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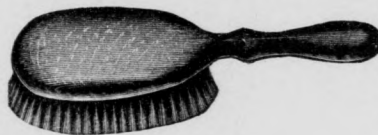
VOL. XI.

GRAND RAPIDS, MAY 23, 1894.

NO. 557

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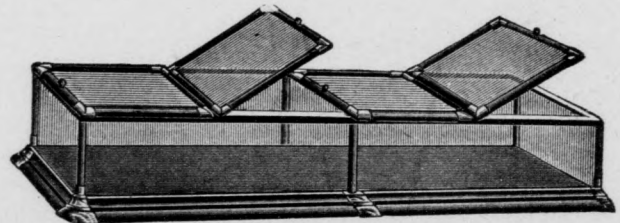
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, MAY 23, 1894.

NO. 557

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ZEKE CLEGHORN'S WIFE.

It was not many years ago—any mountaineer in that region can still tell you of the occurrence with minute detail—that George Dickson headed a raid upon the illicit distilleries of Habersham and Rabun counties, in the northeastern part of Georgia.

He was not eminently successful. Considering the fact that these "stills" abound so in that rocky country where corn is the only thing which can be persuaded to grow, and whisky the most lucrative export into which this product may be converted, and considering, moreover, his native ability, Mr. Dickson's lack of success was remarkable. By his associates it was sneeringly hinted that he had been too much occupied in "sparking a cracker girl" to pay the attention to his business which it demanded.

But he completely demolished one still, that of Jabez Bently on the western slope of Hickory-nut Mountain, about six miles from Tallulah Falls. The worm was broken, the tubs smashed, and the contents poured on the ground; while the remains of the worm, together with Bently, were carried triumphantly to Atlanta. There these remains were exhibited as spoils of war, going to prove by their presence in the Custom House that the Internal Revenue Law was being ably enforced; and Bently, another spoil, was lodged in Fulton County Jail, to serve out a term of three months in lieu of a hundred dollars fine.

Bently was no amiable prisoner. He was a fierce, savage mountaineer of forty or forty-five, with fixed views on the subject of the whisky tax, and decidedly original but equally fixed opinions concerning the privileges of every free-born American. These he ventilated, with many oaths, both at the time of his arrest and subsequently.

He also declared his intention "ter let daylight inter that thar low-down, or'nary cuss whar busted thar copper worm, jess ez owdacious ez ef hit war common wood-truck." Dickson had committed this deed of vandalism, and it incensed Bently much more than the arrest.

"Tat-ar whole blessed worm," he growled with savage persistence, "war pyo copper, an' tuck a dern-sight mo' money out'n my breeches pocket th'n that thar revenuer' whole kyarkase wuz wurth, hide an' taller flung in. An' I swar," he howled his wrath waxing fiercer as he dwelt upon his injuries, "I be blame ef I do't git even, ef hit teks a yur! I be a-gwine ter bust his sap-haid same ez he busted that thar still! P'll l'arn 'im! A passel o' dern, sneakin', thievin' cowards, them revenuers, nohow!"

But small attention was paid to these threats. They were attributed to the heat of the moment, and nothing more was thought of them. Afterwards they were recalled with startling distinctness.

Three months after this occurrence the season at Tallulah Falls was at its height. The little mountain village swarmed with visitors, and the two hotels were overflowing with guests.

It was after ten one August night, and at the Cliff House a number of couples were dancing in the dining-room, converted each evening into a ball-room. On the opposite side of the house, the parlors overlooked the falls and rapids of that wild tempestuous little stream which the Indians called "Tallulah," the terrible. "Terrible," indeed, as it rushes on between banks that rise in sheer cliffs of a thousand feet, dashing madly over precipices, and, in impotent fury, beating itself into billows of surging foam against those everlasting rocks.

A crowd of young people were in the parlors, and George Dickson was of that number. There had been music, both instrumental and vocal, and Dickson, seated in one of the open windows, was encoring enthusiastically.

Suddenly, above the merry voices inside, above the stringed band wailing out a Strauss waltz in the temporary ball-room, above the roar of the water which, from the still night air without, sounded like the rumbling of distant thunder, came distinctly the sound of a pistol shot. Those in the room, terribly startled, saw, to their horror, George Dickson throw up his hands wildly, and then fall forward heavily upon the floor, lifeless. The red blood trickled from a tiny bullet-hole in the back of his head, and spread slowly upon the carpet like a living, sentient thing.

The excitement was intense. Only the day before, Jabez Bently had returned to the mountains, and so certain was everyone of his guilt, and feeling ran so high, that, could he have been found, he would undoubtedly have been lynched.

But he could not be found. The mountains in Rabun county are natural fortresses, and men from the city, unacquainted with their caves, their cliffs, their hollow and coves, stand no chance against one who has been born, reared, and has passed his whole life among their fastnesses. His flight was accepted as a tacit confession of guilt, and the night was passed in search, but to no avail.

In the parlors and on the broad verandas of the hotel the subject was discussed with heat, and with much calmness and deliberation by the natives who congregated around the saloons and stores.

In the door of a small building, which did double duty as grocery store in front and post-office in the rear, a crowd of mountaineers were chewing tobacco and venting their opinions with as much excitement as ever stirred their lethargic blood. Abner White, a veteran of eighty, the prophet and general authority of "Ole Hick'ry-nut," was, as usual, the spokesman of the occasion.

"Waal, I ca-an't say ez I, fur one, wuz sot back none." He was addressing his respectful audience in his slow, nasal twang. "I'lowed f'um the jump ez Jabez war boun' fur ter lay 'm out, ef hit tuck ten yur, let 'lone jess three mont'. The idee what bangs my time air, what in the name o' Moses the durned idjit kem a-foolin' 'roun' these hyar parts ag'in fur, arter Jabez done swo' fur ter kill 'im, ef he ever got ary sort o' purchase on 'm. Hit jess frustrates me ter see w'at owdacious fools some creeters kin mek o' tharse'ves. Dog my cats, ef hit don't look like the man war jess a-honin' arter being' killt!"

"Thar hain't no kind o'reason fur 'lowing' how ez Jabez kilt 'im yit," answered a quiet voice out of the gloom. "Who's that thar?" demanded the old man. "Oh, hit's you-uns, air it, Zeke? Wa-al, who ye 'low mought ha' did it thin?"

"Don't be up ter min'in' what Zeke Cleghorn says 'bout hit," another man rejoined. "Him an' Jabez air sich fas' frien's, ef he seen Jabez shoot down the revenuer, he'd 'low the shootin' irons up an' went off by tharse'ves."

"Waal, hain't nobody a-blamin' Jabez," Abner responded good naturedly. "Thar hain't no call fur ter git on yo' yur, Zeke. Ary man's got a right fur ter kill a creeter fur bustin' up his still an' slingin' 'im in jail ter boot."

"They ca-an't never convict 'im o' nothin'," answered the same quiet voice, though with a shade of anxiety in it.

"I dunno. Ev'ence 'pears plum ag'in 'im. An' they mought find the shootin' irons on 'im," ventured some one.

"Shucks!" answered Abner White, spitting disdainfully on the ground. "You-uns don't 'low thar's a creeter on the mounting what's got sense 'nough ter holler when he's dog-bit, 'ud keep a shootin' iron on 'im this clost ter the Talluly River? W'y, man, whar's yo' gumption? The shootin' iron what kilt that thar revenuer, no marter who helt it, air a-sailin' down 'long o' the river, or else hit's at the bottom o' the Gran' Kassum. Ev'rybody knows the sun never gits anywhar nigh the bottom o' hit."

At this point Ezekiel Cleghorn emerged from the darkness where he had been standing, and walked off up the white sandy road where it wound into the deep slope of the mountain, with a nervous air which drew upon him the criticism of his companions, and attracted their attention from the subject of the murder, temporarily at least.

"Zek's 'peared kind o' quar ever sence he got married," one of the men remarked. "He hain't never been the same in nothin', 'cep' in his likin' fur Jabez Bently. Them two wus allus jess like brothers f'um the time they wuz kids."

"That thar kems uv a man forty yur ole an' better marryin' a slip uv a gal, an' a valley 'oman at that," rejoined Abner White, oracularly. "I hain't got nothin' agin Kit. She's a plum likely

gal, ef she air kind o' stuck up an's got her haid sot on warrin' shoes—we-uns kin kind o' look over sich, bein' she's so well-favored. But ye ca-an't go agin nater. Hit hain't nater for a valley gal uv sixteen, whar's purtier'n ary picter ye ever seed, ter be a-marryin' uv a mounting man ez ole ez Zeke Cleghorn. Hit hain't nater."

"They *du* say," ventured one of the men in a lowered tone, "ez her gran'paw war a Jew-peddler, an' that kind o' sot the valley boys agin her. An' I hev hearn ez thar wuz a teown chap—" He paused irresolutely.

"Why'n't ye go on?" demanded old White, sharply. "Spit it out, man."

"Wa-al, I kind o' hated ter tell it," the man continued with an embarrassed laugh, "kase I ca-an't swar ter it. I hearn ez this teown chap, what must ha' been a or'nary vilyun, wuz plum sweet on Kit an' her on him, but he warn't a-keerin' fur ter marry her, an' went off an' left her tollerble sudden at the een'. Not long atterwardt Zeke Cleghorn fell heels over head in love 'long uv her, an' they wuz married in less time 'n hit teks ter tell it."

The old man gave a bitter laugh.

"Ef that thar air the true word," he commented, "I hain't s'prised ez Zeke does quare. Zeke hain't no tame man, an' he air bodaciously in love long o' his wife."

The coroner's inquest over the body of George Dickson, held the next day in the hotel parlors, was crowded almost to suffocation. Detectives and officers had arrived by the noon train and served to swell the crowd. Every door and window was blocked by stalwart mountaineers, and their intense, earnest faces, which in their most jovial humors rarely showed a gleam of mirth, lent an added solemnity to the scene.

When the verdict had been rendered, and the crowd was slowly thinning, a tall, slender woman, evidently belonging to the mountains, was seen gazing intently down at the face of the corpse. In spite of her rusticity, she was a conspicuous figure. Her dress was coarse and scant; her shoes—for, unlike the other mountain women, she wore shoes—were coarse and ill-fitting, a dark calico sun-bonnet hung back off her head on her shoulders, the strings held loosely with one slender brown hand beneath her chin. But the bare head disclosed was well-shaped and covered with a mass of curling blue-black hair which ended in a thick braid at her waist; the face was oriental in its coloring and contour—the oval outlines, the long black eyes, the full red lips, the nose thin-strilled and slightly aquiline, the rich color which came and went in her ivory-tinted cheeks. Her body was slender and graceful, and she held herself with an air that marked her as very different from the awkward, shambling country women with whom she was associated.

So long did she stand gazing down on the face of the dead that the attention of one of the detectives was attracted toward her. Finally he saw two large tears trickle down her face and fall softly on the hand holding the bonnet-strings.

"What do you know of that man?" he demanded abruptly.

The woman was startled from her rigidity, but in an instant she turned on him her long narrow eyes, showing little more than two lines of dark brilliant brown.

"Nothin'," she answered composedly.

"Then why were you crying?"

"I warn't a-cryin',—leas' ways I warn't a-aimin' ter. An' ef I war, ary body kin shed a few tears over a daid man, I reckon, an' him shot down sudden in all o' his sins."

The detective regarded her helplessly. He was silenced but not convinced, and turned his attention to a mountaineer who was approaching the woman. This man was pointed out to him as Ezekiel Cleghorn, who, he was told, was the friend and boon companion of Jabez Bently, the man he was expected to hunt down and arrest.

"Kem away, Kit," Cleghorn said, with a certain gruff kindness. "Don't stan' thar a-makin' a show out'n yo'sef. Kem an' hyur 'em tell how they be a-s'archin' fur Jabez."

The woman shrugged her shoulders impatiently, and leaning both hands on the rude boards that held the dead body, gazed down as one looks for the last time on the face dearest on earth.

"Go 'way, an' stop pesterin' me," she said, with same irritability. "I don't keer nothin' fur Jabez Bently, nor you-uns nuther."

Cleghorn stooped to pick up the sun-bonnet as it fell to the floor, and as he rose to an erect position his eyes showed the gleam of a maniac.

"Mine what you-uns sez," he hissed, grasping his wife's arm fiercely. "Thar mought be mo' murder 'n this'n. I hain't a-gwine ter swar thar won't."

The woman gave a sigh, more from weariness it seemed than from any stronger emotion, and taking her bonnet from her husband without so much as glancing in his face, put it on her head and turned in the direction of the door.

"There is something out of the run of things there," muttered the detective, as he watched the retreating couple gloomily. "That kind of a woman isn't going to be mooning over a dead revenue officer for nothing. That case is worth looking into. There may be more causes for murdering a man than whisky, even in the mountains. I've about made up my mind, anyhow, that women are at the bottom of as much devilment as whisky."

The murder of George Dickson occurred in August, but December came and no trace of Bently could be found. He had disappeared as completely as though the river had caught him in its mad currant and dashed him to pieces against its rocky bed.

In an easterly direction from where the murder was committed, it is only about six miles, as the crow flies, to the South Carolina line. It was generally believed that Bently had gone that way, and, crossing the Chattooga river, had fled into the Carolina mountains, which tower higher and are even more inaccessible than the Georgia spurs. This was theory, and a pretty good one; but in the meanwhile Bently continued missing.

It was the middle of December. The weather was intensely cold; in the mountains traveling was almost impossible on account of its severity, and search for Bently had slackened considerably. In Tallulah, occasional strangers, whom the natives shrewdly concluded to be detectives, could-be seen appearing and disappearing disconsolately. For Tallulah is not a cheerful winter residence.

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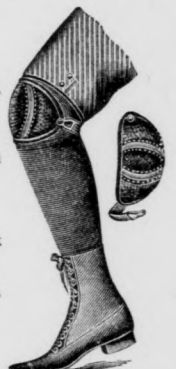
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The little cabin of Zeke Cleghorn was on the westerly slope of Hickory-nut mountain, not more than a stone's throw from where Bently's still had been raided. In this cabin, one evening as the shadows had begun to lengthen into the early winter night, the detective who had noticed Kit Cleghorn's strange behavior at the coroner's inquest the summer before pulled the latch-string and walked quietly and unannounced into the room. He had that day tracked Bently here, and strongly suspecting Cleghorn as well, he hoped to shock one of the two men into a confession, and possibly to arrest both.

The large room was unlighted, save by the pine knots that blazed in the cavernous fire-place, throwing over the scene weird and dancing shadows of the huge rafters and beams.

The detective, intending to startle the inhabitants of the little mountain home, was in turn startled. On the bed lay the woman, her black hair thrown over the pillow, her narrow black eyes large and sunken, her face thin to emaciation and pale as though the shadow of death already rested there. By her side, holding one thin hand, sat her husband, his haggard face looking, in its agony, like that of an old man. At the foot of the bed sat Jabez Bently.

The two men noticed the intrusion by simply raising their heads; then the sick woman turned, and fixed on the intruder her hollow, black eyes.

"What have you-uns kem fur?" she demanded in a weak tone. Then her voice rose to a shriek, and with unnatural strength she raised herself on her elbow.

"The shootin' iron!" she cried excitedly, pointed one emaciated finger to the detective's right hand. "Zeke! Zeke! Look! He's foun' the shootin' iron you-uns kilt George Dickson with—what ye aimed to fling in the river back o' the hotel. Hit must ha' cotech in the bushes."

Zeke Cleghorn gave a glance of amazement at the rusty pistol, and then looking reproachfully in the face of the stupefied man who held it, he took his frantic wife in his arms and tried gently to calm her. Bently crossed the room and took the detective forcibly by the arm.

"Look here!" he said in a low tone. "This hyar 'oman air a-dyin', an' we uns hain't a-gwine ter have no sich es this hyar a-gwine on round her. You-uns 'll hatter git out. Zeke hain't a-gwine ter run off nur me nuther. Ye kin git ary one ye want—atterwards."

"I—I beg your pardon," the man stammered, moving towards the door. "Of course, I didn't know."

"Kem back hyar! Don't ye go," the voice from the bed called. The woman's manner had grown quiet and her voice was scarcely more than a thread, but it was still high-pitched and shrill, showing an intense inward excitement. "Kem nigher," she continued, fixing on the detective her burning eyes and motioning feebly. He crossed over and stood near the bed by her husband's side.

"I want you-uns ter know how hit war," she began with an effort. Her strength was evidently deserting her fast. "Ef you don't, ye'll hang somebody arterwards what warn't to blame. Hit ca-an't marter ter me long how much ye knows. Zeke kilt him, but he hed a right ter. He seed me in George Dickson's arms that thar day, an' he'd 'lowed thar was somethin' wrong long ago'. I wuz gwine ter marry George Dickson fo' I ever seed Zeke, but all the folks kep' a-'lowin' es he never hed no min' to marry me an' war jess a-foolin', an' I war pow'ful pestered in my min'. Then he went off an' leff me kind o' sudden, an' I went plum wil'. Zeke kem along an' axed me ter marry him, an' I done it, right straight off. I hedn't been married long 'fo' George kem back. He'd been ordered off on that thar raid, an' never hed time ter tell me—'cause I never knowed nothin' 'bout him a-bein' a revenuer. That thar wuz the tale he tole me, but Zeke 'lowed he war jess a nat'ral vilyun."

"Revenuers air sich or'nary cusses," Bently interpolated apologetically, as though excusing his friend's harshness. The sick woman paid no attention to the interruption, but went on in the same strained key.

"I 'low I went plum stark crazy then, an' I hain't never got my right senses sence. I hain't got 'em now," she continued, her voice rising suddenly to a frenzied shriek. "I loved him!—O good Gawd! How I loved him! Zeke hed reason to kill him, fur I wuz his wife. But I hain't never been sorry one bit. I hain't hed no time ter study 'bout bein' sorry; hit wuz all tuck up in lovin' him. An' I hain't sorry now. Ef I hed it ter go over agin, I'd do jess the same way over agin. Gawd hev massy on my wicked soul!"

Her excitement had exhausted her again, and she sank back on the pillow so white and still that the three men feared that death had already claimed her. But in a few seconds she again unclosed her eyes.

