

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

VOL. XI

GRAND RAPIDS, APRIL 25, 1894.

NO. 553

**MUSKEGON BAKERY**  
**UNITED STATES BAKING Co.,**  
 CRACKERS, BISCUITS, CAKES.  
 Originators of the Celebrated Cake, "MUSKEGON BRANCH."  
 HARRY FOX, Manager,  
 MUSKEGON, MICH.



SEE QUOTATIONS.

GRAND RAPIDS  
 BRUSH COMP'Y,   
 MANUFACTURERS OF **BRUSHES** GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

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

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

EDWARD A. MOSELEY, Established 1876.  
 TIMOTHY F. MOSELEY.

**MOSELEY BROS.**

Jobbers of  
**SEEDS, BEANS, PEAS, POTATOES, ORANGES and LEMONS.**

Egg Cases and Fillers a Specialty.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS, MICH.

## CANDY.

To increase your Sales Buy

ABSOLUTELY PURE GOODS

OF  
**A. E. BROOKS & CO.**

**PERKINS & HESS,**  
 DEALERS IN  
**Hides, Furs, Wool & Tallow,**  
 Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.  
 WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

*Musselman*  
*Grocer Co.*

JOBBER'S OF

**Groceries and Provisions.**

**MICHIGAN BARK AND LUMBER CO.,**



18 and 19  
 Widdicomb Building.

N. B. CLARK, Pres.  
 W. D. WADE, Vice Pres.  
 C. U. CLARK, Sec'y and Treas.

We are now ready to make contracts for the season of 1894.

Correspondence Solicited.

## POTATOES.

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

Ship your stock to us and get full Chicago market value.  
 Reference—Bank of Commerce, Chicago.

**WM. H. THOMPSON & CO.,** Commission Merchants.  
 166 So. Water St., Chicago.

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

## Spring & Company.

**VOIGT, HERPOLSHEIMER & CO.,**  
WHOLESALE

Dry Goods, Carpets and Cloaks.

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

Mackinaw Shirts and Lumbermen's Socks.  
OVERALLS OF OUR OWN MANUFACTURE.

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

## ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

**TELFER SPICE CO.,**  
GRAND RAPIDS, MICH.

## Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS,  
DELEGATES,  
COMMITTEES.

The Largest Assortment of Ribbons  
and Trimmings in the State.

**TRADESMAN COMPANY.**

# CREAM FLAKE BAKING POWDER

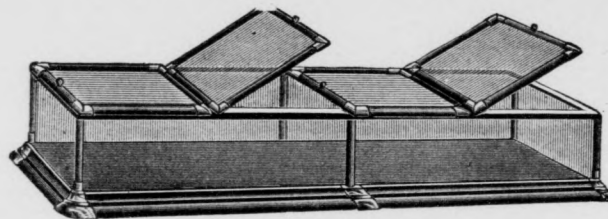
HAS NO SUPERIOR - BUT FEW EQUALS  
THE ONLY HIGH GRADE BAKING POWDER  
SOLD AT THIS PRICE

6 OZ. CAN 10 CTS. 1 LB. CAN 25 CTS.

MANUFACTURED BY  
NORTHROP, ROBERTSON, & CARRIER  
LANSING MICH. LOUISVILLE KY.

## HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

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

WRITE FOR PRICES.

## LEMON & WHEELER COMPANY,

Importers and

# Wholesale Grocers

Grand Rapids.

## STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

Illuminating and Lubricating

# -OILS-

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

GRAND RAPIDS,  
MUSKEGON,  
MILLEGAN.

GRAND HAVEN,  
HOWARD CITY,

MANISTEE,  
PETOSKEY,

CADILLAC,  
LUBINGTON.

HIGHEST PRICE PAID FOR

# EMPTY CARBON & GASOLINE BARRELS

# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, APRIL 25, 1894.

NO. 553

**MICHIGAN**  
**Fire & Marine Insurance Co.**  
Organized 1881.  
DETROIT, MICHIGAN.



ESTABLISHED 1841.

THE MERCANTILE AGENCY

**R. G. Dun & Co.**

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

**The Bradstreet Mercantile Agency.**

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

**COMMERCIAL CREDIT CO.**

65 MONROE ST.

Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members. Telephone 166 and 1030 for particulars.  
L. J. STEVENSON, C. E. BLOCK.  
W. H. P. ROOTS.

Buy Direct of the Manufacturers.

**Arthur G. Graham,**

Manufacturers' Agent.

**PAPER, WINES, ROPE.**

3 Canal Street.

GRAND RAPIDS, MICH.

Samples and Prices on application.

**HATCH & WILSON,**  
**Lawyers,**

Rooms 23, 24, Widdicomb Building,  
GRAND RAPIDS, MICH.

We do a general law business throughout Western Michigan. Refer to any Bank or Judge in the city.

**ENGRAVING PHOTO WOOD HALF-TONE**

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

## CONSULAR LIFE.

### Interesting Description of Life at Lyons.

A representative of THE TRADESMAN recently had a long and interesting conversation with Ex-Consul Edmund B. Fairfield, who not long ago returned from Lyons, France, the field of his consular labors. The interview proved so interesting that it was determined to give the result, together with a brief biographical sketch of Dr. Fairfield, to the readers of this journal.

Rev. Edmund B. Fairfield, D. D., was born in Parkersburg, West Virginia, in 1821. He came to Michigan at an early date, and at 27 years of age was chosen Principal of Spring Arbor Academy. Later, when this institution changed its charter and enlarged its field, becoming known as Hillsdale College, Mr. Fairfield became its President. In all he was twenty-one years at the head of the institution. In 1857 he was elected Senator from Hillsdale county and in 1859 he was elected lieutenant governor. He was afterwards chosen Principal of the State Normal School at Indiana, Pa., and later was elected Chancellor of the University of Nebraska, which position he held for six years. A change of views led to his severing his connection with the Free Will Baptist body, in which he had held such a high place, and he connected himself with the Congregationalists. Upon leaving Nebraska he was called to the pastorate of the Congregational church at Mansfield, Ohio, the home of Senator Sherman. Here he had a most successful pastorate of five years, but resigned to return to Michigan. In 1882 he accepted the pastorate of the Congregational church in Manistee, where he remained seven years, when failing health making a change of climate absolutely necessary, the consulate at Lyons, France, was secured for him. He accepted, resigned his pastorate, and proceeded to his new field of labor. The degrees of A. B., A. M., D. D. and L. L. D. have been successively conferred upon him by various institutions of learning of high standing. Dr. Fairfield has a national reputation as an educator, is an eloquent and effective speaker, and is recognized as an author and writer of ability. As Consul he fulfilled the responsible duties of his office to the entire satisfaction of the Government he represented. On the expiration of his term he returned to Michigan and decided to make Grand Rapids his future home. He has purchased a residence in a pleasant part of the city, which he is at present engaged in fitting up and improving in various ways. Here he was found by THE TRADESMAN, and readily responded to the request to "talk," with the result given below:

"I went to Lyons in 1889, and was in charge of the consulate there just four years and one day, Secretary Gresham kindly allowing me to finish my term. I had a very pleasant time, and liked living in France very much, though as a place of residence in Europe I prefer Italy. I

have traveled through Turkey, Syria, Egypt and Palestine in the East, and Germany, France, Spain and Italy in the West, and, to my notion, the Italian climate is the finest in the world. But four years absence from my own country was enough for me and I was glad to get back. There is such a marked difference in the social customs and manners of that country and our own, that, to one unaccustomed to them, and who has no desire to transform himself into a Frenchman, the change, though for a time having the charm of novelty, is not a desirable one. Let me illustrate: You are invited to an entertainment, as they would say over there, or perhaps it is an invitation to dinner. In either case you are not invited to the home of your entertainer, but to a salon or hotel, where the entertainment or dinner will be given. You never see your host's wife on such occasions; she is away somewhere else enjoying herself in her own way, while her lord and master is doing the same for himself. If you return the entertainment, as, of course, you are expected to do, you may see the wife of the man whose hospitality you are reciprocating. Home life in France is dull, cold and heartless as compared with American home life, but it is not as bad as many travelers have represented it to be. It is true that there is no word in French to correspond to the sweet, simple, expressive English word "home." But this is not the result of the absence of the thing itself, but of their manner of expressing themselves. For example: If, while in France, you were to call for a gentleman at his own house, instead of saying to the servant at the door, "Is Mr. B—— at home?" your question, literally interpreted into English, would be, "Is Mr. B—— with himself?" Just as, where we would say, "How do you do?" on meeting an acquaintance, the Frenchman would say, "How do you carry yourself?"

"I don't care to say much about the morals of French society since the disgraceful disclosures in the Pollard-Breckinridge case, but this much can be said in our favor, that such an affair in France would have passed entirely without notice. There could have been no suit for damages in that country. It would have been accepted as a matter of course. French social ethics are deplorably and notoriously lax; lewdness is the rule rather than the exception. This is due, in my judgment, to two causes: In the first place, the fact that France was for so long, and, indeed is yet, practically atheistical. This has had the effect of destroying, in a large measure, the people's sense of right and wrong, and giving them very loose ideas of the laws of *meum* and *tuum*, even where, as in many instances, *uum* is your or someone else's wife. The other cause is the vast numbers of soldiers scattered all over the Republic. In the neighborhood of Lyons there were 50,000 soldiers quartered. It is impossible to describe the degrading effect which such a body of

men will have upon the morals of the youth of a city. They will accost young girls on the street, in spite of the fact that the girl is always accompanied by either her father or mother (and no girl is allowed on the street unless she be so accompanied). France needs another reformation, this time of her society. Nothing short of complete rehabilitation can save her from another revolution.

"Let me tell you something about the city in which was the headquarters of my consulate. Lyons is a city with a population of 430,000. As you know, perhaps, its chief industry is the manufacture of silk. To show the extent of this industry, last year the value of the exports from my district to the United States was \$11,000,000. Four-fifths of this sum was paid for silk fabrics, and that about represents the value of silk exports as compared with the value of the exports of all other classes of goods. Just at the city limits, on every road leading out of the city, are to be found small buildings, painted on which is the one word "octroi," which means boundary. An officer is stationed at each of these buildings whose duty it is to examine all provisions and people who desire to enter the city. If there is anything from which they can collect taxes they must collect them. If the articles have been cheerfully exhibited, all is well, but if not, and an attempt is made to conceal the dutiable articles, then the whole lot is confiscated, sold, and the money goes into the city treasury. This is a tax imposed by the city, and is placed upon almost every article which enters into the daily consumption of the people, and in the aggregate amounts to over \$2,000,000 a year. In Paris it amounts each year to the large sum of \$11,000,000. No one can escape the payment of these taxes, and as they come out of the citizens finally there is little inclination on the part of the peasantry to evade them. Merchandising in all lines is carried on pretty much as it is here, though I think there is considerably more talking indulged in before a bargain is concluded. But that is the French of it. They are, as a nation, incessant and rapid talkers. In France women are even more largely employed as clerks in stores than they are here. But the women are found everywhere in that country—in the factories and vineyards, the mills and workshops, in the fields and stores. They are doing much that, in this country, is called distinctively men's work, and, though physically they may be the better for it, morally they are degraded.

"You want me to tell you something about my consulate? Well, let me see what I can think of that will be interesting. To begin with, Lyons, though the chief city in the consulate, and consular headquarters, is by no means in the center of the district, but is away off in one corner of the district. As I have already told you, the manufacture of silk is the chief industry of the district.

You know that Lyons silk is famous the world over, and the amount exported each year seems incredible. My office passed upon 6,000 invoices the last year I was in charge of affairs there. Three invoices are furnished the consul, one of which must be sent the collector at the port, one is returned to the consigner, and one is kept in the consul's office. If the goods are consigned to an interior point, then still another invoice must be furnished the consul, which is sent to the collector at the interior port. This may seem like a simple matter, but there is a great deal of labor connected with certifying to these invoices, as you will confess when I have told you about it. These invoices are supposed to give us a correct statement of the goods invoiced, but, as a matter of fact, they very seldom do so, as the manufacturer is anxious to have them passed at as low a valuation as possible, as it may mean a great saving when the goods reach America. So he will frequently undervalue the goods to the extent of a cent or two a yard. Now the consul could not possibly detect a difference of two cents a yard in the value of a piece of silk; so then a number of experts in the consular office must go over a sample of the goods (two samples are furnished with each invoice), examine it carefully thread by thread, place a fibre under a microscope, count the number of threads to the inch, and so determine the true value of the goods. Frequently errors, as we always called them, were discovered, and the invoice corrected accordingly. The three invoices must exactly correspond, as any variation would be fatal when the goods reached America. The fee for legalizing an invoice, as it is called, is \$2.50, which gave my consulate last year an income of \$16,000 from the exportation of silk alone. The expenses of the office, including my own and all other salaries, were paid from the fees, and the surplus went into the U. S. Treasury. We were obliged to furnish our own Government with a report every month, and, in addition, I wrote over 300 letters of information a year to collectors at the ports of entry. Many times, too, we were called upon by the State Department for information upon certain points. So you see a consul, if he does his duty, has much more to do than to draw his salary.

"Are there any perquisites? That depends. If a man is honest and does the square thing by his Government, there are no pickings. But if he goes into the consular service with the intention of feathering his nest, and making all he can out of the office without regard to the ethics of his methods, then there certainly will be pickings, or stealings, or whatever you wish to call them. I had not been in office many hours, when a number of gentlemen called and told me how pleased they were that I had been appointed to that particular consulate. Now, as they knew absolutely nothing about me, I did not see what difference it could make to them what consulate I was appointed to, and I began to be suspicious. Later, when one of these same gentlemen called and said how pleased he would be if he might be permitted to make my wife a present of a dress pattern of 20 yards of silk, I understood the situation perfectly. Of course, if I took the present I would be expected to be somewhat lenient with the invoices. I refused the present, but later ordered 20

yards of silk. No bill came with the goods when they were delivered, and sixty days passed and no bill came. I sent a clerk after the bill, with instructions to wait till he got it. He got it all right, and from that time I was troubled with no more offers of presents. They saw that I was not to be bought into allowing our Uncle Samuel to be defrauded. At least one of my predecessors was not so particular. A Lyons manufacturer told me that the consul borrowed \$1,000 of him and left the country without returning the money. The manufacturer did not expect him to return it. But I think, though there are some dishonest consuls, our consular service is the cleanest and best administered in the world.

