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GRAND RAPIDS, MARCH 28, 1894.

NO. 549

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SEE QUOTATIONS.

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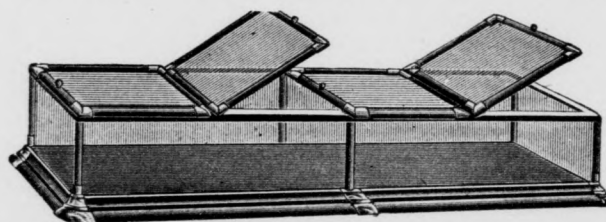
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MARCH 28, 1894.

NO. 549

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GRAND RAPIDS.



CASH PRICE AND TIME PRICE.

Written for THE TRADESMAN.

Almost every buyer, whether at whole-
sale or retail, desires value received for
the money expended. A few throw
away cash in seeming wantonness and
sheer prodigality to make men stare or
with the idea that it gives them import-
ance in the eyes of others. Some are
lavish in expenditure to sustain appear-
ances before the world for ulterior pur-
poses. But the great majority of pur-
chasers insist on a *quid pro quo* for
every dollar paid out, or grumble if it is
not forthcoming.

Cheapness, whether applied to the
necessities or luxuries of life, is a rela-
tive term. As generally used it denotes
a condition that favors the buyer. But
as buyers do not always consider fully
the conditions that determine the value
of any article offered for sale, they are
often disappointed in what at first was
thought to be a good bargain. If quality
is ignored, price cannot be a true guide
to value. Nor is quantity a safe element
to determine choice, if the other factors,
quality and price, are not equally con-
sidered. The Chinese are noted for
being shrewd buyers, yet I have known
them to often choose the largest pair of
boots in a case, although two or three
sizes too large, because they got the most
leather for the money. It is, doubtless,
evident to all who have seen them in
working garb that they choose the en-
tire wardrobe, including the umbrella
hat, for the same economical reason.

Even in the ordinary staple goods
which are daily bought as household sup-
plies it is impossible to harmonize differ-
ences so that all articles of equal value
shall be sold at a uniform price. For
this there is good and sufficient reason
in the well-known fact that many minds
can no more agree in fixing one inflexible
price than their visual organs can har-
monize on the details of any object so as
to present the same appearance to all.
Thus one dealer is often told that some
competitor is selling a certain article,
claimed to be identical, at a lower figure
than the one in question. How much of
this talk is honest belief, and how much
for effect in securing a bargain is hard-
ly worth considering. The fact remains
that prices, especially at retail, are fixed
without mutual consultation, under all
sorts of conditions; and must, necessarily,
vary, while the actual market value re-
mains the same; yet the highest rate not
prove in any sense an extortion.

Absolute equality in values as between
buyer and seller in every business trans-
action is as difficult of attainment as ab-
solute justice in the administration of
law; absolute correctness in the diagnosis
of a physician in any obscure case; or ab-
solute perfection in human conduct as
interpreted by a Divine standard. Yet
many thoughtless and selfish buyers talk
and act as if they believed the first men-
tioned condition possible. Once in a
while a customer tries hard to make you
believe that the eggs or butter he sold
you last Saturday would have brought a

better price than you gave, if he had de-
livered them at a neighboring town, be-
cause Tuesday's market report made
them one to three cents higher. This he
urges as a personal grievance; but his
acute sense of equity fails to perceive
that in evening up the scales of justice
on that transaction it would be fair first
to consider what was the Saturday's
quotation in the same market before
making a comparison. Such trifles as
that are the motives spoken of in Scrip-
ture, that do not impair vision in the di-
rection whither self interest leads.
Many an unjust charge of extortion is
laid against the careful dealer on
promises as vague and unreal as the
above; and, when multiplied or distorted
by gossip, they often seriously injure his
standing in the minds of profitable cus-
tomers.

It would be a "consummation devoutly
to be wished" if there was more uni-
formity of price in goods which are in
general demand. Frequent or violent
fluctuations in market values are as bad
for the dealer as for the consumer. The
waste in distributing in small portions
from wholesale purchasers on an even
market amounts to as much as competi-
tive business can afford to carry. When
increased by the chances of loss through
the caprice of wide margins in market
value, the only one who receives the
least damage is he who turns over his
stock the oftenest; or, if a consumer, he
who has ready money to take advantage
of lowest prices.

Economical buyers are apt to forget
that, even in a retail business, there is,
naturally, a cash price and a time price.
In marking goods the latter is used to
cover contingencies as common prudence
dictates. The difference cannot be con-
veniently returned to each cash customer
in small amounts. And so many dealers
even up by giving bargains in leaders—
not for equity's sake alone, but in order
to attract a class of buyers who prefer a
soft snap once in a while to low prices
all the time, with slow but sure saving
of means. A wiser plan would be to
make a discount of 5 per cent. to regular
customers whenever assured of a liberal
trade and punctual settlements in full
inside of thirty days. To those who pay
cash on delivery the coupon system se-
cures perfect equity, since their profits
will be in proportion to purchases. Five
per cent. saved on purchases is better
than the same rate gained by short loans
at usurious interest, besides being a more
honorable business. Those who prefer
to buy on long credit and pay a percent-
age instead of receiving it can do so as
long as their credit remains unimpaired.
They must confess, at last, that by main-
taining two prices for different classes of
customers the equities of commercial life
are fully respected.

It is not only in buying at retail that
one finds opportunities of saving. The
man of business is every day taught by
experience that in buying his supplies
there is a cash price and a time price,

which, duly noted and acted on, will go
far to recoup him for the discounts he
allows his best customers. Nothing
greases the wheels of legitimate commer-
cial enterprise and makes them move
easily and harmoniously like money
down. Even the bad bargains one un-
fortunately makes at long intervals can
be viewed with equanimity in the light
of this consoling fact—they are not
charged up on any one's ledger and there
is, therefore, no dead horse to pay for.
Above all the regrets one indulges in
for a confessed blunder, it is an addi-
tional pang to know that one is still
obliged to throw good money away to
pay for burying it out of one's sight.
Thus being free from financial worries,
when the crisis comes and it is found ad-
visable to sacrifice stock to meet changed
conditions of trade, the receipts are not
mortgaged in advance to pay creditors,
but are available to use in the purchase
of new goods at the most favorable rates.

In the course of a prosperous trade
there comes a time when the dealer finds
it both advisable and necessary to own
the store wherein he is doing business.
The owner, who is anxious to sell, sets a
reasonable price on the property, offer-
ing it for a small cash payment and un-
limited credit for the balance. These
terms would seem to nine out of ten men
the best one could ask, but I have in
mind one business man who in similar
circumstances reasoned otherwise. He
took it for granted that in real estate, as
in personal, there was a cash and time
price. He decided to find out the lowest
sum the property could be secured for at
cash sale. The enquiry resulted in re-
ceiving an offer nearly 20 per cent. bet-
ter than the first. After that all was
plain sailing. The discount from first
offer represented the amount of cash he
could then spare from his working capi-
tal. The remainder he borrowed from a
neighbor, giving a mortgage on store and
stock as security, both being insured in
the mortgagee's interest. The borrowed
money could only be repaid at the end of
two years; but the annual interest could
be paid within each year in trade. At
the end of two years the amount due on
the mortgage was in the bank, having
accumulated bulk (as geese grow fat) by
accretion. The interest on the loan had
been paid from the store in goods, net-
ting some profits; and the whole property,
store, goods and real estate all unencum-
bered stood to prove the value of a policy
that recognizes the distinction between a
cash price and a time price and invari-
ably chooses the former.

S. P. WHITMARSH.

A Mustard Pot Without a Spoon.

A German inventor has devised a little
mustard pot from which the condiment
can be squeezed by the pressure of a
spring, without messing the fingers and
the side of the pot as well. Spoonless
mustard pots are not altogether a new in-
vention but they have hitherto been ex-
pensive luxuries. It seems probable
now, however, that they may come more
generally into use.

The Canning Business in Canada.

Written for THE TRADESMAN.

The history of the canning business in Canada is not a satisfactory one from a business point of view. It is a record of disappointments, barren dividends and sunken capital. There appears to be something about the business that absorbs it from the control of ordinary business calculations. No other business is so easily affected by adverse circumstances or unfavorable conditions; and no other business investment is attended with so many uncertainties. It is like farming in certain western sections—good crops for a series of years, followed by unforeseen, unexpected and unprovided for drouths, grasshoppers and other calamities, which destroy the source of income and use up the surplus of other seasons. One great difficulty experienced by all new canning companies is in getting the product on the market. In these days of food adulteration the people have been humbugged so much by buying "pigs in bags," that they have become very chary in making their purchases, especially when the article presented is a new brand of canned goods. The new brand may be as good as any old one, but the consuming public has no way of knowing it. True, there is an artistically designed label on the outside of the package purporting to give some cue to the merits of the contents, but all labels, now-a-days, are branded as humbugging misrepresentations until proved, by well established usage, to be true indications of genuine worth. In sections where canned goods are consumed in large quantities, consumers become used to certain familiar brands, and the only practical way of getting a new brand into the market is to cut in price from five to ten cents per dozen. Hence, any brand, having established a reputation for genuineness and reliability, does command, as a matter of fact this advantage in price over new and untried goods. The new may be just as good, or perhaps better, than the old, but the consumer does not know it, and the only way to convince him is to tempt him by cutting the price. Investors quite frequently overlook this matter when they go into the canning business. They forget that canned goods have a more unsavory reputation, owing to fraudulent practices, than almost any other food package found on the grocers' shelves, and that they must prove the worth of their product at their own expense, before they can reasonably expect a profitable return for their investment. This means an ample reserve capital and perseverance—two essentials to success, which are found lacking in a great majority of all canning adventures.

Six years ago there were 19 canning factories in Canada, 9 of which have since gone into bankruptcy. At the present time there are 22 factories in existence in the country. Out of this total, only 6 report fair profits. Of the remaining 16, 6 are solvent but are making no money, 8 are entangled on account of impaired capital, and 2 are insolvent. These factories all started business with from \$8,000 to \$25,000 capital, and yet 16 out of the 22 are unable to turn one dollar of dividend to the parties who put their money in them. This is, indeed, a gloomy record of the canning industry in Canada, and one which the capitalists of Grand Rapids and other Michigan towns might well consider before they

put their money in the canning business. The capitalists interested in the Canadian canning business are organized under the name of "Canadian Packer's Association." A meeting was recently held at Toronto, and the above figures were obtained from a member who had attended the meeting. This association is small in numbers but strong in the influence it brings to bear on legislation. By combined energy properly applied, it succeeded in getting a custom duty placed on canned goods so high that the American goods are virtually prohibited from crossing the line. Again it brought influence to bear on legislation, and a bill was passed regulating the canning of "soaked" goods. Some Detroit parties had succeeded in interesting a few Canadian capitalists in the county of Essex in the business of canned soaked goods. A factory was erected and the business set in motion. Up to this "soaking" had never been attempted in Canada, although it had been practiced for years in the canning centers of the United States, to the injury of the legitimate trade. This fraud consists simply in soaking ordinary commercial peas, beans, corn and evaporated fruits, and then cooking, sealing, labelling and placing the stuff on the market as genuine goods. As before stated, the association had induced the Government to pass a bill for the protection of the trade. This bill provided that every package of soaked goods (or bads rather) should bear a label with the firm name and place of doing business printed thereon; also the word "soaked" printed diagonally across the label in plain letters not less than one-half inch in length. The penalty provided for violation was a fine of \$2 for every can of soaked goods sold that was not labelled according to law, thus making the retailer equally liable with the canner or jobber. The effect of this bill was to wind up the soaking business in Canada and bankrupt the projectors—one more evidence of the unsuitableness of Canadian soil for this kind of American enterprise.

I am indebted to William Ferguson, Esq., the association member above referred to—and manager of the Delhi Canning Company's business located at Delhi, Ont., and at the mouth of the Niagara River—for the facts and figures given in this article. He says the next bit of legislation demanded by the association will be the removal of the duty on peaches. Canadian canners buy their peaches from Delaware orchards on account of their earliness. They are thus enabled to finish peach canning before the corn season commences. This will explain the reason why they do not patronize Michigan orchards which are nearer home.

The Delhi canning company's business is the largest one of the kind in Canada. Their main factory building at Delhi is a substantial brick structure, 50 by 175 feet in size, two story in height with basement. An annex 45 by 50 feet serves as the "processing" department. The husking shed is 50 by 150 feet through the center of which is a tram-way connecting at one end with a carrier which runs up into the second story of the main building. A busy scene is here enacted all through the corn season. On either side this tram-way sit the huskers. Disabled old men whose hands are still in active service; gray haired old grandmothers, some of them there because they dearly



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Royal Java,
Royal Java and Mocha,
Aden Mocha
Mocha and Java Blend
White House Mocha and
Java,
Golden Santos,
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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.

OYSTERS.

ANCHOR BRAND

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

F. J. DETTENTHALER.

IF YOU WANT THE BEST

ORDER



SOLD ONLY BY

I. M. Clark Grocery Co.

love the gossip of the place, while others sit in grim-visaged silence, thinking of the new gingham aprons that will soon be earned for the two or three motherless little tots who have been consigned to the care of a poor old widowed grandmother by an unlucky whirl of life's great wheel of fortune; young misses eager to add something to lighten the family burdens; girls, boys, and little children—all vieing with each other in stripping the tender ears of the protection provided by nature. And as the denuded ears pass up the incline in an endless procession, sparkling in the sunlight, the balmy breeze which floats through the open-sided shed seems to inspire the busy huskers, and a medley of strange discordant sounds strikes the ear of the spectator. There is a strong sprinkling of sharp-nosed old maids, whose voices remind one of the squeak of winter frost. They are the human cobs of the motley crowd. Time has denuded them of every personal charm, and they are to the human family what corn cobs are to the corn crop. Noise? Oh, no: it is perfect bedlam let loose. Above the gossip-monger's perpetual buzz and the squeaks of the aforesaid human cobs, are heard the croaks of husky throats; the yells of unrestrained, running-to-seed boyhood; the idiotic giggle of brazen-faced girlhood, and the occasional snatches of song, piping out a few notes of "After the Ball," in tones of tin-whistle melody. What food for inspiration such a scene furnishes for poets and artists. But the huskers are happy and they make the ears fly—and that reminds us that time also flies, and so we must ask the reader to draw on his own imagination for a more extended description.

During the busy season about 500 persons are on the pay-roll, consisting mostly of women and children. At one time there were four generations in one family on the pay-roll—a child, its mother, grandmother and great-grandmother. This company pays yearly, for supplies, labor and other expenses, from \$60,000 to \$70,000. The capital stock of the company is about \$100,000 and the yearly output runs from \$60,000 to \$100,000. Previous to the last two seasons, not a dollar of dividend had ever been declared, and once the whole concern was on the verge of bankruptcy. They no longer make their own cans, finding it cheaper to buy them already made. About 20 carloads are required for the year's output. The factory is in operation the entire year, the canning of poultry being the principal occupation during the winter season. The growing of the required amount of vegetable stock is contracted for during the preceding winter with the adjacent farmers.

The prices paid last season were as follows: tomatoes, 25 cents per bushel; corn, \$8 per ton; and peas, 1½ cents per pound. The corn is broken off and weighed with the husks on. The peas are pulled and brought to the factory on the vine where they are put through ingeniously contrived mills which separate the peas from the pods and vines.

E. A. OWEN.

The Recovery from the Panic of 1873.

Historical parallels are always imperfect, and the sequence of events is never twice exactly the same. While, therefore, the breakdown of last year resembles in many respects that of 1873, and the

state of things which now prevails is similar to that which immediately followed that catastrophe, it would not be safe to act upon the conclusion that the likeness will hold good in the future that lies before us. Still, it may be useful, if not instructive, to look back and refresh our memories of the recovery from 1873, and to draw what comfort we can from the retrospect.

