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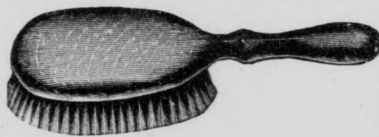
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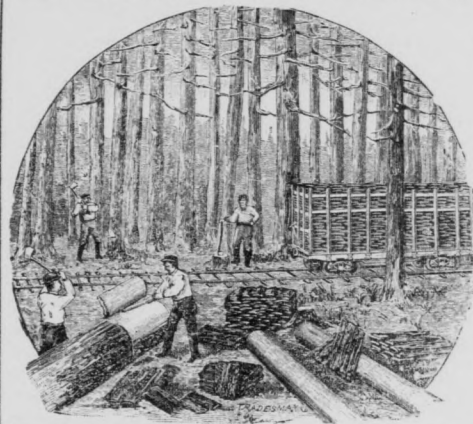
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To increase your Sales Buy

ABSOLUTELY PURE GOODS
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WHOLESALE

Dry Goods, Carpets and Cloaks,

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

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

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We invite the attention of the trade to our complete and well
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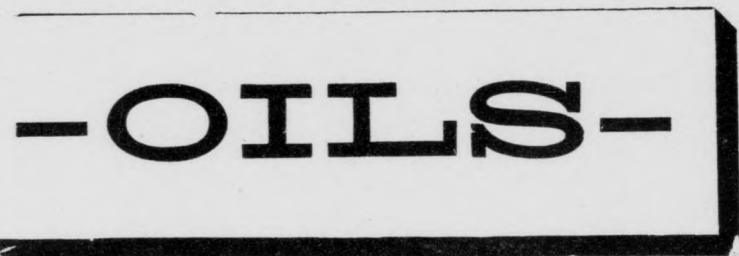
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NAPHTHA AND GASOLINES.

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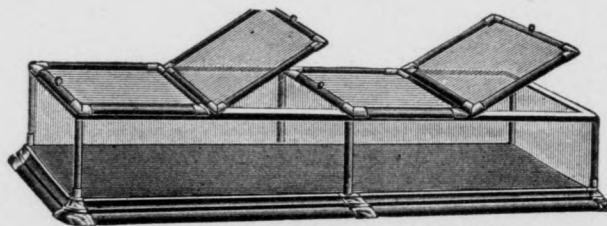
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Manufacturers of Show Cases of Every Description.



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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MAY 2, 1894.

NO. 554

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



ESTABLISHED 1841.

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TRADESMAN CO.,
Grand Rapids, Mich.

THE DEACON'S JOKE.

How a Country Merchant Entertained Drummers on Sunday.

I don't know anybody who is quicker than Byron H. Rand to see and recognize ability in a man. Certainly he was one of the first to see it in himself, and nobody else has ever seen so much of it there as he has. Byron is, perhaps, the best known salesman in the "hollow-ware" trade.

"I do not wish to assert," said he to me one day with his accustomed modesty, "that I never fail to take an order, but I'll just bet a plug hat that if Neal Dow and I were tied up in a bag, I'd sell him a hundred gross of pint flasks before he could get the string loose."

It happened, not long ago, that old Sam Allerton, the patent medicine man of Onaway, N. Y., had a disagreement with the firm that had made all his bottles for ten straight years. Byron got a private tip on this state of affairs, and he took an express train for Onaway.

For years he had been trying to get Allerton's order away from Leblank & Company. Once when Leblank's best traveling man went up to Onaway to take that order, Byron waylaid him, and beguiled him into a state of intoxication calculated to be highly offensive to Allerton, who is a deacon in the church. But Allerton persuaded the salesman to sign the pledge, and then rewarded him for his expressions of penitence by renewing the contract.

The next year Byron again met that salesman on the train to Onaway and secretly fed seven grains of hashesh to him, whereupon Leblank's man went into Allerton's office and had a trance which lasted fourteen hours. But when he came out of it he was so weak that Allerton did not dare refuse him the contract for fear the disappointment would kill him. Thus by every legitimate business method Byron had striven for that order, but tough luck and the perversity of Allerton had eched him.

This time, however, he felt sure of it. On a Saturday about 1 o'clock in the afternoon Byron reached Onaway. He went immediately to Allerton's office, and there sat old Sam wearing a smile that was as promising as one of his own advertising circulars. But he wouldn't talk business. He couldn't be induced to hear a word.

"I'm a man of very strong religious feeling," he said. "Sunday begins Saturday noon with me. I never think of business between that hour and Monday morning. You'll be in town over Sunday?"

Byron rather thought that he would under the circumstances.

"Glad to hear it," said old Sam. "Come up to our church. Have a seat in my pew. My folks are away and there'll be plenty of room."

There seemed to be business in that and Byron accepted the offer with thanks. Then he went out and hunted up a citizen of that place whom he knew, accepted the man's invitation to stay at his house, and charged three dollars hotel money in his expense account.

The next morning Byron directed his steps toward the church, wearing upon his countenance an expression so devout that several sinners whom he met by the wayside were brought to a realizing sense of their condition. An obliging usher showed him where Mr. Allerton's pew was. Byron congratulated himself on finding the pew empty; he would have Allerton all to himself.

His plan of combining worship with business was somewhat interfered with, however, by the entrance, during the

next five minutes, of six other salesmen in his own line of trade. They, too, had got the tip about Allerton's contract and had descended on the old man during the previous afternoon. They had received the same "stand off" that old Sam had given Byron and the same invitation to attend services at the church.

Presently Allerton appeared. All the drummers had been watching the door, and they began to smile and look pleasant the instant old Sam hove in sight. Allerton walked up to the pew where Byron, red in the face, was holding the others packed together like sardines. There was about six inches of room for old Sam to sit in, and he measures about six feet on the beam. He merely glanced into the pew, bowed politely and marched up to the front of the church, where he took a seat right under the pulpit.

When the usual time for collection arrived old Sam arose and took one of the boxes. This was a little more than the drummers had expected. They had been prepared to contribute something under old Sam's eye, but they hadn't supposed that he would pass the box. He smiled even more blandly as he handed it in, and Byron, who was nearest him, of course felt called upon to start the ante at one dollar plunk. The next drummer raised it the limit, which in his case was one dollar. By the time the box reached the last drummer it was necessary for him to put in such a sum that he didn't see how he was ever going to get it back from the house in case he missed Allerton's contract.

Byron didn't like to see the others outdo him in charity, and the other gentlemen had similar feelings, so that when the box came back through the pew each man added to his contribution such a sum as would make his total exceed that of the next man to him. Then the fellow in the back of the pew signified that his charitable sentiments had boiled over. He waved the long green at Deacon Allerton, and the good deacon promptly passed in the box. Everybody put in something as it went by him, and also when it came out again. But nobody had the nerve to call it in again, so Allerton passed on and the drummers thought they had done with him.

He wasn't half through, however. Old Sam walked down the aisle, and around into the other one. He walked into the pew opposite that containing the glassmen, and smiled over the railing at them. As Allerton happens to have a decided cast in his eye, each drummer appropriated that smile to himself, and regarded the contract as good as signed. But just to clinch it and have a perfectly sure thing on the old man, it occurred to each of the drummers that an additional contribution was indicated by the symptoms. All their small bills were exhausted by this time and nobody had the nerve to make change out of the box. One of them put in his I. O. U. On this occasion, also, the box traveled up and down the pew several times, and when it was finally withdrawn pretty nearly every man there had made up his mind that he would have to borrow some of it back from old Sam in order to get out of town.

When the drummers called at old Sam's office next morning, each one of them believed that the contract was his, because he had bought and paid for it. But old Sam met them with a smile which shed even more of the light of Christian charity than the smile that he had worn in the church, and said:

"Gentlemen, the disposition of my contract for bottles was determined by the events of yesterday. It is rare that

I allow business considerations to intrude upon my Sunday thoughts. But when our good pastor spoke so feelingly of kindness and charity and forgiveness, it made me feel that perhaps I had been hard upon that old son of a gun, Leblank. At any rate I decided that I would not hastily break off my arrangements with him, and so I have renewed the contract and have sent it to him this morning. I am pleased to have met you all, and will cheerfully bear witness to your devotion to the cause of religion. Come around once a year at least, and oftener, if you feel moved to do so."

The seven salesmen were taken out of the office in a comatose condition. They hate old Sam to a degree which makes him a very bad risk for a life insurance company.

But Rev. Mr. Styles, pastor of the church—who witnessed the performance in pew No. 17—thinks so well of Mr. Allerton on account of it, that he has given the old reprobate a testimonial to this effect:

"I have used one bottle of Allerton's Expectorant, and have raised the debt of the church."

HOWARD FIELDING.

The Wheat Market.

This cereal has remained in our local market in *status quo* at 52c per bushel, while at Detroit and Toledo, which are winter wheat centers, the price has receded about 1½c per bushel during the past week. The cause thereof is small exports. Rains in Kansas, also in California, and the fine growing weather generally, also the strikes throughout the country, have helped to depress the market. If the Coxeyites and Kellyites and all the other ites would go to work, instead of tramping, it would help matters in more ways than one. Not much wheat is moving from first hands, and only forty-five cars of wheat and twenty-six cars of corn were received in Grand Rapids during the week. The mills are using up the stock in store, however, and, as soon as seeding is over, we anticipate a freer movement in wheat. The great conundrum is: Why is wheat at this low ebb when we raised only 400,000,000 bushels, while corn is firm at an advance of 1½c over the previous week, and we raised about 1,800,000,000 bushels of corn, and yet, with this difference in amount raised, we still have the enormous amount of 68,425,000 bushels of wheat and only 14,566,000 bushels of corn in sight? The only solution is that wheat is more generally raised throughout the world and corn less, or, more plainly speaking, other countries do not raise corn as we do here in the United States, while they raise wheat. In years gone by, in the general market, the price of one bushel of wheat was equal to the price of two bushels of corn, while today corn brings 45c a bushel and wheat only 52c, which is rather a large change in these two cereals. How to change this remains for the agriculturists to solve. It looks at this moment that, if the weather keeps as favorable as it has been, notwithstanding the shortage of acreage, and the winter killing of wheat, the United States will raise as much wheat as last year. C. G. A. VOIGT.

FORTY PER CENT.

Remarkable Record Made by the City Sealer.

The city's fiscal year has closed, and reports from the various departments will soon be submitted. Among other reports there will, in all probability, be one from the Sealer of Weights and Measures. He will, doubtless, submit, among other things, the interesting information that he has collected the extravagant sum of \$385 and a few cents. He will also, no doubt, inform the public that his office has cost the taxpayers exactly \$1,023.55. He will not inform the public, however, that there are in the city about 800 places where weights and measures are in constant use and which he is supposed to visit in his official capacity, and from which he should collect something like \$1,500. Let it be remembered that the Sealer has turned over to the City Treasurer the sum of \$385 during the twelve months ending April 2, and that he could have collected \$1,500 or more, and it will be seen just how much work has been done by that official. Then if, say, 600 is taken as the number of places where weights and measures are used (although there are fully 800), it will be seen that, if he has visited them all during the year, he has collected but about 50 cents from each.

Here are the figures showing the receipts and disbursements for the fiscal year ending April 2, 1894:

RECEIPTS FROM BUSH.	
May 1, 1893.....	\$ 1 75
June 2.....	40 00
July 3.....	19 48
Aug 3.....	24 85
Aug 7.....	23 91
Sept. 4.....	44 47
Oct 2.....	5 68
Nov. 6.....	43 80
Dec. 4.....	35 50
Jan. 2, 1894.....	20 72
Feb. 3.....	37 14
Mar. 3.....	25 84
April 2.....	22 05
Total.....	\$ 385 19
PAYMENTS TO BUSH.	
May 3, 1893.....	\$ 5 00
June 2.....	85 00
July 6.....	85 00
Aug. 3.....	85 00
Sept. 7.....	3 55
Sept. 13.....	85 00
Oct. 4.....	85 00
Nov. 8.....	85 00
Dec. 6.....	85 00
Jan. 2, 1894.....	85 00
Feb. 7.....	85 00
March 7.....	85 00
April 5.....	85 00
Total.....	\$1,023 55

It should be stated that \$120 of this latter amount was for horse feed, and \$3.55 for sundries. The balance, \$900, was for salary. It is not contended that \$900 is too much money for the work to be done, but it is too much to pay for the work as it has been done for the past two years. Even if the Sealer has visited each user of weights and measures once each year, there has been no inspection worth the name, for, if a dealer means to be dishonest, he has ample time between the visits of the Inspector. It is the Inspector's duty to know who among the users of weights and measures are honest and who dishonest, and more time should be given to the latter than to the former; but the present Sealer has evidently gone on the assumption either that all are honest or that all are dishonest, for he has treated all alike. More than that, he has not inspected many of the scales and measures in twenty-four months. It is little wonder that so many people are clamoring for the abolition of the office, when the manner in which the present incumbent has performed his duties is taken into account. This would never have occurred if the work had been properly done. As it is, it

looks very much like an imposition for any man to ask the city for \$900 a year for which he gives next to no return. It shows, likewise, a high degree of assurance in the man who is willing to take the money under such circumstances; but the present Sealer seems to be equal to the emergency. There is one consolation, however—he has served his last term in the office. Mayor-elect Fisher, with the facts before him, will hardly care to reappoint him, and a new man will probably take the office in a few weeks. THE TRADESMAN has several times within the past eighteen months exposed the utter inefficiency of the present Sealer, and because of these exposures by this journal, Mayor Stuart requested him to resign. He at first promised to do so, but, after considerable delay and much urging from the Mayor, finally, in a somewhat pointed letter to His Worship, refused to resign, saying the Mayor might remove him if he would. The Mayor's duty in the premises was plain—he should have removed Mr. Bush from office. He did not do so, however, and the Sealer will hold office until Mayor-elect Fisher appoints his successor. He has, since the spring elections, circulated a petition which he presented to Mr. Fisher, praying for reappointment. In view of his record, this evinces a degree of hardihood which even those who know him best did not know he possessed. The city does not want any more of the Bush brand of inspection of weights and measures, and will be glad to dispense with his services at the earliest opportunity. Someone has suggested an investigation into the affairs of the office. That is entirely unnecessary. No one has even hinted that the Sealer is dishonest—he is woefully incompetent, and does not possess sufficient ambition to move him to do the work even as well as he knows how. Whether he possesses sufficient intelligence is a question which THE TRADESMAN is not disposed just now to discuss.

Laying Things Down.

"There is a science in doing small things just right," said a business man a few days ago, "and I notice it in my office."

"I had two office boys there whose main duty it was to bring me notes or cards that were sent in to me, or to fetch things that I wanted to use."

"One of these boys, whenever I sent him for a book or anything heavy, would walk rapidly by my desk and toss it indefinitely toward me. If it happened to miss me and land on the desk it was all right. If it fell on the floor the boy always managed to fall over it in his eagerness to pick it up."

"Then if he had a letter or card to deliver he would come close up to the desk and stand there scanning it over with minute care. This being concluded he would flaunt it airily in my direction and depart."

"The other boy always came and went so that I could hardly hear him."

"If it was a book, inkstand or box of letters, he would set it quietly down at one side of the desk."

"Letters and cards were always laid—not tossed—right where my eyes would fall on them directly."

"If there was any doubt in his mind about whether he ought to lay a letter on my desk or deliver it to some other person in the office, he always did his thinking before he came near me, and did not stand annoyingly at my elbow studying the letter. He understood the science of little things."

"When New Year's came he got \$10. The other boy got fired."

The man who likes to hear himself talk is the only one who cares to hear him.



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

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

The Waish-DeRoo Milling Co.,

HOLLAND, MICH.

To Clothing Merchants.

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

Write our Michigan agent, WM. CONNOR, box 346, Marshall, Mich., to call upon you at any time, or meet him at Sweet's Hotel, Grand Rapids, Mich., on such dates as he announces in this advertisement. Customer's expenses allowed. Mail orders promptly attended to. Established 37 years.

Michael Kolb & Son,

Wholesale
Clothing
Manufacturers

ROCHESTER, N. Y.

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.

PEDDLERS' LICENSE FEES.

How They Can Be Simplified and More Easily Enforced.

Next Monday night the newly elected Common Council will hold its first session, the various standing committees will be announced by Mayor-elect Fisher, and the business of the city will pass into the hands of the new administration. The consideration of the license question and the fixing of the fees for licenses for the ensuing year will, of course, be taken up by the new License Committee.

A word concerning the work of the past year in connection with the enforcement of the peddling ordinance may not be out of place. Previous to the beginning of the last fiscal year, the schedule of fees for licenses was thoroughly revised and several important changes were recommended which materially increased the amounts to be paid as fees by hucksters of fruits and vegetables. These recommendations were favorably received by the Committee on Licenses, were incorporated in the report of that Committee, and adopted by the Council. Following the promulgation of the schedule of fees, various city officials were interviewed and the work of enforcing the ordinance strenuously urged. The response was hearty and immediate, with the effect that in a short time the Police Court was crowded with peddlers who had been arrested for peddling without license. They pleaded ignorance of the law, claimed that the fee was exorbitant, and said they were too poor to pay the amount; pleaded everything, in fact, that might in the least mitigate their offense against the law, but without avail. They were compelled to take out licenses and pay the fee. All summer long this fight was kept up, as the peddlers seemed determined to evade the law and destroy its usefulness. They were checkmated at every move, however, and the season closed with complete victory for legitimate trade.

Let it be said here, that there is no intention to drive the peddlers out of business. They are accorded the privilege, common to all citizens of this country, of earning an honest living for themselves and their families, and the laws of the land will protect them in the enjoyment of that privilege. At the same time they must remember that that protection costs money and that they should pay a just proportion of that cost. That is our object in view in asking a fee for their license. Then, again, the business is of such a nature that it imperatively demands police supervision and inspection. This also costs money, and is another reason for the imposition of a fee.

The experience of the past year clearly demonstrates one thing, however, and that is that the present schedule is of so complex a nature as to make it next to impossible for the police to properly enforce the ordinance. At present fruits and vegetables are in separate classes and berries in a class distinct from fruits. Then stands, wagons and baskets are separated. This makes it necessary for the police to know, first, that a peddler has a license; then, whether his license is for selling berries, vegetables or fruits; and, last, whether it is for a stand, wagon or basket. An officer cannot be expected to remember the features of all the peddlers whom he interviews, nor can he be expected to remember the particulars of their licenses,

So that, in order to know whether a peddler is selling in his proper class, he must examine the license every time he meets the peddler. This entails an enormous amount of work upon the police force and makes it easy for the peddler to dodge the law. Frequently a man would be caught selling berries whose license was for selling fruits; another, who had taken out a vegetable license, would be seen selling fruits, and the task of keeping them in order was endless. To obviate this difficulty and simplify and lessen the work of the police department as much as possible, certain changes in the schedule are necessary. In the first place, there should be fewer classes of licenses. Fruit and vegetables should be combined in one class, so that when a peddler takes out a licence he can sell what he pleases, according to the season. Then the distinction between berries and fruits should be done away with and berries classified with fruits where they properly belong. This change should be of great benefit to the peddlers, as it will enable them to sell during almost the entire year. Under this change, the first class would be wagon peddlers, and the second class would be basket peddlers. Including in the second class would be hand-carts, which in the past have always been regarded as wagons. It is recommended that the fee for the first class be left, as at present, at \$50, which, considering that they will have, if the proposed changes are adopted, the privilege of selling fruits and vegetables indiscriminately, is far from being exorbitant. A fee of \$30 is recommended for the second class. This is an increase of \$10, but the basket peddlers will have the same privilege as wagon peddlers, and, in addition, may sell either from a basket or a cart. No change will be necessary in the fee for stand licenses, many of the owners of stands having expressed themselves as satisfied with the present fee of \$50. If these changes are made, it will simply be necessary for the police to know that each peddler has a license, and this would be sufficiently evidenced by a compliance with the provision of the ordinance, which requires each licensee to put his name and the number of his license on his wagon. The ordinance should be so amended that the last named provision shall apply to basket and hand cart peddlers, as well as to the wagon men. It will cost a peddler next to nothing and will be of immense advantage to the police.