"Zeke," she said, in a whisper. Her husband bent over her. "Zeke, you-uns desarved better'n ye ever got at my hands. Ye've been good ter me, an' ye're a good man. But you-uns must'n think too hard o' Kit. She couldn't help it."

"O Kit, my po' leetle gal!" the man sobbed. "Hit don't marter. Nothin' marters, ef ye'd jess git well."

There was no answer. The seconds grew into minutes, and the silence was so intense that the detective's watch could be heard ticking with startling distinctness. Finally the husband raised his head, and, laying down the little hand gently, stood erect.

"She's gone!" he said softly. "Her breath's stopped. Hit's all over."

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

The Poorest Man  
On Earth

Can afford the BEST salt.

The Richest Man  
On Earth

CANNOT afford any other.



See Quotations in Price Current.

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

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.

If You would  
know

How to conduct your business without the loss and annoyance attendant upon the use of the pass book or any other charging system, send for samples and catalogue of our

Coupon Book  
System,

Which is the best method ever devised for placing the credit business of the retail dealer on a cash basis.

Tradesman  
Company,

GRAND RAPIDS.

BUYS' BENCH BARREL TRUCK



Patented.

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

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

A. BUYS EAST 731  
GRAND RAPIDS, MICH.

WALTER BAKER & CO.

The Largest  
Manufacturers of  
COCOA and  
CHOCOLATE



IN THIS COUNTRY,  
have received from the  
Judges of the

World's  
Columbian  
Exposition

The Highest Awards  
(Medals and Diplomas)

on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & Co.,  
DORCHESTER, MASS.

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.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Negaunee—B. Levin has opened a new grocery store.

Scotts—John Nevison has opened a harness shop here.

Laingsburg—Fred Dodge has sold his grocery stock to Whitney & Bailey.

Flint—A. S. Little & Son succeed C. M. Campbell in the bazaar business.

Lansing—Peabody & Peabody succeed Harlow & Peabody in general trade.

Chase—Jennie S. Gordon has removed her general stock from Reed City to this place.

Saginaw—Barrows & Gregory succeed J. F. Barrows as dealers in pianos and organs.

Sault Ste. Marie—Percy Shepherd has purchased the grocery business of R. L. Mitchell.

Gobleville—E. A. Post has sold his furniture and undertaking business to C. D. Myers.

Sparta—Van Wilkenburg & Hastings have purchased the lumber business of S. S. Hesseltine.

Montague—Geo. Mindrop has opened a grocery stock in the store room formerly occupied by John Haan.

Petersburg—W. K. Gunsolus has removed to this place from Hudson and embarked in the harness business.

Hudson—John McNulty has purchased the grocery stock of Wm. Cosgrove and will continue the business at the same location.

Eaton Rapids—M. P. Bromeling is moving his hardware stock from Onondaga to this city, where he will be associated in business with Henry C. Minnie.

Detroit—Charles J. Apel & Co. have filed a \$1,500 chattel mortgage running to C. F. Funke & Co., covering the former's grocery stock at 362 Gratiot avenue.

Cheboygan—H. H. Packard has sold his drug stock to A. E. Sangster, of Cadillac, and D. J. Gahan, of Mt. Clemens, who will continue the business under the style of Sangster & Gahan.

Hudson—F. F. Palmer & Son, who have been engaged in the hardware business here since 1873, have decided to close out their stock and embark in the wholesale fishing tackle business.

Saginaw—Swinton & Reynolds have merged their stationery and book business into a stock company under the style of the Swinton, Reynolds & Cooper Co. The corporation has a capital stock of \$25,000, and is officered as follows: President, W. T. Cooper; Vice-President, G. A. Reynolds; Secretary and Treasurer, D. Swinton.

## MANUFACTURING MATTERS.

Charlotte—Jerrie Mikesell, in company with his son, L. F. Mikesell, have formed a copartnership under the firm name of J. Mikesell & Co., and will put in the latest improved machinery for canning corn, tomatoes and apples.

Manistee—Notwithstanding trade in lumber is dull and all the yard dealers say they do not want any more stock at present, it is evident that it is time to purchase, and they are beginning to send out feelers so as to be prepared to get what they want when the time comes. We had half a dozen traveling men here last week, all on the lookout for something, and that is more buyers than we have seen here at once for a long time.

Alba—For two years David Ward has been constructing a railroad through his

timber, running west from Frederick, on the Mackinaw division of the Michigan Central to Alba, a distance of forty miles. The roadbed is finished and Mr. Ward is now laying the track, having purchased seventy carloads of steel rails, which are now being delivered at Frederick. The rails are sixty-five pounds to the yard and it is said that no line of road in the west is more solidly constructed than this. Mr. Ward also purchased two 45-ton locomotives, and the work of finishing the road for business will be pushed as rapidly as possible.

Mancelona—The *Herald* says: The rumor that the Antrim Iron Co., at this place, would soon be compelled to go out of blast, unfortunately proves to be well founded, and all speculation as to whether this report was true or not has been set at rest by the announcement of Manager Duncan that the furnace would shut down the last of this month. While we greatly deplore the fact that even a brief shut-down is necessary, at the same time all must admit that it is far better for the employes, at least, that the works should remain idle for a few months now than during the winter when other employment would be very difficult to secure. While the effects of this shut-down will be severely felt by our business men and the town in general, at the same time the employes, and especially those who have no money laid by to meet an emergency like this, will feel it most keenly. However, the company have very generously decided to give the men occupying their tenement houses the rent of the same free of charge during the period that the furnace remains idle, and this decision will, we believe, be of material assistance to a great many.

## The Grocery Market.

Sugar—The market is steady and unchanged, quotations being the same as a week ago, except Nos. 6, 7 and 8, which are a sixpence higher.

Fish—Trout, Family White Fish and Codfish are a little lower.

Bananas—Stocks held in this market average light this week and bunches rule small, as latest arrivals have been what is graded as "seconds." The importers were able to clean up all the best fruit at straight sales and good figures, which accounts for the scarcity of the best fruit here at present. The demand will continue fairly good up to July 1 in spite of domestic fruits.

Lemons—The disagreeable cold weather tends to prevent any material advance in lemons, although it is morally certain that sound lines of bright, good-keeping stock will bring much better prices very soon. There is an abundance of November cut fruit scattered throughout the West, which will be run off at reasonable figures, as all of it shows more or less weakness. All that is needed just now to shoot the asking price up several degrees is the good warm weather usually with us at this time of the year. Our market is well supplied with all grades from choice to fancy, selling from \$2.50@4.

Oranges—The California fruit is melting down very rapidly and wholesalers are not anxious to carry large stocks. Prices at original shipping points are firm, but the risk in transit is too great to be assumed except when the stock can be rushed off at once. The Messina

oranges show more or less rot upon arrival, but, after being put in order, stand up better than any other variety and will soon be the kind generally carried in stock by all dealers. The demand is, and will be, light and prices somewhat easier, as strawberries are coming in freely and supersede other fruit to a great extent.

Foreign Nuts—Show no change and prices rule very easy. The buyer has the advantage in the present condition of the market.

Dates and Figs—Are in ample supply and prices are in accord with the general state of traffic throughout the country.

Cocoanuts—Remain firm and the demand is fairly active. There is no prospect of a decline, and purchases at present quotations are all right.

Peanuts—Owing to dullness of trade no advance has been made, although the market is firm and prices will be higher when a change does come.

## Things You Can Buy for a Cent.

"The penny store appeals to me now with a fresh interest," said a young father, and "Give me a penny?" has a new significance. My youthful daughter has found the penny store, and she has discovered me as a source of supplies. It is wonderful the variety of things that can be bought for a penny, and it is astonishing the variety of things that she buys. Candies she buys of many kinds that are new to me, and which must have been invented since the not very remote period when I was a child myself. There are now more kinds to choose from, and they are sold in a greater variety of forms; at two for a cent, or three or four; and some of the stick candies sold now are a foot or so long, though they are more attenuated than their shorter sized brothers. And she buys articles of furniture, pianos, and chairs and things like that for a cent apiece; and pinwheel papers, a lot of them for a cent, and all different colors; and those little rubber bags that you blow up and that make a funny squeaking noise when you expel the air from them; paper dolls, little blank books and a great lot of things fascinating to the youthful mind. When we walk abroad she runs ahead as we approach the penny store, so that she may have the more time to gaze at the treasures in the window. Of all the shop windows this is the only one that interests her, and as I see her looking intently in and think of the many thousands of other children just like her, it is easy to see where the profit on penny goods comes in."

## Big Eggs and Birds.

At a recent meeting of the British Ornithological Society at London the two recently discovered eggs of the great auk were exhibited, and also the egg of the same bird owned by Mr. Rothschild, known as the Leipsig egg, from the fact that it formerly was owned by a taylor of that town. The two newly discovered eggs are said to be very fine specimens, one of them presenting beautiful markings, and the other being remarkable for the absence of the ordinary marks. The eggs are for sale, and no little interest is felt among collectors as to who shall get them. At the same meeting were exhibited four life specimens of the curious, frightless birds of New Zealand, the abteryx. They belong to Mr. Rothschild, who has thirty-five of the birds on his place at Tring. It is feared that this bird, which belongs to a very ancient form, will soon be extinct, and Mr. Rothschild is engaged in making some investigations as to its genus and its habits, while yet there is time.

## She Drummed Successfully.

H. W. Allen, a well-known and popular drummer for a wholesale grocery house of Rockford, Ill., is said to be thinking seriously of swapping jobs with his wife and letting her go out on the road to attend to his business, while he stays at home to keep house and mind the baby. A few days since he met with an accident which threw his shoulder out of joint. He was very much worried at his enforced idleness, as there were some of his best customers that ought to be seen; so his wife proposed that she should take his sample case and go out to see them for him. He doubtfully consented, and was very much surprised to find when she returned that night that she had taken ten pages of orders more than he ever secured in one day in his whole career. He now thinks that his wife is the better drummer of the two. There is no reason why a lady should not make a good drummer, as many of them make first-class retail clerks.

## Chicago Jobbers Say Nay.

CHICAGO, May 19—My attention has been called to a report of the meeting of the Grand Rapids Retail Grocers' Association held May 7, and published in the May 16th issue of THE MICHIGAN TRADESMAN. The gentlemen making the statements as to the position of the Chicago jobbers as to the cartage item, were misinformed. All the jobbing grocery houses of this city are members of the Illinois Wholesale Grocers' Association governing themselves by rules of practice, which like those of Michigan, distinctly forbid any such unmerchantlike practices as not charging cartage or allowing salesmen to rebate it when made.

HENRY C. CARVER, Sec'y

## We Stand Corrected.

ALLENS, May 19—N. A. Jackson has engaged in the grocery business instead of the banking business, as your paper states.

Joiner & Eaton succeed Winchester & Ellis in the banking business.

## 3 THINGS ARE COMING.

1. Hot Weather.
2. A Circus.
3. Fans.

Of all the past and by-gone advertising fakes, none hold their own with the ever present

## Picture Card.

Other "fakes" come and go, and their whiskers sprout, turn gray and fall out, but the picture card ever bobs up serenely, and when it comes to a card and fan combined,

## WHY!

The children want them;  
The old folks want them—for the children,  
Grandma wants one,  
The fat man needs one,  
The dude has to have one,

## and Remember

All these people are advertising the man who gives away the fan.

## BUT THEY COST!

## WELL I SHOULD SAY NOT!

Just see our late samples and lead the procession with an advertising fan on Circus Day.

TRADESMAN COMPANY,  
Grand Rapids, Michigan.

## GRAND RAPIDS GOSSIP.

J. F. Harroun has opened a meat market at 1165 South Division street.

J. P. Bohn has opened a grocery store at South Grand Rapids. The L. M. Clark Grocery Co. furnished the stock.

P. Phillipsen has opened a grocery store at 717 East Fulton street. The Ball-Barnhart-Putman Co. furnished the stock.

A. J. Patterson, formerly engaged in the grocery business at 1207 South Division street, has embarked in the boot and shoe business at the same location. Rindge, Kalmbach & Co. furnished the stock.

Lewis T. Wilcox was purchased, or secured options on, all the capital stock of the Wilcox Heat-Light Co. and will continue the business at the same location under a style hereafter to be determined upon.

Do the inspection clauses of the peddling ordinance mean anything, or are they a dead letter? That large quantities of unwholesome fruits and vegetables are constantly being offered for sale by peddlers is indisputable. This, too, in the face of an ordinance which makes inspection not only a possibility, but a requirement. There is not now, nor has there been in the past, any attempt to enforce these vitally essential provisions of the ordinance, and the reason appears to be that there is no one whose duty it is to do the work. The health officer is authorized to examine such articles as are submitted to him for inspection; he cannot follow the men who are doing the selling and inspect the goods as they are being offered to the public. His time is fully occupied with other duties and, as a matter of fact, it is not his place to do it. Neither can the police do the work, their time being taken up with other and equally important duties. How, then, are the inspection clauses to be enforced? There is but one way, and that is by the appointment of an officer whose special duty it shall be to inspect food products. There is certainly great need for such an officer. The amount of unwholesome food products, especially vegetables, fruits and meat, sold in all large cities is enormous, and, when there is no one to look after it, it is likely to be much worse than where there is an inspector. Here in Grand Rapids there is no inspector and the health officer has only inspected what has been submitted to him. There is not likely to be one appointed this year, as the watchword appears to be "retrenchment," and everything else must give way. The people do not seem to have any idea of the necessity for a food inspector, and would, in all probability, cry out against the expense, but in the interest of public health and morals, such an officer should be appointed. He need not necessarily be a member of the police force, but it would be as well to give him police powers. He should have authority not only to condemn a product, if bad, but to order its destruction. If such an officer were appointed and given sufficient authority, his work would be of untold benefit to the people. In no other way, except by the appointment of a regular inspector, can food inspection laws be enforced.

An annoying feature of the peddling question last year was the granting of

permits by the Mayor and Common Council. This was carried to such an extent and caused such complications that it became necessary to ask the Council to put an end to it. Accordingly a resolution was introduced prohibiting the Mayor from granting permits to peddlers without the payment of the regular fee. For the balance of the year no permits were granted and all peddlers were compelled to take out licenses. But Mayor Stuart has retired from office, and it became necessary to know how the matter was regarded by Mayor Fisher. So Mr. Fisher was called upon and asked for his opinion on the matter of granting permits. "I do not believe that the Mayor, or anyone else, has the right," replied the Mayor, "to suspend the operation of an ordinance passed by the Council. It is wrong in principle, and, although it may have been customary for the chief executive of the city in the past to grant permits, custom cannot make right out of wrong. I do not think that what I have done in that direction should be regarded as granting permits, I have simply continued a few of last year's licenses in force until the Council takes action upon the schedule. All the men to whom I granted extensions were cripples, with families to support, who had a natural repugnance to becoming charges upon the city, and, I must say, I admired their independence, and did my best to encourage it; but, as I have told you already, I am opposed on principle to granting permits and shall refer all applicants to the Council. At the same time, I do not consider the resolution passed by last year's Council, prohibiting the granting of permits, binding upon me as Mayor of the city. That resolution, with all other resolutions of a like nature, died with the body that gave it being; but as there are sixteen members of last year's Council who voted for that resolution in the present body, I would not, in any event, feel at liberty to suspend the operation of the ordinance in the manner named. It would be poor policy, to say the least, and very discourteous. I shall do all in my power to assist in the enforcement of the ordinance."

"Why is it that, with the prices of almost all other lines on the down grade, the price of coal remains stationary?" asked THE TRADESMAN of an attaché of the Grant Fuel & Ice Co. last week. "That question is a chestnut," was the reply. "About two out of every three people who come in here fire it at us. But let me whisper a secret in your ear: There is so little profit in the coal business now that, if the price dropped 25 cents a ton, we would go out of business. I know that people call us bloated monopolists, and coal barons and other nice names, but we have got used to that and don't mind it. How many coal dealers do you know in this city who have got rich in the business? I have been connected with the business over 20 years and only know of one man who ever made any money, and that one was S. P. Bennett; and he made his money when prices were high and competition small. He had only four rivals for trade in his best days. There's one man who made money selling coal, and I could name a round dozen who have failed. Why don't we raise prices so we can make some money? What good would that do? We are selling now at

the same figure as Detroit and other large towns, and, if we raise prices, some of those outside dealers would step in here and take the business. There is nothing to be done but to go on in the same old rut, although we are not making decent wages. Who fixes the price of coal? In the first place there is the price to us. This is made by the operators and is the same to all; we are all on a dead level in that respect, the only difference being in freights. Then the retailers have an understanding, of course. We couldn't do business otherwise. The price is made uniform, so no one dealer has any advantage over another. We have been given to understand that the wholesale price of coal would be dropped 50 or 75 cents a ton in the near future, and, if so, we will give the consumers the benefit. Now, I want to ask you a question: Why is it that people are so hard on coal dealers? Just let a man go into this business and at once he becomes a robber, an extortionist and a cheat. We are accused of giving short weight and cheating in the quality of the coal. If all the things said about us were true most of us ought to be in States' prison." Silently and sadly dropping a tear—it was all he had to drop—over the miseries of the poor coal men, the reporter departed.

## Gripsack Brigade.

Frank Parmenter is confined to his house by reason of an attack of rheumatism. His route is being covered in the meantime by Geo. B. Canfield.

Graham Boys (L. H. Beals & Son) has been drawn as a juror in the Superior Court and will, therefore, be unable to visit the trade until the end of the May term of court, unless he succeeds in getting excused from the panel.

A. A. Sexton, a Chicago traveling salesman, after eight years of litigation, has succeeded in getting judgment against L. J. Lively, another Chicago salesman, for \$2,500. It is only one-tenth of the amount that he was suing for, but it is sufficient to vindicate his honor, if not to overload his pocket. Some eight years ago Mr. Lively got on a train, bound from St. Louis to Chicago, and sat down beside Mr. Sexton, whom he had never seen before. They soon fell into conversation and felt good friends by the time the train arrived at Springfield. There Mr. Lively suddenly discovered that his pocketbook, containing \$15, was missing, and accused the other of taking it. Sexton indignantly denied the charge, but Lively called an officer and had him arrested. The officer picked up the pocketbook, with its contents intact, under the seat; but Lively pressed his charge, and Sexton was carried off to jail, being led through the streets handcuffed. The next day the justice discharged him, and he at once proceeded to sue Lively for \$25,000 damages for false arrest and imprisonment. The case has been to the appellate court and has just reached a final decision.