The collapse of 1873, like that of last year, was the natural end of an overstrained speculation with borrowed money, hastened by a decline in the currency prices of staple commodities. As the greenback rose in value from 40 cents on the dollar toward par, our wheat, corn, pork, cotton and iron necessarily fell, and enterprises entered into in disregard of the possibility of this fall had unavoidably to suffer. The failure of the Northern Pacific Railroad Company only precipitated a crash which was sure to come, sooner or later, and which was in fact, delayed by every available expedient, until it could no longer be averted. The shock was far more violent than that of last summer and the destruction it caused was greater, but then, as now, as soon as its first force was spent men began to collect their shattered resources and to set about the work of repairing damages. Their success was small at first, but it slowly increased until a healthy condition of affairs was restored. While the recovery began in the summer of 1877, it was not complete until 1879, or six years afterward. It does not, as I have already remarked, follow that we shall be as long a time in recovering from the effects of last summer's catastrophe, but for those who are chafing at our slow progress toward the revival of the prosperity they so ardently desire, it is well to consider the experience of twenty years ago, and to exercise a little patience.

MATTHEW MARSHALL.

Unity of Interests.

From the American Grocer.

A business house should be as perfect a human machine as a well disciplined army. All of its members should move as if actuated by one spirit—loyalty to the leader and that which he represents. From janitor to office boy, and all the way along through every department, the helpers should act and work as though the business depended upon their exertion. This spirit cannot be dominant in a firm without the co-operation of the head of the firm with all the employees, either directly or through some trained assistant. Hence it is desirable to have systematic and regular meetings of a firm with heads of departments, at which the business of the house is canvassed, discussed, new methods debated, weak points guarded, plans formulated, and all points of general interest considered, much as in a council of war prior to the movement of an army.

When the office boys and junior clerks talk about the affairs of their employers as if they had money at stake, then we know they have at heart the welfare and prosperity of the business. When they talk after this fashion—"We have a new line of goods," or "Our firm is offering special inducements," or "We pay strict attention to details," or "We are doing a magnificent trade, and are working nights"—then outsiders and insiders know that their heart is in their work, and that they are doing their level best to push ahead and gain commercial honors. Success lies with the man, and unless his habits and methods are such as to inspire loyalty and unity of interests in his helpers, he is doomed to failure or indifferent results.

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?

H. E. GRAND-GIRARD

BELDEN REAGAN, M. D.

Grand-Girard & Co. Manufacturing :- Pharmacists,

DRUG BROKERS AND MANUFACTURERS' AGENTS.
DRUG STOCKS BOUGHT AND SOLD. DRUG CLERK'S EMPLOYMENT BUREAU:
PORTER BLOCK, GRAND RAPIDS.
Correspondence Solicited. Promptness Assured.

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 37 years.

Michael Kolb & Son,

Wholesale
Clothing
Manufacturers.

ROCHESTER, N. Y.

ORANGES.

Floridas, Californias and Catanias.

Sound fruit at bottom prices.

THE PUTNAM CANDY CO.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Sheridan—John E. Keen succeeds M. Gray in the grocery business.

Watervliet—G. B. Shelar will open a new shoe store here about April 1.

Ovid—G. J. Charles succeeds Mrs. A. J. Burns in the clothing business.

Detroit—Avery & Rowe succeed Henry L. Avery in the harness business.

Kalamazoo—N. Dibble succeeds Dibble & Purdy in the grocery business.

Sault Ste. Marie—Wm. Darcy has purchased the meat business of P. Cameron.

Hudson—Conrad Kest has opened a new meat market in the old Boies building.

Alpena—John Sinclair succeeds the Sinclair Company in the dry goods business.

Northville—Gorton & Co. succeed E. L. Riggs in the clothing and dry goods business.

Big Rapids—N. C. Gibbs has moved his drug stock into the store just vacated by C. B. Fuqua.

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

Kalamazoo—L. B. Crane has embarked in the agricultural implement business on Forbes street.

Detroit—Macdonald, Rich & Co. lighting fixtures dealers, are succeeded by Chas. F. Rich & Co.

Hart—J. V. Cahill & Co., hardware dealers, have dissolved, Alverson & Thompson succeeding.

Stanton—M. Lightstone has closed his dry goods store here and will remove the stock to Greenville.

Leonidas—Geo. N. Baldwin, hardware dealer and jeweler, has sold his hardware stock to C. K. Gray.

Kalamazoo—J. Moreland has embarked in the grocery business at the corner of Burdick and Frank streets.

Onondaga—Mert P. Bromeling, of Eaton Rapids, will shortly open a new hardware store at this place.

Zeeland—Van Arkel & Van Loo, meat dealers, have closed out the business and dissolved partnership.

Ludington—N. Joseph, wholesale and retail cigar and tobacco dealer, has sold his retail business to Geo. Schick.

Fremont—W. N. Senf has purchased the meat market of Johnson & Hangstafev and will continue the business at the same location.

Ionia—The dry goods and carpet house of C. W. Stone was closed March 24 by Strong, Lee & Co., of Detroit, on a chattel mortgage of \$3,000.

Traverse City—Julius Campbell will shortly open a new hardware store on Union street. The Simmons Hardware Co. has the order for the stock.

Detroit—C. W. Marvin and C. J. Whitney & Co., dealers in pianos, organs, music, etc., have merged their business into a stock company under the style of the Whitney-Marvin Music Co.

Grand Blanc—C. W. Stuart has been admitted to partnership with A. D. Banker, dealer in hardware and agricultural implements. The style of the firm will hereafter be A. D. Banker & Co.

Traverse City—Geo. B. McClellan has purchased an interest in W. E. Campbell's confectionery store. The business will hereafter be conducted under the firm name of the Traverse City Candy Co.

Muskegon—John Medema has removed his general stock from 104 Spring

street to the double store at 40 and 42 Myrtle street. He will keep groceries in one store and boots and shoes in the other.

Cedar Springs—W. C. Congdon has sold his furniture and undertaking stock to G. C. McConnell & Son, of Rockford. G. Verne McConnell will remove to this place and give the business his personal attention.

Manistee—A grocer who has made money here and grown rich has offered to take \$12,000 worth of stock in a new wholesale grocery enterprise. He claims that a business of \$300,000 a year can be done on a cash capital of \$50,000.

Lansing—Unless Lansing business men raise the \$4,000 necessary to complete the sum of \$25,000 needed to reorganize the company owning the overall factory it will be removed to Detroit by J. L. Hudson, its principal stockholder. Capitalists outside of Lansing have offered to put up \$21,000.

Clarksburg—L. Johnson, who conducted S. A. Watt's general store here until the business was discontinued, has embarked in general trade on his own account. The I. M. Clark Grocery Co. furnished the groceries, Strong, Lee & Co. supplied the dry goods, and Snedcor & Hathaway put in the boots and shoes.

MANUFACTURING MATTERS.

Detroit—The style of the P. Huyser Co., manufacturers of baking powder, etc., has been changed to the Caldwell-Hicks Manufacturing Co.

Raber—Moore & Bradley contemplate building a sawmill here. The firm owns a large tract of timber in this vicinity, and the purpose is to manufacture lumber from the tract and ship east by lake.

Detroit—The Hupp & Pierce Pharmaceutical Co. has filed articles of incorporation with a capital stock of \$20,000, of which \$2,000 has been paid in. The incorporators are Charles Hupp, Marcus L. Pierce and George C. Hupp.

Carson City—Henry Fitzpatrick, formerly of the firm of Fitzpatrick Bros., proprietors of the Butternut cheese factory, has leased the creamery at this place and will put in the necessary appliances to convert it into a cheese factory.

Frankfort—Thomas Barry, who has logging operations at Edgewater, north of Frankfort, has closed his camps for the season and will turn his attention to manufacturing. This will be remembered as the place where the Malcolm McDonald Lumber Co., of Chicago, operated a few years ago.

Manistee—The Stokoe & Nelson sawmill, which has been remodeled during the winter so as to be devoted exclusively to shingles, will start up this week. They have a full supply of cedar logs on hand, and what lumber they wish to have cut will be done at one of the custom mills on the lake.

Muskegon—The Muskegon River Booming Co. will start its first drive from Houghton lake about April 1. Logs are now coming down the river and men are stationed along the banks to keep them moving. These, together with the logs left over last fall and others that came down in the December freshet, will make about two week's rafting. These old logs will be gotten out of the way as soon as possible.

West Bay City—The box factory being erected by Ross, Bradley & Co., in connection with their extensive lumber

plant here, is now receiving the machinery and the factory will be put in motion early next month. The entire plant covers an area of thirteen acres, with a river front of 2,500 feet. The power and much of the machinery is entirely new. This firm began business in 1881 handling that year 4,000,000 feet of lumber, and it has grown to the proportions of over 40,000,000 feet annually.

Manistee—There have been a few sales of lumber in the past few days, and all at good prices, comparatively. One lot of 300,000 good thick changed hands at about \$26 on dock here, and another lot of good at \$32; some shingles, a good grade of star pine, have been sold at \$2; a lot of nice medium grade inch at \$15; 350,000 feet of culls at \$7 here; 300,000 feet of hemlock piece stuff at \$6.50 here. There has also been a good sized sale of pine piece stuff, but the price, although reported at \$10.50, has not been definitely stated.

Saginaw—There will not be an overstock of logs for the sawmills on the Saginaw River this season, although the majority of them will be fairly supplied. The streams and railroads that furnish supplies to the mills direct will not, at the outside limit, be able to contribute more than 250,000,000 feet in all, and some conservative estimates are not over 200,000,000 feet. The rest must come from Canada and up the lake. It has been claimed that the quantity to come from Canada would be less than last season, when the figures reached 155,000,000 feet, but as a number of mill firms here have been buying logs over there, it is fair to presume that more logs will come across than has been estimated. Not a little will depend upon trade conditions. Should business pick up and stocks of lumber on hand work off rapidly, mill firms that now calculate to go light would manage to secure logs and manufacture them.

Important Victory Won by Jackson Grocers.

JACKSON, March 22.—The Ordinance relative to hucksters and peddlers, presented to the Common Council by the Jackson Retail Grocers' Association, passed its final reading and was adopted at the session of the Council held March 19 and goes into effect twenty days thereafter.

Through the zealous work of Alderman Brewer, the President of the Council—who presented the ordinance—the good will and good work of the Ordinance Committee, and by a good majority of the Council favoring the Ordinance, we have won the victory.

Our President, D. S. Fleming, has worked long and earnestly, with many others of the Association, to accomplish this result and we feel very grateful to everyone that has assisted in the work. We have tried to arrange our ordinance so that it would not work an injustice to anyone or do any person an injury. We have simply asked that the peddlers be placed on the same footing as the grocers in regard to paying a share of the city taxes, and at the same time we give them protection by shutting out non-residents and people who have heretofore been in the habit of taking a day, or a few hours, now and then to sell a lot of spoiled fruit or vegetables which rightfully belonged to the garbage wagon.

The market gardeners presented a petition to the Council, signed by a goodly number, asking that our ordinance be passed. They favored the ordinance because it was beneficial to them. This action helped much toward its passage.

W. H. PORTER, Sec'y.

In times of peace prepare for war; in times of business depression prepare for prosperity.

Hides, Pelts and Furs.

Hides—There is little change in the hide situation since last report. Though some sections report a slightly accelerated movement, dullness is still the prevailing characteristic. Countrys show a slight improvement, though prices are even more uncertain. Packers have ruled quiet.

Pelts—A little more life was manifested in pelts though sales reported were small. Prices are unchanged.

Furs—Late caught furs, including muskrat, are of decidedly inferior quality, and will not bring the prices that winter skins will. Prices are unchanged, but sorting will be closer.

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 \$1.25, holding at \$1.50.

Butter—Supply is only medium. Choice dairy is firm at 18@20c and creamery at 13@21c.

Cabbages—Are down. The big Florida yield has operated adversely to prices and home grown are selling for 75c per doz. and Floridas at \$2.25 per crate.

Cranberries—Have advanced, Jerseys bringing \$1.50@2.75 per bu. crate.

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

Cucumbers—Easily bring \$1.50 per doz.

Eggs—Good supply and good demand, with prices on the down grade. Handlers pay 10@11c, holding at 12c.

Field Seeds—Medium or mammoth clover, \$5.75@6; Timothy, \$2@2.10; Red top, 60@70c; Orchard grass, \$1.60@1.70; Alsike \$7.

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

Honey—Supply is good and prices are somewhat off, the best only bringing 12 1/2c. Buckwheat 10c.

Lettuce—Growers hold Grand Rapids forcing at 10c per lb. Commission men hold at 12c.

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 \$3 per bu. being the figures.

Potatoes—Last week's cold snap has somewhat interfered with the forward movement, and only a comparatively small quantity marketed. The extreme cold of the past few days, coming after the summer-like weather which prevailed all this month, may be expected to injure the quality of the tubers, and growers must soon bring in their stocks or see them spoil on their hands. The present price, 40@45c, is good, and even if these figures are not enhanced (and they are not likely to be), there is no reason for holding. With new potatoes almost in sight, and the adverse circumstances in which old are being held, there is every reason to look for depreciated values.

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

Spinach—75c per bu. crate.

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

YOU CAN'T DO BUSINESS WITHOUT SOAP.

Why not handle the best.

There is no soap superior to

ATLAS

Manufactured only by

HENRY PASSOLT,
Saginaw, Mich.

GRAND RAPIDS GOSSIP.

L. Johnson has engaged in general trade at Clarksville. The I. M. Clark Grocery Co. furnished the stock.

G. Pool has opened a grocery store at the corner of East and Thomas streets. The Ball-Barnhart-Putman Co. furnished the stock.

J. K. Sharp & Co. have re-engaged in the grocery business at Big Rapids. The Olney & Judson Grocer Co. furnished the stock.

G. W. Wooden has re-engaged in the grocery business at Kalkaska under the style of G. W. Wooden & Co. The I. M. Clark Grocery Co. furnished the stock.

J. Hoekenga has opened a grocery store at the corner of Sixth and Washington streets, Muskegon. The stock was furnished by the Olney & Judson Grocer Co.

John T. Butler, formerly of the firm of Northrup & Butler, general dealers at Lakeview, has decided to open a grocery store at that place. The Olney & Judson Grocer Co. has the order for the stock.

G. W. and E. T. Bolster have formed a copartnership under the style of Bolster Bros. and opened a grocery store at Chadwick. The Musselman Grocer Co. furnished the stock.

The Grand Rapids Bark & Lumber Co. has been organized with a capital stock of \$40,000, of which \$25,000 has been paid in. W. A. Phelps is President of the corporation, C. F. Young is Vice-President and Chas. A. Phelps is Secretary and Treasurer. The three gentlemen named comprise the Board of Directors. The company owns 400 acres of hemlock land in Oceana county, and 800 acres of hardwood, cedar and hemlock land in Emmet county, on which tracts active operations will soon be begun. In addition to handling hemlock bark, both by rail and by water, the corporation will deal in lumber, shingles, cedar poles and posts, railroad ties, etc. The headquarters of the company will be in this city, commodious offices having already been opened in the Michigan Trust Co. building. The Messrs. Phelps are old hands in the bark business and their new enterprise will, in all probability, play no small part in the hemlock bark field.

An enquirer wishes to know the difference between centrifugal sugar and open kettle sugar. Centrifugal sugar is so called because, after the molasses is boiled to the proper consistency, it is put into a cylindrical machine which revolves with great rapidity. The rapid motion throws the molasses to the surface of the machine which is perforated with a great many small holes. The fact of the molasses being thrown from the center to the circumference is why the process is called centrifugal (from *centrum*, the center and *fugere* to flee). Open kettle sugar is so called because, after boiling down, it is allowed to settle and the molasses drains off without motion of any kind. Centrifugal sugar is much clearer and brighter than open kettle, as more molasses is extracted; but for this reason it does not contain as much saccharine matter as open kettle sugar. After the molasses is extracted the first time, it is again boiled down and again put into the machine and another grade of sugar is the result. This is repeated

until several grades are obtained, known as "firsts," "seconds," "thirds," etc. Both open kettle sugar and molasses are said to be much "stronger" than centrifugal, there not being so many grades in the former as in the latter. Centrifugal molasses is the drippings from centrifugal sugar, and open kettle molasses is the drippings from that process.