THE TRADESMAN urges, as a further and necessary amendment to the ordinance, that each applicant for a license be required to give a bond, with good and sufficient security, for the proper observance of the ordinance, and also to cover any damage or loss which may occur to purchasers of his goods. To illustrate the meaning and necessity of this: A peddler on the West side purchased a large lot of bad eggs. Taking a few good eggs with him as samples he went from house to house, and was successful in disposing of a good portion of his stock. Calling finally upon a certain grocer, he succeeded in unloading twenty dozen of his eggs. Not one good egg was found in the lot, and the dealer made complaint against the peddler, for selling bad eggs. He was arrested and convicted, but the dealer was out the amount he paid for the eggs, as were the rest of the purchasers. If the peddler

had been required to give a bond for the indemnification of those who might purchase bad eggs or decaying fruit and vegetables, no one would have lost, and the peddler would have been punished. It is possible that this amendment can be made by a resolution in the Council, and, if so, it will make it unnecessary to touch the ordinance this year. This matter should be presented to the incoming Committee on Licenses at its first meeting, so that the Council may take action upon it when it considers the first report from the Committee. The matter is now, unofficially, in the hands of a joint representative Committee of the Retail Grocers' Association and the Peddlers which will meet this week, and an amicable agreement will, doubtless, be reached along the lines laid down in this article. If the two interests can come to terms and agree upon the necessary changes in the schedule, it will have a considerable and positive bearing upon the enforcement of the ordinance.

FUNNY, BUT FORMIDABLE.

There has been no fact in American history within a decade or two which has furnished so much fun for the press and public as has the Coxey army.

The witty writers have lampooned it with their pens, and the comic artists have transfixed it with their pointed pencils, and since Falstaff's ragged regiment was made the butt of the great master's humor, nothing in the same line has proved so funny.

But there is a serious side to all this fun, and, perhaps, a tragic one.

There is something absurd in the idea that a straggling gang of unwashed and unworthy tramps should go to Washington to teach lessons in statesmanship to the great and wise patriots assembled in the national capitol. There was some sort of sense in sending Falstaff's debauched rascals to fight Harry Hotspur, for even such scum will make food for gunpowder. Poins, Bardolph and Nym might stop a bullet as well as better men, but there is something irresistibly ridiculous in sending such a crack-brained creature as Coxey, and such a loafing lubber as Buckskin Browne, to instruct Congress in legislation.

But funny as all this is, there is a serious side to it.

The country is suffering from a terrible commercial and industrial depression. Many mills and factories have stopped work, and others have been working from hand to mouth. Hundreds of thousands of people are out of employment. It is estimated that the unemployed will amount to a million. Certain it is that there is great distress among the working people, and thousands of them have been living on charity through the entire winter. It is under these circumstances that the suffering people are looking to Washington. It is under these circumstances that they have commenced to flock to Washington, and for what?

For relief which never comes, for relief which cannot come, from a debating society of politicians.

Unfortunately, the people have been taught that the Government is not a mere agency to do their business, but a paternal power to support them and provide for their wants. It is not the business of Congress to distribute money among the population; but its proper function is by legislation to enable the

people to help themselves, to start up the wheels of industry, and, by their labor, to support themselves and make the country prosperous. But the distressed people are not asking legislative wisdom so much as they are seeking actual bounty from the Government.

And they who are flocking to Washington are not alone Coxey and his army. There are half a dozen such armies moving from all quarters of the country on the national capital. They are ragged, but rags are the banner of their cause, and that cause is relief from poverty and suffering. Their rags will excite loathing rather than sympathy at the capitol; it is reported that imprisonment and other penal treatment await their arrival. This may be so; but it must not be forgotten that they are citizens in the act of petitioning Congress. The political authorities that shall countenance criminal treatment to these people, who may be guilty of no other crime than begging help from their National Government, will be heaping up wrath for the day of wrath.

Already there is something formidable in the movements of these people. They have captured the trains of great trunk-line railways, and secured by violence transportation across the country. There is nothing comic in that. The railways, in retaliation, have sidetracked these stolen trains in the midst of arid deserts, where the intruders were left to starve. There is no comic feature in that. The determination of these people, at any risk and at every cost, to force their way to Washington is far from possessing any ludicrous characteristic. It is, on the contrary, most serious. It is more than this—sinister. It is an expression of profound discontent and unrest on the part of great masses of the people. The Coxeyites are the froth and scum on its surface, but under that wretched drift that has floated to the surface there may be the movements of a profound and dangerous upheaval.

It may be all right to laugh at Coxey and his comical crew, but it is wise to beware of the possible flood on whose surface they are the foam. That which is beneath may be vastly more formidable than funny. FRANK STOWELL.

A Novel Decision.

Four men in India, partners in business, bought several bales of India rugs, and also some cotton bales. That the rats might not destroy the cotton they purchased a cat. They agreed that each should own a particular leg of the cat, and each adorned with beads and other ornaments the leg thus apportioned to him. The cat by accident injured one of its legs. The owner of that member wound around it a rag soaked in oil. The cat, going too near the hearth, set this rag on fire, and, being in great pain, rushed in among the cotton bales, where she was accustomed to hunt rats. The cotton and rugs thereby caught fire, and they were burned up—a total loss. The three other parties brought suit to recover the value of the goods destroyed against the fourth partner, who owned this particular leg of the cat. The judge examined the case, and decided thus: "The leg that had the oiled rag on it was hurt; the cat could not use that leg; in fact, it held up that leg, and ran with the other three legs. The three unhurt legs, therefore, carried the fire to the cotton, and are alone culpable. The injured leg is not to be blamed. The three partners who owned the three legs with which the cat ran to the cotton will pay the whole value of the bales to the partner who was the proprietor of the injured leg."

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Locke—Price Bros. succeed L. G. Royce in general trade.

Ewen—W. J. Keith succeeds Wm. Le Roy in the meat business.

Milan—J. Marwisky has removed his general stock to Elmore, Ohio.

Edmore—Thos. Regis succeeds F. H. Geiger in the harness business.

Millington—Hawks & Co. succeed H. A. Beach & Sons in general trade.

Pontiac—S. A. Pratt succeeds S. A. Pratt & Co. in the laundry business.

Hillsdale—Madden & Co. have sold their meat business to D. B. Kinyon.

Owosso—Shelton & Curry, grocers, have dissolved, C. H. Curry succeeding.

Pierston—S. M. Geary has removed his general stock from Maple Hill to this place.

Edmore—Regis & Burgess, grocers, have dissolved, John S. Burgess succeeding.

North Farmington—Wm. M. Boughner succeeds Mark B. Armstrong in the grocery business.

Fremont—John J. Klooster has removed his hardware stock from Muskegon to this place.

Muskegon—S. Cascini is succeeded by Andrew Beucus, of North Muskegon, in the fruit business.

Grand Haven—Knight & Decker, hardware dealers, have dissolved, Isaac Decker succeeding.

Bellevue—T. P. Martin & Co. have purchased the hardware stock of Evans & Hare, dealers in general trade, lumber, grain and wool.

Kalamazoo—A. L. Blumenberg has retired from the Hanselman Candy Co. Geo. Hanselman will continue the business under the same style.

Lake Odessa—Dr. M. Crane has purchased the interest of his partner in the general stock of Crane & Cox and will continue the business under his own name.

Croswell—Arnot & Son, dealers in drugs and groceries, and Alfred Edgar, tailor, have consolidated their stocks and joined hands under the style of Edgar, Arnot & Son.

Eaton Rapids—Frank Godding, formerly of Onondaga, has purchased an interest in the drug firm of Geo. D. Wilcox & Co. The business will be continued under the style of Wilcox & Godding.

Hamilton—J. Fisher & Son have sold their grocery stock to Klomparsen & Brower, who have consolidated it with their general stock. Fisher & Son will devote their entire attention to their drug business.

Detroit—There has always been a good deal of feeling between the wholesale grocers and produce commission merchants here regarding encroachments on the territory of each other. Not long ago a movement was started by which it was hoped that the troubles would be forever ended by the grocers refusing to handle butter and eggs and leaving the produce field to the commission men. This, however, fell through, and the Woodbridge street people have been feeling ever since that they were not being properly treated. Last Thursday the grocers asked the Produce Exchange to join in a movement to charge for cartage in delivering goods in the city, and for packages when new, and also to pay no exchange on drafts. The produce people brought the proposal up for action at

their regular meeting and resolved to take no action on it until the abuses perpetrated by the grocers in handling butter and eggs without charging commissions, and also in buying fruits in the same way for their customers, be discontinued. The produce men feel very indignant regarding the action of the grocers, and will do everything in their power to make them keep within proper boundaries.

Manistee—A statement has been sent to the creditors of Stone & Christensen by the assignee, Fred Lindholm, which is a fair sample of how the assignee gobbles up pretty much all the assets in at least some failures. The claims in this case aggregated \$2,258.61. The assets realized a total of \$1,776.60, which was considerably in excess of the appraised value, which was \$1,263.48. The two partners were allowed their exemption of \$250 each, preferred claims aggregated \$320.40, while the assignee's fees were \$195, attorney's fees were \$195, recording fees, \$6.65 and the expenses of sale \$364.65, leaving an actual deficit of \$99.68 in the sum necessary to discharge the preferred claims. The creditors who filed claims will probably kindly chip in and assist the assignee to make these good while they whistle for their own claims, which range from \$158.85 down. The cost of selling \$1,526.64 worth of goods, according to the statement, was \$684.65. The insolvents probably could have done better than this. If the creditors fail to protest against the allowance of this amount they will scarcely be true to their own interests. This can yet be done before the Circuit Court at Manistee, as the matter is to be presented on May 21 for approval or rejection.

MANUFACTURING MATTERS.

Detroit—The Michigan Confectionery Co. has increased its capital stock from \$30,000 to \$40,000.

Coleman—Mason & Willis have put up a shingle mill near this place, which is about ready to start.

Cecil Bay—L. T. Dickinson started his sawmill here last week. He has a shingle mill in connection, with a capacity of 125,000 a day.

Muskegon—Hackley & Hume, who have been operating in Clare county eight years, finished hauling the last of their timber last week.

Sanford—Eugene Rounds is building a shingle mill here where he has timber for a five year run. The mill will have 30,000 feet capacity.

Seney—The Manistique Lumbering Co. and Manistique Railroad Co. will soon remove their offices and warehouses from Seney to Grand Marais.

Ludington—The Ludington Shingle Co. contemplates starting its mill sometime this month. The company at a late date had 7,000,000 shingles on dock, and is not in a hurry to pile up more until it makes sale of product on hand.

Ludington—The Cartier Lumber Co. is receiving logs over the Flint & Pere Marquette Railway, the company having 5,000,000 feet to come by that means. The Danaher & Melendy Co. is receiving logs from Tallman Lake over the same line, and will transport its entire season's stock in that way. The Pere Marquette Lumber Co.'s mill will also be stocked by rail receipts.

Manistee—Unless hemlock operators peel more than they calculate to at

present, there will not be so many available hemlock logs another season, as it has got to a point now where it does not pay to handle hemlock unless a profit can be made on the bark as well as on the logs. Buyers think that \$7.50 is just about the figure for bark while sellers think that \$8.50 would be nearer the mark.

Menominee—A new system of lumber shipping will be inaugurated here in about two months, when it is expected that the transfer boats of the Toledo, Ann Arbor & Northern Michigan Railway will be running between here and Frankfort, to connect with the east. These boats are capable of taking on board twenty-six cars each, and enough lumber has been guaranteed to keep them running the year round.

Purely Personal.

L. Pauly, the St. Ignace druggist, is dangerously ill and late reports from his bedside are to the effect that death is hourly expected.

S. A. Sears is half beside himself with joy over the success of his new mixture, which he has given the euphonious cognomen of "Royal Toast."

Arch Cameron, Manager of the Cameron Lumber Co., of Torch Lake and Central Lake, was in town several days last week. Mr. Cameron is a genial gentleman whose visits are greatly enjoyed by reason of the fund of sturdy good sense and genuine Scotch wit which he possesses.

J. E. Mailhot, the Manistee grocer, recently forgot that he was summoned to serve on jury in justice court and failed to put in an appearance at the time stated in the notice. A plea of forgetfulness failed to work with the hard-hearted magistrate, who fined him \$5. The fine was paid.

Lester J. Rindge (Rindge, Kalmbach & Co.) now appears before the people in a new role, that of milk dealer. He has purchased a herd of choice Jersey cattle from the Hood farm, at Lowell, Mass., and the W. H. Haley farm, at Millington, Mass., and will soon have a herd of forty milch cows, most of which are pure bred Jerseys. The cattle are kept on his 140 acre farm, one mile this side of Grandville, where he has erected new barns and put in all the latest improved appliances for conducting scientific dairying. His tenant will care for the cattle and milk and furnish city patrons a choice article of Jersey milk in quart and pint bottles. Mr. Rindge takes great pride in showing his farm and surroundings to his friends, and a visit to Grandville is incomplete without an inspection of his premises.

From Out of Town.

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

Chas. L. Harrison, Lisbon.
A. S. Frey, Lakeview.
J. M. Earle, Belding.
A. Norris & Son, Casnovia.
F. H. Vinton, Williamsburg.
W. H. Price, Lyons.
Cameron Lumber Co., Torch Lake.
Liebler & Son, Caledonia.
Frank Hamilton, Traverse City.

First Cost a Trifle Higher, But—
You don't want to be constantly annoyed by a leaky roof. We guarantee every roof for five years. That doesn't mean merely that we keep the roof in repair, but that your roof will be perfect at the end of that time. H. M. Reynolds & Son.

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 \$1.50 to \$1.66 holding hand picked at \$1.70 to \$1.80.

Butter—Supply is only medium. Choice dairy Cabbages—Floridas bring \$2 per crate. The supply is only moderate.

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

Cucumbers—Are down 50c, the selling price being \$1 per doz. at present. Home grown have reached the market, and prices are on the down grade.

Eggs—No effort is made to get eggs, dealers claiming that there is not enough in them at present figures. There is the buying price and the selling.

Field Seeds—Medium and mammoth clover \$5.85 to \$6, scarce; Alsike, \$7 to \$9; Alfalfa, \$6.50; Timothy, \$2.10 to \$2.15; Red Top, \$2 to \$2.70; Orchard grass, \$1.60 to \$1.70.

Honey—White clover, 14c; buckwheat, 12c. Lettuce—Is still in good supply. Dealers pay 8c, holding at 10c per lb.

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

Maple Syrup—Dealers are paying 85c per gal.

Onions—Old are about out of the market and are up 10c, being now held at 60c per bu. Cubans and Bermudas bring \$2.50 per bu. Green bring 10c per doz.

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

Spinach—Is in good supply and held at 75c 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—Is getting to be a drug on the market. It has dropped fully one half during the past week, 25c being the best dealers could get for it. It is on the down grade.

Pineapples—The supply is good, though prices have remained stationary, No. 1 bringing \$2 per doz. and other sizes in proportion.

Potatoes—Dealers have advanced prices another 10c holding at 85c. Not many reach this market, though dealers claim that potatoes are plentiful in Northern sections of the State. But growers will not let them go, saying they will get \$1 for them if they hold them long enough. Perhaps they will—and then again perhaps they won't. Potatoes are poor keepers in warm weather, which seems now to have fairly set in. If they begin to grow in the pits, as they are almost certain to do, or if they begin to rot, which they may do, then it will be all up with farmers' hopes of higher prices. New potatoes are now in the hands of all the dealers, and though the price, \$2.25 per bu. is somewhat against them at present, yet they are certain to come down in the near future, and old will have an increasing quantity and falling price of new to contend with. Still old may go higher than they are at present, though it would seem to be the part of wisdom for the growers to take 75c for their stock. The report that a carload was sold in this market for \$1 was purely imagination of the reporter. The highest price obtained so far was 9c and that for only one small lot. There has been no change in price for several days, and some dealers are inclined to the opinion that high water mark has been reached. The drop of 25c in new, noted above, is significant, and a short time will see them nearly on a level with old.

The Globe Match Co.,



MANUFACTURERS OF

MATCHES and MATCH MACHINERY.

WE CAN DO YOU GOOD. SEND FOR SAMPLES and PRICES

GRAND HAVEN, MICH.

See quotations in Price Current.

GRAND RAPIDS GOSSIP.

Chas. Thoma has opened a grocery store at 67 Pearl street. He will make a specialty of butter and eggs.

W. W. Cushman has opened a grocery store at Clarksville. The Ball-Barnhart-Putman Co. furnished the stock.

T. H. Lees, hardware dealer at Harrison, has put in a line of drugs. The Hazeltine & Perkins Drug Co. furnished the stock.

W. S. Kenyon, the "boy" grocer, at 201 West Bridge street, has added a line boots and shoes. The Herold-Bertsch Shoe Co. furnished the stock.

Dennis Bros. have purchased the J. C. Hill grocery stock and will add lines of general merchandise. The business will be under the personal management of W. A. Dennis, of Kingsley.

The Visner Candy Co. will open a confectionery store at 66 Canal street the latter part of next week. J. P. Visner is now in Chicago, selecting the stock from the establishment of John A. Tolman Co.

W. H. P. Roots has purchased the interest of C. A. Cumings in the Commercial Credit Co. and taken an active part in the management of the business. Mr. Roots hails from Saratoga Springs, N. Y.

Cornelius Mast has opened a dry goods and grocery store at Worcester, five miles north of Fremont. P. Stekete & Sons furnished the dry goods and the Olney & Judson Grocer Co. furnished the groceries.

Lewis Newberry and Fred D. Shiell, lately with the Morton Baking Co., of Detroit, have opened a bakery at 502 South Division street, corner of Fifth avenue. The style of the firm is Newberry & Shiell.

G. T. Haan and Ben. Schrouder have formed a copartnership under the style of Haan & Schrouder for the purpose of placing on the market Lemo-Seltzer, a new headache remedy, and a number of other pharmaceutical preparations.

Base ball is once more in full swing, and the base ball crank is again abroad in the land, and about all that can be heard in office, store or hotel is "Great hit," "Well caught," "That was a hot one," and "Slide, Kelly, slide." The air is full of "base hits," and "home runs," and "foul tips." The same old chestnuts are heard, too. The clerk says his mother-in-law is sick, and not expected to live, and asks to be excused for the afternoon; the "old man" is not feeling very well, and thinks he will go home; and the clerk and the old man find themselves side by side on the grand stand, watching the game. Great sport! But it is not something of a nuisance as well? Business men neglect their business and employes their work—all to see a number of men knock a ball all over a field and run themselves out of breath in the endeavor to get back before the ball does. People come from a distance to do business and go away without accomplishing their purpose, because those they want to see are at the ball grounds. There can be no objection to base ball, but it is carried away beyond reason, and is becoming a serious detriment to business. The people are surely going base ball mad. Something must be done, or it will be necessary to suspend business during the summer season and let everybody "play ball."

