ MV	6 1/2
“ MW	6 1/2
“ MX	6 1/2
“ MY	6 1/2
“ MZ	6 1/2
“ NA	6 1/2
“ NB	6 1/2
“ NC	6 1/2
“ ND	6 1/2
“ NE	6 1/2
“ NF	6 1/2
“ NG	6 1/2
“ NH	6 1/2
“ NI	6 1/2
“ NJ	6 1/2
“ NK	6 1/2
“ NL	6 1/2
“ NM	6 1/2
“ NN	6 1/2
“ NO	6 1/2
“ NP	6 1/2
“ NQ	6 1/2
“ NR	6 1/2
“ NS	6 1/2
“ NT	6 1/2
“ NU	6 1/2
“ NV	6 1/2
“ NW	6 1/2
“ NX	6 1/2
“ NY	6 1/2
“ NZ	6 1/2
“ OA	6 1/2
“ OB	6 1/2
“ OC	6 1/2
“ OD	6 1/2
“ OE	6 1/2
“ OF	6 1/2
“ OG	6 1/2
“ OH	6 1/2
“ OI	6 1/2
“ OJ	6 1/2
“ OK	6 1/2
“ OL	6 1/2
“ OM	6 1/2
“ ON	6 1/2
“ OO	6 1/2
“ OP	6 1/2
“ OQ	6 1/2
“ OR	6 1/2
“ OS	6 1/2
“ OT	6 1/2
“ OU	6 1/2
“ OV	6 1/2
“ OW	6 1/2
“ OX	6 1/2
“ OY	6 1/2
“ OZ	6 1/2
“ PA	6 1/2
“ PB	6 1/2
“ PC	6 1/2
“ PD	6 1/2
“ PE	6 1/2
“ PF	6 1/2
“ PG	6 1/2
“ PH	6 1/2
“ PI	6 1/2
“ PJ	6 1/2
“ PK	6 1/2
“ PL	6 1/2
“ PM	6 1/2
“ PN	6 1/2
“ PO	6 1/2
“ PP	6 1/2
“ PQ	6 1/2
“ PR	6 1/2
“ PS	6 1/2
“ PT	6 1/2
“ PU	6 1/2
“ PV	6 1/2
“ PW	6 1/2
“ PX	6 1/2
“ PY	6 1/2
“ PZ	6 1/2
“ QA	6 1/2
“ QB	6 1/2
“ QC	6 1/2
“ QD	6 1/2
“ QE	6 1/2
“ QF	6 1/2
“ QG	6 1/2
“ QH	6 1/2
“ QI	6 1/2
“ QJ	6 1/2
“ QK	6 1/2
“ QL	6 1/2
“ QM	6 1/2
“ QN	6 1/2
“ QO	6 1/2
“ QP	6 1/2
“ QQ	6 1/2
“ QR	6 1/2
“ QS	6 1/2
“ QT	6 1/2
“ QU	6 1/2
“ QV	6 1/2
“ QW	6 1/2
“ QX	6 1/2
“ QY	6 1/2
“ QZ	6 1/2
“ RA	6 1/2
“ RB	6 1/2
“ RC	6 1/2
“ RD	6 1/2
“ RE	6

Securing the Confidence of Customers.

When a hardware dealer has reached that point in business where his customers, or a majority of them, rely upon his statements with implicit confidence he can rest assured that he has attained the greatest factor in business success.

There are merchants who advertise with the simple purpose of bringing the public to their stores, their main object being to get them inside the store without a proper regard for the possible future transactions with these chance customers.

Advertising which only serves to bring the customers to the store is a waste of money unless you are able to hold their trade and bind their patronage with the cord of confidence. To deserve public confidence let people know that you are a man of your word and make your word as good as your bond in even the smallest transaction no matter if it be to your own inconvenience or loss.

State plainly what goods you can guarantee and those which you cannot, and never under any circumstances guarantee any article of the quality of which you may have the least doubt. If you persist in this straightforward course your customers will soon come to regard your statements with confidence and recommend your store as a reliable place to purchase hardware. Another important point is to have strictly one price, the same to everybody for the same quantity. Nothing provokes a customer more than to discover that some other customer, on an equal footing, has purchased goods for just a trifle less than he paid, and a prejudice is at once produced which is exceedingly detrimental to the business. If I was anxious to get rid of my customers and do the job quickly I would practice this method in preference to exorbitant prices.

It is not so much the price you charge a customer, within a certain limit, as the uniformity of your prices, which secures public confidence. Still another point in securing the customer's confidence is to mark your goods with the selling price in plain figures so that they can be seen and understood by the customer.

If the selling price is marked in cipher the customer naturally feels that your price is open to suspicion and that you sell for whatever you can get, especially should the customer be a new one and not acquainted with your methods.

Carry a full variety of sizes and grades in each line of your business so that your customers will have confidence in your judgment and not obliged to leave your store from lack of assortment. Better fewer lines and these complete than a little of everything and nothing in particular.

Cleanliness in the store and the personal appearance of the attendants is necessary to secure public confidence, because a disordered store is evidence of a lack of system on the part of the proprietor, and it is these seemingly little things which turn the tide of trade. The old-time hardware store with its conglomeration of dirt, disorder and merchandise passed its period of usefulness and profit long, long ago, and stands no chance in competition with modern store-keeping.

Finally, as the Methodist ministers say, if you so conduct your affairs as to merit public confidence and meet with some degree of success, let the world

know it, for nothing succeeds like success acknowledged, but let your measure of success be evidenced not in extravagance but rather in an increased sensitiveness towards meriting your customers' confidence. W. S. GROVE.

Sure to Blame the Traveling Man.

"A traveling man must put up with all sorts of crankiness on the part of merchants to whom he would sell goods," said one of the fraternity at the Morton House a few evenings ago. "If trade is dull, or collections slow, or crops poor, or taxes high, we are held in some way to blame for it, and are punished accordingly. It requires quick wit to be always able to say just the right words at the right time. There is a good old German keeping store in a town not far from Saginaw, to whom I sell goods. It doesn't matter what bad luck befalls that man, he tries to get even by not buying goods of me. I had successfully combated his various theories that I had anything whatever to do with backward springs, poor crops, drouths, early frosts, hard winters, high taxes or changes of the administration, but last week when I called on him for the first time in several months he had a kick a-coming that was so new and original that I just couldn't say a word on my own behalf. As I entered his store I saw there was trouble on his mind.

"How are you today?" I asked, reaching for his hand, which he seemed to extend rather unwillingly.

"Pooty bad," answered he.

"What's wrong now?" I continued.

"Vell, I tell you vat it is," said he, "I don't got no goot lucks since you come py my store. Trade vas poor und people don't pay me, und the crops vas bad, und all dot. I don't say you vas to blame, but it vash't dot vay von dime before you don't come. Now my vife, shust ven we vas pooty hard oop, she haf two dwin papies ven we don't care for neider. She don't nefer haf dwins before dis time, und I guess you needn't come py my store some more." And I picked up my sample case and left."

The book of the fair, which cost the Bancroft Company such a heavy outlay, is an assured success, subscriptions having already exceeded 100,000, and still keep coming in as fast as ever. What has given this work such great popularity has been not only the plan but the execution. Nothing could have better fitted popular requirements than a work which covered the whole ground, historical and descriptive, and executed in the highest style of art.

Would you like to be rich if you had to be as mean as some men that are rich?

Hardware Price Current.

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

AUGURS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 7 00	
" D. B. Bronze	12 00	
" S. B. Steel	8 00	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$ 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Slot shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&	
Wrought Narrow, bright fast joint	60&0	

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&02
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	56
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	dis. 40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12&12 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 23
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	6%
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60
Hunt's Eye	\$15.00, dis. 60
Hunt's	\$15.50, dis. 20&10
MAULE.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stobbin's Pattern	60&10
Stobbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 50
60	Base
50	10
40	25
30	25
20	25
16	45
12	45
10	50
7 & 6	75
4	90
3	1 20
2	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	90
" 8	75
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scotch Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4c per pound extra.	

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40&10	
HINGES.		
Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4	
Screw Hook and Eye, 1/4	net 10	
" " " 1/2	net 8 1/4	
" " " 3/4	net 7 1/4	
" " " 1	net 7 1/4	
Strap and T	dis. 50	
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list 70	
Japanned Tin Ware	25	
Granite Iron Ware	new list 33 1/4&10	
WIRE GOODS.		dis.
Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVER.		dis. 70
Stanley Rule and Level Co.'s		
ROPES.		
Sisal, 1/4 inch and larger	7 1/4	
Manilla	11	
SQUARES.		dis.
Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Nos. 10 to 14	Com. Smooth. 82 1/2	
Nos. 15 to 17	4 05 3 05	
Nos. 18 to 21	4 05 3 05	
Nos. 22 to 24	4 05 3 15	
Nos. 25 to 26	4 25 3 25	
No. 27	4 45 3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra		
SAND PAPER.		dis.
List acct. 19, '86	50	
SASH CORD.		
Silver Lake, White A	list 50	
" Drab A	" 55	
" White B	" 50	
" Drab B	" 55	
" White C	" 35	
Discount, 10		
SASH WEIGHTS.		per ton \$25
Solid Eyes		
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
TRAFF.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	35	
Oneida Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz	
WIRE.		dis.
Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/4	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 60	
" painted	2 20	
HORSE NAILS.		
Au Sable	dis. 40&10	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clatern	75&10	
Screws, New List	70&10	
Castors, Bed a d Plate	50&10&10	
Dampers, American	20	
Forks, hoes, rakes and all steel goods	65&10	
METALS.		
PIG TIN.		
Pig Large	26c	
Pig Bars	28c	
ZINC.		
Anty: Sheet, 2 1/4c per pound.		
680 pound casks	6%	
Per pound	7	
SOLDER.		
1/2 2/4	16	
Extra Wiping	15	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson		
Hallett's	13	
TIN—MELTIN GRADE.		
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, "	7 50	
10x14 IX, "	9 25	
14x20 IX, "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal	75	
14x20 IC, "	6 75	
10x14 IX, "	8 25	
14x20 IX, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " Worcester	6 50	
14x20 IX, " "	8 50	
20x28 IC, " "	13 50	
14x20 IX, " Allaway Grade	6 00	
14x20 IX, " "	7 50	
20x28 IC, " "	12 50	
20x28 IX, " "	15 50	
BOILER SIZE TIN PLATE.		
14x28 IX	\$14 00	
14x31 IX	15 00	
14x36 IX, for No. 8 Boilers, 1/2 per pound	10 00	
14x60 IX, " 9 "		



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 21, 1894.

BUSINESS VS. POLITICS.

That the business interests of the country have suffered through the interminable tariff tinkering indulged in by both parties in Congress is too generally recognized to require even the smallest modicum of proof. The legislation of the last House will, in all probability, be undone by the present one, while if the next House should happen to be Republican, it will overturn whatever tariff legislation may be enacted by the present House. This may be all right from a party standpoint, but it is bad for business and detrimental to the best interests of the country. It makes business the football of the two factions, to be kicked back and forth according to which party may hold the reins of power, with no regard for the actual needs of the country. The tariff should be taken out of politics entirely, either by the enactment of a tariff law to remain in force a given number of years, or by the appointment of a tariff commission which should have entire charge of the schedule, making such changes as might be deemed necessary without reference to Congress. There is no reason why a question so important, and one which affects all the people, should be made the sport and plaything of politicians, or be used by them merely as party capital. Political parties, as a rule, care little for the country, and know very little about its business requirements, and the representatives of the party in Congress are not always sufficiently well posted to know what the country, not their own little districts, requires, and even if they did know, they are not supposed to vote according to knowledge—their political life depends upon their answering to the crack of the party whip. Boards of trade and business organizations all over the country are passing resolutions calling upon Congress to take the tariff out of politics and give the business of the country a chance to settle down. At a recent meeting of the Board of Trade of Mankato, Minn., the following resolution was passed:

WHEREAS—Business throughout the country is stagnant, and thousands of industrial enterprises are in an uncertain or critical condition; and

WHEREAS—It is impossible for a large body of men, like the Congress of the United States, whose membership is constantly changing, to become thoroughly conversant with economic questions, questions of revenue from custom duties, questions of protection to manufactures and other products of the industrial interests of our extensive country, especially when these are made party questions; therefore

Resolved—That in the opinion of the Board of Trade of Mankato, the tariff should be taken out of politics; and, that, to this end, Congress should speedily provide for a permanent, competent, expert, non-partisan Tariff Commission, with power to make and change tariff schedules, and rates of custom duties, from time to time, as the exigencies of the Government and the best interests of all our people require.

The party in Congress that will take this advanced step will go down into history as real benefactors of the country, caring more for the interests of the people than for party.

That aggregation of solons known as the Central Labor Union has concluded that the city of Grand Rapids must own and operate its own electric lighting plant and the fiat has gone forth that the faithful must support only such candidates for the Council as are known to be favorable to that scheme. That it is opposed and declared to be impracticable by many of the leading business men of the city cuts no figure with the wiseacres of the C. L. U. They know more about business than business men, though they don't appear to have put their knowledge to much practical use. The "leaders" having spoken, there is nothing more to be said. Independent investigation by any individual member of the various organizations is a crime which will not be tolerated for a moment; what right has any member to question the wisdom, or judgment, or honesty, or purity of motive of the "leaders?" Now let the members "obey and be silent;" let them walk up to the polls, not like sheep to the slaughter, of course, or any other simile that illustrates blind, unthinking, slavish obedience, and vote according to the will of the "leaders." That neither the Edison or Brush people have ever made a decent dividend, even by the exercise of the closest economy, is a matter unworthy of consideration, especially when there is a possibility of creating a few more fat offices which may possibly be filled by some of the "leaders," and the business come under the control of the "union." Any aldermanic candidate who permits the C. L. U., or any other organization, to dictate what his course shall be, if elected, on any public question would sell his vote to the highest bidder and is unworthy of public confidence. Let candidates bear this in mind.

In the opinion of THE TRADESMAN, Judge Padgham, of the Ottawa Circuit Court, was clearly in error when he dismissed the case against the peddler, Van der Leest, on the ground that the complaint was defective. The ground of the objection—that the complaint did not negative the exceptions to the statute—raises a point already passed upon by the Michigan Supreme Court, of which fact Judge Padgham is, undoubtedly, aware; and, in the light of this fact, his action is subject to criticism. The Supreme Court is the court of last resort in such cases, but if its decisions are not binding; if they establish no precedents

worth following; and if circuit judges are not bound by these decisions, the Supreme Court might as well be abolished. Most people, however, will be inclined to regard Judge Padgham's action in this case as unwarranted, extra-judicial and savoring strongly of either carelessness or egotism.

The Establishment of Canneries in Country Towns.

THE TRADESMAN has heretofore agitated the question of a canning factory for this city, and, while the views expressed in the interviews published were in the abstract generally favorable to such a project, it must be admitted that little hope was held out that such an industry would be successful in this city. Now, however, that some of the towns tributary to Grand Rapids, notably Coloma, Hart and Traverse City, are agitating for the establishment of canneries, the matter is again taken up, and the hope entertained that the projects will be pushed through to completion.