Whatever may be the reason for the meager attendance at recent meetings of the Retail Grocers' Association, the fact is very much to be deplored, as now is the time of the year for the Association to do its best work. Not only is the spring of the year the time for general cleaning up, but it is, also, the time for repairing fences and looking after the many things which may, perhaps, have "run down" during the winter months. As an example: The peddlers of the city have hardly been interfered with during the winter and have had things pretty much their own way. Many of them have been selling without the customary preliminary of taking out a license, and as many more have abused the privilege granted by the license. This is a matter that should be carefully looked into by the Association and ought to be fully and freely discussed at the meetings. It is impossible for the few members who have been attending the meetings to do all the work that is to be done. Not only is discussion necessary, but, in this connection, there is much committee work to be done, and the regular attendants at the meetings, few in number as they are, can hardly be expected to do it all, and members of the Association are not doing right in expecting it of them. If the members of the Association are interested in its work, they should show their interest by attending the meetings, taking part in the discussions and having a share in the work. All the members receive equal benefit from the work of the Association and all should be willing to share in the labor and responsibility. It is hard to understand how anyone who is at all acquainted with the objects of such an Association can remain away from the meetings.

The Grocery Market.

Pork—The receipts of hogs for the week in Chicago were 116,000, against 140,000 for the previous week and 91,500 for the corresponding week last year. The total Chicago receipts from March 1 to 24 were 266,000, against 167,000 for the corresponding period last year. The enormous increase in receipts this year is due to the high prices which have ruled all winter, and which finally brought out the hogs. From now until warm weather receipts may be expected to decrease, and a few days will see prices advanced. There are still plenty of hogs in the country, however, and values are not likely to go very high.

Lard—Is a trifle off. See market reports.

Fish—Mackerel and whitefish are lower.

Salt—Common fine has been advanced 10c, in accordance with the recent action of the Michigan Salt Company.

Oranges—Despite the fact that Florida fruit has nearly all been marketed and is, therefore, difficult to be obtained, Grand Rapids wholesalers are to the fore, and our local market is perhaps as well supplied as any other in the country, and it is becoming to be a recog-

nized fact to all persons engaged in any way with the handling of fruits, that their interests are taken care of as well, if not better, by our local merchants than by solicitors for their business in competing cities. A marked advance is noted on all varieties this week. Californias have moved up a peg, in sympathy with Floridas, and it is more than probable that another advance of at least 25c a box will be announced within ten days, as three-fourths of all the groves are controlled by the exchange. It must be said, however, that as a syndicate they are very fair in their handling of the vast interests represented and, in advancing the price, they do it so gradually that it gives the buyer an advantage, as he is assured that orders placed will net a profit and there is no necessity of loading up with perishable goods to avoid being caught short by sharp advances or fluctuating values.

Lemons—Arrivals at the different ports of entry continue to be regular and of considerable volume and demand is fairly active, although very few are buying the summer stocks. The brokers report a firm feeling and the prices realized show an advance; especially on 300s. A decline is possible, but not probable, and purchases made now are safe, if sound fruit, untouched by frost, can be secured.

Bananas—Have been in ample supply here and at fair prices, although Eastern ports advise that the steamers have been arriving with very light cargoes of late and that nearly all the fruit has been bought by dealers right at home, to the detriment of Western trade. Prices in New York last week ranged all the way from \$1.15@1.25 for seconds and from \$1.40@1.65 for firsts. These prices cannot last, however, and we look to see a very heavy volume of business done in this ever popular article during the coming season.

Peanuts—Are low and the cleaners report that the farmers in many cases are holding on to their products, awaiting better prices, which are reasonably sure to come.

Purely Personal.

L. W. Sprague, the Greenville hardware dealer, sustained a broken leg by falling on the sidewalk near his store a days ago.

John Butler, who will shortly embark in the grocery business at Lakeview, was in town over Sunday, the guest of Byron Stockbridge Davenport.

Geo. L. Thurston (Thurston & Company, Central Lake) a valued contributor of THE TRADESMAN, favors his friends with cards, under date of March 23, bearing the laconic announcement, "It's a boy." THE TRADESMAN extends congratulations, at the same time expressing the hope that Grandfather Thurston may not expire from exuberance of joy over the event.

R. C. Luce has returned from Jackson county, Miss., where he has been since Feb. 20, visiting his son, Greg. M. Luce, and looking over the extensive timber investments of R. C. Luce & Sons in that vicinity. While there Mr. Luce purchased 6,000 more acres of pine land, so that the firm now has an investment of \$100,000 in Mississippi timber. The resident member of the firm conducts extensive logging operations and a supply store at Basin and has been elected a director in the Scranton State Bank of

Scranton, the nearest railway point, located at the mouth of the Pascagoula River, on the Gulf of Mexico, thirty-five miles from Basin. He will be remembered by Michigan people as a traveling salesman for Hawkins & Company, with whom he was identified several years.

The Wool Market.

Enquiry has been somewhat more active and general the past week and some good sales are reported. Growers, however, are still very shy of the market and little wool is coming forward, the movement being from stocks. The local market is dull and inactive, with prices unchanged.

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 GOOD LOCATION TO RETAIL HARDWARE, drugs, clothing or dry goods, address lock box 221, Sturgis, Mich. 594

FOR SALE—THE ONLY MEAT MARKET in town of 100 inhabitants. Good opening for right man. Good reasons for selling. Address No. 587, care Michigan Tradesman. 587

WANTED—A LIVE ACTIVE MAN AS PARTNER in general store. \$30,000 cash trade per year. Address No. 592, care Michigan Tradesman. 592

FOR SALE—A CLEAN STOCK OF GENERAL merchandise with no old goods. Will sell for cash. Stock invoices \$1,200. Will sell or rent store building. It will pay you to investigate. Address Box 107, Kalamo, Mich. 588

FOR SALE—A CLEAN STOCK OF HARDWARE and agricultural implements in good territory. Stock will invoice \$2,500 to \$3,000. Would sell one-half interest. Good reasons for selling. Address No. 589, care Michigan Tradesman. 589

WANTED FOR CASH—STOCK OF GENERAL merchandise. Give particulars and price. W. H. Pardee, Freeport, Mich. 590

FOR SALE—CHOICE MILLINERY STOCK. Reason for selling, ill health. Mary A. Rosenberg, Lisbon, Mich. 591

FOR SALE—POST AND CEDAR PAVEMENTS. Emil H. Bradford, Agt., Mecosta, Mich. 593

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 in voice about \$1,300. Terms cash. Address No. 584, care Michigan Tradesman. 584

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. 588

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. 580

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. Williams, Caledonia, Mich. 579

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

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. 587

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

The Only Good Feature of Unionism.

The organization of the various trades, both commercial and industrial, into associations and unions, has been productive of much good. It has tended to harmonize what, viewed from the standpoint of the individual, appeared to be conflicting interests. It has, to a very considerable extent, unified and solidified the different trades, giving them a position and influence which otherwise never could have been theirs. It has given to the members of the various organizations a more intelligent conception of their needs, and enabled them, in many cases, to provide a remedy. In many other directions has organization been a direct and positive benefit. But, while this is true, it has its dangers as well. The strength which accompanies union is not always well or wisely used. Instead of being used for the correction of abuses, it is sometimes used for selfish and mercenary purposes. Its strength is not always used for lifting the burdens from the shoulders of the weaker members of its class. Sometimes it arrogantly assumes the tone of a dictator and uses its strength to enforce demands which are unjust and oppressive. In every organization there are to be found those who will not listen to the voice of reason, but are swayed more by prejudice and passion, and when these gain the ascendancy, then organization becomes a curse instead of a blessing. Under wise leadership, there is no reason why an organization should not be a power for good; but under the leadership of those who have only selfish ends to serve, and who are not at all scrupulous as to the methods they employ to gain their ends, then organization exerts a baneful and not a beneficent influence. The tendency of all organizations, especially when a large percentage of the membership are scarcely up to the average in point of intelligence, is generally in the wrong direction, and only by persistent and determined effort on the part of the more intelligent members can this tendency be overcome. The trouble is that those who ought to lead and whose opinions ought to govern are, as a rule, unwilling to take the leadership, and so the organization is left to the guidance and control of bad men, conscienceless demagogues, who use their position and influence for the furtherance of their own base purposes.

DANIEL ABBOTT.

The Evil of Two Prices.

The vice of retail trade in Europe is said to be the custom of asking more for any article on sale than there is any expectation of obtaining. Sharp chaffering is looked for, and a payment of the first demand might be almost an unpleasant surprise. A somewhat similar state of things once existed in America, and a great deal of credit has been given, for instance, to the late Alexander T. Stewart, for the long and well-fought war by which that prince of salesmen established the "one-price system." He did so, indeed, and he advertised the fact, and armies of customers marched to his counters, year after year, with full faith in his performances. They did not come to chaffer, nor to beat down, for they knew no reduction would be made in the fixed price of any article upon his miles of shelves and counters. Other merchants grumbled a little, at first, and so did many experienced and accomplished lady shoppers, but the latter got used to it and the former quietly imitated Mr. Stewart, as soon as they studied the matter a little and understood precisely what he was doing.

Use Tradesman Coupon Books.

Dry Goods Price Current.

UNBLEACHED COTTONS.		
Adriatic	7	" Arrow Brand 4 1/2
Argyle	5 1/2	" World Wide. 6
Atlanta A.A.	6	" LL. 4 1/2
Atlantic A.	6 1/2	Full Yard Wide. 6 1/2
" H.	6 1/2	Georgia A. 6 1/2
" P.	5	Honest Width. 6
" D.	6	Hartford A. 5
" LL.	4 1/2	Indian Head. 5 1/2
Amory	6 1/2	King A. A. 6 1/2
Archery Bunting.	4	King E. C. 5
Beaver Dam A. A.	4 1/2	Lawrence L. L. 4 1/2
Blackstone O. 32	5	Madras cheese cloth. 5 1/2
Black Crow.	6	Newmarket G. 5 1/2
Black Rock	5 1/2	" B. 5
Boot, A. L.	7	" N. 6 1/2
Capital A.	5 1/2	" DD. 5 1/2
Cavanat V.	5 1/2	" X. 6 1/2
Chapman cheese cl.	3 1/2	Noble R. 5
Clifton C. R.	5 1/2	Our Level Best. 6
Comet.	6 1/2	Oxford R. 6
Dwight Star.	6 1/2	Pequot. 7
Clifton C. C.	5 1/2	Solar. 7
		Top of the Heap. 7
BLEACHED COTTONS.		
A B C.	8 1/2	Geo. Washington. 8
Amazon.	8	Glen Mills. 7
Amsburg.	6	Gold Medal. 7 1/2
Art Cambric.	10	Green Ticket. 8 1/2
Blackstone A. A.	7 1/2	Great Falls. 6 1/2
Beats All.	4	Hope. 7 1/2
Boston.	12	Just Out. 4 1/2 @ 5
Cabot.	6 1/2	King Phillip. 7 1/2
Cabot, %	6 1/2	" OP. 7 1/2
Charter Oak.	5 1/2	Lonsdale Cambric. 10
Conway W.	7 1/2	Lonsdale. @ 8
Cleveland.	6	Middlesex. @ 5
Dwight Anchor.	8	No Name. 7 1/2
" shorts	8	Oak View. 6
Edwards.	6	Our Own. 5 1/2
Empire.	7	Pride of the West. 12
Farwell.	7 1/2	Rosalind. 7 1/2
Fruit of the Loom.	7 1/2	Sunlight. 4 1/2
Pitchville.	7	Utica Mills. 8 1/2
First Prize.	6	" Nonpareil. 10
Fruit of the Loom %.	7 1/2	Vinyard. 8 1/2
Fairmount.	4 1/2	White Horse. 6
Full Value.	6 1/2	" Rock. 8 1/2
HALF BLEACHED COTTONS.		
Cabot.	6 1/2	Dwight Anchor. 8
Farwell.	7 1/2	
CANTON FLANNEL.		
Unbleached.	5 1/2	Bleached.
Housewife A.	5 1/2	Housewife Q. 6 1/2
" B.	5 1/2	" R. 7
" C.	6	" S. 7 1/2
" D.	6 1/2	" T. 8 1/2
" E.	7	" U. 9 1/2
" F.	7 1/2	" V. 10
" G.	7 1/2	" W. 10 1/2
" H.	7 1/2	" X. 11 1/2
" I.	8 1/2	" Y. 12 1/2
" K.	9 1/2	" Z. 13 1/2
" L.	10	
" M.	10 1/2	
" N.	11	
" O.	11 1/2	
" P.	12 1/2	
CARPET WARP.		
Peerless, white.	17	Integrity colored. 18
" colored.	19	White Star. 17
Integrity.	18 1/2	" colored 19
DRESS GOODS.		
Hamilton.	8	Nameless. 20
" "	9	" 25
" "	10 1/2	" 27 1/2
G G Cashmere.	20	" 30
Nameless.	16	" 32 1/2
" "	18	" 35
CORSETS.		
Coraline.	\$9 50	Wonderful. 84 50
Schilling's.	9 00	Clyde Robes. 75
Davis Waists.	9 00	Bortree's. 9 00
Grand Rapids.	4 50	Abdominal. 15 00
CORSET JEANS.		
Armory.	6 1/2	Naumkeag satteen. 7 1/2
Androsoggin.	7 1/2	Rockport. 6 1/2
Biddeford.	6	Conestoga. 7 1/2
Brunswick.	6 1/2	Walworth. 6 1/2
PRINTS.		
Allen turkey reds.	5 1/2	Berwick fancies. 5 1/2
" robes.	5 1/2	Clyde Robes. 7 1/2
" pink & purple.	5 1/2	Charter Oak fancies. 4
" buffs.	5 1/2	DelMarine cashm's. 5 1/2
" pink checks.	5 1/2	" mourn'g. 5 1/2
" staples.	5	Eddystone fancy. 5 1/2
" shirtings.	3 1/2	" chocolat. 5 1/2
American fancy.	5 1/2	" sateens. 5 1/2
American Indigo.	4 1/2	Hamilton fancy. 5 1/2
American shirtings.	8 1/2	" staple. 5 1/2
Argentine Grays.	6	Manchester fancy. 5 1/2
Anchor Shirtings.	6	" Turkey robes. 7 1/2
Arnold.	6	Merrimack D. fancy. 5 1/2
Arnold Merino.	6	Merrim'ck shirtings. 4
" long cloth B.	7	" Repp furn. 8 1/2
" century cloth.	7	Pacific fancy. 5 1/2
" gold seal.	10 1/2	" robes. 6
" green seal TR 10 1/2		Portsmouth robes. 6 1/2
" yellow seal. 10 1/2		Simpson mourning. 5 1/2
" serge. 11 1/2		" greys. 5 1/2
" Turk. red. 10 1/2		" solid black. 5 1/2
Ballou solid black.	10 1/2	Washington Indigo. 6 1/2
" colors.	6	" Turkey robes. 7 1/2
Bengal blue, green, red and orange.	6	" India robes. 7 1/2
Berlin solids.	5 1/2	" plain T'ky X. 8 1/2
" oil blue. 6		" X. 10
" green. 6		" Ottoman Tur. 6 1/2
" Foulards. 5 1/2		key red. 6 1/2
" red %.	7	Martha Washington. 7 1/2
" %.	9 1/2	Turkey red %.
" 4 1/2.	10	Martha Washington. 7 1/2
" 3-4 XXXX.	12	Turkey red. 9 1/2
Cochecho fancy.	5	Riverpoint robes. 5 1/2
" madders. 5		Windsor fancy. 5 1/2
" XX twills. 5		" gold ticket. 5 1/2
" solids. 5		Indigo blue. 10 1/2
		Harmony. 4 1/2
TICKINGS.		
Amoskeag A. C. A.	11 1/2	A. C. A. 11 1/2
Hamilton N.	7	Pemberton A. A. A. 11 1/2
" D.	7	York. 10 1/2
" Awning. 11		" Turkey robes. 7 1/2
Farmer.	8	Pearl River. 12
First Prize.	10 1/2	Warren. 12 1/2
Lenox Mills.	18	Conestoga. 16
COTTON DRILL.		
Atlanta, D.	6 1/2	Stark A. 8
Boot.	6 1/2	No Name. 7 1/2
Clifton, K.	7	Top of Heap. 9 1/2

