

# MICHIGAN TRADESMAN

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NO. 555

USE JENNINGS' FLAVORING EXTRACTS

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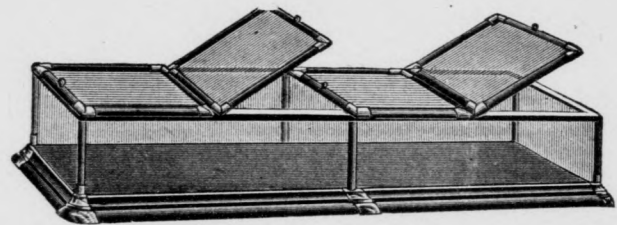
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MAY 9, 1894.

NO. 555

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## MISS QUAIL.

The new circuit rider for the Blue Knob district, Arkansas, had just taken his text when old man Zeb Mason, his wife, and daughter entered the aged log church. Zeb was a large man, with a retreating forehead and a mouth so protruding that the boys of the neighborhood said that he could bite a pumpkin through a crack in the fence. The old fellow was quite prominent, and, although he had but one daughter, yet he fed more horses on Sunday when the youngsters stopped with him after preaching, than any other man in the neighborhood—even more than old Lige Barker, who had five strapping daughters and a widowed niece who dipped snuff and giggled. It was shrewdly suspected by some of the sages that the Sunday rush to old Zeb's was caused by the fact that he had biscuit twice on that day, including "aig bread" and the best fried ham, generously peppered, to be found in all the Knob district. Mrs. Mason was a quiet, sighing old lady. Whether this habit of sighing came from continued indigestion or from actual sorrow, no one knew, but it was noticed that when any one took a fresh biscuit, after there came from the kitchen a whispered warning that the pan was getting low, that she sighed with peculiar emphasis of distress. Miss Zeldia Mason was so plump that the nickname of Quail had been given her. She was, in the language of Job Goosetree, "puttier'n er peach."

When Willis, the new circuit rider, lifted his eyes from the Bible, he started suddenly, gazed confusedly at Miss Quail, and then gave out a hymn. Willis went through the circuit rider's severe test—first appearance—and then stepped down to receive the congratulations of his flock. Old Zeb pressed forward, grasped the preacher's hand and said:

"Hit the nail on the head ever' clatter, parson, and they wan't hoss shoe nails, nuther—twenty-pennies, ever' one uv them. This is my wife an' gal. Quail—name ain't Quail, but that's what we calls her—shake hands with Brother Willis. W'y yer ack like yer never shuck han's with a man afore. That's hit, gin him er good shake. Brother Willis, yer've got ter go home with me, fur if yer don't, yer never will feel like yer've been nish'ated in the community. Never min', Brother Fulgum, he's goin' home with me." Brother Fulgum had come forward and was pressing his claims. "Ken go with you next time. Well, come on, all han's. Look here, whar's Quail."

"Over thar, talkin' to Job Goosetree," Mrs. Mason replied.

"Wall, I reckon he's goin' ter fetch her home. Come ahead, Brother Willis."

As they rode along, Willis from time to time turned and looked back. Quail, riding beside Goosetree and followed by several other young men, was laughing and nodding her beautiful head. A cloud passed over the circuit rider's face. When Willis dismounted at the gate, and while he was taking a small Bible and a hymn book from his saddlebags, the other party rode up.

"Yer didn't beat us much airt'er all," Quail cried.

"We were not trying to ride very fast," Willis replied.

"Nuther wuz we," Goosetree broke in. "We coulder rid all eroun' yer ef we'd er wanted ter, couldn' we, Quail?"

"O, whut er putty book!" Quail cried, glancing at the bible which the minister held in his hand.

"Do you think so?" he asked.

"O, yes; it's the puttiest book ever I seen."

"Then you shall have it," said Willis, advancing and handing her the book.

"No, no; I won't take it from yer. Mebbe yer mother gin it ter yer."

"She did," the circuit rider acknowledged with a blush.

"Then yer musn't gin it erway."

"An' 'specially, ter a gal yer never seed befo," Goosetree broke in, giving the preacher a contemptuous look.

"Whut yer all doin' out thar?" yelled old Zeb. "W'y, Brother Willis, how'n the worl' did yer gin me the slip that'er way? Boys, put yer hosses up. Find plenty uv co'n in the crib."

At the dinner table Willis sat near Quail, but Goosetree, who was opposite him, demanded the girl's attention.

"Miss Quail," Willis managed to ask, "are you a member of the church?"

"Not this year," Goosetree spoke up.

"Wuz last year, but danced out—er, haw, haw! Went over ter Miller's whar they had a Chris'mus shindig, an' couldn't stan' the racket. When ole Mose Gonyer's fiddle 'gunter make up ter bizness Quail she 'gunter prance, an' just about that time I nailed holt uv her caik'er an' 'waywe went ter the tune uv the nigger in the feather bed—er haw, haw! Pass the biscuit."

"You should come back into the church," said Willis, paying no attention to Goosetree.

Mrs. Mason sighed and said: "It's the wish uv my life, Brother Willis, but it do peer like her min' never wuz sot on serious things." Here a negro woman glided in and whispered to Mrs. Mason, who, glancing at the biscuit plate, sighed deeply.

That evening, just before church time, Willis, while Goosetree was saddling his horse, approached Quail and said:

"Will you allow me to accompany you to church?"

"Mr. Goosetree's goin' with me," she replied.

She stood in the doorway, arranging her riding skirt. The preacher had never before seen a picture so beautiful.

"May I come to see you sometime?" he asked.

"Certainly," looking innocently at him, "I'm sho we'll allus be glad ter see yer."

"We?" he replied.

"Yes."

"How about yourself?"

"I'm allus with the rest, I reckon."

"Miss Quail, I don't think you ought to be so worldly minded."

"W'y, don't I live in the worl'?"

"Yes, but you owe your existense to God."

"O, don't preach here. Wait till we git ter the church. I haint hearn nothin' but preach, preach, preach all my life. The reason I like Job Goosetree is 'cause he never preaches none. Peers ter me like all some folks live fur is just ter git ready ter die. Ef that's all there is in life, we mout ez well die at fust an' be done with it. Ready, Job?" catching sight of Goosetree at the gate.

"Yep."

"Wall, I'm er comin'."

"Brother Willis," said old Zeb, as they rode along, "yer don't peer to be well."

"Jis let Brother Willis erlone," snapped Mrs. Mason. "Kaint yer see that he's thinkin' erbout his sermon?"

"That's er fact. Yer mus' skuze me, fur I'm er sort uv rough an' tumble man."

"Had er fine confab with Mr. saddle pockets, didn't yer?" Goosetree asked of Quail.

"Not much."

"Bet yer did."

"Bet I didn't."

"What did he say?"

"Nothin' much."

"Bet he did."

"Bet he didn't."

"Wanted ter ride with yer, didn't he?"

"Yes."

"Whut yer tell him?"

"Tole him I had comp'ny?"

"That all?"

"Bout all."

"Bet it ain't."

"Bet it is."

"Told him yer'd like to go with him ef yer didn't have comp'ny, didn't yer?"

"No."

"What did he say? How did he ax yer—way up in the highfurlutin, didn't he?"

"No, not zackly."

"Now, lemme tell yer suthin. Ef he keeps on foolin' 'roun' yer somebody's goin' ter git hurt."

"Job, don't be er fool."

"I'm talkin', lemme tell yer; talkin' frum erway back. 'Bout all the other boys have pulled off, an' dam'f I'm goin' ter be bullragged by him."

"Job, ain't yer erashed uv yersef?"

"Talkin' frum erway back, I tell yer. No man ever fooled with me an' relished his co'n bread airt'erwards."

"Job, yer know toar ain't er man in the worl' what ken cut you out."

"Yes, but that feller's good-lookin' damn him!"

"Job, ef yer make use uv ernuther sich er word I won't go ernuther step with yer."

"Go with him, I reckon?"

"Makes no difference who I go with, it won't be you."

"Bet you want him to bo'd at your house."

"Now, you know, I don't, an' ef I did, it wouldn't make no diffence, fur pap never would take no bo'd'ers. Anybody ken come an' stay as long as they want ter, but pap 'lows they kaint bo'd'."

Two days later Willis called on Quail and asked her to go to church with him the following Sunday. The girl trembled.

"You have no other engagement, have you?" he asked.

"I don't hardly know, sir. Mr. Goosetree—here he is now."

Job came up on the porch where the preacher and Quail were sitting, and, with much bluster and noise, stamped the mud off his feet.

"Keep yer cheer," he said, when Quail arose. "Jes thought I'd drap in ter see how all han's is. Whar's the aie man?"

"Gone ter mill."

"The ole lady?"

"Gone over ter see ole Miz Miller. She's sick."

"Ah hah!" Seating himself on the steps and fanning himself with his broad brim hat.

The girl brought him a turkey wing and said:

"Look like yer wuz fit ter melt."

"Yes; come ercross the ole fiel' with the sun er-hittin' at me ever' jump an' not missin' er lick."

"Well, I must, go," said the preacher arising.

"Don't be snatched," Goosetree replied, and then quickly added: "Wall, ef yer must go, good-by."

While Willis, with thoughts gloomy and dejected, was walking in the woods, some one called him. Looking around, he saw Goosetree approaching.

"I wanter tell yer somethin'," Goosetree said, when he had joined the preacher. "I wanter tell yer that yer air on er mighty cold trail over yander. Me an' Quail is goin' ter be married now putty soon. Oh, yer neenter turn red, fur it's er fact. Ever'body in the neighborhood knows it an' none of the boys don't hang 'roun' thar no mo', an' my advice ter yer is, don't be er blamed fool."

They were walking along together. The preacher's eyes were cast downward.

"I say that my advice ter yer is, don't be er blamed fool."

"Mr. Goosetree, you are certainly very generous, to volunteer such valuable advice. I wonder that you do not gather up wisdom, bind it in sheaves, and haul it to market. In this way you might make enough money to pay for your license."

"Oh, don't fret, I ain't er hurtin' fur money. I've got as good a piece uv lan' as thar is in this country; but I'll bet you haint got ernuff money ter bury yer. May not be tryin' ter cut me out, ole feller, but my advice is, don't be er fool."

It was not the preacher's intention to "cut him out," but a sight of the girl was so refreshing—such enchantment danced in her eyes, that he felt powerless to resist the temptation of being near her; but he fought bravely, most desperately, for two weeks, and then, one afternoon, found himself in the woods, slowly and meditatively walking toward Mason's house.

"Helloa, there?" some one called. He looked up and saw Goosetree, carrying a long rifle, approaching.

"Whicher way?"

"I am going to see Mr. Mason."  
"Any particular bizness with him?"

Goosetree asked, stopping and resting the butt of his gun on the ground.

"No."

"Then I reckon yer better not go."

"More generous advice."

"That's all right, podner, yer ain't er goin'."

"Goosetree, you can't frighten me. I was once a soldier."

"The biggest coward I ever seed was er soldier."

"I was not the man." Willis strode onward.

"Stop!" exclaimed Goosetree, catching up his gun. "Stop, I tell you! Dam'f I don't shoot if yer don't stop! Won't, eh. All right."

The rifle cracked, and Willis fell. Goosetree threw down his gun, and, frightened, ran to Mason's house. He heard Quail singing in the kitchen. He rushed into the room.

"My gooddess! Job, yer skeer er body neayly ter death. Whut's the matter, man? W'y, jes look how the briars have tore yer coat."

"Quail," he cried, seizing her hands, "come on an' let's run away from here. Come on, for God's sake. I've killed the preacher, an' they'll hang me—killed him 'cause I love you. Come on, fur the Lawd's sake. My God! look! yander's yer pap got the dead man on er hoss! No use ter run now. I'm gone. Say," grasping the speechless and terrified girl, "nobody but you knows that I done it. Don't tell, for God's sake, don't tell."

They went out to the gate. Quail fainted.

"Somebody's done an awful piece uv work," said the old man as he placed the preacher on the ground and then leaned a gun against the fence.

"Somebody'll suffer for this here. Help me take him in the house."

Mrs. Mason, frightened as she was, prepared a bed, and, looking at the preacher long and earnestly, said, "Pap, he ain't dead. Send fur the doctor."

The doctor came. The bullet had entered behind the right shoulder blade, ranging upward and going through the body. Goosetree stood gazing at the wounded man. The preacher was soon able to speak. "An accident," he said, "I borrowed a gun from Mr. Goosetree to kill some squirrels, I leaned the gun against a tree, but it fell and shot me."

Goosetree, bursting into tears, rushed from the room.

Willis recovered slowly. Goosetree did not come near the place. Quail was a faithful nurse. One Sunday, while her father and mother were at church, the girl and the preacher, who was now able to sit up, were alone in the "big room."

"Quail," he said, "I never can forget you."

"I hope yer won't try."

"I could not if I were to try. Promise me that when you marry, I may perform the ceremony."

She seized his hands, kissed them and pressed them to her face. Her tears gushed between his fingers. "Oh," she said, "won't you let me love you? I love you so—love you so."

He put his arms about her and wept like a child.

When old man Mason returned, he glanced at Willis and said: "W'y, I never seed er man look so peart. W'y, bless my stars, ef the fool gal aint er huggin' uv him."

"Thank the Lawd," cried the old lady. "Hug him agin, Quail. Thank the Lawd."

Goosetree came to the wedding. After shaking hands with the preacher, he said: "Podner, er angel tells me er lie to keep down trouble, but er devil tells er truth ter stir it up. I know yer won't low no dancin' here, but I lowed yer mout let me play er few tunes, so I fotch my fiddle."

He sat down on a trunk and after playing a few dismal tunes, he drew the preacher aside and said, "She is too good fur me, I reckon." Then, with a swell of emotion, he sought the trunk and played another dismal tune. OPIE P. READ.

Coxey's army has been called loafers and tramps, and beggars, and other high-sounding names, and were refused the privilege of speaking on the Capitol steps. They went about it in the wrong way. They should have waited till next fall, and got themselves elected to Congress. Then they could have gone right into the Capitol and spouted to their hearts' content, and, as a mere incident, drawn \$5,000 a year. They are no worse than the loafers who now infest the Capitol except that the fellows in Congress are not hungry and dirty and ragged.

A grocer in Newark was fined \$50 for selling coffee which was one-third dough. If that coffee was roasted he should have charged extra for it. He was supplying his customers with coffee and toast.

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William Connor will be in Rochester, N. Y., on Monday, Tuesday and Wednesday, May 14, 15 and 16, and will be pleased to attend to any business for the trade. Address him, care of Michael Kolb & Son, Rochester, N. Y.

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Boy's and Women's	"	Net	85	"	61
Youth's and Misses'	"	Net	81	"	58
Children's	"	Net	68	"	

Men's.....	Tennis Oxf.	Net	\$ 68	Net	\$ 45	Net	\$ 36
Boy's and Women's	"	Net	63	Net	43	Net	34
Youth's and Misses'	"	Net	59	Net	40	Net	31
Children's	"	Net	54	Net	37		

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TRADESMAN COMPANY,

Grand Rapids, Mich.