There is no reason why many towns should not have the benefit of such industries. There is plenty of fruit and vegetables in Michigan, not only to supply the regular table and shipping demand, but also to supply the demand for canned goods. The grocery jobbers of the State can be depended on to give the product of Michigan canneries the preference. In a matter of this kind the opinion of one having a practical knowledge of the business is desirable, and to secure such an opinion Chas. W. Shedd, a processor of long and varied experience in Massachusetts, New Brunswick, Nova Scotia, and this State, has been interviewed. He is the inventor and patentee of "The Challenge Can Filling Machine," and other canning machinery. He is fully competent to discuss the subject in a thoroughly practical manner, and what he has to say is worthy of attention:

"One great drawback to the success of such an undertaking in a city like Grand Rapids is the fact that such a city is always a good market for 'garden truck' or just such goods as are wanted in a canning factory. The price at which fruit and vegetables are sold on the market makes it impossible to buy them for canning purposes with any hope of profit. A small country town is generally considered preferable as a site for a canning factory. Another cause of failure is inexperience on the part of the canner. Some one with no knowledge of the business, with insufficient capital to properly equip a factory, and not enough ability to turn a grindstone, embarks in the business, runs it for a short time, and then fails, and his case is thenceforth cited as proof that there is no money in the canning business. It is out of the question for the business manager of a canning factory to do his own canning. He will have his hands full making a market for his product, and a man of experience with a practical knowledge of processing, as it is called, must be put in charge of the canning. Profitable canning also depends upon the ability of the factory to secure its supplies in its own vicinity at prices which will enable it to compete with other factories putting up similar goods. This is why a large city is considered a bad site for a canning factory. Let me give you a few figures at which, in my judgment, the staple supplies for a canning factory must be bought in

order to be canned at a profit. I will also give you the number of cans which are ordinarily canned from a bushel of the different varieties:

VARIETY.	PRICE.	CANS PER BU.
Apples.....	40c per bu.	20
Peaches.....	25¢ 75c "	22
Berries.....	50¢ 51 "	30
Beans.....	20c "	30
Peas.....	30c "	16
Tomatoes.....	20c "	16
Corn.....	\$7 50 per ton	30
Pumpkins.....	3 50 "	20
Squash.....	8 00 "	20

"If supplies can be purchased at these figures, other conditions being right, money can be made in the canning business. Then, again, all the machinery used in a canning factory is of a special character, and utterly useless for any other business. Like all special machinery it is very expensive. In the canning of peas, for instance, there are the viner, huller, separator, blancher and retort. None of these machines, except the retort, can be used in canning any other product, while tomato machinery can be used for several varieties. Sometimes an outfit can be bought second-hand, which materially reduces the cost. It must be remembered that a canning factory is only in operation about six weeks on each variety each year, and the more varieties that are put up, the more machinery will be required, and consequently the more money will be tied-up. A factory with a capacity of 10,000 cans a day will cost from \$2,000 to \$6,000 to equip according to the number of varieties it is proposed to can. The labor bill of a factory of that capacity will be from \$250 and \$350 per week."

The Wheat Market.

There was a slight improvement in the movement of wheat from first hands during February. The growing crop is in a promising condition and farmer's expenses have forced a little more wheat on the market in some sections. However, holders are not disposed to part with their grain in excess of present necessities. The principal receiving points report a decrease in stocks equal to 7,087,300 bu for February, an excess of about 2,000,000 bu over February, 1893. Should the growing crop receive no set back, wheat may be expected to move with considerable more activity in the near future, though prices are not expected to change much in any event.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: J. H. Lowell & Co., Wacousta. Walbrink & Son, Allendale. S. C. Peterson, Alaska. M. V. Wilson, Sand Lake. Maley & Snyder, Edmore. C. K. Hoyt & Co., Hudsonville. Adam Newell, Burnip's Corners. J. H. Eppink, Lucas. J. S. Toland, Ross. Kellogg & VanDusen, Leroy. Pomeroy Implement Co., South Haven. Jas. L. Felton, Burnip's Corners. J. M. Flanagan, Mancelona.

Hides, Pelts and Furs.

Hides—Countries are undecided but quiet. Stocks are fair and dealers are willing to sell—when they can get customers. Figures remain unchanged, although the pressure for lower prices is constant and dispiriting.

Pelts—Flat and unchanged.

Furs—Unchanged.

Tallow—Stationary, except for odd lots, which may shade quotations a trifle either way.

OFFICIAL CORRUPTION.

The corruption and jobbery in municipal politics in this country are notorious. The large cities, with their enormous property values, which are all taxed, furnish revenues in large amounts which are to be handled by the public officials.

These great revenues are a perpetual temptation to those who handle them. It is so easy to rob cities, counties and states. All that is necessary is for a particular clique or combination of politicians to hold uninterrupted control of the government for a few successive terms, and then the job is done. The crime will finally be discovered, but it is seldom that any of the culprits are brought to justice, but if they are, they are soon pardoned out of prison with all social rights restored. The man who only robs a public treasury is easily forgiven. The fact is, when people pay taxes, they consider the amount as so much money gone from them forever. They do not expect any return or benefit from it. They expect to be consumed in corruption and jobbery, and this is the reason why, when the financial crimes of officials are exposed they attract so little popular attention. Nobody cares.

But the plunder of public trust funds is the very smallest part of official crookedness. It is an exception when the public treasurer is not honest. He is commonly so, at the beginning, and will remain so provided he does not enjoy too many successive terms of office. It is opportunity that sometimes makes a thief. But the largest source of corruption is in the jobbery of the administrators of government. They create offices at will and they make all the contracts. Most of the public money goes out in contracts, and therein is the greatest opportunity for jobbery. Poor men are eager to accept positions without pay so that they may handle these contracts.

The greater and richer the city, the greater the amount of official corruption, and no city has suffered more from it than has the American metropolis. An editorial in *Harpers' Weekly*, commenting on the fact that the municipal administration of New York is a mine of corruption, proposes that the city shall sell out the offices to the highest bidders, who will then be able to plunder and prey on the taxpayers at their will, but the money which the purchasers of offices shall pay for they places shall be put out of their reach.

Says the *Weekly*: "Let the city put up its offices, the entire management of its affairs, to the highest bidder, which may be one man or a syndicate. This plan would have two advantages. It would give a considerable revenue, and the citizens would know who governed them, and who was responsible. By the present method of elections the money paid for the offices does not go to the city, and the city does not know, officially, who its rulers are. 'Governing' is a valuable commodity, and if anybody makes anything out of it, it should be those who have the right of it, and have it for sale. The plan of putting it up at public auction is above-board and business like. It is not exactly public-spirited, but it suits this commercial age."

There are said to be single offices in New York City worth a million dollars a term. Even in cities of medium size, like Detroit and Grand Rapids, there are

fat pickings. But selling out the offices is not the right remedy. It will be found in an election law that will take all the power out of the hands of the men who handle the barrooms, the hoodlums and the trades unions. Whenever the grogeries and trades unions are deprived of their political influence, it will be possible to have honest government in cities.

SAFETY IN TALK.

Talk is a safety valve through which a great deal of popular excitement is got rid of. It operates in the same way as the escape of surplus steam from the boiler through a vent which opens of itself whenever the pressure threatens to be dangerous.

The difference between public meetings where many talk and those where only one person harangues or only one side of a question is presented, is the difference between a parliament and a mob. In a parliament all sides of a public question are freely debated. Thus, having expressed their opinions, all parties are relieved and satisfied. But where one person who possesses power of leadership addresses an assemblage and his object is to excite his listeners to espouse some particular cause, or to arouse some special passion into violent demonstration, he is preparing a mob for an outrage on the law.

A multiplicity of talk by the individuals of a crowd renders an excellent service by letting off steam, which otherwise, if pent up, may burst into dangerous violence. This fact has been recognized by political philosophers, who maintain that the free expression of opinion is of enormous use in keeping down discontent under popular government. It is undoubtedly true that it is an immense relief to a man with a grievance to express his feelings about it in words, even if he knows his words will have no immediate effect. Self-love is apt to prevent most men from thinking that anything they say with passion or earnestness will not impress others. When they have spoken their piece they feel that they have struck their blow. Let others do as well.

The parliamentary habit so peculiar to the Anglo-Germanic races has long preserved them from sudden and ferocious revolutions. By instinct, when they come together in a crowd, the assemblage is called to order, a presiding chairman is chosen and then the debate proceeds in routine. Every person has a right to speak in turn, hence the word "parliament," or talking assembly. The word "congress" simply means a coming together. It may even mean a mob, but a parliamentary body is a meeting in which all who desire express their opinion upon the matter under consideration, and the ordinary result is that all parties go home to think the matter over, and so no more violence is done.

But when a mob is to be organized to carry out some violent purpose, there is no interchange of opinion; there is no debate, no deliberation. All the talking is done in one line. Only one side of a question is presented. The object is to arouse as much prejudice, hate, hostility and malice as possible against parties or accomplish their destruction without giving them any opportunity of explanation or resistance.

Thus it will be seen that the talking assemblage is the foundation of all social order and all civil liberty. There is much public safety in talk. Moreover

the loud talker, the noisy boaster is never a dangerous person. It is the silent dog that bites.

THE MARCH THROUGH THE AGES.

This is the age of education pre-eminently, of free schools, of cheap books and of a newspaper press possessing enormous facilities for the gathering and diffusing of information on every possible subject.

Education is put in the reach of every intelligent human creature in this country, and those who neglect or refuse to profit by the opportunity to learn to read, and to use the vast facilities offered, have only themselves to blame.

But, after all, what is the use of these extraordinary educational facilities? Do they make people better? Do they make people happier? These are questions of great moment. How shall they be answered?

The goodness of a people is to be determined by their freedom from violent crimes and social disorders. People who are law-abiding, doing no harm to their neighbors, are commonly considered to be good. As to "happiness," that is so indefinite a term that it is difficult of definition. Perhaps "contentment" would be more appropriate in this connection. The people whose wants are few, whose mode of living is simple, whose habits are frugal, and whose industrious labors are sufficient to provide for their necessities, should be considered contented and measurably happy.

Then, in order to find a peaceable, simple-hearted and contented people, one must go rather to savage life than to the highest civilization. The ancient Arcadians, the primitive people who lived in a semi-fabulous age in a sort of rural paradise, where the climate was warm and genial, and a rich and fruitful soil gave of its kindly produce a sufficient sustenance to the amiable and simple inhabitants, who had no other care than to enjoy, without war or contention of any sort, the sweet pleasures of love and companionship in the family circle, make up the ideal of a population entirely peaceful and happy.

Among such a people there would be no schools, no newspapers, no books. The old men of the tribe would, from time to time, discourse to the younger generation of the traditions of the past, and upon the duties of the present, and of the hopes of the future. Thus were pictured the happy peoples of antiquity. To-day they would be characterized by the missionaries who should go among them from civilized nations as steeped in ignorance and devoid of all ambition and desire of improvement, and as being wholly ignorant of the value and uses of the precious metals. This simple and happy people would be classed as savages, and declared to be intensely in need of education and civilization.

Since the civilizing of savage races is largely a process of violent treatment, if not of destruction, it should be hoped that, after all the civilizing agencies had been duly applied, the product would be a peaceful and happy race. Experience teaches the contrary. The wants and demands of these people would be vastly enlarged. Gratifications of which they had never before dreamed would become necessary, ambitions which they had never before felt would inspire them, and they would be one more race or nation plunged into the hurly-burly of contention and strife for a division of the plunder of the world.

From the point of view of the civilized and modernized representative of the ancient Arcady, it could be said, in the most emphatic terms, that the result of education and civilization has not been to fill the world with peace, contentment and happiness. If this be the case, then what are education and civilization good for?

In order to find a comprehensive reply to this question it would first be necessary to inquire a little into the constitution of human nature. The most distinguishing result of civilization is the development of the selfish principle.

So long as human beings are not too numerous to be easily supported on the natural products of the soil, and are shut out from association with the outside world, they will herd together, and the gregarious instinct will keep them so, with no other leadership than the advice and influence of the elders. There will scarcely be any claim that one is better than another. In such a condition equality of all the membership will obtain.

But in a thickly populated country, when the manners of living become complex and luxurious, and the struggle for a livelihood commences, conditions come into operation in which the love of self, every individual for his own interest, becomes the natural law. Out of this contention come all the enormous achievements of modern life. It would, then, appear that the object of all civilization is to give each individual the opportunity to do the best of which he is capable, to reach the highest point to which his talents and exertions will carry him, each working in his or her own special sphere.

If it were not for the extraordinary spirit of competition, of contention, to which modern education and the conditions of civilization impel, there would be no ambitions, no achievements. All our science, art, commerce, wealth and the vast development of human faculties, and the earth's treasures, are due to this competition. Every individual who rises drags up to a higher standard of intelligence and aspiration the generation and the age in which he lives. There is a general advance of the procession of progress, although many individuals will be crushed, slaughtered, sacrificed in the movement. There will be an immense immolation, but there will be an immense advance of the race.

But it is not to fill the world with peace and happiness, at least not immediately; but if it be possible for finite vision to peer into the fathomless depths of infinity, it is to secure the restoration of the state from which the human race has fallen. The traditions which are older than all records tell of a Golden Age which has been lost, and which is to be restored. The ancient prophets echo tradition and give great promises of the future. Christ declared himself the agent of this restoration. The age of universal peace and happiness has not yet come, but the vast procession is marching on to it. The line of march is strewn with the wrecks of ruin and failure; the sacrifice has been enormous and bloody beyond expression, and the progress through so many ages has been painfully slow; but the movement is forward, and its impulsion seems to be growing ever more tremendous and terrible. If it tend not to final, perfect benefit, to what does it lead?

MICHIGAN FULL CREAM CHEESE.

All over this State and the larger portions of Ohio and Indiana, or, in other words, over as much territory as the quantity made is permitted to be introduced, the above title labeled on a cheese will entitle it to first rank for home consumption trade and will guarantee for it the highest market price. In consideration of this fact, and that the same subject has been before this Association several times in years past, it seems almost out of place and entirely unnecessary for me to say anything new regarding it. It seems, however, that certain persons who make, or are especially interested in some kinds of cheese other than that known and described by the heading of this paper, condemn what is termed the Michigan style of cheese and seem very anxious that all cheesemakers should turn in and make their pet kind. Just why a man who makes and prefers Limburger, Switzer, York State, export or any of the other special and distinguished kinds and varieties of cheese which fill a special place in the trade, should want all others to make just what he makes, or prefers by taste, is beyond my comprehension. It is like a dry goods dealer urging all other dealers to abandon their lines of storekeeping and sell dry goods, notwithstanding the fact that such a course would be the ruin of all.