"I remained in France several weeks after my term expired because I had become involved in a lawsuit of a somewhat peculiar character. A certain Frenchman left France and went to the United States 25 years ago, taking with him his wife and two children. In America another child was born. During the first 15 years of his stay in America he managed to accumulate \$5,000. Ten years ago he abandoned his family and returned to France, where he subsequently died. Before his death he made a will but left his family nothing. The widow and children also came back to France, and appealed to me to break the will. I took hold of the case and was successful in recovering seven-eighths of the property for the family. French law in a case of that kind may be peculiar, but it is just to say the least. The law of that country in such matters is that, when a man and wife begin life together with nothing, and property is accumulated, at his death one-half the property belongs to the wife. If he die leaving one child, one-half the remainder must go to such child. If two children are left, then the second child is to receive one-half of the remaining property, or one-eighth of the whole and so on. This is the law upon which we rested our hopes of recovering the property from the devisees. I have already told you that we were successful."

#### More Demand for Peanuts.

An article recently published in a German medical journal by Dr. P. Furbinger is calculated to largely increase the demand for peanuts. He maintains that this nut is an extremely useful and nutritious article of food, being especially rich in albumen, of which it contains 47 per cent., together with 19 per cent. of fat and non-nitrogenous extractive matter. He recommends the use of roasted peanuts in the form of soup or mush. On account of their cheapness, peanuts are recommended as a popular article of food, especially in poorhouses and the like; moreover, they are recommended as an article of food for the corpulent, for diabetes, and for the subjects of kidney disease, in the last mentioned of whom foods rich in animal albumen are to be avoided.

#### A Big Pile of Money

Thirty cubic feet of greenbacks is a big pile of money, and is not often seen in a bunch. That is the size of the pile that was paid into the New York sub-treasury the other day by R. T. Wilson & Co., the Wall street bankers, in payment for the bonds of the Cherokee nation, which were recently awarded to them after a long legal fight. The money was in all sorts of denominations from \$10 bills to \$1,000, and amounted in all to \$6,740,000. The money will remain in the sub-treasury subject to the order of the Cherokee nation. It is to be divided amongst them per capita, and as the nation is not very large, there will be a comfortable sum for each.

## World's Fair Souvenir Tickets.

We have obtained a limited quantity of the admission tickets left after the close of the World's Fair and offer them as souvenirs of the great event as follows:

Original set of four tickets.....25 cents

Complete set of ten tickets.....50 cents

The tickets were especially engraved for the World's Fair by the American Bank Note Company and the plates were destroyed as soon as the editions were printed, so that no duplicates can ever be obtained. The tickets bear portraits of Columbus, Handel, Franklin, Washington and Lincoln and will soon be worth many times their present cost as souvenirs of the Fair. We control the sale of these tickets in Western Michigan and are prepared to offer the usual discount to the trade

**Tradesman Company,**

GRAND RAPIDS, MICH.

## SPEAKING OF CHEESE

It may be possible for a grocer to handle poor goods in some lines without suffering material loss in trade, but any attempt to palm off on a customer poor butter or cheese almost invariably results in a permanent loss of trade. It is not always possible for the dealer to get good butter, but it is comparatively easy to procure uniform cheese of good quality, providing the dealer insists on handling the standard brand which has been longest identified with this market.



This brand has stood the test of time and is universally conceded to lead all other full cream brands in uniformity, richness and general excellence.

**Ball-Barnhart-Putman Co.**

## AN OLD-TIME GROCER.

## Status of the Trade Forty Years Ago.

"I see that the farmers don't like the present price of wheat," remarked Ransom C. Luce, the other day. "Well, I don't think myself there is much money in it, but I remember when wheat brought less than half what it does now right here in Grand Rapids. A man took a letter to the postoffice and it cost him a bushel of wheat for postage. It was in 1834-5 when it cost 25 cents to post a letter, and wheat was only worth 25 cents a bushel. That was the price here for some time, and wheat was a drug in the market. People did not write many letters in those days, I can tell you—it cost too much money to post them. Money was much scarcer in proportion then than now, and 25 cents was a big sum of money. We looked at things differently in those days. A man with \$10,000 was a rich man when I was young. Now-a-days \$100,000 is not considered extravagant riches. There was one thing that occurred here during the wildcat banking days that I want to tell you about. Just after the commissioners had made their rounds, a gentleman doing business in Grand Rapids at that time filled his saddle bags with old nails and scrap iron and started to go to another town with the intention of opening a bank. What he had in his saddle bags was supposed to be specie, upon which he would be allowed to issue so much paper money. He did not open the bank, however, as the crash came before he got things into shape. That may sound funny, but it is actually true, and you will understand from this how stable money would be based on old nails and scrap iron, and yet much of the money of those days had no better foundation. Between wildcat money and counterfeit money, the people had a hard time getting what belonged to them. I made a nice little stake once out of what was generally supposed to be a counterfeit. Bills of a certain denomination issued by a well-known bank were said to be counterfeits. I did not think they were, and said so; but the people were scared, and that was enough. I said that I would take all of those bills that were brought to me at 90 per cent. of their face value. They proved to be genuine and I made about \$100. Another time a rumor reached here that a Mr. Smith, who owned a bank in Atlanta, Georgia, and had extensive business interests in Milwaukee, had failed. There was a great deal of his money in circulation and the holders of it became thoroughly alarmed. I did not believe that Smith had failed. There did not seem to be any reason for it, and, anyway, there was no positive information to that effect, merely a rumor. So I told everyone who came into the store that I would take Smith's notes at 90 per cent., paying for them in trade. I was called a fool and a number of other hard names, but I was right again. One man brought in a \$10 bill. He didn't want to trade it all out then, so I gave him a due bill, and when he heard that Smith was sound he wanted his money back, but I couldn't see it that way and he had to take the goods. Yes, I made a little that time, too.

"There is not much to tell about my storekeeping in the old days. It was old-fashioned, like myself, but it filled its place better than most of us do.

Trade was almost entirely in the staples—pork, flour, tea, coffee, sugar, molasses, salt, pepper and the like. There were few fancy groceries, for people had no money to spend on luxuries; if they could get the necessaries of life, they were well satisfied. Pork was the principal meat, although, as deer were plentiful, and the streams and lakes abounded with fish, there was no reason why the people should not have had fresh meat. I packed most of the pork brought to this market. I would work all day in the store, and at night, after locking up, would pack pork until 1 and 2 o'clock in the morning. There was a good sale for it, as there were a great many lumber camps in this vicinity then and they consumed large quantities of pork. There was a little money in it, too; I made from \$5 to \$8 per barrel.

"When I first went into the grocery business nearly all our supplies had to be teamed here from Battle Creek, later from Marshall, and later still from Kalamazoo. It took four or five days to make the round trip to Battle Creek and return, and it was the dreariest and most dismal road imaginable. I went to sleep coming home one night, and fell off the wagon and went down under the horses' feet. I was badly frightened, but not much hurt. I got as far as Ada one Christmas eve about supper time. I wanted to spend Christmas at home, and so, though the roads were in an awful condition, I started for home after supper. I got here between 2 and 3 o'clock in the morning, having been over six hours going ten miles.

"I have tried to tell you of some of the things we had to contend with and of some of the hardships we had to endure in those early days; but I have only begun to talk. It would take a whole volume to tell the story of pioneer life in this part of Michigan, and, besides, I am not much of a story teller. Some other time, perhaps, I may talk to you again."

## A Pathetic Farewell.

A country minister in a certain locality took permanent leave of his congregation in the following pathetic manner:

Brothers and sisters, I come to say good bye. I don't think God loves this church, because none of you ever die. I don't think you love each other, because I never marry any of you. I don't think you love me, because you have not paid my salary. Your donations were mouldy fruit and wormy apples, and by their fruits ye shall know them. Brothers, I am going away to a better place. I have been called to be chaplain of a penitentiary. Where I go ye cannot come, but I go to prepare a place for you, that where I am, there ye may be also.

J. H. WALL.

## An Impetuous Grocer.

An English paper publishes the following letter as a sample of the communications occasionally received by wholesale grocers from their customers:

GENTLEMEN—Wherefor have you not sent me the sope? His it bekwase you think my money his not so good as nobody elses? Dom you, Coke & Son. Wherefor have you not sent the sope? Please send at once, and oblige your respectful servant RICHARD JONES.

P. S. Since writing the above my wife has found the sope under the counter.

When parties engage in a lawsuit over a will—in order to disgrace the dead—it is the lawyers who get the best of it.

*We have the best line of roasted coffees in the West, carefully selected from the leading roasting establishments in the country.*

*If you want to wear diamonds handle our coffees. All packed in 50 lb. tin cans, with latest improved lid of our own invention.*

Jewell's Arabian Mocha,  
Jewell's Old Government Java,  
Jewell's Old Government Java and Mocha,  
Wells' Perfection Java,  
Wells' Java and Mocha,  
Weaver's Blend,  
Ideal Golden Rio,  
Crushed Java and Mocha.

# I. M. Clark Grocery Co.

Our New Line of

## Underwear Hosiery Gloves and Mitts

Is Complete.

Will be pleased to send samples to anyone who cannot come and see us.

**P. Steketee & Sons,**  
83 Monroe St.

## 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 Wednesday, Thursday and Friday, April 25, 26 and 27. Customer's expenses allowed. Mail orders promptly attended to. Established 37 years.

**Michael Kolb & Son,** Wholesale  
Clothing  
Manufacturers.  
ROCHESTER, N. Y.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Keeler—J. F. Taylor & Co. succeed A. W. Gustin in general trade.

Athens—G. Van Middlesworth has sold his hardware stock to T. M. Little.

Iron River—P. J. Aronson succeeds J. F. Bronoel in the grocery business.

Grand Junction—Bates & Farrell succeed R. Dobson & Co. in general trade.

Otsego—Milo N. Hart has sold a half interest in his meat market to E. E. Pratt.

Burr Oak—J. B. Kessler & Son succeed J. B. Kessler in the grocery business.

Cadillac—Geo. H. Thompson succeeds Geo. Sylvester in the confectionery business.

Athens—A. S. Fonda succeeds Ethan Allen in the dry goods and grocery business.

Burr Oaks—Kessler & Sons have purchased the general stock of W. S. Miller & Sons.

Scottville—C. T. Cadwell has removed his drug to the new Goodenough brick building.

Muskegon—The Muskegon Hardware Co. has sold out to John Banninga and Frank Alberts.

Onsted—Much & Perkins, general dealers, have dissolved, W. J. Much continuing the business.

Adrian—Whaley & Hoag, boot and shoe dealers have dissolved, Chas. E. Whaley succeeding.

Kalamazoo—Harwood & Oaks, hardware dealers, have dissolved, D. C. Oaks continuing the business.

Rapid River—Baker & Darrow, general dealers, have dissolved, John Darrow continuing the business.

Bay City—The Warren Lumber Co., not incorporated, is succeeded by the Warren Lumber Co., Limited.

Middleton—Naldre Bros. & Co., dealers in general trade and grain, are succeeded by J. W. Paterson & Co.

Wexford—Elmer W. Cornell has embarked in the dry goods, notion, confectionery, cigar and tobacco business.

Jasper—John Colvin & Son, dealers in general merchandise, will move their stock to Cambria Mills, Hillsdale county, May 1.

Grand Ledge—Streeter & Son, composed of Marvin T. Streeter and his son, Nett J., have purchased the E. A. Turnbull stock of groceries.

Douglas—The Mary L. Crose drug stock was seized last week to satisfy a mortgage for \$740 held by J. E. Hutchinson, the Fennville banker.

Battle Creek—Armour & Co. have purchased a couple of lots here on the line of the M. C. Railway, on which they propose to erect a cold storage warehouse.

Belding—C. M. Higby has purchased H. J. Leonard's jewelry stock. The latter will hereafter devote his entire attention to his dry goods business.

Muskegon—E. A. Worden, formerly engaged in the dry goods business here, has decided to re-embark in the same business at 41 W. Western avenue.

Kalamazoo—F. E. Jebb's drug and grocery stock was destroyed by fire on April 15. The loss was total, being estimated at \$3,000, covered by \$2,000 insurance.

Holland—Albertus Michmershuizen has sold his interest in the grocery firm of Van Zwaluwenberg & Michmershuizen to his partner, who will continue the business at the same location.

Detroit—Heavenrich Bros. have leased the premises at 111 and 113 Jefferson avenue, where they will put in a full line of clothing, having a stock ready for the inspection of the trade by June 1.

Plainwell—Patterson & Clement is the style of the new firm composed of J. H. Clement and F. F. Patterson to succeed to the dry goods business formerly conducted by S. B. Smith & Co.

Muskegon—J. D. Huntley, formerly proprietor of the Kalamazoo store here, has leased the store building at 3015 Cottage Grove avenue, Chicago, and will open a grocery store therein about May 1.

St. Johns—Geo. A. Wells has purchased from Receiver F. A. Travis the remainder of the stock of groceries formerly owned by O. G. Wicks & Sons, and will continue the business at the old stand.

Plainwell—M. J. Goss, for several years engaged in general trade at Prairieville, died at his home here, April 19, as the result of inflammation of the bowels. Three years ago deceased came to this place and took the position of Secretary of the Michigan Paper Co., in which corporation he was a stockholder. Only a few days before his death deceased embarked in the furniture business here in partnership with C. J. Robinson. Deceased leaves a wife and six small children and a son of twenty years, by a former wife.

Union City—April 17 a lady went into the drug store of Burnett & Strohm and called for a quantity of morphine. After the drug had been put up and handed to her she was heard to remark, as she left the store, that with it she proposed to end her life. This so astonished the junior member of the firm that he made a dash to the street to overtake the woman and again get possession of the drug, which he succeeded in doing, and thus another woman is continued on this mundane sphere, notwithstanding her expressed desire to go to the place where they wear white clothes and play on harps all the season round.