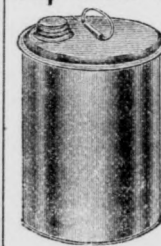
DEMINS.	
Amoskeag	12
" 9 oz.	14
" brown	14
Andover	11 1/2
Beaver Creek A.A.	10
" BB	9
" CC	9
Boston Mfg Co. br	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br	10
" XXX bl	19
GINGHAMS.	
Amoskeag	5
" Persian dress	6 1/2
" Canton	7
" AFC	8 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	6 1/2
Arlington staple	6 1/2
Asapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	5
Johnson Chalou	4 1/2
" indigo blue	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	13
Stark	18
American	13
THREADS.	
Clark's Mile End	45
Coats, J. & P.	45
Holyoke	22 1/2
Barbour's	90
Marshall's	90
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
Edwards	4
Lockwood	4
Wood's	4
Brunswick	4
RED FLANNEL.	
Fireman	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B	22 1/2
Manitoba	23 1/2
DOMET FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	9 @ 10 1/2
CANNAS AND PADDING.	
Slater	9 1/2
Brown	9 1/2
Black	9 1/2
Slate	9 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2
13 1/2	13 1/2
14 1/2	14 1/2
15 1/2	15 1/2
16 1/2	16 1/2
17 1/2	17 1/2
18 1/2	18 1/2
19 1/2	19 1/2
20 1/2	20 1/2
DUCKS.	
Severin, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
Boston, 10 oz.	12 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
Per bale, 40 doz.	83 50
Colored " 7 50	
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best AA	12 1/2
L	7 1/2
G	8 1/2
SEWING SILK.	
Corticelli, doz.	35
twist, doz.	40
50 yd, doz.	40
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White	15
" 2	12
" 3	12
No 2-20, M.C.	50
" 3-18, S.C.	45
COTTON TAPE.	
No 2 White & Bl'k	30
" 4	15
" 6	18
No 2 White & Bl'k	30
" 4	15
" 6	18
SAFETY PINS.	
No 2	28
No 3	36
NEEDLES—PER M.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	1 75
6-4	1 65
7-4	2 30
COTTON TWINES.	
Cotton Sall Twine	28
Crown	12
Domestic	18 1/2
Anchor	16
Bristol	13
Cherry Valley	15
I X L	18 1/2
PLAID OSNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
Ar sapha	6
Georgia	6 1/2
Granite	6 1/2
Haw River	5
Haw J.	5
Mount Pleasant	6 1/2
Onelda	5
Prymont	5 1/2
Randelman	6
Riverside	6 1/2
Sibley A	6 1/2
Toledo	5
Otis checks	7 1/2



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.

Sap Pails and Syrup Cans.



Paper Packed
Screw.

WRITE FOR PRICES.

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Manufacturers and Jobbers of
PIECED AND STAMPED TINWARE,
260 SOUTH IONIA ST.,
Telephone 640. GRAND RAPIDS, MICH

CUSHMAN'S Menthol Inhaler



CURES
**Catarrh,
Hay Fever,
Headache,
Neuralgia, Colds, Sore Throat.**

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

Prevents and cures
Sea Sickness

On cars or boat.
The cool exhilarating sensation follow
ing its use is a luxury to travelers. Convenient
to carry in the pocket; no liquid to drop or spill;
lasts a year, and costs 50c at druggists. Regis-
tered mail 60c, from
H. D. CUSHMAN, Manufacturer,
Three Rivers, Mich.
Guaranteed satisfactory.

EATON, LYON & CO.,

		HAMMERS.	
Maydole & Co.'s.....	dis.	25	
Kip's.....	dis.	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
Stato.....	per doz. net,	2 50	
Screw Hook and Strap, 12 1/2 In. 4 1/4 14 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.			
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		
Japanized Tin Ware.....		25	
Granite Iron Ware.....	new list 33&10		
WIRE GOODS.			
Bight.....		70&10&10	
Screw Eyes.....		70&10&10	
Hook's.....		70&10&10	
Gate Hooks and Eyes.....		70&10&10	
LEVELS.			
Stanley Rule and Level Co.'s.....		dis. 70	
ROPES.			
Sisal, 1/4 inch and larger.....		7 1/4	
Manilla.....		11	
SQUARES.			
Steel and Iron.....		dis.	
Try and Bevels.....		75	
Mitre.....		20	
SHEET IRON.			
	Com. Smooth.	Com.	
Nos. 10 to 14.....	\$4 05	\$2 95	
Nos. 15 to 17.....	4 05	3 05	
Nos. 18 to 21.....	4 05	3 05	
Nos. 22 to 24.....	4 05	3 15	
Nos. 25 to 26.....	4 25	3 25	
No. 27.....	4 45	3 35	
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra			
SAND PAPER.			
List acct. 19, '88.....	dis.	50	
RASH CORD.			
Silver Lake, White A.....	list	50	
" " Drab A.....	"	55	
" " White B.....	"	50	
" " Drab B.....	"	55	
" " White C.....	"	35	
Discount, 10.....			
SASH WEIGHTS.			
Solid Eyes.....	per ton	\$25	
SAWS.			
" Hand.....	dis.	20	
" Silver Steel Dia. X Cuts, per foot.....		70	
" Special Steel Dia. X Cuts, per foot.....		50	
" Special Steel Dia. X Cuts, per foot.....		50	
" Champion and Electric Tooth X Cuts, per foot.....		30	
TRAPS.			
Steel, Game.....	dis.	60&10	
Oneida Community, Newhouse's.....		35	
Oneida Community, Hawley & Norton's.....		70	
Mouse, choker.....		15c per doz	
Mouse, delusion.....		\$1.50 per doz	
WIRE.			
Bright Market.....		dis.	
Annealed Market.....		70—10	
Coppered Market.....		60	
Tinned Market.....		62 1/2	
Coppered Spring Steel.....		50	
Barbed Fence, galvanized.....		2 60	
" painted.....		2 20	
HORSE NAILS.			
Au Sable.....	dis.	40&10	
Putnam.....		dis. 05	
Northwestern.....	dis.	10&10	
WRENCHES.			
Baxter's Adjustable, nickeled.....		30	
Coe's Genuine.....		50	
Coe's Patent Agricultural, wrought.....		75	
Coe's Patent, malleable.....		75&10	
MISCELLANEOUS.			
Bird Cages.....		50	
Pumps, Clstern.....		75&10	
Screws, New List.....		70&10	
Castors, Bed & d Plate.....		50&10&10	
Dampers, American.....		40	
Forks, hoes, rakes and all steel goods.....		65&10	
METALS.			
PIG TIN.			
Pig Large.....		26c	
Pig Bars.....		28c	
ZINC.			
Duty: Sheet, 2 1/4c per pound.....			
600 pound casks.....		6 1/2	
Per pound.....		7	
SOLDER.			
1/20x4.....		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.			
Cookson.....	per pound		
Hallett's.....		13	
MELLY 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, ".....		6 50	
14x20 IX, ".....		8 50	
20x28 IC, ".....		13 50	
14x20 IC, " Allway Grade.....		6 00	
14x20 IX, ".....		7 50	
20x28 IC, ".....		12 50	
20x28 IX, ".....		15 50	



A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

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E. A. STOWE, Editor.

WEDNESDAY, MARCH 28, 1894.

MURDER MADNESS.

A strange madness has come into vogue among civilized men. It is something which was never known among savage people, but it is more savage and outlandish than anything that was ever dreamed of among the wild people of any age or country.

This is the dynamite-throwing craze. It is a murder madness. The only thing that bears any resemblance to it in the whole history of crime is the "running amuck" of the Malays. A Malay who is a drunkard, in the use of bhang, which is a preparation of the Indian hemp, or who is habitually under the influence of the narcotic of the kola nut, frequently becomes so crazed with nervous excitement that he seizes a knife, and, rushing into the street, cuts and stabs all who may be in his way. The phrase "running amuck" is said to be derived from the Malay word "amok"—that is kill—which such a madman commonly shouts when engaged in his bloody career. The rule in such cases is for the people to pursue the maniac and put him to death as soon as possible, as there is no other way to stop his terrible assaults. He is regarded as a furious beast, a dog raging with hydrophobia, whom the common safety demands shall be dispatched in the most summary way attainable.

But the mad Malay is made so by excessive stimulation. His atrocities are not the result of cold calculation and premeditation. His crimes are extenuated by the fact that a powerful drug has overthrown his reason, and he is, although by his own act, a victim of a disordered and distraught nervous system. The case of the modern murder madmen is wholly different. They deliberately provide themselves with the most deadly and destructive explosive known to man, and they fire it in a parliament house, in a restaurant, in a theatre, in a church, in a railway station, in any place, indeed, where there are people assembled. These people are not known to the assassin; they have never harmed him; he can have no reason to wish them harm, and less to seek their destruction; but, all the same, he fires his dynamite into their midst and kills as many as possible.

This monster, who outrages in his crime every instinct of animal life and every sentiment of human nature, and every logical rule of human action, no longer merits the treatment accorded men. He is a furious beast who ought to be killed as quickly as possible, only taking care to ascertain that the real criminal is the one upon whom the doom is to be visited.

The man who murders for revenge, for jealousy, for the purpose of removing out of his way one who troubles him, has at least a logical reason for his act. He who murders for the sake of plunder or a bribe, or even to sell the body of his victim, commits an act which can be understood. It is still human despite its atrocity; but the man who hurls a boom into an assemblage of people in whom he has no sort of interest commits an act which passes all explanation and all comprehension.

Dynamite madness is essentially a product of this age. Is it the ready possession of the power to destroy which inspires a desire to work destruction upon the unsuspecting and the innocent? There have been monsters of depravity who have wished that the whole of mankind had but a single neck in order that they might sever and behead it. No sane imagination can fathom such wickedness, but we see it realized in the wretch who throws a boom of dynamite into a crowded assemblage of people. His only desire is to destroy as many as possible. This is a product of the Nineteenth Century, of the last decade of it. What can have caused such a terrible perversion of human reason? Who can understand such monstrous madness? If there were occasionally only a rare and isolated case, the fact would be astonishing enough; but they are numerous. They are not confined to any country, they are not peculiar to any race. Here, in this free America; in France, a republic; these madmen are as numerous as they are in the domain of the most arbitrary despot. They are more plenty under the flag of liberty than they are in the dominion of the Czar. What has caused this madness of the people? Who shall stay it?

HUMAN VS. IRON MACHINES.

It has been estimated, probably on a basis entirely reasonable, that with the improvement in agricultural machinery, such as gang plows, seed planters, harvesters that cut and bind grain, and other appliances that promote economy in threshing and cleaning, and with sufficient horse power, three men on a farm can do the work which was formerly done by fourteen.

Doubtless this is true of agricultural work, as it is of almost every other sort. By the introduction of ingenious machines into every manufacturing and mechanical business the demand for hand labor is immensely abridged. Of course, the expert operative with a machine earns more money than when he was a mere hand-worker; but it must be remembered that he is doing the work once performed by several men.

Thus it appears that the extensive introduction of machinery into industrial operations has not lowered wages to the individual worker, but it has resulted in displacing other workers, who are driven, in many cases, to seek other fields of labor. Without doubt, the most valuable result of the use of machinery is that it enormously increases pro-

duction, and, consequently, cheapens the articles produced, without lowering wages.

So far, machinery is a grand benefit; but it must end in bringing on a period when it will displace a vast number of hand-workers, who will be driven from one calling to another until there will be no place for them in the world of work. The first result will be the cutting down of the wages of the machine operatives. Then will come a time when the number of the unemployed will be so great that they will be a tax on the working community. Human beings will be forced to give place to machines; the creatures that must eat bread will be set aside for the creatures which consume coal.

Perhaps this period in the history of industry has not yet come into existence, and the human race should hope most earnestly that it has not; but it is certainly a possibility. This is an age of mechanical invention, and the wonders that have been accomplished within a few years past prepare the expectation for developments still more astonishing and potential, so that it is entirely possible that the power and usefulness of machinery will be vastly multiplied over what is now realized.

When that time shall come, a crisis will arrive, the nature of which will be terrible. When it comes to an issue as to whether the machines of muscle and nerve, or the machines of steel and brass, are to succumb, it will be found that blood is thicker than water, and human sympathy is more potential than are steam and electricity. But let all good people hope that such a period is still far off. The undeveloped resources of this Western Hemisphere are inconceivably immense and they have scarcely been touched. This New World can support for centuries the entire population of the globe. The solution to the problem of relief for the unemployed is to be solved by populating and opening up the uncovered wealth of the three Americas. It means life and support for millions of people for centuries of time. With such a future, there is no need to despond at the present gloomy industrial situation.

TO REVIVE AMERICAN SHIPPING.

It ought to be a source of great mortification to the American people that their mercantile marine cuts no figure in the commerce of the world, but that it has been practically driven from the ocean. It ought to be a cause for a blush of shame to every citizen of the United States who has any sort of public spirit or patriotism to reflect that this great republic virtually has no shipping, except what is employed in the interior and coasting trade between United States ports.

But it does not appear that there is any such sense of humiliation. Nobody seems to be in any way abashed at the fact, and nobody cares, perhaps, save the American seamen who cannot find employment afloat, because all the ships are foreign ships, and the only sailors in demand are foreign seamen. All the cotton that goes out of this country to Europe; all the grain, hog and dairy products, and petroleum, which are exported from the United States to foreign countries, are sent out in foreign ships, under foreign flags, and millions on millions of dollars yearly of American money is paid out to foreigners for this service. In the same way all the foreign

manufactured goods which are imported into this country come in foreign bottoms, and the freight money is earned by foreigners. This has been the case for many years and no attempt has been made by the American people or by Congress to apply a remedy, and this fact establishes beyond question the conviction that the American people are satisfied, that they do not want any ships, that they do not desire to see their flag upon the ocean or represented among the vessels that gather in the great shipping ports of the world.

But if there is no patriotic pride on this subject in the breast of any American citizen, there ought to be some business considerations that would move the people. It should seem natural that some Americans would wish to secure a share of the money to be earned in the enormous carrying trade which is furnished by the import and export business of this country, and it is time that something were done to wipe away the vast reproach that the lack of an American mercantile marine has placed upon this country.

Gripsack Brigade.

J. H. Clement, of Plainwell, has engaged to travel in Northern Michigan for the Lamb Knit Goods Co., of Colon.

Peter Fox (Musselman Grocer Co.) and James A. Massie (I. M. Clark Grocery Co.) have both taken up their abode at Wellington Flats.

The next monthly dance and "good time" of Post E will take place at Elk's Hall on the evening of April 14. Due notice of the event will be given the members in the usual way.

Wm. H. Pipp is this week removing his family from Chicago to this city and installing them at 238 Jefferson avenue. Mr. Pipp will be an important accession to the ball club now in process of organization among the traveling men here, as he is one of the most skillful pitchers in the State.

Ben Van Leuven is fathering the project of organizing a base ball club, to be composed solely of Grand Rapids traveling men. It is understood that similar clubs have been or will be organized at Detroit, Saginaw and Lansing, so that a series of combination games can be played during the summer season.

The Drug Market.

Gum Opium—More favorable reports of the growing crop and large arrivals have weakened the market, but not as much as it would if it were not for the expected duty to be placed on the article.

Morphia—Steady.

Quinine—Firm, but unchanged. An advance is expected.

Norway Cod Liver Oil—Advanced over \$10 a barrel of thirty gallons in the past two weeks and higher prices are looked for on account of the small catch.

The rebate on Paris Green has been fixed as follows, but the list price is not yet announced: On 500 to 1,000 pounds, 1 cent; on 1,000 to 2,000 pounds, 1½ cents; 2,000 to 3,000 pounds, 2 cents.

Linseed Oil is in good demand and higher prices are looked for.

The American Bell Telephone Company has paid in dividends from 1880 to 1893 inclusive a total of \$23,100,000, being an average per year of \$1,750,435 on an average capitalization during the same period of \$11,209,035.

The Tobacco Law of 1889.

GRAND RAPIDS, Feb. 28—Every tobacco dealer and grocer in this city is bothered every day by parents sending their children for tobacco, and many dealers give it to them contrary to law, as I understand it. When some try to keep the law relative to the sale of tobacco to minors and the duty of parents in such connection, they get into hot water because their neighbors will sell without regard to law. Only a few days ago a certain grocer was very much surprised to hear of such a law in existence in our State. Would not the publication of said law do good by calling the attention of the trade to the matter?