**GRAND RAPIDS IN THE FIFTIES.**

Written for THE TRADESMAN.

There once was a time, and the old songs prove it, when the earth was not round, but an endless plain. The sea was as wide as the heavens above it—just millions of miles and begin again. And that was the time, and more's the pity it ever should end, when singers told tales of a rich Valley City in a wonderful country far westward away, where all nature blossomed for a year and a day, a beautiful west land with wooded hills, with autumn foliage of yellow gold and freshly painted flowers of many hues; a land made by God, wondrous to the eye and hungering to be kissed.

In those glad old days, "the governor," with his wagonload of children—boys and girls—left "York State," and after many days the anvils rang their chorus on the banks of Grand River, about where Sweet's Hotel now stands.

This was in the fifties, and a shipyard occupied the ground now used by the Nelson-Matter Furniture Co. Many steamboats, schooners and other river and lake craft were made in this yard, and "the governor" engaged in supplying the iron work other than the engines and boilers. The iron and coal were bought in Chicago and freighted across the lake, then up the river.

There was some silver money then in circulation—said to be a nailkegful. It was the State Bank reserve, making an annual tour of the State by stage, one day ahead of the State Bank Examiner. The sole duty of this silver was to be counted, and it lost nothing except by abrasion. Common everyday business men contented themselves with paper money, and the label on a present time tomato can is a work of fine art compared with the carpet sack of Michigan money that "the governor" carried to Chicago in the summer of '56 to pay for stock. The Chicago bankers said the money wouldn't go in Illinois at more than 25 per cent. of its face; so "the governor" traded only enough for a return ticket on a lumber scow and against a headwind hurried back to Grand Rapids, where he bought a New York draft. The next day the Grand Rapids banker received a fresh "Thompson's Bank Note Detector" by stage from Kalamazoo, and discovered what the Chicago bankers knew a week before—that the Michigan wild-cat money "had yowled." After that, when "the governor" wanted stock, he made up a carload of lumber, shingles and wheat and swapped it in the Chicago market. So it was with nearly all the industries of the city. The farmer received store pay for his produce; in turn the merchant shipped the products of the shop and farm across the lake, swapping them for both dry and wet goods. Then a well selected stock of goods in a Canal street store was about in this proportion: 1 bolt hickory shirting, 1 piece turkey red dress goods, one box smoked herring, 1 cheese, 1 barrel crackers, 1 barrel pork, 5 barrels corn whisky. Sometimes the latter was traded to the Indians in exchange for skunk skins; then the town took a fresh start, mostly toward the hill district.

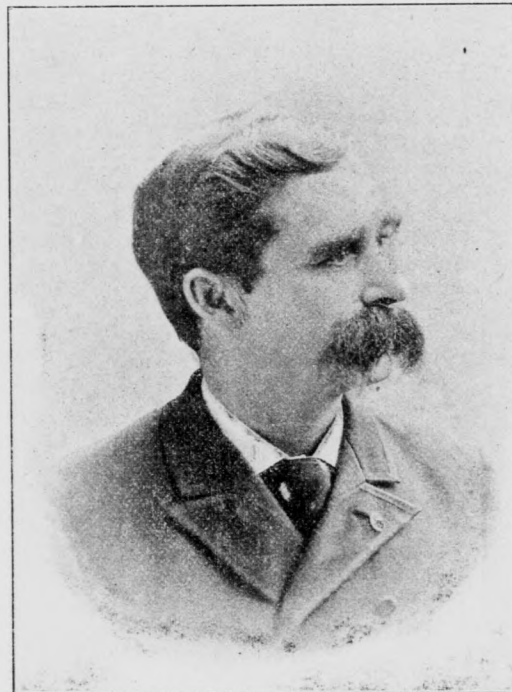
When the proprietors of the shipyard left for Utah, and the best bank disappeared between two days, the business of the city became "congested," to use a modern turn, and patriotic citizens came to the rescue by an issue of shipplasters and brass pennies. This was very good

money with which to dicker at home, but it wouldn't go in Canada; so most of our people stayed at home determined to build up the city.

But what of "the governor?" When there came a decline in shipbuilding he made wagons for the farmers and once a week made collection tours about the country for material with which to meet the pay roll and stock bills. One Saturday night he returned, after having traveled all day with a team, calling upon customers. The wagon contained one sack of rye flour, two sheep pelts, three coon skins, one jug of buttermilk. "The governor," being a member of the Methodist church, did not swear much, but just about that time the war came along, and, being anxious to see something that looked like money, he enlisted for \$13 per month and rations.

Speaking of the war, always an interesting subject, the first response for the call for troops caused heavy drafts upon the volunteer fire companies of the city. Almost a new force of firemen manned the brakes. The demand for men to be used as targets in the Sunny South made men valuable, and the Common Council voted the volunteer firemen \$5 per year, to be paid at the end of the year's service. The year passed, the City Clerk issued the orders, but there was no money in the treasury to pay them. Then a patriotic miller cashed the orders in flour, each fireman receiving one barrel of flour for his year's service.

The war revolutionized the customs of the State. Men enlisted in the army, other men produced supplies for their use. Men no longer peddled their labor about in "dicker and truck," but sold it



In those good old days "befoh de wah" the Indians of Western Michigan came to the Rapids every spring for their payments for lands from the Government. Uncle Sam paid cash. To add to the prosperity this money brought, the annual run of suckers came up the River. Suckers and Red Men both were welcome. The Indians brought pelts and furs, the products of their winter's trapping, which they had no difficulty in exchanging for fire water. Two muskrat skins usually brought one jug of whisky, and the frying pan of prosperity was full for the day. The Indians and their payments are a memory of the past. The suckers and the sturgeon, and the fragrant fish carts have been displaced by the Italian count with a "nice a banan."

There is nothing on the market now that takes the place of sturgeon, smoked or raw. The perfume that fills the air of early spring days along the River banks is but lingering agony to the old settlers. Those were good old days when every man, under the all-wise providence of God, put down a few barrels of red fin mullet for winter use.

for cash. The brains of the nation, aroused from their long sleep, drove the wildcat money out of existence. The American people never had genuine prosperity until the close of the Rebellion. Since then all America has prospered, until within the last year. It may be that Michigan will go back to the good old days in the fifties, with its wildcat currency. The disease may be headed off, as most people have been vaccinated for it during the past year.

C. E. BELKNAP.

**Gathers His Own Mushrooms.**

The Czar is said to be extremely fond of mushrooms, but he does not like them canned, and he cannot bear them stale; so whenever he leaves the cares of state behind him and goes for his annual rustication to Denmark, there is scarcely a morning that he does not go out mushrooming himself. It is said to be a common thing to see him in a straw hat, with a basket slung over his shoulder on a stick, tramping through the meadows in the early morning in quest of the delicious comestible. When enough have been secured, he carries them home and turns them over to one of the twenty cooks, that always form a part of his retinue, to be prepared at once for his breakfast.

**GREEN SEAL CIGARS**



ALWAYS STANDARD

AT WHOLESALE BY  
Hazeltine & Perkins Drug Co.  
Ball-Barnhart-Putman Co.  
Olney & Judson Grocer Co.  
B. J. Reynolds.

**FINEST QUALITY.  
POPULAR PRICES.**

**SEEDS!**

Everything in seeds is kept by us—

- Clover, Timothy,
- Hungarian, Millet,
- Red Top, Blue Grass,
- Seed Corn, Rye,
- Barley, Peas,
- Beans, Etc.

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

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

**BUYS' BENCH BARREL TRUCK**



Patented.

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

For Prices, Terms and Illustrated Circular, call or Address,

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EAST FULTON ST.  
GRAND RAPIDS, MICH.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Greenville—H. Christiansen has opened a boot and shoe store.

Monroe—W. E. Sloane has retired from the Monroe Cigar Co.

Ypsilanti—Kief & Meanwell have opened a new stock of groceries.

Ovid—A. B. Way & Co. succeed S. C. King in the grocery business.

Blissfield—C. L. Amberson has sold his grocery stock to Hayward & Son.

Three Rivers—Avery & Son succeed Oliver T. Avery in the meat business.

Michigamme—Jas. Langley has sold his hardware stock to Evan Sleusrud.

Waldron—Geo. F. Avis has removed his feed mill from Hudson to this place.

Saginaw—Jos. Gossell is succeeded by Kull & Narten in the grocery business.

Coldwater—Collins & Lockwood succeed Collin & Moore in the grocery business.

Hillsdale—E. A. Allbaugh & Son succeed Ira T. Bryan in the jewelry business.

West Bay City—J. H. Ferguson, of the grocery firm of Ferguson & McArthur, is dead.

Flint—A. S. Little & Son have opened a new stock of groceries in the Pierce block.

Homer—J. H. Darrow has sold a half interest in his grocery stock to Ed. Doolittle.

Holland—Bert Dok has opened a meat market at the former location of Frank Kuite.

Sault Ste. Marie—Wood & Thoenen succeed C. W. Given in the hardware business.

Alpena—McKim & Polzin succeed McKim, Bardin & Co. in the grocery business.

Kalamazoo—Thos. McCullough succeeds McCullough & Co. in the meat business.

Saginaw—Barrows & Gregory succeed J. F. Barrows in the musical instrument business.

Sault Ste. Marie—Wood & Thoman succeed Chas. W. Given in the hardware business.

Montague—Wm. H. Dennis, dealer in pumps and windmills, is succeeded by Wm. R. Dennis.

Hillsdale—Phillips & Baldwin have succeeded to the grocery business of Cole & Cortright.

Shelby—Van Wickle, Munson & Co. succeed Van Wickle & Munson in the produce business.

Flint—George Post has opened a stock of groceries at the corner of West Court and Ann Arbor streets.

Traverse City—The Piltz & Mohneke Co. succeeds G. Piltz in the marble and undertaking business.

Pontiac—C. W. Horton & Co., dry goods dealers, have dissolved, C. W. Horton continuing the business.

Monroe—Henry Heck & Sons, meat dealers, have dissolved, Jno. M. Edward Heck continuing the business.

Menominee—The Day-Leisen Co. is succeeded by Edward Lewis in the undertaking and picture frame business.

Coral—Shook & Son have sold their stock of drugs to S. C. Scott and H. M. Gibbs, of Howard City, who will continue the business.

Cadillac—John Vosberg has sold his meat market to C. Hanson (formerly of Hansen & Will) and will devote his attention to market gardening hereafter.

Belding—Moore & Travis, commission merchants, have sold out their business to David E. Wilson, and it will be conducted hereafter under the firm name of Wilson & Co.

Hart—Van Allsburg & Fuller succeed W. H. Fuller in the meat business. They have purchased the meat business of John Billings and will consolidate the market with their own.

Luther—A. B. Schied has sold the Tucker, Hoops & Co. general stock to Eugene Crandall and W. B. Gregg, who will continue the business under the style of Crandall & Gregg.

Holland—The general firm of G. Van Putten & Sons has been dissolved, J. G. and B. Van Putten retiring. The business will hereafter be conducted under the name of G. Van Putten.

Traverse City—T. G. Shilson and John Brezina have formed a copartnership under the firm name of Shilson & Brezina and will open a grocery store in Mr. Shilson's building on Union street about May 20.

Fremont—The interest of the estate of Daniel Gerber in the tannery and grocery business of D. Gerber & Sons has been withdrawn. The business will be continued by the four Gerber brothers—Joseph, Andrew, Cornelius and Frank—under the style of D. Gerber's Sons.

Charlevoix—The old firm of Carpenter, Bartholomew & Co. is no more. The partnership has been wound up. Messrs. Bartholomew and Bedford retiring, and the general merchandise business will be continued by Mr. Carpenter and Will Miller, under the firm name of Carpenter & Miller.

Saginaw—Wm. C. Dahlke, for many years engaged in the retail grocery trade, and also owner of upholstery works, made an assignment May 4 to George B. Brooks. The liabilities are estimated at \$12,000 and assets are thought to be fully \$18,000. Neglect of business is given as the cause of the embarrassment.

Detroit—John P. Fiske, crockery and glassware dealer at 265 Woodward avenue, has uttered two chattel mortgages to secure an indebtedness of \$22,000. Both were given to Silas A. Fuller as trustee. One was for \$16,000, in favor of the Union National Bank and the other for \$5,365 in favor of six creditors.

Manton—W. Elevier has purchased the store building and stock of groceries of J. H. Williams & Co., one door east of his present location. He has torn down the warehouse portion and will build an addition to the main building on the north end, transferring his stock of general merchandise into the new premises in about thirty days.

Lansing—The Lansing Co-operative Association, better known as the Grange Store Company, which has conducted a general merchandise business here since the organization of the Grange, has asked for the appointment of a receiver to wind up its affairs, its business for the last few years having been unprofitable. This is believed to be the last of the 1,200 grange stores started in Michigan from 1871 to 1874 for the avowed purpose of crowding the "middlemen" out of the field.

## MANUFACTURING MATTERS.

Cheboygan—When Swift Brothers started up their sawmill the other day, there were four applicants for every position in and about the mill.

Ithaca—C. W. Althouse has rebuilt his large stave and heading mill recently burned. The citizens subscribed \$2,500.

Ludington—James Foley has started camp to log 9,000,000 feet for the Marquette Lumber Co. The logs will be taken from lands in Lake county, and come to Ludington over the Flint & Pere Marquette Railway.

Traverse City—Salter & Munn are preparing several cargoes of square rock elm for European shipment. The timber will be shipped from here by boat to Quebec, thence to the English shipyards.

Sault Ste. Marie—Penoyer Brothers have been negotiating for the purchase of the Ainsworth & Alexander sawmill here. If the purchase shall not be made, Penoyer Brothers may build a mill at Sheldrake, down the Superior shore where their logs will be collected and sawed.

Traverse City—C. A. Barker has lately purchased 1,500,000 feet of timber from the Holland Timber Co. and 1,000,000 feet near Bendon. Mr. Barker states that the Traverse City Lumber Co. will cut between 15,000,000 and 20,000,000 feet this season if he can get the logs.

Muskegon—The lumber trade has begun to pick up. It is mainly orders for broken lots, indicating that outside dealers are stocking up a little and that they must have some orders on their own books. Some of the yard men here report that they are ahead of this time last year. The water shipments last month were between 6,000,000 and 7,000,000 feet, mainly to Chicago.

Sparta—L. W. Welch has submitted a new proposition to the people of Sparta. For a cash consideration of \$5,000 he offers to build a new factory, connecting with the present one on the south, for the manufacture of a general line of furniture, binding himself to operate it for eight years and to employ continuously from 75 to 100 hands. A petition is being circulated asking the village council to call a special election to vote upon the proposition.

Belding—Mrs. Martha Harroun has donated five acres of land on the Harroun addition to the proposed new boot and shoe factory, the contract running to H. J. Leonard as trustee. It has been surveyed and the site for the factory located. The conditions are that the factory shall be of brick 45x100 feet, two stories high, built and running in one year. Owners of property near the site have donated 100 lots to the enterprise which are being sold for \$100 each. Chas. Brown has the handling of the lots and has already sold eighty on the installment plan of \$5 per month and says the other twenty will be taken soon. This scheme will throw \$10,000 into the hands of the organization, and, with the amount already subscribed, makes the boot and shoe factory project a sure thing.