## Never Too Late to Mend.

Little Johnnie having awakened from slumber remembered that while climbing the fence during the afternoon he had caught and torn his coat; seeing a light in the sitting room he jumped from his cot, took the coat, and carried it to his mother who exclaimed: "Johnnie, it is 10 o'clock, what on earth are you up so late for?"

"You told me yesterday 'it was never too late to mend,' and I don't want to go to school to-morrow in an old torn coat."

It costs nothing to be polite to customers. The writer was conversing with the head of a large retail house a few days ago. Two ladies, one lame, each carrying a heavy shopping bag, stepped off the elevator. They passed a half-dozen clerks and not one offered to relieve them of their burdens. The proprietor excused himself, accosted the ladies in an exceedingly courteous manner, and, although they protested mildly, he took the bags and carried them to the farther end of the department. After seeing that the ladies were being properly waited upon, he hurried away to attend to other duties about the store. As he passed the writer he said, loud enough so several clerks could hear: "I wish our salesmen would learn that it pays to be courteous to customers."

## FOR SALE, WANTED, ETC.

WE HAVE BUYERS FOR ALL KINDS OF business, whether you want to buy, sell or exchange. Write to Mutual Business Exchange, Bay City, Mich. 628

WANTED—TO BUY STOCKS OF MERCHANDISE of any description. Will pay spot cash. Address Warner & Dunbar, Parma, Mich. 624

MY PARTNER MUST DISPOSE OF HIS interest in our general stock on account of ill health. Purchaser must be a live man (with or without stock of his own) to match advertiser and location. Correspondence solicited. No. 625 care Michigan Tradesman. 625

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—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 833. 617

PLANING MILL—WE OFFER FOR SALE the North Side Planing Mill, which is first-class in every respect, or will receive proposals 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 \$3,500, 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, Chlmax, Mich. 614

FOR SALE CHEAP—STORE AND DWELLING in first-class location in town of 1,000 inhabitants. Address E. L., box 158, Thompsonville, Benzie Co., Mich. 598

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, 6 Arcade, Grand Rapids. 609

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

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

A CLEAN STOCK OF GROCERIES FOR Sale; good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 820

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

## SITUATIONS WANTED.

WANTED—POSITION AS CLERK OR book-keeper. Have had three years' practical experience in a well known general store in this city. Address No. 629, care Michigan Tradesman.

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**

Pay the best profit. Order from your jobber

REFINING SUGAR.

Description of the Processes Used at the Franklin Refinery.

As stated last week the making of the various grades of sugar is the result of slightly altering the conditions under which the crystals develop. Granulated sugar is, of course, one of the grades thus produced; but the work of making granulated sugar is not completed with the mere production of the clear white crystals; it has yet to be dried and sifted—"granulated" is the technical term. The sugar to be granulated, after leaving the centrifugal machines, is conveyed to the sixth floor, whence it is spouted into the granulating machines. These are long cylinders, closed at one end and revolving horizontally. Running through the entire length of the large cylinder is a much smaller cylinder, made of sheet iron, to which steam has access. To the inner surface of the outer drum and running lengthwise, are fastened strips of metal, a few inches wide, which carry the sugar, placed in the lowest part of the drum, nearly half way round, and drops it upon the heated surface of the inner cylinder. This process is continued while the sugar is passing through the granulator. The falling of the sugar upon the hard surface of the inner drum breaks up any lumps which may have formed and prevents the crystals from adhering together while drying. The moisture thrown off during the drying process is expelled by a fan. The sugar is not yet ready for barreling, as it must be "bolted" in order to separate the coarse from the fine grains, and so preserve uniformity of size. The process of bolting is nearly similar to that used in flour mills. Powdered sugars are made from the particles of granulated screened off by the bolting machines. It is ground by rollers which revolve with great rapidity. This product is also bolted, and reground until the whole is reduced to an almost impalpable powder. The making of cube sugar is also an interesting process. The sugar, which has been previously moistened by a thick syrup, is fed into a revolving drum or die, the surface of which is perforated with holes the size and shape of the finished cubes. The moistened sugar is compressed into these spaces while the drum is revolving, and, after being carried part way round the drum, is expelled by plungers which are worked by a cam on the inside of the drum. The cubes drop in rows in rapid succession upon metal plates carried under the drum by an endless belt. They are finally removed from the belt and placed in drying closets, where they harden in a few hours. When dry they are screened and packed. The amount of water used in refining sugar in the Franklin refinery is enormous. Two pumps are used for pumping the hot water used in the various buildings, having a combined capacity of 1,250,000 gallons. The two discharge pipes are twelve inches in diameter and are in constant use. All the water used is filtered, the two filters used being each ten feet in diameter and fifteen feet high. They have a combined capacity of 3,000,000 gallons a day. This capacity has recently been increased about twenty-five per cent. This refinery has a capacity of over 7,000 barrels of sugar a day, and is the largest in the country.

Dry Goods Price Current.

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

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAY BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANYASS AND PADDING, DUCKS, WADDINGS, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TAPE, COTTON WINES, and PLAID ORNAMBUES.



A LADY'S GENUINE VICI SHOE, Plain toe in opera and opera toe and C. S. heel. D and E and E E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen. REEDER BROS. SHOE CO. Grand Rapids, Mich.

Sap Pails and Syrup Cans. Paper Packed Screw. WRITE FOR PRICES.

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

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

GREEN SEAL CIGARS ALWAYS STANDARD. AT WHOLESALE BY Hazeline & Perkins Drug Co. Ball-Barnhart-Putman Co. Olney & Judson Grocer Co. B. J. Reynolds. FINEST QUALITY. POPULAR PRICES.



ORANGES AND LEMONS.

Wonderful Growth of the Trade in these Staple Fruits.

"You want to know something about soft fruits?" said Ben. W. Putnam, of the Putnam Candy Co., to THE TRADESMAN last week. "Well, I have been handling them for thirty years in this market, and I will tell you what I know about them. Thirty years ago we imported all our oranges from the Island of Sicily. So far as I know they were not grown in this country at that time and it was not until more than twenty years later that home grown cut any figure in American markets. They were a luxury for the sickroom and for the tables of the rich in those days. The wholesale price ran from \$16 to \$20 a box. Now they seldom go above \$4 a box. Where one box was sold in those days there are a thousand sold now, and they are almost as common as apples. Indeed, I suppose you know that for some time they have been actually cheaper than apples and much more common. Down East they still import Sicily to a considerable extent, but here, and in all Western markets, we buy Floridas and Californias almost exclusively. It is less than ten years since domestic oranges came into the market, yet in that short time they have almost entirely supplanted the foreign fruit. Floridas are the finest oranges in the world, and no one wants any other kind so long as they are to be had. But New York, Boston and other Eastern ports have always been receiving points for foreign fruits, and, I suppose, always will be. Hundreds of thousands of boxes are received every season from Sicily. These are all sold by auction to shippers who distribute them to dealers. There are not far from 100,000 boxes consumed in Michigan alone, and many other States consume many more than we do. So you see the orange trade is a pretty extensive one. Florida oranges are, however, fighting their way to the front, even in the East, and in my opinion, it will not be long until they will have the American market to themselves. I don't mean that California oranges will be shut out, but their distance from the consuming centers will always be a bar to their progress. What I mean is that Floridas will rule the market. Last year it took about 15,000 boxes to supply this market, and, if times had been good, that number would have been exceeded by at least 5,000. A great many Michigan people are interested in orange culture in the South and they talk oranges and send them to their friends and so the consumption is constantly increasing. Years ago the season practically closed with the Fourth of July; but now we handle oranges throughout the year. Now they are to be found on the tables of all classes of people; then if ordinary people ever ate an orange it was on a holiday and it was put down as an excusable extravagance. As I told you, it is less than ten years since we began to receive domestic oranges, and yet our growers have already begun to fight foreign growers on their own ground. The exportation of oranges is already quite large and is constantly on the increase. It is simply another instance of the triumph of American enterprise and push.

"As to lemons, the trade has increased in about the same proportion as

oranges, but we do not raise lemons in this country. We import all we use from Sicily. California tried to raise them, and, I believe, is still making a desperate effort in that direction, but they are very poor stock, very soft and poor keepers. The climate does not seem to agree with them somehow, but the trade in lemons is a growing one and I have no doubt that our people will yet succeed in producing them.

"Bananas are bad stock to handle. The weather is seldom just right for them, and the dealer who handles them to any great extent is more than likely to lose. I remember when we first began to handle them. It was about twenty years ago when we were located on Canal street. Very few people knew what they were and numbers would come into the store every day to ask what they were. From ten to twenty bunches would supply this market for a week in those days. We would never order twenty bunches unless we had places for at least half of them; but the consumption has grown enormously in the last few years, and last year this market got away with about 125 cars. That means 50,000 bunches, or, at 100 bananas to the bunch, 5,000,000 bananas. They are considered very wholesome and highly nutritious, more so than any other fruit, and, considering their delicious flavor, it is not to be wondered that they have risen rapidly in public estimation. Tarantulas? Yes, we run across them sometimes, but not often. I never heard of anyone being injured by a tarantula, although they are said to be very vicious, and their bite sure death. The boys usually kill them when they find them."

"Better Let Well Enough Alone."

From the Toledo Business World.

THE MICHIGAN TRADESMAN complains that the Food and Dairy Commissioner appointed by Governor Rich is more ornamental than useful, and that he spends a good part of the time which should be occupied in looking after offenders against the food laws in wooing the drowsy god. There is some compensation for even such a state of things as this and THE TRADESMAN ought to be reconciled by the thought that when the Commissioner is asleep he is at least doing no harm. Over on this side the line the complaint is, not that the Commissioner is too quiet, but that he is entirely too active. THE TRADESMAN will remember that when the frogs petitioned Jupiter for a king, he sent them the first time a log, which they soon came to treat with contempt. It was too inactive to suit their views, and they clamored for a change. Whereupon Jupiter sent them a stork, who immediately set about devouring all his dutiful subjects that he could put his bill upon. Better let well enough alone.

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	60&10
Cook's	40
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 6 50
" " " " " " " "	12 00
" " " " " " " "	7 50
" " " " " " " "	13 50
BARROWS.	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CART.	
Cast Loose Pin, figured	70&10
Wrought Narrow, bright 5/8" joint	40 60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, 1st April 1892	60&10
CHADLES.	
Grain	40&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 25
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	130 12 1/4 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 26 and 28; 27	28
List 12 13 14 15 16 17	
Discount, 60-10	14 15 16 17
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	dis. 55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stobbin's Pattern	dis. 60&10
Stobbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	1 30
Steel nails, base	1 30
Wire nails, base	1 30
60	Base 10
50	25
40	35
30	35
20	35
16	35
12	45
10	50
8	60
7 & 6	75
4	90
2	1 20
2	1 80
2	1 80
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell 7/8	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Sciota Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/4 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " "	net 3 1/4
" " " "	net 7 1/4
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 2 1/2
WIRE GOODS.	
B. Light	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPS.	
3/4 inch and larger	7
Manilla	9
SQUARES.	
Steel and Iron	dis. 7&10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 70
Nos. 15 to 17	4 05 2 70
Nos. 18 to 21	4 05
Nos. 22 to 24	4 05 2 80
Nos. 25 to 28	4 25 2 90
No. 27	4 45 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	70
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 50
" " painted	2 10
HORSE NAILS.	
An Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickelled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
Coe's Patent, malleable	dis. 75
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clifton	75&10
Screws, New List	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty, Sheet, 2 1/4 c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 1/2	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, Worcester	6 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IX, " " "	7 50
20x28 IC, " " "	12 50
20x28 IX, " " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x21 IX	15 00
14x56 IX for No. 8 Boilers, } per pound	10 00
14x60 IX, " " " }	

# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at  
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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, MAY 23, 1894.

## A DIVISION OF THE PLUNDER.

The expression, "To the victors belong the spoils," is commonly attributed to General Andrew Jackson, when he became President. He felt the necessity of being surrounded by men in official positions who would work in harmony with him and not antagonize his plans, which, in regard to the national finances, were extremely radical and opposed to the popular notion at that time. President Jackson's administration, therefore, commenced with a general change of officials to an extent that had not been previously common. In later years it came to be the practice to turn out all the office holders on the accession of a new President, and there is no doubt that it satisfies the popular will. The partisans who assist to elect a President or a Governor expect to share the actual benefits of the victory, and they clamor for the offices.

The public service of the United States, leaving out the Army and Navy, requires more than 100,000 men to do its work. This public service requires the spending of some \$500,000 a year, a large share of which goes to the office-holders. Naturally, when there is a change in the National administration, it is the popular wish that there should be an entire new deal of offices and salaries. This doctrine descends to the state and city governments, and, as a consequence, the plunder system obtains throughout the country.

These observations are suggested by the strong opposition made to Senator Morgan's bill for the reorganization of the State Department for the purpose of creating a competent diplomatic service. Under the present spoils system men are put into public office because they are friends and partisans of those in power. Necessarily, but little attention is paid to the fitness or competence of appointees. The country can get along, as it has always done, with partisan office-holders in the domestic service, but when it comes to dealing with foreign nations, our untrained "diplomats" are unable to contend with the skilled and ingenious men who have been brought up from their youth in an atmosphere of

diplomacy; who have all the principles and precedents of international law and treaties at their fingers' ends, and who are constantly alert to gain advantages against other countries for the governments they serve. A lot of men, picked here and there, whose chief recommendations are that they are the friends and backers of men high in power, are converted, by the mere fact of appointment, into members of the State Department, or of the diplomatic corps of the United States to contest questions of high international importance with the trained statesmen of Europe. So poorly is the United States equipped as to its diplomatic service that it never fails to be outgeneraled in a war of wits, and it is only when naval officers like Perry, Ingraham, Benham and others like them, take the dilemma of diplomacy by the horns and force it out of its field, that the United States ever gains a victory in an international dispute.

But the common notion is against any permanent and trained civil service. The United States is spending hundreds of millions of money every year on its public business, and there is a general demand that there should be rotation in office, so that the money may be distributed around. The cry is not only that the "rascals" of the other party should be turned out, but that every fellow who has had a place for a term or two ought to be put out, so others can have a chance. It is, therefore, much to be doubted if it will be possible to create a permanent diplomatic service. The existing civil service reform movement has never been popular. It is contrary to the demand that everybody should have a chance at the plunder of public office. The axe which has been attributed to Vice President Stevenson seems to be the most popular symbol in politics.

## PRODUCTION OF INDIAN CORN.

Probably there is no article of food which is supplied in greater abundance and at cheaper rates than is the maize or Indian corn of America. It is more nourishing and more generally wholesome than is wheat, yet it is almost unknown in Europe save as food for animals.

This grain is peculiar to our continent and is hence called Indian corn. A report on maize from the Department of Agriculture shows that the exports of maize or Indian corn for the past ten years may be said to have averaged about 4 per cent. of the entire crop. The United Kingdom, France, Germany, Belgium, Holland and Denmark rank as our best customers for the grain, while Spain and Norway and Sweden take a small quantity. Except an insignificant amount, exported corn is chiefly used as food for animals, distillery purposes, and starch making. The only form of corn as human food at all known abroad is corn starch, which is sold principally in the British Isles under the name of corn flour. It is also put on the market under various other names, sometimes in order that the public may not know that it is a product of Indian corn or maize, as prejudice is strong against the grain as human food. The manufacturers thereby restrict the demand, and the public are kept in ignorance of what the article really is.

America has practically a monopoly of the production of this important food product. A somewhat inferior grade of

corn is grown in Italy, and its home consumption is considerable. Spain, Central and Southern France, produce a meager quantity, and it is less palatable as human food than the American, and the use of it in that way is insignificant. From Southeastern Europe comes Danubian corn, a small, round grain variety, which is preferred to the American for chicken feed, owing to the size of the grain. The very limited corn areas of Europe grow a grain which cannot compare with ours either as to quality or price; hence the European production need not be taken into account in discussing the question of creating a European market.

It would be natural to suppose that an article so excellent for human food and at the same time so much cheaper than wheat would be regarded as a boon by the working people of Europe, but corn bread is practically unknown to them, and the people who live on rye, barley, oats, potatoes and beans reject our nourishing and admirable bread product with loathing.

Charles J. Murphy, an American citizen who had spent much time in Europe, was impressed with the necessity for making known the value of Indian corn to the people of the European countries, and, at his own cost, made exhibits and delivered lectures on the subject at several foreign general expositions. He was subsequently employed by the Department of Agriculture to introduce abroad a proper knowledge of the value of this product of the United States, and he has done good service in disseminating information on the subject. But people wedded to old habits are slow to learn, and nothing is more difficult to overcome than a blind and senseless prejudice. In his report Commissioner Murphy gives an instance of the prejudice against corn. It was in the city of Glasgow, Scotland, where it was proposed by a member of the poorhouse board to substitute Indian corn for a costlier food in their institution. The mere suggestion brought a storm about his ears, and at the ensuing election he was overwhelmingly defeated because of his inhumanity in thrusting on the defenseless paupers a food which the honorable legislators thought only fit for pigs.

It appears to be quite as difficult to teach the Europeans the use of corn as food as it is to accustom the Northern people of the United States to consume rice as an article of ordinary diet. They must be educated to it. The United States produces annually nearly 2,000,000,000 bushels of corn, of which only a mere pittance, say from 30,000,000 to 50,000,000, is exported. Our country can spare an enormous amount of this product, and it would be of immense importance to have its use extensively introduced in European countries.

## AS TO THE SENATE.

The United States Senate has, for a considerable period, been growing into public disfavor. It is not a popular body in the sense that it is not responsible to the people, because its members are not chosen by the people. It has been commonly styled "the millionaire club" and the American House of Lords.