From present appearances it is unlikely that the bank clerks will secure their coveted Saturday half-holiday. The refusal of one and the evident disinclination of another bank to accede to the request is the principal reason assigned for the failure of the movement. Then it is understood that a number of prominent business men objected in somewhat forcible language to being inconvenienced to such an extent as would be the case if the banks closed their doors Saturday afternoon. An amusing feature of the movement is the alleged interference of certain trades unionists. They have taken it upon themselves to say that the bank clerks shall have their holiday and are attempting to coerce the directors of the various banks into compliance. What possible interest have they in the matter? Banks are not the kind of institutions in which these demagogues and jawsmiths deposit their earnings, if they ever earn anything, and, if the banks depended on such as they for their business, they would not only close their doors Saturday afternoon, but all the rest of the week and for all time. There are many industrious and frugal workmen who have business with the banks and the closing of these institutions on Saturday afternoon would be a great inconvenience to them; but they are not the kind of men who interfere in what does not concern them, although, perhaps, many of them are members of unions. They work hard six days a week, and on Saturday evening deposit their savings in the banks. But the agitators, the men who seldom work themselves, and do their best to keep other men from working, who have no savings to deposit, at least in the banks, and who, therefore, have not the slightest interest in the matter, are the men who presume to say that the banks shall close up every Saturday afternoon, to the great inconvenience of business and of a large number of sober, honest, hardworking laboring men. It is very amusing, and just a little aggravating, and is sufficient to stamp the movement with the disapproval of every honest man in the community.

The Grocery Market.

Monday, April 30, five additional States joined the twenty-three in which the equality plan of handling sugar was already observed—Indiana, Illinois, Wisconsin, Iowa and Minnesota. At the same time another innovation went into effect in Illinois, Wisconsin, Minnesota, Iowa, Indiana and Michigan—an agreement to charge 2 cents per 100 pounds for cartage on all goods except sugar; an agreement to charge for boxing in the case of all new packages and an agreement to make no allowance for exchange or express charges on remittances. Under the present arrangement the price of sugar is fixed by a committee of sugar refiners, which price the jobbers agree to maintain at all times and under all circumstances. This arrangement is commendable from at least one standpoint—it holds the price steady, enables the small dealer to purchase as cheaply as the large merchant and places the retail trade in a position to obtain a reasonable profit on the staple by means of local combinations and agreements. So far as the cartage matter is concerned, THE TRADESMAN is already on record, and it remains for the retail trade to meet the condition in man fashion, as no

amount of opposition will avail anything against the impregnable position now taken by the wholesale trade.

Sugar—The trade was treated to a surprise party Monday morning by way of a decline of 1-16th to 3-16ths, granulated going off 1/8c. The decline probably resulted from the depressed condition of raws, which declined steadily all last week.

Hogs—Receipts of hogs were 40,000 less than for the previous week, the figures being 220,000 for last week and 260,000 for the previous week, making a total since March 1 of 1,955,000 against 1,205,000 for the same period last year. The week's export clearances of hog products show a gratifying increase, the total being 21,098,000 lbs. against 9,979,000 for the corresponding week last year. The exports of provisions for the month of March footed up the handsome total of 147,165,000 lbs., valued at \$15,945,000. Contrary to expectations prices of hog products have remained stationary, there being no change of any importance to note. Stocks in packers hands remain large, and, though exports are satisfactory, domestic trade has naturally decreased. Prices, however, are as low as they will be, and may be expected to go higher.

Fresh Meats—Business in fresh meats has been fair, all things considered, and prices have not changed much either way.

Pork—Loins have dropped 1/4c. Through a mistake of the printer shoulders were quoted at 9 3/4c last week. It should have read 6 3/4c, which are present quotations.

Leaf Lard—Is up 1/8c.

Oranges—Good stock is rather scarce and prices are held very firm. An advance of from 25 to 50c per box, according to grades, was made last week and everything at present points to another advance. A few Californias are being put into cold storage, but this will not be done to any extent, as any kind of fruit melts down very rapidly after being stored in a refrigerator. The local market is well supplied with Seedlings, but the visible supply of Navels is small, and Coast prices are so high that it is doubtful if many more are ordered forward.

Lemons—Are still very low. The prices realized at the auctions do not warrant the heavy shipments that were being offered and the importers must, of necessity, feel blue over the net returns made to them. The demand is improving with the warm weather and better figures are sure to be asked very soon.

Bananas—The demand increases with the season, and, so far, all shipments have reached our market in prime condition. The ripens have been very scarce, which fact places the wholesaler in a position to handle the fruit to the very best advantage. When the good hot weather arrives, conditions will be different and the peddlers will thrive. There was a scarcity of fruit ripe enough to ship during the latter part of last week, but all local dealers have good stocks at present and orders this week will be executed promptly as received.

Peanuts—The Association has its lines well in hand and the advance in price last week is more than liable to be followed with another advance very soon. The stock has been held at figures which left very small margins for the cleaners for several months, but

now that they have banded themselves together and exemplified the saying, "In union there is strength," it is not to be wondered at that they feel like setting the stakes a little further out and adding a little to the general fund. Those who have not bought can still do so to advantage, as present prices will not be maintained but a short time.

Cocoanuts—In good supply at a slight advance from last week's quotations.

Dates—Selling fairly well, but at this season of the year are not moving over briskly. Light stocks are held all around. Prices are steady.

Figs—Prices unchanged. Quality is excellent and the fruit cheap.

FOR SALE, WANTED, ETC.

RELIABLE PHYSICIAN CAN FIND A good location in Alanson, Mich. 612

PLANING MILL—WE OFFER FOR SALE the North Side Planing Mill, which is first-class in every respect, or will receive propositions to locate the business in some other thriving town. Correspondence and inspection solicited. Sheridan, Boyce & Co., Manistee, Mich. 613

DRUG STORE FOR SALE—INVOICING about \$2,000. Good business. \$500 cash, balance on time. Address Bookkeeper, 4 and 6 Pearl St., Grand Rapids, Mich. 615

FOR SALE—WELL ESTABLISHED MILLinery business in the finest location in Grand Rapids. A rare opportunity. Real Estate taken for part payment. Address J. W., care Michigan Tradesman. 611

FOR SALE—A CLEAN STOCK OF DRUGS with a small line of groceries, invoicing \$35.00, of good clean goods. Sales last year, \$12,000. Good town of 300 inhabitants. No competition, and in the finest section of country in the State. Address Pierce & Lee, Climax, Mich. 614

FOR SALE CHEAP—STORE AND DWELLING in first-class location in town of 1,000 inhabitants. Address E. L., box 118, Thompsonville, Benzie Co., Mich. 293

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 STORE 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—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

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

WANTED—TO BUY FOR SPOT CASH, OR unencumbered 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. 820

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

Men's Furnishings in the Dry Goods Store.

C. G. Phillips in Dry Goods Economist.

Have you duly considered the difficulties and drawbacks to the successful management of a men's furnishing department in a dry goods store? They exist and are of a notably different nature from those encountered in any other department. In many stores the department is not a men's department at all, but a convenience for ladies who shop for their husbands or friends, and the strictly men's trade is exceedingly limited. This is all perfectly right as far as it goes, but why not go further and get the gentlemen to come your way? Possibly because many men consider a dry goods store a woman's store, and dry goods merchants have done little to overcome that idea or make a bid for their trade. Dry goods windows are, of course, largely devoted to the display of women's wear. But when the men's department gets a show the facilities for displaying the goods are not to be had; consequently the goods are put in such a style that their true value and attractiveness are lost and "ladies only" is rather emphasized than otherwise by the display.

If dry goods stores are to compete for the men's trade with the furnishing stores they must fit up their show windows and furnishing department with facilities for the proper display of men's goods. Overcome that nondescript appearance in your displays and give them character.

What same merchant would think of showing cloaks on the millinery stands or smoking jackets on corset forms and expect them to present a salable appearance? Your men's furnishing department should occupy a prominent and easily-found position if you want to encourage male patronage. If it is not immediately in front of the door, hang up plain signs directing seekers the right way. A window outfit suitable for the display of nearly all kinds of men's furnishing goods will cost no more than the extra sales it will make in one year would pay for. And the same outfit can be used for many other departments.

But that is not all. The goods being more advantageously displayed will sell quicker. You can turn over your lines more frequently. You will have far less old stock, and, therefore, smaller loss in cleaning up odds and ends. This of itself would soon pay for the display fixtures.

A good reason why men don't care to patronize dry goods store furnishing departments is because so many of them are little better than a chaotic conglomeration of odds and ends, broken, ill-assorted lines of old-style goods and little that is up to date and attractive. This is due to poor buying rather than to negligence in cleaning up stock. Staple lines are bought, partly sold, and then, instead of being renewed, others not any better are put in their place, making two lines to close out, instead of keeping one up. How many lots of underwear, shirts, collars, etc., are kicking about your department, due to changing onto new lines and not cleaning up to the "bitter end" the old one? Look the market over; secure good staple lines of everyday goods; keep them filled up; don't change on account of some whim, and you will have less stock to carry, fewer broken lines and less old stock.

Corn Makes Good Beer.

The representative of the Agricultural Department in Europe, John Mattes, has transmitted to the Secretary a preliminary report of experiments made at the German Brewing School, at Worms, Germany, in utilizing corn for brewing purposes. He says the experiments have been satisfactory, and the experts and brewers consider the beer product as of the best quality. Satisfactory experiments have also been made in Denmark. Considerable interest is taken by the Department in the experiments, for if successful this country may export large quantities of corn to northern Europe. Agent Mattes has gone to Vienna to represent the Department at the international food exposition to be opened this month.

Use Tradesman Coupon Books.

Dry Goods Price Current.

Table with multiple columns listing various goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, GANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, and various other textile and clothing items with their respective prices.

Table listing various goods under categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANNAS AND PADDING, DUCKS, WADDINGS, SILSIAHS, SEWING SILK, HOOPS AND EYES—PER GROSS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS.



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 Serew. WRITE FOR PRICES.

WM. BRUMMELERS & SON, Manufacturers and Jobbers of PIECED AND STAMPED TINWARE, 260 SOUTH MONIA 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 PAS-OLT, SAGINAW MICH.

Mr. Reynolds' Impressions of California.

M. H. Reynolds, of the firm of M. H. Reynolds & Son, returned recently from an extended trip through California. In conversation with THE TRADESMAN on the state of trade on the Pacific coast, Mr. Reynolds said:

"Heavy frosts in January materially injured the orange crop in Southern California and at present that country is suffering from drought, as so far this year there has not been more than half the usual rainfall. The raising of sugar beets promises to be an important and profitable industry in the not distant future. The soil of the Santa Anna valley produces more beets to the acre, and larger ones, than any other part of the world. Anaheim is the center of the beet sugar industry of the valley. The sugar making plant in that town is being enlarged and preparations are being made to largely increase the output. Barley is the chief cereal crop of that part of the State, with some wheat and corn. Vegetables grow much larger in California than in Michigan, especially pumpkins, which grow to an enormous size. One of the commonest size would easily fill a bushel basket. The yield is so great that one can cross a field without stepping on the ground. Alfalfa and barley straw (called barley hay in California) are the principal fodders. General business was somewhat dull, but that is the condition in Michigan as well as in California and is due to the same causes. The dullness was especially noticeable in agricultural communities, as the dry weather did not warrant farmers in expecting even the usual crops, and they were not in the mood to do much purchasing. Tourists are one of the most prolific sources of revenue to Californians. In every town we visited the hotels and boarding houses were full of sight-seers and health-seekers. They spend their money freely and seem bound to see everything worth seeing. The climate is, of course, the chief attraction, which, after a taste of Eastern winter weather, is simply delightful. We spent some time in the northern part of the State, taking in the mid-winter fair at San Francisco. It is a great fair, taken altogether, and a credit to the State and city. The buildings possess considerable architectural merit, and present a fine appearance. The exhibits are good, especially in the art and manufactures buildings. It has been a big thing for California and she will reap benefit from it for years. We had a good time in Frisco, visiting the various points of interest in and around the city. We visited Golden Gate park, the Cliff House, Seal Rocks, and Angel's Island, which is a military post. By the way, Colonel Slafter is in command at Angel's Island. He is an old army chum, and we had a good time swapping stories, and recounting our army experiences. We turned our backs on the land of the rising sun with genuine regret. We formed many pleasant acquaintances from whom we were sorry to part. But I don't want to live in California; I want to live in Michigan. California is all right in the winter, but I will back Michigan summer weather against the world. The man who wants better weather than we have in the summer is hard to suit. He won't get it in this world. I am glad to be at home again, and to see the old faces, and mingle

again in old associations. My wife and I went West as health-seekers, and I am glad to say that both of us return much improved in health."

My Ideal Hardware Store.

C. C. Fouts in the Hardware Dealer.
I think I am safe in saying that the average hardware dealer of to-day is as progressive as any merchant in any other line of business.

The old dingy iron store of a few years ago, with its small glasses and dark, gloomy interior, is being replaced by plate glass front and well-lighted interior. With the numerous excellent trade papers now published and the many good suggestions contained therein, all tending to make business more pleasant, attractive and profitable, he is certainly very short-sighted indeed who will not profit thereby. If I were to start into business again I would profit by past experience as follows:

I would secure the best location available on the busiest street, for the location has a great deal to do with the success of your venture.

I would fit up my store with neat, attractive fixtures, tastefully finished, with a very few growing plants and flowers about the windows and a bird or two to help out the effect.

My office would be small, but neatly and comfortably furnished, not a place for loafers, but a place for business; in fact, a business air should pervade the whole establishment, because that is what we are going to do, and do it strictly for cash, too. No use for a bookkeeper, for I should have no time to keep books and much less inclination.

The amount of business will not be so great at first, but I can lock the door at night with the satisfaction of having no bad debts to worry over.

I would spend most of my time in the front part of the store and learn to know my customers and their wants instead of leaving them to be waited on by a clerk.

My stock would be kept in good shape, the show windows always clean and attractive and changed at least once a week. My show cases would be attractively arranged and always scrupulously clean and well polished.

I would keep one or more lady clerks, who should have charge of the cutlery and silverware cases, because they are usually more careful and patient than men, and besides, many ladies prefer dealing with a lady clerk.

I would advertise liberally, but not extravagantly, using newspapers and circulars mostly, but my best advertisement would be my uniformly low prices, which I could make low on account of buying and selling strictly for cash. All these things being according to my notion, I would have one more thing to do, and that is to "hustle" vigorously.

Any hardware dealer who is a reasonably good hand at this important part of the business and inclined to economy besides can readily turn my ideal hardware store into a successful reality.

Keep your eye on the man who never whistles.

It is harder to hunt for lost opportunities than to find new ones.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60
Cook's	40
Jennings, genuine	25
Jennings, imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 7 00
" " " " " " " "	12 00
" " " " " " " "	8 00
" " " " " " " "	13 50
BARROWS.	
Railroad	\$ 14 00
Garden	not 30 00
BOLTS.	
stove	50&10
Carriage new list	75&10
Flow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	70&
Wrought Narrow, bright cast joint	60&10

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&62
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1 10	per m 65
Hick's C F	60
G. D	35
Winslet	60
CARTRIDGES.	
tin Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hochkiss	25
CHALK.	
White Crayons, per gross	12 1/2 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16 00, dis. 60
Hunt Eye	\$15 00, dis. 60
Hunt's	\$18 50, dis. 20&10
SAWS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Cohee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MISCELLANEOUS.	
Stobbin's Pattern	60&10
Stobbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 50
60	Base
50	10
40	25
30	35
20	45
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
Pine 3	1 60
Case 10	65
" 8	75
" 6	90
Pinish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scots Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 40
Copper Rivets and Butts	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs %c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 2-
Kip's	dis. 25
Yorkes & Plum's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
RINGS.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net 2 50
Screw Hook and Strap, to 12 in. 4 1/2 14 and longer	3 1/2
Screw Hook and Eye, 1/4	net 10
" " " "	net 8 1/2
" " " "	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kldder Mfg. Co., Wood track	50&10
Champion, anti friction	60&10
Kldder, wood track	40
HOLLOW WARE.	
Pots	30&16
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 23 1/2 40
WIRE GOODS.	
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	7 1/2
Manilla	11
SQUARES.	
Steel and Iron	dis. 75
Try and Bevels	60
Mitre	30
SHEET IRON.	
	Com. Smooth. Com.
Nos. 10 to 14	\$4 05 \$2 95
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 28	4 25 3 25
No. 27	4 45 3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	
SAND PAPER.	
List acct. 19, '96	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	35
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	60
Coppered Spring Steel	62 1/2
Barbed Fence, galvanized	2 60
" " painted	2 20
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clistern	75&10
Screws, New 1 list	70&10
Casters, Bed a d Plste.	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	25c
Pig Bars	25c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 1/2	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELBY GRADE.	
10x14 IC, Charcoal	\$ 7 50
10x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IX, " " "	8 50
14x20 IC, " Allaway Grade	13 50
14x20 IX, " " "	6 00
14x20 IC, " " "	7 50
20x28 IC, " " "	12 50
20x28 IX, " " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x56 IX, for No. 8 Boilers, } per pound	10 00
14x60 IX, " " " }	

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

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

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

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E. A. STOWE, Editor.

WEDNESDAY, MAY 2, 1894.

EXCLUDING EUROPEAN PAUPERS.

The movements of the Coxeyites naturally attract attention to the fact that whereas, for a number of years past, there has been a constant flow of population from the East to the West, a sudden change has come, a revulsion has occurred, and from all parts of the West there is a movement of population to the Eastward.

It has been repeatedly stated that the men who are moving eastward are not foreigners, but native born Americans, and, if this be so, it illustrates the failure of the native Americans to compete with foreigners in the battle of life. The reason of this is not difficult to understand. A majority of the people born in this country grew up in a land of plenty, and, under ordinary conditions, did not realize the necessity of specially hard work or of any peculiar frugality. When times got a little hard in the old States of the East, they struck out for the new countries of the West.

Many of these emigrants exhausted their means in the long and expensive travel to the West, and when they got into the central region, there they came into competition with the frugal and hardworking Germans, Danes, Swedes and Norwegians, who have so extensively occupied the country. If they went farther westward until the Pacific coast was reached, there they found the Chinese, with whom no white man can compete. Succumbing to the overpowering adversities at a time when the entire country is suffering from industrial and commercial depression, these unfortunate people, in a sort of stupid desperation, are struggling eastward, only to find the places they left behind filled up with Hungarians, Italians, and other European newcomers. The situation for such people is truly hopeless.

In this connection, attention is called to a bill reported in Congress to secure the immigration of better classes of foreigners, and to exclude the criminals, the paupers and other objectionable classes with which European nations have been inundating this country for many years past. This bill was introduced at the urgent request of the Na-

tional Council Junior of the Order of United American Mechanics. It has nothing to do with the foreigners already in this country, but applies to the future immigrations. It requires, in addition to existing enactments, that each person intending to remove from a foreign country to the United States be compelled to secure from the consul or other representative of the United States, nearest the immigrant's last place of residence, a certificate showing that the representative has made an investigation concerning the immigrant, and that the immigrant is not one of those excluded from this country under its present laws, and does not belong to any objectionable class.

This bill is known as House Resolution 5246, and has been reported favorably by the House Judiciary Committee. This report contains some statements pregnant with importance to every citizen of the United States. It declares that, by the last census, the per cent. of persons born in foreign countries is 14.77 per cent., yet this census shows that 26 per cent. of the white prisoners confined in jails and simple prisons are persons of foreign birth. The total number of white convicts in our penitentiaries whose birthplace is known is 28,440, composed of 13,715 native born and 14,725 foreign born, showing that more than one-half of all our white convicts are of foreign birth. Our benevolent institutions contain 69,926 inmates, of which the foreign born compose 24 per cent. The total number of the white inmates of our poorhouses is 53,696, of which number 27,648, or a little over 51 per cent., were born in foreign countries. These statistics show that, with a foreign population of 14.77 per cent., more than half of our white penitentiary convicts and more than half of the white inmates of our poorhouses are foreigners, and prove that, of the immigrants coming here during the past few years, too many of them are deficient in morals and are incapable physically of self-support.