Over forty years ago my father, Samuel Horton, came to Michigan and began the manufacture of cheese in Lenawee county from a dairy of twenty-five cows. He made the first cheese for market purposes in any considerable quantities in that part of the State, or in any other part of the State, so far as known. At that time a cheese known as "Hamburg," made in New York State and chiefly bulked in the Buffalo market for distribution, supplied the entire trade of Michigan. This brand of cheese was a great favorite with dealers and consumers, and under the supposition that Michigan pastures and other conditions natural to our State at that time were unalterably against the production of good butter and cheese, it was with much difficulty that dealers could at first be induced to even try the goods made by this pioneer in Michigan cheesemaking. Long-standing customs sometimes loathe to give way to new ideas, but when the ice is fairly broken and the change made, it quite frequently becomes complete, and it has proven so in this case. At that time, with the limited supply and demand for cheese, Herkimer and other counties of Central New York were making practically all the cheese consumed in the country and our people in Michigan were imbued with the belief that cheese must come from York State to be fit for food. So strong and prevalent became this idea with our people, that, as an example of our appreciative remembrances of the things that were and of the days gone by, even to-day with the Hamburg kind and style of cheese practically excluded from manufacture, the term "York State," when used in connection with the subject of cheese, tickles very pleasantly the palates of very many of our oldest inhabitants. I suppose, owing to the same characteristics in our nature, we look back, in our imagination, to the delicious apple dumplings, the moist and sweet loaves of Indian bread and the boiled dinners that mother used to prepare for us in our younger days. But,

really, do any of my readers think that if the Hamburg cheese of old, or the chimney-cooked foods of fifty years ago, were placed before you now your fond recollections would be fully realized? I think there would be many disappointments. Change has marked all of our ways and cultivated our tastes to relish and enjoy many new things. There have been great changes all along the line in the preparation of foods, new methods of cooking, seasoning and serving. New relishes and condiments are continually appearing and we learn to enjoy them. The manufacturers and dealers in all kinds of food products would stand in their own light and be a hindrance to their own welfare and success if they did not encourage, rather than hinder, the cultivation of these new tastes and demands. In the manufacture of food products, the same as in other lines of goods intended to be sold to the people, it frequently is a good thing to produce a specialty, or something as near it as possible, as a good trade is more likely to be worked up on your goods which are not subject to so strong competition and consequent depression of prices.

During the past thirty years there has been a great revolution in the entire dairy business of our country. It has rapidly increased in quantity; new lines of apparatus are employed in the process of manufacture; new markets have been developed and new demands have arisen on the part of consumers to satisfy varying tastes. During this period cheese has come into more general use as an article of food, and, since this rapid development and increase of our dairy interests, we have sought markets abroad, so that vast quantities of our cheese now find sale in Europe. We have, also, found new markets in the South and in the West and demands for all kinds, styles and tastes of cheese here at home. We must have export cheese which will stand the trip across the Atlantic and remain in stock for a long time and fill the demands of all speculative holdings. We must have a cheese for the Southern trade which will bear shipment for long distances and bear up under the severely hot climate. We must have cheese for the winter trade which will hold up well under all kinds of discouraging and adverse conditions and keep in saleable condition. And, for our own home trade—well, if we are good business men and look well to the interests of our trade and to ourselves, we will give the people anything they want, provided the pay is all right. Here in our country we have all sorts of cheese in size, texture, shape and taste and a trade limited or general for each and all. The first cheese made in Michigan was especially patterned after the then New York State style, the manufacturer thereof having learned the process after several years of experience in a Herkimer county dairy. This cheese soon found favor with the local trade and its manufacture rapidly increased and the factory, or bulking system, was adopted soon after it gained a foothold in New York State. The first years of cheesemaking in Michigan and all those which have followed have been devoted principally to a home trade, and the occasional soft cheese which have found their way to the grocers' block when at their best have received the dealer's commendation, as it suited much of his trade and he could

dispose of from two to five of them while he would otherwise sell only one of the firmer and longer-keeping kind. These soft and mild cheese at first were a sort of accident, but the manufacturer, after hearing of the favorable comments and changing tendencies of the trade, and with the true business spirit to cater to the wants of those to whom he looks for sales, commenced to manufacture the soft grade of cheese, and at the same time tried to produce them firm enough to handle and keep for a reasonable length of time. Following the desire to please the trade came increased consumption, quick sales and prompt returns, so that Michigan cheese, with characteristics you all know, has been established. I say "established," for the reason that our cheese has practically driven all other makes, styles and kinds out of the State, and in adjoining states where it has been offered has quickly found permanent sale. Look over the markets of Michigan to-day; visit Detroit, Jackson, Battle Creek, Kalamazoo, Lansing, Grand Rapids, Saginaw and Bay City; go into the jobbing and wholesale houses at those places and in nearly every case you will find Michigan cheese at the front and sold to the exclusion of all other makes. The special brands which, through years of sales, have permanently established themselves are many. Do you doubt the sagacity of these business men who thus give preference to Michigan cheese? Do they keep them to the exclusion of other makes at the expense of trade? The facts are, they could sell no other and give their customers so general satisfaction. Every inducement is offered them by manufacturers and dealers in other states to purchase their brands. Prices of cheese in all surrounding markets, East, West and South, are always lower than those of Michigan manufacturers. It is almost a weekly occurrence with manufacturers of Michigan cheese who maintain trade with the various wholesale houses of the State that they are reminded that they are asking too much for Michigan cheese, stating that Little Falls, N. Y., Chicago and other markets quote cheese at less money. The prevailing difference in the price is from $\frac{1}{8}$ to 2 cents per pound in favor of Michigan cheese, which sells readily on our home markets. The makers of the best brands of Michigan cheese have the consuming trade back of them, and, as long as such is a fact, there will be no trouble about the dealers, for they buy what their customers want and enquire for, no matter what the cost may be. Michigan cheese commands a higher price over its market territory than does any other kind, except it be some of the fancy and rare styles. The market for best Michigan full cream cheese can safely be carried 1 cent per pound above Chicago and best New York markets, and for the past few years it has been established on that basis. All of my October and November cheese were sold in job lots at $12\frac{1}{2}$ cents and it is well worth that price now at the factories. During a good share of the time I have been selling these two months' make, the market in Chicago and New York ruled at $10\frac{1}{2}$ to 11 cents. They are ruling now at $11\frac{1}{4}$ cents in New York and about 12 cents in Chicago. For the whole season, I think it is safe to say that our Michigan cheese sells to the trade at fully 1 cent per pound above that asked for the best

brands of other makes. As compared with export cheese, we have the advantage of holding the home trade. I would much rather have a trade in the cities near by and within easy access by rail than to have my customers in London or Liverpool, or be compelled to hold my stock and wait for some buyer to come around, with the chances of his not coming when you want him; for, if he is a sharp buyer, he calculates to buy so as to get most of the advances for his own benefit. I would rather be independent than dependent, and to those who are urging our Michigan factorymen to drop the present style of making cheese and adopt the New York or the export style, it would almost seem that they do not fully understand the situation. I do not wish to infer that they have any selfish motives in view, but, really, to make the change would throw away years of labor which have been devoted to producing what the people nearest their doors wanted and preferred and had confidence in and on which we have a steady and permanent trade. The Michigan style of cheese, also, has the advantage of yielding more cheese to every 100 pounds of milk. The difference in the yield of cheese between the New York State and export and the Michigan style, when each is properly made, is generally enough to equal a difference in the selling price of fully $\frac{1}{2}$ cent per pound, which, during a dull season, would make quite a handsome margin toward paying running expenses. Is it not the most successful business man who keeps his ear to the sayings of the larger portion of the trade; and then if he can succeed in producing an article in line with their expressed preferences, is it not a fact that his labor, so far as seeking a market, is well established, and the most he has then to do is to keep his goods up to the standard? Michigan dealers can easily get these other kinds of cheese if they desire without changing the methods of the old-established manufacturers to give them a trial. New York, Wisconsin and Ohio cheese are all being urged upon them continually and, as I have before stated, at far cheaper rates. Michigan factorymen, as a rule, do not make cheese to keep and, hold but to sell and be consumed. This saves shrinkage and insures quicker returns to the farmers who furnish the milk, which now-a-days is a very important matter. While in Detroit last week I was shown ten export cheese which were stored in the cellar of a well-known wholesale grocery firm there. I had heard something of those cheese before and was anxious to see them. I thought as I saw them that more than likely some farmer patron of the factory where they were made was running a store bill on credit where he should have had the money out of those cheese months before to pay his bills. Keep! I should say they would keep! If that particular quality is what is wanted, I might ask why not store grindstones in the place of cheese, as there would be no speculation as to the keeping qualities of grindstones. These ten cheese were a disappointment to the merchant, for he said, as he drew the tryer from one of them, the man said they would get mellow with age, but they do not seem to. I would like to see the account balanced between a quantity of milk sufficient to make these cheese and a like quantity made into the Michigan style, following out the difference in the

yield of cheese for the milk, readiness for the market, what each would naturally sell for at maturity, the debt canceling power and benefit of the quick returns of the farmer who produced the milk with interest on money invested in each while waiting for market, etc., and see how the balance would show. Then let the patrons of a cheese factory vote on the question of which kind of cheese they prefer to make. I read somewhere not long ago that Michigan got a "black eye" at the Chicago Exposition, and the man who wrote the article said he was glad of it. I cannot see why a Michigan man should be glad when a Michigan product fails in a competition so broad and great as the Chicago Exposition. That man must be living very near to Canada or some other country not ours. I was quite well satisfied with the result at Chicago, and, considering the circumstances, we did well. Michigan cheese is not known outside of a certain comparatively small territory and never finds its way into any of the great cheese centers. Fortunately, it does not need to, for so far the supply is not equal to the demand with near-by consumers. The competitive list at Chicago did not give a distinct class for us. It was like showing Jerseys with Holstein cattle, with the deciding points of merit made out favorable to the Holstein breed. I sent one cheese from each of my six factories and the score stood an average of 93 out of a possible 100 points, which was more than I expected. We exhibited our regular market cheese as they averaged on our shelves and they were ready to go to the trade when they went to Chicago. They were not judged for nearly a month after their receipt and the weather was very warm. I was satisfied with the result, and it cannot fairly be said that Michigan got a "black eye." The home market will in the future be the main dependence of the cheese interests of the United States, for it is but natural for England to favor its own countries for their supply under equal conditions. Those who have watched for the past few years the tendencies in favor of the above statements will, I think, agree with me. It is in harmony with the opinions of those who watch closely the signs of the times. Note the following statements by Geo. G. McAdam, uttered at a recent banquet of the Watertown, N. Y., Dairy Board of Trade:

Another year I shall change my mode of operation, viz: instead of confining my operations to the export business, I shall seek the business of local houses; instead of being in the market three months, I shall be on deck until all the fall cheese is disposed of. The demand for home trade cheese is rapidly growing and not only the buyers must prepare for this change, but factorymen. This somewhat disagreeable state of affairs should not and cannot be consistently charged to the salesmen, makers or buyers. It is a combination of causes. This perplexing situation has long annoyed salesmen. Not being prophets and unable to see into the future, they have done as well as the best of human judgment would permit. It is now an easy matter to criticise them. One not at all familiar with the business could now do this and not exhibit a very large amount of knowledge.

The main question of the hour with our dairymen is, How can we increase home consumption? I would answer, first, by making what the people want and will consume the most of. We (and here I mean the dairymen of the United States) should make all kinds

that will find ready sale, and a special kind to meet the demands of all parts of our country. If this is skillfully done the cheese trade of the United States can be more than doubled. In the furtherance of this object the skimmed and filled cheese would be discouraged, if not discontinued; for while one of those cheese is being sold from a grocer's block, two rich full creams would generally be disposed of. If I were to frame a cheese branding law I would have but two brands—full creams and skims. The operation of such a law would result in having none but full creams and the poorest grade of skims; for, if to skim even in a small degree would consign the cheese to the skim class, the maker, if he skimmed at all, would go to the bottom and take all the cream. The cheese would be so poor and sell so low that their manufacture would be very limited. Then, also, the consumption of cheese would be greatly increased.

Now, as to Michigan cheese again, I firmly believe they are all right and that what is needed in Michigan to-day is expert instruction in the art of making them correctly, so as to preserve their essential distinctive features, i. e., full creams should be moist, porous and mild and weigh about forty pounds. At the same time these experts should be able to so instruct that all disagreeable features would be eliminated. Farmers need educating in the care of milk, and cheesemakers should accept nothing but good milk. Leaky, sour and dry cheese should be no more. The art of ripening milk, use of rennet, proper cooking and salting should all be better understood, and equal to all, the science of proper curing in the dry room should receive closer attention; in short, preserve the standard of Michigan cheese on the basis of those makers who have established our present good reputation and prevented so many from going out to the trade which would do us much harm. I would regard as a calamity at the present time any movement which contemplated the changing over of our established style of cheesemaking to some other system. It is especially encouraging to the dairymen of the State to know that our Agricultural College is now moving forward in the line of dairy experimental work. It should have started along this line several years ago, and in not doing so, the College has lost much of its once popular standing among like institutions in our country. The farmers of Michigan earnestly hope that the lost ground will be regained and that the work now well under way may furnish material aid in the development of this new and fast growing industry in our State.

Geo. B. HORTON.

Fruit Ridge, Mich.

To Suppress Opium.

Victoria, Australia, has passed a very severe law to suppress the opium traffic in that country. The cultivation of poppies is absolutely prohibited, and opium may only be imported for medical purposes, and that on the payment of enormous duties. The measure receives the support of the best elements in the colony, and is said to be immensely popular with all classes of the whites, for the reason that it is supposed to make the Chinamen more uncomfortable. It will also be a good thing for the smugglers, as similar laws are in this country.

The hens are now filling their contracts for spring delivery.

YOURS FOR THE ASKING.

Write your name and address upon a postal card, mail it to the TRADESMAN COMPANY, Grand Rapids, Mich., and you will receive by return mail samples and price list of its several styles of coupon books, which are the most comprehensive, concise and convenient system ever devised for the handling of credit transactions in any mercantile line, or for reconciling the unrest of cash customers where both cash and credit sales are made indiscriminately.

These books are now in use by over 25,000 retail merchants in all parts of the country and in every case they are giving unqualified satisfaction, as they enable the dealer to avoid all the losses and annoyances incident to the pass book and other antiquated charging systems.

We were the originators of the coupon book system and are the largest manufacturers in the country, having special machinery for every branch of the business. If you wish to deal at headquarters, you are our customers.

Tradesman Company,

GRAND RAPIDS, MICH.

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, Friday and Saturday, March 29, 30 and 31. Customer's expenses allowed. Mail orders promptly attended to. Established 87 years.

Michael Kolb & Son,

ROCHESTER, N. Y.

Wholesale
Clothing
Manufacturers.

Badges

The Largest Assortment of Ribbons
and Trimmings in the State.

TRADESMAN COMPANY.

Electrical Wonders and Anticipations.

It is not an extravagant statement to say that never before in the history of the world has there been a scientific discovery about which centered such magnificent dreams as are being built up on certain recently discovered electrical principles. Among these the foremost place must be given to the astounding discoveries of the young Serbian genius, Nikola Tesla, which are so novel and so extraordinary that the most imaginative of inventors are unable to foresee what form their development will take. Just as experimenters were beginning to think that they knew all that could be learned about electricity, and that further improvement must be in the line of more perfect mechanical application, Mr. Tesla shows us the electric fluid under conditions in which it differs from ordinary electricity as much as light differs from heat. A current of 2,000 volts will kill a man in the twinkling of an eye, but this modern wizard lets currents pour through his hands with a potential of 200,000 volts, vibrating a million times a second and showering from him in dazzling streams of light. For some time after the experiment ceases his body and clothing emit streams and halos of splintered light.