Paw Paw—Judge Buck, of the Van Buren Circuit Court, recently decided an interesting and important case between Nathan Thomas, sheriff, and Jerome D. Hamilton, a druggist of this place, by ordering a writ of mandamus compelling the respondent to permit the relator to inspect his sales of intoxicating liquors for September, October, November and December, 1893. The Sheriff claimed that he solicited permission on January 2 to examine such records, and was refused by the respondent. The respondent admitted the request, but denied the refusal. In his opinion, granting the mandamus, the court said: "The respondent claims that he told the relator that he could have 'the book we are now using,' that is, the book in use January 2, 1894. If this statement is true, the evident intent and purpose of the respondent was to lead the relator to believe that this was not the book containing the records which the relator desired to inspect. This must be held to be a refusal, in effect, to allow an inspection of the book." An order was entered giving 30 days in which to prepare a writ of certiorari to the Supreme Court.

## MANUFACTURING MATTERS.

Solon—Adam Tager has laid the foundation for his new sawmill.

Coral—E. McLennan has sold his lumber yard to Soules & Bradeburg.

Beaverton—Brown & Ryan, who own a large tract of land in this vicinity and are stocking a mill at this point, have sold land for a colony of 80 families from Ohio. The settlers clear the land, and Brown & Ryan take the timber.

Harrison—W. H. Wilson & Son have started their sawmill. They recently established a lumber yard at Flint and Mr. Wilson is there conducting it. He reports a good local trade and says buyers seem to have the cash to pay for what they want.

Marquette—The sawmills are starting and around the yards the lethargy of winter is being shaken off. The Burtis mill in this city started for its season's cut April 16; the L'Anse Lumber Co. started its mill at L'Anse the same day, and the Dead River Mill Co.'s mill started the following day.

Scottville—The Northwestern Medicine Co. has been organized by local business men, to continue the business established by the Hartzell Medicine Co. The new company has acquired the plant and fixtures of the former company, with the sole right to manufacture Hartzell remedies for twenty-eight years.

Saginaw—The sawmill concerns on this River have reduced the wage scale 10 to 15 per cent., and, so far as known, it has been accepted by the men. John Welch stated that he was forced to do this, and unless his men had accepted, he would not have started a wheel. Other manufacturers are in the same position.

Lansing—The Lansing Pants & Overall Co. has been organized with a capital stock of \$25,000, of which \$8,000 is held by Senator J. M. Earle, of Belding. The new company acquires the plant, building and machinery of the Hudson Pants & Overall Co. comprising a three-story brick building, with steam power, steam heat, electric light and the most improved machinery for the manufacture of all classes of goods connected with pants, overall, shirt and jacket line. The new company begins business this week under most flattering auspices. The directors are composed of such sterling business men as J. M. Earle (Belding), E. D. Voorhees, Chas. Broas (Lansing), C. S. Brown (Brown Bros., Charlotte), S. A. Watt (Saranac), Wm. D. Murray (Murray & Terbush, Owosso), Thos. Hill (Lansing) and John Mitchell (Ionia). The company will be managed by Senator Earle, who will devote a large portion of his time to the business, occupying the position of President and Treasurer. E. D. Voorhees will act as superintendent of the factory, which is a guarantee that the goods will be rightly manufactured and will meet the requirements of the trade.

## The Hardware Market.

General Trade—We are pleased to note that trade for April has been much better than expected, as the very bad weather we have been having would naturally have interfered. Prices on almost everything have been on the decline and in only two things in the entire hardware line can we note any advance and those articles are tacks, which have advanced more than 50 per cent., and window glass, which has gone up about 20 per cent. While declines may be of benefit to the consumer, they are disastrous to the dealer. In the last fifteen months, from Jan. 1, 1893, to Apr. 1, 1894, the declines on the following articles of hardware have been as follows: Bar

iron, 34 per cent.; sheet iron, 24 per cent.; galvanized iron, 23 per cent. One can readily see what effect these declines have on general assortments.

Wire Nails—In the latter part of March and first part of April it was thought manufacturers would be able to secure better prices on wire nails and most of them advanced their prices 5@10 cents a keg, but they have not been able to hold the advance and prices are back where they were, and are liable to go lower. We now quote \$1.30 from stock.

Barbed Wire—While many mills have oversold, and orders have been slow in being filled, any advance in the price has not held, and figures made early in the year are again quoted regularly. We quote from stock: Painted barb, \$2.10 and galvanized barb, \$2.50, and from mill: Painted barb, \$1.80; galvanized barb, \$2.20.

Window Glass—There being less than one-third of the factories in blast, a scarcity in glass is upon us and the makers have been able to advance prices at least 20 per cent. We now quote 80 and 20 discount from stock.

## New Name and New Landlord.

Otis A. Elliott, who has an enviable reputation as a landlord, has leased the old Moore House, at Shelby, and has rechristened it the Hotel Avery. Besides having a new name, the hotel has been thoroughly renovated and fitted up in first-class shape with new carpets, new furniture, fresh paper and paint, making it first-class in every respect. The new landlord will endeavor to keep the house in the best of shape, and assures THE TRADESMAN that he will give the traveling men a hearty welcome and make them feel at home when they come his way. Shelby being in the center of one of the finest fruit sections of the country, he proposes to have his tables always supplied with a variety of the finest of home-grown fruit, and also have home-grown trout—including brook trout in season. He will have no excuse for not having good fruit, fresh country butter and eggs and excellent maple syrup, and he proposes to have such delicacies on his table in season and set as good a table as any man in his line, and better than most of them do. THE TRADESMAN bespeaks for the new landlord the cordial support of the traveling public, believing that he is in every way worthy of their patronage.

## The Grain Market.

Wheat remains the same as last week although the visible decrease showed up more than was anticipated by 1,000,000 bushels. Prices in wheat centers sagged off, while at initial points prices remained firm and to-day prices are higher in the northwest than at the seaboard, a rather curious state of affairs, but due to small farmers' deliveries. The mills have to use car wheat, of which there seems to be a fair supply. How long this state of affairs will last no one can predict. It depends entirely on the weather in the future. The past week has been all that could be desired, so far as weather is concerned. Oats and corn have advanced sharply, on account of scarcity of oats, while the receipts of corn, owing to the spring work, have been retarded. Oats will probably remain at present elevated prices, while corn may slump off somewhat when deliveries move more freely, as there seems to be considerable back in first hands in the corn belt. C. G. A. VOIGT.

GRAND RAPIDS GOSSIP.

Jacob Kooiman and A. H. Telder have formed a copartnership under the style of Kooiman & Telder, and will be known as the Crystal Ice Co. Their offices are at 45 Pearl street. M. J. Telder will manage the business.

E. T. Watt, formerly of the firm of Paddock & Watt, grocers on the corner of South Division and Eighth streets, has opened a grocery store on the opposite side of the street. The Lemon & Wheeler Company furnished the stock.

Napoleon B. Carpenter, who until recently was on the road for a Cincinnati liquor house, and his brother, Chas. Carpenter, of Buffalo, have formed a copartnership under the style of Carpenter & Co. and engaged in the sale of wall paper and painters' supplies at the corner of South Division and Island streets. Chas. Carpenter will manage the business.

There does not, at present, seem to be much likelihood of the banks securing the coveted Saturday half holiday. One or two banks are holding out against it, and, so long as this is the case, it is not probable that those who do favor the movement will close their doors at 12 o'clock Saturdays. The course pursued by some of those who want the holiday, in abusing others who cannot see as they do in the matter, is not calculated to gain them sympathizers. If they cannot, by reason and argument, accomplish their object, they will never do it by abuse, and friends of the movement will do well to bear this in mind. Undoubtedly there are reasons which make it impolitic for some of the banks to close their doors to business on Saturday afternoon and evening. They probably know their own business better than do others, even those who may be engaged in similar business in other institutions. On the other hand, if there are banks in the city which can, without prejudice to their own interests, give their employes a weekly half holiday, they ought to do it, without regard to what other banks may or may not do. This seems to be the part of reason. The fact, however, that those banks who favor the holiday are not willing to close unless all the banks in the city do so, would seem to indicate that there is enough Saturday afternoon business to warrant their keeping open. This being the case, why should any of them close?

The Drug Market.

Gum opium is dull and lower. Reports from the growing crop indicate a large yield, and, as the prospective tariff appears far off, holders are inclined to unload at reduced prices.

Morphine, in sympathy with opium, has declined 10 cents per ounce. Powdered opium is also lower, for same reasons.

Gum camphor has declined, on account of the competition of Japanese refined.

Oil lemon is in large supply and lower. The combination of manufacturers have fixed the selling price for Paris green as follows:

Arsenic kegs, 25-300 lbs. . . . . 2 3/4  
Kegs, 12 to 125 lbs. . . . . 2 1/4  
14, 28 or 56 lb palls. . . . . 2 2/4  
2, 3 or 5 lb. packages. . . . . 2 2/4  
1 lb. packages. . . . . 23  
1/2 lb. packages. . . . . 25  
1/4 lb. packages. . . . . 27  
Rebates: 500 to 1,000 lbs., 1c; 1,000 to 2,000 lbs., 1 1/2c; 2,000 to 4,000 lbs., 2c.  
Terms, payable July 1, or a discount of 6 per cent. per annum for unexpired time.

Linseed oil is low, on account of a pressure to sell.

Turpentine has declined.

THE MILKY WAY.

Serious Accident to the West Side Bean Merchant.

Most business men have a "fad"—a hobby to which they devote more or less attention.

W. T. Lamoreaux is no exception to the general rule. He has a hobby, and his hobby is a cow. The cow is, apparently, a mild-mannered sort of an animal, but a close acquaintance with the bovine discloses the fact that she is a high-bred affair and comes under Bill Nye's description of his own cow—one-half cow and the other half hyena.

Mr. Lamoreaux is universally regarded as a very modest man, seldom indulging in any statements which could be construed as being of a boastful character. The only thing which has ever tempted him to kick over the traces in this respect is the possession of this cow, which forms the chief topic of his conversation by day and the chief subject of his dreams by night; in fact, his admiration for his cow had reached that point where his friends feared he would become a monomaniac on the subject.

that the bath tub used by Mr. Lamoreaux that forenoon bore strong evidence of a buttermilk bath. In the meantime the cow came in for her full share of criticism and, when Mr. Lamoreaux returned home that night, he was fully determined to drive her off to the slaughter house or sell her to the nearest milkman. Owing to the opposition of his family, however, he concluded to give the cow another trial, and he now carries his midday lactine refreshment in a tin bottle, with a screw top.

Mr. Lamoreaux's cow investment has not proved as profitable as some of his other ventures. His neighbors claim that he feeds the cow a tubful of bran mash twice a day and that, in consequence of the extravagant character of the ration, the milk which he could purchase for 10 cents a quart costs him not less than 25 cents a quart. Moreover, the neighbors are so incensed over the manner in which he stuffs the animal that they have reported him to the Society for the Prevention of Cruelty to Animals, and his friends need not be surprised if they hear of his paying a fine in the Police Court some of these days.



Their fears were dispelled one day last week, however, when he discovered—apparently by accident—that an overcoat pocket is not a good thing in which to transport the chief product of the cow. He started down town at the usual time in the morning with his pockets crammed full of the usual complement of doughnuts and bottles of milk, intended for his noonday lunch. In getting on the street car, his coat pocket came in contact with the railing in such a way as to fracture the bottles, and, on entering the car, the passengers were edified with the spectacle of a man leaking milk in several different places. Milk was running down his overcoat, inside and outside, and his pantaloons clung to his limbs after the manner of a man who had submitted to baptism by immersion. An eye witness of the catastrophe asserts that Mr. Lamoreaux did not appear to enjoy his predicament and that he looked as though he would like to use language unbecoming a communicant of the Fountain Street Baptist Church. It cost him \$4 to restore his garments to their pristine freshness, and the colored porter at the Morton House barber shop asserted

A year ago Mr. Lamoreaux conceived the idea that he would like to rear a Jersey calf. He fed the calf on whole milk until a little figuring disclosed the fact that the embryo milker had consumed \$40 worth of milk, when he wisely concluded that it would be more economical to sell the calf for \$25 than continue a speculation so utterly devoid of profit to all concerned.

The calf speculation naturally recalls Mr. Lamoreaux's attempt to raise hogs for profit a dozen or so years ago. He bought a couple of healthy shoats for \$12, fed them \$18 worth of corn and then sold the whole outfit for \$15. When reproached over his investment, he invariably fell back on the favorite argument of Horace Greely and remarked: "Yes, I lost on the corn, but I made on the hogs."

All of which goes to show that Mr. Lamoreaux knows more about beans than he does about either dairying or hog culture.

If Gabriel should blow his trumpet he would get your immediate attention. That's just what we want to do—see our ad. on last cover page. The Putnam Candy Co.

FOR SALE, WANTED, ETC.

FOR SALE—LARGE STOCK OF GENERAL merchandise, consisting of dry goods, clothing, shoes and groceries; long established; doing business of \$50,000; panic year; best reasons for selling; business very profitable. Address Box 473, Middleville, Mich. 607

THE BEST PLACE IN THE STATE TO start a dry goods store is Big Rapids. Has only two. 608

FOR SALE A FIRST-CLASS DRUG STOCK in a lively little village. This is a bonanza for a man who speaks German and has a small amount of capital. Address No. 606, care Michigan Tradesman. 606

FOR RENT—EXCELLENT LOCATION FOR grocery store. No other grocery within four blocks. High and dry basement under store. Come and see for yourself. J. W. Spooner, 6 Arcade, Grand Rapids. 609

FOR SALE—THE THEO. KEMINK DRUG stock, corner West Leonard street and Broadway. Purchaser gets great bargain. Henry Idema, Kent County Savings Bank, Grand Rapids. 610

WANTED—MAN FAMILIAR WITH THE cheese trade to embark in the wholesale cheese and dairy supply business at this market. Advertiser stands ready to put in \$10,000 special capital. Address No. 602 care Michigan Tradesman. 602

YOU CAN LEARN OF ALL KINDS OF business openings; or you can find a buyer for your business by addressing with stamp, Mutual Business Exchange, Bay City, Mich. 605

WANTED—A JEWELER TO LOCATE IN A town of 1,200; good business place; splendid opening now. Address "Jeweler," care of Michigan Tradesman. 603

FOR SALE—GOOD PAYING DRUG STORE in Grand Rapids. Address No. 601, care Michigan Tradesman. 601

FOR SALE—STOCK OF GENERAL MERCHANDISE invoicing \$1,500. Rare chance; only store in place; reason for selling, death of proprietor. Address Box 114, Brava, Mich. 599

FOR SALE—COMPLETE STORE AND HOUSE furnishing business, including factory, paint shop and office, with lucrative contracting and building business. Will sell for \$2,000 less than inventory value, or sell half interest to desirable party for \$5,000. Address No. 597 care Michigan Tradesman. 597

FOR SALE—STORE BUILDING AND dwelling combined at Levering, Mich. First-class place for a general dealer. A. M. Le Baron, Grand Rapids, Mich. 596

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 700 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 HARDWARE and agricultural implements in good paying 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

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

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

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 BY REGISTERED pharmacist three years' practical experience. Temperate, single, best of references. Address box 46, Fennville, Mich. 595

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

TO MAKE MONEY

In the Clothing Business you must have PERFECT FITTERS, WELL MADE, STYLISH Goods, and at prices—well they were at Rock Bottom before but we have just made another BIG CUT to clean up our Spring Stock. If you need clothing it will pay you to see this line.