Abbe Sieyes, the celebrated French radical in the Revolutionary Assembly of '93, denounced a second house of

Congress on the grounds that if it disented from the other house it is mischievous, and if it agrees it is superfluous. But the United States Senate is not a mere second house as an annex or supplement to the first. It is a most proper part of our peculiar political system. It represents the sovereignty of the co-equal States, while the other house represents the people. There are so many representatives in Congress because there are so many millions of people in the country. There are eighty-eight Senators because there are forty-four States, and each State has two Senators. There are in the present House 356 members, the basis of representation being one to 173,901 inhabitants.

Just now, the Senate is coming in for a great deal of denunciation, all the faults of its membership being paraded before the public. It is not enough that the House, with 356 members, costs the people of the United States considerably more than \$2,500,000 per annum. Most of the lower houses of the legislative bodies of Europe have two or three times as many members as belong to the lower branch of our National Legislature, yet they cost the people for whom they legislate scarcely a fraction of what we pay for the honor of being governed.

The Senate far surpasses the House in costliness when the smallness of its membership is considered. The House of Representatives of the United States, with its 356 members, takes \$415,000 per annum to pay its employees. The Senate, with eighty-eight members, has taken \$418,000 for this year for the same purpose, and, as it constantly increases expenses, next year it will no doubt take more. It requires \$130,000 to pay the mileage of members of the House, but the Senate cannot get along with less than \$45,000 annually for the same purpose. In all probability there are not more than half a dozen of its members (if so many) who do not travel on railroad passes and coolly drop the money which belongs to the people in their wallets. The House contents itself with fifty-seven committees, one-third at least of which are of no use, but the Senate cannot get along with less than sixty, while every member of the Senate has a clerk of his own, at his individual beck and call, with no drain upon his private purse therefor. The clerks, messengers and employes of one kind and another around the Senate wing of the Capitol are as thick as flies around a sugar barrel. Each Senator does not cost the country less than \$12,000 per annum.

But the United States are rich enough to pay their Senators well, if they only get a service to correspond. The Senate should be a great conservative body, made up of statesmen and patriots, whose wisdom and philanthropy ought to be the grandest bulwark of the republic's prosperity, safety and perpetuity. As it is, demagogues, placemen and mere politicians have in late years been too plenty in its seats.

Isn't it about time the large retail houses stopped talking hard times, bad times, panic times in their advertisements in the daily prints? Iteration and re-iteration only serve to make people think that the business world is worse off than it really is. Let's have a more hopeful tone. A perfectly well man can be made ill in a day if every one he meets tells him he is not looking well.

**THE FAILURE OF REPUBLICS.**

Many thoughtful persons who have observed that the entire history of human government is the history of the oppression of the people by kings and despots of all sorts, while republics, or governments for the people and by the people, make up but a most insignificant part of the world's political annals, have attributed the fact to the ignorance of the people in earlier ages, and the consequent ease with which they were enslaved by astute and ambitious tyrants, and they claim that republican democratic principles are the result of an evolution of modern civilization and enlightenment.

Such a notion is not only contrary to the ascertained fact, but history is filled with accounts of the decay and failure of every form of popular government and its inevitable lapse into some sort of despotism of class or one-man control. The first republic of which there is any circumstantial account was the Hebrew commonwealth. It was established under the direction of one of the wisest lawgivers the world ever saw. The experienced men and elders of the people formed a sort of senate, charged with the important business of the nation; but the entire congregation had a voice in public affairs.

Finally the people got tired of the cares of public business, and they clamored for a king. Their wise men endeavored to dissuade them from so dangerous a change, impressing the advice with the fateful declaration that the little finger of a king was thicker than the thigh of an ordinary man; but this wise counsel was vain. The people would not rest until they had discarded their democratic institutions and had voluntarily placed themselves under the control of the worst set of despots imaginable. Greece and Rome tried democracy, and voluntarily gave it up to be governed by successions of unendurable tyrants, whose reign cursed the very earth on which the enslaved people permitted such monsters to live.

After the fall of the Roman commonwealth, shortly before the Christian era, with the exception of the little Swiss Confederation in the European Alps, there was not upon the face of the whole earth any distinct and vigorous manifestation of republican democratic institutions until the rise of this New World republic of the United States of America. And despite the wonderful object lesson it has presented to the people of all countries for more than a century, the spread of democratic liberty has been most meager and limited.

The failure of republics comes from the inherent selfishness of the people. In a commonwealth, which is a government of the people, by the people, every citizen has obvious public duties. But men are not willing to give anything, not even their time and intelligence, to the public good. Every individual is thinking, scheming and exerting himself solely for selfish interests. There are, of course, some exceptions in the vast masses of the population, but these exceptions do not change the rule that of the majority every man is for himself at the time that the republic falls by its abandonment by the people.

There is in every country a small class of political schemers whose supreme desire is to rule. To them the public service is a personal, private perquisite.

Their object is to get into office, by no matter what means, and to maintain themselves there at every cost to their personal honesty and the public interest.

Then there is always a gang of speculators and contractors who live on the body politic and maintain themselves in favor with any change of administration by dividing their plunder with the placemen.

But these two small classes could never overthrow a government unaided. The most dangerous element, and one which makes the biggest noise and show of strength, is the blatant trade unionists who are really socialists and anarchists at heart and who improve every opportunity to lead astray the workingmen of the country by creating deep-seated hatred of capitalists and the established institutions of the country and even the nation itself. These men are really the most dangerous foes of the republic, for the reason that their most effective work is done clandestinely and insidiously, giving patriots no opportunity to controvert the false and intentionally misleading statements of the plotters, who advocate a strong government which will seize on all the wealth and divide it among the multitude; which will take possession of all industries and operate them for the general benefit.

Another dangerous element is the "best people," so-called, who do not care what may be the form of government or who the persons in power, so long as their worldly affairs prosper. They do not regard political principles, and it is only when their personal interests are hurt that they will ever raise a howl. If they could be assured of not being disturbed in any way, such people would not give the least thought as to the government or politics of the country.

Then there is the very wealthy class, a small one, whose members desire laws and institutions that will give them social precedence and special privileges over the common people. Moreover, they want well-armed protection for their enormous wealth. Such people are always for a strong government. They would prefer a king.

Such, in brief, are the various classes who are warring against the government, either openly or tacitly, from which it will be seen how easy it is for a democracy to be changed into a despotism. This has been done many times before, and there is no reason it will not be done again. Let the American people take warning.

**The Power of Invention.**

It is not every one who appreciates the importance of helping the inventors along. They are the salt of the earth. Congress can well go out of its way to consider any law which, to any extent, will assist them in getting a fair return for their ideas. If a system of laws could finally be enacted, giving full and fair compensation to each inventor promptly as one by one he discovered the secrets of nature, there would not be, as there are at present, so many of nature's secrets hidden from us. We might find that, instead of this world being one of incessant toil, nature intended it to be one of comparative ease; instead of being a world of incessant worry, perhaps we should find nature intended it to be one of comparative contentment.

Much as a woman loves her husband, she always hopes that her daughter will marry better than she did.

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The "DETROIT"

Self-Adding Detailed Cash Register.

"A REGISTER THAT IS A REGISTER."

All Work Done on Wheels.  
No Paper Used.

**OUR OFFER.**

We will send the above Cash Register free with 1,000 Cigars for \$39. Terms 30 days, less 2 per cent. 10 days.

This offer includes either "Pretty Polly," "Key West," "Cuban Puffs," "Little Havana," or "D. T. C. Havana Gems."

There are positively no better Cigars made and retailed for 5 cents.

To convince the dealer that the above brands are as represented, we will send 300 for examination to be returned if not satisfactory. If the Cigars suit, the balance, 800, can go forward with the Register.

**THE "DETROIT"** Is one of the most handsome and reliable Cash Registers made.

**EQUAL** To machines sold from \$125 to \$200 in quality, workmanship, style and finish. It has an elegant finished large standard-sized case, with beautiful designs, best quality of nicked front and back.

**DISPLAYS** Amount of sale from both front and rear. Back of machine is nicked and highly finished.

**MONEY DRAWER** Is large and complete in its divisions for both coin and currency. Bell rings and sounds alarm when drawer is opened.

**EACH PART** Is constructed in the most substantial and reliable manner on strict mechanical principles from the very best material. Will not get out of order. With proper usage will last a lifetime.

**IT IS** The best and latest thing in Cash Registers.

**REGISTERS** Any amount from 1 cent to \$20. Indicates last sale made until next follows.

**DOES** All the work of the most expensive machines. Received on account. Paid out and Charge tickets furnished with each Register.

**THERE** Is not a handsomer or better machine made.

**TOTAL CAPACITY** Is \$2,200 for each day's work before resetting back to zero.

**RECORD** Can be taken off and machine set back to zero in one minute's time.

**IF YOU HAVE** One register already, another one can be used to advantage on the other side of the store for the soda water, cigar trade or some other department.

**SHOWS** How many times the money drawer has been opened for change during the day.

**IMPOSSIBLE** To open and close the money drawer without registering.

Dealers having no use for the 1, 2 and 3 cts. keys, they can be dropped and the following keyboard substituted: 5c, 10c, 20c, 25c, 30c, 40c, 50c, 60c, 70c, 80c, Change Key, \$1, \$2, \$3, \$5. This keyboard and the one shown in cut are the only two styles we furnish. Take your choice.

For \$1 extra we will furnish a handsome glass sign with your firm's name ground thereon, similar to W. T. McGraw shown in cut. The glass can be either white or ruby, as desired by customer.

Every machine is furnished with a handsome top sign, even if the special firm's name sign is not desired.

The above order is exactly as represented. We have been in business here since 1883. As to our responsibility, we refer to the Commercial Agencies or any Bank or Business House in the city.

**DETROIT TOBACCO CO., McGraw Building, DETROIT.**

Mention this paper.

# 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.

**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 & Grocery Co.

## DELAY IN BUSINESS REVIVAL.

General business still remains uncomfortably depressed, and the few indications of an approaching improvement in it, which have been noted from time to time, have been only partially verified. Apparently the much desired revival of prosperity is going to be delayed longer than was expected, and must be awaited with such patience and resignation as we are able to command. We, evidently, did not, at first, fully appreciate the magnitude of the calamity which overtook us last summer, and are just beginning, in the light of experience, to discover it. It is said that a soldier in the heat of action will receive almost mortal wounds and only become aware of them when, after the battle, he finds himself upon a hospital cot and is examined by a surgeon; so, in the stress and excitement which prevailed a year ago, every one of us, being occupied with the immediate peril of the moment and with efforts to meet it, failed to take in the full seriousness of our disaster. Now that we are confronted with facts which then existed, but were concealed from us, we see more clearly how matters actually stood.

The success, too, with which we resisted the shock of the Baring failure in 1890 had contributed to deceive us as to the real peril of our position. That catastrophe, resulting as it did from the collapse of the wild speculation fostered by British capital in Argentina and in Australia, and following closely upon the disastrous termination of the French copper syndicate, the waste of millions in the Panama Canal project, and the losses of Germany and Austria in building, manufacturing, and mining speculations, ought to have involved us likewise in its effects. That it did not, and that, after a brief period of alarm and stringency, business here resumed its usual course, was due to the operation of the Sherman act in steadily pouring into our currency the \$4,500,000 per month of notes issued for the purchase of silver, as well as to the elasticity of our national character. Reassured by our good fortune, and heedless of the fate of European operators, we kept on as if nothing had happened, until in January of last year our speculation rose to a height it had hardly ever before attained. The prices of nearly all stocks were at high water mark. Then came the shipments of gold to Europe, Secretary Foster's silly appeal for help to the New York banks, the equally silly alarm of their country correspondents, the bankruptcy of the Reading Railroad Company and of the National Cordage Company, and the subsequent long train of private and corporation failures and railroad receiverships which have made the year 1893 so sadly memorable. Still, we flattered ourselves that the trouble was only temporary and that we should recover from it as speedily and with as little substantial loss as we did from the flurry of 1890, especially as the majority of our financial magnates attributed it entirely to the continuance of silver purchases under the Sherman act and predicted complete relief from it as soon as those purchases were stopped. They were stopped in September, but the good results expected did not follow, and we can see now why they did not. In fact, although the silver purchases, involving the steady issue of millions of dollars per month of additional paper

currency, were undoubtedly the prime cause of the speculative inflation which culminated in January, 1893, their cessation aggravated the collapse of that inflation by withdrawing the stimulus that caused it. Like cutting a drunkard off from his whisky, it was a necessary step, but the immediate effect of it was prostration.

This signal disappointment of the hopes that were built upon the repeal of the silver purchasing clause of the Sherman act did not, however, prevent, quite recently, the diffusion of equally groundless expectations from the President's veto of the Seigniorage bill, and it does not, at this moment, deter a large number of our prominent citizens from clamoring for the passage of the Wilson Tariff bill, "with or without the income tax," as the sovereign remedy for our business troubles and the only remaining hindrance to business revival. What would have happened if the Seigniorage bill had become a law is, of course, only a matter of conjecture, but, as I contended when the bill was still under discussion in the Senate, its evil tendencies were immensely exaggerated, and even its provisions were by so respectable a body of gentlemen as the New York Chamber of Commerce woefully misunderstood. Now these same gentlemen and a multitude more like them are willing, for the sake of getting the Wilson bill passed, to submit to a tax which is avowedly intended to take \$30,000,000 annually from \$5,000 of our citizens for the benefit of the rest. If the bill were absolutely certain to accomplish all that is expected of it, this would be a high price to pay for its enactment, and in view of the impossibility of predicting with accuracy just how it is going to work in practice, it strikes me that it would be far better to dispense with it altogether than to accept it with its income tax attachment. We know what the present tariff is, and can adapt ourselves to it, but we have had no experience with the Wilson measure, and can only guess at its probable results. If only the removal of the uncertainty as to which tariff will prevail is desired, that can be obtained as well by the defeat of the Wilson bill as by its passage.

In thus pinning their faith upon the efficacy of a single measure to bring about a return of commercial and financial prosperity, our people, however, are not peculiar. The European advocates of the cause of silver, whose most eminent representatives have been in session this last week in London, are equally positive that the restoration to free coinage by international compact of their darling metal is indispensable not only to relieving the world's business distress, but to preventing its future recurrence. They are far from agreeing upon the details of the scheme which they so earnestly advocate, but in a general way they assert without qualification that the single gold standard has done all the mischief from which we are suffering, and will do more if it is adhered to. One says that it has caused the fall in the prices of commodities which has occurred during recent years, and will cause them to fall still lower, thus discouraging enterprise and preventing the increase of production. Another says that it unsettles the rate of exchange between gold standard countries and silver standard countries.

Arthur J. Balfour declares that we are "standing face to face with a great danger which can be only averted by a rehabilitation of silver to its proper commercial function." A leading New Yorker, Henry W. Cannon, writes, without giving his authority for the assertion, that "in this country the sentiment is almost universal that both gold and silver should be used as legal tender money, if a common ratio can be established by international agreement between the principal nations of the world," and says that this result, if attained, "will undoubtedly be of incalculable benefit to mankind." A number of our United States Senators also cable a similar opinion.

Notwithstanding the positiveness with which all these propositions are laid down, and the high respectability of the gentlemen who advance them, I cannot see that this latest enunciation of them adds anything to their truth. Making it in a formal meeting of individuals who have, as individuals, repeatedly expressed the same views on other occasions, is like grouping together ciphers which were previously scattered. Ten ciphers in a row amount to no more than ten ciphers separate, and a hundred bimetallicists assembled in conference possess as little wisdom as they did before they got together. It is satisfactory to see that the London press takes this view of the matter, likening the proceedings of the conference to the beating of a drum and the blowing of a trumpet to no practical purpose.

The prevailing depression in business is one of those vicissitudes to which human society is liable, and is the product of no single cause, but of many causes combined, including the constitution of human nature itself. It is a mental and not a physical phenomenon, and can neither be prevented nor cured by legislation. We had from 1879 to 1893, with but brief interruptions, an era of expanding enterprise and steadily increasing wealth. Many people succeeded in gaining largely, more of them less largely, while few failed of gaining something. One enterprise, when it succeeded, led to the undertaking of another, and this to another. Everybody was rich or felt rich, or felt that he was going to be rich, and lived accordingly. This, in turn, stimulated production and exchange, and increased the profits of trade, until, as I have already pointed out, the failure of the Barings alarmed Great Britain, and our gold; shipments of a year ago and the resulting contraction of credit by our banks brought on a panic here. At present we are painfully and laboriously engaged in sifting out the profitable from the unprofitable speculations in which we had embarked, and we find, to our dismay, that numbers of them which we supposed were good are in reality comparatively worthless. Our discoveries in regard to these throw discredit on all the rest, except a few which have withstood the stress of disaster, and until we get through completing our examination and become weary of idleness we shall refrain from attempting anything new. How long a time the process will require cannot be precisely foretold, but that we have not yet got near the end of it is tolerably certain.

MATTHEW MARSHALL.

LABOR AND ITS REWARDS.

Written for THE TRADESMAN.

Of all the equivalents offered for sale in the world's market, labor, considered in the abstract, is the most subtle and incomprehensible. Although its value is reckoned in connection with time, yet time can never be a definite measure of its value. The owner, whoever he may be, is compelled to put it on the market everyday, or else see it drift away from him, like lost opportunity into the dead past. If not exchanged before the close of each day for something that has a more permanent value, it can only be invoiced with the assets of lost time or vanished hopes. It resembles the hranna of the Jewish commonwealers in this respect, viz., that each human being has his daily allotted portion, which may be utilized entire or in part; but if unused nothing remains on the morrow to increase one's garnered treasure.

Yet this incomprehensible something, so different from all material products for which it may be exchanged, becomes itself, under certain conditions, capital, so much decried nowadays by radical theorists. In other words, when each individual exchanges his labor for more of the necessaries or luxuries of life than he chooses to consume, the remainder is a reserve fund rightly called capital, whether its value be a dime, a dollar or thousands of dollars. This capital, which is but the unexpended product of labor, becomes in turn a powerful incentive to further exertion. Without it labor cannot secure its legitimate rewards. Neither can capital without labor have power to move great enterprises that benefit mankind in general, since the latter enters into every form of production or distribution, and when it is withdrawn from market the former ceases to draw its profits. Thus capital and labor are in effect reciprocal terms representing a common interest, and the vexed questions now agitating the public mind must be solved, if solved at all, in the light of this fact.