Suggestively yours,

GEO. H. COBB.

The above letter was received some time ago and THE TRADESMAN has spent considerable time in looking into the matter complained of. There are not many grocers and dealers in tobacco but what know of the existence of the law, and yet it is hard to find a grocer who deals in tobacco who does not violate the law almost every day. It would seem almost as though the self-respect of the dealer and his reputation as a law-abiding citizen ought to be sufficient to keep him from violating any law, but when it comes to supplying children with tobacco without knowing what they are going to do with it, it is not merely that the law is broken, but it is an offense against humanity. Cigarette smoking, especially, should be frowned upon by every honest dealer. It may be true that the young man or boy who has no more mind than to smoke cigarettes can hardly be injured by their use, but, at the same time, the sale of cigarettes by any dealer to one not legally entitled to purchase them is a crime punishable by law and one which no reputable dealer should be guilty of. It is a hard matter for the police department to deal with. They have something else to do besides hanging around stores to see that the dealers do not violate the law of the State. So far as can be learned, the only complaints that have been made have been either through jealousy on the part of one dealer against another, or because a customer, has for some reason or other, become disgruntled with his grocer, and wishes "to get even." Just how this law can be best enforced it is hard to say. It ought to be sufficient for any dealer that there is a law against selling tobacco to minors; but it seems that even in the grocery trade there are to be found men who will obey a law—if it does not "touch their pockets." While the grocers are themselves endeavoring to make law-abiding citizens of another class of traders they ought, certainly, to be willing to keep the laws regulating their own trade.

The following is the law as passed by the State Legislature in 1889:

Section 1. The People of the State of Michigan enact: That it shall not be lawful for any person by himself, his clerk or agent, to sell, give or furnish any cigar, cigarette, cheroot, chewing or smoking tobacco, or tobacco in any form whatsoever, to any minor under seventeen years of age, unless upon the written order of the parent or guardian of said minor.

Section 2. Any person who shall willfully violate any of the provisions of this act shall be deemed guilty of a misdemeanor, and, upon conviction thereof, shall be punished by a fine of not less than five dollars nor more than fifty dollars, or by imprisonment in the county jail for a term of not less than ten days nor more than thirty days, or by both such fine and imprisonment in the discretion of the court.

Sensible Suggestions on the Peddling Evil.

Though I have frequently referred to the matter recently, I have not expressed a preference for change in any given direction in the schedule of fees for city peddling licenses. I now propose to advocate one single fee for all classes of peddlers, and allow the peddler who takes out a license and pays the fee to sell what he pleases. In other words, call him a peddler, whether he carries his goods in a basket, a hand-cart or a wagon, or sells fruit or vegetables, and license him as such. It may appear a little hard on the man who can only afford to use a basket to compel him to pay as much as the man who has a horse and wagon, but of the two evils the wagon peddler is the least, and anything that promises to abate the basket nuisance is, at least, worthy of consideration. If one uniform rate is adopted, it will be much easier for the police to keep track of them; every man who peddles must then have a license, and the level rate will put an end to the question as to whether the peddler is selling in his proper class, and whether he has paid the proper fee. Then, when a man is charged with peddling without a license, the whole ground is covered, and it is unnecessary to specify or prove what he peddled. Let the Committee appointed at the last meeting of the Retail Grocers' Association get to work and put the matter into shape so that it may be ready to present to the new Council at its first meeting, and so save several weeks which were lost last year by the failure of the Council to act promptly.

In line with the above, and as a remedy for the many abuses in connection with the enforcement of the license ordinance under the present system, I suggest that this whole matter, the issuing of licenses, and collection of fees, as well as the enforcement of the law, be put in charge of the police department. Of course, this would necessitate an amendment to the city charter, but it would result in untold benefit to the city, as it would put an end to the granting of licenses to undesirable parties. Take saloon licenses, as an example. The police are certainly in an excellent position to know who should and who should not have licenses. The character of every saloon in the city is well known to the department, and no man would be granted a license who has in the past abused his license privileges. As it is now, it is largely a matter of political favoritism, the man who has a "pull" can generally get a license, or anything else he may want. The peddlers have votes and they have friends who have votes, and this is the chief reason for the leniency with which they have been treated in the past. There is absolutely no politics in the administration of the police regulations of the city, and if the department were given entire charge of the licenses, the law would be strictly and impartially enforced. This is the way the business is done in the city of Boston, and the result has been most satisfactory. Grand Rapids has a police force second to none in the country in efficiency and intelligence, and, if they were not hampered by officials who are afraid of hurting themselves politically, the laws would be much better enforced than they are.

DANIEL ABBOTT.

From Out of Town.

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

C. F. Walker, Glen Arbor.
Smith Lumber Co., Kalkaska.
T. J. Torrence, Muskegon.
R. S. Tracey, Sturgis.
William Abbott, West Campbell.
B. Voorherst, Overisel.
H. W. Worden, Boon.
J. A. Liebler, Caledonia.
Carrington & North, Trent.
T. H. Atkins, West Carlisle.
John Butler, Lakeview.
Bates & Trautman, Moline.
L. Henderson, Holland.

A good way to beautify your home is to beautify your conduct in it.

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WITHINGTON & COOLEY Inf. Co.

AGRICULTURAL TOOLS,

WICKWIRE BROS.

WIRE CLOTH,

The FAVORITE CHURN,

The ACME POTATO PLANTER,

BABCOCK'S MONITOR CORN PLANTER,

The TRIUMPH CORN PLANTER,

BARTHOLOMEW'S POTATO BUG EX-TERMINATOR.

Also as Complete a Line of Fishing Tackle as anybody carries.

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MONROE ST.

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DEALERS IN

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WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

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CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons and Trimmings in the State.

TRADESMAN COMPANY.

Drugs & Medicines.

State Board of Pharmacy.

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

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

STAMPS FOR PATENT MEDICINE.

If a tax is put on proprietary articles, as is proposed in the Senate, a new industry will be opened to the Bureau of Engraving and Printing, an industry that was abandoned eleven years ago, as it was thought, forever. So certain was the Chief of the Bureau on that day that the Government would never return to the old system of taxing proprietary articles that he destroyed all of the plates which were used in printing the special stamps, and, if the new law should be enacted, a new set of designs and a new set of plates would have to be made. This would be a pretty expensive matter, but the expense would all fall on the manufacturers, so the officials of the Treasury Department are not worrying about it.

The Bureau of Engraving now makes only four varieties of revenue stamps. They are for distilled spirits, fermented spirits, tobacco and snuff. These stamps are of different denominations, and each denomination has its own design. But the tobacco stamp of one denomination issued to one manufacturer is the same as the tobacco stamp of the same denomination issued to another manufacturer. They are not the stamps of John Smith & Co., but the stamps of the Government. There is some distinction made in the elaborateness and ornateness of the designs of these different stamps. The stamp which is to go on the box of cigars which stands on your library table is a little more picturesque than the stamp which is used on the strip tobacco package. The Bureau concedes so much to art. There is this difference, too, in the preparation of these stamps. Two years ago Chief Meredith, the predecessor of Chief Johnson, determined to do the printing of the strip tobacco stamps on a Hoe press. He made the change and saved the Government more than \$130,000 a year. But when the question of printing the other stamps on the cylinder press was taken up he considered the question of artistic finish; and he continued to print them by hand. As the stamps printed by steam are only one-tenth of the stamps printed in the Bureau, it looks as though the Government ought to save more than \$1,000,000 by putting all the work on the cylinder press. But Congress decided a few years ago that the finer work of the Bureau must be done on the hand presses; so the Bureau continues to use these presses for the higher denominations of stamps.

The internal revenue stamps used to levy a tax on "patent medicines" were of varied designs. There was a common stamp for these medicines, just as there is for tobacco. But under the law any manufacturer who was willing to bear the additional expense of preparing a

special die and the additional expense, if any, of printing stamps after his own design, could have special stamps printed for him at the Bureau. And so many of the proprietors of well-known proprietary articles availed themselves of this privilege, because of the distinction which it carried, that the Bureau had on hand at the time the law taxing these articles was repealed, between 200 and 300 dies. All of these dies had been made in the Bureau. No plate made outside of the Bureau is used there, and no die has been as yet. When the Bureau takes the contract for printing the postage stamps on July 1 it will use the dies of the contractors who are now doing the work. These dies were made by the engravers of this private concern, but they were paid for by the Postoffice Department and are the property of the Government.

Not only was the engraving for the "patent medicine" stamps done in the Bureau, but the designing of most of them was done by the Bureau artists. They were quite as competent to throw a glamor around a little liver pill as a private workman was. The Bureau was paid for their work in proportion to the elaborateness of the design. Within reasonable bounds, of course, there was no limit to the size of the stamp which could be used. The plea of the manufacturers was that their distinctive labels, which had cost a great deal of money, would be spoiled by the imposition of the little square stamp of faded red which was issued by the Government. So authority was given them to have stamps made to conform to these labels, and some of them went so far as to have the Bureau print the labels themselves as a part of the design of the stamp. It seems rather ridiculous for the Government to be printing labels for bottles of sarsaparilla, but that is what the Treasury Department may come to if the new law is enacted and the old policy of the Government is carried to a logical conclusion.

The owners of the proprietary articles had a lively taste in colors which the Government did not attempt to curb. The Bureau stood ready to print stamps in pea green or a rich magenta; in mazarine blue or salmon pink. There was only one limit to the fancy of the "patent medicine" man—the limit of cost. Most of the special revenue stamps were larger than the stamps issued for the Treasury Department. Then the Government's stamp was printed in a very cheap color. There is a wide variation in the cost of color printing. The "medicine-man" could have made his stamps cost more than his bottles if he had wished. The Bureau figured out for him what the design was worth; what the first engraving cost; and then the cost of reproducing the engraving on the number of dies necessary to his work. After that there was an estimate of the cost of the dry colors and the cost of printing. To this was added the amount of the tax represented by each stamp, and then from the total was subtracted the actual cost of printing the revenue stamps of the Government. That was the process by which the value of the special design stamps was estimated.

The Bureau of Engraving and Printing keeps several thousand dies and plates always on hand, but whenever it seems probable that one of them will not be needed again, it is taken to the navy

yard, broken up, cast into the furnace and melted. All of this is done with due solemnity in the presence of a committee of Treasury Clerks. The "patent medicine" dies were destroyed in this way. There are some pretty shrewd lawyers in Washington, who make a specialty of cases against the Government. One of these, C. H. Parsons, fancied that the people who had paid for the special proprietary stamps had a proprietary interest in the dies. So he obtained authority from the medicine makers and filed a claim with the Treasury Department for the value of them. The First Comptroller disallowed the claim, after it had been pending for several years. Only a short time ago this claim was revived and the Comptroller again disallowed it.

Of course, the new stamps, if they are needed, can be redrawn from the old stamps. But the Bureau has not even copies to follow.

The other internal revenue stamps, the bonds and other securities of the Government are preserved in glass cases on the walls of the Bureau and in the offices of the Treasurer of the United States and the Secretary of the Treasury. But none of the proprietary stamps were preserved. They would make a very interesting collection. In fact, they are very interesting exhibits in the collections of stamps of the United States in the albums of some of the philatelists. The stamp collector is after postage stamps particularly; but internal revenue stamps are an interesting side issue and many of the special designs used on proprietary medicines are rare and have a great value to collectors. This is only in the case of medicines which were taken off the market shortly after the new stamps were put in use, or those which changed the designs of their stamps. Of the stamps most in use it was not at all difficult to obtain copies while they were being issued. Now some of them are hard to get.

Collectors will have some difficulty in obtaining copies of the internal revenue stamps from the Bureau if the new law is passed. There has been no difficulty in obtaining India proofs or specimens of postage stamps from the Postoffice department in the past; but even that may be changed when the Bureau of Engraving undertakes the contract of printing the postage stamps next July. The Solicitor of the Treasury Department has made a ruling that it is contrary to law for the Bureau to give anyone specimens of its work on the securities of the Government. He has ruled that the Bureau chief who sent specimens of the bonds of the United States to the office of the Secretary of the Treasury violated the law. No one, he says, has any right to issue anything in the form of an obligation of the Government except by authority of law, and there is no law permitting the Bureau to give specimens of its work to even the Secretary of the Treasury. There are some exceptions to this rule of the department. There are some engravings done as practice work by the apprentices in the Bureau which are never used on securities, and of which copies are sometimes given to visitors as mementoes of the Government's big money mill. Then the practice has grown up of recent years of giving away copies of the portraits of public men which have been engraved for use on bank notes or bonds. This practice is not encouraged, but it is not forbidden.

The Bureau people are amused at the proposition that they may be prevented by some adverse action of the Appropriations Committee undertaking the business of printing the postage stamps. Two of the Pennsylvania Representatives in Congress have stated recently that they would oppose an appropriation asked for extending the Bureau on the ground that the Chief had no right to undertake the stamp contract without authority of Congress. The Appropriations Committee may refuse to grant this appropriation, and the Bureau people will be very sorry to see this done. But the refusal will not affect the status of the stamp contract. The Bureau has not asked any appropriation for the purpose of carrying out the stamp contract. That contract carries itself out. The general appropriation for the support of the Postoffice Department provides for the printing of the stamps. The pay for the work will come to the Bureau not in the Treasury appropriation, but in the Postoffice appropriation. The Bureau people are also inclined to ridicule the claim of the private bidders for the postage stamp contract that there are trade secrets in making the stamps which they do not know. They say that if there are any such secrets, the owners of them are quite welcome to keep them. The Bureau made its bid for the contract after figuring the cost of the stamps by its own process. If its estimates are correct, it ought to come out even on the contract at the very worst.

The color work on the postage stamps will not be new to the Bureau. In addition to the work which it has done on proprietary stamps, it has mixed and used every shade of color in its other work. Brown was used on the "brown backs," green on the "greenbacks"; different blues on customs stamps and on the backs of bonds. All of the mixing of colors is done in the Bureau. So if any complaint is made of the quality of the ink used on the new stamps, as has been done in some of the old ones, there will be no difficulty in tracing the responsibility.

GEORGE GRANTHAM BAIN.