H. H. COOPER & CO., MANUFACTURERS, UTICA, N. Y.

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

CONTRACTS PAYABLE IN GOLD.

A bill has been introduced in the Ohio Legislature forbidding payment upon any claim or contract to be exacted in gold. The bill provides that it shall be unlawful to stipulate in any contract, verbal or written, or in any instrument of writing, that any indebtedness thereby created or evidenced shall be paid in gold only; and all debts which shall at any time become due to any person, partnership, association, joint stock company or corporation shall be payable in any money or currency which is a legal tender for the payment of debts in the United States of America at the time such indebtedness shall be due and payable, any language in the contract or instrument creating or evidencing such indebtedness to the contrary notwithstanding.

Such a provision is good in its way, as it will have the effect of quieting the alarm of those people who fear that they will be forced to pay contracts in gold; but it is not necessary. A contract must be paid in lawful money of the United States. That is all that can be gained in a lawsuit.

If a contract be made to be paid in wheat, pork, gold, or any other commodity, the court, in adjudicating it, would give judgment for so many dollars of lawful money as might be required to make up the ascertained value of the wheat, pork or gold. A contract stipulating payment in gold is no more than if some other article were specified. A contract payable in United States gold coin may be satisfied in any lawful money of the United States. The United States Government has contracted to maintain a silver dollar to be as good as a gold dollar, and one of its paper dollars to be as good as either. Therefore, in the purview of the law, one dollar is as good as another, and any contract may be discharged with any lawful money of the country.

They Can Read Writing.

A St. Louis drummer says that the typewriter has cost him a good many customers in the backwoods districts of Arkansas, Texas and the Indian Territory. He tells of a visit that he made in the country some thirty miles from Newport, Ark., to a customer who had always received him gladly and entertained him royally. This time the merchant would hardly speak to him, and his wife and daughters turned their backs, and walked out of the store when he entered. The situation was soon explained. Said the merchant, tossing a typewritten letter toward him: "You think up that in St. Louis that me an' my darters can't read 'ritin', do you? An' so you've gone to havin' my letters printed!" In vain the drummer explained the machine on which the work was done, and the universality of its use by business houses; the man would not believe that there was any such machine, and persisted in considering the letter as a printed circular and a personal affront.

A True Helpmate.

Wife—"I have made two hundred dollars this afternoon."  
Husband—"Whew!"  
"You paid only three hundred dollars for that old piano, didn't you?"  
"Yes."  
"Well, I have sold it for five hundred."  
"My! my! What are you going to do with the money?"  
"There isn't any money."  
"Eh?"  
"I sold it to a dealer. He gives me a new piano for a thousand dollars and allows me five hundred dollars for the old one. If you'd stay at home, and let me go to your office and attend to your business, you'd soon be rich."

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and NEEDLES.

Table listing various fabrics and their prices, including categories like DENIMS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILKESIAS, SAFETY PINS, and NEEDLES.



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.

WM. BRUMMELERS & SON, Manufacturers and Jobbers of PIECED AND STAMPED TINWARE, 260 SOUTH JONIA ST., Telephone 640. GRAND RAPIDS, MICH

EATON, LYON & CO., NEW STYLES OF Tablets, Blank Books, Office Stationery, 20 & 22 Monroe St., GRAND RAPIDS.

CHILDREN CRY FOR IT. ADULTS ADORE IT. DEALERS HANDLE IT. WHAT? WHY, ATLAS SOAP. Made Only By HENRY PASSOLT, SAGINAW MICH.



REPRESENTATIVE RETAILERS.

Albert Norris, the Casnovia General Dealer.

Albert Norris was born in Niagara county, near the city of Lockport, N. Y., Jan. 8, 1838. His father was a farmer. The family came to this State in 1850, stopping for a year in the vicinity of Battle Creek, removing from there to Maple Grove, Barry county. This was their home for five years, when Mr. Norris sold out and moved to Assyria township, where he remained until his death, which occurred thirty-four years later. Albert had the usual checkered life incident to country boyhood upon a farm. He attended school during the winter months, while the summer months were passed in the ordinary occupations of a farmer's boy. No boy ever lived who did not imagine he was doing at least the work of two men, and Albert was, probably, no exception to the rule. He managed to worry along, however, until the death of his mother, which event occurred when he was 16 years of age. Shortly after losing his mother the boy left the parental roof and started to make his own way in the world. Going to the vicinity of Battle Creek he "hired out" by the month as a farm hand, which he continued until attaining his majority, which he reached in 1859. About this time he was married to Miss Mary Smith, of Battle Creek, who, in the years that have followed, has proved an efficient helpmeet in the struggles of life. Upon his marriage he bought forty acres of land and began life as an independent farmer. In 1873 he sold his property in Calhoun county, and came north to Casnovia, Muskegon county. Here he took up the trade of carpentering, which he had learned by doing his own building while in Barry county. This he followed for five years, accomplishing much in the way of educating his children, and making a reputation for himself as an honorable and upright man and citizen. He failed to see, however, that he was making much headway in material things. He abandoned the plane and hammer, therefore, purchased a meat market, donned a white apron, whittled his jackknife, and waited. He had not long to wait. The venture was successful from the start, and proved the stepping stone to a conspicuously successful business career. He continued to cut roasts, steaks and chops, to the satisfaction of Casnovia epicures, for seven years, doing business in rented premises. At the expiration of this period he erected a brick store building, sold out the meat business, put in a stock of drugs and installed his son, James L., who is a registered pharmacist, in charge of the business. Two years later a grocery department was added, and in 1886 he built another store adjoining the first, the two being connected by an archway. The new building was stocked with a full line of hardware and building materials. On his first entry into the drug business Mr. Norris had taken his son, James L., into partnership, the firm name being A. Norris & Son. The firm carry a stock of watches and jewelry, and are also dealers in lime, tile, brick and agricultural implements. They own and conduct a grain elevator and buy all kinds of farm produce.

Mr. Norris is the father of four children, two boys and two girls. The elder

son, James L., has already been introduced. The younger, Fred A., years ago elected to be a tinsmith, learned the trade, and now has charge of all the firm's work in that line. Of the two daughters, the elder, Fanny, is married, and, with her husband, resides in Casnovia. The younger daughter, Bertha, is the only child now left in the home nest, as the two sons are also married.

Treat Them Right.

From the Chicago Dry Goods Reporter.

It is decidedly poor policy to treat the traveling salesmen who enter your store with their samples in an unpleasant or slightly discourteous manner, even if you do not want goods at the time, or prefer other houses than those with which they are connected. These people want your trade and are always willing to extend trade courtesies (legitimate ones, we mean here) to secure it. They always know of peculiarly good offerings suitable for "drives," but the amount of goods of which is limited. They will be likely to let their best friends, or those whom they have most hope of getting as customers, hear of these offerings, either personally or by mail in case they are home when the offerings are put on sale. It is surely just as much your interest to know of particularly good chances of getting exceptional bargains as the consumers whom you seek to attract to your store by advertisements of cut price sales. The same general principles apply to the wholesale as well as to the retail trade, and a little instance drawn from the former will demonstrate the truth of the facts enunciated above as applied to the latter. In charge of a certain department in one of the leading Chicago wholesale dry goods houses is a man who has made himself unpopular among the trade by the disagreeable manner in which he treats everyone except the "fattest" customers. In fact, some people go so far as to say that he actually "queers" his department, and that they really do not see how the house can afford to keep him in their employ. His department is one that deals mostly with imported goods, and he is often called upon by representatives of the largest and best European houses. Frequently one of these men whom he may not have seen for months will approach him with an outstretched hand and a pleasant good-bay on his lips. The department manager is just as likely as not to grumble out something that sounds like "Don't want anything," and to turn on his heel and leave the astonished traveler on the spot. Of course, the European representatives do not like such treatment, and avoid that house if possible. When they have anything particularly good in this man's line he is the last one in the city to hear of it. Thus does his meanness return on his own head and work real injury to the interest of his employers.

A Kentucky woman recently brought suit against a railroad for killing her horse and her husband. She got \$150 for the horse and 1 cent for the husband.

Hardware Price Current.

Table of hardware prices including augers and bits, axes, barrows, bolts, buckets, cast iron, and various tools. Prices are listed in dollars and cents.

Extensive list of hardware prices including hammers, nails, steel, wire, and various tools. The list is organized into categories such as Hammers, Nails, Steel, Wire, and Tools, with prices listed in dollars and cents.



A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, APRIL 25, 1894.

#### PROFIT-SHARING IN BUSINESS.

It has long been a dream of political economists that the remedy for such labor troubles as strikes and lockouts is profit-sharing, or the forming of a copartnership between the employer and his employes.

Some experiments have been made in that direction and some success has been reported; but so many difficulties lie in the way of such an arrangement that, so far, it is only an experiment on a very limited scale.

There is no disputing that the interests of capital and labor are intimately associated. One cannot get along without the other. No industry or business enterprise can be carried on without both. There must be money enough to secure a plant and machinery, and a stock of material upon which to operate, and some with which to pay the laborers so that they can live. All this must be provided by the employer before he can have any need for his workmen, and the employer is thus required to lay out a greater or lesser amount of money before he can hope to secure any returns.

The employes, on the other hand, while they put in their labor, must have pay for it from the very beginning of the enterprise to enable them to subsist. The undertaking may result in a total loss to the proprietor of all the capital invested, but the employes will have, if not all, at least the greater portion of their wages, and, on the breaking up of the establishment, will have lost little besides employment, which, it must be admitted, is often a very serious thing. But it is evident from these considerations that the establishing of a general partnership between a proprietor and his workmen is attended with many difficulties. It not unfrequently happens that employers will admit into partnership a certain number of employes whose ability and fidelity have been fully demonstrated by their valuable services, but to take in a great number of laborers cannot be so easily managed.

Moreover, every partner thinks he ought to have some voice in the man-

agement of the concern, and although this may be accomplished by means of a board of directors, there will always be issues of one sort or other between the partners who furnish the capital and own the plant and those who only furnish their daily labor.

The great difficulty in a business carried on in the manner proposed above is that the mere employe partners stand upon a very different footing from that of those who own everything. Co-operation is a different sort of business from the ordinary conception of profit-sharing. In co-operation, all the partners put into the concern more than they draw out. Some, perhaps, advance capital. Others contribute stock or material, and those who only contribute their labor are only permitted to draw out a portion of their wages, the balance remaining to assist in forming a money capital, or to reimburse those who have made advances. In this way all the employes become stockholders, acquiring an interest in the machinery and other property in which the capital is invested. In case profits are made, they enjoy their share, and, should losses be incurred, they may suffer in proportion, even to the extent of the capital they may have advanced, or the residue of their wages which was retained to pay for their stock.

Co-operative companies wisely and honestly managed may, and often do, attain large material success, and it would be well if there were many more of them than there are. Whenever they have failed, it was from lack of harmony. In this connection it may be stated that an association has been formed at Washington for the promotion of profit-sharing. Its President is Hon. Carroll D. Wright, United States Commissioner of Labor, and its other officers and directors are prominent in political economies.

This association proposes, in view of a prospective revival of business in this country, that the mills and factories should have their industrial system reorganized on a basis of profit-sharing. If such a reorganization could be accomplished on an extensive scale, in a manner to commend itself both to capital and to labor, it would be the solution of the vast problem that has come to distress the country and to disorganize its industrial interests. The object of the association is certainly most beneficent, and it should be forwarded by every one who wishes well to his kind.

It must be admitted, however, that much more depends on the starting up of the mills and factories than on the manner in which they shall be operated. Men who have for so many months seen the mills closed will be glad to have them opened on any basis. That is the first consideration, and it all depends, to a large extent, on the statesmanship of the country. A little wise legislation will do much good. The highest duty of statesmen and philanthropists is to make the country prosperous, to set in motion all the wheels of industry, and to revive commerce and restore financial confidence. Just how this is to be done is not easily declared, but if there be not statesmanship and political wisdom in the country to accomplish it, so much the worse for the country.

In the meantime, all of the benefits that are to be got out of profit-sharing and co-operation should be made available.

#### THE INDUSTRIAL SITUATION.

Probably in the history of labor movements in this country there has been no time when such an increasing and purposeless ferment prevailed as there seems to be at the present. An epidemic of strikes and agitation seems to be sweeping over the country that at first thought would naturally be attributed to reluctance to accept the wages offered by the changed economic conditions—in many instances, of course, a correct explanation; but there are so many cases where the pretext is some arbitrary requirement of unionism—a sympathetic strike, or a thousand men go out because their employers will not provide that they shall work under the supervision of a "walking delegate," or even a union against a union, as in the Great Northern strike, it seems impossible to account for the situation by any other hypothesis than that it is a mania or craze.

A manifestation of another phase of this same purposeless mania of agitation is seen in the great number of bodies of men, gathering into so called "armies" and marching toward a great rendezvous at Washington, with no definite thought of any particular purpose to be served except a vague idea of compelling Congress to do something to better their condition.

The cause of this phase of the popular mania, or of its direction, may be found in the widespread belief that Congress is contributing by its delay in tariff legislation. This belief enables political cranks, fiat money theorist and other agitators, like Coxey, Kelly, *et al*, to organize and lead their armies; which they do for the notoriety they can get out of it.