Every day's work performed, whether in ploughing the earth or seas, the developing of mineral wealth in mechanical pursuits, scientific research, or intellectual improvement has its relative value to be determined by results achieved. Few are naturally inclined to work in any field of labor unless under the spur of necessity, or from hope of reward. The promptings of the first, whether internal or external, have a force impossible to resist. Men can labor and have often labored without useful purpose, and others for purposes that are actually criminal.

Until within a generation or two the wonderful resources of our country have favored the interests of those who had nothing but labor to sell at the start; and thousands of this class have become in turn capitalists and purchasers of labor. But since the competition of active capital created an extraordinary demand for labor the supply has become excessive. Competition ending in over-production has induced capital to lower its bid for labor and the New World is beginning to duplicate the experience of older countries in the workings of its wage system.

We have now in the United States a large population entirely dependent on daily labor for existence, much of which is gathered from the lowest and least civilized classes of foreign lands. Each

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THE  
STANDARD  
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MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

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ESTABLISHED 37 YEARS.

All Mail Orders Promptly Attended to.

Our representative, William Connor, who resides at Marshall, Mich., will be pleased to wait upon you if you will favor him with a line to do so, and should he not have what you require will thank you for looking through our line. Perfect fit and excellent garments. Low Prices Guaranteed.

## Summer Goods.

LAWNS, ORGANDY,  
CHALLIES, DOTTED MULL,  
SERPENTINE CREPE, PERCALES,  
SEERSUCKER, SHIRTINGS,

In all grades to sell at Popular Prices.

Samples cheerfully sent on application.

P. Steketee & Sons,

83 Monroe St.

fluctuation in market value of products means to them a certain gain or loss—the gain, if any, but slight, the loss sure to be heavy and to deprive them of the actual comforts of life. Our legislation intended for their benefit is necessarily broad in scope, and cannot reach the desired end except in an indirect manner. Thus labor has been left to fight its own battles, and unfortunately not in the wisest way.

Through organization it has attempted to control the price of the only article it has to sell, which like a perishable market product is difficult to do successfully. Accordingly, in the effort the cause of labor often gets worsted for want of sufficient weapons. Quite as often bad generalship turns the scale against itself, and the workers make their just resentment play into the hands of opponents. By degrees, too, organized labor is becoming as oppressive to individuals within its own ranks as the schemes of capitalists so loudly complained of.

One of the worst features of labor organization is that it does not equalize the rewards of labor; but on the other hand too often puts a premium on laziness or incapacity. A sort of Procrustean system has been enforced that gives the ambitious workman no chance to compete for the highest prizes, but ties him to the treadmill of fixed wages that cramps his energies, and makes him a hopeless instead of a happy toiler. Capital may be never so selfish and arbitrary. But it recognizes the limit of human nature and does not make such foolish mistakes as those frequently insisted on by labor unions as ultimatums. Labor as organized is growing each year more unreasonable in laying down propositions as a basis for settlement of questions that should only be decided by the fundamental principle of the Golden Rule. Hours of labor, piece work, apprenticeship in skilled trades, and even trifling points of etiquette complicate many chances of settlement. And almost invariably extremists, who are, and forever ought to be, in the minority, control its councils.

In a land like ours where public opinion is the ultimate and impartial arbitrator of questions involving the pros-

perity of all, and especially of those who depend on what labor each man can profitably put on the market, every extreme demand weakens a cause that in the main is just and should prevail. It is true we may for a time be oppressed by combinations of capital entrenched by injustice. The cure for that evil can generally be found in competition, and ultimately public opinion will enable competition to fairly combat selfish greed. But since many charges against capital are either false, or exaggerated for a purpose, we are safe in believing that the wealth of the land is not in any considerable degree held by the oppressors of the working class. But who shall restrain the selfish and arbitrary power used by a minority among the ranks of labor, if by specious harangues it totally destroys the sense of right in those who form a majority of voters that can make or mar our civilization and consequent autonomy as a nation?

We are nearing a crisis which is to test the strength of our republican experiment as it has never been tested before. The unwise policy so long main-

tained, that not only allowed but invited immigration of a kind wholly at variance with the spirit of our institutions, is beginning to bear its natural fruit. The worst elements thus secured from lands demoralized by monarchical rule are to-day controlling the councils of labor, however much we may deplore the fact. Every day develops some new claim made on capital or government that is foreign to the theory of our national bill of rights.

Until lately anarchy was solely the product of despotism. To-day it seeks to take root like the Russian thistle in republican soil, and promises equally undesirable results. It seeks, through workingmen, to undermine the citadel that protects all we hold dear, the right of self-government, and some even of our national legislators are disposed to bid it welcome. If organized labor shall encourage the newcomer in spite of the warnings of those whose advice may be scorned because they are capitalists, then the old story of the woodman and the viper will be repeated on a large scale, and generations to come will rue the

consequences. If labor is wise the evil may be averted. In default of prompt, defensive action, capital, its supposed enemy, may indeed suffer; but labor will be involved also and, by its own folly, fail to receive its desired reward.

S. P. WHITMARSH.

#### Utilizing the Army.

The village of Wauwatosa, Wis., a suburb of Milwaukee, has found a use for the commonweal army. The place has long been infested with tramps and beggars, and the leading men of the village got together and determined to organize them into a contingent of Coxeyites, and send them on to Washington. Accordingly, they went to the leader of the tramps, dubbed him general, and persuaded him to set up a recruiting office for the army. Then they set about persuading all the rest to enlist under his banner. As soon as the contingent is ready to move, it will be furnished with some supplies, escorted out of town, and, as it marches off, the inhabitants will go back and hold a jollification over their riddance.

The more worthless a man is, the oftener he changes jobs.

Use Tradesman Coupon Books.

## 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.

PLEASES EVERYBODY.



PRICES FOR 1894.

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

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# 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.

## GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

## Special Correspondence

NEW YORK, May 19—It is not likely that anything will come out of the charges of bribery now to be investigated before the Senate committee, but if it were demonstrated that a man had offered a bribe, there ought to be some punishment made to fit the crime. If the Sugar Trust is shown to have resorted to bribery, it is evident they are seeking an undeserved protection and should be made to feel the effect of a little legitimate foreign competition.

It is to be hoped, for decency's sake, also, that it will not be shown that the honorable Senators have speculated in sugar stocks themselves. If they have, they should be consigned to the deepest oblivion. How would it do to disfranchise them—to regard them as having no rights which other people were bound to respect? By the Sherman anti-trust act, the Trust is illegal, and between the men intrusted with our national legislation and the managers of an obnoxious monopoly, there should be no dealings or understandings. Sugar was accorded a protection of .18 cents a pound in the Tariff bill as passed by the House. By a slight "twist of the wrist" this has been increased in the Senate to nearly .55 cents on sugar imported from countries paying no bounties on exports and .65 cents on sugar from countries allowing such bounties. Under the McKinley law refined sugar, as everybody knows, was protected to the extent of 1/2 cent a pound. Certainly the Trust has been liberally treated, and, much as we should regret to learn it, there would not be much surprise occasioned to find that there had been reciprocal favors shown. Sugar trust stock, which was 85 1/2 on March 1, and 89 1/4 April 1, has since reached 104, and, though a trifle below par at the moment, is still sailing around 100. Let us have an investigation to the very bottom.

Since my last letter, a better demand has sprung up for refined sugars, and the market is fairly active, with granulated at 4 5-16c. The question of limited prices on sugars grows in interest. The Trust does not sell to retailers, even though they buy in 100 barrel lots; but they can purchase through so-called brokers, and it is a fact that retailers in some sections are selling for 1/4 cent less than the wholesalers can deliver the sugar in the same place.

Coffee shows no particular animation and continues in about the same channel, with a general tendency downward. For No. 7 Brazil, 16 1/2c is about top. Mild sorts, in sympathy with Rio, are moving rather sluggishly, and few important sales are being made. There is an utter absence of speculation and business on the Exchange is dull indeed.

Go into the leading brokers' offices and they will have a long lingo on rice ready for delivery, but, after all is said, you are still at a loss to tell just how the market is after all. Dull for domestic and fairly satisfactory for foreign, still, perhaps, about express the situation.

Canned goods are dull, both here and in Baltimore. Here trade is exceedingly slow, and buyers who have the cash can pick up some bargains. Gallon apples have taken a turn upward again, contrary to the general run of canned goods, and are now held at \$3.65. The weather is favorable to a large pack of small fruit, and strawberries, particularly, are giving great promise. There is very little demand for peaches. Salmon is fairly steady at \$1.60@1.75 for flat tins.

The butter market is very weak, and prices are low and unsteady, although stocks are certainly smaller. It is prophesied that we shall see a 16c basis for Elgin. It is now 17c and the choicest butter is obtainable at retail for 21c. Of course, with best grades at such figures, lower sorts are not wanted, and go begging at 14@16c.

The cheese market is dull and without any particular change from last week. Full cream, large, 10 1/2@10 3/4c; small do, 10 1/2@10 1/4c. The export demand is very light.

Arrivals of eggs keep up well and the market appears dull and irregular. For nearby 13 1/2c is all that can be quoted, with Western, Michigan, and Indiana, 12@12 1/2c.

Dried fruits are extremely dull, and prices are low without parallel.

For lemons the demand is most disappointing. Holders are hoping for a touch of torrid weather. New York finds strong competition from other points and wishes ardently for the good old days. Oranges sell fairly well, and bananas are firm at recent quotations.

JAY.

## The Hardware Market.

General trade has kept up fairly well, but the late cold snap has had a tendency to check it, as dealers are a little cautious and fear that fruit and other crops have been injured. There is but little change to note in prices and those where advances have occurred are caused by conditions other than an increased demand.

Barbed Wire—Owing to the strike among the coal and coke mines, it has been impossible for manufacturers to keep supplied with a sufficient amount of fuel to run their plants full time, and the consequence is a shortage; and, as prices have already been down close to the cost margin, they feel they can, without doing anyone an injustice, advance their prices, which they have done—15 cents per 100 pounds on barbed wire and 10 cents a ton on plain wire. As long as the trouble continues, these advances, without a doubt, will be maintained.

Wire Nails—Like barbed wire, is also effected, and prices have been advanced by the makers 10 cents a keg. Jobbers in this market have, as yet, made no change.

Wire Cloth—Still scarce and manufacturers do not give much encouragement that they will be able to supply the demand. The price of \$1.75 per 100 feet is firmly held.

Poultry Netting—The demand each year seems to grow and makers find great difficulty in keeping up with the demand.

Window Glass—With the early approach of the closing down of all glass factories for the summer, prices are growing materially stronger with each week. We should not be surprised to see the discount put at 80 per cent. any day.

## Purely Personal.

S. A. Sears spent Sunday with friends at Elk Rapids. Mrs. Sears accompanied him.

N. Friedman has returned from St. Louis, Mo., where he has been on a business trip. While there he purchased of Max Judd, the Consul General of the United States at Vienna, a large cloak factory, and will soon move there to manage the business.

The wage-worker has certain positive rights. He is entitled to fair and impartial consideration.—Denver Commercial Tribune.

Bosh. What right has the wage-worker that every other man in the community has not? Or what rights has any man in the community that the wage-worker has not? "He is entitled to fair and impartial consideration." Of course he is. And so is every other man. One member of a community is entitled to just the same consideration as every other member of the community. This never-ending petting and coddling the "wage-worker," as though he were a spoiled child, is sickening.

## HE WAS INITIATED.

Suspicious Appearance of a Monroe Street Grocer.

Last Friday morning a policeman noticed a man acting in a suspicious manner in front of a Monroe street store. The man was bruised and battered and his clothes were torn and, altogether, he was in a rather dilapidated condition.

"Here you," said the cop, "what are you doing there?"

"You don't know me, eh?" said the stranger.

"No, I don't know you; but I'm going to get acquainted with you—I'm going to run you in."

"Run me in! Well, I guess not. So you don't recognize me? Well, that's all right. I knew you at this time yesterday but now I know you not. Yesterday I was but a plain citizen of these United States; to-day I am—"

"A deserter from Coxey's army, by yer looks; or are you the army itself, broke loose from its moorings?"

"You are a fly cop, ain't you. And you don't know the earmarks? You don't know a fresh-laid shiner when you see one?"

"A shiner! Yes, you're a shiner. Your light may be a trifle dim, but you're a shiner, all right."

"A shiner—not shiner. S-h-r-i-n-e-r, shiner. Do you tumble now? Do you know what a shiner is? A shiner is a man who has crossed the burning sands of the desert, bucked—no, bearded the tiger in his lair, and ridden the ferocious and deadly camel forty-one times around the mystic circle. All this I have done and more. Hold, minion, I have the proofs. See my feet? They look like pieces of raw beef left over from week before last, but they are feet just the same; but the sands of Arabia are not a circumstance to the heat of the country you are pilgriming to, if you don't quit being a policeman—see this?" said the tramp, tenderly touching his cheek bone, which looked as if it had been kicked by a mule five times in succession on the same spot. "That's where the camel kicked me. They say a camel's foot is soft and spongy. It must be his other foot. The one that struck me was harder than a boarding-house biscuit. And the tiger—were you ever turned loose on a full-grown, healthy tiger? Well, I was, and only last night. I could stand the burning sands of the desert, and to be kicked into the middle of next week by a camel, forty-one times round the magic circle wasn't so bad, though I expect to take my fodder standing for the next 30 days, but when I struck the tiger—say, my friend, take my advice and don't even buzz-saw with a tiger, unless it be the little one in the green room, and even then you are likely to get scratched. No one ever forgets the tiger that does business with him; but I'll be all right in a few days. I'm going into dry-dock for repairs, and when I get about a dozen patches of new flesh,

and some more hair and a new suit of clothes, I'll feel like a new man. I'm worse up than Elliot was the time he worked off that old chestnut about oxygen, or Holland gin, or something."

"That'll do for a yarn," said the policeman, "but you tell me who you are and what you are doing here or I'll run you in."

The wreck turned itself painfully around and silently pointed at the sign over the door. "That's my name."

"What! 'E. J. Herrick?' What'er you givin' me?"

"That's what; and E. J. Herrick is now in full and regular standing in the Ancient and Noble Order of the Mystic Shrine," replied the remains, as it unlocked the door and pulled itself inside.

The astonished policeman turned about, walked down to the patrol box on Scribner's corner and turned in the fire alarm. He doesn't know yet whether it was a dream or a bad case of wheels in the head; but what he had heard was true. Herrick went down to Kalamazoo to be initiated into the mysteries of the Mystic Shrine. He was initiated.

Foster, Stevens & Co. Buy Out the Gunn Hardware Co.

Foster, Stevens & Co. have purchased the merchandise and good will of the Gunn Hardware Co., both wholesale and retail, and will consolidate the stocks with their own.

Attention as directed to the advertisement of the Detroit Cigar Co., on another page of this week's issue. The offer is an exceptionally attractive one and should meet with the hearty appreciation of the trade.

## PRODUCE MARKET.

Asparagus—Home-grown now rules the market. Dealers sell it for 30c per doz. bunches.

Beans—Slow. Dealers pay \$1.30@1.40 for country picked, holding hand picked at \$1.75.

Butter—Supply is good. Creamery, fancy, 16@17c; choice, 15@16c; Dairy, extra, 14@15c; rolls, fresh 11@12 1/4.

Cabbage—Poor in quality and appearance, yet all that come to this market are quickly snapped up at \$2.50@2.75 per crate.

Cucumbers—Are down to 60c per doz.

Eggs—Dealers pay 9 1/2@10c, holding at 11c.

Field Seeds—Medium and mammoth clover, \$6@6.25; Alsike, \$8@8.50; Alfalfa, \$6.75@7.50; Timothy, \$2.15; Red Top, 75c; Orchard Grass \$1.80.

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

Lettuce—Supply is increasing. Dealers pay 4c and sell for 7c per lb.

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

Onions—Louisiana is now sending forward new onions and old are consequently knocked out. New are sold for \$1.35 per bu, or \$3 per bbl. Green bring \$@10c per dozen bunches.

Radishes—Canada goods are fine in quality and ample in supply, commanding 15c per doz. bunches. Home grown, much inferior to Canadian, bring 12c.

Spinach—Unchanged at 40c per bu.

Tomatoes—\$3 per 6-basket crate.

Pie Plant—Is down to 3/4c per lb.

Strawberries—The quality is far from being fine, but demand is fair at about \$2.25 per crate.

Indiana stock will begin to arrive this week.

Potatoes—Weak and lower, handlers having reduced their paying prices to 60@65c, while they hold the retail price just now at 70@75c per bu.

## Do They Raise Poultry in Your Neck of the Woods?

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

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

**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, Aug. 29 and 30; 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

**EQUALITY MEANS COMPETITION.**

While a complete and uniform political, moral and social condition of all the inhabitants of a community or country is the dream of the humanitarian perfectionists, the fact remains that no such state of things has ever existed, and no examination of the present characteristics of human nature has ever been able to secure any information that could encourage the belief that any such consummation of social equality is possible.

The primary facts of human nature testify to the entire inequality of human beings in every respect. Take the children born of the same parents, reared and educated under the same influences. These brothers and sisters usually exhibit the most striking differences of physical constitution and of mental capacity. These inequalities, existing from the moment of birth, constantly increase until, when they grow up to maturity, persons manifest the most marked differences of health, vigor, beauty, intelligence, moral principle, traits of disposition and emotional nature. As a result of these differences, they drift apart, and each gravitates to that social, intellectual and moral station which his or her natural or acquired aptitudes dictate.

Thus it comes to light that in the children of one family there is no such thing as physical, intellectual and moral equality, and as these characteristics are the foundation of social organization, after the children grow to maturity to take their places in the communities in which they live, there is in many cases very little social equality among them. This is because some become rich while others are poor; some may be honest and respectable, while others are dishonest and morally depraved; some may be brilliantly intellectual or profoundly learned, while others may be stupid and averse to books and culture. If this can be the case in a single family, where all the members have been born and reared under as nearly as possible the same conditions, how can there be any physical, intellectual or moral equality among the people of a community or country? and, by consequence, how can there be any social equality?