## Bank Notes.

A bank with a capital of \$50,000 is soon to be opened at Ubley. Sleeper & Merrill, who recently established one at Marlette, are the incorporators.

John C. Munson, of the firm of Van Wickle, Munson & Co., at Shelby, has taken the position of assistant cashier in the Citizen's Exchange Bank of Hart.

C. B. Ensign, formerly of Chicago, has purchased a controlling interest in the capital stock of the Lowell State Bank and taken the position of Vice-President

formerly held by Daniel Striker. It is reported that Cashier Griswold will shortly seek an alliance with some other bank or organize a new bank in some other locality, but he declines to make known his intentions in this respect at this time.

W. L. Hammond, formerly Cashier of the First National Bank of Traverse City, and later of the Commercial and Savings Bank of Ludington, has taken the cashiership of the First National Bank of Ludington. A determined effort is being made by the enemies of the Commercial and Savings Bank to force it into liquidation, but an equally determined effort is being made by its friends to make good the impairment of the capital stock and continue in the field, which is thought to be ample for two banking institutions.

## 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.

## JAVA OIL!

RAW AND BOILED

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

Purely Vegetable,

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

Free From Sediment.

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

This Oil is a Winner!

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

H. M. REYNOLDS &amp; SON.

GRAND RAPIDS, MICH.

## 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 &amp; CO., MANUFACTURERS,

UTICA, N. Y.

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

GRAND RAPIDS GOSSIP.

H. E. Grand-Girard, druggist at 128 Monroe street, has put in a line of confectionery.

Chas. L. Miller has opened a grocery store at Wolcottville, Ind. The Musselman Grocer Co. furnished the stock.

Gidley & Boltze have embarked in the drug business at Ellsworth. The Hazeltine & Perkins Drug Co. furnished the stock.

D. A. Blodgett has purchased 10,000 acres of Arkansas timber land of Neff & Prestel, of McBride, the consideration being \$36,000.

Fred Roman has purchased the store building of E. A. Bowen, at Kent City, and will put up in a grocery stock. The Ball-Barnhart-Putman Co. furnished the goods.

The second meeting of the Grand Rapids Wholesale Grocers' Association will be held in this city next Tuesday for the election of officers and the transaction of such other business as properly comes before the meeting. Sessions will be held at 10 o'clock in the morning and at 2 o'clock in the afternoon at Elk's Hall, open only to members of the organization. At 8:30 in the evening a banquet will be tendered the visitors at the Morton House by the Grand Rapids Wholesale Grocers' Association.

"You made but one mistake in your report of my talk on 'old-time business,'" remarked Hon. T. D. Gilbert to THE TRADESMAN last week. "You report me as saying that the only silver money in the country during the time of which the interview treated was Spanish money. What I said was that the only silver money in the country at that time was Spanish silver recoined in this country. We had no silver of our own until after the Mexican war. With the exception of that mistake, which was immaterial, your report was correct."

A pure food exposition will be held at Lockerby Hall in this city from May 28 to June, inclusive. Mrs. Rorer has been engaged to give a series of practical demonstrations in high art cookery and other features of an interesting character have been secured. Wurzburg's band will furnish music each afternoon and evening. Many of the spaces have already been spoken for by leading manufacturers of food products and every indication points to a very successful exposition. The exposition will be conducted by W. Andrew Boyd, who is now conducting a similar exposition in Detroit, under an arrangement with the Retail Grocers' Association of this city by which the latter receives a percentage of the net proceeds.

A deputation of coal dealers waited on Mayor Fisher recently to protest against the abolition of the office of Sealer of Weights and Measures. They pointed out to His Honor that one of the prime objects of the ordinance was the protection of the public against short weight in coal, and stated that they, as dealers in coal, were equally interested with the public in the continuance of the ordinance. They stated their belief that the abolition of the office would throw suspicion upon every user of weights and measures in the city. A proper enforcement of the ordinance would result in a saving of many dollars to the public,

and, at the same time, protect honest dealers against fraudulent weight on the part of some who were dishonest. At the same time they deprecated, in the strongest terms, the manner in which Mr. Bush had performed the duties of the office, neglecting, in fact, the feature of the ordinance which gave greatest promise of protection to the public. If the ordinance were enforced, as it should be, not only would they (the coal dealers) favor it, but they would do all in their power to assist the Sealer in the proper performance of the duties of his office. The deputation urged the necessity and importance of such a law upon Mayor Fisher in other directions, and hoped it would be allowed to continue and be properly enforced.

The Grocery Market.

The recent action of the Michigan Wholesale Grocers' Association, in joining with five other similar State organizations in promulgating a new rule relative to charging cartage on goods, naturally meets with a little opposition on the part of the retail trade, although—as THE TRADESMAN intimated last week—cartage has evidently come to stay and the dealer who thinks he can remove the rule or secure any variation therein by protesting against the measure reckons without his host. Now that the price of sugar is to be stationary and the sale of sugar to cutters is to be discouraged, it behoves the retail trade to improve their opportunity by getting their heads together, locally, and follow the example set by the wholesale trade.

Sugar—The market is strong and active, the refiners having cleaned out their large surplus of granulated and oversold themselves from a week to 10 days on most other grades. The lowering of quotations  $\frac{1}{8}$ c last Monday stimulated buying to that extent that the refiners advanced some soft grades 1-16c on Thursday and the general list 1-16c on Friday. Further advances are confidently looked for.

Fish—Whitefish are 50c per bbl. lower. Scaled herring are down 3c per lb.

Pork—Receipts of hogs for the week show an increase of 14,000 over the previous week, the figures being 120,912. This is 17,000 more than for the corresponding week last year. Prices for hogs ruled strong and were 5c higher at the close than the previous week. The local market for hog products was slow all the week, and without feature. Prices are steady and unchanged.

Oranges—The California crop is nearing the finish, there being less than 400 cars left in the State, according to the report issued by the fruit exchanges. The fruit now coming forward is not very firm and there is more or less shrinkage, and, in consequence, prices are a little higher. Messina and Sicily oranges will be about all the dealers can get hold of after a few weeks, but the demand will be limited and few sales made unless prices are lower, as small fruit will soon be with us, which will take the preference.

Lemons—The weather has been too cool to stimulate any demand for more than actual wants, hence there has been no material advance from the low prices which have ruled for a month past. Speculators fear a repetition of the season of two years ago, when so many of them got "stuck" by buying largely at

this season of the year, expecting warm weather—which failed to come—to swell the price, thus causing them heavy losses. With a decrease in volume of arrivals, firmer prices are sure to rule.

Bananas—Are in good supply and the demand continues to increase from week to week. The weather has been just warm enough to get them through without using heater cars. So far, the fruit has been nearly all green on arrival, and little or no loss has resulted from over-ripe bunches. There can be no set quotations, as the price has to be governed by the size of bunch and quality of fruit.

Peanuts—No change from last week, although there is a disturbance beneath the surface among the cleaners which will culminate in annoyance very shortly, if appearances are not misleading.

Purely Personal.

Austin K. Wheeler (Lemon & Wheeler Company) left Monday for a fortnight's absence in Buffalo and Cleveland.

W. B. Gregg, who has long been identified with the Tucker, Hoops & Co. general stock, at Luther, was in town last week for the first time.

A. J. Elliott is at home most of the time these days. He is not sick, neither has he fallen down cellar again. He has the Spring fever, and, to prevent himself from joining Coxey's army, he is working it off on his lawn and flower garden.

M. Singho Appu, representing the Ceylon Tea Co., is in town for a few days, operating in conjunction with the Lemon & Wheeler Company, which holds the agency for the Ceylon Tea Co.'s goods in this territory. The gentleman is a native of Ceylon and his descriptions of Ceylonese life are very interesting.

Frank Jewell (I. M. Clark Grocery Co.) has a grievance—a real, live grievance. Like the law-abiding American citizen that he is, Frank refrained from "troubling the waters" for the finny beauties he loves so well to angle for, but, all the same, he had marked one big trout for the frying pan. He knew exactly where it was and had all arrangements made for capturing that particular trout, and Sumner says he even had the story of its capture typewritten for the press. But he waited until the law permitted him to do so before attempting to "hook it." Here is where he made the mistake of his life. Being in the vicinity of the stream in which he had located his victim on the morning of May 1, he saw that identical trout—on ice and in the possession of an individual who did not know a "fly" from a fish-pole, and who had probably caught it with a bent pin. It was enough. He returned home, and will "whip" no more the limpid streams for trout. At least not this season.

The Wheat Market.

During the past week the wheat market showed no material change, although the visible showed a big decrease. This was offset by the large increase of wheat for the United Kingdom. The "longs" used all unfavorable news to get better prices, but the fine weather and other bear influences were too much to advance prices on, so wheat remains at low ebb. The visible is expected to decrease quite largely to-day, which may effect prices, but the fact remains that this large visible still exists, with not much show of decreasing. It now has the appearance that there will be as much wheat in the world's supply on July 1 as

in 1893—not very encouraging for holders. The local markets are the same, 52c for wheat, while corn remains the same and oats went up a few points. Local receipts for this city were, wheat, 59 cars; corn, 33 cars; and oats, 14 cars. On the 10th inst. the Government crop report will make its appearance, which probably will determine prices for the future. C. G. A. Voigt.

FOR SALE, WANTED, ETC.

FOR RENT—THE STORE FORMERLY OCCUPIED BY E. J. Ware, druggist, corner Cherry and East streets. Also meat market, east end same building, with good ice box. John C. Dunton, old County building. 618

FOR SALE—CHEESE FACTORY AT BAD AXE, Mich., surrounded by splendid farming country; will sell at a bargain; also a hardware stock inventory about \$1,600, at Saginaw. Write to Saginaw Hardware Co., Saginaw, Mich. 619

FOR SALE—LARGE-SIZED THREE KNIFE rotary meat chopper in good order. Cheap for cash. N. M. Wilson, Sand Lake. 616

FOR SALE OR EXCHANGE—A \$5,000 DRUG stock, also the store building and a good house and lot. Here is a chance to step into an old established business. Good reasons for selling. Chas. E. Mercer, 1 and 2 Widdicombe building. Phone 83. 617

WANTED—POSITION BY A FIRST CLASS book-keeper and telegraph operator. Also two or three stenographers and book-keepers want positions. All willing to begin on trial. W. N. Ferris, Big Rapids, Mich. 621

PLANNING 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, low rent, small expenses. Address book keeper 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 200 inhabitants. No competition, and in the finest section of country in the State. Address Pierce & Lee, Olinax, Mich. 614

FOR SALE—CHEAP—STORE AND DWELLING in first-class location in town of 1,000 inhabitants. Address E. L., box 178, Thompsonville, Benzie Co., Mich. 593

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

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, 8 Arcade, Grand Rapids. 609

FOR SALE—THE TREF, 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

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 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 unnumbered real estate, all kinds of merchandise. Address the Manistee Mercantile Co., Manistee, Mich. 581

A CLEAN STOCK OF GROCERIES FOR Sale; good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 580

SITUATIONS WANTED.

WANTED—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

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

The Liabilities of Partners.

The difficulties which business men labor under in finding out who are the partners of a firm are sometimes matters of importance when the question of credit or responsibility comes to the front. As a remedy, it is suggested that we adopt the policy of some of the Canadian provinces, which require that partnerships be registered; that is, that convenient bureaus be established for which all concerns that are, or purport by name to be, copartnerships shall provide for registration the names of the partners and sufficient other facts to identify them, such as residence, business, etc., and that this record, duly made and certified to, shall be conclusive as to the persons included in the partnerships, until a change is made in the record properly attested.

Another question has also come up in relation to the general subject which is no less important. It is the question whether or not a partner who uses the funds or credit of a firm for other purposes than those specified in the contract between the partners shall be deemed guilty of a crime or misdemeanor.

There is a great deal of ignorance in the mercantile community on the subject of liability of partners as to third persons. Few people know that one partner can bind his copartner to almost any kind of contract or obligation. For instance, A and B may have a contract of copartnership, either written or oral, by which they agree to become copartners under a certain firm name for any particular purpose, say, manufacturing boots and shoes. Suppose also the articles of copartnership provide that neither shall use the firm name for any other purpose than the business of the concern; nevertheless, if A should issue the firm notes without the knowledge of B, and get them discounted at a bank and use the proceeds for his personal benefit, without the knowledge of the bank or the knowledge of his partner, the firm will be liable, and consequently B will be liable as a member of the firm.

Often gross injustice is thus done by one partner to another, and ruin is the result of such deception. Instances are frequent where persons engaged in legitimate and successful mercantile enterprises have been ruined by a member of the firm entering into other speculations, and using the firm name on notes and obligations, without the knowledge of his partners, who are nevertheless liable for their payment. In such a case the injured partner has no redress except that he has a claim against the offending partner for whatever loss he sustains; but, as discovery of wrongful use of the firm name is seldom made unless the speculation or enterprise is ruinous, the claim against the offending party is of very little commercial value.

A partner in a firm is a trustee in the use of the firm name. He is charged with the trust of using it only for the legitimate purposes for which a partnership was formed, and the courts have always construed a misuse of the firm name as a fraud, for which they will decree a dissolution of the firm.

At present there is no punishment provided by law for the misuse of the firm name by any partner; but there can be no question but that, where one partner uses the firm name (which means using the credit and pledging the assets of the firm) for his own ends, he is using something which does not belong to him, and he should be visited by some severe penalty. In fact, we think such a misuse of the firm's name and credit is nothing less than a crime. It is taking something which does not belong to him who takes it.

If such wrongful acts were made punishable by law, it would undoubtedly result in greater protection to innocent partners.

Refused on Principle.

"No," said the young woman haughtily, in response to his request as they sat on the porch in the twilight, "I will not let you hold my hand. I don't believe in such conduct for a young lady.

"And besides," she added after a pause, "it isn't dark enough yet."

Use Tradesman Coupon Books.

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, and various fabrics.

Table listing various goods and their prices, including categories like DEMONS, GINGHAMS, GRAIN BAGS, and various types of cloth and yarn.



A LADY'S GENUINE: VICI: SHOE, Plain toe in opera and opera toe and C. S. heel. D and E and 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.



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

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# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at  
100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

Sample copies sent free to any address. Entered at Grand Rapids post office as second-class matter.

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

E. A. STOWE, Editor.

WEDNESDAY, MAY 9, 1894.

## CLARION NOTE OF WARNING.

Scarcely a day passes, nowadays, that the newspapers are not called upon to chronicle occurrences similar to that set forth in the following paragraph:

LaSalle, Ill., April 27—Three thousand union miners from Peru, Seatonville, LaSalle and Lidle, left Peru last evening for Toluca, a new mining town 28 miles south of here. They will reach Toluca to-day. Trouble is feared, as the Toluca miners are satisfied with their pay and do not want to quit work. One hundred deputy sheriffs have been sworn in by the coal company officials and blood is sure to flow. Both sides are determined. The mob consists of 700 men from LaSalle, 200 from Oglesby, 1,700 from Spring Valley. They have wagons containing provisions for three days and the men are armed with clubs, knives and pistols. The men say they will use persuasion first, but if that fails to bring out the Toluca miners, they will use force. They are prepared for trouble, as they know that a force of deputy sheriffs armed with Winchester are guarding the mines at Toluca.