The wildest dream of the inventor could not have foreseen that while currents of low frequency are deadly, these are harmless. Mr. Tesla says that he will soon be able to wrap himself in a complete sheet of electric fire that will keep a man warm at the North Pole without harming him. Neither Merlin nor Michael Scott nor any of the wizards of old ever wrought a more potent miracle, even in fancy. The meaning of this is too far beyond us to be realized at present. We can no more grasp its significance than Franklin could discern the electric motor in his captured thunderbolt. Equally astounding, and with more visible usefulness, is Mr. Tesla's discovery that currents of such enormous potential and frequency can be transmitted without the use of wires. A room can be filled with electricity from copper plates in ceiling and floor, so that electric lamps will burn without any connecting wires as soon as they are brought in. In the same way intelligence and power may be transmitted without a circuit, doing away with the necessity for trolleys, storage batteries, and subways. When it is considered that such startling changes as these are already theoretically possible, it will be seen that in the inventions upon which we so complacently congratulate ourselves we have only paddled along the shore of the great sea yet to be explored.

These sudden enlargements of the ideas of scientific men in regard to the nature and the possibilities of electricity has led the New York Mail and Express to bring together in a symposium the opinions of well-known electricians as to the future developments of electrical science. Mr. Edison thinks we shall yet be able to get electricity direct from coal—a discovery compared with which the philosopher's stone is a bubble.

Then our steamships will need only "a snug little bin for 250 tons of coal instead of one for 2,800 tons." Successful aerial flight, electric cookery, a transatlantic telephone, a real telescope with which one can see around the world by the medium of a wire, the formation of wholesome food products under the potency of electrical affinities—these are some of the things which imaginative inventors foresee. Most startling of all, though it was suggested nearly ten years ago by an undergraduate in a Western college, is Mr. Edison's idea that unspoken thought may be recorded by electrical apparatus applied to the cranium, and either reproduced at pleasure or transmitted to another person.

While ten men watch for chances, one man makes chances; while ten men wait for something to turn up, one man turns something up; so, while ten fail, one succeeds, and is called a man of luck—the favorite of fortune. There is no luck like pluck, and fortune most favors those who are most indifferent to fortune.

Some of the brightest men alive do some of the most stupid things.

Ye Butcher.

Ye butcher kills ye cow, ye calf,
Ye pig, ye sheep, ye ram;
He e'en would slaughter with delight,
Sweet Mary's little lamb.
When ye go to his butcher's shop
He sharpeneth up ye knife,
He looks as if he has design'd
To take away your life.
He throws ye meat upon ye scale,
He stands and grunts and groans,
He swears he chargeth for ye meat
And nothing for ye bones.
He wanders round to get ane wife,
His heart is in a stew,
As 'mong ye sex not one of them
Will dare to buckle to.
At times he goes to see ane play,
And it is his delight,
To see ye actors draw ye sword
And prance and dance and fight.
In restaurants he's never seen
To sit and ring ye bell,
And where he eats or how he eats,
No mortal man can tell.
For his misdeeds we well may mourn
And shed ye tears profuse,
Waes me! rejoice, that none of us
Are stading in his shoes.

Do Not Talk in a Gloomy Vein.

From the Chicago Dry Goods Bulletin.

If you feel blue regarding the business situation, don't talk in a gloomy vein, particularly to customers, it may lose you trade.

Just think for a moment how it is with yourself. You go to the market on which you buy your goods, enter a house where you are in the habit of purchasing, intending to place say a thousand dollars' worth of orders. You meet a member of the firm, or the manager, and ask him how trade is. "I tell you it's simply awful!" he replies. "To tell you the truth, we've been here for fifteen years and never seen it so bad. Merchants seem to be remarkably careful about placing orders, and when they do they call for ridiculously small lots. Really I don't know what we're coming to."

How would such a reception make you feel, anyway? Ten chances to one you would soliloquize something in the following vein: "Well, if everyone is so everlastingly conservative about buying, I guess I had better watch out and not get stuck by ordering too many goods. Anyway, I can safely hold back awhile, because the stocks in the hands of jobbers seem to be of pretty fair size, and at the rate they're selling now I guess there will be a sufficiently large assortment for me to choose from later on."

You go back home feeling bluer than ever, but don't talk blue. It is likely to effect your customers in something like the same manner that it affected you. A customer who enters your store and hears such a tale of woe from your lips will in all probability think it wise to economize, notwithstanding that they may be making as much money as they did last year at this time. If things are so bad, with no immediate prospects of getting better, they will think that they had better begin at once to prepare for the speedy advent of that traditional rainy day. They may buy goods, but they are liable to be of a cheaper quality than they would have purchased otherwise.

Then there is another thing to be considered. The blueness of your conversation is bound to depress the spirits of your clerks. If they hear you talking to customers in a discouraging way they will do the same. Then, if they think that everything is going to the eternal bow-bows, they are liable to become drowsy and lose interest in their work. Now is the time you want them to make their greatest efforts, now is the time for you to exercise yourself, your wits, your ingenuity, to keep the spirits of your customers up to the selling point. Don't falsify, but if you can't talk about trade in an encouraging way talk as little as possible. See things bright ahead, anyway.

A preacher with dyspepsia has to keep very close to the Lord to preach the gospel right.

UNIVERSAL SCREW DRIVER and BRACE.

Patented.



NO. 1.



NO. 2.



NO. 3.

The above cuts show a few of the many purposes this device will serve.

Cut No. 1 meagerly shows its adaptation as a Screw Driver—anyone readily understands that it will drive a screw in, as several other devices on the spiral plan drive a screw the same way, but there is no other one that will do this: Take a screw out with exactly the same push movement as it was put in, and just as quickly; this is done by simply grasping the brass shell with the left hand, and having hold of the wood handle with the right; simply give the right hand a twist toward you; this reverses it to take out a screw; in like manner give it a turn from you, and it is ready to drive the screw.

In either case, when it is closed as shown in Cut No. 3, if desired, it will act as a ratchet, turning the screw half round each ratchet movement made by the operator, and still another valuable position is obtained by simply turning it as before stated, but instead of clear from one side to the other, stop at half way; at this point it will be as rigid as if it was one solid piece of iron.

Cut No. 2. Here we show the spiral clear extended, another use made of it other than driving screws, here we show its usefulness in a carriage, wagon or machine shop where many small burrs are to be taken off and put on; the screw driver bit is removed and a socket wrench put in with which burrs can be run on or off, twenty times quicker than by the old way.

Cut No. 3. This shows not only its usefulness in the carriage, wagon or machine shop, but carpenter, plumber or undertaker's establishment as well, in fact it is indispensable to any worker in wood or iron where screws or burrs are used, or boring, drilling, etc., is done, and in finishing up work with hard wood where a small hole must be bored or drilled to receive the nail or screw, it is a wonderful convenience. Thus it will be seen it well merits the name it bears, **The Universal Screw Driver and Brace**. The chuck and shell are highly polished brass while the handle is finished in natural wood; it is substantial, durable and the most powerful tool of its kind made.

WRITE FOR CIRCULAR.

S. F. BOWSER & Co., Manf's.

FORT WAYNE, IND.



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.

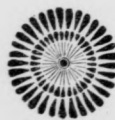
AGENTS FOR THE
BOSTON RUBBER SHOE CO.

We have received our

NEW SPRING LINE of

STRAW HATS

Prices range from 40c to \$7 50 per dozen.



**MEN'S,
CHILDREN'S,
and
WOMEN'S.**

Write for Samples.

P. Steketee & Sons.

Purely Personal.

G. R. Slawson, the Greenville druggist, was in town over Sunday. He drove down with his trotter.

J. M. Flanagan, the Mancelona general dealer, was in town over Sunday and called on the jobbing trade Monday.

Sidney F. Stevens and wife leave Wednesday for Cincinnati, whence they go to New Orleans via steamboat down the Ohio and Mississippi Rivers. They expect to be gone about two weeks.

Geo. G. Whitworth, Treasurer of the Peninsular Trust Company, is spending a couple of weeks in the Eastern States, acquainting himself with the *modus operandi* of such institutions.

A Newaygo correspondent writes: "Your reference to Frank Jewell's fox hunting proclivities, in a recent issue of THE TRADESMAN, reminds us of Frank's experience with a Newaygo county reynard a few weeks ago. Mr. Jewell came here and invoked the assistance of Steve Thompson, our jolly grocer, asserting that he was decorating a room in his new home with trophies of his skill as a hunter and that the only thing lacking to complete his happiness was a fox skin for a rug. Steve finally concluded to assist his friend and arranged to start up the fox if Frank would intercept him, which he agreed to do. Steve was as good as his word, but Frank was so overcome at the sight of the fox that his gun kicked him off the stump on which he was standing, but he quickly regained his composure and fired a second volley after his foxship. Neither shot took effect, and Frank is strongly of the opinion that the fox is running yet."

Gripsack Brigade.

Byron S. Davenport has changed his residence from Coit avenue to the Wellington flats.

P. H. Carroll has been elected Vice-President for Michigan for the Commercial Travelers' Mutual Accident Association of Utica, N. Y.

James G. Cloyes, for many years city salesman for the L. M. Clark Grocery Co., has taken a similar position with Ball-Barnhart-Putman Co., dividing the trade with Arthur Fowle.

The Oceana Herald refers to Geo. F. Owen as the "best story teller in Michigan." The appellation is deserved. Mr. Owen can tell the same story more times and with greater variation than any other man in the State.

Harry L. Hamilton, traveling representative for the Michigan Clothing Co., of Ionia, who had the misfortune to get kicked on the knee by his trotter, Harry H., has resumed his visits to the trade after two weeks' confinement, accompanied by a pair of crutches.

Jas. N. Bradford says he considers himself an adept when it comes to telling fish stories, but that the crowd which gathers in the back end of Steve Thompson's store, at Newaygo, knocks him out; in fact, he doffs his hat to the whole crowd, Thompson not excepted.

Eben N. Thorne, Western Michigan representative for Marshall Field & Co., was called home last week by the serious illness of his child, a lad of eight or nine years. The little fellow was not expected to live Sunday, but his condition Monday was much improved.

Shakespeare spoke of the seven ages of man. This proves his discrimination. Woman has one and generally sticks to it.

The Price of Bread.

From the Minneapolis Northwest Trade.

In all the large cities, there has been a great deal of discussion on the price of bread as regulated by the price of flour, and a singular sort of emphasis laid on the assertion that because flour is cheap, bread also ought to be cheap. This theory ignores the very important factor of labor as an element of cost. It is labor and not raw material which must regulate the cost of bread, or other bakers' products. We reproduce here, from a letter written for publication, the opinion of a Baltimore baker, though it is to be noted that he evidently is not troubled with ordinance or statute limiting the weight of a loaf. The writer is John Cruett, of 118 South Eden street, Baltimore, who says: "No, bread has not decreased in price and I am glad to explain the position of the bakers, because I know there has been some complaint that it has. I always keep my bread at a uniform price, but I make up for it in the weight of the loaf. For instance, if flour is dear I take off an ounce or two of each loaf; if it goes down as much as 50 cents or \$1 I add an ounce or so. This is a sort of unwritten law among bakers. Flour gets cheap and one baker will increase the weight of his loaf. All the rest of us hear about it, of course, and we do likewise. Since flour has been going down in price I have from time to time increased the loaf of bread I make from two to three ounces. The loaf which I used to make weighing 14 ounces now weighs over 16. We propose to increase the size of the loaf, instead of lowering the price, for two reasons. One is that if we sell bread to the grocers and small dealers for 3 cents instead of 4 cents, just as soon as flour goes up and we would be compelled to raise the price again, everybody would kick with all their might, and we would have a hard time doing it, whereas a loaf of lighter weight would not be much noticed. Secondly, if we lowered the price to dealers to 3 cents, it is more then probable that they would still sell the loaf for 5 cents, thus giving the advantage to the dealer instead of the consumer, who ought to have it. In fact, I know a large grocer who buys some bread from a small dealer for 3 cents as a matter of friendship, and he sells that bread along with mine for the same price, though it weighs less. 'People do not notice the difference,' he said. There are other things also to be taken into consideration. For instance, I run a good many wagons and the price of horse feed has increased, which I must count. Then labor is the same, but lard is higher, so that I make no more on a loaf of bread now than I did when flour was higher in price. A few of the smaller bakers, I believe, are selling bread for 3 cents, but with the larger dealers the price is uniform and the weight increased."

A Round Dozen Reasons Why.

From the New York Times.

There is value as well as entertainment in a curious canvass made in Wall street last week by a member of the Stock Exchange. He called upon a long list of acquaintances, including the foremost bankers of the city, and asked each what he thought the most significant and most influential factor in the financial situation. Here are the answers as the millionaire interviewer has boiled them down into a round dozen "living reasons"—such is his own phrase:

1. Public confidence restored.
2. No more scares, no more worrying over ghosts.
3. Cheap interest rates, plenty of money, and honest money.
4. National credit secure.
5. Prices away under values.
6. Everybody economizing.
7. Railroad expenses cut down.
8. Merchants without goods, mills keeping behind ordinary consumption—any improvement sure to start a manufacturing boom and a mercantile boom.
9. Failure over liquidation finished.
10. All weak spots out of the way.
11. Bankers finally satisfied with conditions.
12. Wall street one great bargain counter.

Use Tradesman Coupon Books.

The following is a fac simile reproduction of an advertisement now appearing weekly in the Elk Rapids Progress:

JOHN MORRISON

Sells the

BEST CROCERIES

At the

LOWEST PRICES, FOR CASH !

Of any retail dealer in Michigan. He buys exclusively of

BALL, BARNHART, PUTMAN CO.,

The best Wholesalers in Michigan. That's Why !

For over a quarter of a century the name of our house has been a synonym for good goods and right prices. To be able to say that you buy goods of Ball-Barnhart-Putman Co. is positive assurance to your trade that your stock is first-class in every respect. Is it any wonder, then, that our customers should seek to avail themselves of the advertising advantage which such a connection affords?

IF YOU WANT THE BEST

ORDER



SOLD ONLY BY

L. M. Clark Grocery Co.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkhill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Next Meeting—Grand Rapids, March 6 and 7.
Subsequent Meetings—Star Island, June 25 and 26.
Houghton, Sept. 1; Lansing, Nov. 8 and 9.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

When a Note is Due.

Many business men suppose that a note drawn for, say, ninety days, is due and payable when the ninety days have expired, and if payment is proffered, that the payee is bound to accept the money. That this opinion is erroneous is proved by the decision of Chief Justice Hooker, of the Supreme Court of Michigan, in the case of Michael McKenna vs. David Lindsay and Albert McKenna. This was an action brought by McKenna in the St. Clair Circuit Court to recover the value of a note made by the two defendants. At the first trial Judge Mitchell decided adversely to the plaintiff, who appealed to the Supreme Court claiming error. The appeal was decided October, 1893, the Superior Court sending it back for re-trial. The following is Justice Hooker's opinion:

On April 29, 1886, defendant McKenna borrowed \$150 from plaintiff, giving a promissory note payable one year after date, signed by David Lindsay and himself, Lindsay's name being above his. Lindsay was an accommodation maker, of which fact plaintiff had knowledge. An action being brought upon the note, defendant Lindsay defended, and a verdict was rendered in his favor by direction of the court. The only question that need be considered is whether this direction was right.