In view of the distressing conditions which already exist in our own country, it is certainly necessary to take some action to exclude from American shores the criminals and paupers of the Old World.

CAN'T STOP 'EM.

The industrial armies are still marching on Washington, and the wise men and the press that have heretofore been ridiculing the absurdity of the Coxey business have at last been aroused to the seriousness of the situation, and are indignant that State and Federal authorities should have permitted these men to invade and march through States and Territories, and a peremptory demand is now made that their progress must be stopped.

Who is going to stop them? Who has any authority to prevent citizens from traveling along the public highways? If the crusade of the Coxeyites be ridiculous, the frantic call upon the State and Federal authorities to stop them is vastly more absurd. The enterprise in which the so-called industrialists are engaged is, without doubt, ill-advised, and it can accomplish no good; but, on the contrary, it may result in grave evils, at least to the people concerned in it; but they are only exercising a constitutional right to travel from one State to another, and to visit the National Capital. If

these bands were armed, they would be violating the law; but they are not carrying guns openly, and there is no charge that arms and military stores constitute any part of their baggage.

They may declare their ragged and bedraggled squads to be armies, and they may bestow on their crack-brained leaders military titles; but the fact remains that they are citizens attending mainly to their own affairs, and they have a right, unmolested by military or magistrate, to go their way in peace and to proceed to Washington, and to visit the public buildings under the ordinary regulations in such cases.

Of course, whenever there shall be any violent acts, or violations of law, by these industrialists, they become at once amenable therefor, and liable to such prosecution and punishment as the statutes may provide; but the frantic cries of "Stop 'em!" which some of the papers are indulging in are too funny to be seriously considered. Those people have a right to go to Washington, and in all probability many of them will get there. What will come of it all remains to be seen. The consequences may be very serious. But, if Congress is wise, it will not interfere with these visiting citizens, nor will it suffer them to be molested in the exercise of their constitutional rights; and if the national and city authorities are also wise in their generation, they will be prepared for every emergency, no matter what. Any show of cowardice or weak distrust at Washington will only bring merited contempt upon those who make the exhibition; but a display of calm strength and confidence on the part of the authorities will command a proper respect from all citizens, be their intentions good or bad.

THE POWER OF THE TORPEDO.

About the only object lesson in modern warfare which the late Brazilian war has furnished the world is the sinking of the battle-ship *Aquidaban* in the harbor of Desterro by a Government torpedo boat. The details of this occurrence are still exceedingly meager, but it appears that the battle-ship was attacked and destroyed early in the morning, during the prevalence of fog, two Whitehead torpedoes being used to accomplish her destruction.

One account has it that the *Aquidaban* was only sunk after three hours' conflict with the Government fleet; but the former account appears to be more plausible, as there are no details of destruction wrought by the battle-ship in the three hours' fighting. As she was a very large and powerful vessel, equipped with rapid-fire guns and high-power rifles, it is scarcely possible that she failed to do great damage to the Government fleet before she herself was destroyed, if there was a three hours' fight, as alleged.

While the occurrence demonstrates beyond question the immense destruction of the torpedo, it has not afforded a good test of the ability or inability of a warship to ward off the attack of a torpedo boat. In the first place, the crew of the *Aquidaban* were discouraged by the impending collapse of the cause they fought for; in the second, the ship was sadly out of repair and deficient in supplies, and, lastly, she was attacked by an entire fleet, fresh from a thorough refitting.

A somewhat similar incident happened during the Chilian revolution, some years ago, the battle-ship *Blanco Encalada* being destroyed by Whitehead torpedoes while lying unprepared in port. Both of these occurrences, however, conclusively prove that the Whitehead torpedo is a weapon of exceeding destructiveness whenever it succeeds in reaching its mark.

INCREASE IN GOLD PRODUCTION.

As the official data covering the production of gold during 1893 becomes gradually available it is seen that the actual outturn was even larger than at first estimated. Owing to the increasing demand for gold and the shrinkage in the value of silver, it was known that the efforts were all in the direction of increasing the output of gold and diminishing that of silver.

The New York *Chronicle*, a financial authority of the first rank, has obtained all the official data for 1893 at present available, and has grouped the returns from the various sources of production. These figures show that all the great gold-producing countries have increased their output, without a single exception, Africa showing by far the largest ratio of increase. That country has, in fact, made rapid strides during the last three years as a gold producer, and is now pushing Australia and the United States closely for first place.

The gold production in Australia also shows a considerable increase. The cause of this increase is given by the *Chronicle*, in a letter from its Melbourne correspondent, as follows: "The Victorian yield is the largest for five years and the increase is undoubtedly due to the greater number of men whose usual occupations are, in the depression now existing, barren of wages, and who, accordingly, turn their attention to the gold fields. The availability of cheap labor has led speculators to turn attention to fields hitherto considered non-paying, and in many cases unexpectedly good leads have been discovered. One deserted field near Ballarat, Victoria, called Steiglitz, has, within the last couple of months, started gold production at the rate of 1,000 ounces per fortnight."

The latest official figures for the United States show that the increase in production in this country during 1893 was 141,983 ounces, the total output being 1,739,081 ounces, valued at \$35,950,000.

Taking the estimate made by the *Chronicle*, the total gold production of the world in 1893 was 7,374,259 ounces, an increase over 1892 of 623,717 ounces, valued at \$12,893,000. The latest reports from Africa, giving the output for the first months of 1894, indicate that the totals from that country for the current year will again break all records.

When Thomas Jefferson went to Washington to be inaugurated President of the United States he carried in his grip a fossil sloth. That interesting relic from a past age was only recently discovered after being lost for years. It is the United States Senate. The people will gladly donate it to the Smithsonian Institute, if they will promise not to let it escape again.

In a brand new spring suit—our advertisement on page 12. We come to the point at once. The Putnam Candy Co.

THE DRIFT TOWARD SOCIALISM.

Numerous as are the signs of reviving activity in business to be noted here and there in various parts of the country, the aggregate actual improvement is still discouragingly small, and the continued sluggishness of industry is evidenced by the continued accumulation at the financial centers of idle circulating medium which ought to be finding employment elsewhere. That some of it, in the shape of gold coin, is going abroad, where there seems to be a little better demand for it than there is on this side of the Atlantic, is only natural. Indeed, the wonder is that it does not go faster and in larger quantities. Loans here, at even the low rates prevailing, are not merely hard to make, but, for cautious lenders, they are impossible, as frequently the interest received on them hardly pays for the risk and trouble of taking charge of the collaterals. Fresh borrowing by the Government to meet deficiencies in its income is talked of, and would be welcomed in spite of the defective authority for it. The \$50,000,000 issue of last February has risen to a handsome premium on the taking price, and since nearly half of the money paid for it has already found its way back into bank vaults, a second issue to the same amount would not, probably, be hard to market. This, however, does not help trade, and is of itself an unfavorable symptom.

The bad times, like epidemics of disease and unusual successions of accidents on railroads, steamers, and manufactories, are fruitful of schemes for their remedy and their prevention, in the efficacy of which their authors have a confidence usually inversely proportionate to their merits. The advocates of free silver coinage are the most numerous and the most conspicuous of these would-be saviors of society, but, as yet, they have failed to win over to their views a majority of their fellow citizens. The single tax men are equally sanguine that nothing more is needed to banish poverty from among us, and to create permanent prosperity, than the confiscation of the entire rental value of the land for the benefit of the community. The protectionists insist that a protective tariff is an infallible preventive of commercial revulsions, while the free traders denounce the one we have as the cause of our misfortunes, and recommend free trade as a cure for them. The Populists will have it that the trouble is due to a want of sufficient paper money, and would double our present stock of it as fast as the printing press could turn it out. The friends of State bank circulation do not go quite as far as the Populists, but they want the prohibitory 10 per cent. tax on State bank notes taken off, so as to allow of their unlimited issue. Behind all these enthusiasts is the array of socialists, communists, and anarchists who ascribe our ills to our defective social organization, and would remedy them for the present and prevent them for the future by substituting for individual enterprise either the State management of industry or a community of property, or the abolition of all government whatever.

In my opinion, most of the writers and speakers who declaim against the existing order of society and urge the adoption of the improvements upon it which they have devised are ill informed as to the facts of the case, and accept for the truth the fancies of their own excited

imaginings. Throughout all this past hard winter scarcely a solitary case of death from actual want of food has been brought to light, the supposed army of the unemployed has been relieved at an insignificant money cost, the wages of the still employed have suffered only a small reduction, and sufficient business has everywhere been done to meet the necessities of daily life. True, wheat and cotton are selling at low prices, the interest and dividends upon investments have been reduced or stopped altogether, the profits of trade and manufacturing have dropped to a low figure, the bands of tramps like Coxey's army are frightening the peaceful inhabitants of the country through which they pass; but the great multitude have enough to eat, drink and wear, and though the increase of our aggregate national wealth is not going on as fast as it was year before last, it has not altogether ceased. When the followers of men like Coxey can be counted only by hundreds, the remaining millions of our population cannot be supposed to be in a state of utter misery. Nevertheless, if even the small amount of suffering that has to be endured by a few can be relieved and its recurrence prevented, we ought to do it, and if by any reform in the methods and functions of the social organization the lot of individual members can be improved, no time should be lost in effecting it. The world has been working at the task for thousands of years, and while it has only partially succeeded, it has done enough to encourage us to further effort.

Of all the schemes for promoting the happiness of mankind that of the socialists has the most support from experience and is making the most apparent progress toward general adoption. The socialists say, very plausibly, that the evolution of society has continually been from a condition of crude isolated individualism toward a gradually more and more complicated organic unity, and that the logical outcome of the process is, therefore, the absorption by society, as a whole, of all the functions that minister to the welfare of the whole, instead of leaving them to irresponsible and uncontrolled individual exercise. For example, our primitive ancestors each depended for the protection of himself, his family, and his property on his own right arm, and if he was not strong enough to succeed he had to yield to his enemies. In the course of time tribes and nations have been evolved from this primitive barbarism, and by successive steps an order of things has arisen in which armies and navies defend the peaceful citizen against foreign foes, and the police and the officers of justice protect him from violence at home. Men in this part of the world no longer need weapons to defend themselves in daily life, nor to go about encompassed by guards. They usually are as safe on the street at midnight as the barons of old were in their castles. Exceptional outrages like that attempted upon Russell Sage, and the imitations of it here and abroad, only make more conspicuous the improvement which the world has, by social organization, achieved in extirpating crimes against the person. Other exemplifications of socialism in practice are municipal highways, sewerage, water supply, gas supply, and, at this moment, a number of our leading citizens are working for the construction by the city itself of a railroad either above ground

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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

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Jewell's Arabian Mocha,

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Jewell's Old Government Java and Mocha,

Wells' Perfection Java,

Wells' Java and Mocha,

Weaver's Blend,

Sancaibo,

Ideal Golden Rio,

Crushed Java and Mocha.

I.M. Clark Grocery Co.

or underground for the rapid transportation of passengers from one end of it to another. The Government supervision of banks, both State and national, the regulation of inter-State railroad traffic, and the national Postoffice administration are also cited as further illustrations of the same tendency toward putting under the control of society the machinery for supplying its wants and providing for its comfort.

Nevertheless, whether it is because I am an old fogey, and therefore predisposed against innovations upon practices to which I have been accustomed, or whether I am right in principle, I think it is illogical in the socialist to contend that whereas in some cases government management has been found to be superior to individual enterprise it would be so in all. It does not follow that because armies and navies and policemen and criminal courts and prisons have in civilized countries superseded personal measures of defense and the employment of guards of retainers, that because cities pave streets, construct sewers and aqueducts, and, in some instances, operate gas works, therefore political bodies, small or great, should at present, at least, not only build and run railroads, but mine coal and iron, refine petroleum, spin and weave cotton and wool, or manufacture railroad iron. Socialism, indeed, so far as it has been adopted, has been made possible only by individual effort in breaking the road for it, and it reaps the harvest which individualism has sown. As the individual came into being before society did, so individual exertion and enterprise first devised and put into practice those contrivances which society has since adopted and monopolized for its benefit. The father of the family and the chieftain of the savage tribe founded government and began the administration of justice. The Postoffice is an outgrowth of the extension of commerce due to private enterprise, and in our whole system of municipal improvements we avail ourselves of inventions and processes already tested and approved by individual experience. To assume, as the socialists do, that, by bringing all branches of industry under government control and forbidding individuals to retain for their own benefit the pecuniary profits of exceptional skill and industry, the same advance in methods and increase of production would continue to be made hereafter that have been made heretofore, is assuming something which from the constitution of the human soul is extremely improbable, and which experience, so far as it has gone, shows to be impossible. Government red tape has become proverbially a shackle upon improvement, and salaried government officials are notoriously hostile to changes in the routine to which they have become accustomed.

While, too, some of the advocates of socialism thus illogically rely upon the illustrations of the benefits supposed to be furnished by the instances of its success in practice which I have mentioned, others are actuated not by reason at all but either by a blind sentiment of compassion for human suffering or by a sort of envious rage at the seeming prosperity of the successful in the struggle for the means of material enjoyment. The one class exaggerates in its imagination the misery caused by the inequalities in the lot of men, and the other

attributes those inequalities to criminal conduct which should be suppressed by the strong arm of the law. Neither reflects that the root of all unhappiness is in the constitution of human nature, and that no legislation can make the incompetent, the slothful, and the unthrifty as prosperous as their skillful, industrious, and careful competitors. Still, both classes have their influence in politics, and, aided by the honest enthusiasts, they are exercising considerable power in extending the functions of government more and more to providing for the wants and the comforts of individual citizens.

MATTHEW MARSHALL.

The editor of a prosperous trade paper of this city is so forgetful that when he gets home at night he writes postal cards to himself, addressed to his office, to remind him of engagements of the next day. These he almost invariably forgets to post, but his wife takes good care to do it for him. United with this forgetfulness is a combination of executive and literary ability which comparatively few editors possess.

Use Tradesman Coupon Books.

What To Do on Wet Days.

From the Dry Goods Economist.

The wet and severe days which decrease the trade of retail dry goods houses to such a large extent should be used in each department to good advantage. In the linen and white goods department many things may be attended to instead of having the salespeople standing around doing nothing. No matter how particular a man may be about the appearance of his department, he cannot in busy times have his stock look as smart and bright as when business is not rushing. Especially is this the case with houses that cater to a popular trade, and in which business goes on up to the last minute before closing and commences early in the morning again. Here it is almost impossible to keep things straight.

Of course, the clerks will see that the outside appearance is all right, but how does it look under the counters? How does the inside of the boxes of white and colored goods suit you? On a wet day the buyer should, as the first thing, put his whole force on to clean the stock thoroughly. Each clerk should take the section of which he or she has charge, remove all goods from the shelves and dust the fixtures from top to bottom, but in such a way that the dust does not fly all over and settle on other goods. Use a loose rag or cheesecloth to remove the

dust, and go over the shelves with a feather duster.

Having done this, each piece of merchandise should be dusted well and straightened on the showing ends before being put back in stock. Every line of goods should be kept separate as much as possible, and arranged by sizes and prices. For instance, in the linen department the $\frac{1}{2}$ napkins should not be mixed up with the $\frac{3}{4}$ ones; the \$3 napkins should not be among the \$1.50 ones, and so on.

After cleaning the stock thoroughly and all goods having been assorted, the clerks should go over the boxes. The doilies, which should always be kept in boxes, should be carefully looked over. This kind of goods is especially easy to get mixed up, and during a rush there is hardly any time to attend to assorting it. How often will it not happen that when a customer wants one dozen of a certain pattern the clerk finds only eleven in the right box, and has to hunt over a number of other boxes to find the mate, disgusting in this way the customer and giving her the idea that very little attention is paid to the stock, and that things in general are very much neglected?

If you cannot make money and make character at the same time, stop making money.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 10th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

ROWLAND COX,

Complainant's Solicitor

S. D. OLIPHANT,

Clerk

The Position of Full Cream Cheese in the Market.

To be able to elucidate clearly the position of full cream cheese in the market, it will be necessary for me to show the price list of cheese handled and shipped from a central market like Chicago. One posted on the marketing of the various grades of cheese can clearly see that full cream cheese are, during the winter time, only a secondary item in most cheese dealers' price lists.

I remember hearing Mr. Matteson, of New York, at the Wisconsin dairymen's convention of 1893, at Waupaca, say, "I have found, in the experience of twenty-four years, in a private way, that one pound of poor cheese or butter will set right down in the way of three pounds of good goods." It is the poor goods that I wish to show up, and which take first place in the market of Chicago, and which stand in the way of the good goods made by Wisconsin cheese men.

In the summer time when the heat renders the making of substitutes exceedingly difficult, and when the handling of inferior cheese is not profitable, owing to the shrinkage, the market is full of honest (?) full cream cheese buyers, who profess to be the only friend the full cream cheesemakers have in the world.

Everyone knows that there is such an article on the market as filled cheese, and that imitation cheese are a most dangerous menace to good goods. This is the most formidable rival the full cream cheese has, and what renders it formidable is the fact that it is made to deceive the consumer. Filled cheese occupies the relative position to full cream cheese that butterine does to butter, and the disastrous competition between butter and its rival is clearly shown when butter sells in the market for 22c per pound, or less, as it does now. Filled cheese have many friends among the cheese dealers. In every case the dealer expects to put this article on the market as a full cream (sometime calling them "winter made cheese") and thinks, by the quoting of a lower price, to divert the attention of the buyer from the legitimate article to the illegitimate, and so sell the spurious cheese at the expense of the genuine. In a Chicago price list the filled cheese are sent out under some euphonious name, like "Our Pets," or "Nonpareil," or some other equally as pretty. The branding of them under such names is an insult to full cream cheese, for the man who quotes them gives the buyer the idea that they are selected under his especial care and are, therefore, fine enough to buy. All these imitations and pet names are detrimental to the sale of full cream cheese and should be branded as frauds. A man who professes to be a friend (from the cheesemaker's point of view) of the full cream cheesemakers, and of the dairy world, must not in any way be associated with, nor receive any profit from, the sale of filled cheese. The dealer knows in every case what he is buying, and that he buys to sell again, but only in one case in twenty does the grocer in the South and West know what he is buying. A man cannot serve God and Mammon; he must love the one and forsake the other. In the "forsaking" part of it some cheese dealers leave the one in which is the smaller profit and stick to the one that is manufactured and put on the market for about 6c and sold for 10@

11c to the trade. These men will tell you that there is not enough cheese to go around, and that, were it not for the substitute, full cream cheese would all be sold out now and would be worth 20c per pound. If that were possible, what better thing could happen to the cheesemaker? He could build more factories, and farmers could pay more for fancy stock, thereby improving the quality of the milk and, consequently, that of the cheese. I suppose I am running away from my subject, but I insist that, in winter, full cream cheese is occupying second place in the market, and that, in the summer time, some dealers only use full creams because the weather is not suited to the handling successfully of the separator buttermaker's skim milk and Armour's lard.