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ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoficum German	85 75	Aloes	50
Boricum	30 30	and myrrh	60
Carbolicum	52 55	Arnica	50
Citricum	3 5	Asafetida	50
Hydrochlor	10 12	Atropine Belladonna	60
Nitrosum	10 12	Benzoin	60
Oxalicum	10 12	Co.	50
Phosphoricum dil.	20	Pix Burgum	50
Salicylicum	1 30 21 70	Plumbi Acet.	14 15
Sulphuricum	1 30 21 70	Pulvis Ipecac et opil.	1 10 21 20
Tannicum	1 40 21 60	Piper Nigra, (po 30)	2 1
Tartaricum	30 2 33	Piper Alba, (po 35)	2 3
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	4 6	Bi Carb.	15 18
" 20 deg.	4 6	Bichromate	13 14
Carbonas	12 14	Bromide	40 43
Chloridum	12 14	Carb.	13 15
ANILINE.		Chlorate (po 23 25)	24 26
Black	2 00 2 25	Cyanide	50 55
Brown	50 21 00	Iodide	2 90 2 39 4
Red	45 50	Potassa, Bitart, pure	27 30
Yellow	2 50 2 30 00	Potassa, Bitart, com.	2 15
BACCÆ.		Potass Nitras, opt.	8 10
Cubee (po 36)	2 2 30	Prussiate	28 30
Juniperus	8 10	Sulphate po.	15 18
Xanthoxylum	25 30	RADIX.	
BALSAMUM.		Aconitum	20 25
Copaiba	45 50	Althæa	23 25
Peru	31 90	Anchusa	12 15
Terabin, Canada	60 65	Arum, po.	2 25
Tolutan	35 50	Calamus	20 24
CORTEX.		Gentiana (po 13)	8 10
Abies, Canadian	18	Glychrrhiza, (pv 15)	16 18
Cassia	11	Hydrastis Canaden.	2 30
Cinchona Flava	15	(po 35)	2 30
Euonymus atropurp.	30	Hellebore, Ala, po.	15 20
Myrica Cerifera, po.	30	Insula, po.	15 20
Prunus Virgini.	12	Ipecac, po.	35 40
Quillaja, grd.	10	Iris plox (po 36 38)	1 60 21 75
Sassafras	12	Jalapa, pr.	40 45
Ulmus Po (Ground 15)	15	Maranta, s.	40 45
EXTRACTUM.		Podophyllum, po.	15 18
Glycyrrhiza Glabra	24 25	Rhei	75 101 00
" po.	33 35	" cut.	2 15
Haematox, 15 lb. box	11 12	" pv.	75 135
" 18.	13 14	Spigelia	35 38
" 14.	14 15	Sanguinaria, (po 25)	2 30
" 16.	16 17	Serpentaria	30 32
FERRU.		Senega	55 60
Carbonate Precip.	2 15	Similax, Officialis, H	2 40
Citrate and Quinia	2 30	Scilla, (po 25)	10 12
Citrate Soluble	2 30	Symplocarpus, Fosti-	2 35
Ferrocyanidum Sol.	2 50	us, po.	2 35
Solnt Chloride	2 15	Valeriana, Eng. (po 30)	15 20
Sulphate, com'l.	2 2	Ingber a.	15 20
" pure.	2 7	Zingiber j.	15 20
FLORA.		SEMIN.	
Arnica	18 20	Anisum, (po 20)	2 15
Anthem.	3 25	Apium (graveleons)	15 18
Matricaria	50 65	Bird, 18.	4 6
FOLIA.		Carril, (po 18)	10 12
Barosma	18 50	Cardamon	1 00 21 25
Cassia Acutifol, Tin-	25 28	Coriandrum	11 13
nivelly	35 50	Cannabis Sativa	4 6
" Alix.	35 50	Cydonium	75 101 00
Salvia officinalis, s	15 25	Chenopodium	10 12
and s	8 10	Dipterix Odorata	2 25 2 50
Urtica	8 10	Foeniculum	2 15
GUMMI.		Foenugreek, po.	6 8
Acacia, 1st picked	2 60	Lini, 4 2 4 3	4 2 4 3
" 2d	2 40	Lini, grd. (bbl 34)	3 4 4 4
" 3d	2 30	Lobelia	35 40
" sifted sorts	2 20	Pharlaris Canarian	3 4 4
" po.	60 65	Rapa	6 7
Aloe, Barb, (po 60)	50 60	Sinapis Albu.	7 8
" Cape, (po 20)	12	" Nigra	11 12
" Socotri, (po 60)	2 50	SPIRITUS.	
Catechu, 1s, (1/4s, 14 1/4s,	2 1	Frument, W. D. Co.	2 00 2 50
16)	2 1	" D. F. R.	1 75 2 00
Ammonise	55 60	Juniperis Co. O. T.	1 25 2 10
Assafetida, (po 35)	40 45	Saacharum N. E.	1 75 2 00
Benzoinum	50 55	Spt. Vini Galii	1 75 2 00
Camphore	48 50	Vini Oporto	1 25 2 00
Euphorbium po	35 40	Vini Alba	1 25 2 00
Galbanum	2 50	SPONGES.	
Gamboge, po	70 75	Florida sheeps' wool	2 50 2 75
Gusiacum, (po 35)	2 30	carriage	2 00
Kino, (po 1 10)	2 15	Nassau sheeps' wool	2 00
Mastic	2 40	carriage	2 00
Myrrh, (po 45)	2 40	Velvet extra sheeps'	1 10
Opil, (po 4 20 4 30)	2 90 2 30	wool carriage	1 10
Shellac	35 42	Extra yellow sheeps'	85
" bleached	33 35	carriage	85
Tragacanth	40 21 00	Grass sheeps' wool car-	75
HERBA—In ounce packages.		riage	75
Absinthium	25	Hard for slate use	1 40
Eupatorium	20	Yellow Reef, for slate	1 40
Lobelia	25	use	1 40
Majorum	25	SYRUPS.	
Mentha Piperita	25	Acacia	50
" Vir.	25	Zingiber	50
Rue	30	Ipecac.	50
Tanacetum, V.	25	Ferri Iod.	50
Thymus, V.	25	Aurant Cortes.	50
MAGNESIA.		Rhei Arom.	50
Calcined, Pat.	55 60	Similax Officialis	50
Carbonate, Pat.	20 22	Senega	50
Carbonate, E. & M.	20 25	Scilla	50
Carbonate, Jennings	35 38	" Co.	50
OLEUM.		Toatan	50
Absinthium	3 50 2 4 00	Prunus virg.	60
Amygdalae, Dulc.	45 75	VARNISHES.	
Amygdalae, Amarae	8 00 2 8 25	No. 1 Turp Coach	1 10 21 30
Anisi	1 70 21 80	Extra Turp.	160 21 70
Aurant Cortex	2 30 2 40	Coach Body	2 75 2 30 00
Bergamit	3 25 2 30 40	No. 1 Turp Furn.	1 00 21 10
Cajiputi	60 65	Eutra Turk Damar	1 55 21 60
Caryophylli	75 80	Japan Dryer, No. 1	70 2 75
Cedar	35 65	Turp.	70 2 75
Chenopodii	21 60	OILS.	
Cinnamoni	1 10 21 15	Whale, winter	Bbl. Gal
Citronella	45	Lard, extra	50 55
Conium Mac.	35 65	Lard, No. 1	42 45
Copaiba	80 90	Linseed, pure raw	52 55

Morphia, S. P. & W.	2 35 2 60	Seidlitz Mixture	20	Linseed, bottled	55
C. Co. S. N. Y. Q. &	2 25 2 50	Sinapis	20	Neat's Foot, winter	65 70
Moschus Canton	2 40	" opt.	30	strained	37 40
Myristica, No 1	65 70	Snuff, Maccaboy, De	35	Spirits Turpentine	37 40
Nux Vomica, (po 30)	2 10	Voes	35	PAINTS.	
Os. Sepia	15 18	Soda Boras, (po 11)	10 11	Red Venetian	13 2 3
Pepsin Saac, H. & P. D.	2 20	Soda et Potass Tart.	27 30	Ochre, yellow Mars.	13 2 3
Co.	2 20	Soda Carb.	1 4 2 2	" Ber.	13 2 3
Picis Liq. N. C., 1/4 gal	2 20	Soda, Bi-Carb.	2 5	Putty, commercial	2 4 2 3
doz	2 20	Soda, Ash	3 4 2 4	" strictly pure	2 4 2 3
Picis Liq., quarts	2 10	Soda, Sulphas.	2 2	Vermillion Prime Amer.	13 2 3
" pint	2 10	Spts. Ether Co	50 55	ican	13 2 3
Pil Hydrarg. (po 30)	2 50	" Myrcia Dom.	2 25	Vermillon, English	65 70
Piper Nigra, (po 32)	2 1	" Myrcia Imp.	23 00	Green, Peninsular	70 75
Piper Alba, (po 35)	2 3	" Vini Rect. bbl.	2 25 2 35	Lead, red	6 2 5 4
Pix Burgum	50	Less 5c gal, cash ten days.	2 25 2 35	" white	6 2 5 4
Plumbi Acet.	14 15	Strychnia Crystal	1 40 21 45	Whiting, white Span.	2 70
Pulvis Ipecac et opil.	1 10 21 20	Sulphur, Subl.	2 4 2 3	Whiting, Gilders	2 96
Pyrethrum, boxes H	21 25	Vanilla	9 00 21 00	White, Paris American	1 0
& P. D. Co., doz	21 25	Zinc Sulph.	7 2 8	Whiting, Paris Eng.	1 0
Pyrethrum, pv.	20 20	OILS.		cliff	1 40
Quassia	8 10	Tamarinds	8 10	Pioneer Prepared Paint	20 21 40
Quinia, S. P. & W.	34 4 2 39 4	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 21 30
Rubia Tinctum	12 14	Theobromae	45 48	VARNISHES.	
Saccharum Lactis pv.	12 14	Vanilla	9 00 21 00	No. 1 Turp Coach	1 10 21 30
Salacin	2 00 2 10	Zinc Sulph.	7 2 8	Extra Turp.	160 21 70
Sanguis Draconis	40 50	OILS.		Coach Body	2 75 2 30 00
Sapo, W.	12 14	Whale, winter	Bbl. Gal	No. 1 Turp Furn.	1 00 21 10
" M.	10 12	Lard, extra	50 55	Eutra Turk Damar	1 55 21 60
" G.	2 15	Lard, No. 1	42 45	Japan Dryer, No. 1	70 2 75

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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. doz. GROSS Aurora 55 6 00 Jastor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00	Apricots. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 50 Blackberries. F. & W. 90 Red 1 10 Pitted Hamburg 1 75 White 1 50 Erie 1 30 Damsons, Egg Plums and Green Gages 1 20 California 1 40 Gooseberries 1 25 Common Peaches 90 Maxwell 1 25 California 1 60 Monitor 1 75 Oxford 1 25 Domestic Pears 1 25 Riverside 1 75 Pineapples 1 00 Johnson's sliced 2 50 Booth's sliced 2 50 Quinces 1 10 Raspberries 1 10 Red 1 50 Black Hamburg 1 50 Erie black 1 20 Strawberries 1 25 Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Whortleberries 1 05 Blueberries 1 05 Meats. Corned beef Libby's 1 95 Roast beef Armour's 1 80 Potted ham 1 40 Tongue 1 35 Chicken 1 35 Vegetables. Beans 1 25 Hamburg stringless 1 25 French style 1 25 Lima 1 35 Lima green 1 25 Soaked 1 25 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn. Hamburg 1 40 Livingston Eden 1 90 Purity 1 40 Honey Dew 1 40 Morning Glory 1 40 Soaked 1 75 Peas 1 35 Hamburg marrowfat 1 35 early June 1 50 Champion Eng. 1 50 petit pois 1 75 fancy sifted 1 75 Soaked 1 65 Harris standard 1 75 VanCamp's marrowfat 1 10 early June 1 30 Archer's Early Blossom 1 25 French 1 15 Mushrooms. French 1 90 Pumpkin 1 20 Erle 1 85 Hubbard 1 15 Succotash 1 40 Hamburg 1 40 Soaked 1 35 Honey Dew 1 50 Erle 1 35 Tomatoes. Hancock 1 10 Excelsior 1 10 petit pois 1 20 Champion 1 40 Hamburg 1 40 Gallon 1 35 CHOCOLATE. Baker's 23 German Sweet 37 Premium 37 Breakfast Cocoa 43 CHEESE. Amboy 1 24 Acme 1 24 Lenawee 1 24 Riverside 1 24 Gold Medal 1 24 Skim 1 24 Brick 1 24 Edam 1 24 Leiden 1 24 Limburger 1 24 Pineapple 1 24 Roquefort 1 24 Sap Sago 1 24 Schweitzer Imported 1 24 domestic 1 24	CATSUP. Blue Label Brand 2 75 Half pint, 25 bottles 4 50 Pint 4 50 Quart 1 doz bottles 3 50 Triumph Brand 1 35 Half pint, per doz 4 50 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes 44 45 COCOA SHELLS. 35 lb. bags 23 Less quantity 23 1/2 Pound packages 6 1/2 COFFEE. Green. Rio 18 Fair 19 Good 19 Prime 21 Golden 21 Peaberry 23 Santos 19 Fair 19 Good 19 Prime 21 Peaberry 23 Mexican and Guatemala 21 Fair 21 Good 21 Prime 23 Peaberry 24 Maracaibo 24 Prime 23 Milled 23 Java 23 Interior 25 Private Growth 27 Mandehling 28 Mocha 28 Arabion 28 Roasted. To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 23 95 Bunola 23 45 Lion, 60 or 100 lb. case 23 95 Extract. Valley City 1/2 gross 75 Felix 1 15 Hummel's, foil, gross 1 65 tin 2 85	COUPON BOOKS. TRADESMAN'S CREDIT COUPON 1 books, per hundred 2 00 2 " " " 2 50 3 " " " 3 00 4 " " " 3 50 5 " " " 4 00 10 " " " 5 00 20 " " " 6 00 "Superior." 1 books, per hundred 2 50 2 " " " 3 00 3 " " " 3 50 4 " " " 4 00 5 " " " 4 50 10 " " " 5 00 20 " " " 6 00 ONE CENT COUPON Universal 1 books, per hundred 3 00 2 " " " 3 50 3 " " " 4 00 4 " " " 4 50 5 " " " 5 00 10 " " " 6 00 20 " " " 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " 10 " " 1000 " " 20 " " COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books 1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50 CRACKERS. Butter 5/4 Seymour XXX 5/4 Seymour XXX, cartoon 6 Family XXX 5/4 Family XXX, cartoon 6 Salted XXX 5/4 Salted XXX, cartoon 6 Noshosa 7 1/2 Boston 7 Butter biscuit 6 Soda. Soda, XXX 5/4 Soda, City 7 1/2 Soda, Duchess 8 1/4 Crystal Wafer 10 1/4 Long Island Wafers 11 Oyster. S. Oyster XXX 5/4 Telfer's Absolute 5/4 Grocers' 15 1/2 CREAM TARTAR. Strictly pure 30 Telfer's Absolute 30 Grocers' 15 1/2 DRIED FRUITS. Domestic 7 Sundried, sliced in bbls. 7 " quartered 7 1/4 Evaporated, 50 lb. boxes 10 11 California in bags 14 Evaporated in boxes 14 1/4 Blackberries 8 Nectarines 10 70 lb. bags 10 25 lb. boxes 10 1/4 Peaches 10 1/4 Cal. evap. 10 1/4 " in bags 10 Pears 10 California in bags 10 Pitted Cherries 10 50 lb. boxes 10 25 " 10 Prunelles 15 Raspberries 15 In barrels 15 50 lb. boxes 15 25 lb. " 15 Raisins 15 Loose Muscatels in Boxes 1 19 2 crown 1 21 3 " 1 21 4 " 1 45 Loose Muscatels in Bags 3 1/2 2 crown 3 1/2 3 " 3 1/2 4 " 4 1/2 New Orleans 18 Fair 22 Good 22 Extra good 27 Choice 32 Fancy 40 One-half barrels, 3c extra,	Foreign. Currants 2 1/2 Patras, in barrels 2 1/2 " in 1/2 bbls 2 1/2 " in less quantity 2 1/2 cleaned, bulk 5 cleaned, package 5 1/2 Peel 5 1/2 Citron, Leghorn 25 lb. boxes 12 Lemon 25 " 8 Orange 25 " 10 Raisins 8 Ondura, 25 lb. boxes 8 Sultana, 20 " 7 1/2 Valencia, 30 " 7 1/2 Prunes 5 California, 100-120 5 " 90x100 25 lb. bxs 5 1/2 " 80x90 5 1/2 " 70x80 5 1/2 " 60x70 5 1/2 Turkey 10 Silver 10 Sultana 10 French, 60-70 10 " 70-80 10 " 80-90 10 " 90-10 10 ENVELOPES. XX rag, white 1 75 No. 1, 6 1/2 1 60 No. 2, 6 1/2 1 60 No. 1, 6 1/2 1 60 No. 2, 6 1/2 1 60 XX wood, white 1 35 No. 1, 6 1/2 1 25 No. 2, 6 1/2 1 25 Manila, white 1 00 6 1/2 95 6 1/2 95 Coin 1 00 Mill No. 4 1 00 FARINACEOUS GOODS. Farina 3 1/2 100 lb. kegs 3 1/2 Hominy 2 75 Grits 3 00 Lima Beans 3 00 Dried 3 00 Macaroni and Vermicelli 3 00 Domestic, 12 lb. box 55 Imported 10 1/2 Oatmeal 4 25 Barrels 200 2 25 Half barrels 100 2 25 Pearl Barley 2 1/2 Peas 1 25 Green, bu 1 25 Split per lb 3 Rolled Oats 4 25 Barrels 150 2 25 Half bbls 90 2 25 Sago 4 1/2 German 4 1/2 East India 5 Wheat 3 1/2 Cracked 3 1/2 FISH-SALT. Bloaters 3 1/2 Yarmouth 3 1/2 Cod. Pollock 5 1/2 Whole, Grand Bank 5 1/2 Boneless, brills 6 1/2 Boneless, strips 6 1/2 Halibut 9 1/2 Smoked 9 1/2 Herring 70 Holland, white hoops keg 9 50 Round, 1/2 bbl 100 lbs 2 50 " 1/4 40 " 1 31 Scaled 20 Mackerel 10 75 No. 1, 40 lbs 4 60 No. 1, 10 lbs 1 23 No. 2, 100 lbs 7 50 No. 2, 40 lbs 3 30 No. 2, 10 lbs 90 Family, 90 lbs 5 75 " 10 lbs 65 Sardines 55 Russian, kegs 55 Trout 5 75 No. 1, 1/2 bbls, 100 lbs 5 75 No. 1, 1/2 bbl, 40 lbs 2 55 No. 1, kits, 10 lbs 73 No. 1, 8 lb kits 61 Whitefish 1 65 No. 1 1 65 " 40 " 3 15 10 lb. kits 85 45 8 lb. " 71 39 MATCHES. No. 2 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 70 Export parlor 4 00	FLAVORING EXTRACTS. Souders. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon 2 oz 8 75 4 oz 1 50 Regular Vanilla 2 oz 1 20 4 oz 2 40 XX Grade Lemon 2 oz 1 50 4 oz 3 00 XX Grade Vanilla 2 oz 1 75 4 oz 3 50 Jennings. Lemon, Vanilla 2 oz regular panel 75 1 20 4 oz " 1 50 2 60 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's. Lemon, Vanilla 2 oz oval taper 75 1 10 3 oz " 1 20 1 75 2 oz regular 85 1 20 4 oz " 1 60 2 25 FLY PAPER. Thum's Tanglefoot. Single case 3 60 Five case lots 3 50 Ten case lots 3 40 Less than one case, 40c per box GUNPOWDER. Rifle-Dupont's 3 25 Kegs 1 90 Half kegs 1 10 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's 4 25 Kegs 2 40 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's 11 00 Kegs 5 75 Half kegs 3 00 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 17 lb. pails 2 40 30 " 2 70 LICORICE. Pure 30 Calabria 25 Sicily 12 LYE. Condensed, 2 doz 1 25 4 doz 2 25 MINCE-MEAT.  Mince meat, 3 doz, in case 2 75 Pie preparation, 3 doz, in case 3 00 MEASURES. Tin, per dozen 1 75 1 gallon 1 40 Half gallon 70 Quart 40 Pint 45 Half pint 45 Wooden, for vinegar, per doz 7 00 1 gallon 4 75 Half gallon 3 75 Quart 2 25 Pint 2 25 MOLASSES. Blackstrap 14 Cuba Baking 16 Ordinary 30 Prime 30 Fancy 30
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PICKLES.