The plaintiff testified that the note was not paid, stating the transaction claimed to have been a payment substantially, as follows:

"McKenna came to my house April 29, 1887, and just laid the money upon the table, and said he wanted another year. I told him I would let it go. He picked the money up and put it in his pocket. I don't know how much money he had. I did not count it. I did not have my hands on it. Then I gave him the note, and he endorsed the interest. Then he paid me \$12."

If this is a truthful version of the transaction, it did not amount to a payment, or a tender under circumstances which required the plaintiff to take it. McKenna evidently did not want him to take it, and did not say he did. It was far short of such an offer of payment as would have operated to discharge a mortgage collateral to the note. The note was not due, and the plaintiff was under no obligations to take it, if tendered. It follows that this question should have gone to the jury.

The same is true of the other question in the case, if the claim that the surety was discharged by the extension is relied upon. Under the testimony of plaintiff, nothing was said about a consideration for the extension. He agreed to an extension when asked to do so, and the money on the table was taken and pocketed by defendant McKenna. Afterwards he paid the interest to that time, and the note was handed to him for its indorsement. The defendant's testimony is not in accord with this, but the plaintiff was entitled to have a jury determine which was true.

The judgment must be reversed, and a new trial ordered. The other Justices concurred.

A reference to the italicized words will show that, in the opinion of the Court, the note was not due, although the

time for which it was drawn had expired. The only conclusion is that the note actually run for twelve months, plus the three days of grace. A note, therefore, is not due and the payee need not take the money until the three days of grace have expired. Interest, of course, runs with the note.

As the State Legislature, at its last session made Saturday a legal half holiday, the banks cannot protest a note until Monday when the three days of grace expire on Saturday. It seems to be a fair inference, therefore, that, in such case the holders of notes can collect interest on five days of grace, instead of three, if they so elect, although this point will not be settled until it has been passed upon judicially.

The Credit Clerk.

From the Merchants' Review.

In every jobbing house there is an employe whose duty is to pass upon applications for credit. He is usually called the credit man, and his position is one of great importance, for he is expected to act as a check upon the too zealous salesman, who cannot discriminate between the retailers who are financially strong and those who are weak. If there were no such position jobbing sales would no doubt be much larger than they are, but the firms wouldn't last so long as they do, for not only is there a constant tendency among some salesmen to over-sell their trade, but there is also a greater or less tendency among retailers to over-buy. And what makes the duties of the credit man the more onerous is the fact that the weakest retailers are usually very reckless in the purchase of goods. It is a common occurrence, therefore, when orders are submitted to the credit man for examination, for the latter to hold back part of the goods on the list, and only send a portion that he believes to be indispensable to the customer. Of course, in some cases he shuts down entirely on the order, but in the majority he follows the above mentioned course. He withholds part of the order, not because of doubts as to the customer's honesty, but because of a belief that the latter will not be able to meet the obligation when it becomes due, and knowing, as he does from long experience, the tendency of many merchants to over-buy, he steps in between them and the consequences of their rashness. In doing this he acts in their interest as much as in the interest of his employer. The credit man is not generally popular among the financially weak patrons of the house, and this is natural. Yet considering that many tradesmen are still in the business and prospering today who, if the credit man had not put a stopper upon their recklessness in buying, would have gone under long ago, he ought to be regarded rather as their preserver, or at least their friend, than an enemy who has sought to injure them. Would that that same care and vigilance in granting credit were the rule in retail stores. If all retailers could learn the lesson that the credit man in the jobbing trade is taught at the start, namely that a sale is not consummated until the money is received, the number of disasters among the former would be fewer.

The Criminal Foot.

Superintendent Byrnes, of the New York police force, says that a distinctive feature of a criminal, especially of a thief, is his foot, and that he can recognize it as far as he can see it. He says that no matter what sort of a boot or shoe a thief may put on, it will take on a rounded look and turn up at the toe. Generally the arch of the foot is low, but whether it be or not, the turning up of the toes is always there, and comes from the thief's characteristic method of walking. The superintendent said that he had spent many hours studying the feet of criminals, and that in nine cases out of ten he can tell a thief from an honest man by the looks of his foot alone. People whose toes incline to turn up should take pains to remedy the defect before going to New York, or they may get into Byrnes' hands.

GREEN SEAL CIGARS

ALWAYS
STANDARD.

AT WHOLESALE BY

Hazeltine & Perkins Drug Co.

Ball-Barnhart-Putman Co.

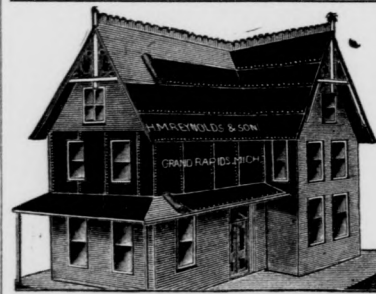
Olney & Judson Grocer Co.

B. J. Reynolds.

FINEST QUALITY.
POPULAR PRICES.

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery
Headings, Maps, Plans and Patented
Articles.
TRADESMAN CO.,
Grand Rapids, Mich.

ASPHALT
FIRE-PROOF ROOFING

This Roofing is guaranteed to stand in all places where Tin and Iron has failed; is superior to Shingles and much cheaper.

The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

FIRE-PROOF ROOF PAINT.

Will last longer than shingles. Write the undersigned for prices and circulars, relative to Roofing and for samples of Building Papers, etc.

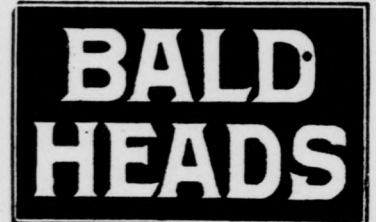
H. M. REYNOLDS & SON,
Practical Roofers,

Cor. Louis and Campan Sts., Grand Rapids, Mich.

ARE THE TIMES HARD?

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

TRADESMAN COMPANY.



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

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

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 10:30 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

A. Almqvist, Ticket Agent,
Union Passenger Station.

CHICAGO

FEB. 11, 1894

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. G'd Rapids 7:25am 1:25pm *11:30pm
Ar. Chicago 10:55am 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 MUSKEGON.

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

THAYRES CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 8:15pm
Ar. Manistee 12:30pm 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. 22
G'd Rapids, Lv	6 45am	10 20am	3 25pm	10 45pm
Ionia, Ar	7 40am	11 25am	4 27pm	12 27am
St. Johns, Ar	8 25am	12 17pm	5 20pm	1 45am
Owosso, Ar	9 00am	1 20pm	6 05pm	2 40am
E. Saginaw, Ar	10 50am	3 45pm	8 00pm	6 40am
Bay City, Ar	11 32am	4 35pm	8 37pm	7 15am
Flint, Ar	10 05am	3 45pm	7 05pm	5 44am
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 Saginaw 7:40 a.m.
For Traverse City and Mackinaw City 4:06 p.m.
For Saginaw 6:00 p.m.

TRAINS GOING SOUTH.

Leave going South.
For Cincinnati 6:50 a.m.
For Kalamazoo and Chicago 12:05 p.m.
For Port 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 6:30 p.m. 12:05 p.m.
12:05 p.m. train solid with Wagner Buffet Parlor Car.

11:30 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. 7:35 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.

Wholesale Price Current.

Advanced—Cod Liver Oil. Declined—Gum Opium, Nitrate Silver.

ACIDUM.		TINCTURES.	
Aceitum	50 10	Aconitum Napellis R.	60
Benzolcum German.	65 75	Alpes	60
Boricum	30 30	Arnica	60
Carbolicum	20 20	Asafetida	50
Citricum	52 55	Atrope Belladonna.	60
Hydrochlor	30 30	Benzoin	60
Nitricum	10 12	Camphor	50
Oxalicum	10 12	Cinchona	50
Phosphoricum dil.	20 20	Columba	50
Salicilicum	1 30 170	Conium	50
Sulphuricum	1 30 170	Cubeba	50
Tartaricum	1 40 21 60	Dietsalis	50
AMMONIA.		Ergot	50
Aqua, 16 deg.	4 6	Gentian	50
" 20 deg.	6 8	Gualca	50
Carbonas	12 14	Zingiber	50
Chloridum	12 14	Hyocyanus	50
ANILINE.		Iodine	75
Black	2 00 2 25	" Colorless	75
Brown	80 21 00	Mercur Chloridum	35
Red	45 50	Kino	50
Yellow	2 50 2 30	Lobelia	50
BACCÆ.		Myrrh	50
Cubæe (po 36)	2 30 30	Nux Vomica	50
Juniperus	80 21 00	Opil	50
Xanthoxylum	2 30 30	" Camphorated	50
BALSAMUM.		" Deodor.	2 00
Copaiba	45 50	Aurant Cortex	50
Peru	80 21 00	Quassia	50
Terabin, Canada	60 65	Rhatany	50
Tolutan	35 50	Rhei	50
CORTEX.		Scasia Acutifol	50
Abies, Canadian	18	" Co.	50
Cassia	11	Serpentaria	50
Cinchona Flava	18	Stromonium	60
Eucyonum atropurp.	30	Tolutan	60
Myrica Cerifera, po.	12	Valerian	50
Prunus Virgin.	10	Veratrum Veride	50
Quillaja, grd.	10	MISCELLANEOUS.	
Sassafras	12	Aether, Spts Nit, 3 F.	25 30
Ulmus Po (Ground 15)	15	" 4 F.	30 34
EXTRACTUM.		Alumen	2 4 3
Glycyrrhiza Glabra	24 25	" ground, (po)	3 4
Haematox, 15 lb. box	11 12	Annatto	55 60
" 1s.	13 14	Antimony, po.	4 5
" 1/2s.	14 15	" et Potass T.	55 60
" 1/4s.	16 17	Antipyrin	21 40
FERRU.		Antifebrin	25
Carbonate Precip.	15	Argent Nitras, ounce	48
Citrate and quina.	23 50	Arsenicum	50 7
Citrate Soluble	80	Balm Gilead Bud.	38 40
Ferrocyanidum Sol.	50	Bismuth S. N.	2 30 2 25
Solut Chloride	15	Calcium Chlor, 1s, 1/2s	11
Sulphate, com'l.	9 2	" 12, 1/2s, 14	11
" pure.	7	Cantharides Russian,	21 00
FLORA.		Capitel Fructus, af.	28
Arnica	18 20	" po.	28
Anthemis	30 35	" Bpo.	20
Matricaria	50 65	Caryophyllus, (po. 15)	10 12
FOLIA.		Carmine, No. 40	23 75
Barosma	18 20	Cera Alba, S. & F.	50 55
Cassia Acutifol, Tin-	25 28	Cera Flava	35 40
ulvelly	35 50	Coccus	40
Salvia officinalis, 1/2s	15 25	Cassia Fructus	25
and 1/4s.	15 25	Centauria	10
Ura Ursi	80 10	Cetaceum	40
GUMMI.		Chloroform	60 63
Acacia, 1st picked	60	" aquibbs	21 25
" 2d	40	Chloral Hyd Crst	1 50 21 80
" 3d	30	Chondrus	20 25
" sifted sorts.	20	Cinchonidine, F. & W	15 20
" po.	60 60	" German	34 12
Aloe, Barb. (po. 60)	50 60	Corks, list, dis. per	75
" Cape, (po. 20)	12	Creosotum	2 35
Socotri, (po. 60)	50	Creta, (bbl. 75)	2
Catechu, 1s, 1/2s, 14 1/2s	1	" prep.	50 5
16)	1	" precip.	90 11
Ammoniac	55 60	Rubra	8
Assafetida, (po. 35)	40 45	Crocus	50 55
Benzoinum	50 55	Cudbear	24
Camphora	48 50	Cupri Sulph.	5 6
Euphorbium po	35 40	Dextrine	10 12
Galbanum	25 30	Ether Sulph.	70 75
Gamboge, po.	70 75	Emery, all numbers.	6
Guaiacum, (po. 35)	30	" po.	70 75
Kino, (po. 1 10)	21 15	Ergota, (po.) 75.	12 15
Mastic	40	Flake White	12 15
Myrrh, (po. 45)	30 35	Galla	23
Opil, (po. 4 20 24 30)	3 20 25	Gambler	7 8
Shellac	35 42	Gelatn, Cooper.	70
" bleached	33 35	" French	40 60
Tragacanth	40 41	Glassware flint, by box 80.	
HERBA—In ounce packages.		Less than box 75.	
Abinthium	25	Glye, Brown	50 15
Eupatorium	20	" White	12 35
Lobelia	25	Glycerina	14 20
Majorum	25	Grana Paradisi	22
Mentha Piperita	23	Humulus	25 55
" Vir	25	Hydrag Chlor Mite.	85
Rue	30	" Cor	80
Tanacetum, V.	22	" Ox Rubrum	90
Thymus, V.	25	" Ammoniat.	21 00
MAGNESIA.		" Unguentum.	45 55
Calced, Pat.	55 60	Hydragrym	64
Carbonate, Pat.	20 22	Ichthyobolla, Am.	1 25 21 50
Carbonate, K. & M.	20 25	Indigo	75 100
Carbonate, Jennings.	35 36	Iodine, Resubl.	3 80 23 90
OLEUM.		Iodoform	24 70
Abinthium	3 50 24 00	Lupulin	22 25
Amygdalæ, Dulc.	45 75	Lycopodium	70 75
Amygdalæ, Amarae.	8 00 28 25	Mads	70 75
Anisi	1 70 21 80	Liquor Arsen et Hy-	27
Aurant Cortex	2 30 22 40	drarg Iod.	10 12
Bergamit	3 25 23 50	Liquor Potass Arsenitis	10 12
Cajuput	75 80	Magnesia, Sulph (bbl	4
Caryophyll	35 65	1 1/2)	24 40
Cedar	35 65	Mannia, S. F.	60 2 68
Chenopodii	21 60		
Cinnamoni	1 10 21 15		
Citronella	45		
Conium Mac.	35 65		
Copaiba	80 90		

Morphia, S. P. & W.	2 35 2 60	Seidlitz Mixture	20	Linseed, bottled.	55
C. Co.	2 25 2 50	Sinapis	18	Neat's Foot, winter	65 70
Moschus Canton	40	" opt.	30	strained	37 40
Myrtica, No 1	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	37 40
Nux Vomica, (po. 30)	10	Voes	35	PAINTS.	
Os. Sepia	15 18	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2 2 23
Pepsin Saac, H. & P. D.	2 00	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2 2 24
Co.	2 00	Soda et Potass Tart.	2 20 30	" Ber.	1 1/2 2 23
Pils Lq, N. C., 1/2 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2 2 23
doz	2 00	Soda, Bi-Carb.	5	" strictly pure	2 1/2 2 23
Pils Lq, quarts	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 2 16
pluts	2 00	Seda, Sulphas.	2 2	ican	65 70
Pil Hydrag, (po. 80)	50	Spts, Ether Co	50 55	Vermilion, English.	70 75
Piper Nigra, (po. 22)	1	" Myrcia Dom.	2 25	Green, Peninsular.	6 6 1/2
Piper Alba, (po. 25)	2 3	" Myrcia Imp.	2 30	Lead, red	6 6 1/2
Plx Burgun	7	" Vini Rect. bbl.	2 25 2 35	" white	6 6 1/2
Plumbi Acet	14 15	Less 50 gal., cash ten days.	1 40 21 45	Whiting, white Span.	2 70
Pulvis Ipecac et opil.	1 10 21 20	Strychnia Crystal	2 1/2 3	Whiting, Gliders	2 90
Pyrethrum, boxes H	21 25	Sulphur, Subl.	2 1/2 3	White, Paris American	1 0
" P. D. Co., doz.	21 25	" Roll	2 1/2 2 1/2	Whiting, Paris Eng.	1 40
Pyrethrum, pv.	20 30	Tamarinds	8 10	cliff	2 1 40
Quassia	80 10	Terebenth Venice	35 40	Pioneer Prepared Paint	20 21 4
Quina, S. P. & W.	34 40 30 1/4	Theobromae	45 48	Swiss Villa Prepared	1 00 21 30
" S. German	27 37	Vanilla	9 00 21 60	Paints	
Rubia Tincturum	12 14	Zinc Sulph.	70 8	VARNISHES.	
Saccharum Lactis pv.	12 14			No. 1 Turp Coach	1 10 21 20
Sanguis Draconis	2 00 2 10			Extra Turp.	16 21 70
Sapo, W.	12 14			Coach Body	2 75 23 00
" M.	10 12			No. 1 Turp Furn	1 00 21 10
" G.	15			Eutra Turk Damar	1 55 21 60
				Japan Dryer, No. 1	70 2 75
				Turp.	