Political equality there may be and is. It is equality before the law, the equal right of every individual to exercise certain common franchises and rights, in the enjoyment of which the law will protect him. Then there is the equal right for every individual to use his faculties to the best advantage for his own benefit and advancement, limited always by the requirement that he must not infringe the rights of any other. This is all the equality that is possible, and any law that would seek to suppress or

restrain the most capable in the community, and bring them down to the level of the weakest and least capable, would destroy all the genius, vigor and heroism, so that there might be no superiority of any sort, and weakness and inferiority would be the standard.

Leveling down is a policy of destruction. The law of human progress is the law of human competition. Equality before the law means the right of every man by the force of his talents to rise to the highest place in the trades, in commerce, in mechanical invention, in science, in politics, in statesmanship, in religion, in social station. Without this competition there would be no progress, there would be no worthy ambition, no noble aspiration, no genius, no heroism, nothing grand and beautiful in human nature; there would be nothing, indeed, in life but stagnation and the dead level of a pitiful mediocrity.

It is natural that this outcry against those who have honorably made their way in the world should come from others at the bottom. People who have done nothing to merit success and honors are apt to be envious; but they should not be allowed to set the standard of human life. Let none who are honestly striving to rise be dragged down, but let all be encouraged to better themselves.

The competition of life may cause some evils but it is the instrument of all human progress. It is this competition that places the barbarian above the savage, the civilized man above the barbarian, and the man who is truly enlightened, morally as well as intellectually, above them all. It is only noble to be good, to be good in the manner that raises our humanity to the highest point of virtue, honesty and real philanthropy.

FRANK STOWELL.

**COXEYISM.**

Written for THE TRADESMAN.

The daily papers are full of it. Magazines have contained long and learned dissertations upon it. Preachers have preached about it, and one and all have declared it to be a very serious matter, indeed. It has been called "the inevitable consequence of the peculiar conditions under which we have lived for thirty years;" "the laboring man's protest against the inaction of Congress;" "a wave of discontent which at stated periods sweeps over the country;" "the protest of the people against conditions which are daily making the many poorer and the few richer;" it has been said to be a great many other phases of a large number of other things. But, after all, it is simply Coxeyism—the silly scheme of a hair-brained individual who possesses more money than brains, whose "strong personality" resolves itself into a pig-headed persistence in anything he undertakes. He is not even the author of Coxeyism. The "Gospel of Good Roads" had been preached long before Coxey was known outside his own family circle. Socialists and populists have each made demands upon Congress for an issue of National bonds to "give the people money," and even the idea of a "march on Washington" has been suggested several times before Coxey organized his "army." Having the means he has been able to do what others would long ago have done if they had had the money. Then, consider the character of the men he is leading. They are tramps to a

man, have no settled occupation and do not want any. The few "workingmen" who have joined the "movement," have the tramp instinct, and, being out of work, Coxey has supplied them with the necessary excuse for "taking to the road." They belong to the class that robs hen-roosts and frightens women into giving them something to eat, who steal school children's lunches, sleep in straw stacks, roam the country at will in summer and crowd the jails and work-houses in the winter. The idea of joining in a body and marching to Washington had peculiar charms for these men. It had the promise of plenty to eat so long as the march should last, and at Washington they would, at least, be as well off as anywhere else. Then, too, the "army" was to invade the National capital "500,000 strong," and this vast number held possibilities which completely dazzled the tramp mind. The 500,000 dwindled to less than 300 and the "gigantic enterprise" was an ignominious failure. If there is a serious side to Coxeyism it is in the encouragement which the movement received from many labor leaders. It is a serious matter when these men, who, presumably, speak for the great body of organized labor, approve and encourage such wild schemes as those advocated by Coxey. It shows the utter incompetence and unreliability of the men who are the accepted unionist leaders. It shows, moreover, with startling distinctness, the socialistic tendency of unionism, which looks upon the accumulation of property through individual enterprise and industry as a capital crime. Think, too, what would be the result if such men as these leaders should ever get control of the National legislature. But of this there is little likelihood, as, with a few exceptions, the head and heart of the American workingman is sound. Coxeyism in the abstract may have a serious aspect, but Coxeyism in reality is a huge joke.

DANIEL ABBOTT.

**Turpentine Which is Little Better than Naphtha.**

From the New England Grocer.  
 There are very many of our readers who sell painters' supplies, and among them, of course, turpentine. The adulterated turpentine from the South has been pretty nearly driven from the New England market, but a worse commercial fraud has sprung up from another quarter. While at the store of Chas. Richardson & Co., this week, Mr. Richardson handed us a sample of turpentine (alleged) which he had been testing. Although he did not volunteer much information, a glance at and a smell of it sufficed to prove to us that it was a sample of the worst case of flagrant adulteration and commercial fraud ever seen in Boston. So bad was it that the characteristic odor of turpentine was almost wholly eradicated by the rank smell of petroleum. It is styled "Commercial Turpentine," and is sold by the Traders' Oil Co., of Cleveland, Ohio. Such stuff is the worst possible commodity for any one to sell. It will ruin a job of painting, and nothing could do a dealer more harm than to sell this fraudulent turpentine.

**Michigan Board of Pharmacy.**

Owosso, May 1—A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held at the Star Island House, St. Clair Flats, June 25 and 26.

The examination of Candidates for both Registered Pharmacists and Assistant Pharmacists will commence Monday, June 25, at 8 p. m., at which hour all candidates must be present. The examination will occupy the evening of the 25th and the morning, afternoon and

evening of the 26th. The entire examination will be completed in time to allow all to take the morning boats of the 27th.

A special rate of \$1.50 per day has been secured for the candidates at the Star Island House, which is good for such time as they may desire to remain, either before or after the examination days.

Other examinations will be held during the year as follows: Houghton, August 29 and 30, Lansing, November 6 and 7.

Yours respectfully,  
 STANLEY E. PARKILL, Sec'y.

**Testing the Rebate Plan.**

John D. Park & Son's Co., the professional price-cutters of Cincinnati, have applied for an injunction to restrain certain members of the National Wholesale Druggists' Association from interfering with the traffic in rebate proprietary goods. In the petition are named Messrs. Hale, Justis & Co., Lloyd Bros., Steinvogeler Drug Co., and Geo. B. Bowers, Secretary of the Proprietary Goods Committee. The hearing has been fixed for May 26. It appears that the Park firm has experienced considerable difficulty in procuring supplies, and the present suit was entered with the view probably of securing unlimited license in cutting prices on contract goods.

**The Drug Market.**

Opium is unsettled and lower. Opium, powdered, has also declined.

Quinine is much firmer and higher prices are probable.

Tonka beans are scarce and have advanced.

American saffron is in better supply and lower.

Turpentine has advanced.

**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)

1 oz.	Doz.	Gro.
\$ 90	10	20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

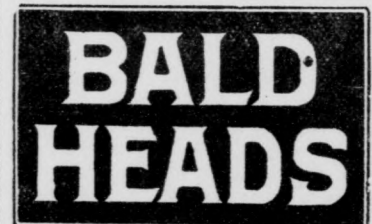
**Seely's Vanilla**  
 (Wrapped)

1 oz.	Doz.	Gro.
\$ 1 50	16	20
2 oz.	3 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.



**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. BIRKHOFF,**  
 Room 1011 Masonic Temple, CHICAGO.



Wholesale Price Current.

Advanced—Tonka Beans. Declined—Opium, Opium Powdered, Saffron.

Table of wholesale prices for various goods including acids, ammonias, anilines, balsams, baccas, cortices, extracts, floras, folias, gummis, herbals, magnesia, oleums, and syrups.

Table of wholesale prices for various chemicals and pharmaceuticals including morphia, moschus, myristica, nuxvomica, opium, and various salts and mixtures.

HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

Sponges. We offer the following very desirable sponges in cases:

Table listing various sponge products (No. 150-A to 10-B) with prices per case and per piece.

Assorted Case: X-1, X-2, X-3, X-4. PRICE \$8.50 per case. Sheep' Wool Sponge, Grass, Slate, Surgeons.

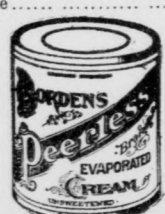
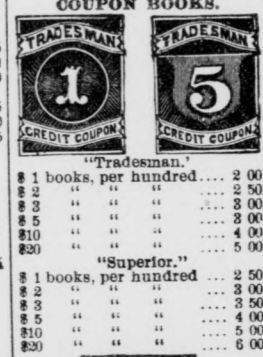
Chamois Skins. From \$ 1 00 to \$ 20 00 per kip. 60 to 8 50 " doz.

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

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz gross Aurora..... 55 6 00 Jastor Oil..... 60 7 00 Diamond..... 50 5 50 Frazer's..... 75 9 00 Mica..... 65 7 50 Paragon..... 55 6 00	<b>Apricots.</b> Live oak..... 1 40 Santa Cruz..... 1 40 Lusk's..... 1 50 Overland..... 1 40 Blackberries..... 90 F. & W. Cherries..... 1 10 @ 1 25 Pitted Hamburg..... 1 50 White..... 1 30 Erle..... 1 20 Damsons, Egg Plums and Green Gages..... 1 20 Erle..... 1 20 California..... 1 40 Gooseberries..... 1 25 Common..... 1 25 Peaches..... 1 10 Pie..... 1 10 Maxwell..... 1 60 Shepard's..... 1 60 California..... 1 60 @ 1 75 Monitor..... 1 20 Oxford..... 1 25 Pears..... 1 25 Domestic..... 1 25 Riverside..... 1 75 Pineapples..... 1 00 @ 1 30 Common..... 1 00 @ 1 30 Johnson's sliced..... 2 50 " grated..... 2 75 Booth's sliced..... @ 2 50 " grated..... @ 2 75 Quinces..... 1 10 Raspberries..... 1 10 Red..... 1 10 Black Hamburg..... 1 45 Erle, black..... 1 25 Strawberries..... 1 25 Lawrence..... 1 35 Hamburg..... 1 35 Erle..... 1 35 Terrapin..... 1 05 Whortleberries..... 85 Blueberries..... 85 <b>Meats.</b> Corned beef Libby's..... 2 10 Roast beef Armour's..... 1 80 Potted ham, 1/2 lb..... 1 40 " 1/4 lb..... 85 " tongue, 1/4 lb..... 1 35 " 1/2 lb..... 85 " chicken, 1/4 lb..... 95 <b>Vegetables.</b> Hamburg stringless..... 1 15 " French style..... 2 00 " Limas..... 1 35 Lima, green..... 1 25 " soaked..... 70 Lewis Boston Baked..... 1 35 Bay State Baked..... 1 35 World's Fair Baked..... 1 35 Picnic Baked..... 1 00 Corn..... 1 25 Livingstone Eden..... 1 30 Purity..... 1 30 Honey Dew..... 1 40 Morning Glory..... 75 Soaked..... 75 Hamburg marofat..... 1 80 " early June..... 1 10 " Champion Eng..... 1 40 " petty pois..... 1 40 " fancy sifted..... 1 40 Soaked..... 65 Harris standard..... 75 VanCamp's marofat..... 1 10 " early June..... 1 30 Archer's Early Blossom..... 1 35 French..... 2 15 <b>Mushrooms.</b> French..... 1 90 @ 2 1 Erie..... 80 Squash..... 80 Hubbard..... 1 15 Succotash..... 1 15 Hamburg..... 1 40 Soaked..... 80 Honey Dew..... 1 50 Erle..... 1 35 <b>Tomatoes.</b> Hancock..... 1 10 Excelsior..... 1 10 Eclipse..... 1 10 Hamburg..... 1 10 Gallon..... 3 50 <b>CHOCOLATE.</b> Baker's..... 23 German Sweet..... 37 Premium..... 37 Breakfast Cocoa..... 43	<b>CATSUP.</b> Blue Label Brand..... 2 75 Half pint, 25 bottles..... 4 50 Pint..... 3 50 Quart 1 doz bottles..... 3 50 Triumph Brand..... 1 35 Half pint, per doz..... 4 50 Pint, 25 bottles..... 4 50 Quart, per doz..... 3 75	<b>CLOTHES PINS.</b> 5 gross boxes..... 44 @ 45	<b>COCOA SHELLS.</b> 35 lb. bags..... @ 3 Less quantity..... @ 3 1/4 Pound packages..... 6 1/4 @ 7	<b>COFFEE.</b> <b>Green.</b> Rio..... 18 Fair..... 20 Good..... 20 Prime..... 21 Golden..... 21 Peaberry..... 23 Santos..... 19 Fair..... 19 Good..... 20 Prime..... 22 Peaberry..... 23 Mexican and Guatamala..... 21 Fair..... 21 Good..... 22 Fancy..... 24 Maracaibo..... 23 Prime..... 23 Milled..... 24 Interior..... 25 Private Growth..... 27 Mandehling..... 28 Mocha..... 25 Arabian..... 28 <b>Roasted.</b> To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. <b>Package.</b> McLaughlin's XXXX..... 32 80 Bunola..... 32 80 Lion, 60 or 100 lb. case..... 22 80 <b>Extract.</b> Valley City 1/4 gross..... 75 Felix..... 1 15 Hummel's, foll. gross..... 1 65 tin..... 2 25	<b>COUPON BOOKS.</b> <b>TRADESMAN 1</b> \$ 1 books, per hundred..... 2 00 \$ 2 " " " "..... 2 50 \$ 3 " " " "..... 3 00 \$ 5 " " " "..... 3 00 \$ 10 " " " "..... 4 00 \$ 20 " " " "..... 5 00 <b>TRADESMAN 5</b> \$ 1 books, per hundred..... 2 00 \$ 2 " " " "..... 2 50 \$ 3 " " " "..... 3 00 \$ 5 " " " "..... 3 00 \$ 10 " " " "..... 4 00 \$ 20 " " " "..... 5 00 <b>ONE CENT COUPON</b> Universal..... \$ 3 00 \$ 1 books, per hundred..... \$ 3 00 \$ 2 " " " "..... 3 50 \$ 3 " " " "..... 4 00 \$ 5 " " " "..... 4 00 \$ 10 " " " "..... 5 00 \$ 20 " " " "..... 6 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over... 5 per cent 500 " " " "..... 10 " " 1000 " " " "..... 20 " "	<b>Foreign.</b> <b>Currants.</b> Patras, in barrels..... 2 " in 1/4 bbls..... 2 1/2 " in less quantity..... 2 1/4 cleaned, bulk..... 4 cleaned, package..... 5 Peel. Citron, Leighorn, 25 lb. boxes 13 Lemon " 25 " " 8 Orange " 25 " " 10 <b>Raisins.</b> Ondura, 29 lb. boxes. 5 @ 7 Sultana, 20 " " 7 1/2 @ 8 Valencia, 30 " " " " <b>Prunes.</b> California, 100-120..... 7 " 90x100 25 lb. bxs. 7 1/2 " 80x90 " " 8 1/2 " 70x80 " " 8 1/2 " 60x70 " " 8 1/2 Turkey..... 5 Silver..... 10	<b>FLAVORING EXTRACTS.</b> Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon..... doz 2 oz..... \$ 75 4 oz..... 1 50 Regular Vanilla..... doz 2 oz..... \$ 21 4 oz..... 2 40 XX Grade Lemon..... doz 2 oz..... \$ 1 50 4 oz..... 3 00 XX Grade Vanilla..... doz 2 oz..... \$ 1 75 4 oz..... 3 50 <b>Jennings.</b> Lemon, Vanilla..... doz 2 oz regular panel. 75 1 20 4 oz " " " " 1 50 2 00 6 oz " " " " 2 00 3 00 No. 3 taper..... 1 35 2 00 No. 4 taper..... 1 50 2 50 <b>Northrop's</b> Lemon, Vanilla..... doz 2 oz oval taper 75 1 10 3 oz " " " " 1 20 1 75 2 oz regular " 85 1 20 4 oz " " " " 1 60 2 25	<b>ENVELOPES.</b> XX rag, white. No. 1, 6 1/4..... \$ 1 75 No. 2, 6 1/4..... 1 60 No. 1, 6..... 1 65 No. 2, 6..... 1 50 <b>XX wood, white.</b> No. 1, 6 1/4..... 1 35 No. 2, 6 1/4..... 1 25 <b>Manilla, white.</b> 6 1/2..... 1 05 6..... 95 Mill No. 4..... 1 00	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> 100 lb. kegs..... 3 1/2 Hominy..... 2 75 Barrels..... 3 00 Lima Beans..... 4 @ 4 1/4 Maccaroni and Vermicelli..... 55 Domestic, 12 lb. box..... 10 1/4 @ 11 Imported..... 10 1/4 @ 11 Oatmeal..... 4 25 Barrels 200..... 2 25 Half barrels 100..... 2 25 Pearl Barley..... 2 1/2 Peas..... 1 15 Green, bu..... 3 Split per lb..... 3 Rolled Oats..... 2 40 Barrels 180..... @ 4 50 Half bbls 90..... @ 2 40 Sago..... 4 1/2 German..... 5 East India..... 5 Wheat..... 3 1/2 Cracked..... 3 1/2 <b>FISH-Salt.</b> Bloaters..... 10 @ 13 Cod..... 70 Holland, white hoops kegs 70 " " " " bbl 9 50 Norwegian..... 2 50 Round, 1/4 bbl 100 lbs..... 1 30 " 1/4 " 40 " " " " 1 30 Scaled..... 17 Mackerel..... 10 75 No. 1, 40 lbs..... 4 60 No. 1, 10 lbs..... 1 23 No. 2, 100 lbs..... 7 50 No. 2, 40 lbs..... 3 30 No. 2, 10 lbs..... 90 Family, 90 lbs..... 5 75 " 10 lbs..... 65 Sardines..... 55 Russian, kegs..... 55 Trout..... 5 25 No. 1, 1/4 bbls, 100 lbs..... 2 49 No. 1, 1/2 bbl, 40 lbs..... 68 No. 1, kits, 10 lbs..... 57 No. 1, 8 lb kits..... 57 Whitefish..... Family No. 1..... No. 1 1/4 bbls, 100 lbs..... \$ 5 50 \$ 2 50 " 40 " " " " 2 90 1 30 10 lb. kits..... 80 43 8 lb..... 87 35	<b>GUNPOWDER.</b> Rifle-Dupont's..... 3 25 Kegs..... 1 90 Quarter kegs..... 1 19 1 lb cans..... 30 18 Choke Bore-Dupont's..... 4 25 Kegs..... 2 40 Quarter kegs..... 1 35 1 lb cans..... 34 Eagle Duck-Dupont's..... 11 00 Kegs..... 5 75 Quarter kegs..... 3 00 1 lb cans..... 60 <b>HERBS.</b> Sage..... 15 Hops..... 15 <b>INDIGO.</b> Madras, 5 lb. boxes..... 55 S. F., 2, 3 and 5 lb. boxes..... 50 <b>JELLY.</b> 17 lb. palls..... @ 1 0 30 " " " " @ 80 <b>LICORICE.</b> Pure..... 30 Calabria..... 25 Stetly..... 12 Root..... 13 <b>LYE.</b> Condensed, 2 doz..... 1 20 4 doz..... 2 25 <b>MINCE MEAT.</b>  Mince meat, 3 doz. in case. 2 75 Pie preparation, 3 doz. in case..... 3 00 <b>MEASURES.</b> Tin, per dozen..... \$ 1 75 Half gallon..... 1 40 Quart..... 70 Pint..... 45 Half pint..... 40 Wooden, for vinegar, per doz. 1 gallon..... 7 00 Half gallon..... 4 75 Quart..... 3 75 Pint..... 2 25 <b>MOLASSES.</b> Blackstrap..... 1 Cuba Baking..... 16 Ordinary..... 16 Porto Rico..... 20 Fancy..... 20 New Orleans..... 18 Good..... 22 Extra good..... 27 Choice..... 32 Fancy..... 40 One-half barrels, 3c extra.
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PICKLES, Barrels, 1,200 count... 4 00; Half bbls, 600 count... 2 00; PIPES, Clay, No. 216... 1 70; POTASH, 48 cans in case... 4 00; RICE, Carolina head... 5 00; SOAPS, Allen B. Wrisley's Brands... 3 30; SAL SODA, Granulated, bbls... 1 14; SEEDS, Anise... 15; STARCH, 20-lb boxes... 5 1/2; SUGAR, Below are given New York prices...; SYRUPS, 100 3-lb. sacks... 2 10; TABLE SAUCES, Lea & Perrin's, large... 4 75.