To quote from the *National Stockman and Farmer*: "It is a fact to be regretted that the adulteration of dairy products has had more laws enacted for its prohibition and regulation and less enforcement of the laws than anything else in which farmers are interested. State laws have generally been inadequate to regulate or control the sale of imitation butter and cheese, and the national laws have generally been made for, or construed in the interest of, the manufacturers. By the aid of these national dairy organizations relief of a substantial nature ought to be obtained. The prohibition of the manufacture and sale of the different articles which are being palmed off on the unsuspecting public as pure products is out of the question. There is nothing left to do but to regulate it." If the foregoing be true, the efforts expended should be concentrated in the one direction. In fighting this enemy of the dairyman, Canada has set an example which might be imitated to advantage by the people of this country. The laws in that country define the imitation of food and food products as direct counterfeiting, and the man handling or manufacturing such goods is subject to the same punishment as if making or handling counterfeit money. With a term in some penal institution staring them in the face for each offense, manufacturers and dealers in counterfeit butter and cheese would not be so ready to take the chances in engaging in the traffic. The dairymen of this country never needed to look after their interests more than they do now and they never were in better shape to do it.

Full cream cheese might, by being handled by dealers in a legitimate way, become a powerful factor in the food market. I take it that every maker in the business would rather have the price of his cheese lowered by legitimate competition, and would prefer being compelled to keep his cheese, if the markets were overstocked with full cream goods, than sell them cheap because of filled cheese being thrown on the market and swamping him. Such is the situation now, and the manufacturing and handling of filled cheese hinder winter dairying, and summer, too, and keep prices low. About 60,000 filled cheese were sold in Chicago alone last winter, and, taking it for granted that one box of filled cheese occupies the place of one box of full cream cheese, the cheesemaker is out some 60,000 boxes of cheese, and this is a conservative estimate.

To emphasize Mr. Matteson's quoted remark about poor cheese standing in

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the way of good cheese, I will say this: The American people are not using cheese as a staple article of food, but more as a luxury, and when they buy a piece of filled cheese they may not like it and conclude not to buy cheese again. To prove that it is a fraud and is in every way detrimental to the successful handling of full cream cheese, I can refer to a few dealers in Chicago who will tell you that, while they are forced to handle filled cheese, they are compelled to do so against their convictions. With but few exceptions they are unanimous in their denunciation of the traffic. These men would welcome and gladly aid any measure of national import to suppress the manufacture and sale of any and all imitations of an honest dairy product. We want our goods to appear before the world in their true light and not be handicapped by a dangerous imitation. There is a crying need for something to be done, and something must be done or full cream cheese will always occupy the second place in the market, and will finally be only a small item anyway. The filled cheese must be put away, even though they come from the buttermaker, and, while not wishing to hurt any man's business by prohibition, if it is not beneficial to a large part of the population, it must go. The creamery man howls loud and long about buttermine, but it touches a very sore place when you talk filled cheese to him. It is a curse and an abomination, and I am sorry to say that a large percentage of the filled cheese used in Chicago is of Wisconsin make. H. K. DOWNING.

Fond du Lac, Wis.

Percentage the Basis of Successful Business.

A great many merchants seem to think that success in business depends almost wholly on the volume of business done. They look upon a large volume of business as the acme of success, and a very great many of them lose sight of percentages altogether—which are really the basis of all successful business. To be successful as a merchant in building up a prosperous and paying business a reasonable percentage of profit must be made over and above the cost of goods and the actual expenses of conducting the business. This principle once established, then, of course, the volume of business has everything to do with the amount of net profit.

Observation, however, leads us to the conclusion that too little attention is paid to this matter of percentages in business transactions by Western mer-

chants, and that this fact is one of the most fruitful sources of failure that exists in the mercantile trade. Of course, every man who engages in any line of mercantile trade does so with the idea of making a profit from the capital he invests, but statistics show that the number of men who fail in business very largely exceeds the number of those who succeed. In fact, it is asserted upon reliable authority that only 5 per cent. of those who engage in mercantile pursuits make a success of their business, while the other 95 per cent. are unsuccessful, if not absolute failures.

Why is this? Many reasons have been assigned, and many circumstances and conditions combine to bring about this wide difference between success and failure in retailing merchandise. Of course, a very large percentage of failures is attributed, and rightly, too, to the injudicious and indiscriminate grant of credits and lack of ability to make collections.

But we believe that closely allied to this, and, in fact, an equal partner in the disaster, should justly be classed the neglect of business men to figure percentage upon their business transactions. How many merchants in this or other States can tell, to anything like a certainty, what per cent. the cost of goods, what per cent. their clerk hire, their insurance, their rent, their losses through bad accounts, is to the total volume of business done? We will venture the assertion that not one merchant in a hundred could give such information, while many of them could not tell you the net profit or loss upon their capital invested in any one year.

The large majority of merchants base their per centum of profits upon the actual cost of their merchandise, simply guessing at the percentage that should be added to cover the expense of conducting and maintaining their business, and almost invariably this expense is guessed too low, and in a short time they find failure staring them in the face, all because they have failed to figure a proper percentage for the cost of doing business.

Too much importance is attached to the volume of business, and many a merchant fails simply because his desire to attain a large volume of trade has led him to sacrifice needed and legitimate profits in hopes of increasing sales. The haphazard and guesswork methods of doing work may occasionally win, but there are ninety-five failures to one success. The retail merchant should by all means put more system into his business, and reduce it to a basis of percentages.

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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.
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We are in a position to serve you to the "Queen's taste" We set the pace for competitors and want you to travel in the first carriage.

Will you do it?

Goods bought from first hands—that means us—are the most profitable.

We Manufacture

Superior Confectionery.

You ought to sell it because there is pleasure, profit and satisfaction in handling **The Best**. Write or wire us for prices or information any time. When in the city make yourself at home with us, our latch string is always out.

Yours for business,

The PUTMAN CANDY CO.

HIGHEST AWARD



MEDAL and THREE DIPLOMAS have been given to the New York Condensed Milk Company for the excellence and superiority of its celebrated

Gail Borden Eagle Brand Condensed Milk, Borden's Extract of Coffee and Unsweetened Condensed Milk,

exhibited in competition at the World's Columbian Exposition, Chicago. The unimpeachable record of the **New York Condensed Milk Company**, covering a period of more than thirty years, has been possible only by rigid adherence to thoroughly conscientious principles of doing business, constant attention to details, strict training of its dairymen and employees, careful study of the people's wants and how to meet them. Do you consider the great value of such application? Our goods are sold everywhere.

FOR QUOTATIONS SEE PRICE COLUMNS.



It has no equal.

PLEASES EVERYBODY.



TANGLEFOOT

Sealed

STICKY FLY PAPER.

Each Box Contains
25
DOUBLE SHEETS
AND ONE HOLDER.
Each Case Contains
10 BOXES.

PRICES FOR 1894.

40 CENTS A BOX.
\$3.60 PER CASE.
\$3.50 PER CASE, in Five-
Case Lots.
\$3.40 PER CASE, in Ten-
Case Lots.

The Dealer who sells **Tanglefoot** will be sure to please his customers, and will avoid all loss and annoyance usually connected with the sale of imperfect or inferior goods.

Tanglefoot in its present shape has been on the market for ten years. **Tanglefoot** always leads, and is accepted by both the best trade and the best consumers as the highest standard for Sticky Fly Paper.

Its distinctive features, the Sealing Border, Divided Sheet, and the Holder are, as is well known, the inventions and property of the O. & W. Thum Company. These features are being extensively imitated by unscrupulous parties. Dealers are respectfully cautioned against the illegality of handling infringements, and reminded of the injustice of so doing.



SOLD BY ALL JOBBERS

Manufactured by

O. & W. THUM CO., Grand Rapids, Mich.

Grand Rapids LUMBER AND BARK COMPANY.
418 421 MICH. TRUST BUILDING.
W. A. HELPS, President
C. F. YOUNG, Vice President
C. A. PHELPS, Secy. & Treas.

We pay Highest Market Prices in Spot Cash and measure bark when Loaded.

Correspondence Solicited.

Monthly Report of Secretary Mills.
GRAND RAPIDS, April 30—The following members have been admitted since my last report:

- 3517 H. P. Rockwell, Jackson.
- 3352 E. S. Potter, Peoria.
- 3357 R. H. Williams, Saginaw, E. S.
- 3359 Elijah Calkins, Flint.
- 3601 Elburn C. Thrall, Toledo.
- 3602 Robert Spero, Chicago.
- 3607 G. A. Schonlan, West Pullman, Ill.
- 3613 E. A. Reynolds, Detroit.
- 3614 J. S. Dunn, Lansing
- 3615 Frank C. Bury, Detroit.
- 3616 Edwin M. Scott, Middleton, N. Y.
- 3617 Chas. Druke, Grand Rapids.
- 3619 C. A. Bryant, Chicago, Ill.
- 3622 Augustus Holmes, Chicago.
- 3625 G. J. Phillpot, Detroit.
- 3627 A. H. Cadwell, Detroit.
- 3628 Thos. F. McNamara, Detroit.
- H 48 H. C. Crosby, Hartford.
- 3693 E. D. Verity, Portland.
- 3602 J. C. Cowen, Morgan Park, Ill.
- 3608 J. H. Witherell, Oakland, Maine.
- 3609 M. S. Brown, Saginaw, E. S.
- 3611 Harry Fox, Muskegon.
- 3612 F. H. White, Grand Rapids.
- 3618 M. Moloney, Akron, Ohio.
- 3620 G. S. Ferguson, Detroit
- 3621 U. G. Burch, Detroit.
- 3624 F. H. Emery, Grand Rapids.
- 3626 Wm. G. Lindsey, Detroit.
- 3637 I. D. Durgy, Saginaw, E. S.
- 3630 Sol Friendly, Elmira, N. Y.

Under date of April 20 I mailed each member a notice of death assessment No. 2, for \$1, payable on or before June 20, and I would especially request each member to *carefully and completely* fill out the remittance blank attached to the notices, as we have several members

with similar names and errors are liable to occur if the membership number is not given.

The New Park Hotel, Sault Ste. Marie, has been added to our hotel list.
L. M. MILLS, Sec'y

The *New England Grocer* says that "a dealer who discounts his bills can afford to undersell his neighbor who does not—and to do so without cutting a single price." It doesn't appear to be quite clear how "a dealer" can undersell another without cutting prices, but, perhaps, the *Grocer* knows how it can be done.

Decision on Producing Prescriptions.

The Supreme Court of Missouri has now a second time held constitutional, in the case of the State vs. Davis (23 S. W. Rep. 759), a statute which requires that a druggist shall carefully preserve all prescriptions compounded by him or those in his employ, numbering, dating, and filing them in the order in which they are compounded, and shall produce the same in court or before any grand jury whenever thereto lawfully required, and on failing, neglecting, or refusing to do so shall be deemed to be guilty of a misdemeanor and on conviction shall be punished by a fine. It furthermore holds that under such a statute a druggist cannot be required to produce all of the prescriptions compounded by him or filed by him during any specified length of time, however short, to be inspected and inquired into by the grand jury, no matter what ailments they have been prescribed for, or for whom; this would be an intrusion upon his affairs and business, and without warrant of law.

THE VOIGT MILLING CO.
Proprietors of the
Crescent Roller Mills
BEST PATENT
CRESCENT
WHITE ROSE
VIENNA
GRAND RAPIDS MICH.

„CRESCENT,”
“WHITE ROSE,”
“ROYAL,”

These brands are Standard and have a National reputation.
Correspondence solicited.

VOIGT MILLING CO., Grand Rapids, Mich.

CHAWIN DE STRING
DONT PROVE DE PUDDIN

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

The TRADESMAN COMPANY, Grand Rapids, Michigan.

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. Schrouder.

How To Avoid the Accumulation of Dead Stock.

"An ounce of prevention is worth a pound of cure" is an axiom as true in business as in medicine. How much to buy of this or that is one of the unsolved problems in everyday merchandising. The subject has racked the brain of the manufacturer, the importer, the jobber and the retailer. To be able to determine what the demand will be for any article, especially those that are new and novel, is a most difficult thing to do. New remedies, toilet articles, and fancy novelties are constantly brought to our notice, and while some are almost stillborn, yet many have a vigorous life, and to keep up with the procession we must have them. Therefore, I claim that it is in keeping with good business principles to put in stock new things. Should they prove to be good sellers, it is a good point made to be the first to have them; but in putting in new articles always observe this rule: Make your first purchase a small one. Better to use the telegraph and express to replenish your stock than to have unsalable stock left on hand. Buy with special care of the elixir of seven chlorides combined with three iodides, which the agent represents as being a remedy used by all leading surgeons in the East, and which Dr. Blank, of your city, thinks he will use and says he will send his prescriptions to you for it.

Very many staple articles are now sold on the "Rebate Plan," the quantity purchased at one time determining the price. In the purchase of these we may estimate that future sales may equal past sales, and this may be a safe rule to follow. If the rebate allowed does not exceed the interest on the investment, together with the necessary insurance risk, buy the smaller quantity, for the dead stock item must not be forgotten even in staples.

In spite of all caution the shrewdest buyer will get some goods that move slowly. If they are strictly holiday goods, as soon as the season's sale has fairly closed carefully put them away where no one will see them until next year; they can then be displayed as new. The second year should dispose of them. If you have any fears that they will not move, make a low price on them, have them plainly marked and placed in your show window before the holidays. Many persons want to purchase something the price of which will correspond with their means and the price plainly marked on a show article will often sell it. If the article is shop-worn, always accept the first reasonable offer, for this reason—few people will make a present of soiled articles.

In many back rooms of drug stores you will find a box full and running over

with old wide-mouthed bottles in which chemicals have been purchased—an unsightly corner. Dead stock? Need not be. Buy 100 pounds of chloride of lime for \$3, fill up these now unsightly relics and put on them an attractive label, and the bottles will soon be sold, and, what is more, you will find that your customers will want the lime that is put up in bottles, instead of the usual carton, because it is always good.

At the close of the war a certain druggist purchased at auction a lot of hospital stores, and among them some 300 pounds of opodeldoc of a well-known manufacturer's make—pretty large stock for a retailer. He added to this some good oils and alcohol, put it up in panel bottles as "Nerve and Bone Liniment," and the opodeldoc was soon sold and more made, and that store still has a good sale for the liniment that originated in this manner.

Patent medicines sometimes sell for a time rapidly, the advertising is stopped and the sale of them is at an end. Correspond at once with your wholesaler; there may be a demand for them somewhere in his territory, and to accommodate you, or for a slight percentage, you can exchange for other goods. Or they can be sold bottle by bottle when some one calls for "something good for a cough," or "Give me a bottle of blood purifier." Have one place in your store to put all remedies that you wish to close out; they will then be brought to your mind when an opportunity comes. In doing this you will come to some where you will have to draw the line. Do not recommend any so-called medicines that you are well aware are swindles. If they are called for sell them, otherwise set aside as you would counterfeit money, to look at occasionally, simply as a reminder to be more careful next time.

I will mention some other ways that have been resorted to, but without recommending them. In the early days of sugar-coated pills a quantity of various makes of cathartic pills were stored in a place which proved to be too damp for the coating as then made, and the result was several gross of spoiled pills. These were all made into one mass and re-rolled, podophyllin added, so that each pill contained $\frac{1}{2}$ grain, boxed and sold for anti-bilious pills. An actual joke on this combination was that a physician (?) got to using these pills, and when he moved away he wanted to get the recipe, so that he could get them made in his new home.

JNO. W. BALLARD.

Don'ts for Proprietors and Clerks.

Some clerks are afraid they will get their hands dirty; some are afraid they will get theirs clean; don't represent either of these types if you wish to succeed.

Don't measure success in the practice of pharmacy by the amount of salary you draw, but by the benefit you are to your fellow-man, and incidentally to your employer.

Don't try to keep up a conversation with someone else in the store while waiting on a customer. Give the customer your undivided attention; he will appreciate it.

Don't stare in an abstracted, absent-minded way into space, or appear to be deeply interested in something going on in the street, while waiting on a customer. Such conduct will disgust him, and he will avoid you.

Don't try to tell funny stories, but when your customer whispers the old time-honored joke about the porous plaster, smile, but not boisterously, as though it was a brand new joke, fresh from the foundry. This will probably be a great sacrifice for you, but it will make you more popular.

Don't get angry with the woman who wants you to wrap up almanacs and postage stamps; she doesn't know any better, while an ill-timed remark on your part would not make her have any more respect for the house.

Don't get offended at the sallies of the chronic funny man, who chafes you about outrageous prices charged in drug stores for a little water. Every drug store has one or more of these fellows to contend with; they don't mean any harm, and probably know better than anyone else how to appreciate good drug store water.

Don't appear surprised when you run across one of your regular customers in another drug store; every American citizen has the right to trade where he pleases. Greet him cordially and he will feel more comfortable; the chances are ten to one he is there for something you did not have when he last called for it.

Don't criticize the conduct of physicians; you probably know more than they, but you will find it hard to convince the public of that fact.

You may be satisfied in your own mind that Dr. So-and-So is a jackass, but don't tell anybody, just keep it to yourself as information; you may want to borrow a dollar from him some day, and if he is what you think, he will probably lend it to you.

Don't get impatient with the children who daily ask for picture cards; answer them pleasantly, as you'll never lose anything by being popular with the children.

Don't snub the drummers; they have feelings just the same as other animals. A smile is cheaper than a frown. Drummers frequently buy toilet articles, and would lots rather trade with Bre'r Fox than Bre'r Hog.

Don't ask a man if he thinks you are running a junk shop, when he calls for something you have never kept in stock, but direct him to the nearest place he can get it, and, if it's not too far out of your regular line, have some for the next man who calls for it.

Don't growl about the grocer pinching your game by selling laudanum, paregoric and flavoring essences. Why not retaliate by selling starch, bluing, baking powder, etc.?

Don't insult the customer who, for lack of confidence or other reason, intrudes behind your prescription counter while you are at work. The following lines posted behind the desk will generally have the desired effect without engendering hard feelings:

IN MEMORIAM.
Here lies what's left of Eli Burke,
The victim of a whim;
He bored the poor prescription clerk;
Worms are now boring him.

STERLING PALMER.

A Trade-mark Decision.

A decree of interest to druggists and others was rendered last month in the case of Kerry et al. (Kerry, Watson & Co.) vs. Toupin, in the United States Circuit Court for the district of Massachusetts. Judge Aldrich granted a perpetual injunction. The suit was based upon common law trade-mark doctrines. The complainants contend that their trade name, "Syrup of Red Spruce Gum,"

was a trade-mark at common law. The law of England and America has been that descriptive words were public property, and the courts have hitherto refused protection to such names.

A famous authority on trade-mark questions once declared that the deduction from the English and American cases was that the courts would not permit a man to "commit a fraud except by the use of a descriptive name." The case of Kerry vs. Toupin is the first case ever finally decided in which the international convention has been involved, and the meaning of the words "commercial name" or "non-commercial," as used in the treaty, defined.

Judge Aldrich decrees that the defendant has infringed upon Kerry, Watson & Co.'s rights in their trade name, "Syrup of Red Spruce Gum," and has ordered an injunction to issue perpetually restraining the defendant from dealing in an artificial medicinal preparation under the name of "Syrup of Red Spruce Gum," or any translation thereof.

The highest courts in Canada had refused relief to the complainants, and the result of this contest in the United States courts has been watched by druggists and manufacturers of chemical preparations with much interest.

Father Mollinger's Prescriptions.

The quarrel over the ownership of the Father Mollinger prescriptions, and the copyright involved, seems finally to have been settled.