HAZELTINE & PERKINS DRUG CO..

Grand Rapids, Mich.

PAINT...
... PAINT...
... PAINT

We are agents for Western Michigan for
SWISS VILLA LIQUID COTTAGE COLORS.
We are general selling agents for
THE GRAND RAPIDS PAINT and COLOR Co.

PASTE
andLIQUID
PAINTS

24 Handsome Shades

4 Special

VERMILLION,
CANARY YELLOW,
DARK BLUE,
BLIND GREEN.

Floor Paints

4 Shades.

Send for Sample Card and prices and make up your
Spring Order.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.

AXLE GREASE.	Apricots.	CATSUP.	COUPON BOOKS.	Foreign.	FLAVORING EXTRACTS.
Aurora..... 55 6 00	Live oak..... 1 40	Blue Label Brand..... 2 75		Currants..... 2	Souders'.
Castor Oil..... 60 7 00	Santa Cruz..... 1 40	Half pint, 25 bottles..... 4 50		Patras, in barrels..... 2 1/2	Oval Bottle, with corkscrew.
Diamond..... 50 5 50	Lusk's..... 1 50	Pint..... 4 50		" in 1/2 bbls..... 2 1/2	Best in the world for the money.
Prazer's..... 75 9 00	Overland..... 1 10	Quart 1 doz bottles..... 3 50		" in less quantity..... 2 1/2	
Mica..... 65 7 70	Blackberries..... 90	Triumph Brand..... 1 35		cleaned, bulk..... 5	Regular
Paragon..... 55 6 00	F. & W..... 90	Half pint, per doz..... 4 50		cleaned, package..... 5 1/2	Grade
BAKING POWDER.	Cherries..... 1 10 1/2 25	Pint, 25 bottles..... 4 50		Peel..... 10	Lemon.
Acme..... 45	Pitted Hamburg..... 1 75	Quart, per doz..... 3 75		Citron, Leghorn, 25 lb. boxes..... 12	2 oz..... 1 75
1 lb. cans, 3 doz..... 75	White..... 1 50	CLOTHES PINS.		Lemon..... 8	4 oz..... 1 50
1 lb. " 2 "..... 1 60	Erie..... 1 30	5 gross boxes..... 44 45		Orange..... 10	
Bulk..... 10	Damsons, Egg Plums and Green Gages..... 1 20	COCOA SHELLS.		Raisins..... 8	Regular
1/2 lb. cans 6 doz case..... 55	California..... 1 40	35 lb bags..... 23		Ondura, 25 lb. boxes..... 8	Vanilla
1/2 lb. " 4 doz..... 1 10	Common..... 1 25	Less quantity..... 23 1/2		Sultana, 20 "..... 7 1/2 8	2 oz..... 1 20
1 lb. " 2 "..... 2 00	Peaches..... 90	Pound packages..... 6 1/2 27		Valencia, 30 "..... 8	4 oz..... 2 40
5 lb " 1 doz..... 9 00	Gooseberries..... 1 25	COFFEE.		Prunes..... 5	XX Grade
1/2 lb. cans 6 doz case..... 55	Pie..... 90	Green..... 18		California, 100-120..... 5	Lemon.
1/2 lb. " 4 doz..... 1 10	Maxwell..... 1 25	Rio..... 19		" 80x100 25 lb. boxes..... 5 1/2	2 oz..... 1 50
1 lb. " 2 "..... 2 00	Shepard's..... 160 21 75	Fair..... 19		" 80x90..... 6 1/2	4 oz..... 3 00
5 lb " 1 doz..... 9 00	Monitor..... 1 25	Good..... 20		" 70x80..... 6 1/2	XX Grade
Red Star, 1/2 lb. cans..... 40	Oxford..... 1 25	Prime..... 22		" 60x70..... 7 1/2	Vanilla.
" 1 lb "..... 75	Pears..... 1 25	Peaberry..... 23		Turkey..... 10	2 oz..... 1 75
Teifer's, 1/2 lb. cans, doz..... 45	Pineapples..... 1 00 1 30	Fair..... 21		Silver..... 10	4 oz..... 3 50
" 1 lb. "..... 1 50	Common..... 1 10	Good..... 22		Sultana..... 10	
Our Leader, 1/2 lb. cans..... 75	Raspberries..... 1 10	Prime..... 22		French, 60-70..... 10	
" 1 lb. cans..... 1 50	Black Hamburg..... 1 50	Peaberry..... 23		" 70-80..... 10	
" 1 lb. cans..... 1 50	Erie, black..... 1 20	Mexican and Guatemala..... 21		" 80-90..... 10	
	Lawrence..... 1 25	Fair..... 21		" 90-10..... 10	
	Hamburg..... 1 25	Good..... 22		ENVELOPES.	
	Erie..... 1 20	Prime..... 22		XX rag, white..... 1 75	
	Terrapin..... 1 05	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Whortleberries..... 85	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Blueberries..... 85	Fair..... 21		No. 1, 6..... 1 60	
	Meats..... 1 35	Good..... 22		No. 2, 6..... 1 50	
	Corned beef Libby's..... 1 35	Prime..... 22		XX wood, white..... 1 35	
	Roast beef Armour's..... 1 80	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Potted ham, 1/2 lb..... 1 40	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	" 1 lb..... 1 35	Fair..... 21		No. 1, 6..... 1 60	
	" tongue, 1/2 lb..... 1 35	Good..... 22		No. 2, 6..... 1 50	
	" chicken, 1/2 lb..... 95	Prime..... 22		XX rag, white..... 1 75	
	Vegetables..... 1 00	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Hamburg stringless..... 1 25	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	" French style..... 2 25	Fair..... 21		No. 1, 6..... 1 60	
	" Lima..... 1 35	Good..... 22		No. 2, 6..... 1 50	
	Lima, green..... 1 25	Prime..... 22		XX wood, white..... 1 35	
	" soaked..... 65	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Lewis Boston Baked..... 1 35	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Bay State Baked..... 1 35	Fair..... 21		No. 1, 6..... 1 60	
	World's Fair Baked..... 1 35	Good..... 22		No. 2, 6..... 1 50	
	Picnic Baked..... 1 00	Prime..... 22		XX rag, white..... 1 75	
	Corn..... 1 40	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Hamburg..... 1 40	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Livingston Eden..... 1 30	Fair..... 21		No. 1, 6..... 1 60	
	Purity..... 1 40	Good..... 22		No. 2, 6..... 1 50	
	Honey Dew..... 1 40	Prime..... 22		XX wood, white..... 1 35	
	Morning Glory..... 75	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Soaked..... 75	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Hamburg marrofat..... 1 35	Fair..... 21		No. 1, 6..... 1 60	
	" early June..... 1 30	Good..... 22		No. 2, 6..... 1 50	
	" Champion Eng..... 1 75	Prime..... 22		XX rag, white..... 1 75	
	" petit pois..... 1 50	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	" fancy sifted..... 1 90	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Soaked..... 65	Fair..... 21		No. 1, 6..... 1 60	
	Harris standard..... 75	Good..... 22		No. 2, 6..... 1 50	
	VanCamp's marrofat..... 1 10	Prime..... 22		XX wood, white..... 1 35	
	" early June..... 1 30	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Archer's Early Blossom..... 2 15	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	French..... 2 15	Fair..... 21		No. 1, 6..... 1 60	
	Mushrooms..... 19 21	Good..... 22		No. 2, 6..... 1 50	
	Pumpkin..... 85	Prime..... 22		XX rag, white..... 1 75	
	Squash..... 15	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Hubbard..... 15	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Succotash..... 140	Fair..... 21		No. 1, 6..... 1 60	
	Hamburg..... 140	Good..... 22		No. 2, 6..... 1 50	
	Soaked..... 35	Prime..... 22		XX wood, white..... 1 35	
	Honey Dew..... 150	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Erie..... 135	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Tomatoes..... 10	Fair..... 21		No. 1, 6..... 1 60	
	Hancock..... 10	Good..... 22		No. 2, 6..... 1 50	
	Excelsior..... 10	Prime..... 22		XX rag, white..... 1 75	
	Eclipse..... 10	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Hamburg..... 850	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Gallon..... 35	Fair..... 21		No. 1, 6..... 1 60	
	CHOCOLATE.	Good..... 22		No. 2, 6..... 1 50	
	Baker's..... 23	Prime..... 22		XX wood, white..... 1 35	
	Premium..... 37	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Breakfast Cocoa..... 23	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	CHEESE.	Fair..... 21		No. 1, 6..... 1 60	
	Amboy..... 12 1/2 13	Good..... 22		No. 2, 6..... 1 50	
	Acme..... 12 1/2 13	Prime..... 22		XX rag, white..... 1 75	
	Lenawee..... 13 1/2 14	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Riverside..... 13 1/2 14	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Gold Medal..... 15 1/2 16	Fair..... 21		No. 1, 6..... 1 60	
	Mustard..... 15 1/2 16	Good..... 22		No. 2, 6..... 1 50	
	Boneless..... 21	Prime..... 22		XX wood, white..... 1 35	
	Trout..... 250	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Brook 3, lb..... 250	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
	Fruits.	Fair..... 21		No. 1, 6..... 1 60	
	Apples..... 10	Good..... 22		No. 2, 6..... 1 50	
	2 lb. standard..... 340	Prime..... 22		XX rag, white..... 1 75	
	York State, gallons..... 340	Peaberry..... 23		No. 1, 6 1/2..... 1 75	
	Hamburg..... 340	Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX wood, white..... 1 35	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair..... 21		No. 1, 6..... 1 60	
		Good..... 22		No. 2, 6..... 1 50	
		Prime..... 22		XX rag, white..... 1 75	
		Peaberry..... 23		No. 1, 6 1/2..... 1 75	
		Mexican and Guatemala..... 21		No. 2, 6 1/2..... 1 60	
		Fair.....			

PICKLES.

Medium.	
Barrels, 1,200 count.	24 50
Half bbls, 600 count.	22 75
Small.	
Barrels, 2,400 count.	5 50
Half bbls, 1,200 count.	3 25

PIPES.

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

POTASH.

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

RICE.

Domestic.	
Carolina head.	6
" No. 1.	5 1/2
" No. 2.	5
Broken.	4

Imported.

Japan, No. 1.	5 1/2
" No. 2.	5
Java.	6
Patna.	5 1/2

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	8
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	32
Zanzibar.	11 1/2
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	30
" shot.	16

Pure Ground in Bulk.

Allspice.	15
Cassia, Batavia.	38
" and Saigon.	25
" Saigon.	35
Cloves, Amboy.	22
Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	32
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20

"Absolute" in Packages.

Allspice.	84 1/2
Cinnamon.	84 1/2
Cloves.	84 1/2
Ginger, Jamaica.	84 1/2
" African.	84 1/2
Mustard.	84 1/2
Pepper.	84 1/2
Sage.	84

SAL SODA.

Kegs.	14
Granulated, boxes.	13 1/2

SEEDS.

Anise.	215
Canary, Smyrna.	4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	43 1/2
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	9
Cattle bone.	30

STARCH.

Corn.	
20-lb boxes.	5 1/2
40-lb "	5 1/2
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.	32 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
28 lb. " drill.	16 18

Warsaw.

56 lb. dairy in drill bags.	32
28 lb. "	18
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	25
Common Fine.	
Saginaw.	75
Manistee.	75

SALERATUS.

Packed 60 lbs. in box.	
Church's.	5 1/2
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 1/2-lb.	3 65

Proctor & Gamble.

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

Dingman Brands.

Single box.	3 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
Brwn, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.

Acme.	3 75
Cotton Oil.	6 00
Marsellies.	4 00
Maftier.	4 00

Thompson & Chute Co.'s Brands

Silver.	3 65
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 25 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
---	--

Cut Leaf.	85 50
Powdered.	4 94
Granulated.	4 56
Extra Fine Granulated.	4 69
Cubes.	4 94
XXXX Powdered.	5 31
Confec. Standard A.	4 43
No. 1 Columbia A.	4 37
No. 5 Empire A.	4 35
No. 6.	4 19
No. 7.	4 12
No. 8.	4 00
No. 9.	3 94
No. 10.	3 87
No. 11.	3 81
No. 12.	3 75
No. 13.	3 69
No. 14.	3 56

SYRUPS.

Corn.	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 25
Salad Dressing, large.	4 55
" small.	2 65

TEAS.

JAPAN—Regular.	
Fair.	217
Good.	220
Choice.	224
Choicest.	232
Dust.	10 112

SUN CURED.

Fair.	217
Good.	220
Choice.	224
Choicest.	232
Dust.	10 112

BASKET FIRED.

Fair.	18 230
Choice.	25 235
Choicest.	35 235
Extra choice, wire leaf.	40 240

GUNPOWDER.

Common to fair.	25 235
Extra fine to finest.	50 265
Choicest fancy.	75 285
COOLONG.	26 235
Common co fair.	23 230

IMPERIAL.

Common to fair.	23 235
Superior to fine.	30 235

ENGLISH BREAKFAST.

Fair.	18 222
Choice.	24 225
Best.	40 230

TOBACCO.

Fine Cut.

P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 232
Tiger.	31
D. Scotten & Co's Brands.	
Hiawatha.	60
Cuba.	32
Cocket.	30
Spaulding & Merrick's Brands.	30
Sterling.	30

Private Brands.