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
Jaya...	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, Amboyna...	22
" Zanzibar...	11 1/2
Mace Batavia...	80
Nutmegs, fancy...	75
" No. 1...	70
" No. 2...	60
Pepper, Singapore, black...	10
" white...	20
" shot...	15
Pure Ground in Bulk...	16
Allspice...	18
Cassia, Batavia...	28
" and Saigon...	25
" Saigon...	35
Cloves, Amboyna...	22
" Zanzibar...	18
Ginger, African...	16
Cochin...	20
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	22
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	20
Sage...	20
" Absolute in Packages...	1/2 1/2
Allspice...	84 1 55
Cinnamon...	84 1 55
Cloves...	84 1 55
Ginger, Jamaica...	84 1 55
" African...	84 1 55
Mustard...	84 1 55
Pepper...	84 1 55
Sage...	84

SAL SODA.

Kegs...	1 1/2
Granulated, boxes...	1 1/2

SEEDS.

Anise...	2 1/2
Canary, Smyrna...	4
Caraway...	8
Cardamon, Malabar...	90
Hemp, Russian...	4 1/2
Mixed Bird...	5 1/2
Mustard, white...	10
Poppy...	9
Rape...	5
Cuttle bone...	30

STARCH.

Corn...	
20-lb boxes...	5 1/2
40-lb "	5 1/2
Gloss...	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 Kappie, in jars...	43

SODA.

Boxes...	5 1/2
Kegs, English...	4 1/2

SALT.

100 3-lb. sacks...	22 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...	30
28 lb. " Ashton...	16
56 lb. dairy in linen sacks...	75
Higgins...	
56 lb. dairy in linen sacks...	75
Solar Rock...	
56 lb. sacks...	22
Common Fine...	
Saginaw...	85
Manistee...	85

SALETERATUS.

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 90
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...	3 40
" plain...	2 94
N. K. Fairbank & Co.'s Brands...	
Santa Claus...	4 00
Brown, 60 bars...	2 40
" 80 bars...	3 25
Lantz Bros. & Co.'s Brands...	
Acme...	3 75
Cotton Oil...	6 00
Marsellies...	4 00
Mafer...	4 00
Thompson & Chute Co.'s Brands...	

Silver...	3 15
Mono...	3 30
Savon Improved...	2 50
Sunflower...	2 80
Golden...	3 25
Economical...	2 25

Scouring.

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

SUGAR.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 25 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 52
Powdered...	5 06
Granulated...	4 69
Extra Fine Granulated...	4 8
Cubes...	5 06
XXXX Powdered...	5 43
Confec. Standard A...	4 56
No. 1 Columbia A...	4 50
No. 5 Empire A...	4 37
No. 6...	4 31
No. 7...	4 25
No. 8...	4 12
No. 9...	4 06
No. 10...	3 94
No. 11...	3 87
No. 12...	3 82
No. 13...	3 62
No. 14...	3 50

SYRUPS.

Barrels...	15 1/2
Half bbls...	17 1/2
Pure Cane...	
Fair...	19
Good...	25
Choice...	30

TABLE SAUCES.

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

TEAS.

JAPAN—Regular...	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 34
Dust...	10 12
SUN CURED...	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 34
Dust...	10 12
BASKET FIRED...	
Fair...	18 20
Choice...	25 25
Choicest...	25 25
Extra choice wire leaf...	24 40
GUNPOWDER...	
Common to fair...	25 25
Extra fine to finest...	50 65
Choicest fancy...	75 85
OOLONG...	26 26
Common to fair...	23 23
IMPERIAL...	
Common to fair...	23 26
Superior to fine...	30 35
YOUNG HATSON...	
Common to fair...	18 26
Superior to fine...	30 40
ENGLISH BREAKFAST...	
Fair...	18 22
Choice...	24 28
Best...	40 50

TOBACCO.

Fine Cut.

P. Lorillard & Co.'s Brands...	
Sweet Russet...	30 232
Tiger...	30
D. Scotten & Co.'s Brands...	
Hiawatha...	30
Cuba...	32
Rocket...	30
Spaulding & Merriek's Brands...	
Sterling...	30
Private Brands...	
Bazoo...	230
Can Can...	227
Nellie Bly...	24 225
Uncle Ben...	24 225
McGinty...	27
" 1/2 bbls...	25
Dandy Jim...	29
Torpedo...	24
" in drums...	23
Yum Yum...	28
1892...	23
" drums...	22

Plug.

Sorg's Brands...	
Spearhead...	39
Joker...	27
Nobby Twist...	40
Scotten's Brands...	
Kylo...	26
Hiawatha...	38
Valley City...	34
Finzer's Brands...	
Old Honesty...	40
Jolly Tar...	32
Lorillard's Brands...	
Climax (8 oz, 41c)...	39
Gr en Turtle...	30
Three Black Crows...	27
J. G. Butler's Brands...	
Something Good...	38
Out of Sight...	24
Wilson & McCauley's Brands...	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27

Smoking.

Catlin's Brands...	
Kiln dried...	17 1/2
Golden Shower...	19
Huntress...	26
Meerschbaum...	29 30
American Eagle Co.'s Brands...	
Myrtle Navy...	40
Stork...	30 32
German...	15
Frog...	33
Java, 1/2 foil...	32
Banner Tobacco Co.'s Brands...	
Banner...	16
Banner Cavendish...	38
Gold Cut...	28
Scotten's Brands...	
Warpath...	15
Honey Dew...	32
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 32
Red Clover...	32
Spaulding & Merriek...	
Tom and Jerry...	25
Traveler Cavendish...	30
Buck Horn...	30
Plow Boy...	30 32
Corn Cake...	16

WET MUSTARD.

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

YEAST.

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

HIDES PELTS and FURS.

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

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 30
" 19 "	2 40
" 21 "	
Baskets, market...	35
" shipping bushel...	1 15
" full hoop...	1 25
" willow cths...	1 25
" No. 2 1/2...	2 25
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" No. 99 1/2...	2 25
" No. 100 1/2...	2 25

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

EDUCATION AND THE INDIVIDUAL.

Life is made for the individual as such. Every human creature is entitled to life, liberty and the enjoyment of such pleasure as may be in his or her reach, the only limitation being that each, in the enjoyment of rights and the pursuit of pleasure, must not interfere with the rights or rightful happiness of any other.

This is the natural law of liberty, and every enactment that contravenes it in any way is, perhaps, the result of general agreement, but commonly a usurpation by the majority, or by some other organized power, that assumes to exercise control over individuals. Civilization has greatly enlarged the sphere and arbitrary power of governmental usurpations and despotisms, and the past history of human society seems to show that, after the culmination of each succeeding state of high civilization, it has been found necessary to plunge the world into barbarism, or even savagery, in order to get rid of the complicated tyranny of manners and customs, as well as of laws, that have developed the masses of the people in a hopeless slavery.

The concentration of rank and wealth have never failed in any age to produce oppressions that have in the end driven the people to desperation, and hence the bloody and destructive revolutions that have marked the history of the world in the past. The only exceptions to these revolutions were when there were vast hordes of savage or barbarous people ready to take advantage of the weakness which a great access of civilization and luxury have always heretofore produced. But in the absence of such savage nations, for they are only to be sought in Africa and in parts of Asia, the savages are to be found in the civilized countries themselves, and if there have ever been savages more truculent, ferocious and more determinedly at war with all that civilization has produced than are the nihilists and anarchists that are to-day found in all civilized countries, it is difficult to say who they were and when and where they existed.

If there should ever be another failure and overthrow of civilization, it will be when it succumbs to the assaults of some powerful social revolution whose mission is to destroy and leave the human race free to begin again from the bottom the building and evolution of a new system of civilization.

If there is to be any safety from such an overthrow and eclipse of civilization, it will be through the effects of the general education of the people as to their rights. The mission of education is to benefit the individual, to increase his knowledge and give him more tools with which to work, better arms with which to contend in the great battle of life. The masses are made up of aggregations of individuals, and it is only by improving individuals that the masses can be improved. But the bettering of the masses means the giving of more knowledge and more liberty to every individual, so that each person may do his or her best. No socialistic scheme that proposes to destroy ambition and to suppress personal aspirations, and to reduce the masses to one dead level, can be allowed to obtain in any scheme of philanthropy for the masses. On the contrary, every one must be given an opportunity to do his best according to his ability. control them. The fairy tales of child-

Every socialist project proposes the suppression of individual effort, and attempts to handle the masses of the population as if they were creatures without any other will than that of the central force that is to manage them. Socialism is as despotic as the rule of a czar. The people are all required to submit to a governing force, and that without question. And there comes up in this connection, a most tyrannical demand that has been repeatedly advanced by political as well as physiological theorists. It is that, recognizing the law of the survival of the fittest, there should be a competent authority to decide who are the fittest and who ought to survive, and that these should be specially protected, while the others should be rejected.

This notion has been repeatedly put forward by medical speculators, who demand that consumptives, the weak in physical constitution, the feeble in health, those who are afflicted with constitutional diseases and other such unfortunates, should not be permitted to marry or to propagate their species. It is not actually proposed that they shall be killed off outright, but that they should be prevented from adding to the population their diseased or weakling offspring. But who shall constitute himself a judge? Who shall be given the power to deprive a fellow-being of liberty and the pursuit of happiness on such an arbitrary pretense?

Sir James Crichton Browne, M. D., a prominent English medical authority, gives expression virtually to a regret that his profession has been forced to assist in the protection of the weaklings from the assaults of nature. He says, in the Popular Science Monthly for March: "Great numbers of weakly infants who would formerly have perished in their infancy are now reared to a weakly maturity and enabled to propagate their weakness (for the weakly are often highly prolific), while they take part in the life battle on terms sometimes made unduly favorable to them by the commiseration that their weakness commands; and this ought not to be lost sight of when we are congratulating ourselves on our greatly diminished death rate. An enormous saving of life has been effected, but mainly in life's earlier decades. The death rate is actually increasing among males at all ages above 45; and it is not difficult to prove that this increased mortality at post-meridian ages is due partly to the enhanced wear and tear of modern existence and partly to the survival of weakly lives artificially protected and prolonged."

Out upon a philosophy, whether political or sanitarian, that selects physical strength as the standard of human excellence! Some of the noblest souls and grandest intellects have been confided to the keeping of delicate bodies and frail health. All human creatures which are not perfect and vigorous animals should be suppressed in order to secure a superior race? Then why not establish a standard of virtue and honesty, and kill off the population that do not conform to it? This has also been embraced in some schemes of socialistic equality.

But the antidote to all these vagaries of science and selfishness is universal education. The weak and delicate will have intelligence enough to rise into power over the bullies and athletes and hood are replete with the narratives of

Acme Hand Potato Planter

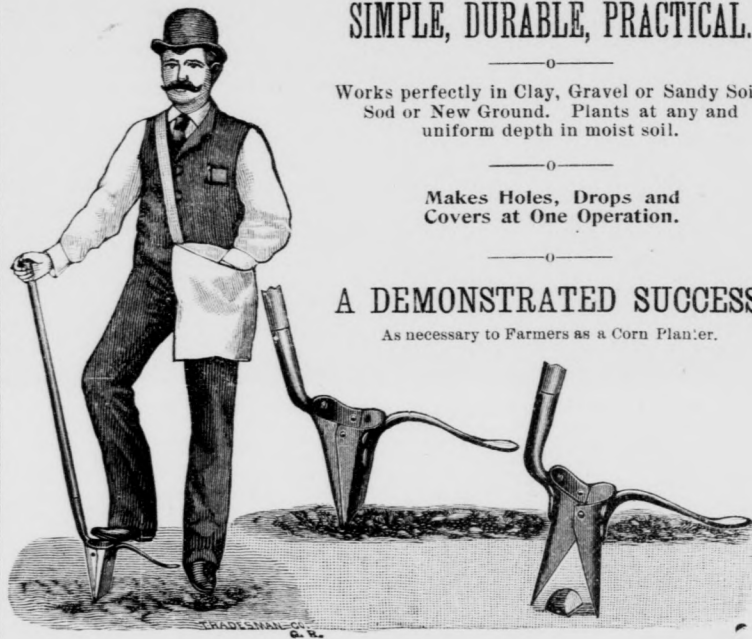
SIMPLE, DURABLE, PRACTICAL.

Works perfectly in Clay, Gravel or Sandy Soil, Sod or New Ground. Plants at any and uniform depth in moist soil.

Makes Holes, Drops and Covers at One Operation.

A DEMONSTRATED SUCCESS

As necessary to Farmers as a Corn Planter.



PLACE ORDERS EARLY WITH—

FLETCHER HARDWARE CO., OR FOSTER, STEVENS & CO.,

DETROIT, MICH.,

GRAND RAPIDS, MICH.,

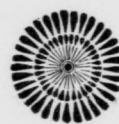
PRICE \$12 PER DOZEN.

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.



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.

the contests for supremacy between the giants and the ordinary people, and in every case Jack, whether as the giant-killer or as the hero of the bean-stalk, was victorious. Such is the history of the contest of intellect against brute force. Intellect is always master, and education, as its good angel or fairy attendant, is always making intellect more potential, and will until the end. The law of survival of the fittest embraces the human mind as well as the body.

The Drummer of To-Day.