The bill was filed by Morris Einstein to restrain A. F. Sawhill from using the formula and alleged trade-mark, Mr. Einstein claiming that they had been assigned to him by Adolph Hepp, who had been associated with Father Mollinger. Hepp had claimed that Father Mollinger had given him a half interest in the right to use the prescriptions, etc., before his death, and all was to go to him at the death of Father Mollinger.

Master T. A. Evans has decided, while Mollinger had for several years sent his prescriptions to Sawhill, there was no evidence that they were secret formulas, but, on the contrary, were well known to Allegheny physicians, and, indeed, had been pilfered from the regular prescription file in Sawhill's pharmacy, in Sawhill's store.

The master further ruled that it was not proven that Father Mollinger had assigned to Hepp the sole right to use his formulas. He also decided that Einstein had no right to the sole use of Father Mollinger's name and likeness for a trade-mark, and recommended a dismissal of the bill.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors. Yearly sales increased by their use. Send trial order.



2 oz. N. S. Lemon
doz. \$1.20; gro. \$12.60
(plain or in carton)

4 oz. N. S. Lemon
doz. \$2; gro. \$22.80

6 oz. N. S. Lemon
doz. \$3; gro. \$33.

2 oz. N. S. Vanilla
doz. \$2; gro. \$11.60

4 oz. N. S. Vanilla
doz. \$3.75; gro. \$40.80

6 oz. N. S. Vanilla
doz. \$5.40; gro. \$57.60

SEELY MFG. CO., Detroit, Mich.

Wholesale Price Current.

Advanced—Balsam Peru.		Declined—Gum Oplum, Linseed Oil.	
ACIDUM.			
Aceficum	80	10	
Benzolcum German	65	75	
Boricac	20	30	
Carbolicum	20	30	
Citricum	52	55	
Hydrochlor	3	5	
Nitrosum	10	12	
Oxalicum	10	12	
Phosphoricum dil.	30	30	
Sulphuricum	1	30	70
Tannicum	1	40	60
Tartaricum	30	33	
AMMONIA.			
Aqua, 16 deg.	4	6	
" 20 deg.	6	8	
Carbonas	12	14	
Chloridum	12	14	
ANILINE.			
Black	2	00	25
Brown	3	00	25
Red	4	50	50
Yellow	2	50	30
BACCAR.			
Cubae (po 36)	2	30	30
Juniperus	8	10	30
Xanthoxylium	2	30	30
BALSAMUM.			
Copaiba	45	50	
Peru	2	10	
Terabin, Canada	60	65	
Tolutan	35	50	
CORTEX.			
Ables, Canadian	18		
Cassia	11		
Cinchona Flava	18		
Eunonymus atropurp.	30		
Myrica Cerifera, po	30		
Prunus Virgini	12		
Quillala, grd	10		
Sassafras	12		
Ulmus Po (Ground 15)	15		
EXTRACTUM.			
Glycyrrhiza Glabra	24	25	
" po	33	35	
Haematox, 15 lb. box	11	12	
" 1s.	13	14	
" 1/2s.	14	15	
" 3/4s.	16	17	
FERRU.			
Carbonate Precip.	23	50	
Citrate and Quina	23	50	
Citrate Soluble	23	50	
Ferrocyanidum Sol.	23	50	
Solut Chloride	23	50	
Sulphate, com'l.	23	50	
" pure	23	50	
FLORA.			
Arnica	18	20	
Anthemis	3	35	
Matricaria	50	65	
FOLIA.			
Barosma	18	50	
Cassia Acutifol, Tin	25	28	
nivelly	25	28	
" " Alx.	35	50	
Salvia officinalis, 1/2s	15	25	
and 3/4s.	15	25	
Ura Ursi	8	10	
GUMMI.			
Acacia, 1st picked	2	60	
" 2d	2	40	
" 3d	2	30	
" sifted sort	2	20	
" po	60	80	
Aloe, Barb, (po 60)	50	60	
" Cape, (po 20)	2	12	
Socotri, (po 60)	2	12	
Catechu, 1s, (1/4s, 1/2s, 3/4s)	1	1	
Ammoniac	55	60	
Assafotida, (po 35)	40	45	
Benzolnum	50	55	
Camphora	46	50	
Euphorbium po	35	40	
Galbanum	2	50	
Gamboge, po	70	75	
Gaultharum, (po 35)	2	30	
Kino, (po 1 1/2)	2	15	
Mastic	2	15	
Myrrh, (po 45)	2	40	
Opil (po 3 80/24 00)	2	40	25
Shellac	35	42	
" bleached	33	35	
Tragacanth	40	41	
HERBA—In ounce packages.			
Absinthium	25		
Eupatorium	20		
Lobelia	25		
Majorum	25		
Meniha Piperita	23		
" Vir	23		
Rue	30		
Tanacetum, V	22		
Thymus, V	25		
MAGNESIA.			
Calcined, Pat.	55	60	
Carbonate, Pat.	20	22	
Carbonate, K. & M.	20	25	
Carbonate, Jennings	35	35	
OLEUM.			
Absinthium	2	50	30
Amygdalae, Dulc.	45	75	
Amygdalae, Amarae	8	00	25
Anisi	1	70	80
Aurant Cortex	2	30	20
Bergamit	3	00	20
Caliputi	60	65	
Caryophylli	75	80	
Cedar	35	65	
Chenopodii	2	10	
Cinnamoni	1	10	15
Citronella	2	45	
Conium Mac.	35	65	
Copaiba	80	90	
Cubebae.			
Cubebae	2	50	
Excelsior	1	50	60
Erigeron	1	50	60
Gaultheria	1	70	80
Geranium, ounce	2	75	
Gossypil, Sem. gal	7	75	
Hedeoma	1	25	40
Juniperi	5	00	20
Lavandula	9	00	20
Limonis	1	50	70
Mentha Piper	2	85	60
Mentha Verd.	2	20	30
Morrhuae, gal	1	30	50
Myrica, ounce	1	30	50
Olive	9	00	20
Picea Liquida, (gal. 35)	10	12	
Ricini	1	22	28
Rosmarini	7	50	50
Rosae, ounce	6	50	50
Succini	4	00	45
Sabina	9	00	00
Santal	2	50	27
Sassafras	5	00	55
Sinapis, ess, ounce	2	00	30
Tigli	2	00	00
Thyme	4	00	50
" opt	2	10	60
Theobromas	15	20	
POTASSIUM.			
Bi Carb.	15	18	
Bichromate	13	14	
Bromide	4	00	43
Carb.	12	15	
Chlorate (po 23/25)	24	26	
Cyanide	5	00	55
Iodide	2	90	30
Potassa, Bitart, pure	27	30	
Potassa, Bitart, com.	15		
Potass Nitras, opt.	8	10	
Potass Nitras.	7	9	
Prussiate	28	30	
Sulphate po	15	18	
RADIX.			
Aconitum	20	25	
Althae	2	25	25
Anchusa	12	15	
Arum, po	2	25	
Calamus	30	40	
Gentiana (po 12)	8	10	
Glycyrrhiza, (pv. 15)	10	18	
Hydrastis Canadian,	2	30	
(po. 35)	2	30	
Hellebore, Ala, po	15	20	
Inula, po	15	20	
Ipecac, po	1	60	75
Iris plox (po. 32/38)	35	40	
Jalapa, pr	40	45	
Maranta, 1/2s.	2	35	
Podophyllum, po	15	18	
Rhei	7	21	00
" cut	2	17	35
" pv.	7	21	35
Spigelia	3	35	38
Sanguinaria, (po 25)	2	20	
Serpentaria, (po 25)	45	50	
Senega	5	60	60
Similax, Officinalis, H	2	40	
M	2	25	
Scilla, (po. 35)	10	12	
Symplocarpus, Foot-	2	35	
us, po	2	35	
Valeriana, Eng. (po. 30)	15	20	
German	15	20	
Ingiber s.	18	20	
Zingiber j.	18	20	
SEMMEN.			
Anisum, (po. 20)	2	15	
Apium (graveleons)	22	25	
Bird, 1s.	4	6	
Carul, (po. 18)	10	12	
Cardamon	1	00	125
Coriandrum	11	13	
Cannabla Sativa	4	6	
Cydonium	7	10	
Chenopodium	10	12	
Dipterix Odorate	2	25	25
Poeniculum	2	15	
Poenugreek, po	2	8	
Lini	4	4	
Lini, grd. (bbl. 3/4)	3	4	
Lobelia	35	40	
Pharlaris Canarian	3	4	
Rapa	7	8	
Sinapis Alba	7	8	
Sinapis Nigra	11	12	
SPIRITUS.			
Frument, W. D. Co.	2	00	25
" D. F. R.	1	75	20
Juniperis Co. O. P.	1	25	50
" O. P.	1	65	20
Saacharum N. E.	1	75	20
Spt. Vini Gall.	1	75	50
Vini Oporo	1	25	00
Vini Alba	1	25	00
SPONGES.			
Florida sheeps' wool	2	50	25
carriage	2	50	25
Nassau sheeps' wool	2	00	
carriage	2	00	
Velvet extra sheeps'	1	10	
wool carriage	1	10	
Extra yellow sheeps'	85		
carriage	85		
Grass sheeps' wool car-	65		
riage	65		
Hard for slate use	75		
Yellow Reef, for slate	1	40	
use	1	40	
SYRUPS.			
Accacia	50		
Zingiber	50		
Ipecac	50		
Ferri Iod.	50		
Aurant Cortex	50		
Rhei Arom.	50		
Similax Officinalis.	50		
" Co.	50		
Senega	50		
Scilla	50		
" Co.	50		
Toutan	50		
Prunus virg.	50		
TINCTURES.			
Aconitum Napellis R.	60		
" F.	50		
Aloes	60		
" and myrrh	60		
Arnica	50		
Asafetida	0		
Atrope Belladonna	60		
Benzoin	60		
" Co.	60		
Sanguinaria	50		
Barosma	50		
Cantharides.	75		
Capicum	50		
Ca damon.	75		
" Co.	75		
Castor	1	00	
Catechu	50		
Cinchona	60		
" Co.	60		
Columba	50		
Conium	50		
Cubeba	50		
Digitalis	50		
Ergot	50		
Gentian	50		
" Co.	60		
Guaica	50		
" ammon.	50		
Hyoscyamus	50		
Iodine	75		
" Colorless	75		
Ferri Chloridum	35		
Kino	50		
Lobelia	50		
Myrrh.	50		
Nux Vomica.	50		
Opil	50		
" Camphorated	50		
" Deodor.	2	00	
Aurant Cortex.	50		
Quassia	50		
Rhatany	50		
Rhei.	50		
Cassia Acutifol.	50		
" Co.	50		
Serpentaria	50		
Stromonium	60		
Tolutan	60		
Valerian	50		
Veratrum Veride.	50		
MISCELLANEOUS.			
Ether, Spts Nit, 3 F.	28	30	
" " 4 F.	28	34	
Alumen	2	4	3
" ground, (po.	3	4	3
7)	3	4	3
Annatto	55	60	
Antimoni, po	4	5	
" et Potass T.	55	60	
Antipyrin	2	10	
Antifebrin	2	25	
Argent Nitras, ounce	4	48	
Arsenicum	5	7	
Balm Gilead Bud.	38	40	
Bismuth S. N.	2	20	25
Calcium Chlor, 1s, (1/2s	2	11	
12, 1/4s, 1/2s)	2	11	
Cantharides Russian,	2	10	
po	2	10	
Capicet Fructus, af.	2	36	
" po	2	36	
" B po	2	36	
Caryophyllus, (po. 15)	10	12	
Carmine, No. 40	2	75	
Cera Alba, S. & F.	50	55	
Cera Flava.	38	40	
Coccus	2	40	

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. Cash buyers or those of strong credit usually buy closer than those who have poor credit. Subscribers are earnestly requested to point out any errors or omissions, as it is our aim to make this feature of the greatest possible use to dealers.

AXLE GREASE.		Apricots.		CATSUP.		COUPON BOOKS.		Foreign.		FLAVORING EXTRACTS.	
Aurora	55 6.00	Live oak	1 40	Blue Label Brand.	2 75	TRADESMAN 1	2 00	Patras, in barrels	2	Oval Bottle, with corkscrew.	Best in the world for the money.
Jastor Oil	60 7.00	Santa Cruz	1 40	Half pint, 25 bottles	4 50	TRADESMAN 5	5 00	" in 1/4 bbls	2 1/2	Regular	doz
Diamond	50 5.50	Lusk's	1 50	Pint	4 50			" in less quantity	2 1/4	Grade	doz
Frazier's	75 9.00	Overland	1 50	Quart 1 doz bottles	3 50			cleaned, bulk	5	Lemon.	doz
Mica	65 7.50	F. & W Blackberries.	90	Triumph Brand.	1 35			cleaned, package	5 1/2	4 oz	1 50
Paragon	55 6.00	Cherries.	1 00	Half pint, per doz	4 50			Peel.		Regular	doz
BAKING POWDER.		Pitted Hamburg	1 10	Pint, 25 bottles	4 50			Citron, Leghorn, 25 lb. boxes	12	Grade	doz
Acme.	45	White	1 50	Quart, per doz	3 75			Lemon " 25 " "	8	Lemon.	doz
1/2 lb. cans, 3 doz	75	Erle	1 30	CLOTHES PINS.				Orange " 25 " "	10	4 oz	1 50
1 lb. " 2 " "	1 00	Damsons, Egg Plums and Green Gages.	1 20	COCOA SHELLS.				Raisins.		Regular	doz
Bulk " 1 " "	10	Erle	1 20	35 lb. bags	2 3			Ondura, 25 lb. boxes	7	Vanilla.	doz
Artic.		California.	1 40	Less quantity	2 3 1/2			Sultana, 30 " " "	7 1/2	4 oz	2 40
1/2 lb. cans 6 doz case	55	Common Gooseberries.	1 25	Ponnd packages.	6 1/2			Valencia, 30 " " "	8 1/2	XX Grade	doz
1/2 lb. " 4 doz " "	1 10	Pie Peaches.	1 10	COFFEE.				" " " "	7 1/2	Lemon.	doz
1 lb. " 2 doz " "	2 00	Maxwell	1 60	Green.				" " " "	8 1/2	4 oz	3 00
1 lb. " 1 doz " "	9 00	Shepard's	1 60	Rio.				" " " "	8 1/2	XX Grade	doz
3 oz " 6 doz " "	45	California.	1 60	Fair.	18			Turkey	10	Vanilla.	doz
4 oz " 4 doz " "	60	Monitor	1 60	Good.	19			Sultana	10	4 oz	3 50
6 oz " 4 doz " "	80	Oxford	1 75	Prime	21			French, 60-70		XX Grade	doz
8 oz " 4 doz " "	1 10	Domestic Pears.	1 25	Golden	23			" 70-80		Vanilla.	doz
1 lb " 2 doz " "	2 00	Riverside	1 75	Peaberry	21			" 80-90		4 oz	3 50
1 lb " 1 doz " "	9 00	Common Pineapples.	1 00	Santos.	19			" 90-100		Lemon, Vanilla	doz
Red Star, 1/2 lb. cans	40	Johnson's sliced	2 50	Fair.	19			XX wood, white.		2 oz regular panel.	75
1/2 lb. " 1 lb. cans	1 40	Booth's sliced	2 50	Good.	20			No. 1, 6 1/2	1 75	4 oz " "	1 20
1 lb. " 1 lb. cans	1 50	Booth's " "	2 50	Prime	22			No. 2, 5 1/2	1 60	No. 3 taper	1 35
Our Leader, 1/2 lb. cans	45	Quinces.	1 10	Peaberry	23			No. 1, 6	1 65	No. 4 taper	1 50
1 lb. cans	75	Common	1 10	Mexican and Guatemala.	21			No. 2, 6	1 50	Northrop's.	
BATH BRICK.		Red Raspberries.	1 10	Good.	22			ENVELOPES.		Lemon, Vanilla	
2 dozen in case.	90	Black Hamburg	1 10	Fancy	24			XX rag, white.		2 oz oval taper	75
English	80	Erle, black	1 25	Prime Maracabo.	23			No. 1, 6 1/2	1 35	3 oz " "	1 20
Bristol	80	Strawberries.	1 25	Milled	24			No. 2, 5 1/2	1 25	2 oz regular " "	85
Domestic	70	Lawrence	1 25	Interior	25			Manilla, white.		4 oz " "	1 25
BLUING.		Hamburg	1 25	Private Growth	27			6 1/2	1 06	FLY PAPER.	
Artic, 4 oz ovals	3 60	Erle	1 25	Mandehling	28			6	95	Thum's Tanglefoot.	
" 8 oz	6 75	Terrapin	1 05	Mocha.	25			Mill No. 4.	1 00	Single case	3 60
" pints, round	9 00	Blueberries	85	Arabian	28			FARINACEOUS GOODS.		Five case lots	3 50
" No. 2, sifting box	2 75	Meats.		Roasted.				Farina.		Ten case lots	3 40
" No. 3	4 00	Corned beef Libby's	1 05	To ascertain cost of roasted				100 lb. kegs.	3 1/2	Less than one case, 40c per box	
" No. 5	3 00	Roast beef Armour's	1 30	coffee, add 1/4c. per lb. for roasting				Hominy.		GUNPOWDER.	
" 1 oz ball	4 50	Potted ham, 1/2 lb.	1 40	and 15 per cent. for shrinkage.				Barrels	2 75	Rifle-Dupont's.	
Mexican Liquid, 4 oz.	3 60	" 1/2 lb.	85	Package.				Grits	3 00	Half kegs	3 25
" 8 oz	6 80	" chicken, 1/2 lb.	85	McLaughlin's XXXX	23 95			Dried Lima Beans.	4 @ 1/4	Quarter kegs	1 10
BROOMS.		Vegetables.		Bunola	23 45			Maccaroni and Vermicelli	55	1 lb cans	30
No. 2 Hurl	1 75	Beans.		Lion, 60 or 100 lb. case	23 95			Imported	10 1/2 @ 1	1/2 lb cans	18
No. 1 " "	2 00	Hamburg stringless	1 15	Extract.				Barrels 200	4 25	Choke Bore-Dupont's.	
No. 1 " Carpet	2 50	French style	2 00	Valley City 1/2 gross	75			Half barrels 100	2 25	Kege	4 25
No. 1 " "	2 50	Limas	1 35	Felix	1 15			Pearl Barley.		Half kegs	2 40
Parlor Gem	2 75	Lima, green	1 25	Hummel's, foll. gross.	1 65			1 lb cans	34	Quarter kegs	1 35
Common White	80	" soaked	70	tin	2 85			1 lb cans	34	1 lb cans	34
Fancy	1 00	Lewis Boston Baked	1 35	CHICORY.				Kege	2 1/2	Eagle Duck-Dupont's.	
Warehouse	3 00	Bay State Baked	1 35	Bulk	5			Peas.		Kege	11 00
BRUSHES.		World's Fair Baked	1 35	Red	7			Split per lb.	1 20	Half kegs	5 75
Stove, No. 1	1 25	Picnic Baked	1 00	CLOTHES LINES.				Green, bu	3	Quarter kegs	3 00
" No. 2	1 50	Corn.		Cotton, 40 ft. per doz.	1 25			Roiled Oats.		1 lb cans	60
" No. 3	1 75	Hamburg	1 25	" 50 ft. "	1 40			Barrels 150	2 4 25	HERBS.	
" No. 5	3 00	Livingston Eden	1 20	" 70 ft. "	1 60			Half bbls 90	2 25	Sage	15
" 1 oz ball	4 50	Honey Dew	1 40	" 80 ft. "	1 75			German	4 1/2	Hops	15
Mexican Liquid, 4 oz.	3 60	Morning Glory	1 40	" 90 ft. "	1 90			East India.	5	INDIGO.	
" 8 oz	6 80	Soaked	75	Jute	85			Cracked.	3 1/2	Madras, 5 lb. boxes	55
CANDLES.		Hamburg marrofat	1 80	CONDENSED MILK.				FISH-Salt.		S. F., 2, 3 and 5 lb. boxes	50
Hotel, 40 lb. boxes	10	early June	1 10	4 doz. in case.				Bloaters.		JELLY.	
Star, 40 " "	9	Champion Eng.	1 40					Yarmouth.		17 lb. palls	2 10
Paraffine	10	petit pole	1 40	CHOCOLATE.				Cracked.	3 1/2	30 " "	2 80
Wicking	24	fancy sifted	1 90	Baker's.				Cod.		LICORICE.	
CANNED GOODS.		Harris standard	75	German Sweet.	23			Whole, Grand Bank	4 1/2 @ 6	Pure	80
Fish.		VanCamp's marrofat	1 10	Premium	37			Boneless, bricks	7 29	Calabria	25
Clams.		Archer's Early Blossom	1 30	Breakfast Cocoa	43			Boneless, strips	6 28	Sicily	12
Little Neck, 1 lb.	1 30	Mushrooms.	1 25	CHEESE.				Halbut.		L.Y.E.	
" 2 lb.	1 90	Pumpkin.	1 20	Amboy	1 2 1/2			Smoked	10 @ 13	Condensed, 2 doz	1 25
Clam Chowder.		Erle	80	Acme	1 2			Holland, white hoops keg	70	4 doz	2 25
Standard, 3 lb.	2 25	Squash.	80	Lenawee	1 2			" " " bbl	9 50	MINE MEAT.	
Cove Oysters.		Hubbard	1 15	Riverside	1 2			Norwegian			
Standard, 1 lb.	75	Hamburg	1 40	Gold Medal	1 1 1/2			Round, 1/4 bbl 100 lbs	2 50	Mince meat, 3 doz. in case.	2 75
2 lb.	1 35	Soaked	80	Skim	1 1 1/2			" " " 40 "	1 30	Pie preparation, 3 doz. in case	3 00
Star, 1 lb.	2 45	Honey Dew	1 50	Brick	1 5			Scaled	20	MEASURES.	
" 2 lb.	3 50	Erle	1 35	Edam	1 00			No. 1, 100 lbs.	10 75	1 gallon	1 75
Picnic, 1 lb.	2 00	Hancock	1 10	Leiden	2 2			No. 1, 40 lbs.	4 60	Half gallon	1 40
" 2 lb.	2 90	Excelsior	1 10	Premium	3 7			No. 1, 10 lbs.	1 23	Quart	70
Mackerel.		Scilles	5 75	Breakfast Cocoa	43			No. 2, 100 lbs.	7 50	Pint	45
Standard, 1 lb.	1 10	Hamburg	3 50	CREDIT CHECKS.				No. 2, 40 lbs.	3 30	Half pint	40
" 2 lb.	2 10	Gallon	3 50	500, any one denom'n	83 00			No. 2, 10 lbs.	90	Wooden for vinegar, per doz.	7 00
Mustard, 2 lb.	2 25	CHOCOLATE.		1000, " "	5 00			Family, 90 lbs.	5 75	1 gallon	7 00
Tomato sauce, 2 lb.	2 25	Baker's.		2000, " "	8 00			" 10 lbs.	65	Half gallon	4 75
Souped, 2 lb.	2 25	German Sweet.	23	Steel punch	75			" 8 lb.	71 39	Quart	3 75
Sardines.		Premium	37	CREDIT CHECKS.				Whitefish.		Pint	2 25
American 1/4 s	4 @ 5	Breakfast Cocoa	43	500, any one denom'n	83 00			No. 1		MOLASSES.	
Acme	6 1/2 @ 7	Amoy	1 2 1/2	1000, " "	5 00			1/2 bbls, 100 lbs.	87 00	Blackstrap.	1
Riverside	6 1/2 @ 7	Acme	1 2	2000, " "	8 00			" 40 "	3 15 50	Cuba Baking.	15
Imported 1/4 s	2 30	Lenawee	1 2	CREDIT CHECKS.				No. 1, kits, 10 lbs.	73	Prime	20
Mustard 1/4 s	15 @ 16	Riverside	1 2	500, any one denom'n	83 00			No. 1, 8 lb kits	61	Fancy	30
Boneless 1/4 s	6 @ 7	Gold Medal	1 1 1/2	1000, " "	5 00			Whitefish.		MATCHES.	
Star, 1 lb.	2 45	Skim	1 1 1/2	2000, " "	8 00			No. 1		No. 9 sulphur	1 05
" 2 lb.	3 50	Brick	1 5	CREDIT CHECKS.				1/2 bbls, 100 lbs.	87 00	Anchor parlor	1 70
Picnic, 1 lb.	2 00	Edam	1 00	500, any one denom'n	83 00			" 40 "	3 15 50	No. 2 home	1 10
" 2 lb.	2 90	Leiden	2 2	1000, " "	5 00			10 lb. kits.	85 45	Export parlor	4 00
Mackerel.		Limbinger	2 15	2000, " "	8 00			8 lb.	71 39	MOLASSES.	
Standard, 1 lb.	1 10	Linsinger	2 15	CREDIT CHECKS.				Family		Sugar house	1
" 2 lb.	2 10	Linapple	2 25	500, any one denom'n	83 00			No. 1		Ordinary	7 00
Mustard, 2 lb.	2 25	Roanfort	2 25	1000, " "	5 00			1/2 bbls, 100 lbs.	87 00	Porto Rico.	20
Tomato sauce, 2 lb.	2 25	Sap Sago	2 21	2000, " "	8 00			" 40 "	3 15 50	Fancy	30
Souped, 2 lb.	2 25	Schwitzer, Imported.	2 24	Steel punch	75			10 lb. kits.	85 45	MOLASSES.	
Sardines.		domestic	2 14	CREDIT CHECKS.				8 lb.	71 39	Blackstrap.	1
American 1/4 s	4 @ 5	CHEESE.		500, any one denom'n	83 00			Whitefish.		Cuba Baking.	15
Acme	6 1/2 @ 7	Amoy	1 2 1/2	1000, " "	5 00			No. 1		Prime	20
Riverside	6 1/2 @ 7	Acme	1 2	2000, " "	8 00			1/2 bbls, 100 lbs.	87 00	Fancy	30
Imported 1/4 s	2 30	Lenawee	1 2	CREDIT CHECKS.				" 40 "	3 15 50	MOLASSES.	
Mustard 1/4 s	15 @ 16	Riverside	1 2	500, any one denom'n	83 00			No. 1, kits, 10 lbs.	73	Sugar house	1
Boneless 1/4 s	6 @ 7	Gold Medal	1 1 1/2	1000, " "	5 00			No. 1, 8 lb kits	61	Ordinary	7 00
Star, 1 lb.	2 45	Skim	1 1 1/2	2000, " "	8 00			Whitefish.		Porto Rico.	20
" 2 lb.	3 50	Brick	1 5	Steel punch	75			No. 1		Fancy	30
Picnic, 1 lb.	2 00	Edam	1 00	CREDIT CHECKS.				1/2 bbls, 100 lbs.	87 00	MOLASSES.	
" 2 lb.	2 90	Leiden	2 2	500, any one denom'n	83 00			" 40 "	3 15 50	Blackstrap.	1
Mackerel.		Limbinger	2 15	1000, " "	5 00			10 lb. kits.	85 45	Cuba Baking.	15
Standard, 1 lb.	1 10	Linsinger	2								