What is the effect on the industrial situation?

The strikes for wages to be restored to schedules before the panic are causing many concerns to close down again. Uncertainty as to the results of the coal strikes and the general striking spirit that prevails, prevents many industries from resuming that otherwise would be warranted in doing so, and, taking advantage of this condition of panic, many employers are compelling their operatives to work for a bare pittance, claiming—justly perhaps—that on account of the uncertainty, especially as to the markets, they would otherwise be forced to close.

Any idea of eventual advantage through curtailment of production by such strikes and agitation is a delusion for purchasing capacity is destroyed to a much greater extent than production is decreased. The benefits gained by a strike in such times as these are even less than those gained by a fire.

Altogether the industrial outlook is not as bright as it might be. But all popular manias run a rapid course, and all congresses have either done something or come to an end but this one. So, reasoning from analogy, the conditions will soon be changed and a healthy financial and industrial recovery ensue.

Frank Jewell went out of town on business recently, and, not returning as soon as expected, it was asserted that he had gone fishing. Hearing of it on his return, Frank indignantly denied that he had been fishing, claiming that the reason that he did not return as soon as he expected to was because he was looking for a good place to dig worms.

#### The Grocery Market.

Sugar—There are no indications of any change in quotations, which are now on a level of parity with raws. The usual spring demand has not yet begun and the refiners have a large surplus of product on hand to meet the demand when it does come. Any increase of confidence on the part of buyers, resulting in spirited buying, would, undoubtedly, result in an advance in prices on the part of the refiners.

Jelly—The manufacturers have evidently tired of selling goods at a loss, having boosted prices up another notch.

Hogs—Receipts of hogs continue large, notwithstanding that farmers generally are busy with their spring work. The figures for the week were 142,539 against 139,775 for the previous week, and 103,286 for the corresponding week of 1893. The market fluctuated considerably during the week, and at one time it looked very much like a stampede. It cleared up, however, at the close, but with prices fully 15¢ below the previous week's figures.

Pork in Barrels—There has been no change in the price of hog products during the week. Jobbers report business only fair, and the market firm. This is the dull season for pork anyway, and if it were not for the enormous exports which foot up over 20,000,000 lbs, pork would not be "in it." As it is, lower prices for packed would not surprise anyone.

Lard—Up ¼c on all grades and business is reported good.

Beef in Barrels—The market is quiet and firm with no material change from last week. The jobbing trade is fair, though it could be better, but few complaints are heard, however.

Fresh Meats—Both pork and beef have had a comparatively slow sale during the past week. But the present week has opened good. Prices are unchanged.

Oranges—There has been no change worth noting in the market since our last issue. The Southern fruit exchanges have placed the price of their oranges just as high as they will stand; in fact, the price is so high that carload orders must, necessarily, have been few in number, as any dealer with a fairly good stock would prefer to wait until it was absolutely necessary before buying, knowing that the limit had been reached and, therefore, that speculative buying would be out of the question and fresh fruit would be preferable to stored and shriveled stock. The best of California seedlings are none too good this season, all the fruit running very light and more to skin and pulp than to juice and quality. The navels are somewhat better, but are not up to the standard of former years. Messinas are elegant, but few are offered in local markets, as the wholesalers say the trade will not buy at the prices they would have to charge. At the Eastern cargo sales the fruit brings \$2.75@3.50 and is all snapped up by parties close at hand.

Lemons—Arrivals at the different ports of entry have been enormous, and at the New York sales Wednesday and Thursday some very low purchases were made by large dealers. Grand Rapids, as usual, was "in it" and a number of carloads of the very choicest brands of bright, clean fruit are enroute to this point and will be offered to the trade throughout the State on close margins. An increased demand is already appar-

ent and a few warm days will still further increase it, as many who have cool basements will want to put in a few boxes against the time when the same fruit will cost 25 per cent. more. Speculative buying of perishable goods is not in favor with us, but prices of lemons at present look tempting to anyone who knows from experience that with the summer's heat will come an advance of from 50 to 100 per cent. over present quotations. Those who possess nerve and faith will probably buy freely—the timid will not—and, while making no profit above the legitimate, the latter will lose no sleep and will not worry about the fluctuations.

**Peanuts**—The association of peanut cleaners has issued its first manifesto, and, coupled with it, is an advance of 3/4c per pound and a withdrawal of certain concessions heretofore given the buyer by the various firms who were competing for the orders. The private well-known brands such as "Suns," "Bells," "Electric Lights," "Flags," "Banners" and "Diamond G" have all been withdrawn, to be succeeded by one first and one second grade for all the brands emanating from, controlled by and officially recognized as the association brands for respective grades. Those who bought last week are already winners. Other advances are practically assured for the near future.

**Bananas**—The demand has materially quickened in all quarters, owing, in part, to the high price of oranges and the almost entire absence of domestic and sauce fruits. All danger from frost is now past, and outside dealers who were chary about ordering when the chances were about even for having the fruit blackened by chill, now do so freely, and from the regularity of orders it is assumed that the consumer is buying freely. Stock arrives in excellent condition, and, so far, there has been very little overripe fruit, and the peddlers who wait about the commission houses to profit on what legitimate dealers are forced by circumstances to lose have fared very slim. Stock will be in good supply this week.

**Cocoanuts**—Firm at \$30 per 1,000 in lots of that quantity, and at \$3.50 per sack of 100. The nuts coming to our market are sound and of average size.

**Foreign Nuts**—As will appear from quotations on another page, have not changed and will probably remain easy for some time. The demand is light.

**Purely Personal.**

J. M. Earle, the Belding clothier, was in town last Friday.

Geo. R. Mayhew went to Ft. Wayne Monday to consult with a specialist at that place.

Dr. Chas. S. Hazeltine, Consul at Milan, has been granted a vacation from April 5 to May 3 and is spending the time, accompanied by his family, at Rome, Naples, Pompeii, Herculaneum, Florence, Bologna and Parma.

W. T. Lamoreaux has returned from Chatham, Ont., where he purchased thirty carloads of beans and made arrangements to secure as many more. The Canadian people have been holding their beans in the expectation that the duty would be removed by the enactment of the Wilson bill, thus opening the American market to their product. They have finally come to the conclusion that the duty will not be taken off

this year and may as well sell last year's crop at present prices.

J. W. Murphy, junior member of the drug firm of Amberg & Murphy, of Battle Creek, recently received a call from a boy who said that his dog had hurt his leg and that he wanted some liniment to rub on the injured member. Mr. Murphy grabbed a bottle, filled it with liniment and hastily clapped on a label. A short time afterward the mother of the boy appeared in the store in an angry mood, stating that the dog had gone crazy as the result of the application and that he would be held accountable for the loss of the canine. As the woman had the bottle in her hand, he asked her to look at it, when he discovered, greatly to his chagrin, that he had used an eye water label, instead of the liniment label, and he was not at all surprised when he learned, next day, that the application of liniment to the dog's eye had caused the canine to leave home and that he had not been heard from since. The matter has since been blown over, but for a day or two a number of prominent citizens discussed the matter at some length, with a view to instituting an investigation to ascertain whether the liquid in the bottle was actually liniment or Red Mike.

**Gripsack Brigade.**

J. B. Smith, who covers the jobbing trade of the Thompson & Chute Soap Co. (Toledo) in Illinois, Wisconsin, Indiana, Ohio and Michigan, has decided to make this market headquarters hereafter and has taken up his residence in this city. Mr. Smith is a stockholder in the company and will be a valuable accession to the ranks of local commercial travelers.

**Marshall Statesman:** William Connor has been appointed chaplain for another term of Grand Rapids Daisy Lodge No. 8, Benevolent and Protective Order of Elks. This is the third term Mr. Connor has had the honor of this appointment and, being opposed to these continuous terms and in the hope of not being reappointed, he purposely absented himself from the lodge on the occasion of the annual meeting.

L. W. Atkins, who represented Heavrich Bros. so many years in this territory, has made arrangements with the new firm, which will begin business in Detroit under the old firm style, and will see his trade regularly the same as heretofore. Between the failure of his house and his own illness, Mr. Atkins has been off the road a full year, and his many friends among the trade will welcome his return.

Geo. F. Owen and family will have the sympathy of a large circle of friends in the affliction which has befallen them in the form of an attack of blindness on their only daughter, Miss Lula, as the result of a siege of scarlet fever last fall. Local physicians give the family no encouragement of the young lady ever regaining her eyesight, but Mr. Owen proposes to place the patient in a hospital in Chicago this week, and give her the advantage of the best physicians the country affords, withholding no expense which might result in her recovery.

You need never be afraid of a singing woman or a whistling man. They are too light hearted and clear of conscience to be guilty of anything very bad.

Clear—concise—right to the point: our advertisement on last cover page. The Putnam Candy Co.

**Change of the Price and Weight of Bread.**

"The bakers told us they were going to reduce the price of bread from 6 to 5 cents. Well, they did it; and then, to even up, reduced the weight of the loaf from 20 to 16 ounces—giving us a cent at one end and cutting it off at the other." The above remark was made to THE TRADESMAN by a prominent grocer, who had "kick" written all over him. "I don't see why," he continued, "they reduced the price of bread anyway. It was all right where it was. We were making a fair profit, and were satisfied. There were a few grocers, I suppose, who wanted to make another cent on their bread, but the most of us thought we were making enough. But when the bakers volunteered a reduction in price, they should have had the backbone to give it, and not give in something with one hand and then take it away with the other.

One of the bakers was seen about the matter, and he stated that the bakers had reduced neither the price nor the weight. "We have simply discontinued making one kind of bread," he said. "The old 5 cent loaf has been increased in weight, and the price has remained the same. A good many people were grumbling because the price of bread was kept at the old figure, so we have abolished the heavy loaf, increased the weight of the lighter one, and it will henceforth be the standard. If we had simply reduced the price it would have benefitted no one but the grocers. As it is, by raising the weight of the 5 cent loaf and selling it at the old price, the consumer gets the benefit. We had no idea that our action would please all the grocers—we merely wished to cheapen the cost of bread to the people."

If there is anything else in the situation it has not yet developed. The grocers are kicking and the bakers are—letting them kick. And the end is not even in sight.

**The Most Popular Trust.**

"Mister," said the small boy to the grocer, "mother told me to ask you if there's any such thing as a sugar trust." "Why, of course there is." "W-well, mother wants to be trusted for two pounds."

Established 1877.

**POTTER & WILLIAMS,**  
**CHEESE, BUTTER and EGGS**

On Commission or Will Purchase  
Correspondence Invited.  
144-146-148 Michigan St., BUFFALO, N. Y.

**PRODUCE MARKET.**

Apples—Still continue to come in small lots and are sold by dealers for 7¢ per bbl.

Beans—Offerings are small. Dealers pay from \$1.30 to \$1.40 holding hand picked at \$1.55 to \$1.60.

Butter—Supply is only medium. Choice dairy is firm at 18¢ to 20¢ and creamery at 22¢ to 24¢.

Cabbages—Bring \$2 per crate. The supply is good.

Cranberries—Are held at \$2.75 per bu. crate.

Celery—Has about disappeared. Anything that looks like celery will easily bring 25¢ per doz.

Cucumbers—Have fallen off 25¢ per doz., now held at \$1.50.

Eggs—Fair supply. Dealers pay from 9 1/2¢ to 10¢, holding at 11¢.

Field Seeds—Medium and mammoth clover \$5.85 to \$6, scarce; Alsike, \$7 to \$9; Alfalfa, \$8.50; Timothy, \$2.10 to \$2.15; Red Top, \$0.70 to \$0.75; Orchard grass, \$1.60 to \$1.70.

Honey—White clover, 14¢; buckwheat, 12¢.

Letting—Is still in good supply. Dealers pay 8 1/2¢ to 8¢, holding at 10¢ per lb.

Maple Sugar—What little reaches the market is bought for 9¢ per lb., and brings 10¢.

Maple Syrup—Dealers are paying 85¢ per gal. for good and holding at \$1.

Onions—Old are held at 5¢ per bu. Cubans and Bermudas are held at \$2.50 per bu. Green are held at 10¢ per doz. bunches.

Radishes—Chicago stock is held at 25 and Cincinnati at 30¢ per doz. bunches.

Spinach—Is in good supply and held at 75¢ per bu. crate.

Asparagus—Has reached the market and brings \$1 per doz. bunches.

Tomatoes—Supply is only moderate. They are held by the dealers at \$3.50 per 6-basket crate.

Pie Plant—There seems to be plenty of this luscious plant to supply the market, although it has just made its appearance. Dealers easily get 5¢ per lb. both Illinois and home grown.

Pineapples—The supply is improving. No. 1 bring \$2 per doz. and other sizes in proportion.

Potatoes—Are about the scarcest thing in the country at present, if reports from buying points are to be credited. The location of a few large lots is known, but the growers are holding for \$1, and will not let them go at present prices. The recent cold snap which swept the country from one end to the other, cut the growing crop in the South even with the ground. It was necessary in many sections to replant; so that new potatoes are not likely to cut much of a figure for some time to come. This, with the reported scarcity of old, makes it easy to predict the course of the market. Dealers are paying 65¢, holding at 75¢. Everybody is looking for higher prices, but perhaps the unexpected will happen in this case, and prices take a drop. There is little likelihood of this, however, as farmers have caught on to the trend of the market and are keeping their stocks for all there is in them. One dealer received a carload of prime late waxy which tallied 750 bushels, which he had previously contracted for at 40¢, and a few other odd lots were bought at reasonable figures, but on the whole, the market has continued to rise in spite of the bears, who have done their utmost to keep down prices. Advices from Florida and other sections of the South, from whence has always come our supply of early new potatoes, are to the effect that not only will the Southern crop be late, but it will not be of sufficient volume to materially affect prices in the North. If this be a fact, then the people may be compelled to find a substitute for the favorite tuber.

**Lansing Pants & Overall Co.,**  
**Lansing, Mich.**

Having re-organized our business and acquired the factory building and machinery formerly occupied by the Hudson Pants & Overall Co., we are prepared to furnish the trade a line of goods in pants, overalls, shirts and jackets which will prove to be **trade winners** wherever introduced. If you are not already handling our goods, and wish to secure the agency for your town, communicate with us immediately. An inspection of our line solicited.