If such attempts at intimidation and—as is more often the case—actual intimidation, frequently resulting in incendiarism and murder, were occasional occurrences, they might be overlooked; but such manifestations of unionism are flashed over the country every day by the telegraph, and the people have come to regard them with a degree of complacency truly astonishing when all the facts are taken into account. But the worst feature of the case is not the outbreaks themselves, lamentable as are usually the results. The worst and most exasperating feature is the truckling and servile attitude of the authorities and of Congress itself towards the murderous mobs which infest the great labor centers. Instead of putting down with a strong hand these lawless bands of marauders and thugs, the State and National authorities fall over each other in their haste to show their sympathy with the law breakers. The exhibition is a pitiful and disgusting one. For this reason the manly and courageous words of Senator Wolcott, of Colorado, are the more refreshing, and ring out in clarion tones a warning which should be heeded by every true American citizen. Senator Wolcott recently said from his place in the Senate:

I believe the time has come when those of us who are in public life ought to begin to cultivate more regard for the perpetuity of republican institutions and to pander less to that miscalled portion of the labor vote, whose labor is with their throats and never with their hands. It is time that we stood for American manhood, for the right of every man to work if he wants to, if it takes the whole army of the United States to enable him to do so. The right of every man is to enjoy equal liberty with every other man, and that means that he shall have such liberty if not inconsistent with equal rights of his neighbor—the right to hold and enjoy the property which the laws of the country have enabled him to secure.

It is time that we had the courage to stand together against this socialism, populism, paternalism and unionism which is running riot in this country and which must end (if not crushed) in the destruction of the liberties which the laws give us, liberties which should be dearer to us than life itself.

Senator Wolcott's utterance is a rebuke to the pusillanimity of Congressmen and Senators alike, as well as to the authorities of the States in which the outbreaks have occurred, who have, with a meanness of spirit beyond comprehension, pandered to the lawlessness which is abroad in the land. Thank Heaven, these hordes are not Americans. They are the scum and offscourings of Europe, who, taking advantage of the freedom conferred upon them by American political institutions, have given the rein to the worst and most savage instincts of their natures. But they have votes, and so, no matter how heinous the crime they may commit—pillage, rapine and murder—they are to be patted on the back and encouraged. And because their ignorance and brutality make them dangerous when aroused, labor agitators and unionist demagogues find them good material in their fight against capital and established institutions.

## COXEY AND COXEYISM.

The Coxe movement is the first open outbreak of socialism in the United States.

Socialism begins with a mob and ends with a despotism. Socialism proposes to take all property and divide it among the people. It essays to seize on all factories, mills, mines, transportation facilities, and all industries and commerce, and operate them for the public use. In order to administer this vast business, and to conduct such colossal undertakings, it becomes necessary to set up a tremendous, absolute and central power.

Such was the movement that started in France with the Reign of Terror and ended with a Caesar on the throne. Such, also, was the movement which started with the blood and fire of the Paris Commune and ended with a German satrap, at the head of a conquering army, ruling France, prostrate in the dust.

Nothing is so terrible as a mob in the first overpowering burst of its blind and senseless fury. This spent, it turns upon itself and ends by destroying itself. A mob starts out to voice a popular dissatisfaction and to redress a popular grievance. Incited to violence, it becomes a ferocious beast, a maddened monster, desiring only to destroy. Exhausted by its own wild fury, it becomes the ready instrument of tyranny and despotism.

As to Coxe and his ragamuffins, his Percheron stallions and bulldog, they are utterly harmless to change the po-

litical conditions of the country; but he has set in motion social and political forces that have manifested themselves in the forcible use of the railways, in levying contributions on the public for the subsistence of large bodies of men, and in proposing to intimidate Congress into enacting impracticable and unconstitutional laws for the benefit of the would-be intimidators.

All this THE TRADESMAN has long ago recognized and has heretofore set forth. It contended for the right of these, or any American citizens, peaceably to petition Congress to correct abuses or to relieve popular distress, free from interference; but it has sounded an early warning of the formidable and sinister conditions which threaten the country. The Coxe display at Washington last Tuesday was too ridiculous to be made the subject of judicial terrors, but it is itself a warning. It is the froth and foam upon the surface of deep-seated fermentation or serious internal disturbance. It is not that which is external and visible that is dangerous, but the forces which are in operation beneath that are to be feared.

The fact that there are many thousands of men in the country who are ready to join in an active outbreak of socialism suggests that many more who have not engaged in the violent demonstrations at least sympathize with them. It is no time to treat such a situation with contempt and indifference. The existence of such a situation demands the intervention of the wisest statesmanship of which the public representatives of the American people are capable, and the trades unionists who are stimulating and aggravating the populace to such disorders for the purpose of embarrassing the country will soon learn that they are sowing the wind, and that their harvest will be the whirlwind. They may find some enjoyment in fomenting Coxeism, but they are playing with a fire that will finally consume them. Coxe is to-day the most ridiculous figure in the republic, but the revolutionary spirit which he crystallized remains, grim, gloomy and menacing. None can say what will come of it.

## Meeting of the Owosso B. M. A.

Owosso, May 3—At a meeting of the Owosso Business Men's Association, held last evening, the question of the hour of store closing was taken up. Remarks were made by Messrs. Jas. Osburn, Geo. R. Black, Jay TerBush, F. H. Banister, Fred Storer, F. C. Smith, I. G. Curry, F. B. Holman, W. E. Hall and others, all agreeing that it was best to have a certain hour to close and then all close promptly at that time. After considerable discussion the following resolution was unanimously adopted.

*Resolved*, That all persons doing business in the city of Owosso are respectfully requested to close their places of doing business each evening of the week except Saturday and Monday at 8 o'clock standard time from this date until October 1.

A motion also carried asking that all business places be closed on Memorial Day from 12 o'clock to 4:30 p. m.

James Osburn offered the following resolution, which was at once adopted by a rising vote, every person present voting therefor:

*Resolved*, By the Owosso Business Men's Association, that we do hereby invite all societies, all churches and clergy, all unions and all persons who favor law and order to join in asking the Mayor and Common Council to enforce the laws regulating the closing of all stores and places of business, except drug stores and

eating houses, every Sunday during the entire year and that the Secretary issue notices of the adoption of this resolution.

If the sentiment of the meeting is taken as an indication of public opinion the law will be enforced.

The question of the establishment of a local collection and reporting agency was presented by C. A. Sharp, who outlined his plan of work which seemed to meet the approval of those present. The matter was referred to a special committee, and the meeting adjourned.

## The Cheese Business of Scotland.

GLASGOW, Scotland, April 25—Large quantities of cheese are manufactured in Scotland, but not enough by any means to supply the demand. The people here eat twice or thrice the amount of cheese per capita that we do in the United States. The cheese is nearly all produced in the South of Scotland. The standard cheese is "Dunlop," a white cheese made at Dunlop, Ayrshire. Some of the Scottish cheese goes to England, but none is exported out of the United Kingdom. It does not come into competition really with American cheese because its wholesale price there is from 2 to 3 cents of our money higher than American cheese. From 100,000 to 200,000 boxes come from the United States to Scotland weekly. Cheese from the United States finds its sharpest competitors in New Zealand and Canada. The New Zealand cheese is the finest of the three. I am also sorry to say that our cheese is below that of Canada. Cheese is also imported here from Germany and other places on the continent, but these are generally strong cheeses.

I walked through the warehouse of Archibald Houston, American Produce Importer, 30 Cochrane street, Glasgow, to-day, and tested all the cheeses. I found, as is claimed here, that the cheeses ranked as follows: First, New Zealand; second, Canada; Third, United States. Yours truly

ALLEN B. MORSE,  
United States Consul.

## Why He Preferred an Upper Berth.

"Why do I prefer an upper berth to a lower in a sleeping car?" repeated the drummer as he counted out and swallowed six pellets without explaining whether they were for his liver or lungs.

"Yes, why?" queried the man, who was felicitating himself on having secured lower No. 7.

"Well, there are various reasons. When I first began to travel, fifteen years ago, the wheel of a car on a train passing us flew off and killed a man in lower No. 5. The chap over him never got a scratch. Later on a fellow threw a rock at the car, and it entered the window of lower No. 4 and broke the sleeper's thigh. Man over him never woke up. Again, a car I was on ran over a lot of dynamite. Man in lower No. 7 was blown up with the floor and killed, but the one over him didn't even know that anything happened. Once more, a man in a lower berth can be easily robbed, while one in an upper is seldom troubled. Last, but not least—

"What?" was asked as he passed.

"I always undress same as at a hotel. There's no telling when an accident may come. In case the car goes off, the upper berth is apt to close up and you are thus secure from the gaze of the vulgar public until the porter can put up a tent alongside of the track to get your clothes there and help you to dress. Modesty is my chief reason, but, as you fellows broke your necks to get lower berths, of course I can't expect you to understand or appreciate it."

## From Out of Town.

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

Frank Smith, Leroy.  
S. S. Beatty & Son, Morenci.  
A. W. Fenton & Son, Bailey.  
Gidley & Boltze, Ellsworth.  
Nelson F. Miller, Lisbon.  
Sisson & Watson, Ada.  
Thos. H. Atkins, Carlisle.  
Crandall & Gregg, Luther.

## THE SCHEME GOODS EVIL.

Written for THE TRADESMAN.

There are schemes and schemes. But of all the foolish schemes in which people invest their money scheme baking powder and scheme tea are the schemiest. A dealer advertises that he will give a set of glassware with a pound can of baking powder and, lo! the people throng his store from early morning until late at night. Then they carry home their bargains (?) and gaze upon them with admiring eyes, and show them to their friends, and give them a prominent place upon their sideboards. Good glassware costs money, and a good deal of it, and if you have ever handled any and then got hold of some of the stuff offered as presents by certain dealers, you will readily discern the difference. The "prizes" are rough, with jagged edges, distorted in shape and unsightly in other ways, and are usually made of the cheapest glass. Good glassware is smooth and clear as crystal, and in shape is as perfect as though hand-turned. But the thing which appeals so strongly to those who buy the scheme baking powder is, they think they are getting something for nothing. They will pay twice as much as the powder is worth for the sake of the glassware which is "thrown in." But they do not get the glassware for nothing. The exorbitant price charged for the baking powder fully makes up the cost of the glassware, and leaves a good margin of profit on the powder. Generally, though not always, the baking powder is of poor quality, which, of course, adds to the profit. (Speaking of baking powder, here is a simple way to determine its purity or otherwise. Put about half a teaspoonful of the powder into a cup, and pour about two tablespoonfuls of boiling hot water upon it. If there be ammonia or alum in it your sense of smell will immediately detect it. If the cream of tartar used in the baking powder be of poor quality, the sediment will be of a brownish color.) It is never safe for a dealer to handle scheme goods. If the people once get on to the fact that they are of poor quality, as they are almost sure to do sooner or later, they will lose confidence in the grocer who sold them, and will take their trade elsewhere. No honest dealer will handle such goods, as he must know they are a swindle. There are enough baking powders on the market of good quality, which can be sold "straight" at a fair profit, to make it unnecessary to resort to methods which, to say the least, throw suspicion on the goods offered for sale. There is little difference between scheme baking powder and scheme tea except that the latter is much worse than the former. It is next to impossible for the average citizen to distinguish between good and poor tea until it is in the cup, and a good many people cannot tell the difference even after the tea is drawn. There is so much cheap tea used that the quality of good tea is unknown. Scheme tea is always poor tea. At least that assertion is so nearly correct that it does not need to be qualified, and being poor it is unfit for use. No reputable dealer should handle it. It ought to be an easy matter for a dealer to work up a trade in good tea. If he keeps a line of good teas, and takes pains to show his customers the difference between good and bad tea, he will, in nine cases out of ten, sell the good tea. If he does this he

will have the satisfaction of knowing that he has done some good in the world, and won't need to feel like a sneak thief. But if he sells poor tea he vitiates the taste of the people who buy it, and creates a demand for cheap tea, and good tea is to that extent driven out of the market. It is not good business, to say the least, for a dealer to offer cheap goods to his customers. His percentage of profit may be greater, but he will lose in the aggregate. And sometime the reaction will set in and he will be beached high and dry. Every grocer ought to be an expert tea taster, at least to the extent of the requirements of his trade. He is as likely to be imposed upon as the humblest customer who enters his store. Tea fakirs are not confined to retailers by a large majority, and if a dealer cannot himself distinguish the quality of tea, his customers will not stand much of a show. I can't tell you how to test tea—it is largely a matter of practice which, in this, as in other things, makes perfect. Both the sense of smell and the sense of taste are, I believe, brought into requisition in testing tea. The eyes also have something to do with it. If I were buying tea I would buy from the dealer who had a good reputation in other lines, because, of course, I cannot tell anything about the quality of tea, and if I drank it would want it good. Just think of a person drinking tea which costs 15 or 20 cents a pound, when good tea costs 50 cents or more. What must be the quality of the cheap article? But, says the grocer, some of my customers want cheap tea and I must keep it for them. It does not follow, by any means. Keep good tea, tell your customers plainly that you do not carry low priced teas, and if you can explain the difference between good tea and poor tea you won't have much difficulty in persuading them to buy good tea. But, whatever you do, sell your goods on their merits. Let prize tea and prize baking powder and all other scheme goods severely alone. Leave schemes to the fakirs whose business it is to humbug the people. You are a merchant, not a fakir; you want to be known as an honest man, not as a thief; you want to give value for value, you don't want to take the peoples' hard-earned money and give them trash in return; at least so much may be taken for granted. Between cutters, and department stores, and schemers, legitimate trade has a hard row to hoe; there is no sense in straight dealers making it harder for themselves by running after schemes and nickel-in-the-slot fakes. I know some of them are very attractive and sing their siren song of large profits most entrancingly, but he who follows their music will surely meet the fate of the mariners of old who listened to the fatal music of the sirens.

DANIEL ABBOTT.

## Poor Consolation.

Girl (weeping)—"I'm so sorry you have to go on the road again. It almost breaks my heart."

Drummer—"Don't cry, Fanny; I'll manage to pick up another girl somewhere."

A Chicago firm the other day received a postal card ordering a supply of blackberries. They were mystified over it for awhile, until they discovered that the card was dated Aug. 15, 1882. It had been nearly twelve years getting some forty miles.

Use Tradesman Coupon Books.

## Business \* \* \* \*

is what we are angling for,

## Your Business.

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.

Lansing Pants & Overall Co.,  
Lansing, Mich.

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

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



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

Correspondence Solicited.