SIXTY YEARS AGO.

Reminiscences of Early Days at Grand Haven.

The men who have made Grand Rapids what it is are not altogether men of the present generation. They belong to another era—to the times long since past. Though many of them are still active in business life, and wield an influence commensurate with their ability and experience, yet their whitened locks tell the story of the winters of adversity and hardship through which they have passed. They have borne the burden and heat of the day; they have felled the forests, turned the wilderness into a garden; and prosperity and plenty, because of their early struggles and achievements, smile on all the land. The story of the difficulties they encountered, the obstacles they surmounted, the hardships they endured, reads more like romance than a sober statement of fact, and is, indeed, more interesting than any romance. The Grand Rapids of to-day is their pride, and will be their enduring monument long after they have passed into the Beyond.

Hon. Thos. D. Gilbert, a man honored and revered for his personal worth, and one of Grand Rapids' most successful business men, is one of the pioneer settlers of Western Michigan. He was born in Greenfield, Mass., in 1815. His father was General Thomas Gilbert. He received his educational training in the common schools of his native town and in the academy at Deerfield, the scene of one of the most horrible Indian massacres recorded in the history of this country. In 1835, after five years in a store as clerk, he came to Grand Haven, Mich., where at that time there were not more than half a dozen settlers. After twenty years of varying fortune, during which time Mr. Gilbert accumulated considerable property, he, with his brother, Francis B., came to this city and took up his permanent residence here. Since his first arrival in the city he has been prominently identified with several important business enterprises, notable among which may be mentioned the Grand Rapids Gas Light Co., the National City Bank, and since its organization, the Michigan Trust Company. In 1841 he was elected Sheriff of Ottawa county. He was elected a member of the State Legislature in 1861, serving on several important committees. He was elected a member of the Board of Regents of the State University in 1863, serving twelve years. His services as a member of the Board were of great value to the University and to the cause of education throughout the State. He also served several years as a member of the Board of Education of this city. In 1873 he was appointed a member of the Board of Public Works, and was for five years its President. Mr. Gilbert represented the Second Ward in the Common Council for two and a half years. As a citizen he has been public spirited and enterprising, and, as a man, honorable, upright and generous.

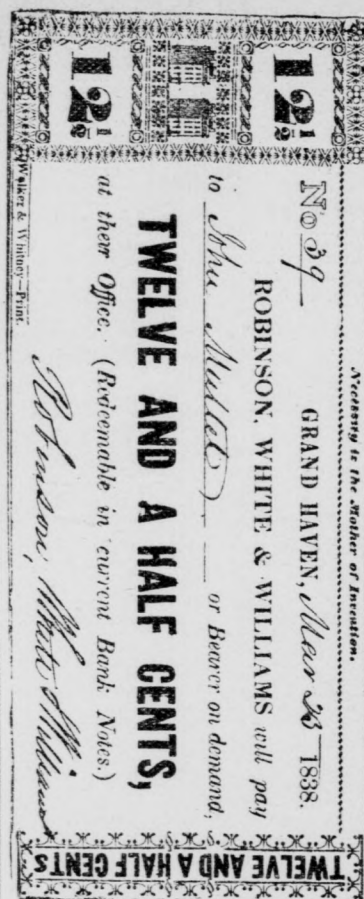
In conversation with THE TRADESMAN, in referring to early times in this section, Mr. Gilbert said: "The money used in Michigan when I came here, and for some years afterward, was largely New England and New York money. There was a little from Ohio, Illinois and Indiana, but not much. There was plenty of it, but it was used mainly for purposes of speculation. As speculation

was principally in land, much of the money found its way into the public treasury, and so was practically withdrawn from circulation. So wild were settlers to engage in speculation that little or no attempt was made to develop the natural resources of the country. As a consequence, we were heavy importers, buying most of what we needed in the New York markets. Up to 1840 I do not believe there was a thousand tons of products shipped out of this whole Western country. As a result money went out of the country about as fast as it came in, and was always scarce. I remember a gentleman from New York, a president of a bank, coming here to speculate in land. He brought with him the bills of his own bank, signed by the cashier, and when he bought a piece of land he would sign enough of the bills to pay for the land. His signature was all that was required to make the bills good. All land purchases were paid for



in paper money, until 1836, when the Government issued what is known as the specie circular. This circular made it necessary to make land payments in specie. Neither gold nor silver had yet been discovered in this country, and the only specie in circulation was from the Spanish mint. You can readily see what effect that circular had upon the business of the country. The people depended upon land sales to keep money in circulation, and the issuance of that circular almost entirely put an end to land speculation. That circular pricked the speculation bubble and it dissolved at once. The panic of 1837 followed, as a natural sequence, and entailed untold hardship upon thousands. Recovery from the effect of this panic was slow, but in the end it proved a blessing to the whole country. For one thing it turned the attention of the people toward the development of the country's natural resources; they began a more extensive cultivation of the land, with the result that in a few years we were producing more than was needed for home consumption, and we began to export our surplus. The result was soon seen in the increased prosperity and multiplied comforts of the people.

"I have already said something about the money of those days. In addition to the issues of State and private banks and some specie, some of our business houses issued scrip, payable in currency. Here is a specimen." (Mr. Gilbert handed THE TRADESMAN a note for 12½ cents as he spoke, which is reproduced below):



"It will puzzle a good many people," continued Mr. Gilbert, "to understand why that note is drawn for 12½ cents. The reason for it was this: As I have already told you, our only silver coins were from the Spanish mint. The Spanish coins were the dollar, halves, quarters, eighths, and sixteenths. This note is an eighth of a dollar, or 12½ cents, and was, undoubtedly, redeemed with Spanish money. When silver was discovered in this country, and our Government began its coinage, Spanish money commenced to disappear and finally passed out of circulation.

"We did business almost entirely on the credit system in early times. If, when Saturday night came, we had \$100 in cash, we considered ourselves well off. We had some bad debts, but not more in proportion than we would have today. Human nature has not changed much in fifty years; there were some people then, as there are now, who could pay but would not; some who would pay but could not, and some who always paid. We were pretty well secured, however, as most bills were paid in shingles and lumber, and as it was shipped from our port, we had little difficulty in collecting our pay. We trusted the Indians as well as the whites. They were good pay. Part of their bills were paid in furs, and they usually paid up when they received their money from the Government. The Indians were generally honest, but they seemed to take naturally to whisky, and it ruined them. They would drink as long as they could get liquor, and there were some whites who were unprincipled enough to sell them whisky as long as their money lasted.

"Prices ranged considerably higher than they do now, although not to the extent one would imagine. Prints sold at from 15 to 20 cents a yard. I remember how excited everybody was when we announced that we had a lot of prints

which we offered at 12½ cents a yard. We occasionally sold New Orleans yellow sugar at 20 pounds for \$1, although the general price was somewhat higher. White sugar, or loaf sugar, as it was called, was seldom less than 10 cents a pound; usually it was about double the price of the yellow. Everything, even to pork, had to be shipped in from outside, coming by way of the lakes in vessels. Let me tell you a story in this connection: One fall, when supplies in Grand Rapids had run low and winter was close at hand, the boat containing the winter's provisions was several days overdue. Finally she reached Grand Haven. No time was lost in transshipping to the Grand Rapids boat, as there was danger of the river freezing over. The people turned out *en masse* to meet the boat and inspect her cargo. This proved to be fifty barrels of pork, 100 barrels of flour and fifty barrels of whisky. Someone in the crowd remarked, 'The cargo is all right, but I don't see what they want with so much flour.' At least, the story was told by the Grand Haven people as a good joke on the people of this town, and I guess it was true. Nearly everyone drank whisky in those days and no one thought it was wrong; but times have changed and so have the manners. Whether the people worked harder then than now, and so were able to drink more liquor without its having the effect so commonly seen to-day, I do not know; but for some reason there were fewer drunkards in those days than there are to-day and yet liquor drinking was much more general. Another thing, there was not anywhere near the quantity of money in circulation that there is now; yet poverty was almost unknown in early times. There was not the population, for one thing, and, besides, those early settlers were all workers. Then, too, nearly everyone raised more or less vegetables, and so was not altogether dependent upon the condition of the labor market. You report Mr. Luce as saying that wheat once went as low as 25 cents. That is beyond my recollection, but I know it was much cheaper than it is now; but prices fluctuated then, as they do now, and I have forgotten the figures."

Impotence of the Union Label.

From the Boots and Shoes Weekly.

The trouble which the workers in certain branches of the shoe industry appear to be having with reference to the use of a label to designate that the goods are the product of union labor creates considerable amusement among those who are aware of the small influence that the label has upon boots and shoes.

A large handler of footwear gives it as his opinion that not 2 per cent. of the sales of goods are influenced by any label. One would think, to hear the talk of certain labor union secretaries, walking delegates, etc., that the label played a very important role with the consumer of boots and shoes.

An observer of shoe trade conditions, a gentleman very intimate with retailing features, states that, in his opinion, the label movement is nothing more or less than a genteel blackmailing operation. He does not look upon it as being very serious, and does not think it cuts much of a figure in trade operations; but the number of the schemes give him some concern. He thinks that labor organizations use the label as an instrument whereby they can work certain manufacturers along a line, the following of which would materially aid the walking delegate. In a word, the value of the label depends upon its influence in coercing manufacturers who know not the flimsy foundation upon which it rests.

THE OPPOSITION TO OLEO.

Written for THE TRADESMAN.

The dairy and creamery men throughout the country still continue their senseless opposition to oleomargarine. At a meeting of the local branch of the National Dairy Union, held in New York recently, Hon. C. W. Horr, of Ohio, stated that the Union was organized to fight oleo, and that he had accepted the presidency of the Union because he had large interests at stake. Some time ago he (Mr. Horr) sold his creamery butter for 16 and 17 cents a pound, and he realized a handsome profit on stored butter, but since oleo was introduced he found that his goods were worth next to nothing and very hard to sell. Mr. Horr said that the right to manufacture oleo was not disputed, but the fight is on the ground that the product is disposed of by misrepresenting its true character.

Mr. Horr's frankness in stating the object of the fight against oleo is commendable, and will go a long way toward disabusing the public mind of the prejudice which has so long existed against oleo. It has so long been claimed by the opponents of oleo that the opposition was on hygienic and moral grounds, because oleo was injurious to health and a fraud upon the public, and its makers a band of pirates or worse, that to be told it is merely a matter of dollars and cents is a great relief. But, after making such an admission, it has something of the appearance of begging the question for Mr. Horr to say that "the fight is on the ground that the product is disposed of by misrepresenting its true character." M. Horr says nothing about the true character of oleo, but makes the bald statement that it is disposed of by misrepresenting its true character. The "character" of the product will depend upon the ingredients which enter into its composition. The chief component of oleomargarine is oleo oil, which was discovered by M. Mouries, a celebrated French chemist, in 1870. He demonstrated by many careful experiments that the formation of butter contained in milk was due to the absorption of fat from the animal tissues, and that oleo oil, which is pressed from the sweet fat of beeves, corresponds exactly with the oil found in natural butter. Oleo oil is sweet to the taste, of a yellowish color and, because of the method employed to obtain it, is absolutely pure. The other components of oleomargarine are neutral lard, cottonseed oil and creamery butter.

It has been demonstrated, time and again, that these elements are wholesome and of great nutritive value, and the only question is whether the method of manufacture is such as to insure a clean and wholesome finished product. About this there is no question raised except by interested parties. The finest quality of imported salt is used in the process; the coloring used is annatto the same as is employed by farmers and creameries for coloring genuine butter. All the utensils and vats used in the manufacture are scalded and cleaned every day, and the floors of the factory are flushed daily with hot water and everything is kept scrupulously clean. In this respect the butterine factory would make a good model for many creameries and dairies. No attempt is made either by the manufacturers or handlers of oleomargarine to misrepresent its true character. No secret is made of either the ingredients or the process of manufacture. Its name dis-

tinguishes it from genuine butter, and the law provides against the fraudulent substitution of oleo for butter. Then in what way is its true character misrepresented?