J. M. EARLE, President and Gen'l Manager.  
E. D. VOORHEES, Superintendent.

## 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.  
Coming Meetings—Star Island, June 25 and 26;  
Houghton, Sept. 1; Lansing, Nov. 6 and 7.

### Michigan State Pharmaceutical Ass'n.

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

### Grand Rapids Pharmaceutical Society.

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

### Powdered Medicinal Extracts.

Solid extracts of vegetable drugs to be of requisite quality should possess, in a marked degree, the distinguishing characteristics of the material of which they are made. Each should present a distinctive individuality and in those substances in which the active constituent is alkaloidal, precise assay should show a full average percentage. Odor and taste should be fully preserved, and that excess of inert matter, usually denominated "extractive" and largely predominating in this class of articles as usually found, should be avoided or materially diminished by skill of process. The choice of a proper solvent or menstruum for the active properties of a drug involves experience and extended observation. Error in, or indifference to, this essential is quite likely to result in a minimum of active constituent loaded with a maximum of "extractive." Both physician and pharmacist will realize that this means a gain in bulk and weight, and thereby a commercial advantage, but the therapeutic purpose and object are lessened to a culpable degree. The initial point, of course, in this as in all other classes of finished pharmaceutical products, is the selection of good, sound drugs—a quality of which, better than the average, is not too good, and often not good enough. Then the process, in all its detail of reduction from liquid to solid, should be carried from beginning to full completion, within the vacuum still or vessel, at such controlled or regulated temperature that heat can in nowise prove a destructive element. As complete an exclusion of surrounding atmosphere as is possible precludes that tendency which, it is known, induces a change in the state of single and associated alkaloids, and disturbs that nice adjustment in which these exist in a native or natural condition. With the application of a proper degree of skill and the scrupulous pains which such important agents as medicinal extracts should always receive at the hands of the manufacturer, it is believed that this class of products can be made to present such unusual features of excellence as are not generally met with in commerce.

Did the conditions of demand and use justify entering upon the preparation afloat, of solid extracts, among the other operations of the dispensing pharmacist, and could the necessary apparatus be satisfactorily applied, the character of products would prove quite a revelation in knowledge to the uninitiated—that is to say that the attainment of complete and perfect products results in a class of preparations so totally unlike what we are accustomed to see as to offer suggestive ideas to the novice and the student. We should be enabled to learn much more than the limited knowledge we now

have of the substance known as "vegetable extractive." Of course, we are aware that those active and potent principles of vegetable substances are intimately associated with and closely involved with the juice, sap and plant composite. But we must acquire a knowledge of how these can be separated from each other without injury to each, and must learn, moreover, that the material from vegetable structure and organism, which yields to the solvent action of liquids, varies greatly under different circumstances in kind, quality and amount of bulk. This clearly points to a need of more knowledge of the character, proportion and quality of the menstruum which should be employed. Percolation with warm and cold solvents; the use of that percentage of spirit which would solve neither sugar nor gum; a prolonged action of aqueous menstruum inducing a certain chemical union of starch and tannin; the formation and character of "apothem," that almost inevitable concomitant of vegetable infusion; the changes of color which occur in the course of evaporation or concentration; existing conditions of atmosphere favorable or unfavorable to drying and powdering—these are a few of the numerous agencies which merit study and attention, and which, if not bestowed at times during the progressive stages of manipulation, will result in unsatisfactory and it may be indifferent products.

WM. B. THOMPSON.

### Reverie of a Lead Pencil.

I have been thinking about the druggists. I think that, without exception, they are the most peculiar class of business men in the world. And right here is the first peculiarity: While the most ordinary druggist on a back street in the most out-of-the-way part of the city would resent the slightest imputation of his ability as a business man, he will give you to distinctly understand that he is not in business—the grocer, or the baker, or the butcher, or a good many others may be in business—he is not; he is following his profession! He scorns the idea of trade, it is plebeian, it is beneath the man who has walked the classic shades of Academe or of Wayback University. So it turns out that what is lawful and right for dealers in other lines to do, the dealer in drugs must not think of doing. For instance, he may not push his business, but customers must come of their own volition. He is there solely in his professional capacity, and it is unprofessional to advertise. It would look too much as if he wanted the people's money if he advertised that he had something to sell. He would lose caste, too, if he used printer's ink, and would be looked upon by his class as no better than an ordinary tradesman. He couldn't stand that; he must keep his rank at all hazards, even though he should sell not even a nickel's worth of court plaster. And so day after day he lounges about his "pharmacy" waiting for the customers who come not except at long intervals. The end of it all is that after a year or so, disheartened and discouraged he sells out (if he is not sold out) and, after a while, perhaps secures a "position" with a druggist more fortunate than himself.

All druggists are not like this one. Some of them are as pushing and as energetic as any other class of business

men in the community. They are not afraid to see their names in print, even though it be as the owner of some proprietary article. They have no need to be if the article has merit. They keep themselves before the public constantly as dealers in drugs, and in every legitimate way try to convince the people that it is to their interest to trade with them. They have little concern about the *esprit de corps*, which is a nightmare to so many; they are after business, and they get it.

But as a class druggists do little advertising, and that is the principal reason why there is not more money made in the drug business. It is true that people do not buy drugs until they need them, but druggists do not confine themselves to the sale of drugs nowadays as they once did, and if they are to get their share of public patronage they must go after it—there is no other way to get it. If a druggist can induce people to come to his store to buy perfumery, or toilet articles, or anything else outside of his regular line, he may be sure that when they want drugs they will go where they are accustomed to buy these other things. Therefore, he should do his utmost to bring them into his store as customers. The druggist has one advantage that he should never lose sight of, and that is the opportunity he has to display his wares in an attractive manner. His store may be a thing of beauty and a constant delight to the eye if he will have it so. Brightness and life ought to characterize a druggist's display, instead of which the larger number of drug stores show nothing but a dreary, monotonous display of bottles; the showcases are a mass of confusion and the shelves are little better.

What I have said about druggists may apply to other dealers with equal force, but I was thinking of drug stores, and my "remarks" are intended to apply to them. I understand that the hard times have very seriously affected the drug trade—I mean the druggist's trade. At first sight this sounds strange, but when you come to think it over, it is all right. Most people have an idea that drug stores are patronized through sheer necessity, that no one buys drugs except under compulsion. This is true of the regular drug trade, but over 50 per cent. of the druggist's trade is on patent medicines, and these are mostly bought by people who only imagine that they are sick. If they were really ill they would call in a doctor. But their trouble being purely in the imagination, which possibly the doctor told them years ago, they take to patent medicines. Fully 45 per cent. of these remedies is utterly worthless (and the other 5 per cent. is in doubt) and can do them no possible good, but as they only imagine they are sick, it is as easy to imagine that the medicine helps them, and there you are. It's homeopathic *similia similibus curantur*, and fills the bill to their entire satisfaction. What I was getting at was this: As these people are not really sick they do not need the medicine, and so when hard times come they stop buying, to the detriment of drug store trade. Speaking of people thinking they are sick reminds me of something I was a witness of myself a few years back. A young man named Campbell one day conceived the brilliant idea of making his living out of pills. He would make pills and sell them to his friends and neighbors in

such quantities as would enable him to live in ease and comfort. He knew absolutely nothing of the science of medicine, but that was a minor consideration. He knew how pills tasted when taken into the mouth, which was the all-important point. He went to work and in a short time had a great many boxes made. He then started out to sell the product of his skill, and in a few days succeeded in disposing of all he had made. He made another lot and disposed of them likewise, and so on, making and selling alternately until he had "worked up" a demand for his pills, when all he had to do was to stay at home, make his pills and sell them to the customers who called. He made a good living out of the business for several years, until his fertile genius invented an easier way of making money. Now, what do you suppose his pills were made of? Nothing but bread dough, rolled in powdered rhubarb to give them the taste of the genuine pill.

ONLY A LEAD PENCIL.

The biggest fish are the ones that get away. Just so with many of life's opportunities.

### Your Bank Account Solicited.

## Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.  
HENRY IDEMA, Vice-Pres.  
J. A. S. VERDIER, Cashier.  
K. VAN HOF, Ass't C's'r.

Transacts a General Banking Business.  
Interest Allowed on Time and Savings Deposits.

DIRECTORS:  
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,  
T. J. O'Brien, A. J. Bowne, Henry Idema,  
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

## Typewriter Supply Office.

H. B. ROSE, Manager.

STATE AGENCY FOR THE

## Franklin Typewriter

The Edison Mimeograph—The Simplex Duplicator—Typewriter and Mimeograph Supplies of all kinds. Mail orders receive prompt attention.

Y. M. C. A. Building,  
Grand Rapids, Mich.



## Lumbermen's Aprons

EXTRA HEAVY LEATHER.  
Size, 30x28; Full Trimmed as shown in Cut.  
1 Doz. untrimmed.....\$15  
1 Doz. untrimmed.....12

HIRTH, KRAUSE & CO.,  
12 & 14 Lyon St.,  
GRAND RAPIDS, MICH.

Wholesale Price Current.

Advanced— Declined—Gum Opium, Gum Opium po., Morphia, Gum Camphor, Oil Lemon, Linseed Oil, Turpentine.

Main table of wholesale prices for various goods including acids, ammonias, anilines, baccas, balsams, cortex, extracts, floras, foalias, gummis, herbs, maenesis, oleums, and syrups.

Table of wholesale prices for various oils and chemicals including Morphia, S. P. & W., S. N. Y. Q., C. Co., Moschus Canton, Myristica, Nux Vomica, Peppin Saac, H. & P. D., Pepsin Liq., etc.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

Sponges

We offer the following very desirable sponges in cases:

Table listing sponge products and prices, including Slate, No. 150-A, 140-A, 130-A, 120-A, 110-A, 90-B, 80-B, 70-B, 60-B, 50-B, 40-B, 30-B, 10-B.

Assorted Case:

Table listing assorted cases and prices, including X-1, X-2, X-3, X-4.

PRICE \$8.50 per case.

Table listing sheep wool sponge prices, including Sheep' Wool Sponge, Grass, Slate, Surgeons.

Chamois Skins

From \$ 1 00 to \$ 20 00 per kip. 60 to 8 50 " doz.

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.

Table containing categories: AXLE GREASE, BAKING POWDER, BATH BRICK, BROOMS, BRUSHES, CANDLES, CANNED GOODS (Fish, Clams, Lobsters, Mackerel), CHEESE, Apricots, Live oak, Santa Cruz, Lusk's, Overland, Blackberries, Cherries, Red, Pitted, White, Erie, Damsons, Egg Plums, Green Gages, California, Gooseberries, Peaches, Maxwell, Shepard's, California, Monitor, Oxford, Pears, Domestic, Riverside, Pineapples, Common, Johnson's sliced, Booth's sliced, Quinces, Raspberries, Red, Black Hamburg, Erie, black, Strawberries, Lawrence, Hamburg, Terrapin, Whortleberries, Blueberries, Meats, Corned beef, Libby's, Roast beef, Armour's, Potted ham, Tongue, Chicken, Vegetables, Beans, Hamburg stringless, French style, Lima, Lima green, Lewis Boston Baked, Bay State Baked, World's Fair Baked, Picnic Baked, Corn, Hamburg, Livingstone Eden, Purity, Honey Dew, Morning Glory, Soaked, Hamburg marrofat, Soaked early June, Archer's Early Blossom, French, Mushrooms, Pumpkin, Squash, Succotash, Hamburg, Soaked, Honey Dew, Erie, Tomatoes, Hancock, Excelsior, Eclipse, Champion, Hamburg, Gallon, German Baker's, Premium, Breakfast Cocoa, Amboy, Acme, Lenawee, Riverside, Gold Medal, Skim, Brick, Edam, Leiden, Limburger, Pineapple, Roquefort, Sap Sago, Schweitzer Imported, domestic.

Table containing categories: CATSUP, CLOTHES PINS, COCOA SHELLS, COFFEE (Green, Rio, Peaberry, Santos, Mexican and Guatamala, Maracabo, Java, Interior, Private Growth, Mandeingling, Mocha, Arabian, Roasted, To ascertain cost of roasted coffee, Package, McLaughlin's XXXX, Bunola, Lion, Extract, Valley City, Felix, Hummel's foil, tin), CHICORY, CLOTHES LINES, CONDENSED MILK (N.Y. Condensed Milk Co's brands, Gall Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime, Peerless Evaporated Cream), CUPON BOOKS, CUPON PASS BOOKS, CRACKERS, DRIED FRUITS, GREAM TARTAR, SODA, Soda, Soda, Crystal Water, Long Island Wafers, Oyster, Oyster, Oyster, Farina Oyster, FISH-SALT, Bloaters, Yarmouth, Cod, Pollock, Whole Grand Bank, Boneless, strips, Smoked, Herring, Holland, white hoops keg, Norwegan, Round, Scaled, Mackerel, No. 1, 100 lbs., No. 1, 40 lbs., No. 1, 10 lbs., No. 2, 100 lbs., No. 2, 40 lbs., No. 2, 10 lbs., Family, 90 lbs., 10 lbs., Sardines, Trout, No. 1, 1/4 bbls., No. 1, 1/2 bbl., No. 1, kits, 10 lbs., No. 1, 8 lb kits, Whitefish, No. 1, 1/4 bbls., No. 1, 1/2 bbl., No. 1, 40 lbs., No. 1, 10 lbs., Family, No. 9 sulphur, Anchor parlor, No. 2 home, Export parlor, ENVELOPES, Farinaceous Goods, GUNPOWDER, RIFLE-DUPONT'S, Chokey Bore, Eagle Duck, HERBS, INDIGO, JELLY, LICORICE, LYE, MINCEMEAT, MEASURES, MOLASSES, MATCHES.

FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Image of a bottle of Souders' Regular Grade Lemon. Image of a box of New England Mince Meat. Image of a box of Peerless Evaporated Cream. Regular Grade Lemon. Regular Vanilla. XX Grade Lemon. XX Grade Vanilla. Jennings. Lemon, Vanilla. 2 oz regular panel, 75. 4 oz, 1.50. 6 oz, 2.00. No. 3 taper, 1.35. No. 4 taper, 1.50. Northrop's. Lemon, Vanilla. 2 oz oval taper, 75. 3 oz, 1.20. 2 oz regular, 85. 4 oz, 1.60. 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. Kegs, 3.25. Half kegs, 1.90. Quarter kegs, 1.10. 1 lb cans, 30. 1 1/2 lb cans, 18. Chokey Bore-Dupont's. Kegs, 4.25. Half kegs, 2.40. Quarter kegs, 1.35. 1 lb cans, 34. Eagle Duck-Dupont's. Kegs, 11.00. Half kegs, 5.75. Quarter kegs, 3.00. 1 lb cans, 60. HERBS. Sage, 15. Hops, 15. INDIGO. Madras, 5 lb boxes, 55. S. F., 2, 3 and 5 lb boxes, 50. JELLY. 17 lb. pails, 7.00. 30 " " 8.00. LICORICE. Pure, 30. Calabria, 25. Sicily, 12. LYE. Condensed, 2 doz., 1.25. 4 doz., 2.25. MINCEMEAT. NEW ENGLAND Mince Meat. T. L. DUGHERTY, CHICAGO, ILL. Pierce meat, 3 doz. in case, 2.75. Mince preparation, 3 doz. in case, 3.00. MEASURES. Tin, per dozen. 1 gallon, 81.75. Half gallon, 1.40. Quart, .70. Pint, .45. Half pint, .40. Wooden, for vinegar, per doz., 7.00. 1 gallon, 4.75. Half gallon, 3.75. Pint, 2.25. MOLASSES. Blackstrap, 1. Cuba Baking, 16. Ordinary, 20. Prime, 20. Fancy, 30. MATCHES. No. 9 sulphur, 1.65. Anchor parlor, 1.70. No. 2 home, 1.10. Export parlor, 4.00.





## MEN OF MARK.

Dr. C. P. Brown, the Spring Lake Physician and Inventor.

Cyril P. Brown, M. D., President of the Spring Lake Clinker Boat Manufacturing Co., was born in Lenawee county, Michigan. His father, Dr. David Brown, was a pioneer settler of Lenawee county, but claimed the old Bay State as his birthplace. The family came to Michigan from New England when Dr. Brown was but a child. Deciding upon the medical profession as his life work, he returned to Massachusetts and entered the medical college at Pittsfield, graduating from that institution and returning to Michigan and entering upon his career as a physician, in which he attained considerable eminence. Though devoted to his profession he did not lose sight of the political questions which agitated the minds of the people in those days. He was an ardent abolitionist, but did not live to witness the fruition of his hopes,—the freeing of the slaves—dying in 1858. His son, Cyril P. Brown, the subject of this sketch, like his father, enjoyed the inestimable advantages of an excellent education, and, after a thorough course at the Hillsdale (Mich.) College, graduated with honor in the class of 1868. Deciding to enter the profession in which his father had made such a good record, Cyril P. entered Rush Medical College, Chicago, receiving his degree in 1870. At the age of 17, Dr. Brown, answering the call of his country, enlisted in Company F, Fourth Michigan Infantry, and was detailed for service in the Army of the Potomac. His "baptism of fire" was received at the battle of Fredericksburg. He was also engaged with his regiment in the battles of Chancellorsville, Gettysburg, and all subsequent engagements of the Army of the Potomac until his discharge on the field for disability in 1864. In 1869 Doctor Brown was united in marriage to Miss Clara J. Ames, of Hudson, which they made their home until the fall of 1871, when they removed to Spring Lake, where they still continue to reside. During the first four years of his residence in Spring Lake he was consulting physician at the Magnetic Mineral Springs. Doctor Brown is interested in various business enterprises, the principal one of which, the Spring Lake Clinker Boat Manufacturing Co., he assisted to organize in 1888. In 1893 he organized the Mozart Leaf Music Turner Manufacturing Co., of which he is also President. He is, also, interested in a gold mine in the Okanagon mining district of Washington, and was one of the first upon the ground after the discovery of gold.

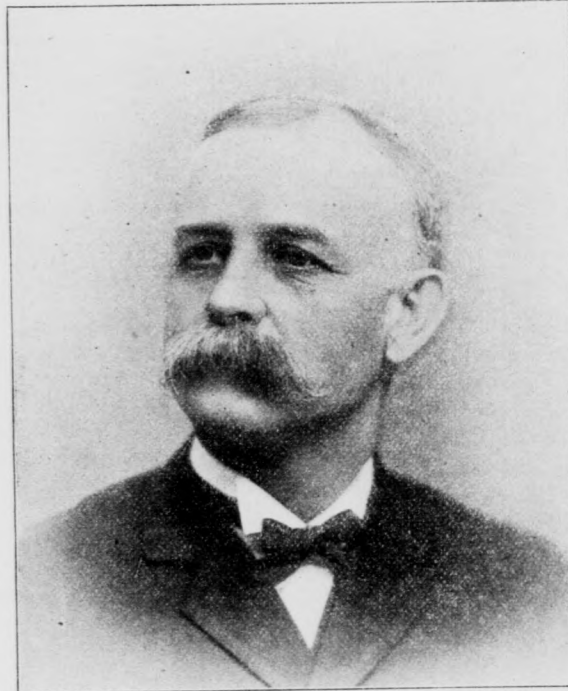
Doctor Brown has held every office in Perkins Post, G. A. R., of Spring Lake, of which he was one of the charter members. For two terms he served as Commander of the Post, and at the time Gen. Rutherford was Department Commander, he served as Medical Director of the State Department. At the State Encampment of the G. A. R., held at Bay City in 1890, the delegates to the National Encampment to be held that year in Milwaukee were instructed to cast their votes for Doctor Brown for Surgeon General, but General Alger at a later date announced himself as a candidate for Commander-in-Chief of the G. A. R., and Doctor Brown withdrew, so that he might not compromise the General's chances. General Alger being elected, he called

Doctor Brown to his staff, giving him the rank of Colonel. While Colonel Duffield was Department Commander, Doctor Brown was for one term a member of his staff and is at present Aid-de-Camp on the staff of Louis Knitz, Department Commander. He was President of the United States Pension Board at Muskegon and likewise enjoyed the honor of being a delegate to the National Convention which nominated Benjamin Harrison, in the summer of 1888, to the Presidency of the United States. The Doctor is a member of the F. and A. M. and also of the Royal Arcanum. He is also a member of the Ta-Delta Society, of Hillsdale College. Among the pleasant memories of his school days is that of the companionship of Will Carleton, who was his roommate for two years. The Doctor believes that Americans should know America first and then if they have the time and means they may travel beyond the limits of this country. He has traveled over nearly every part of the United States and Mexico and has gained an extensive acquaintance with people and places in all parts of the country. In 1892,

portrayed by Wendell Phillips, having been one of the first investigators in this country to practice vivisection. As a business man, his success is unusual, and had his energies been given full play in a large city, instead of being confined to the narrow limitations of a village, he would earlier have risen to prominence as the possessor of large wealth. Versatile, entertaining and ingenious, Mr. Brown manages to go through life without missing many things worth having, and none who come in contact with him, in any branch of business or social intercourse, have reason to regret the acquaintance.

## Names of Post Offices.

Postmaster General Bissell has ruled that hereafter only short names, or names of one word only, shall be accepted as names of newly established post offices. The only exception allowed is where the name is historical, or has become affixed to the locality by long usage. Changes in the names of post offices will only be allowed for the best of reasons, which must be presented to the Department. The Postmaster General says that these rules will remove a source of much annoyance to the Department and of injury to the postal service.



accompanied by his wife and son, he visited the Pacific Slope, remaining for some months. Upon his return he started the manufacture of the Mozart music leaf turner, his son, Dana, being superintendent of construction.

Personally, Doctor Brown is one of the most companionable of men. Possessing a large fund of general information and a wit as keen as a two-edged sword, he is able to talk with interest and instruction for hours at a time on almost any subject and in any company. Whether the topic be business or war or science, he is equally at home and is never embarrassed by the lack of ideas or by a dearth of words in which to express them. As a soldier he won a renown of which he may well be proud. As a physician, he was the pioneer in the discovery of the "lost arts" so eloquently

## A Big Precious Stone

A Montana paper records the finding by a Mr. Norwood, of Granite Creek, of an enormous amethyst. His attention was first attracted to it by the brilliant play of colors as the sunlight fell upon it. The stone weighs 12 pounds and measures 9 inches through its largest diameter, and 5 through its smallest. The color takes the most beautiful shade, a violet-blue and a pinkish purple, in one hexagonal prism, which will measure about 4 inches. A variety of tints are shown through the balance of the stone according to the mixture of peroxide of manganese when it was formed. This particular specimen is of the hardest variety of quartz or rock crystal, cutting plate-glass almost as neatly as a diamond.

"Who is the 'Co.' in your firm?" asked Smasher of his friend the grocer. "My wife." "Ah, she's a silent partner, is she?" The grocer rubbed his chin for a moment. "Well," he replied, in some doubt, "she ain't so all-fired silent when you come to think of it."

## 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.**

**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.

## BUYS' BENCH BARREL TRUCK



Patented.

**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 ST.  
GRAND RAPIDS, MICH.



**What a Man Is Worth.**

Will B. Wilder in Fame.

From time to time items make the round of the press concerning the income of people of note and it is safe to say that these items secure a careful reading no matter what else in the paper (barring the advertisements) misses attention. Every lawyer is interested to know what Sir Charles Russell's income amounts to in English pounds, while he contemplates the pounds of flour and meat with which his monthly bills make him more familiar. Every artist knows to a penny what the Angelus has sold for, and authors check off the editions of David Grieve one after another and try to estimate the author's royalties. So the advertising man reads the statement that J. E. Powers was paid \$30,000 for a year's services in writing Cod Liver Oil advertisements, and the counter-statement, equally without authority, that this is an egregious mistake, and he wishes that he could get Mr. Powers' opinion on the probability of its truth.

Sometimes this natural curiosity to know how many plums are falling to our neighbor's share wins the inquirer a smart little rap over the knuckles, as happened in a recent instance where an American, visiting England, compiled what he claimed to be statistics of the maximum and minimum incomes in the different professions and published the result in the *Forum*. The *Publisher's Circular*, of London, resenting this Yankee scrutiny of British customs, characterizes the article as impertinent tattle, and proceeds to bury the author under its contemptuous indignation, but without stating whether the alleged statistics are too high or too low. If it could only have been induced to give the correct figures, its withering sarcasm could have been more easily borne by American readers.

There is, however, some excuse for curiosity on this point, since under the present adjustment of society the success of everyone who works is measured, more or less, in terms of dollars and cents, and there are few in this western world who have learned to accept success or failure with the equal composure which oriental philosophy demands. Even if we have got to a point where we would blush to say that we are working simply for the dollars and cents, we still feel free to confess that we are working for success. If, therefore, the income of the worker is the true measure of his success, there is some justification for the self-complacency of the man whose income makes the subject of the newspaper item, and for the curiosity of the men who read it with so much eagerness. But it is well, in connection with this, to remind one's self of the representative character of this asset, and to remember that, to preserve its dignity, it must continue to mean a measure of work. This country has already been dubbed "The Land of the Almighty Dollar." Whether deserved or not, the naming is apt to make the title deserved in time, on the authority of an old adage. It is, perhaps, worth while, therefore, to say out loud, what is certainly true, that this land is by no means as yet exclusively the land of the

almighty dollar. It holds a large class of citizens, and representative citizens, too, who do not measure success by the balance sheet, but who give honor to the leaders of public thought and the directors of public affairs without a moment's consideration of the place they would occupy in a roll of the country's wealthy men. The rich man wins a certain kind of respect because of his wealth, but it is respect with a qualification. If unsupported by the qualities which would win their owner respect were he a poor man, the wealth alone is mocked, to a very healthy extent. The men who win the real respect of their associates, of their townsmen, of their countrymen, are the men who stand for energy, integrity, genius—for some quality which in itself is a force. Money simply represents a force.

Money is so very useful a servant that it is a pity to discredit it by claiming for it powers and virtues which no good friend would assert it possessed. When one claims, for instance, that a man's income is the true measure of the value of his efforts, that the fortune which he has accumulated represents what he "was worth," the statement is so palpably false that to some people no course is open but to fling away to the other side of the circle and declare that money is an unmitigated evil, and that innocence and virtue will only be possible after a revolution of social conditions, which shall annihilate that medium of exchange altogether and forever. Between the mercenary moles and the fanatical visionaries it behooves the level-headed business man to keep a steady balance, for the salvation of the future depends on the sanity of the present.

**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.**

**Acme Hand Potato Planter**

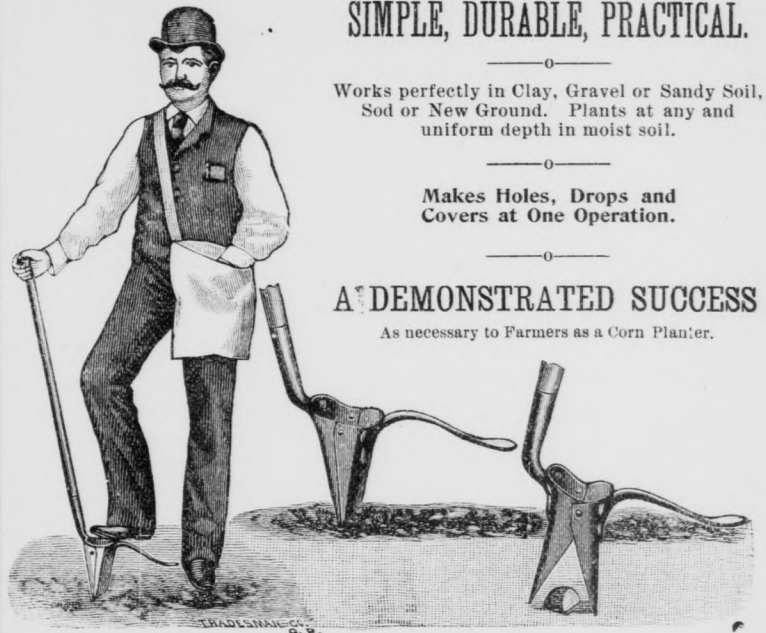
**SIMPLE, DURABLE, PRACTICAL.**

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.