**Waiting for a Job.**

In hard times or good times there are some young men who are always waiting for something to turn up. They never really get right down to the business of going out and turning it up. Day after day there are men in all the large cities who hang around the streets. Ask them what they are doing and they will reply that they are looking for work; but they never appear to look very hard. Then there is always an idle gang about a boss politician waiting for him to find a place for them to draw a salary in. "A public office is a public trust," held in trust for a ward bumper to feed on. When Hamlet was asked how he fared, he said: "Excellent, I' faith, of the chameleon's dish; I eat the air, promised-crammed." That is what the young man eats who is waiting for the place that the politician has promised him. It kills the man who waits. Every day he becomes shabbier and more heart-broken, and much less a man than he would be if he went out and took hold of anything he could see in the shape of work. It is a mistake for a young man to think that the world owes him a living. The world owes him nothing that he does not hustle for. He may be able to beat his mother out of a living, and have lots of time to loaf, but no good situation is out looking for a young man of that class. Apt and willing hands always ready are sure to find something to do that will lead to something better.

FRANK STOWELL.

**The Credit System.**

From the St. Louis Shoe Gazette.

In all probability it is quite unnecessary to tell the retail merchant that the credit system is his worst enemy. It keeps capital tied up without remuneration, vastly increases the risks of the business, causes failure, raises prices, and makes a loss in profits. Every cent's worth of stock sold on credit represents that amount of money loaned without interest. Credit should not be granted where money would not be loaned. Every item of credit on the books is in greater danger of loss than is the merchant's stock; yet the former are unguarded, while the latter is protected by insurance. Outstanding accounts on which no money could be realized when needed have caused more failures this year than lack of capital or ability. Uncollectible accounts render it necessary that cash buyers or those who pay for their goods make up the loss, consequently causing higher prices and smaller profits. Those are the reasons in a nutshell why retail dealers in merchandise should give credit the cold shoulder. They will sell just as many goods on a cash basis and get more out of them. It is far better and safer to sell \$10,000 worth of goods and get the cash for them than to dispose of \$15,000 worth and lose a third of the credit given. As I said before, however, absolute cash with every purchaser is impossible, but by making the basis of the business cash, and giving credit to only those who are absolutely sure pay, the business man will find his trade much more reliable, satisfactory and profitable.

Use Tradesman Coupon Books.

THE DIFFERENCE BETWEEN THE - - -

# Halftone Engravings

From the Tradesman Company and those from other houses in Western Michigan is in the fact that they give the best possible results from the photograph or other copy every time, instead of once in two or three times. We can convince inquirers of this.

TRADESMAN COMPANY,  
Grand Rapids, Mich

PLEASES EVERYBODY.



PRICES FOR 1894.

40 CENTS A BOX.  
\$3.00 PER CASE.  
\$3.50 PER CASE, in Five-Case Lots.  
\$3.40 PER CASE, in Ten-Case Lots.

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Sealed

# STICKY FLY PAPER.

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.

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



SOLD BY ALL JOBBERS

Manufactured by

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

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 Unsweptened 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.

SEE FOR QUOTATIONS SEE PRICE COLUMNS.



It has no equal.

LINCOLN AS A STOREKEEPER.

How He Acquired the Title of "Honest Abe."

The history of Lincoln's mercantile career is interesting. It was Denton Offutt who got him first in the notion of becoming a grocery clerk. In the spring of 1831 Offutt hired Lincoln to build a flatboat, load it with pork and provisions and take it to New Orleans. Offutt liked the way he did the job. The boat was well built and the trip paid. So when Lincoln got back to New Salem Offutt decided to open a store and put Lincoln in charge of it. "I can trust Abe Lincoln," he used to tell everybody, "for there ain't a dishonest hair in that head of his." After a vexatious delay, which gave Lincoln plenty of time to "loof around," we are told, Offutt's goods arrived. Lincoln unpacked them and put them on the shelves, and the store was opened. The county records here tell us something of the magnitude of Denton Offutt's store. On July 8, 1831, the County Commissioners' Court granted a license to Denton Offutt to retail merchandise at New Salem. It was the custom of the Commissioners' Court to make the license fee \$5 for every \$1,000 worth of goods on hand. Denton Offutt paid a fee of \$5. A thousand dollar store was an emporium at New Salem. Offutt, a man of many and widely scattered enterprises, went back to Kentucky and left Lincoln in charge. For a while all went well, but one luckless day a constable swooped down upon the store and closed it out. It was short lived. The most Lincoln got out of it was an abundance of experience and the title of "Honest Abe," which clung to him ever afterward.

Lincoln, after Offutt's store was closed, tried his hand at politics. He had chopped wood and split rails, but the truth is that, while he did both well when necessity forced them upon him, he was not devotedly in love with either as a regular vocation. Some people who knew Lincoln about this time have called his shiftless and lazy. This, however, is not strictly the fact. But clerking in a store for a few months had put into his head several new ideas. He had acquired an ambition to get out of the backwoods. The spring of 1832 was now at hand, and about the only easy job in sight was a seat in the Legislature. This Lincoln resolved to get. But just then he had a chance to go to war, and he went in delight. The Black Hawk War, however, lasted only a few months. Indeed, it closed before the August election and Lincoln returned home just in time to get beaten for the Legislature. He was now near his wits' end. He was without employment of any sort. He had no money. His venture in politics had lifted him a little above everyday drudgery. But New Salem offered little other employment than drudgery of the commonest kind. It occurred to a friend that a strapping fellow 6 feet 4 inches high, and as stout as an ox, was cut out for a blacksmith, and Lincoln was urged to buy an anvil and bellows and open a shop, but he did not take kindly to this advice.

In early days the greatest institution of a frontier community was the village store. It filled a unique place. Its like we shall never see again, for the days of pioneering are gone forever. Imagine a village of scattered cabins, a crude structure of logs and clapboards; narrow windows letting in the light at the sides; at one end a door, at the other a fireplace, with its mammoth back log, and its cheerful blaze; rough counters of hewn slabs extending down the sides of the room; shelves along the walls laden with groceries and calico, hardware and crockery, tobacco and whisky; an obliging clerk behind a counter waiting on an occasional customer; men sitting and standing around, some in lazy comfort on the counters, others in hickory bot-tomed chairs in front of the fire drowsily absorbing its warmth; a cat on a barrel in the corner, a dog stretched out in blissful dreams upon the hearth; imagine the loungers listening to the store-keeper as he reads a piece from the only

paper that has found its way into the wilderness; that you hear them spinning out yarns and cracking jokes, or talking politics or religion—getting excited at times, sometimes angry, then slapping each others' backs and exploding a hearty guffaw: the scene occasionally shifted, the subject suddenly changed, or all voices hushed by the appearance of a woman—and you have in mind a fairly accurate picture of a pioneer store. On the frontier, school houses were almost unknown. Churches were scarce. There were no public halls. The store was a sort of commercial, intellectual and social center. The storekeeper was the most prominent man in the village, sharing his importance and popularity with no one but the keeper of the tavern.

It is no wonder that Lincoln liked the atmosphere of the store, and that the first employment he now sought was that of a clerk. There were then three stores in New Salem. To each of them in turn Lincoln applied for a job, but without success. The situation was becoming desperate, and, as a last resort, he made up his mind to buy a store. He fell in with one William F. Berry. Their joint possessions were little more than those of a latter-day pauper, but they performed the miraculous financial feat of buying out every store in New Salem. They began with the little grocery owned by Rowan and James Herndon. Another storekeeper—Ren-ber Radford—was unpopular with the "Clary's boys," and one night they broke in the doors and windows of the store and left it a wreck. Radford was glad enough to sell the remnant to Wm. Greene for \$400. But Greene did not care to keep store, and he sold to Lincoln for \$650. The only store now remaining was that of James Rutledge. This Lincoln and Berry got at a bargain, and they now had a complete monopoly of the business of retailing merchandise in New Salem. The aggregate cost of the three stores was something like \$1,200. Not a cent of money changed hands in any of these transactions. The notes of Lincoln and Berry were accepted for the whole amount.

Bill Berry was a hard drinker. He spent much of his time gambling. Lincoln displayed little aptitude for making money. The partnership was uncongenial. The notes were coming due. So when two brothers named Trent came along and offered a good price for the store, Lincoln and Berry were glad enough to sell out. The Trents had no money either, but their notes were accepted, and the transfer was made. But about the time their notes fell due, the Trent Brothers disappeared. Misfortune crowded upon Lincoln. His old partner, Bill Berry, following the shameful example of the Trents, one dark night sneaked away. New Salem never saw him again. Rum had got the better of him, and soon the news came back that Bill Berry was dead. The appalling debt that had accumulated was now thrown upon Lincoln's shoulders. It was then the fashion with men who became deluged in debt to "clear out," as Berry and the Trents had done; but Lincoln, in this as in most things, was unfashionable. He settled down among the men he owed, and promised to pay them. For fifteen years he carried this burden, which he habitually alluded to as the "national debt." As late as 1848, so Mr. Herndon, his law partner, tells us, Lincoln, while in Congress sent some money saved from his salary to be applied on the "national debt. All the notes, with interest at the high rates then prevailing, were finally paid off. Lincoln was still "Honest Abe."

No Credit With His Grocer.

Mr. Workhard—"My dear, I have lost my situation, and it just happens that I haven't a dollar."

Mrs. W.—"Surely some of the grocers with whom we have dealt for so many years will trust us?"

Mr. W. (sadly)—"No, I have no credit anywhere. I always paid cash."

Use Tradesman Coupon Books.

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

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

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

# I. M. Clark & Co. Grocery

Our New Line of

Underwear  
Hosiery  
Gloves and  
Mitts

Is Complete.

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

P. Steketee & Sons,  
83 Monroe St.

## The Salt that's all salt

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

### Diamond Crystal Salt

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

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

## METROPOLITAN LIFE.

## Lights and Shadows of Gay Gotham.

NEW YORK, April 28—Theodore A. Havemeyer, of the Sugar Trust, of Newport, of New York, and of the banking world in general, will probably go down to posterity as the father of golf in America. He considers that golf is not so much like shinny as it is like pool, only the pockets are in the earth instead of a table, and the exercise is in the open air instead of in a room. He is President of the Golf Club in Newport, which proposes to extend its operations by means of similar societies elsewhere, and already grounds have been secured and plans decided upon for a club house and casino combined. There is a regular organization in the golf club, and the sport will be carried on with a good deal the same attention to details which has characterized the tennis and pony racing associations. This year, aside from golf, tennis, pony racing, and polo at Newport, there will be a series of cricket matches, and a little more than the usual quota of yachting, so that altogether the millionaires down Rhode Island way should be able to kill time healthfully until the season arrives to move to Lenox.

The scheme which the dry goods houses have adopted, giving away theatre tickets to purchasers, is one that involves early rising on the part of women who consider shopping a thing of vital importance in this world. There are many theatres in cities which give performances every day from about 10 o'clock in the morning until 10 or 11 o'clock at night. The entertainment is what is known as a variety performance, and goes on without intermission during twelve or thirteen hours. Going to the theatre at 10 or 11 o'clock in the morning is not what might be called a universal custom as yet, and these theatres, though crowded in the afternoon, are practically empty before luncheon time. In a similar way the big dry goods houses have armies of idle clerks and shop girls between 9 and 12, while they are often crowded beyond the possibilities of successful trade in the afternoon. The dry goods and theatrical managers have put their heads together, and now any shopper who will go to certain dry goods stores and buy anything, from a paper of pins upward, can get a free ticket to one of the theatres connected with the deal. But the woman must do her shopping before 11 o'clock and go to the theatre before 12, or the whole scheme goes amiss. The tickets are good only on the morning they are issued.

The suit of Michael H. Curley, of Boston, against B. T. Babbitt, the wealthy soap manufacturer of this city, which was begun several years ago to recover for breach of contract, and which has been pending against Mr. Babbitt's executrix, has been compromised by the payment by the defendants to Mr. Curley of the sum of \$35,000. Mr. Curley was employed under contract by Mr. Babbitt as manager of his establishment, and was discharged, it is alleged, at the request of Mrs. Babbitt, who for some time before her husband's death conducted most of his affairs.

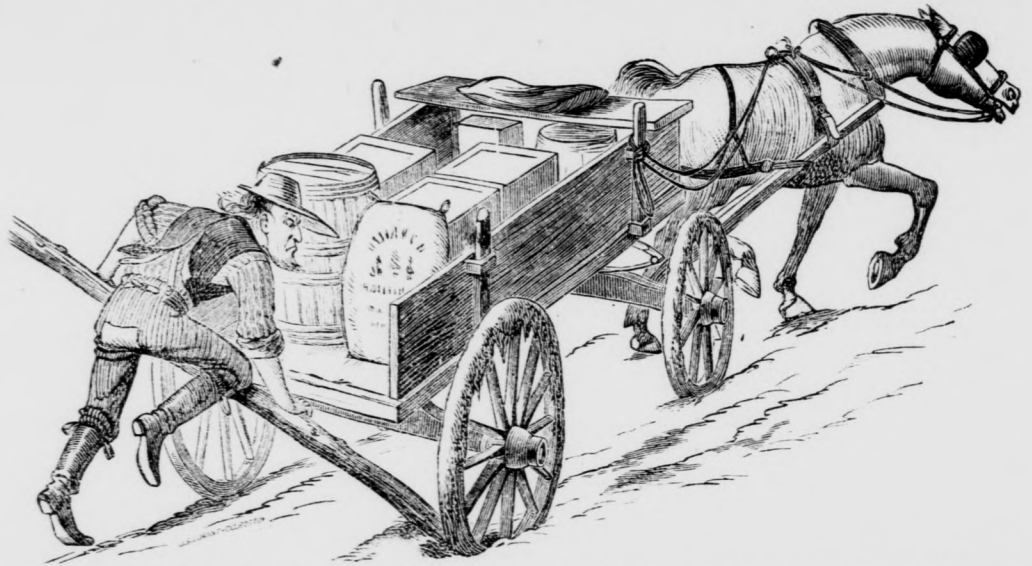
## Filled Cheese in Minnesota.

From the Minneapolis Commercial Bulletin.

An effort has been made to place filled cheese on this market. The story of it is told by a Minneapolis commission man, who, receiving a circular in which a house eastward offered pure full cream cheese at 9 cents per pound, sent for a trial box, and upon receipt and examination found that the article was a composition filled rind of the cheapest and nastiest description. He shipped the goods back with a demand for the return of money he had paid for freight, and received in return a saucy letter declaring in effect that, when the consumers could not tell the difference, a man was a chump who would not sell cheese he could get at 9 cents per pound for 14 cents. Such cases ought to be reported to the state food commission and they be prompted to deal with the matter decisively.

Use Tradesman Coupon Books.

# Get Out of the Old Rut



by discarding antiquated business methods and adopting those in keeping with the progressive spirit of the age. If you are still using the pass book, you should lose no time in abandoning that system, supplying its place with a system which enables the merchant to avoid all the losses and annoyances incident to moss grown methods. We refer, of course, to the coupon book system, of which we were the originators and have always been the largest manufacturers, our output being larger than that of all other coupon book makers combined. We make four different grades of coupon books, carrying six denominations (\$1, \$2, \$3, \$5, \$10 and \$20 books) of each in stock at all times, and, when required, furnish specially printed books or books made from specially designed and engraved plates.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and copying same on blotter, day book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is PRIMA FACIE evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

If you are not using the coupon book system, or are dissatisfied with the inferior books put out by our imitators, you are invited to write for samples of our several styles of books and illustrated price list.