Bazoo.	20 230
Can Can.	27 227
Nellie Bly.	24 225
Uncle Ben.	24 225
McGinty.	27

Dandy Jim.

Torpedo.	23
Yum Yum.	28
1892.	23
" drums.	22

Plug.

Sorg's Brands.	
Spearhead.	39
Joker.	27
Nobby Twist.	40
Scott's Brands.	
Kylo.	26
Hiawatha.	38
Valley City.	34

Finzer's Brands.

Old Homesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Clmax (8 oz, 41c).	39
Gr'n Turtle.	30
Three Black Crows.	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 1/2 18
Huntres.	36
Meerschaum.	29 230
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 232
German.	15
Frog.	32
Java, 1/2s foil.	32

Banner Tobacco Co.'s Brands.

Banner.	16
Banner Cavendish.	38
Gold Cut.	38

Scott's Brands.

Warpath.	15
Honey Dew.	36
Gold Block.	30

F. F. Adams Tobacco Co.'s Brands.

Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	41
Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28 232
Red Clover.	32

Spaulding & Merrick.

Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 232
Corn Cake.	16

VINEGAR.

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

WET MUSTARD.

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

YEAST.

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

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	2 22 1/2
Part Cured.	2 3
Full.	2 3 1/2
Dry.	4 5
Kips, green.	2 3
" cured.	4 4
Calfskins, green.	4 5
" cured.	4 6
Deaconskins.	10 225
No. 2 hides 1/2 off.	

PELTS.

Shearings.	5 2 20
Lambs.	25 2 60

WOOL.

Washed.	12 216
Unwashed.	2 212

MISCELLANEOUS.

Tallow.	4 2 4 1/2
Grease butter.	1 2 2
Switches.	1 1/2 2 2
Ginseng.	2 00 22 50

FURS.

Badger.	80 21 00
Bear.	15 00 25 00
Beaver.	3 00 27 00
Cat, wild.	50 25 75
Cat, house.	10 25
Fisher.	3 00 26 00
Fox, red.	1 00 21 40

Fox, cross.	3 60 25 00
Fox, grey.	50 27 70
Lynx.	1 00 22 50
Martin, dark.	1 00 23 00
" pale & yellow.	75 21 00
Mink, dark.	25 21 00
Muskat.	3 13
Opposum.	5 15
Otter, dark.	5 00 210 00
Raccoon.	30 27 75
Skunk.	1 00 21 25
Wolf.	1 00 22 00
Beaver castors, lb.	25 00

Above prices are for No. 1 furs only. Other grades at corresponding prices.

DEERSKINS—per pound.	
Thin and green.	10
Long gray, dry.	10
Gray, dry.	15
Red and Blue, dry.	25

WOODENWARE.

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50

Bowls, 11 inch.	
" 13 "	90
" 15 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	2 40

Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow clths, No. 1.	5 25
" No. 2.	6 35
" No. 3.	7 25
" No. 4.	8 75
" No. 5.	9 45

INDURATED WARE.	
Pails.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50

Butter Plates—Oval.	
" 250.	10 7

MEN OF MARK.

Lester J. Rindge, of Rindge, Kalmbach & Co.

To the young man who has just entered business, embarking his all upon the uncertain, dangerous and turbulent waters of business life, nothing can be more inspiring, or possess more interest, or be more instructive and helpful, than the life history of a man who has been successful in business, who has himself risen from the ranks, and whose success is builded upon the solid rock of integrity and uprightness. On the other hand, nothing will assert so baleful an influence, or be so potent in sapping the substructure of manhood, than the biography of one who has attained position or wealth through chicanery or fraud. The one will encourage and inspire to noble effort and honorable exertion, the other debase the mind to the practice of deceit and fraud. While it is true that "What man has done man can do," it is equally true that to achieve success as other men have achieved it, it is necessary to follow the same principles, to live by the same rule. The principles of truth and righteousness are as potent now as ever in the past, and success is sure to him who listens to their dictates.

It is far short of flattery to say that no man better deserves a place in the ranks of successful business men than Lester J. Rindge, head of the wholesale shoe house of Rindge, Kalmbach & Co. Born 52 years ago in Sherburne, Chenango county, N. Y., and coming to Grand Rapids when this whole section was a veritable wilderness, he has literally "grown up with the country." During his boyhood educational advantages were very limited, even in the older sections of the country, and on the frontier were the crudest of the crude. Not only so, but work was the order of the day, for boys as well as for men, and at an early age, Lester Rindge left school and entered the employ of Smith & Waterman, grocers on Canal street, about opposite Huron street. A few months later a better position was offered him by John W. Peirce, general dealer, corner of Erie and Canal streets, where the Fifth National Bank is now located, and he accepted, remaining with Mr. Peirce eight years. This was his last situation, as at the end of that time he entered into partnership with George Whitley, under the style of Whitley & Rindge, for the sale of boots and shoes. For fifteen months the firm did business in a small wooden building, 20x40 feet in dimensions, located where the Nelson & Matter Furniture Co.'s showrooms now are. They then moved to the Clancy block, 8 Canal street, and the firm name was changed to Whitley, Rindge & Co., John Bertsch and Isaac Cappon being admitted to partnership. A small jobbing trade had been done by the firm for some time, but now they embarked in the wholesale business in earnest, and, in the spring of 1866, Mr. Rindge went on the road. He was the first shoe drummer from the Grand Rapids market. In January, 1867, the business was removed to 16 Canal street, where Rindge, Krekel & Co. are now located. One year later Mr. Whitley retired and the firm became L. J. Rindge & Co. In 1870 Messrs. Cappon and Bertsch sold their interests in the business to Christian Bertsch, Frederick Krekel, Godfrey and J. George Kalmbach, the firm name remaining the same until 1878,

when the wholesale department was removed to the corner of Pearl and Campau streets, and the firm style was changed to Rindge, Bertsch & Co. This copartnership continued until January, 1893, when Christian Bertsch retired, and the firm name became, as at present, Rindge, Kalmbach & Co.

The firm of Whitley, Rindge & Co. were the first shoe jobbers in Grand Rapids, and among the very first to engage in the jobbing trade in any line in the city. L. H. Randall & Co. were jobbers of groceries at that time, but no member of that firm as then constituted is now in the business. The late Charles N. Shepard had quite a wholesale drug trade, but he is gone, and the personnel of the house is completely changed. W. D. Foster did a wholesale as well as a retail hardware business, but he, too,

often necessary to trust much to the innate honesty of human nature; and this much can be said, we were seldom deceived. Let me give you an illustration of how some men did business in those early days: One evening, when on one of my trips, I got stuck in the mud, and was compelled to put up for the night at the log house of a settler. After supper, we sat down for a chat before going to bed, and my host asked me if I knew W. D. Foster. On my answering in the affirmative, he said: 'I came to this country with next to nothing. We had no stove, and no plow, and badly needed both, and had no money to buy either. Finally, I made up my mind to go to Grand Rapids and see what I could do. I went to Mr. Foster and told him just how I was situated. After looking at me a moment he said, "My friend, you



has joined the great "silent majority," and none of the old firm are now in business, whereas Mr. Rindge has been for thirty consecutive years actively engaged, as at present, in the shoe business. Though the style of the firm has changed several times Mr. Rindge's name has never been eliminated from it, and has always occupied a prominent place in it.

"Not many of the old timers are now in business," said Mr. Rindge, "and many of them have closed their earthly books of account altogether. I can hardly be called an old man yet, but it makes me feel somewhat patriarchal to remember that I antedate almost every active business man in the city. Those were the days that tried a man's mettle, and brought out the best that was in him. No loafer or shirk could possibly succeed, for work, and the hardest kind of work, was the common lot of all. 'Rough and ready' was the watchword to which all answered. We were compelled to pull together in those days, too, and our customers were our personal friends. The country was new, the roads were bad, and the people poor, and it was

must have a cook stove and you must have a plow—take them along with you, and pay me when you can." Did Mr. Foster get his money? Of course he did, and that man would never have looked an honest man in the face again if he had bought hardware of any one else. This is only one of many proofs of his kindness of heart, which made him honored and loved wherever he was known.

"In the fall of 1866, shortly after I went on the road, the roads were the worst ever known in this section. Between here and Newaygo they were exceptionally bad, and no livery man would let out a buggy. I left Grand Rapids one morning in a skeleton wagon with a team attached and reached Newaygo at 5 o'clock in the evening. The stage left Grand Rapids about the same time I did, and about 11 o'clock at night the passengers walked into the hotel, tired out and covered with mud. The stage had broken down about twelve miles out and they had come in on foot. I was accompanied on that trip by Julius Houseman, one of the jolliest and most entertaining traveling companions who ever lived. We got an early start from Newaygo the

morning after our arrival, and reached Croton in time to finish our business before dinner. After dinner we started for Big Rapids. About dark we reached a place then called Rogers, but now known as Mecosta, and put up for the night. The "hotel" was a log building, and we occupied a room with twenty others, sleeping in bunks. We left Rogers at 6 o'clock the next morning and reached Big Rapids at 3 in the afternoon, having made six miles in that time, and for a mile and a half of that distance the road was good. The mud reached to the horses' collars, and much of the time we couldn't see the axles. A tug came unhitched on that trip, and I, as the younger man of the two, thought I ought to get out and fasten it. Mr. Houseman thought that was hardly fair, and we sat there and argued about who should get out in the mud and hitch that tug. It wasn't a very desirable job, and so I finally suggested that we draw cuts. Julius prepared the cuts and we drew—I hitched the tug. On another occasion, I was accompanied by Julius Houseman, D. K. Hurlburt and C. M. Goodrich. Night overtook us between Croton and Big Rapids, at a hotel called Mitchell's. It was two log houses, side by side, with a passage way between, one side occupied by the family and the other by guests. The sleeping apartments were above the dining room and were ranged around the room like stalls in a stable. The tables were simply rough boards guiltless of tablecloths or napkins. Rude benches were the seats. Our evening repast that night was interrupted by Charley Goodrich, who suddenly dropped his knife and fork, threw up both hands, opened his mouth, which was noted for its capacity, and excitedly exclaimed, 'Look! look!' at the same time pointing to the other side of the room. Looking in the direction he indicated we discovered the corpse of a man, from which our waitress had, in passing, carelessly pulled the covering in such a manner as to expose the lower limbs. Did it spoil our appetite? Not much. Any man who could eat the 'grub' of that ranch was not likely to have his digestion impaired by such a trivial occurrence as discovering a corpse in the room. D. K. Hurlburt and myself put up one night at a certain hostelry in Holland. The door of our room had no lock, but there were two beds in the room and we put one of them against the door in such a manner as to fasten it securely. That night the landlord and another man robbed everybody in the house except us two. We heard them at our door, but they could not get in and we escaped. They skipped to Chicago that night and were never heard of again. You see, we would sell on one trip and collect the next, and it was no uncommon occurrence for me to be on the road on a dark night with several thousand dollars on my person. I carried a pistol, but I was afraid it might go off and injure me, and so I put it away down in the bottom of the box under the seat. I never had occasion to use it, and I was on the road sixteen years when the country was at its wildest. Speaking of being on the road, for a good share of the time I traveled for the house, I had to get out my own orders, packing and shipping them myself when I got home. But the first thing I did when I got home was to go out into the woodshed, strip and turn my pockets inside out, and get rid of the

bedbugs and other acquisitions which I was almost sure to pick up, especially on my Northern trips. Those log houses were full of them. My wife wouldn't let me into the house until she was sure I was rid of them.

"Grand Rapids had only one railroad when we began jobbing, most of our goods coming across the lake from Chicago to Grand Haven and up Grand River to this place. If we were in a hurry for them we had them shipped by rail to Kalamazoo and teamed the rest of the distance."

Mr. Rindge enjoys in a high degree the esteem and confidence of the business community. His word is as good as his bond. He is beloved and honored by his associates and employees, and respected by all who know him. A good judge of men, he has gathered about him a working force which for skill and efficiency can hardly be surpassed. Two members of the force, Mr. Logie, who is one of the firm, and Mr. Formby, the book-keeper, have been many years with the house, the former twenty-nine years, and the latter twenty-three years. Mr. Rindge is in no sense either a club or society man, but spends his leisure moments with his family in his beautiful home on Barclay street. He is an excellent credit man and is seldom called upon to compromise a claim or close out a debtor. He was the first President of the Merchants and Manufacturers' Exchange and has served the Board of Trade in the capacities of Director and Vice-President. He is always a leading spirit in every public movement having for its object the enlargement of trade, the improvement of the city or the enhancement of the morals of the people. Whether the work in hand is the raising of funds for a hospital or a fair association; whether the duties to be performed are in line with his avocation or are voluntarily assumed, for "the good of the cause," he never fails to do his full share nor to do it well. Conservative to a marked degree and accustomed to carefully consider every step he takes, he still acts with promptness and precision and his decisions are invariably in line with progress and prosperity.

Business Aphorisms.

They always talk who never think.
Mark your natural tendencies and apply them.
Have a smile for all, a pleasant word for everybody.
To succeed work hard, earnestly and incessantly.
A laugh is worth a hundred groans in any market.
Difficulties strengthen the mind as labor does the body.
Study people for the knowledge they can impart to you.
There are many echoes in the world, and but few voices.
An investment in knowledge always pays the best interest.
The luxury of doing good surpasses every other enjoyment.
Strive to obtain every kernel of knowledge within your reach.
If you are governed by reason you will govern many others.
An indiscreet person is often more harmful than an ill-natured one.
Liberalty consists less in giving profusely than in giving judiciously.
Time sooner or later vanquishes love, friendship alone subdues time.
Kind words. Kind looks. Kind deeds. These are what win. Try and see.
Purposes, like eggs, unless they be hatched into action, will run into rottenness.
People seldom improve when they have no model but themselves to copy from.

SUIT WITHDRAWN.

M. C. Goossen Discontinues His Libel Suit Against This Paper.

March 16, 1892, THE TRADESMAN published in the advertising space of the Fermentum Yeast Company an affidavit by F. W. Schwartz, who was then General Manager of the business, purporting to give the substance of a conversation between Messrs. Schwartz and Goossen, in which the latter is alleged to have stated that he would cease the agitation he was then conducting in the interest of bulk yeast for a cash consideration of \$200. Mr. Goossen called at the office after the advertisement was published, stating that he was not disturbed by the publication, as he believed it would prove a good advertisement for him; indeed, as an evidence of his good will toward the paper, it may be stated that he went so far as to place an advertisement in the succeeding issue of THE TRADESMAN, setting forth the merits of the yeast he handled. In the meantime, however, he took occasion to deny the truth of Mr. Schwartz's affidavit, and THE TRADESMAN cheerfully gave place to his denial in its issue of March 23.

Subsequently Mr. Goossen began suit against E. A. Stowe and the Tradesman Company for alleged libel, and recently the parties got together and settled the matter out of court. Mr. Goossen says the suit was begun not because he had any ill feeling towards Mr. Stowe, but as a matter of principle. There has never been any ill feeling between the gentlemen; the suit has been discontinued, thus abruptly terminating a litigation which could not have been productive of great results to either party to the controversy.