SALERATUS, Packed 60 lbs. in box... 3 30; SEELY'S EXTRACTS, Lemon, 1 oz. F. M. 1 50 doz... 10 20; SOAP, American Family, wrp'd... 3 40; Scouring, Sapolio, kitchen, 3 doz... 2 40; SUGAR, Below are given New York prices...; SYRUPS, 100 3-lb. sacks... 2 10; TABLE SAUCES, Lea & Perrin's, large... 4 75.



TEAS, JAPAN-Regular, Fair... 17; SUN CURED, Fair... 17; BASKET FIRD, Fair... 18; GUNPOWDER, Common to fair... 25; OOLONG, Common to fair... 23; IMPERIAL, Common to fair... 23; YOUNG HYSON, Common to fair... 18; ENGLISH BREAKFAST, Fair... 18; TOBACCOS, Fine Cut, P. Lorillard & Co.'s Brands... 30; Plug, Spearhead... 39; Smoking, Catlin's Brands... 17; VINEGAR, 40 gr... 7 28; WET MUSTARD, Bulk, per gal... 30; YEAST, Magic... 1 00.

WOODENWARE, Tubs, No. 1... 6 00; BOWLS, 11 inch... 90; BASKETS, market... 35; INDURATED WARE, Pails, No. 1... 3 15; HIDES, Green... 2 2 1/2; FELTS, Shearings... 5 20; WOOL, Washed... 12 17; MISCELLANEOUS, Tallow... 4 1/2; GRAINS and FEEDSTUFFS, WHEAT, No. 1 White... 52; MEAL, Bolted... 1 40; CORN, Car lots... 44; OATS, Car lots... 41; HAY, No. 1 Timothy... 11 00; FISH and OYSTERS, Whitefish... 8; OYSTERS-CANS, F. J. Dettenthaler... 75; SHELL GOODS, Oysters, per 100... 25 1/2.

PROVISIONS, The Grand Rapids Packing and Provision Co quotes as follows: PORK IN BARRELS, Mess... 13 00; SAUSAGE, Pork, links... 7 1/2; LARD, Kettle Rendered... 8 1/2; BEEF IN BARRELS, Extra Mess, warranted... 7 50; SMOKED MEATS, HAMS... 9 1/2; DRY SALT MEATS, Butts... 8; PICKLED PIGS' FEET, Half barrels... 3 00; BEEF TONGUES, Carcass... 6 1/2; FRESH PORK, Dressed... 6 1/2; MUTTON, Carcass... 6 1/2; VEAL, Carcass... 5 1/2; CROCKERY and GLASSWARE, LAMP BURNERS, No. 0 Sun... 45; LAMP CHIMNEYS, 6 doz. in box... 1 75; STONWARE-AKRON, Butter Cocks... 06; STONWARE-BLACK GLAZED, Butter Cocks... 07.

## THE COXEYITE OUTBREAK.

Whatever may have been the fears entertained by timid people of danger from the Coxeyite outbreaks, they have been completely dissipated by the events of the past two or three weeks. Even in their most virulent forms, these outbreaks should not be alarming to a rational observer. In dimensions and in violence they are far less formidable and less difficult to deal with than are the strikes of miners, factory hands and railroad employees which have been so frequent of late years, and which, at this moment, are keeping large areas of the country in turmoil. Indeed, it is a significant fact that the Coxeyites in the West comprise a sufficient force of railroad men to run trains and to overcome the obstacles put in their way by the officers of the companies whose property they have seized. The whole thing is only the newest and most recent phase of that impatience of orderly proceeding and that disregard of the restraints of law which characterize so many of our people, and which they manifest whenever they are opposed in attaining their wishes.

A labor strike is essentially nothing more than a refusal of the strikers to work for an employer whose employment is not satisfactory. Either the wages offered are too small or the hours of labor are too long, or non-union workmen are engaged, or there is something else which is regarded as a sufficient reason for not continuing work. It is precisely like a refusal of the owner of a piece of real estate or merchandise to accept the offer which a would-be buyer makes him. He thinks he can do better by holding off, and he holds off accordingly until he finds another customer who is more liberal in his views or until he modifies his own. Conversely, he expects the dissatisfied applicant to seek for a better bargain elsewhere, and to make it if he finds an opportunity. But by one of those inconsistencies we so frequently remark in human nature, most of the workmen in this country who have their labor to sell are not content when the terms offered for it do not suit them with merely refusing to sell it. They not only set about preventing, by persuasion or by threats of their displeasure—which is in the present state of morality allowable—other workmen from going to work for the employer with whom they differ, but if persuasion and threats fail they resort to violence—Railroad strikers, rather than let the road be operated by new men, obstruct the tracks, disable engines, uncouple cars, and wound and kill engineers and brakemen. Miners on a strike destroy pumps and engine houses, drive off other incoming miners, and by every means in their power endeavor to make a continuance of mining impossible. Striking factory hands mob and maltreat those who have taken their places, and blow up factory buildings.

It is, indeed, true that as much calmness and self-restraint cannot be reasonably expected of men who have labor to sell, and who, failing to sell it, are obliged to endure physical privation, as from those who deal in other commodities. The owner of a house or a horse or a bale of goods is usually in a condition to await without much suffering a favorable market, whereas the man who depends upon his daily wages for bread is, in every dispute relating to them, fight-

ing for his life. The answer to this is that the competitors for the jobs refused by the strikers are also fighting for their lives, and that, if our civilization amounts to anything, the rest of the community should not be compelled to witness a combat between the two which interrupts its peace and destroys its industries. Still, the fact remains that strikes are frequently attended with violent acts by strikers, and it must be recognized as a fact.

It is also true that the Coxeyite rioters are not workmen struggling to retain employment and to get the best compensation they can for their labor, but, on the contrary, are mostly mere vagabonds. Some of them, as for instance, those from Nebraska and Oregon, who know how to run railroad trains, have evidently been at some previous time in their lives engaged in mechanical occupations. But their present purpose is not to get work at either high or low wages. In fact, it seems to be conceded that when work is offered them they refuse it. Still, they have adopted the methods of striking workmen, and have followed them so closely that it is only fair to infer that their outrages upon private rights are of the same class, and the legitimate fruits of the same shortsighted but mischievous reasoning. As successful strikers by the use of force drive off rivals, and secure work on the terms they themselves dictate, so the Coxeyites secure food, shelter and transportation by threats, and, if threats fail, by violence.

It is also to be noticed that the Coxeyites receive from the people of the country through which they pass the same sympathy and assistance that are frequently bestowed upon strikers, however unreasonable their demands and however brutal the methods they employ in enforcing them. At Omaha the working population almost unanimously assisted them in seizing a railroad train and getting transportation free of cost. The head of the Knights of Labor organization threatened to tie up a railroad whose officers had refused to carry them over their road. The Governor of Oregon and the Governor of Iowa have treated them with the most respectful consideration. At numerous points along their march people have given them money and provisions to help them on their way, partly, indeed, from fear and from a desire to be rid of their presence, but also partly from compassion. Even Senators and Representatives in Congress have defended them as worthy citizens seeking only their lawful rights.

Undoubtedly, these outbreaks, where they do not ingloriously die away for want of support, as they have done in the East, will be suppressed, as they already have been in some measure in the West, by the strong hand of the Federal if not the State Executive. In dimensions and in violence they do not, as I have said, compare with half a dozen labor union riots which have occurred within the last few years, and which have also been successfully met and overcome by the officers of the law. Besides, they have so little reason for their existence, and the purposes which their leaders put forward as pretexts for organizing them are so absurd, that the public favor they enjoy, disproportioned as it is to their merits, is, after all, quite inconsiderable. That they should take

place at all, and that they should be countenanced by any portion of our people, is, however, a painful indication.

More painful and remarkable is it that the sympathizers with the men engaged in these exhibitions of lawlessness comprise, like the sympathizers with riotous strikers, a large number of highly educated and otherwise intelligent people. When the Homestead strikers, two years ago, rose from their beds at the dead of night, invaded the premises of the Carnegie Steel Company, and shot down the men who came with the peaceable and lawful purpose of guarding the company's property against depredation, numerous newspapers, religious as well as secular, took up their cause and justified their conduct, clergymen preached sermons excusing them and condemning their victims, and Senator Palmer of Illinois declared on the floor of the United States Senate chamber that they were doing no more than defending their own homes and their own property. In the same way the uprising of the Coxeyites is represented by writers and speakers all over the country as the action of an outraged and indignant people, goaded to desperation by their oppressors, and turning upon them as the only way of regaining their liberty.

Hearing and reading all this crazy talk, I am disposed sometimes to think that those who indulge in it have gone insane through excessive intellectual cultivation unaccompanied by practical experience of life. Civilization has so multiplied our physical comforts, and years of immunity from wars and pestilence have delivered so many of us from the necessity of bodily exertion, that our diseased imaginations exaggerate to the dimensions of a calamity the comparative hardships of the laboring masses. A morbid philanthropy has sprung up and diffused itself among us which, contrasting the luxury of the rich with the simple life of the poor, insists that the poor are wretched and miserable and that society must be overturned and reconstructed in order to redress their wrongs. They forget that the most wretched, tenement-house apartment of to-day is more comfortable than the palaces of kings were a few centuries ago, and that the worst paid laboring man is better sheltered, clothed, fed, lighted and warmed than were the European nobility in the dark ages. Certainly he is far better off than the Indian savages who roamed over the country in the days of Columbus. That the lot of the poor is still inferior to that of a few of their fellow beings more favored by fortune is no reason for abetting riot, arson, pillage and highway robbery, and those who countenance these crimes are as great enemies to society as those who commit them. MATTHEW MARSHALL.

People are demanding a distribution of wealth; but the people who make this demand have no wealth of their own, and, therefore, possess no practical knowledge on the subject. The well-informed people, those who have money, do not, it will be observed, favor any such idle notion.

## Valid Reasons for Reducing the Price.

Customer: I see that you are reducing prices; the last time I got this paragon mixture it was 70 cents, but now I get it for 60.

Druggist: Yes: Our new clerk was discharged from his last place for making a mistake and killing a man, and we get him so cheap now that we have cut down our prices.

## 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.

## SHOE DRESSINGS.

	Per Doz.
DANDY POLISH for Russett Shoes	\$1 75
TAN SHINE " " "	1 75
WHITETORE'S RUSSET CREAM	1 75
WHITE'S RUSSIA for Russett Shoes	1 75
SATINOLA " " "	1 60

GILT EDGE, RAVEN GLOSS,  
THE "400," GLYCEROLE,  
THE IDEAL, "C.C.", TOPSY,  
BIXBY'S ROYAL, BROWN'S,  
KEYSTONE, BOSTON POLISH.

## HIRTH, KRAUSE &amp; CO.,

Headquarters for SHOE STORE SUPPLIES.

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

## QUALITY

is the first thing to be considered when buying soap, after that comes the question of price. If you handle the

## ATLAS BRAND

the first is guaranteed, the second speaks for itself. Send sample order and see for yourself.

Made only by

HENRY PASSOLT,  
SAGINAW, MICH.

## 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

LOOKS LIKE LOOSENESS.

Status of Things in the City Poor Department.

One of the marvels of the times is the manner in which the business of most large cities is transacted. Take the method by which the disbursement of the poor fund of this city is effected, for instance. A Director of the Poor is elected by the city, and a Committee on Poor is appointed by the Mayor. The Director is elected by the people to disburse the poor fund and see that the city is not imposed upon, either by applicants for relief or by the people from whom supplies are purchased. As a matter of fact, the Director has nothing to say about the purchasing of supplies. This—one of the most important functions of his office—has been usurped by the Committee on Poor, who buy what and from whom they please. To illustrate how beautifully this system works: The Committee contracted for so many cords of wood at \$1.90 per cord. The contractor was supposed to deliver good hard wood for the price, which was certainly high enough. Much of the stuff actually delivered was unfit for use and was composed of elm, ash and other soft wood and some hardwood, and most of it was limbs and so wet and soggy as to be worthless. The contract was so loosely drawn up that there was no way of evading the payment of good hardwood prices for trash.

Another instance: Supplies for the city physician's department have, until recently, been purchased at retail drug stores. Pills have been purchased in bottles containing 2,300 each. They have cost the city in the past \$23 a bottle, or a cent apiece. Director Moerdyke had the presumption to go to a wholesale drug house and buy the pills for \$3 a bottle. He saved the city \$20 on that one purchase, but with the Committee it was not a question of economy—their official dignity was at stake and Mr. Moerdyke must be rebuked. The Committee threw the bill out and gave the Director plainly to understand that, in future, they would do the buying; but as the city charter gives the Director authority to make the necessary purchases, they were compelled later to pay the bill. Will some one give the reason why the Committee would rather give a retail drug store \$23 a bottle for pills, than to give a wholesale store \$3 for exactly the same goods? There is only one inference to be drawn and that is that the Committee "stands in" with the retail stores. If not, why do they seem to be so anxious to pay nearly eight times as much as the goods ought to cost?

Another instance of business-like(?) methods: The City Physician purchased some supplies for his office. They were delivered and Dr. Best asked for the bill and was told that all bills were sent direct to the Controller. Instead of having the bill o.k.'d by the person who ordered the goods, and who might be expected to know whether his order had been properly filled, or if the city had been overcharged or not, it was sent to a man who had absolutely no knowledge of the matter whatever. Why? Would it not have "looked" better if Dr. Best had been permitted to "check off" the invoice? It would seem so, at least, to a disinterested party. Instances of the nature of the foregoing might be multiplied indefinitely, but the above will suffice to show that the Committee

is not working in the interests of the city, but for themselves and for their friends from whom they buy supplies. Mr. Moerdyke is held responsible for the disbursement of the Poor Fund, yet he has absolutely nothing to say as to how it shall be expended, and if he wishes to know how the money is being spent, must go to the Controller to find out. This is wrong in principle and mischievous in results and should be remedied at the earliest opportunity.

As to the method of dispensing the city's benevolence: At present application is made to the Director, that gentleman makes out an order, and it is taken to the city supply store and filled. Here, too, the Committee buys all the supplies, claiming, because they buy at wholesale, that a great saving is effected; but when changes in the market, and the fact that one or more clerks are constantly required whose salaries make no inconsiderable item in the expense account of the department are taken into account, it will be seen that the balance is likely to be on the wrong side of the ledger. Much of the buying, also, turns out as did the Committee's speculation in wood. Then the system of keeping a city supply store and giving out goods on orders is a vicious one in its moral results. Numbers of children are constantly to be seen in and about the supply store, sent there, doubtless, by their parents, but all the same, from their associations, becoming rapidly pauperized, to take their places later on as city charges, or to roam the country as tramps. There should be a change made in this department of the work. The Director should be empowered to issue orders on retail stores for stated amounts, each dealer to furnish an itemized account of the articles provided and to sign a certificate that no money, liquor or tobacco has been furnished on the order. The orders should be drawn on stores which do not deal in liquors. This is the method employed by Detroit and other large towns, and, if used here, would undoubtedly result in a large saving to the city.

Mr. Moerdyke's communication to the Common Council on the subject should be read by every advocate of economy, and pressure should be brought to bear upon the aldermen to persuade them to make the changes recommended by the Director. But the funny thing about it is that the communication was referred to the Committee on Poor. All the trouble has arisen from the usurpation by that Committee of powers which rightly belong to Poor Director Moerdyke. No one could expect a favorable report from the Committee under the circumstances. Perhaps the Council did not want a favorable report.

DANIEL ABBOTT.

The Value of Poverty.

Poverty is uncomfortable, as I can testify; but nine times out of ten the best thing that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself. In all my acquaintance I never knew a man to be drowned who was worth the saving. It is the pride of every American that many cherished names, at whose mention our hearts beat with a quicker bound, were borne by the sons of poverty, who conquered obscurity and became fixed stars in our firmament. There is no horizontal stratification in this country, like the rocks in the earth, that hold one class down below forevermore, and let another come to the surface to stay there forever. Our stratification is like the ocean, where every individual drop is free to move, and where from the sternest depths of the mighty deep, any drop may come up to glitter on the highest wave that rolls. JAMES A. GARFIELD.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table listing various candies, fruits, and nuts with prices per lb., cases, bbls, and palls. Includes items like Standard Candy, Boston Cream, English Rock, and various nuts and oils.