## TRADESMAN COMPANY, Grand Rapids, Mich.

### THEY ALL SAY

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

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



**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.

**Men and Women in the World's Work.**

The present has been designated as the women's century and in many respects it merits the title.

Women have come into great prominence in learning, literature and political influence, and they have made remarkable progress in occupying, in the commercial, industrial, and professional departments of business, places that were formerly exclusively possessed by men. The movement in this direction is rapidly growing in extent and activity, and, at the present rate of progress, women will at no distant day reach a state of independence in business and of enfranchisement in politics and social relations at present assumed only by the rougher sex.

It is not proposed to attempt any forecast of the social and political conditions that will exist when women shall be wholly enfranchised. Such a state of affairs can only come by gradual and successive stages, and every social revolution must necessarily work out its own progression to a condition of equilibrium, for no matter how much disturbance of social conditions there may be, the perturbed elements will soon settle into a basis for social life under the new requirements.

But, after all, there is nothing new in the present remarkable advancement of women into the arena of the business and political world. It has happened many times before in the history of society. It has occurred whenever conditions were suited to such a consummation, and these conditions are present whenever, in any age or race, the males cease to be the stronger sex and become the weaker. The advance of women means the retirement of men; the enfranchisement of the female is the surrender by the male of his claim to superiority; the social and political upgrowth of women means the decay of men.

This statement is not made to detract from the merits and the triumphs of women in their competition with men in the world's work, but it is a necessary prelude to the presentation of certain social and political forces and of the laws according to which they operate. The inhabitants upon the earth have a certain work to do. It is to perpetuate the race and to provide for its subsistence, welfare and happiness. The entire science of sociology embraces no more than this. The highest duties of statesmen are directed to such a consummation, and to nothing more. True, there are many degrees and conditions of subsistence, welfare and happiness. Savage tribes do not require much to satisfy those conditions, while the highest civilization seems insatiable. Its development seems unlimited, and its demands can never be completely ful-

filled. In all this work the two sexes have their respective and distinctive duties.

Among savage and barbarous peoples, the women have always been kept in a state either of slavery or of tutelage. As the social state advances to higher planes the condition of the women has constantly improved, but the women were still considered to be the weaker beings. They were still subordinate to the men, who were able to maintain their claim to be the stronger. But a high state of civilization is always a state of luxury, extravagance and display, and excess of indulgence. The accumulation of vast wealth induces an ever multiplying demand for pleasures, for personal indulgences and inordinate gratification.

It is the man who is first and most injuriously affected by excess of luxury. He alone possesses the liberty, while the women are still under powerful social restraints. The men, claiming a superior physical strength and mental power, become debauched and enfeebled to a degree that makes their claims to superiority absurd and contemptible. The other sex, naturally resenting subjection to such pitiful weakness, have in every other age demanded and obtained emancipation, and why not in this? From the time of Semiramis, through all the ages, women have not been wanting who rose to the head of affairs when the men failed.

The present is peculiarly an age of luxurious indulgence. Spirituous liquors, which stand as the head and front of the causes of moral and physical debauchery, are essentially products of the modern age. Fermented beverages, such as wines and beers, are, perhaps, as old as man's sojourn upon the planet; but distilled liquors have been in common use for only a few centuries, while the various narcotic drugs, whose excessive use is a feature of luxurious indulgence, are of the present day.

A few centuries of alcohol and opium are sufficient to destroy any race, and it is not astonishing that the women have felt themselves compelled to seek for themselves the means of livelihood when, only a few score of years ago, they were maintained at home by the labors of the men, and had no occasion to seek the independence to which they have since been forced. It is but natural that women, resenting their state of subservience to husbands who were utterly drunken and thoroughly worthless, should demand independence and the right to seek self-support.

True, not all the women who have been forced to maintain themselves and others dependent on them have been victims of the worthlessness of men who should have been their supporters and protectors, because a long and destructive war deprived many of them of husbands, fathers and other male relatives; but in too many cases they are driven out into the wide world through the worthlessness of their men, and, as a consequence, they have been forced to invade departments of the world's work heretofore devoted to and monopolized by men.

There is no doubt that women as a class are growing physically stronger and more vigorous. Not only is their strength responding to their necessities, but their better understanding of the laws of health and the practice of hygienic methods have combined to improve their health and strengthen their

constitutions. A continuous progress of mental and physical health and vigor in women and a continued failure of the men, if carried on long enough, would seem naturally to result in the complete superiority and supremacy of women. But such a state of things is impossible. A continuous decay of the manhood of the country would react upon the women, so that it is only in limits that female supremacy is possible. But until those limits are reached women will make progress, and that progress is now in process of growth and development.

The two sexes are so closely related that the decline of the one means in the end the decline of the other; but to-day, when the inauguration of the woman's century is announced, it only means the failure of the men and the advance of the women to take their place in the world's work which must be done.

FRANK STOWELL.

**The War on Combinations.**

From the N. Y. Shipping List.

The determination of Attorney General Moloney of Illinois to proceed against the American Tobacco Company, is another evidence that he has commenced a general crusade against combinations of that character. His entering wedge was the Distilling and Cattle Feeding Company, followed by the Chicago Gas Company; and it was supposed that he intended to make one or the other a test case before instituting other suits, but he seems to have changed his mind. If the law is to be enforced without prejudice, it is reasonable to expect this line of prosecution to be continued until all the leading industrial companies are included. The victims of the Attorney General are selected according to the evidence obtained, but a noticeable peculiarity about his first cases is the fact that they represent leading speculative stocks. The prosecution has furnished profitable ammunition to the bear interests on Wall Street, and the public would like to know if the litigation is sincere, or is merely a scare for stock-jobbing purposes. There are combinations outside of the speculative market which are not molested, but they are not so aggressive, probably, in restricting competition.

These suits are a serious obstacle to the business of the concerns interested, and it devolves upon the Attorney General to remove the uncertainty by hastening the trials. If the Illinois State law is being violated, and its constitutionality is beyond question the sooner it is known the better.

**Multiplying Special Brands.**

From the New England Grocer.

How will the grocery store of the future differ from that of the present day? As much, probably, as the present stores differ from those of a generation ago; but in regard to one point we can speak confidently. If the increase of the number of special brands continues in the same ratio during the next two decades, the grocery of twenty years hence will cover a much greater superficial area than the average store of to-day covers. Already the congestion of many city grocery stores has become an evil which loudly calls for a remedy, yet it is proposed that the sidewalk displays of vegetables and fruit be dispensed with and the goods be stored inside the establishments. There is much to be said in behalf of the proposal, but where find room for the green stuff? To add to the storage capacity of grocers' establishments in the cities would require a heavier expense than the dealers perhaps could afford, owing to the high rentals of eligible property; still, extra room may be essential to give customers space to move about in and protect ladies' dresses from injury. The reduction in prices of many articles, if purchased in certain specified quantities, has a tendency to produce store congestion, yet dealers cannot afford to sacrifice the saving through ordering in large lots.

**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.



**Seely's Lemon.**  
 (Wrapped)

	Doz.	Gro.
1 oz.	\$ 90	10 20
2 oz.	1 20	12 30
4 oz.	2 00	22 80
6 oz.	3 00	33 00

**Seely's Vanilla**  
 (Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited.

SEELY MFG. CO., Detroit, Mich.

**Your Bank Account Solicited.**

**Kent County Savings Bank,**  
 GRAND RAPIDS, MICH.

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

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

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

Deposits Exceed One Million Dollars.

**Typewriter Supply Office.**

H. B. ROSE, Manager.

STATE AGENCY FOR THE

**Franklin Typewriter**

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

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



**Lumbermen's Aprons**

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

**HIRTH, KRAUSE & CO.,**

12 & 14 Lyon St.,  
 GRAND RAPIDS, MICH.



Wholesale Price Current.

Advanced—Gum Opium, Oil Anise, Quicksilver, Linseed Oil.

Declined—

Table listing various chemical and medicinal products under categories like ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, and OLEUM.

Table listing various medicinal and chemical products including Morphia, S. P. & W., Seidlitz Mixture, Sinaps, Snuff, Maccaboy, De, Myristica, Nux Vomica, Os. Sepia, Pepsin Saac, H. & P. D., Pictis Liq., N. C., 1/2 gal, Soda et Potass Tart., Soda, Bi Carb., Soda, Ash., Soda, Sulphas, Spts. Ether Co., Myrcia Dom., Myrcia Imp., Vini Rect. bbl., Pyrethrum, pv., Quassia, S. P. & W., Quinia, S. P. & W., Rubia Tinctorum, Saccharum Lactis pv., Salicin, Sanguis Draconis, Sapo, W., Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw, and various oils.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

Sponges

We offer the following very desirable sponges in cases:

Table listing sponge products with columns for No., Slate, 1,000 Pieces, and Price per case.

Assorted Case:

Table listing various items in an assortment case with columns for item name, quantity, and price.

PRICE \$8 50 per case. Sheep' Wool Sponge, from \$1 25 to 3 25 per pound. Grass " " 50 to 1 00 " " Slate " " 75 to 1 50 " " Surgeons " " 2 00 to 2 50 " " strings " " 1 00 to 2 50 each

Chamois Skins

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

HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

The prices quoted in this list are for the trade only, in such quantities as are usually purchased by retail dealers. They are prepared just before going to press and are an accurate index of the local market. It is impossible to give quotations suitable for all conditions of purchase, and those below are given as representing average prices for average conditions of purchase. 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.

Table with columns for product names and prices. Includes sections for AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BROOMS, BRUSHES, CANDLES, CANNED GOODS, and CHEESE.

Table with columns for product names and prices. Includes sections for Apricots, Catsup, Cocoa Shells, Coffee, Crackers, Dried Fruits, and various other food items.

Table with columns for product names and prices. Includes sections for CLOTHES LINES, CONDENSED MILK, and CREDIT CHECKS.

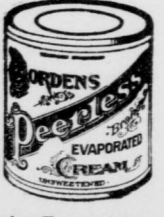
Coupon Books advertisement featuring 'TRADESMAN' and 'ONE CENT COUPON' logos. Text describes the benefits of coupon books and lists prices for various denominations.

Table with columns for product names and prices. Includes sections for Foreign Currants, Raisins, Prunes, ENVELOPES, FARINACEOUS GOODS, and FISH-SALT.

FLAVORING EXTRACTS advertisement for Souders' products. Includes an image of a bottle and a list of various extracts like Vanilla, Lemon, and Strawberry with their respective prices.



N. Y. Condensed Milk Co's brands Gail Borden Eagle... 7 40 Crown... 6 25 Daisy... 5 75 Champion... 4 50 Magnolia... 4 25 Dime... 3 35



Peerless Evaporated Cream. CREDIT CHECKS. 500, any one denom'n... \$3 00 1000... \$5 00 2000... \$8 00 Steel punch... 75



MINCE MEAT. Mince meat, 3 doz. in case. 2 75 Ple preparation, 3 doz. in case... 3 00 MEASURES. Tin, per dozen. 1 gallon... \$1 75 Half gallon... 1 40 Quart... 70 Pint... 45 Half pint... 40 1 Wooden, for vinegar, per doz. 7 00 1 gallon... 7 00 Half gallon... 4 75 Quart... 3 75 Pint... 2 25 MOLASSES. Blackstrap... 1 Cuba Baking... 16 Ordinary... 16 Porto Rico... 20 Prime... 20 Fancy... 20

PICKLES. Medium. Barrels, 1,300 count... 4 50

PIPES. Clay, No. 216... 1 70

POTASH. 48 cans in case. Babbitt's... 4 00

RICE. Domestic. Carolina head... 6

SPICES. Whole Sifted. Allspice... 5 1/2

Mustard, Eng. and Trieste... 22

Mustard, white... 10

Sage... 30

SAL SODA. Kegs... 1 1/4

SEEDS. Anise... 15

Mustard, white... 10

STARCH. Corn. 20-lb boxes... 5 1/2

SNUFF. Scotch, in bladders... 37

SODA. Boxes... 5 1/2

SALT. Diamond Crystal... 1 60

Butter... 6 75

15 1/2-lb sacks... 4 00

100 3-lb sacks... 8 15

SALERATUS. Packed 60 lbs. In box. Church's... 5 1/2

SEELY'S EXTRACTS. Lemon. 1 oz. F. M. \$ 90 doz... \$10 20 gro

Vanilla. 1 oz. F. M. 1 50 doz... 16 20 gro

Lemon. 2 oz... 8 00

Vanilla. 2 doz... 10 50

SOAP. Allen B. Wrisley's Brands. Old Country, 80 1-lb... 3 20

Ivory, 10 oz... 6 75

Single box... 3 95

Acme... 3 75

Thompson & Chute Co.'s Brands



Scouring. Sapollo, kitchen, 3 doz... 2 50

SUGAR. Below are given New York prices on sugars...

Cut Loaf... \$4 94

Powdered... 4 44

Standard A... 4 06

Gold Dew... 3 66

Gold Block... 3 30

Gold Block... 3 30

Gold Block... 3 30

TEAS. JAPAN-Regular. Fair... 17

SUN CURED. Fair... 17

GUNPOWDER. Common to fair... 25

ENGLISH BREAKFAST. Fair... 18

TOBACCO'S. Fine Cut. P. Lorillard & Co.'s Brands...

Scotten's Brands. Hiawatha... 60

Private Brands. Bazoo... 30

Plug. Spearhead... 39

Scotten's Brands. Kyo... 26

Plum. Kiln dried... 17@18

F. F. Adams Tobacco Co.'s Brands. Myrtle Navy... 40

Warpath... 15

F. F. Adams Tobacco Co.'s Brands. Peerless... 26

Rob Roy... 26

VINEGAR. 40 gr... 7 @8

WET MUSTARD. Bulk, per gal... 30

YEAST. Magic... 1 00

WET MUSTARD. Beer mug, 2 doz in case... 1 75

YEAST. Warner's... 1 00

WOODENWARE. Tubs, No. 1... 6 00

BASKET WARE. Fair... 17

INDURATED WARE. Tubs, No. 1... 3 15

Water Witch... 2 50

HIDES. Green... 2 2 1/2

Wool. Washed... 12 @17

GRAINS AND FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test) 52

MEAL. Bolted... 1 40

FLOUR IN SACKS. Patents... 2 05

OATS. Car lots... 39

MILKSTUFFS. Bran... \$14 50

CORN. Car lots... 43

OATS. Car lots... 39

FISH AND OYSTERS. F. J. Dettenthaler quotes as follows:

FRESH FISH. Whitefish... 8

Black Bass... 12 1/2

OYSTERS-CANN. Fairhaven Counts... 40

STONWARE-AGRON. Butter Crocks, 1 to 6 gal... 06

STONWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal... 07

PROVISIONS. The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS. Mess... 13 50

SAUSAGE. Pork links... 7 1/2

LARD. Kettle Rendered... 9

BEEF IN BARRELS. Extra Mess, warranted 200 lbs... 8 00

CANVASED OR PLAIN. Hams, average 20 lbs... 10

DRY SALT MEATS. Butts... 8

PICKLED PIGS' FEET. Half barrels... 3 00

BEEF TONGUES. Barrels... 22 00

FRESH BEEF. Carcass... 5 @ 7

FRESH PORK. Dressed... 6 1/2 @ 6 1/2

MUTTON. Carcass... 6 @ 7

CROCKERY AND GLASSWARE. LAMP BURNERS.