**The Salt that's all salt**

is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

**Diamond Crystal Salt**

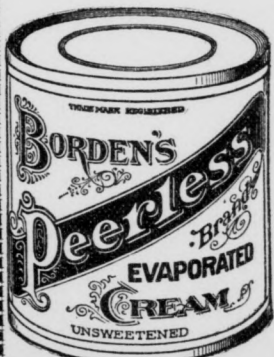
Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

**DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.**

**CONSUMERS WANT IT.**

**DON'T FAIL**

TO ORDER AT ONCE FROM YOUR JOBBER A QUANTITY OF



Guaranteed Absolutely Pure.

**Borden's Peerless Brand Evaporated Cream,**

A PURE, WHOLESOME, THOROUGHLY STERILIZED UNSWEETENED CONDENSED MILK, ON WHICH YOU CAN MAKE A GOOD PROFIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO., New York.

**SOLD BY ALL THE LEADING WHOLESALE GROCERS.**

FOR QUOTATIONS SEE PRICE COLUMNS.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, April 27--Trade in this city during the week has been of only an average character. While there is an even movement in the grocery and provision trades, there is slackness in other departments.

Business with retailers remains fair, and some of them are actually using the great dailies to advertise in--a thing almost unheard of heretofore.

Strikes and lockouts are reported as injuring business in many sections, and this, of course, is reflected in business here--especially where the strikes are east of the Alleghenies.

Thomas Lidgerwood, one of the most extensive retailers up-town, made an assignment last June which he now seeks to have set aside on the plea that he was intoxicated at the time he signed the papers.

This is important, if true, and should be made a note of by others. The retail grocers are making strenuous efforts to have their license rate for selling liquors reduced.

The coffee market shows signs of weakness, which, in fact, have been observable more than a week. Quotations are scarcely any lower, but holders seem inclined to let go, and the situation in Europe is not encouraging to the bulls.

Molasses is as "slow as in January." Sales are almost completely stopped, but holders are in hopes the tide will turn and some relief be experienced.

Sugars are increasing in sales as the season advances, and the market remains steady. A lively discussion is going in our papers as to the profits of refiners, and the battle of words waxes hot and heavy.

The rice market shows no great animation. Supplies of domestic are not of the best quality, and foreign seems to have the upper hand.

The improvement in canned goods, which set in some weeks ago in a very small way, has grown to gratifying proportions, canned gallon apples being now quotable at \$3.50.

the whole line shows more firmness than has characterized it for some time.

Dried fruits are doing better, also, and a higher plane has been reached by apples and berries, as well as for foreign fruits, prunes, raisins, etc.

Supplies of butter are quite liberal and the market is quiet. For the best Elgin scarcely more than 23c can be obtained. For the lower grades the range is 17@19c, but they are not much sought after.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at Protective Brotherhood hall Monday evening, April 16, A. J. Elliott presided, in the absence of President Viergever.

The minutes of the last meeting were read and approved.

J. Geo. Lehman moved that four additional members be designated to serve temporarily on the Committee on Trade Interests. The motion was adopted and the chairman appointed as such Messrs. Lehman, Wagner, Schuit and Odell.

Messrs. Wagner and Elliott, who were appointed as the representatives of the Association at the Municipal League, asked for instructions.

E. A. Stowe moved that the Committee be requested to use its influence to secure an amendment to the charter, abolishing the office of Sealer of Weights and Measures.

B. S. Harris said that he considered the office in the nature of a necessary nuisance and believed it could be improved upon if occupied by a man who understands his business.

J. Geo. Lehman said that the office ought to be occupied by a man capable of repairing scales.

Jas. A. Stratton said that, in his opinion, the Sealer should never leave a pair of scales until they were properly repaired, if out of repair. The subject was then laid on the table, to be taken up again at the next meeting.

Peter Schuit moved that a committee of three be appointed to interview the millers to ask them to discontinue selling flour at retail. The motion was adopted and the chairman appointed as such committee Messrs. Schuit, Stratton and Lehman.

Treasurer Lehman reported a balance on hand of \$252.17. The report was accepted, and the meeting adjourned.

Let Them Try It Once.

General Master Workman Sovereign, of the Knights of Labor, thinks that Coxey's peregrinating army is the forerunner of a tremendous insurrection of labor against capital. Mr. Sovereign is mistaken. The army does not represent labor in any sense. It represents the worthless element of our population which wants to be supported without labor; wants to live on the labor of the rest of the community.

FRANK STOWELL.

An alarm clock is intended to wake you up in the morning. Our advertisement on last cover page is inserted to get your attention. That done, we hope the logical facts set forth therein will secure your orders.

MICHIGAN CENTRAL

"The Niagara Falls Route."

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

Arrive. Depart. 10:20 p m Detroit Express 7:00 a m 5:30 a m Atlantic and Pacific 1:20 p m 1:30 p m New York Express 5:20 p m \*Daily. All others daily, except Sunday.

CHICAGO March 18, 1894

AND WEST MICHIGAN RY.

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

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

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

THRUVERSE 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

To G. R., Lv. Chicago 7:35am 4:55pm \*11:30pm To G. R., Lv. Petoskey 5:00am 1:30pm \*Every day. Other trains week days only.

DETROIT, FEB. 11, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT. Lv. Grand Rapids 7:00am \*1:20pm 5:25pm Ar. Detroit 11:40am \*5:30pm 10:10pm

RETURNING FROM DETROIT. Lv. Detroit 7:40am \*11:10pm 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 1:30pm 5:25pm Ar. from Lowell 12:40pm 5:15pm

THROUGH CAR SERVICE. Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD. Trains Leave \*No. 14 \*No. 16 \*No. 18 \*No. 82

Table with 5 columns: Station, Time, No. 14, No. 16, No. 18, No. 82. Rows include G'd Rapids, Lv, Ionia, Ar, St. Johns, Ar, Owosso, Ar, E. Saginaw, Ar, Bay City, Ar, Flint, Ar, Pt. Huron, Ar, Pontiac, Ar, Detroit, Ar.

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

Table with 3 columns: Station, Time, No. 81, No. 11, No. 13. Rows include G'd Rapids, Lv, G'd Haven, Ar.

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

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

Eastward--No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. Westward--No. 11 Parlor Car. No. 15 Wagner Parlor Buffet Car.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana

TRAINS GOING NORTH. Leave going North. For Traverse City, Mackinaw City and Sag... 7:40 a m For Traverse City and Mackinaw City... 4:10 p m For Saginaw... 5:00 p m

TRAINS GOING SOUTH. Leave going South. For Cincinnati... 6:30 a m For Kalamazoo and Chicago... 12:05 p m For Fort Wayne and the East... 2:15 p m For Kalamazoo and Chicago... 11:20 p m

Chicago via G. R. & I. E. R. Lv Grand Rapids 12:05 p m 2:15 p m 11:30 p m Arr Chicago 5:30 p m 9:00 p m 7:40 a m

12:05 p m train has through Wagner Buffet Parlor Car. 1:30 p m train daily, through Wagner Sleeping Car.

Lv Chicago 6:50 a m 4:00 p m 9:35 p m Arr Grand Rapids 2:15 p m 9:15 p m 7:25 a m

4:00 p m has through Wagner Buffet Parlor Car. 9:35 p m train daily, through Wagner Sleeping Car.

Muskogon, Grand Rapids & Indiana. For Muskogon--Leave. From Muskogon--Arrive

7:35 a m 5:40 p m 9:40 a m 5:20 p m C. L. LOCKWOOD, General Passenger and Ticket Agent.

PECK'S HEADACHE POWDERS

Paaf the best profit. Order from your jobber.

CANDLES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table with 4 columns: Item, Cases, Bbls, Palls. Rows include Standard, per lb, H. H., Twist, Boston Cream, Caramel, Extra H. H.

MIXED CANDY.

Table with 4 columns: Item, Bbls, Palls. Rows include Standard, Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, 30 lb. baskets, Modern, 30 lb.

FANCY--In bulk

Table with 4 columns: Item, Palls. Rows include Lozenges, plain, Chocolate Drops, Peppermint Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries.

CARAMELS.

Table with 4 columns: Item, Palls. Rows include No. 1, wrapped, 2 lb. boxes, No. 1, No. 2.

ORANGES.

Table with 4 columns: Item, Palls. Rows include Navel, 96-112s, 126, 150-176-200-226s, Fancy Seedlings, 126s, 150-176-200-226s, 250s.

LEMONS.

Table with 4 columns: Item, Palls. Rows include Choice, 360, Choice 300, Extra fancy 360, Extra fancy 300, Extra fancy 360.

BANANAS.

Table with 4 columns: Item, Palls. Rows include Large bunches, Small bunches.

OTHER FOREIGN FRUITS.

Table with 4 columns: Item, Palls. Rows include Figs, fancy layers, 20lb, extra 14lb, Dates, Fard, 10-lb. box, Persian, 50-lb. box, Persian, 50-lb. box.

NUTS.

Table with 4 columns: Item, Palls. Rows include Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, French, Calif, Table Nuts, fancy, choice, Pecans, Texas, H. P., Chestnuts, Hickory Nuts per bu, cocoanuts, full sacks.

PEANUTS.

Table with 4 columns: Item, Palls. Rows include Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted.

OILS.

The Standard Oil Co. quotes as follows:

Table with 4 columns: Item, Palls. Rows include Eocene, XXX W. W. Mich. Headlight, Naphtha, Stove Gasoline, Cylinder, Engine, Black, 15 cold test.

FROM TANK WAGON.

Table with 4 columns: Item, Palls. Rows include Eocene, XXX W. W. Mich. Headlight.

POULTRY.

Local dealers pay as follows:

Table with 4 columns: Item, Palls. Rows include Turkeys, Chickens, Fowls, Ducks, Geese.

LIVE.

Table with 4 columns: Item, Palls. Rows include Turkeys, Chickens, Fowls, Ducks, Geese.

DRAWN.

Table with 4 columns: Item, Palls. Rows include Turkeys, Chickens, Fowl, Ducks, Geese.

UNDRAWN.

Table with 4 columns: Item, Palls. Rows include Turkeys, Chickens, Fowl, Ducks, Geese.



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**

**A  
FEW  
SPECIALTIES  
CONTROLLED  
BY  
US  
FOR  
WESTERN  
MICHIGAN**

WITHINGTON & COOLEY Mnf. Co.  
AGRICULTURAL TOOLS,  
WICKWIRE BROS.

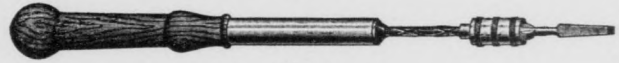
WIRE CLOTH,  
The FAVORITE CHURN,  
The ACME POTATO PLANTER,  
BABCOCK'S MONITOR CORN PLANTER,  
The TRIUMPH CORN PLANTER,  
BARTHOLOMEW'S POTATO BUG EX-  
TERMINATOR.

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

**FOSTER-STEVENS  
& CO.**  
MONROE  
ST.

# UNIVERSAL SCREW DRIVER and BRACE.

Patented.



NO. 1



NO. 2.



NO. 3.

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

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

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

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

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

WRITE FOR CIRCULAR.

**S. F. BOWSER & Co., Manf's.**  
FORT WAYNE, IND.

**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.



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

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

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

**OLNEY & JUDSON GROCER CO**

Agents Western Michigan, Grand Rapids.

Do They Raise Poultry in  
Your Neck of the Woods?

Buy all the first-class Poultry you can get and ship to me. I want it and will pay highest market price.

F. J. DEITENTHALER, 117 and 119 Monroe St.

**On the Rock.**

When you anchor your commercial interests to the manufacturer direct, and cut off middle men's profits, to your own benefit, you are building on the rock. We began to

MANUFACTURE CONFECTIONERY

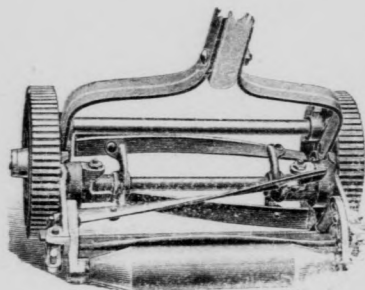
thirty years ago, with a single furnace in a back room. We have kept up with the times and now occupy eighteen floors, each 25x100 feet, and have \$20,000 invested in first-class modern machinery, specially adapted to a successful operation of the business. Do you not think it will pay you to draw your supply from us? We should like to have you. Try us.

Yours for business,

**The PUTNAM CANDY CO.**

**Leonard's Summer Leaders.**

Lawn Mowers.



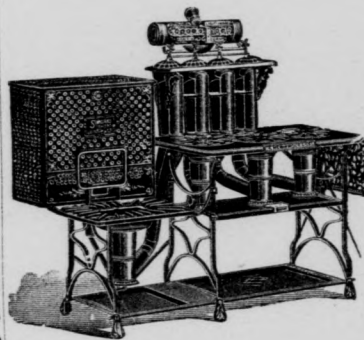
We handle only the Best quality, at a price no higher than others ask for cheap machines.

FIRST CHOICE LAWN MOWERS.

12 in. Mower.....\$ 2 75  
14 in. " ..... 2 88  
16 in. " ..... 3 00

Every machine guaranteed.

New Process Stoves.



We want an agent in every town Write to us for discounts.

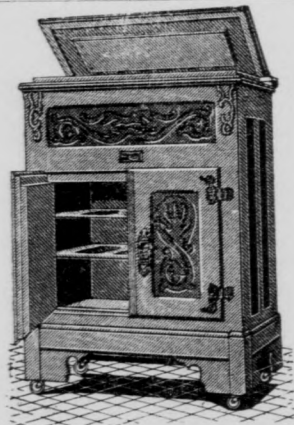
The Standard Lightings Co's

NEW PROCSES STOVE

Leads all others.

New Process Cook Book given with every stove.

Refrigerators.



We manufacture the

THE LEONARD  
CLEANABLE REFRIGERATOR.

Order a sample line now and secure the Agency of the best refrigerators made.

Write for prices and illustrations.

Children's Carriages.



Great variety. All the latest designs. High grade goods Quick sellers Good profit to the dealer

Ask us for illustrated catalogue and price list.

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