Now that Mr. Goossen has discontinued his suit, THE TRADESMAN feels free to state that the publication complained of was made in the utmost good faith and in the belief that it was legitimate subject matter to admit to its advertising columns. That it did Mr. Goossen no injury is plainly evidenced by the constant growth of his yeast business, which is larger than ever before, and the remarkable increase in his grocery trade, which has outgrown the single store in which he began several years ago and now requires two full stores, with a corresponding increase in his force of counter and delivery clerks. As THE TRADESMAN stated the week following the alleged libelous publication, Mr. Goossen's character is so well established in this community that his friends will refuse to believe that he was actuated by any sinister motive in his negotiations with rival yeast companies, and THE TRADESMAN joins with his friends in congratulating him over the happy outcome of his first law suit.

Too Much Dignity.

It is all very well for a traveling man to be on his dignity, but if he overdoes it he is apt to encounter the fall before which we are told, pride goeth. When I first went on the road, I had a mortal objection to the word "drummer" and resented the term whenever applied to me. On my second journey I called upon an old-fashioned merchant whose name was on our books and to whom my predecessor had always sold large bills. I introduced myself with a good deal of dignity and handed him my card.

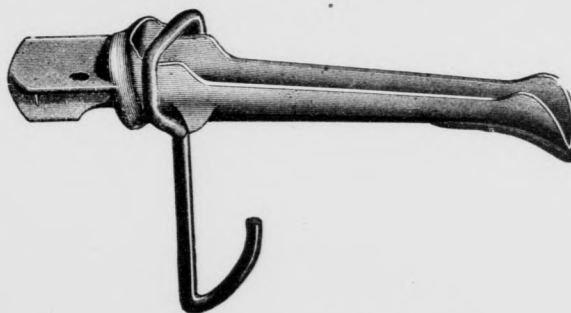
"Oh, you're —'s new drummer," remarked the old gentleman in a somewhat patronizing tone. I was nettled considerably, and correcting him, said: "No, I am their traveling man. I am not a 'drummer'."

The merchant was quite as good at repartee as I was, and looking at me half in pity and half in contempt he said with a sneer, which he made no attempt to disguise.

"Oh, that's so, is it? Well, I was looking for —'s drummer, but if you ain't he I've nothing for you."

No amount of persuasion or apologizing had any effect on the old gentleman, to whom the representative of a rival house sold a first-class bill the same afternoon. The lesson was not thrown away on me, and now a man can call me Hottentot, provided he accompanies the salutation with a good order.

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-STEVENSONS

& CO. MONROE ST.



You only Chew the String when you read this advertisement. To Prove the Pudding, you must send for a sample order of Tradesman, Superior or Universal Coupon Books. If you have never used the Coupon Book System, and wish to investigate it, sample books and price lists will be mailed free on application.

TRADESMAN COMPANY,
Grand Rapids, Mich.

COUNTRY PEDDLERS.

Sudden Termination of the Ottawa County Prosecution.

Merchants of other towns are complaining of the peddling nuisance as well as those of this city. There is no difference in them, either, for that matter. These itinerant traders take a meager assortment of dry goods, notions, groceries, etc., and go out among the farmers, taking produce in exchange for the goods they sell, thus injuring to a considerable extent the business of legitimate merchants in country towns. As a rule, they do not take out licenses from the State, as they are required to do by the statute, but sell in defiance of the law, and, when attempts are made to enforce the law and compel them to take out licenses and pay for them the cry of "persecution" is raised, and the poverty of the "defendants" is pleaded, and it is asserted that they are being deprived of their only means of gaining a livelihood. It is claimed that these people are "law-abiding citizens." They are not citizens at all in the sense in which citizenship is understood by Americans. Law-abiding citizens do not openly violate and persistently defy the law; they obey the laws and, if they are unjust, take the law-abiding citizens' method of amending them. Law abiding citizens cheerfully pay taxes for the support of public institutions and the Government under which they live; but who ever heard of a peddler paying taxes, cheerfully or otherwise, unless the alternative appeared to him to be a greater evil than the payment of taxes? What possible interest have they in American institutions? They are mostly foreigners, speaking a foreign tongue and having foreign customs. Who ever heard of a peddler obeying the laws regulating his trade? On the contrary, the people are put to more expense, and the officers of the law are given more trouble and annoyance by these people than by any other class in the community.

Grand Rapids peddlers are extending the scope of their operations into the surrounding country, and, as might be expected, some of them are entangled in the meshes of the law. In January last, Martin Waalkes and Brink Van der Leest, two peddlers residing in this city, were arrested in Ottawa county for peddling without a license; they had a trial before John N. Waite, Justice of the Peace, at Hudsonville. The case against Waalkes was dismissed without any trial for lack of evidence, but Van der Leest was tried, convicted and sentenced to pay a fine or go to jail. Through his attorney, Charles O. Smedley, of this city, the defendant appealed the case to the Circuit Court at Grand Haven, where the case was to be tried March 12. The proceedings were quashed and the prisoner discharged, Judge Padgham holding that the complaint and warrant were defective for the reason that they did not affirm the fact that the defendant was not a manufacturer, farmer, etc. The statute (Howell's Annotated Statutes, vol. 3, sec. 1263) reads as follows:

Nothing contained in this chapter shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman from selling his work or production, by sample or otherwise, without license, nor shall any wholesale merchant be prevented by anything herein contained from selling to dealers by sample without license, but no merchant shall be allowed to peddle or to employ others to

peddle, goods not his own manufacture, without the license in this chapter provided.

Judge Padgham's decision in this case is directly opposed to a decision of the Supreme Court of Michigan in the case of the People vs. Phippin, in this case, which was submitted on appeal from the finding of the Kent Circuit Court, the objection being identical with that raised by Mr. Smedley in the case above cited, that the enacting clause of the statute contained an exception which was not negated in the complaint. Wm. W. Phippin was charged with holding himself out as a medical practitioner without possessing the necessary qualifications. He was convicted and brought error. In giving his opinion Justice Long said:

The other objection, that it does not charge "that defendant was not practicing with and under the instruction of any person legally qualified to practice medicine and surgery," and that it does not allege that he has not obtained his permit to practice from the County Clerk by filing with said clerk his sworn statement, which would entitle him to practice medicine and surgery, and authorize him so to do, and that "it is not alleged on whom he practiced, and by what means he practiced, medicine," are not well taken. The rule of pleading a statute which contains exception in the enacting clause is that the party pleading must show that his adversary is not within the exception; but if there be an exception in a subsequent clause or subsequent statute, that is matter of defence, and is to be shown by the other party. (Com. vs. Hart 11 Cushing 134: The reason of the rule is obvious, and is simply this: Unless the exception in the enacting clause of a statute, or in the general clause of a contract, is negated in pleading the clause, no offense or no cause of action appears in the indictment or declaration when compared with the statute or contract. *Dacota vs. Scott*, 6, N. W. Rep. 435.

The question is, of course, as to what is the enacting clause of a statute, Judge Padgham apparently holding that, as the whole statute is an enactment, therefore, no matter whether the exception is found in the first or any subsequent clause the complaint must negative such exception. But, according to Cushing, the enacting clause of a statute is separate and distinct from every other clause, and the Supreme Court of Michigan holds in accord with Cushing. Why, if the whole statute is, legally, an enacting clause or clauses, should Justice Long use the words which have been italicized, or Cushing say that "unless the exception in the enacting clause of a statute, or in the general clause of a contract, is, etc.?" That there is a distinction, and a plain reason for it, is perfectly clear, and Judge Padgham should take it upon himself to override a Supreme Court decision, and re-open the question, is past comprehension. It will be necessary now to re-submit the question to the Supreme Court, entailing useless expense upon the taxpayers, and causing useless delay in the execution of the law. Perhaps it would be as well that future complaints should negative the exceptions to the law, at least until Judge Padgham's arrogant assumption of superiority to the highest legal tribunal of the Commonwealth is set aside.

The Prosecuting Attorney of Ottawa county writes THE TRADESMAN as follows in regard to the matter:

HOLLAND, March 15—Your favor of March 14 to hand, enquiring as to the case of Van der Leest. I am very willing to give full information in this matter and appreciate the fact that you intend to do justice to all parties concerned.

Complaint was made on January 28 before Justice Waite, of Georgetown,

against two peddlers, Van der Leest being one of them. These complaints were alike in form. I questioned the sufficiency of the complaints as to manner of charging the offence, and, at my motion or suggestion, one of the complaints, the weaker one as to evidence, was dismissed, and I was willing the other should stand, especially since trial by jury was waived and the expenses of a justice trial would only be nominal, since, if appeal were taken, I would have more opportunity to look up the case from a legal point of view.

After the case was appealed, upon a more careful examination, I became fully satisfied that the complaint and warrant did not set out any crime under the statute, and, being positive of this fact, I did not cause the witnesses to be subpoenaed. Before the case was called I submitted the papers to the Judge, and he fully concurred in my view, so, when the motion to dismiss the case was formally made in open court, I did not oppose it, but signified my assent to have it dismissed.

I am ready and willing to have a new complaint made at any time, if proper evidence can be obtained, and make a test case of it, but I am anxious to have the complaint and warrant sufficient under the statute before I proceed to trial. In the case referred to I had nothing to do with the drafting of the papers, was not consulted and, therefore, am not responsible for its defects.

Yours respectfully,

A. VISSCHER,

Prosecuting Attorney.

The Hardware Market.

General Trade—It is a pleasure to be able to announce that dealers report that with the bright spring weather a very marked increase is noticeable in the volume of business offered. All dealers in the outside towns are having increased demands upon them for goods, which, owing to the light stocks they have been carrying, necessitates their calling on their jobber, who, in turn, has to call on the manufacturer. The result is that every one has a busy air about him, and it now begins to look, as though the "frost" was over. Reports from other states indicate marked revivals in trade. We hope this condition of affairs will not change, and that the balance of March will show a still further increase.

Wire Nails—Owing to the very large number of orders which were placed early in the year for March 1st shipment there are many instances where delay has occurred in filling orders promptly. A large number of the mills, however, say that by April 1 they will be caught up on back orders and ready for new ones. What effect this may have on the future price it is hard to predict, but it does not seem possible for them to reach as low a figure as in December. Prices are firmly held at \$1.15 from mills and \$1.40 from stock.

Barbed Wire—This is the time when everybody wants his wire and, consequently, the majority have to wait until they get it. It is impossible for the mills to fill all of their March orders as promptly as dealers would like them to. The price remains firm, while a number of mills have advanced their figures \$2 a ton. We quote from stock \$2.10 for painted and \$2.50 for galvanized.

Window Glass—The tide has turned and much better figures are wanted by the manufacturer. Glass is certainly being sold at a loss, and the result is a large number of makers have closed down; consequently, the few who are in operation decline to sell at the low prices ruling in February. We quote glass by the box at 85 per cent. to 85 and 5, according to specifications.

CANDIES, FRUITS and NUTS.
The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.		6	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8%		8%
Cut Leaf			
Extra H. H.	8%		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5%	6%	
Leader	5%	6%	
Royal	5%	7%	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	7%	8%	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8%	
Modern, 30 lb.		8	
FANCY—in bulk			
		Palls.	
Lozenges, plain		8%	
" printed		9%	
Chocolate Drops		12	
Chocolate Monumentals		12%	
Gum Drops		5	
Moss Drops		7%	
Sour Drops		8%	
Imperials		10	
FANCY—in 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40	
Licorice Drops		1.00	
A. B. Licorice Drops		80	
Lozenges, plain		65	
" printed		60	
Imperials		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85@95	
Plain Creams		80	
Decorated Creams		90	
String Rock		60	
Burnt Almonds		1.00	
Wintergreen Berries		60	

CARAMELS.

No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28

LEMONS.

Choice 300	3 25
Extra choice 300	3 50
Extra fancy 300	3 50
Extra fancy 360	4 00

OTHER FOREIGN FRUITS.

Figs, fancy layers, 8 lb.	@12%
" " 20 lb.	@14
" extra " 14 lb.	@15
Dates, Fard, 10-lb. box	@7
" " 50-lb. "	@5%
" Persian, 50-lb. box	@5

NUTS.

Almonds, Tarragona	@16
" Ivaca	@15
" California	@2
Brazils, new	@2
Pilberts	@11
Walnuts, Grenoble	@13
" French	@10
" Calif.	@12
Table Nuts, fancy	@12
" choice	@11
Pecans, Texas, H. P.	@7%
Chestnuts	
Hickory Nuts per bu.	1 25
Cocconuts, full sacks	4 00

PEANUTS.

Fancy, H. P., Suns	@5
" " Roasted	@6%
Fancy, H. P., Flags	@5
" " Roasted	@6%
Choice, H. P., Extras	@4
" " Roasted	@5%

OILS.

The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene		8%	
XXX W. W. Mich. Headlight		7	
Naptha		@6%	
Stove Gasoline		@7%	
Cylinder		@27	
Engine		@21	
Black, 15 cold test		@8%	
FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	

POULTRY.

Local dealers pay as follows:			
LIVE.			
Turkeys	8	@8%	
Chickens	7	@8	
Fowls	6	@6%	
Ducks	8	@9	
Geese	8	@9	
DRAWN.			
Turkeys	11	@12	
Chickens	12	@13	
Fowl	10	@11	
Ducks	10	@11	
Geese	10	@12	
UNDRAWN.			
Turkeys	9	@9%	
Chickens	7%	@8	
Fowls	6%	@7	
Ducks	8	@9	
Geese	8	@9	

DISSOLUTION NOTICE.

BENDON, Mich., March 9, 1894.
The copartnership heretofore existing between H. H. and F. O. Pratt of Bendon, Mich., is this day dissolved by mutual consent. F. O. Pratt will continue the business, pay all bills and collect all accounts.

H. H. PRATT,
F. O. PRATT.

New York Biscuit Co.,

MANUFACTURERS OF

WM. SEARS & CO.'S

Crackers and Fine Sweet Goods.

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

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

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

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

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

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

—USE—

FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS

MANUFACTURED BY

The Fermentum Company

MAIN OFFICE:

CHICAGO, 270 KINZIE STREET

MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

Address all communications to THE FERMENTUM CO.

Musselman Grocer Co.

JOBBER OF

Groceries and Provisions.

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

Butcher's, 80-pound Tub	91 1/2
Butcher's, Tierces	91 1/2
Choice Pure	81 1/2

WESTERN MICHIGAN AGENTS FOR

G. H. HAMMOND CO'S SUPERIOR BUTTERINE.



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.

A COOKING SCHOOL



now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the **Peerless Brand** is a good article to purchase and a reliable one to sell.

Prepared and guaranteed by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.



ASTORE DO YOU RUN ONE?

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

TRADESMAN COMPANY, GRAND RAPIDS, MICH.



15016 Ruby Engraved Assorted Package.

1-6	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
3/4	Salts.....	3 40	1 70
3/4	Peppers.....	3 40	1 70
1-12	3 in. Berry Nap'es.....	16 60	1 39
1	4 1/2 in. " Comports.....	4 00	4 00

Regular less 50 per cent....	\$26 72
	13 36
Special less 10 per cent...	13 36
	1 33
* Extra ten per cent.....	12 03
	1 20
Package 35 net.....	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.....

Package 35 net.....

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.