LAMP CHIMNEYS. Per box. 6 doz in box... 1 75

STONWARE-AGRON. Butter Crocks, 1 to 6 gal... 06

STONWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal... 07

STONWARE-BLACK GLAZED. Milk Pans, 1/2 gal... 65

STONWARE-BLACK GLAZED. Milk Pans, 1/2 gal... 65

## A PIONEER CLERK.

Reminiscences of an Early Employee of Foster, Stevens & Co.

Another old settler in the person of Elias Young was interviewed by THE TRADESMAN last week. Mr. Young came to Grand Rapids from New York State in 1837 when but 15 years of age. The family, who were in comfortable circumstances, being farmers and stock raisers in their native State, voluntarily surrendered the comforts and conveniences of life in the old Empire State for the discomforts and hardships of "life in the wilderness" of Michigan. Mr. Young, senior, brought with him a number of pure bred Durham cattle, all his farming implements, several teams of horses and yokes of oxen, together with provisions enough to last, at least, a year. As it turned out the latter proved a wise move, as shortly after coming to this State, provisions ran short and the people experienced something very much like starvation. Elias Young endured the hardships and privations of pioneer life in a manner which proved the stuff of which he was made. He had received in his native State the advantages of a good common school education, included in which was a fair knowledge of business forms. Quite early in life Mr. Young turned his attention to business and held various positions of trust with different lumbering concerns. He early secured and maintained the entire confidence of his employers, which, considering the character of the times, is saying much. In 1853 he took charge of the books in W. D. Foster's hardware store, which position he retained until the breaking out of the war, when he enlisted and went to the front. His ability as a book-keeper was soon recognized and he was given charge of the books in the commissary department of his corps. He did not return to Michigan at the close of the war, but remained South for several years, engaged in the pursuit of his favorite calling. He finally returned to Grand Rapids and secured a position as book-keeper in this city, where he has ever since resided. He is now, at 73 years of age, enjoying life in a comfortable home on Burton avenue. With his fancy poultry and a large garden, his time is fully occupied.

Mr. Young, like all old timers, loves to recall early scenes and associations and is never so happy as when recounting his early hardships and struggles. His talk proved very interesting. He said among other things: "When I came to Grand Rapids in 1837 there were not more than a dozen houses in the place and only three of these were finished, most of them being mere shells. The people who lived in them had been accustomed to all the comforts of civilized life in old-settled sections of the country and the change to them must have been very great indeed. I know it was so with our family. Added to the other discomforts of pioneer life was fever and ague. We had been here but a short time when the whole family, including the hired man, became victims to it. My father was so sick that for weeks we thought he could not recover. I was the strongest of the family, the fever and ague being intermittent in my case, giving me the shakes only every other day. On my good days I would chop wood and do whatever was necessary to be done about the place. I did nothing but shake the other days. I

well remember when things were about at their worst that we ran out of provisions, having only very little flour and a little butter in the house, and a small amount of pork. One morning on one of my good days, I told my father that I thought I had better clean up some wheat and take it to the mill and get some flour. He said he thought I had better do so if I felt able. I managed to thresh out six bushels, which I cleaned with the aid of a younger brother, put into bags and took to mill. When I got to the mill I asked the miller if he could grind the grist for me. He said he could not start the mill, as he was dressing the stones and it would take him a week. I asked him if he could not let me have some flour, and he said that he did not have a pound of flour in the mill. There was a young man standing there who asked me if my wheat was good enough for seed. I told him that it was, and when he saw it he said it was the best wheat he had ever seen raised in Michigan. He asked me what I wanted for it and I told him I wanted the market price. As he wanted it for seed he offered me 30 cents per bushel for it. I told him I had no authority to sell it for 30 cents a bushel and started for home with my wheat. I was feeling pretty blue. We had not provisions enough in the house to last a day and I had failed to sell my wheat and did not know what we were going to do. On my way home I stopped at the postoffice. The postmaster showed me a letter which bore the post mark of our old home in York State. I was certain that the letter contained a draft that we were expecting to receive from the party to whom we had sold our farm. I turned around, drove back to the mill and asked the young man who offered me 30 cents for my wheat if he would give me enough for one bushel to pay the postage on a letter. He said he would, gave me 25 cents, and took his bushel of wheat. I went to the office, paid 25 cents for postage and went home. When the family saw me coming with my wheat in the wagon and nothing else, some of the children, who were hungry, began to cry. My father was very ill and the disappointment was almost too much for him; but when I showed him the letter and he saw the post mark, the reaction was almost as bad as the disappointment. He opened the letter and in it was a New York draft for something over \$2,000. My father asked me if I was well enough to go back and get some provisions. I told him I would have to go, whether I was well enough or not; but the mere thought of getting something to eat, different from what we had had for some time, put new strength into me. I was told to get a barrel of flour, which would be \$13.25, while I was offered but 30 cents a bushel for my wheat the same day, and \$1 worth of Muscovado sugar, which was four pounds, and one pound of Old Hyson tea, which was \$1.50 per pound. The balance of the draft I was to have placed to our credit in the store, which occupied the present site of the Barnard House, corner of Waterloo and East Fulton streets.

"For the first thirteen years I was in Michigan I chopped every winter and logged every summer. I raised the first lambs and cut the first clip of wool in Kent county. There was an old Canadian woman in this locality at that time

who had an old-fashioned spinning wheel. She spun our wool for half of the product and knit our share for half of the remainder, so that she secured three-quarters of the wool. We had to make a good many sacrifices in these days in order to get along. My father had pre-empted 640 acres over on the Thornapple River, in addition to the homestead near Reed's Lake. He was unable to pay the taxes on the 640 on account of sickness, and when the Sheriff came to the house to collect the taxes, father told him he was unable to pay them and wished the land returned to the State. The Sheriff said he could not do that and said he would be compelled to levy on our cattle and other stock in order to raise the amount; but he told us that we might have a certain time in which to raise the money. I told father that if he would let me chop the wood and give me the use of the team to draw it to market I would pay the taxes. He agreed and I went to work. I chopped two cords one day, drew it to the village the next day, and kept up that way until I had raised the \$60 for the taxes, so that I was something over two months completing the work.

"Everybody in this vicinity has heard of old Louis Campau. He was the first white man, or supposed to be, in this section of Michigan. He had come to this State heavily loaded with debt. His liabilities ran up to over \$100,000, but so profitable was the business of fur trading with the Indians, that it was not long before he had paid off all his debts. We always found honesty to be the prevailing characteristic of the French. They were very trustworthy, always paying their debts and meeting their obligations promptly. I want to tell you a story of old man Campau. After he had cleared himself, like a Frenchman, he wished to make a spread, and so invited a number of his Eastern friends who had been his creditors and who were French, like himself, to come out to Michigan and pay him a visit, see the country and partake of frontier hospitality. They came and were much amused at the uncouth appearance of some of our early settlers. One of the visitors enquired of Mr. Campau who they were. His reply was that they were Yankees. 'What! Yankees,' said the visitor. 'Do you do business with Yankees?' 'Yes,' said Mr. Campau, 'I do business with any man who will do business with me. I want their money and a Yankee's money is as good as the money of any man.' 'Well,' replied the objector, 'I would go to h—l before I would live with the Yankees.' 'Don't go there,' said Mr. Campau. 'You will find more of them there than there are here.' This was somewhat hard on the Yankees, but the repartee was characteristic of Louis Campau. If he had had the faculty of keeping money, as he had of making it, he would have been one of the wealthiest men in Michigan. He made money fast, but, somehow, managed to get rid of it. At one time he owned a great many acres of land on the East Side of the River, from what is now Pearl Street to the southward. This has proved to be the most valuable property in the city. The way he came to get the land was like this: Lucius Lyon and Colonel Carroll, land surveyors, who were sent out here to look up land for certain Eastern parties, saw at once the immense advantage of owning land on

the river front. They saw how easy it would be to utilize the water power which the river afforded from the head of the rapids to the foot. They spoke to Mr. Campau about it and proposed that he go in with them and secure as much of the land as they could handle. Louis Campau, who was not as farsighted as he might have been, allowed the other two men to secure the water front, while he was satisfied with land further back from the river. However, all this property passed out of his hands and is now in possession of strangers, and Louis Campau, in his later days, was cared for by his friends.

"Mr. Luce told you something about the hardships of the early settlers, and when he said that the people of to-day knew nothing about hard times, he told you the simple truth. In 1837, when the panic struck us, it caught us entirely unprepared. This was not entirely our fault. The country was new, people had hardly begun to raise wheat and very few of the necessaries of life were the product of Michigan soil. We imported everything into the State—flour, meat and provisions of all kinds, and, of course, groceries from outside—and when I tell you that the flour used was ground in Ohio, no further away than Akron, and that it took from one to two weeks to get it here, where now, if it were necessary to bring it from that vicinity, it would only take a day, you will understand something of the situation. But when the crash came our money was gone, we had no credit and no means to secure even the barest necessities of life and were obliged to live on the little we raised ourselves. I remember on one occasion, just after the commencement of the panic, we had all our pork stolen from our cellar. We had a little money at that time, the remains of the proceeds of the sale of our farm in York State, and so father went up to the village to buy some pork and brought home a ham. It weighed a little over ten pounds, for which he paid the somewhat extravagant sum of \$5, which was at the rate of 50 cents per pound. When we cut the ham we were compelled to throw it away, as it was not fit to eat. In a little time the stocks in the stores were gone, or were only to be had at the most exorbitant prices, and for many weary months starvation literally stared us in the face. Added to the difficulty of procuring food was the fever and ague, which I have already mentioned. Nearly everybody was sick and there was only one physician in the place—Dr. Chas. Shepard—who was as kind hearted as he was skillful. Well, the hard times came to an end at last, but the experience of those dark and dreary days will never be forgotten by those who passed through them.

"Our greatest obstacle was the matter of transportation. We were compelled to bring everything around by the lakes. When we moved to Michigan we shipped our horses and cattle *via* the lakes to Detroit and sent them overland to Grand Rapids, while we ourselves made the whole trip by water, going up Lake Huron, through the Straits and through Lake Michigan to Grand Haven."

## Warned in Time.

"I've caught you making love to my wife."  
"Well?"  
"I'll give you fair warning—I did that once, and I've been sorry ever since."

MEN OF MARK.

W. J. Gould, Senior Member of W. J. Gould & Co.

Walter J. Gould, the subject of this sketch, was born in Glastonbury, England (famous for its Abbey), on Christmas Day, 1830. Shortly after this event his parents bade farewell to England and sailed for the United States, settling in Detroit in 1836. Mr. Gould's early education was begun in the old log schoolhouse, then located on the corner of Larned and Bates streets, under the guidance of Mr. O'Brien, and was completed under the tutorship of Mr. Robbins, in the academy building on Congress street, east, opposite the present site of Hotel Normandie. After school hours, and during vacations, he was employed in his grandfather's grocery store, situated on the corner of Woodbridge and Griswold streets, where he acquired his first knowledge of the grocery business.

At the age of 19 he obtained a position on the steamer *Mayflower*, running between Buffalo and Detroit, where he remained for a period of six years. About this time he entered the employ of the Ward line of steamers, sailing first on the *Sam Ward*, then on the *Cleveland*, later on the *Forrester*, as steward, and finally on the *Planet*, at that time the largest steamer on the lakes. There were many hardships for the sailors to endure in those days and about the only recreation they enjoyed was an occasional free fight in which there was more "sand" than science exhibited. Whenever necessary, Mr. Gould was in it, and, the fact is, he was regarded as a man of remarkable nerve, a quality that still clings to him.

During the season of 1862-3 he brought into play his knowledge of the grocery business by establishing a trade with the large mines on the shores of Lake Superior and accumulated the capital that started him on his career as a leading representative of the wholesale grocery trade.

In 1864 a partnership was formed with Morgan S. Fellers under the style of Gould & Fellers at 22 Woodward avenue, with a capital of \$7,000, of which Mr. Gould contributed \$3,500. He became at once buyer and salesman, going to New York to purchase the stock, and, on his return, traveling through the Eastern and Northern portion of the State, selling it. His trips were mostly made by team. It took him longer to cover the territory than it does the present traveling man, but he "got there" just the same and kept adding to his capital, as well as to his business.

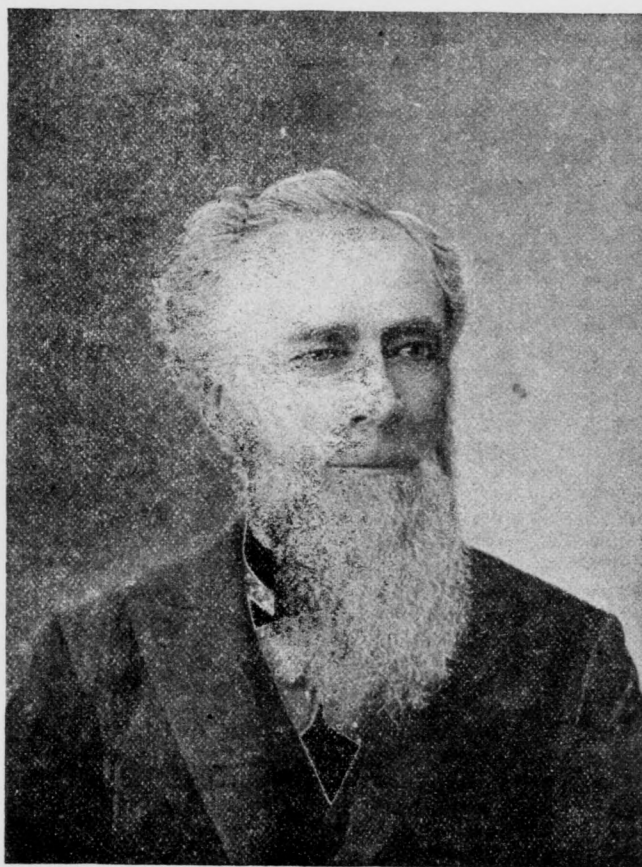
His strong personality made him many friends and did more to build up his trade than anything else. In 1873 he bought Mr. Fellers' interest and put up his sign at 84 Jefferson avenue. Here, as before, he bent every energy toward the goal of success. His trade grew rapidly. Year after year the books showed a gratifying increase and, although the profits were small, his strict economy enabled him to keep the business growing.