All we know is by comparison. Unless we can call up before us the drummer of other days, how can we picture him as he is to-day? When I was young, and Time was younger, too, there came to the dear old place where I lived several noble fellows, who, polished to a fault, with an air and manner a Chesterfield might have envied, approached the grocer or dry goods merchant and sought to sell him certain wares he needed—not all he needed, because it was usual then for the merchant himself to visit the great wholesale markets to buy his stock of goods. The effort of the drummer was to make him his friend and to lead him, through pleasant words, to visit "his house" upon arrival in the great city. When there he took him to his arms, lit up his fancy with champagne, and by rich and generous diet made his "friend" forget his coarse fare at home, perhaps scanty and poorly cooked. At this time the drummer was all softness and gush—every word was weighed and every motion of hand or body responsive to a sincere desire to win the customer. It was the war which relegated this man to the realm of memory, to make room for him whose appearance made old Nick green with envy. The merchant, in the eyes of this drummer, was entitled to no consideration; he was a poor devil in his eyes, between the upper and nether stone of debt and credit. He was there to be ground to an impalpable powder, and scarcely an escape was ever known. To see a poor devil beset by two or three drummers was to witness the torments of one who didn't know where he was or what he had to do. But all things have their day, and the drummer of this era has gone "where the woodbine twineth."

In place of such men and such states of society, what do we see? In business—meaning by that term the great transactions of commercial life—there are changes in everything. New thoughts, new habits, new manners and modes of transacting it and new laws govern in all the operations of commercial life. In place of drummers there came upon the stage the commercial pilgrim and he for a day figured, as old things were hurrying away and all things becoming new. But the change came and to-day the commercial agent, an educated and trained business man, as accustomed to dealing with hundreds of thousands as the quondam drummer was with his hundreds of dollars, comes to your place of business to sell you your stock of goods, wet or dry, by the ell or by the hoghead, out of his house so many hundred miles away. No mistakes are made, no false representations as to quality, but in the severity of true business truth the merchant buys what he wants with a perfect confidence as to results.

The struggle is no longer to undersell, no effort to mislead; on the contrary, the effort is to get the customer first and to win and to weld him to you by those exalted business precepts and practices which men honor and so much admire. Formerly the wholesale merchant stayed at home and sent his drummer or his pilgrim out to sell for him, because his fancy was brighter and his scruples more easily overcome. To-day it is the strong, self-reliant, discreet business man of the house who must be present to transact his business, and he has made houses throughout his own and other states the scene of transactions and his home store a packing house. No higher development now seems left, and we congratulate the drummers of to-day that they should be willing to add this charm-

ing feature to the stern realities of business. But let us not forget from whence come the tall oaks, but recall your fathers, the drummers, and express the hope that "after life's fitful fever they sleep well."

Unique Announcement of a Retiring Grocer.

The following is certainly one of the most unique announcements of the kind ever made by a retiring merchant:

After an experience covering nearly thirty-two years of the pleasures and ills incident to a grocer's life, I feel inclined to "step out." My successors will be named in due time, and I trust, will retain the patronage of those who have been our customers for from twenty-seven years down to the present. In the meantime my stock must be reduced, and, as an inducement, will give a discount of from 5 to 20 per cent. (sugar excepted), from regular price, on a single purchase of not less than \$5. That means Cash.

This notice is also a reminder that I have given "Liberal Credit" and quite a few people are owing me for provisions furnished the "family table." Some, of course, have passed the limitation of six years; many almost five times that, but still they are all honest and just debts for bread and butter that I had to pay for.

Many, of course, made nice promises, but have long since gone to "paradise," expecting to "renew" the promise when they meet me there. But I am going to ask the living to join in a happy satisfaction of paying 100 cents on the dollar to every creditor. Respectfully yours,

THEO. CARTER.

Oneida, N. Y., March 22, 1894.

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.

WALTER BAKER & CO.

The Largest Manufacturers of
COCOA and CHOCOLATE

IN THIS COUNTRY,
have received from the
Judges of the

World's Columbian
Exposition

The Highest Awards
(Medals and Diplomas)

on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

**WALTER BAKER & CO.,
DORCHESTER, MASS.**

JAVA OIL

RAW AND BOILED

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

Purely Vegetable,

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

Free From Sediment.

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

This Oil is a Winner!

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

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

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.

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.

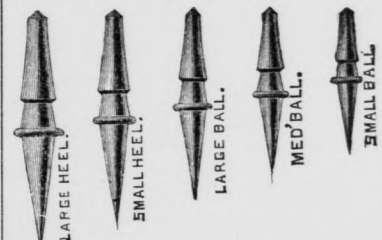
H. H. COOPER & CO.,

Manufacturers of

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

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

Boot Calks---



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

Order Now.

HIRTH, KRAUSE & CO.,

12 & 14 Lyon St.,

GRAND RAPIDS, MICH.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart
10:30 p.m. Detroit Express 7:00 a.m.
5:30 a.m. Atlantic and Pacific 1:30 p.m.
1:30 p.m. New York Express 5:30 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:55 p.m., arriving at Grand Rapids 10:20 p.m.

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

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

March 18, 1894

AND WEST MICHIGAN R.R.

GOING TO CHICAGO.

Lv. Grand Rapids 7:25am 1:25pm *11:50pm
Ar. Chicago 1:25pm 6:50pm *6:30am

RETURNING FROM CHICAGO.

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

TO AND FROM MUSKOGEE.

Lv. Grand Rapids 7:25am 1:25pm 5:45pm
Ar. Grand Rapids 9:15am 2:30pm 10:20pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm
Ar. Traverse City 12:40pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm

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

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. 7:25am 1:25pm *11:30pm
To Petoskey, Lv. G. R. 7:30am 3:15pm *11:40pm
To G. R., Lv. Chicago 7:35am 4:55pm *11:30pm
To G. R., Lv. Petoskey 5:00am 1:20pm *11:40pm

*Every day. Other trains week days only.

DETROIT,

FEB. 11, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids 7:00am *1:30pm 5:55pm
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.

Trains Leave	*No. 14	*No. 16	*No. 18	*No. 22
G'd Rapids, Lv	6:45am	10:20am	3:25pm	10:45pm
India, 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	8:57pm	7:15am
Flint, Ar	10:05am	3:45pm	7:15pm	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	8:30am	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 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 4:10 p.m.
For Traverse City and Mackinaw City 4:10 p.m.
For Saginaw 5:00 p.m.

TRAINS GOING SOUTH. Leave going South.
For Cincinnati 6:50 a.m.
For Kalamazoo and Chicago 12:05 p.m.
For Fort Wayne and the East 3:15 p.m.
For Kalamazoo and Chicago 11:30 p.m.

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

Lv. Grand Rapids 12:05 p.m. 2:15 p.m. 11:30 p.m.
Ar. Chicago 5:30 p.m. 9:40 a.m. 7:40 a.m.

12:05 p.m. train has through Wagner Buffet Parlor Car.

11:30 p.m. train daily, through Wagner Sleeping Car.

4:00 p.m. train has through Wagner Buffet Parlor Car.

9:35 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive
7:35 a.m. 9:40 a.m.
5:40 p.m. 5:20 p.m.

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

PECK'S HEADACHE POWDERS

Pa. the best profit. Order from your jobber.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, March 24--Trade during the past week at this center has been very much as during the previous week--the gain is small, but constant. There is plenty of room for improvement and some impatience is expressed that a "boom" does not come. Certainly nothing of this sort will appear and no reasonable man can expect it. It will be a long time before trade returns even to its normal condition. Prices remain pretty much unchanged and are as low as can be made on many things without losing money. The weather remains very propitious and the season is about a month ahead all around. Peaches are not killed, and we are promised a big crop.

Eggs, eggs, eggs! They have descended upon us from North, South, East and West, by the barrel, by the crate. Never were so many gathered here in so short a time--and still they come. The mild March weather accounts for this rush, and the price has gone down until 12c a dozen has been reached, at which they are quotable at the moment for fresh.

In the line of the great staples the course of coffee is being watched by dealers with much more interest than prevailed two months ago. For Rio No. 7 17½c is still the prevalent rate, and the market is firm. Peace in Brazil will insure a constant increase in production, and lower prices must inevitably prevail.

Sugar has taken a drop. Immense quantities of raw stock are being brought in, in anticipation of any tariff changes, and in view of this the situation is quiet. Granulated sugar is quotable at 4½c and is in only everyday request. Buyers are not speculating at all.

Teas are in the same old rut, and nothing whatever of interest can be written of the market. Prices are low and demand moderate.

Spices are irregular, up and down. Upon the whole there is a feeling of confidence that better prices will prevail ere long.

Rice is steady. The demand is not preceptibly greater than last week.

The canned goods market is awfully dull. There is decidedly a "tired" feeling among packers, and the probabilities are that 1894 will see a much smaller pack than usual; in fact, if we may believe the packers themselves, the output will be only half that of last year. But, of course, allowance must be made for this as coming from "interested" parties.

Oranges are quite firmly held and prices are satisfactory. Lemons are dull and the demand is small and unimportant, at a range from \$1.75@3. Pineapples are selling well and the supply is becoming quite liberal. Florida pineapples are expected within a fortnight. Prices range from \$9@20 per hundred. Bananas are still firmly held, and the advance made last week is firmly held.

Dried fruits are in everyday sale, but nothing more. Raisins and prunes are slow sale at prices which can scarcely be called any better than the lowest. Currants, citron, dates, figs, etc., all remain extremely quiet.

Butter is fairly firm for the best grade, but, aside from this, the whole range is low and the supply is ample. The range is from 17@20c, with best Elgin fetching 22½c. Cheese remains steady. Trading is not large, and dealers are hesitating about prices. For fancy small size full cream State cheese, 13c has been the quotation for some time; larger sizes, 12@12½c; skims, 8@10c.

Manufacturers of desiccated cocoanut are somewhat agitated over the clause in the new tariff bill establishing a duty of 20 per cent. upon the raw product. They claim that if they are compelled to pay this, they cannot compete with the Ceylon product, and so "will have to go out of business."

The week closes with traders in an amiable state of mind, and the conviction generally prevalent that the "hum of industry" will keep growing louder.

The best thing about a debt is its settlement.

Grand Rapids Retail Grocers' Association.

The regular meeting of the Grand Rapids Retail Grocers' Association was held in Protective Brotherhood hall on Monday evening, March 19, President Daniel Viergever presiding.

The minutes of the previous meeting were read and approved.

A. Brink, from the Committee on Oil, reported that he had had another interview with Mr. Bonnell, but had not received a satisfactory explanation of the course of the Standard Oil Co. in relation to their method of doing business in Zeeland.

A. J. Elliott wanted to know how this matter interested the Association? He did not wish to be understood as booming the Standard Oil Co., but he could not see that the Association had any business to interfere in such matters. We had heard but one side of the story, and should not be in a hurry to draw conclusions.

The Secretary read two letters from Albert Lahuis, general dealer of Zeeland, purporting to give the facts in connection with the oil controversy. Mr. Lahuis lays the whole blame for the fight on the Standard people, who, he says, want to drive every one else out of the business. The letters also state that the Standard Oil Co. sold oil at 3 cents per gallon.

No action was taken by the Association, and the subject was dropped for the present.

Henry Vinkemulder, from the Committee on Flour, reported that, so far as he knew, everything was quiet.

Some of the members, however, said that they knew of grocers who were selling flour considerably below the regular retail price, but no one had any suggestions to offer as to how this evil was to be remedied. It was also asserted that the mills retailed as much flour as the grocers, although no particular instances were given.

A communication was received from the Grand Rapids Board of Trade, stating that a movement has been inaugurated by the Board of Directors to establish an auxiliary committee to act with the Committee on Municipal Affairs of the Board of Trade in their deliberations upon matters pertaining to the administration of our city government.

Mr. Elliott moved that the suggestion of the Board be complied with and said committee appointed. Carried.

The President appointed as such committee, J. J. Wagner and A. J. Elliott.

The Secretary read an article from THE TRADESMAN recommending such a change in the schedule of fees for peddlers' licenses as would do away with all classes of licenses but two, namely, for baskets and wagons, the fees for these to be \$25 and \$50, respectively. He suggested, also, that a special committee be appointed to confer with Assistant City Attorney Carroll, ascertain if the peddling ordinance needs amendment in any direction, to compare the city ordinance with the State law on the same subject, and look after the matter of changes in the schedule.

The suggestions were favorably received and acted upon by the Association and the President appointed as such committee J. Geo. Lehman, Henry Vinkemulder and A. Brink.

A motion was made, also at the suggestion of the Secretary, that, henceforth all committees make their reports in writing, but the motion was rejected.

The Association then adjourned, after which lunch was served by the Refreshment Committee.

Grains and Feedstuffs.

Wheat--The cold wave has sensibly strengthened the market, and prices for May delivery have advanced. Exports have, however, fallen off, and the prospects for improvement are none of the best. The local market is strong at 52c, with receipts small, although much better than previous week.

"If at first you don't succeed, fail, fail again," appears to be the motto of some business men.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.

	Cases	Bbls.	Palls.
Standard, per lb.	6	6	7
" H. H.	6	6	7
" Twist	6	6	7
Boston Cream	8½		8½
Boston Loaf			8½
Extra H. H.	8½		8½

MIXED CANDY.

	Bbls.	Palls.
Standard	5½	6½
Leader	5½	6½
Royal	6½	7½
Nobby	7	8
English Rock	7	8
Conserves	7	8
Broken Taffy	baskets	8
Peanut Squares	7½	8½
French Cream		9
Valley Creams		13
Midget, 30 lb. baskets		8½
Modern, 30 lb.		8

FANCY--In bulk

	Palls.
Lozenges, plain	8½
" printed	9½
Chocolate Drops	12
Chocolate Monumentals	12½
Gum Drops	5
Moss Drops	7½
Sour Drops	8½
Imperials	10

FANCY--In 5 lb. boxes.

	Per Box
Lemon Drops	50
Sour Drops	50
Peppermint Drops	50
Chocolate Drops	75
H. M. Chocolate Drops	80
Gum Drops	40
Licorice Drops	1 00
A. B. Licorice Drops	80
Lozenges, plain	60
" printed	65
Imperials	60
Mottos	70
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85@86
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, 360	3 25
Choice 300	3 25
Extra choice 300	3 50
Extra fancy 300	4 00
Extra fancy 360	4 00

OTHER FOREIGN FRUITS.

Figs, fancy layers, 8 lb.	@12½
" extra " 20 lb.	@14
" " 14 lb.	@15
Dates, Fard, 10-lb. box	@7
" " 50-lb. box	@5½
" Persian, 50-lb. box	@5

NUTS.

Almonds, Tarragona	@16
" Ivaca	@15
" California	@
Brazil, new	@8½
Filberts	@11
Walnuts, Grenoble	@13
" French	@10
" Calif.	@12
Table Nuts, fancy	@12
" choice	@11
Pecans, Texas, H. P.	@7½
Chestnuts	@
Hickory Nuts per bu.	1 25
Cocoanuts, full sacks	4 00

PEANUTS.

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

OILS.

The Standard Oil Co. quotes as follows:

	BARRELS.
Eocene	8½
XXX W. W. Mich. Headlight	7
Naptha	@6½
Stove Gasoline	@7¾
Cylinder	@27
Engine	@26
Black, 15 cold test	@8¾

FROM TANK WAGON.

Eocene	7
XXX W. W. Mich. Headlight	5

POULTRY.

Local dealers pay as follows:

	LIVE.
Turkeys	8 @ 8½
Chickens	7 @ 8
Fowls	6 @ 6½
Ducks	8 @ 9
Geese	8 @ 9

DRAWN.

Turkeys	11 @ 12
Chickens	12 @ 13
Fowl	10 @ 11
Ducks	10 @ 11
Geese	10 @ 12

UNDRAWN.

Turkeys	9 @ 9½
Chickens	7½ @ 8
Fowls	6½ @ 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.

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 Illustrated Circular, call or
Address,

A. BUYS 731
EAST FULTON S.
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.

Muselman Grocer Co.

JOBBERS OF

Groceries and Provisions.

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

Note these prices:

Butcher's, 80-pound Tubs.....	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.

VOIGT MILLING CO.,

Proprietors of the

CRESCENT ROLLER MILLS.

OUR PRINCIPAL 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., Grand Rapids, Mich.

UNIVERSAL SCREW DRIVER and BRAC.

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 Brac. 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., Man'rs.
FORT WAYNE, IND.

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.