As to the legislation against oleo, it is of a piece with the rest of the opposition. It is class legislation, pure and simple. In the face of scientific demonstration of the wholesomeness and nutritive value of oleomargarine as an article of diet, Congress has attempted to legislate it out of existence and has presumed to say that the people shall use nothing but genuine butter. But in spite of the determined opposition of those interested in the dairy and creamery business of the country, and the truckling and discriminating legislation of Congress and State legislatures, the consumption of oleo has continued to grow until last year 70,000,000 pounds were required to supply the demand. Mr. Horr says oleo can be made for 13 cents a pound. That is one great reason for its growing popularity with the people, and cannot reasonably be urged as an argument against it. Good creamery butter retails at 28 cents a pound and dairy at 22 cents a pound. Butterine retails for 15 to 17 cents a pound. In times like the present, indeed in any times, such a difference in price would work in favor of the cheaper as against the dearer article. No one blames the buttermakers for getting the highest price possible for their product, that is their privilege; but it is equally the privilege of consumers to refuse to pay the high prices demanded by buttermakers and to use a good wholesome substitute which is from five to ten cents a pound cheaper, and it is little short of childish for buttermakers to ask the help of Congress to enable them to sell their product. Oleomargarine can never entirely displace butter, it will only be used as a substitute for butter when the price of the latter puts it beyond the reach of the mass of the people. This much is sure, however, oleo will drive poor butter out of the market and compel farmers and dairymen to make a better article than is much of the butter now offered to the public, and if buttermakers will turn their attention to this phase of the question, and likewise to cheapening the cost of production and to increasing the yield from the cows, and cease their childish and futile opposition to oleo, it will be much more to their credit and they will be money in pocket in the long run.

When an honest workingman rides he must pay full fare. When a drove of tramps travel they can steal a freight train and deadbeat themselves across a continent and be applauded and feasted by trade unionists all over the country.

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.

Established 1868.
H. M. REYNOLDS & SON,
Building Papers,
Carpet Linings,
Asbestos Sheathing
Asphalt Ready Roofing,
Asphalt Roof Paints,
Resin, Coal Tar,
Roofing and Paving Pitch,
Tarred Felt, Mineral Wool
Elastic Roofing Cement,
Car, Bridge and Roof Paints,
and Oils.

Practical Roofers
In Felt, Composition and Gravel,
Cor. LOUIS and CAMPAU Sts.,
Grand Rapids, Mich.
H. M. REYNOLDS & SON

Avoid the
Curse of Credit

BY USING
COUPON BOOKS.

THREE GRADES:

Tradesman,
Superior,
Universal.

Manufactured only by
TRADESMAN COMPANY,
Grand Rapids, Michigan.

See quotations in Grocery Price Current.

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 Cashier.
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.



NO CURE. NO MUSTACHE.
NO PAY. NO PAY.

DANDRUFF CURED.
I will take Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the hair is not glossy, or the pores of the scalp not closed. Where the hair is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.
PROF. G. BIRKHOFF,
Room 151 Masonic Temple, Chicago

MICHIGAN CENTRAL
"The Niagara Falls Route."
(Taking effect Sunday, Feb. 11, 1894.)

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

CHICAGO March 18, 1894
AND WEST MICHIGAN RY.

GOING TO CHICAGO.
Lv. G'd Rapids 7:25am 1:25pm *11:30pm
Ar. Chicago 1:25pm 6:50pm *6:30am
RETURNING FROM CHICAGO.
Lv. Chicago 7:35am 4:55pm *11:30pm
Ar. G'd Rapids 2:30pm 10:20pm *6:10am
TO AND FROM MUSKEGON.
Lv. Grand Rapids 7:25am 1:25pm 5:45pm
Ar. Grand Rapids 9:15am 2:30pm 10:20pm
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:20pm 8:15pm
Ar. Traverse City 12:40pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.

PARLOR AND SLEEPING CARS.
To Chicago, Lv. G. R. 7:25am 1:25pm *11:30pm
To Petoskey, Lv. G. R. 7:30am 3:15pm
To G. R. Lv. Chicago. 7:35am 4:55pm *11:30pm
To G. R. Lv. Petoskey 5:00am 1:30pm
*Every day. Other trains week days only.

DETROIT, FEB. 11, 1894
LANSING & NORTHERN R. R.

GOING TO DETROIT.
Lv. Grand Rapids 7:00am *1:20pm 5:25pm
Ar. Detroit 11:40am *5:30pm 10:10pm
RETURNING FROM DETROIT.
Lv. Detroit 7:40am *1:15pm 6:00pm
Ar. Grand Rapids 12:40pm *5:15pm 10:45pm
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:40am 10:55pm
TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:00am 1:20pm 5:25pm
Ar. from Lowell 12:40pm 5:15pm
THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.				
Trains Leave	*No. 14	†No. 16	†No. 18	*No. 82
G'd Rapids, Lv	6 45am	10 20am	3 25pm	10 45pm
Ionia Ar	7 40am	11 25am	4 27pm	12 27am
St. Johns Ar	8 55am	12 17pm	5 20pm	1 45am
Owosso Ar	9 00am	1 20pm	6 05pm	2 40am
E. Saginaw Ar	10 50am	3 45pm	8 00pm	5 40am
Bay City Ar	11 32am	4 35pm	8 37pm	7 15am
Flint Ar	10 05am	3 45pm	7 05pm	5 45am
Pt. Huron Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit, Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.				
Trains Leave	*No. 81	†No. 11	†No. 13.	
G'd Rapids, Lv	7 00am	1 00pm	4 55pm	
G'd Haven, Ar	8 20am	2 10pm	6 00pm	

†Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:45 p.m. and 10:00 p.m.
Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:15 a.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH. Leave going North.
For Traverse City, Mackinaw City and Saginaw 7:40 a.m.
For Traverse City and Mackinaw City 4:10 p.m.
For Saginaw 5:00 p.m.
TRAINS GOING SOUTH. Leave going South.
For Cincinnati 6:50 a.m.
For Kalamazoo and Chicago 12:05 p.m.
For Fort Wayne and the East 2:15 p.m.
For Kalamazoo and Chicago 11:20 p.m.

Chicago via G. R. & I. R. R.
Lv. Grand Rapids 12:05 p.m. 3:15 p.m. 11:20 p.m.
Ar. Chicago 8:30 p.m. 9:00 p.m. 7:40 a.m.
12:05 p.m. train has through Wagner Buffet Parlor Car.
11:20 p.m. train daily, through Wagner Sleeping Car.
Lv. Chicago 8:50 a.m. 4:30 p.m. 9:25 p.m.
Ar. 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.

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7:35 a.m. 9:40 a.m.
5:40 p.m. 5:30 p.m.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, April 27.—The Retail Grocers' Association of this city some time ago issued a call for a convention of New York State retailers to be held in their hall here last Wednesday. The invitation included non-association members as well as those belonging to organizations, and was quite well attended in the evening. The object was to discuss the best means of increasing the number of associations and to make more effective existing ones. The credit question was also talked of, and papers were read relating to the sale of package goods; whether it was advisable to have the price printed on the packages, and whether the retailers should give prizes; whether the grocer should help the manufacturer introduce his goods, etc. J. H. Callahan, of Nyack, read a most creditable paper on the question of credits, taking the ground that, while it was a convenience, it was too frequently abused to be allowed to increase beyond its present limits. In fact, the number of cash grocers is so rapidly growing that the speaker thought the drift of things lay in that direction altogether now, and that in the future we would see more and more a contraction of credits. Taken altogether, the convention was productive of good, and it is hoped it is but the beginning of more such meetings.

The Thurber Grocery Co. is the name under which the re-organized firm of Thurber-Whyland Co. will sail. A Mr. Marcellus, of the Lone Star State, is to be President, he having put considerable "stuff" into the concern in order to place it on a thoroughly sound footing. It is said that F. B. Thurber will be Vice-President, although this is not definitely settled, as the details of the re-organization have not yet been made public. Many changes will be made in the sales force, and some of the boys who were supposed to be "solid" with any change of management are now out in the cold. This is the hardest part of a failure—the throwing out of work of so many employes. However, as others take their places, it is not so bad as if the concern's affairs were wound up altogether. It is stated that the *American Grocer*, so well-known in connection with the late corporation, will appear without the price list of the house in the future, but, undoubtedly, the paper will publish one of its own which will be just as reliable. In these days it is impossible to kill a live trade journal. The *Grocer* has been a profitable venture from the start, and the trade generally will wish it prosperity under the new regime.

John T. Burgess, Secretary of the National Retail Grocers' Association, of Chicago, is here looking better than ever.

Coffee is, seemingly, continuing its downward flight, and for Rio No. 7, 16 1/2 c is the nominal quotation. No one seems to regret the decline, and holders look for a larger business as the decline continues. Mild coffees, too, are not so firm, yet we can trace no decrease in price.

There are to be some very large auction sales of teas next week, and this fact is probably retarding trade in legitimate goods, which are in the most quiet corner imaginable. Why not? Nobody drinks tea in this country to amount to anything, and whether they are up a few cents or down a few, does not excite the least attention save among a few parties directly interested.

Domestic rice is becoming decidedly scarce, and, were it not for the ample supplies of the foreign article, we would see some very striking advances in price.

Sugar excites no more than a passing interest. There has been a decline on some of the soft grades, but no special improvement in demand was caused thereby. Refined remains quiet and in everyday demand, with buyers purchasing only as they need stock. Granulated is held at 4 1/2 c, although we observe that a Chicago bazar is retailing it at 4c. Great city, that!

Spices are meeting with a little better demand than a fortnight ago, particularly nutmegs, which have become firmer in value as the supplies have decreased. Ginger, cloves, pepper, etc., are doing fairly well.

Syrups and molasses are even duller than last week and in very little demand. A buyer can have his own way.

The market for lemons has improved a little since last writing, although supplies are still ample. Oranges and pineapples in fairly good request, and bananas are quite firmly held, in some instances running up to \$1.60 per bunch for firsts.

Canned goods continue to be the best thing on the list, and are firm for nearly everything. The stock of California fruits is light. Prices are higher for peaches, and the market is strong. Some offers of \$3.50 for gallon apples are said to have been refused. Small fruits—cherries and berries—are strongly held.

Butter has its ups and downs nearly every day, with the downs having the last inning. It requires strictly fancy stock to bring 21 cents; State dairy, 19@20c. Cheese is firm, with best marks held at 12 1/4 c. Eggs are weaker, and the market is badly demoralized.

The provision market is dull, and prices are generally unchanged. Mess pork, \$14@14.50; short clear, \$14@16.

The weather is very warm, and from all directions come encouraging reports regarding growing crops.

Coxey and his army take up much valuable space in our newspapers, and we are all holding our breath until after May 1. We hope for the best.

Retailers are all doing a good trade and the big stores are packed with buyers, indicating that the masses have some money left yet. JAY.

The Drug Market.

Gum opium is dull and lower. Speculators in this article outside of the drug trade were induced to buy large lots, on report of damage to growing crops and a prospective tariff of \$1 or \$2 per pound. The crop reports, as usual at this season of the year, were not correct and the present prospect of a large crop and the uncertainty of tariff legislation unnerved large holders, and, in consequence, forced sales have broken the market. It is believed that bottom has been reached.

Morphine, is unchanged. Quinine is lower from outside holders, while manufacturers are firm.

Balsam Peru has again advanced on account of scarcity.

Linseed oil has declined, on account of lower prices for seed.

Paris green is moving freely for so early in the season. The price is higher, but there is no prospect of any lower prices this season.

London purple and blue vitrol are also in large demand for spraying purposes.

German Household Dyes are a new article lately introduced in this State. The line consists of 30 colors, each one of which will color silk, wool or cotton. The price is 50c a dozen; cabinet furnished with order for 30 dozen.

Gripsack Brigade.

Wm. Connor (Michael Kolb & Son) will be at Sweet's Hotel again Friday, May 4.

The Grand Rapids Traveling Men's Base Ball Club will meet for practice at Recreation Park, Saturday afternoon, May 5. All traveling men, whether ball players or not, are invited to be present on that occasion.

Walter T. Palmer, who has clerked for E. St. John (Saginaw, W. S.) for the past fifteen years, has taken the position of traveling salesman for J. W. Fales & Co., of Detroit. His territory comprises the

Saginaw Valley and Southern Michigan. Elaborate preparations are being made by the ladies of Post E for the "return party" given the gentlemen of the Post on May 12. The ladies propose to pay all the bills and furnish the refreshments, turning the balance, if any, into the treasury of the Post.

A Combination.

See our advertisement on page 12. The warp is truth—the body matter fact. Turn to it. The Putnam Candy Co.

The Poorest Man

On Earth

Can afford the BEST salt.

The Richest Man

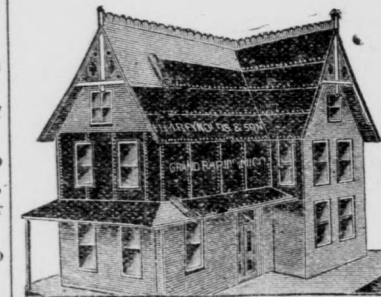
On Earth

CANNOT afford any other.



See Quotations in Price Current.

I. M. CLARK GROCERY CO., GENERAL AGENTS, GRAND RAPIDS, - - - MICH.



ASPHALT FIRE-PROOF ROOFING

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

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

FIRE-PROOF ROOF PAINT,

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

H. M. REYNOLDS & SON, Practical Roofers, Cor. Louis and Campan Sts., Grand Rapids, Mich.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

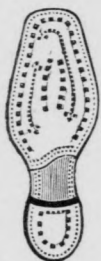
STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.....	6	7	
" H. H.....	6	7	
" Twist.....	6	7	
Boston Cream.....	8 1/2		
Cut Loaf.....			8 1/2
Extra H. H.....	8 1/2		
MIXED CANDY.			
	Bbls.	Palls.	
Standard.....	5 1/2	6 1/2	
Leader.....	5 1/2	6 1/2	
Royal.....	6 1/2	7 1/2	
Nobby.....	7	8	
English Rock.....	7	8	
Conserves.....	7	8	
Broken Taffy.....	baskets		8 1/2
Peanut Squares.....	7 1/2	8 1/2	
French Creams.....			13
Valley Creams.....			13
Midget, 30 lb. baskets.....			8 1/2
Modern, 30 lb.....			8
FANCY—In bulk			
		Palls.	
Lozenges, plain.....		8 1/2	
" printed.....		9 1/2	
Chocolate Drops.....		12	
Chocolate Monumentals.....		12 1/2	
Gum Drops.....		7 1/2	
Moss Drops.....		8 1/2	
Sour Drops.....		8 1/2	
Imperials.....		10	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops.....		50	
Sour Drops.....		50	
Peppermint Drops.....		50	
Chocolate Drops.....		75	
H. M. Chocolate Drops.....		50	
Gum Drops.....		40	
Licorice Drops.....		1 00	
A. B. Licorice Drops.....		80	
Lozenges, plain.....		60	
" printed.....		65	
Imperials.....		60	
Mottoes.....		70	
Cream Bar.....		55	
Molasses Bar.....		55	
Hand Made Creams.....		85@95	
Plaid Creams.....		80	
Decorated Creams.....		80	
String Rock.....		60	
Burnt Almonds.....		1 00	
Wintergreen Berries.....		60	
CAMELS.			
No. 1, wrapped, 2 lb. boxes.....			34
No. 1, " 3 ".....			51
No. 2, " 2 ".....			28
ORANGES.			
Navels, 95-112s.....			2 50
" 126.....			3 00
" 150-176 200-226s.....			3 50
Fancy Seedlings, 126s.....			2 50
" 150-176-200-226s.....			2 75
" 250s.....			2 50
LEMONS.			
Choice, 360.....			3 00
Choice 300.....			3 25
Extra choice 360.....			3 50
Extra fancy 300.....			4 00
Extra fancy 360.....			4 00
BANANAS.			
Large bunches.....			2 00
Small bunches.....			1 25
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8lb.....			@12 1/2
" " 20lb.....			@14
" extra " 14lb.....			@15
Dates, Pard, 10-lb. box.....			@ 7
" 50-lb. ".....			@ 5 1/2
" Persian, 50-lb. box.....			@ 5
NUTS.			
Almonds, Tarragona.....			@16
" Ivaca.....			@15
" California.....			@ 2
Brazils, new.....			@ 8 1/2
Filberts.....			@11
Walnuts, Grenoble.....			@13
" French.....			@12
" Calif.....			@12
Table Nuts, fancy.....			@12
" choice.....			@11
Pecans, Texas, H. P.....			@ 7 1/2
Chestnuts.....			@ 7
Hickory Nuts per bu.....			1 25
Cocconuts, full sacks.....			3 50
PEANUTS.			
Fancy, H. P., Suns.....			@ 5 1/2
" Roasted.....			@ 7
Fancy, H. P., Flags.....			@ 5 1/2
" Roasted.....			@ 7
Choice, H. P., Extras.....			@ 4 1/2
" Roasted.....			@ 6
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene.....			8 1/2
XXX W. W. Mich. Headlight.....			7
Naphtha.....			@ 6 1/2
Stove Gasoline.....			@ 7 1/2
Cylinder.....			@ 26
Engine.....			@ 13
Black, 15 cold test.....			@ 8 1/2
FROM TANK WAGON.			
Eocene.....			7
XXX W. W. Mich. Headlight.....			5
POULTRY.			
Local dealers pay as follows:			
LIVE.			
Turkeys.....			8 @ 8 1/2
Chickens.....			7 @ 8
Fowls.....			6 @ 6 1/2
Ducks.....			8 @ 9
Geese.....			8 @ 9
DRAWN.			
Turkeys.....			11 @ 12
Chickens.....			12 @ 13
Fowl.....			11
Ducks.....			10 @ 11
Geese.....			10 @ 12
UNDRAWN.			
Turkeys.....			9 @ 9 1/2
Chickens.....			7 1/2 @ 8
Fowls.....			6 1/2 @ 7
Ducks.....			8 @ 9
Geese.....			8 @ 9

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.



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

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.

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.

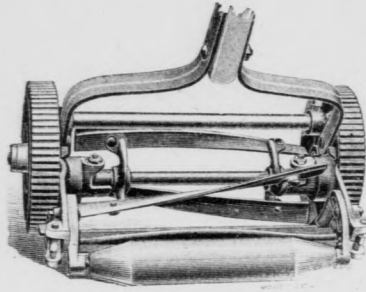
Cut No. 3. This shows not only its usefulness in the carriage, wagon or machine shop, but carpenter, plumber or undertaker's establishment as well, in fact it is indispensable to any worker in wood or iron where screws or burrs are used, or boring, drilling, etc., is done, and in finishing up work with 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.

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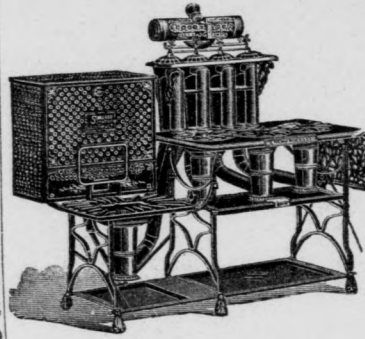
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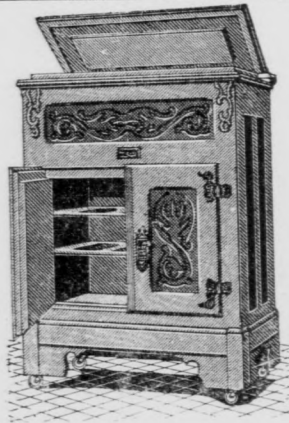
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