In the years 1873, '74 and '75 his remarkable nerve and ability carried the business through a critical period and won the day where men with less of those qualities would have gone down. The business had grown to such proportions that in 1879 he took into partnership three of his employes—Edward Telfer,

David D. Cady and Lewis F. Thompson—and increased his room by adding two stores, the numbers being then 80, 82 and 84 Jefferson avenue. Under his fostering care the business had attained such proportions that in 1882 new quarters were required. These were found at 61 and 63 Jefferson avenue. In 1890 the business necessitated additional room, which was secured by adding the adjoining store, No. 59.

Mr. Gould is an acknowledged leader. He believes in being in the front rank of the procession; and, recognizing the advantages to be gained by owning and operating a coffee plant, he established a coffee roasting and grinding establishment in 1893 at 111 West Larned street.

Mr. Gould is eminently a self-made man—broad gauge in his ideas and far-reaching in his methods, while his liber-



ality is proverbial. He is an influential and exemplary business man and is intimately identified with all movements looking toward the commercial advancement of Detroit.

Mr. Gould has an only son, Clarence H., who is now associated with the firm.

An Observing Grocer's Boy.

A Michigan school teacher, notorious for paying only such of his indebtedness as he was compelled to and getting credit wherever possible, had the arithmetic class before him. "Now," he said, holding up a silver dollar, "how much money is this?" "One dollar," answered the class as easy as rolling off a log. "And how many bushels of potatoes could I buy with it, potatoes being worth fifty cents a bushel?" Nobody answered, and the grocer's boy held up his hand. "I know," he said. "Well, my lad, tell the class how many." "Enough to last you all winter, countin' what you would git charged." And the school teacher knew better than to lick the grocer's boy.

A Born Lawyer.

A lawyer advertised for a clerk. The next morning the office was crowded with applicants, all bright, and many suitable. He bade them wait until they all should arrive, and then arranged them all in a row and said he would tell them a story, note their comments, and judge from that whom he would choose.

"A certain farmer," began the lawyer, "was troubled with a red squirrel that got in through a hole in his barn and stole his seed corn. He resolved to kill the squirrel at the first opportunity. Seeing him go in at the hole one noon, he took his shotgun and fired away; the first shot set the barn on fire."

"Did the barn burn?" said one of the boys.

The lawyer, without answer, continued:

"And seeing the barn on fire, the farmer seized a pail of water and ran to put it out."

"Did he put it out?" said another.

The Poorest Man

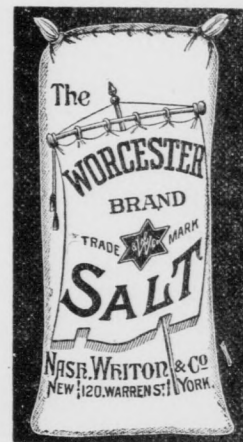
On Earth

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.

WALTER BAKER & CO.

The Largest Manufacturers of

COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

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The Highest Awards (Medals and Diplomas)



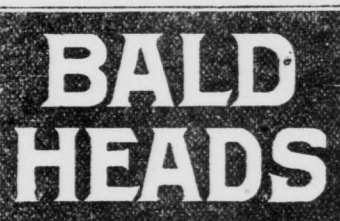
on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO., DORCHESTER, MASS.



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

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

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence.

NEW YORK, May 6--A tremendous mass meeting was held at Cooper Union last Thursday night which was addressed by some of the best known men in the city. The object of the meeting was to give utterance to the sentiment held by thousands upon thousands that the Senate has dawdled long enough at the tariff question, and that the leading business men in the nation purpose to see if something cannot be done to overcome the inertia of the Upper House. It is likely that the effect will be more far-reaching than will the movement of Coxe's army. Everything that can be done will now be urged to hasten legislation, and it is sincerely to be hoped that the long suspense will be ended.

Business is not flourishing. The faint gleam of light that sprang up some time ago, seems to be dim again and trade languishes. Go where one will, whether in the fruit district, the commission neighborhood, or the general grocery vicinity, there is the same "tired" expression that we have become so accustomed to. One good feature is that prices quite generally are no lower, save in one or two instances.

Coffee is one article whereon the top price seems to have been reached and the downward tendency continues. No greater demand seems to exist in consequence of the fall of 1c a pound, and the prevailing opinion is that we shall see lower rates for some time. For No. 7 Rio, 16 1/2c is the top price and sales are rather infrequent.

Raw sugars have improved slightly, but they still remain at a low ebb. Refined are selling fairly well as the season advances, and granulated is quite well held at 4.18c, which price is lower than a week ago.

Mollasses is dull, the recent hot weather not having a tendency to improve shipments. Syrups are meeting with fair sale within the range of 17@22c for good to choice brands.

Teas excite no interest, but it may be remarked in passing that they are slightly lower all around. This is probably owing to recent large auction sales at which low prices prevailed, where great quantities were worked off at nominal rates.

Foreign rice is selling freely, and, in fact, is about the only kind that is selling at all. Domestic is sold only upon special orders and is too high to compete with the foreign article. Choice domestic, 5 1/4@5 3/4c; Japan, 4 1/2@4 3/4c.

Canned goods excite rather more interest and prices generally are well held. Not many goods are changing hands, however, as the supply of fresh fruits and vegetables is growing plentiful and the demand will probably be light for some time.

It is reported that a lot of canned salmon is floating around in this city which ought to be condemned by the Board of Health. It is held at around 80c and is some that was impossible to dispose of in the West. Strange that reputable firms will lend themselves to the miserable business of disposing of such stuff; but they seem to think that as long as people want "cheap" stuff they ought to have it, even if it is rotten. Gallon apples are worth \$3.50 for N. Y. State. Baltimore, \$3.25@3.50.

Foreign green fruits are doing quite well, and the warm weather has created considerable improvement in the price of lemons. Oranges, too, are doing better, and bananas are much firmer.

In the line of dairy products, butter continues dull and prices are most unprecedentedly low. It is hard to see where the profit to the buttermaker comes in when the best Elgin product is selling here for less than 18c; but this is the top price. Cheese is in good demand and the supply is not over abundant. Full cream State, 11 1/2@11 3/4c.

JAY.

We have made H. Schneider Co. distributing agent for the old reliable S. K. B. cigar. American Cigar Co.

Faith an Essential Principle in Business and Civilization.

Written for THE TRADESMAN.

I hear a great many people talk. Some I am glad to hear and some I would rather not hear. I heard one man talk last week, and it made me weary. He began by asserting that he would believe nothing he could not either see or understand. A careful observer of his cranial development would have noticed that his hair grew low down on his forehead; that the top of his head sloped upward from his forehead, after the manner of the heads of the Flathead Indians; that his ears were abnormally large, and stuck out almost at right angles with the sides of his head. High cheek bones, deep-sunken, lusterless eyes, a large mouth, a prominent nose, and receding chin completed the equipment of the head in which had been conceived the brilliant expression that he would not believe what he could not see or understand. The reason I have been so careful to describe the head of the man who made the remark is that he may be recognized, and also that any one who reads the description, and imagines that it fits him, may keep his mouth shut, and so, in one way at least, simulate wisdom. You can most always tell what a man will say on a given subject if you notice the "points" of his head. I am not a phrenologist, and have no intention of giving you a lecture on craniology, but observe for yourself, and you will see that the shape of the head depends upon the mental development of the individual.

What remarkable mental equipment must that man have had who declared that nothing but ocular demonstration would convince him! If "Ignorance is bliss," what a happy man he ought to be! I wonder how many of us ever stop to think how few things there are of which we have any positive, determinate knowledge. We look at a tiny blade of grass. All winter long the earth has been bound in winter's icy chains; in all Nature there is no life, only death, death everywhere. Death absolute? No, for with almost the first warm breath of spring that little blade of grass pushes its head up through the moist soil and soon the earth is covered with a beautiful carpet of green. What has caused the transformation from the dreary desolation of winter to the glory and beauty of summer? I do not know. Do you? In the autumn the farmer sows his wheat; the storms of winter cover it with a robe of white as with a winding sheet, and the frosts chill it; but the warm rains and genial sunshine of spring chase bleak winter from the land, the farmer's fields are robed in green, and his faith in the bounty of Nature is rewarded by a rich harvest. But who is wise enough to peer into the mysteries of Nature's alchemic and unfold the process by which these wonderful changes are wrought? Does the farmer who sows his seed in the full confidence that, after months of waiting, he "shall reap if he faint not?" He is not in the least concerned about how Nature does her work, and least of all does he say, "I will not believe in a future harvest because I am ignorant of Nature's methods of producing it." Nature rewards the man who has faith in her, but gives nothing to the man who waits to know how she does her work. "Knowledge is power," it is true, but faith harnesses knowledge to

Nature, and Nature yields her increase to faith, not to knowledge. Knowledge is relative and partial, faith is positive and absolute. Without faith there could be no knowledge, for there would be no sufficient reason for knowing, and even if we might know without faith, yet, without faith, our knowledge would be worthless and meaningless. Eliminate faith as a faculty from the human mind and at a stroke you have swept commerce from sea and land, closed factory and store, and put an end to all enterprise. Worse still, you have put upon man the brand of Esau--"his hand against every man, and every man's hand against him"--for you have destroyed confidence between man and man and hurled the race back to a condition of barbarism and savagery, from which faith has hardly rescued it and given it, instead, a high order of civilization and fraternity.

The burglar and robber have no faith--they do not need it; but we are not all thieves, and so long as we intend to live honest lives and make an honest living, we shall need all the faith of which we are capable.

DANIEL ABBOTT.

The Drug Market.

Gum opium has advanced, on account of a firmer market in Smyrna.

Morphia is unchanged.

Oil anise has advanced and is tending higher.

Quicksilver is higher and all mercurials are tending upward.

Linseed oil, from competition, was sold as low as 44c, but has reacted and is now firm at 52c for raw and 55c for boiled.

PRODUCE MARKET.

Apples--So scarce as to be unquotable. Asparagus--Has come down with a rush, being sold last week for \$1 per doz., while this week it brings only 25c.

Beans--Slow. Dealers pay \$1.30@1.40 for country picked, holding hand picked at \$1.75. Butter--Best dairy is bringing 15@16c and fair dairy 11@13c. Creamery brings 18@20c.

Cabbages--Supply is good. Floridas are unchanged at \$2 per crate.

Celery--Entirely out of the market.

Cucumbers--Are sold at \$1 per dozen.

Eggs--Are slow sale for the commission men at present, farmers monopolizing the trade with the grocers. Dealers pay 9 1/4@10c, selling for 11c.

Field Seeds--Medium and mammoth clover, \$6.25@6.40; Alsike, \$8@8.50; Alfalfa, \$6.75@7.50; Timothy, \$1.15; Red Top, 75c; Orchard Grass, \$1.80.

Honey--White clover, 14c; buckwheat, 12c. Lettuce--Supply is increasing. Dealers pay 6c and sell for 8c per lb.

Maple Sugar--So scarce as to be practically out of the market.

Maple Syrup--Is unchanged. It is still bought for 85c and held at \$1 per gal.

Onions--Home-grown old are about out of the market. Bermudas are in good supply and easily bring \$2.50 per bu. crate. Green are improving in quantity and quality; they bring 10c per doz. bunches.

Radishes--Are plentiful. Outside stock brings 25@28c, and home-grown, 15@20c.

Spinach--Taken a tumble from .75c to 40c per bu.

Tomatoes--Supply is only fair. Dealers are asking \$3.75 per 6-basket crate.

Pie Plant--Is a drug on the market. It is worth at wholesale but 1c per lb. and dealers will soon be compelled to offer a premium to get it off their hands.

Strawberries--Tennessees are just now beginning to affect the market. The present price is 15c per qt. box.

Potatoes--THE TRADESMAN has stated all along that potatoes had reached high water mark, and that a reaction might be expected at any time. The reasons for that position were plainly given. Last week the market fell off 5c from the previous week's figures, and the probability is that they will continue to recede. The market has no features worth noting. New potatoes (Bermudas) are in fair supply and are held by dealers at \$2.50 per bu.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

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

Table with columns: FANCY--In bulk, Palls. Items include Lozenges, Chocolate Drops, Gum Drops, Moss Drops, Sour Drops, Imperials.

Table with columns: FANCY--In 5 lb. boxes, Per Box. Items include Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries.

Table with columns: CARAMELS. Items include No. 1, No. 2.

Table with columns: ORANGES. Items include Navels, Fancy Seedlings.

Table with columns: LEMONS. Items include Choice, Extra choice, Extra fancy.

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

Table with columns: OTHER FOREIGN FRUITS. Items include Figs, Dates, Persian.

Table with columns: NUTS. Items include Almonds, Brazil, Filberts, Walnuts, Table Nuts, Pecans, Chestnuts, Hickory Nuts, Cocoanuts.

Table with columns: PEANUTS. Items include Fancy, Choice.

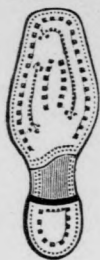
Table with columns: OILS. Items include Eocene, XXX W. W. Mich. Headlight, Naptha, Stove Gasoline, Cylinder, Engine, Black.

Table with columns: FROM TANK WAGON. Items include Eocene, XXX W. W. Mich. Headlight.

Table with columns: POULTRY. Items include Turkeys, Chickens, Ducks, Geese.

Table with columns: DRAWN. Items include Turkeys, Chickens, Fowl, Ducks, Geese.

Table with columns: UNDRAWN. Items include Turkeys, Chickens, Fowls, Ducks, Geese.



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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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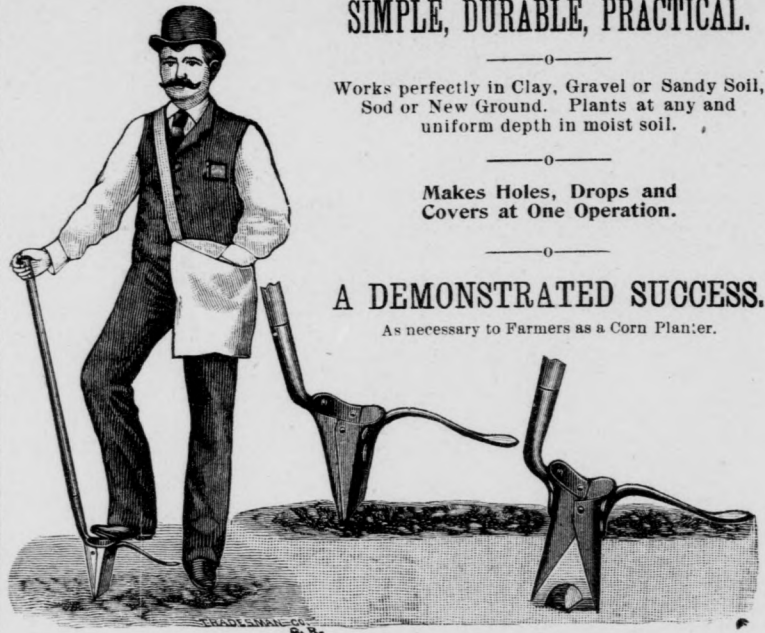
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