MICHIGAN CENTRAL

"The Niagara Falls Route." (Taking effect Sunday, Feb. 11, 1894.) Arrive. Depart 10:30 p.m. Detroit Express 7:00 a.m. 5:30 a.m. Atlantic and Pacific 11:20 p.m. 1:30 p.m. New York Express 5:20 p.m. Daily. All others daily, except Sunday. Sleeping cars run on Atlantic and Pacific express trains to and from Detroit. Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:55 p.m., arriving at Grand Rapids 10:30 p.m. Direct communication made at Detroit with all through trains over the Michigan Central Railroad (Canada Southern Division). A. ALMQUIST, Ticket Agent, Union Passenger Station.

CHICAGO March 18, 1894 AND WEST MICHIGAN RY.

Table showing train schedules for Chicago and West Michigan Railway, including routes to Grand Rapids, Petoskey, and Saginaw.

DETROIT FEB. 11, 1894

Table showing train schedules for Detroit, including routes to Grand Rapids, Saginaw, and other nearby cities.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Table showing train schedules for Detroit, Grand Haven, and Milwaukee Railway, including eastward and westward routes.

Table showing train schedules for Grand Haven and Intermediate points, including Grand Haven and Muskegon.

Grand Rapids & Indiana

Table showing train schedules for Grand Rapids and Indiana, including routes to Grand Rapids, Saginaw, and other locations.

## WHOLESALE GROCERS.

## Report of the Annual Meeting of the Michigan Association.

The second annual meeting of the Michigan Wholesale Grocers' Association convened at Elk's Hall, Grand Rapids, May 15, being called to order at 10 o'clock a.m. by President R. O. Wheeler, who read the following annual address:

We are met here to-day to celebrate our first birthday; for, although our organization dates from a few months more than a year ago, like "Rip," we won't count that, as we were not very wide awake for several months of that time; so we may fairly count our experience as dating from our annual convention a year ago.

The remarks made a year ago regarding methods of business, comparing competition, concentration and combination, have been fully borne out by subsequent events.

As you are well aware, our main trouble has arisen from the competition of dealers in States which were unorganized, and we see already fulfilled the prediction, made by your presiding officer in Chicago in January, 1893, that the Equality plan would not pause until it embraced all of the States east of the Missouri River. In much less time than was anticipated this result has been attained; the four States of Illinois, Wisconsin, Iowa and Minnesota have entered the combination within the past 30 days, while Indiana has completed her organization; so that Michigan, from being the frontier State in the movement, is now 400 miles East of the Western limit, and the city of Detroit occupies almost exactly the central point between the Atlantic Coast and the Missouri River. We have not moved, but the tide has rushed on.

These are times of rapid achievement, and concentrated action bears fruit almost before we are aware of it. We are apt to wonder at results, because we do not adequately weigh causes. While we have passed through the most trying ordeal of a stringency that has forced many large moneyed institutions to close their doors, we all, without exception, stand with our doors wide open, ready to welcome, with undiminished enterprise, every stranger, and every friend, too, who comes to buy goods, if he has the money.

While it is true that margins, in many instances, have been reduced, yet we have realized a compensation in the adjustment of the sugar question which has gone far to uphold the average of profit. Great interests have united in opposition, with strong endeavor to break our unity, but without success, and our steadfastness has won for us what no unorganized effort could have accomplished. The experience of the past year, in its unity of purpose and adaptation of means to an end, will stand as an enduring monument in the history of achievement in the business we represent in this State.

While we may justly congratulate ourselves on what has been done, we should but use the power already obtained in the further adjustment of matters of importance that will claim and demand attention in the future.

Our work is not yet done. Most important, perhaps, may be enumerated, the undue expense of obtaining business and the risks of credit in percentage of losses on sales.

It is suggested by a salesman that grocers make fixed prices on leading goods and the salesmen enter into an agreement to adhere to those prices.

The adoption by our Association of a system of references by retailers to dealers would assist in the opening of new accounts. I am aware that this is largely done now, but, if insisted upon in every instance, many mistakes might be avoided.

In almost every failure, we are surprised at the number of the creditors. By the scramble for trade credit has been made too cheap. No doubt the times have been drawn closer in the past eight months, but there is large room for more systematic action.

The action of Congress is awaited with anxiety by all business men, to know whether a system of finance shall be adopted that will inure to the advancement of the great interests of the whole country or whether we shall be forced to endure continued curtailment of all manufacturing and industrial enterprises, with the resulting increase of labor troubles that have been so marked in the last few months.

Business sagacity would indicate caution in transactions for the immediate future, at least until the crops are safely harvested. These are the increase of the field, and if to them can be added the output of the mines, the labor troubles would be measurably solved, as well as many difficulties that surround general business, the purchasing power of the people being thus increased. No doubt we are suffering the loss from active use of a very large amount of money spent by our citizens on account of the Great Fair at Chicago. This has been estimated as high as ten millions of dollars, and must, of necessity, affect the present conditions.

As in all cases of general and widespread disaster, recovery is retarded by distrust, and delay in returning confidence makes progress in the right direction slow and begets impatience. As I see it, there is a large element of safety in our line of business, from the fact that all commodities are low in price today, and any change must be for the better.

We, therefore, enter upon our second year with full confidence that improvement will be manifested as time passes. We have "crossed the Rubicon;" let us fulfill all obligations faithfully and cement more firmly the fellowcraft of friendship among ourselves which has already had so fair a growth, and endeavor to increase effort in every direction of added usefulness, and make the very name of our Association the synonym of honesty, integrity and enterprise.

Wm. Widdicomb, chairman of the Executive Committee, presented a report, congratulating the Association on the acquirement of full Equality in the sale of sugar and the adjustment of interstate relations and deploring the failure to maintain Equality on package coffee on account of peculiar and unfortunate conditions existing among the coffee roasters. Accepted.

Wm. Judson, Treasurer, presented his report, showing total receipts of \$3,432.49 and disbursements of \$3,407.51, leaving on hand a balance of \$24.98. Each member contributed \$75 to the common fund. The report included a suggestion that some equitable plan be devised by which the resources of the Association may be raised. Accepted and adopted. The chairman appointed as a committee to consider the recommendation Messrs. Gould, Lemon and McMorran. On motion, Mr. Judson was also added to the committee.

Messrs. Symons, Brace, Robson, Cady, Armstrong and Musselman were appointed a Committee on Resolutions, to consider the recommendations in the President's address and any other resolutions which might be referred to it.

The Secretary read letters of regret from Severin, Ostermeyer & Co. (Indianapolis); Clark, Mason & Co. (Adrian); J. F. Halladay (Battle Creek); Kidd, Date & Co. (Benton Harbor); Pearce, Coleman & Brownell (Kalamazoo); Jas. S. Stewart (East Saginaw); also a cablegram from B. L. Desenberg (B. Desenberg & Co., Kalamazoo), who is now traveling in Germany, offering the Association his best wishes and suggesting that Mr. Widdicomb be kept at the head of the Executive Committee.

Addresses were made by E. E. Dow (Pliny, Watson & Co., Toledo), G. J.

Reed (Corbin, May & Co., Chicago) and Geo. Griffin (Schull Co., Indianapolis).

On motion of W. I. Brotherton, the chairman appointed a Nominating Committee, composed of W. I. Brotherton, C. Elliott, H. Montague, Wm. Judson and J. S. Smart. The same gentleman moved that it be the sense of the convention that Wm. Widdicomb be continued at the head of the Executive Committee, which was adopted.

## AFTERNOON SESSION.

At the opening of the afternoon session, the Nominating Committee recommended the election of the following gentlemen as officers of the Association for the ensuing year:

President—W. J. Gould, Detroit.

First Vice-President—James Stewart, Saginaw, E. S.

Second Vice-President—John Robson, Lansing.

Treasurer—Wm. Judson, Grand Rapids.

Executive Committee—Wm. Widdicomb, chairman; James Edgar, W. I. Brotherton, W. H. Brace, S. M. Lemon, C. Elliott, H. S. Griggs, J. W. Symons, H. Montague.

Directors—D. L. McMorran, A. Wierengo, Frank Jewell, Thos. Bromley, Jr., John Walsh.

The report was unanimously adopted. The Committee on Resolutions recommended that the President's suggestion relative to scheduling terms and discounts be adopted; that the suggestion relative to the jobbing trade maintaining manufacturers' prices on contract goods be approved; that the suggestion relative to the Secretary issuing a circular letter of explanation to the retail trade be disapproved; that the suggestion relative to the formulation of an agreement among traveling salesmen to maintain prices be referred to the Secretary for investigation and report. The report was accepted and adopted.

The same Committee recommended the adoption of the Rules of Practice in use by the Illinois Association, with the exception of Rule 5 and slight amendments to Rules 1 and 6. This report provoked a long and animated discussion, especially Rule 5, which was strongly advocated by some members and strongly denounced by others. At the conclusion of the discussion the following form of Rules of Practice were adopted for the government of the Association:

## RULE I.

A charge for cartage shall be made upon all goods, excepting sugars, shipped by rail or water, of not less than two cents per hundred weight, by all members of the Association, excepting W. M. Hoyt Company, which shall include cartage on all goods delivered by jobbers in cities where they reside; no charge to be less than five cents.

## RULE II.

A charge shall be made for all packing boxes and packing bags used in the delivery of goods sold, which charge shall equal the cost thereof.

## RULE III.

Sugars shall not be sold on longer time than 30 days, nor at a greater discount than 1 per cent. for cash within 10 days sharp; or after 10 days, interest allowed only at the rate of 6 per cent. per annum for the unexpired time.

## RULE IV.

All payments for goods must be made in funds that are at par at the point from which the sale of goods was made.

## RULE V.

No collections shall be made from customers by traveling salesmen excepting in cases of insolvency of the debtor, or in towns where there is neither a bank, money order office nor express office.

## RULE VI.

No goods shall be sold cartage and freight paid, excepting at railroad sta-

tions where there is no agent, and excepting such goods as are sold by manufacturers at a delivered price, though freight and cartage shall be charged to buyer where there is no railroad agent.

Rule 1 was construed by the chairman as excepting hay, straw, feed, flour, oil and pork.

Rule 5 was construed as not applying to city salesmen.

Resolutions of thanks were tendered the retiring President and two beautiful paintings were presented to Wm. Widdicomb for his zeal in behalf of the Association.

Wm. Judson, President of the Grand Rapids Wholesale Grocers' Association invited the members to partake of a banquet at the Morton House in the evening, which was accepted.

The meeting then adjourned.

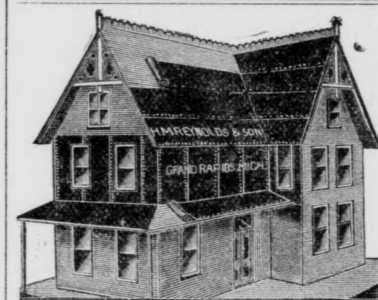
## THE BANQUET.

The banquet tendered the visiting jobbers by the local Association was one of the most unique and enjoyable affairs of the kind ever undertaken in this city. The tables were arranged in the form of an X, were beautifully decorated, and the menu was toothsome and admirably served, reflecting credit on both hosts and hotel. Pertinent responses to conventional toasts were made by several gentlemen, some of which will appear either in whole or in part in subsequent issues of THE TRADESMAN. Taken as a whole, the visiting grocers had every reason to be pleased with their reception in Grand Rapids, as no feature which could add to their enjoyment was omitted.

## From Out of Town.

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

J. E. Gray, Caledonia.  
J. P. Fetz, North Dorr.  
A. Bechtel, Caledonia.  
Henry Ewing, Morley.  
C. B. Lovejoy, Big Rapids.  
W. Lawton, Berlin.  
W. J. Roche, Lake City.  
E. A. Bowen, Kent City.  
F. Roman, Kent City.  
Frank Hamilton, Traverse City.  
S. E. Wait, Traverse City.



## ASPHALT FIRE-PROOF ROOFING

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

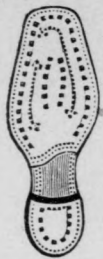
The best Roofing for covering over Shingles on old roofs of houses, barns, sheds, etc.; will not rot or pull loose, and when painted with our

## FIRE-PROOF ROOF PAINT,

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

**H. M. REYNOLDS & SON,**  
Practical Roofers,

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



RINDGE, KALMBACH & CO.  
12, 14 and 16 Pearl St.

**RIVER SHOES**

WE KNOW HOW TO  
MAKE THEM,

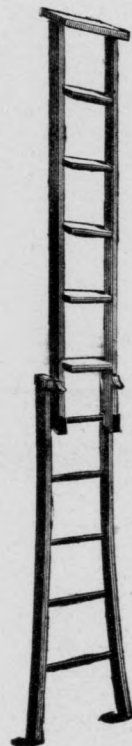
If you want the best for Style,  
Fit and Wear, buy our  
make. You can build  
up a good trade on our  
lines, as they will give  
satisfaction.

We Manufacture and Handle only Reliable Goods.

AGENTS FOR THE  
**BOSTON RUBBER SHOE CO**

Again Made and Again Sold in Large Quantities

THE GRAND (formerly Rickard) LADDER.



As an Extension Ladder.

Is the only Practical Combination Step and  
Extension Ladder Made.

Easily Adjusted from a Step Ladder to an Extension  
Ladder of any Height.



As a Step Ladder.

Patented Dec. 23, 1884.

Clear Norway Pine and Malleable Iron Castings.

Especially Adapted for Tanners or Fruit Growers'  
Use. Can Work on Both Sides.

4 foot, making 7 feet when extended	\$1 75
5 " " 9 " " "	2 00
6 " " 11 " " "	2 25
7 " " 13 " " "	2 75
8 " " 15 " " "	3 00
9 " " 17 " " "	3 50
10 " " 19 " " "	4 00
12 " " 23 " " "	4 50

WRITE FOR DISCOUNT.

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

**UNIVERSAL SCREW DRIVER and BRACE.**

Patented.



NO. 1



NO. 2.



NO. 3.

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

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

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

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

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

WRITE FOR CIRCULAR.

**S. F. BOWSER & Co., Man'rs.**  
FORT WAYNE, IND.

**THE NEW YORK BISCUIT CO.**

The  
BEST

are  
the  
**CHEAPEST.**

Sears

Iced Coffee Cakes,  
Michigan Frosted Honey,  
Symour Butters,  
Graham Crackers,

are  
the  
BEST.

A I D  
A  
BOX  
OR  
BARREL  
OF  
ROYAL TOAST  
TO  
YOUR  
NEXT  
ORDER  
SOMETHING NEW  
AND A  
GOOD SELLER.

Watch out for our new spring novelties. They are  
sellers.

**New York Biscuit Co.,**  
S. A. SEARS, Manager,  
GRAND RAPIDS, MICH.

# For Less Than 99 Dollars.

**H. LEONARD and SONS**

Will furnish a Complete Stock of Staple Crockery and Glassware.

**IF YOU DON'T** carry this line of goods think this over and read carefully our list given below. Crockery and Glassware are staple, never go out of style, take up but little room and pay a good profit.

**IF YOU DO** handle Crockery and Glassware, we can interest you in some of our new assorted packages. Write for complete list and illustrations of our new assorted packages of Glassware, the "Majestic" and mammoth assorted packages are proving themselves great sellers.

## A Complete Stock of Staple Crockery and Glassware.

- |     |  |       |
|-----|--|-------|
| ONE | Original assorted crate of Alfred Meakin's Best English White Granite, containing a good assortment of all staple pieces of crockery the new Henshall Shape. This is the best white ware in the World and has a reputation that no other ware has. If you always keep the best you are sure to please your customers and gain trade. | 66 26 |
| ONE | Of our Brown or Gray Albany 100 Piece Dinner Sets, this is our English make and extra good value for the price.  | 7 00  |
| ONE | Of our Burmese English Decorated 12 Piece Toilet Sets in Brown or Blue Decoration  | 3 75  |
| ONE | Of our 1255 Belle Decorated 8 Piece Toilet Sets with Slop Jar. Neat decoration in Brown or Blue with Gold Lines on the edge of all the pieces.   | 3 50  |
| ONE | Of our Ariel Decorated 56 Piece English Tea Sets in Brown, Blue or Pink Decoration   | 3 00  |
| ONE | Original assorted package of our New Majestic pattern of Glassware. This pattern is a direct imitator of Cut Glass and is one of the newest and best selling patterns in the market.   | 11 55 |
| ONE | Assorted package of either Robin or Oriol Engraved Tumblers.   | 3 35  |

**98 41**

We will send any dealer an itemized list and illustrations of any of our New Assorted Packages on application.

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



# ASTORE DO YOU RUN ONE?

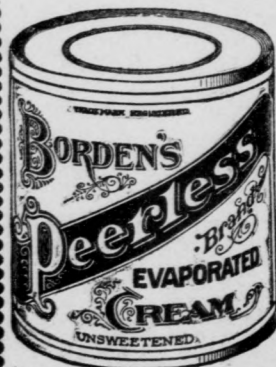
If so, and you are endeavoring to get along without using our improved Coupon Book system, you are making a most serious mistake. We were the originators of the coupon book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business.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

**TRADESMAN COMPANY, GRAND RAPIDS, MICH.**

### SPECIAL NOTICE

#### A BRIEF STATEMENT FOR BUSY MEN.

The New York Condensed Milk Company takes pleasure in announcing that the trade is now prepared to supply you with



### Borden's Peerless Brand Evaporated Cream,

UNSWEETENED; guaranteed to keep under all conditions of temperature. The process used is far in advance of any other method of preserving milk without sugar. Our new plant is constructed especially for this branch of business, and is unequalled in equipment for the various processes employed. Having thoroughly tested all the important points in connection with the milk referred to, we are now prepared to offer the trade, through the jobbing houses, **Borden's Peerless Brand Evaporated Cream, unsweetened**, with entire confidence that it will prove, like our celebrated **Gail Borden Eagle Brand Condensed Milk**, to have no **Equal**. It is thoroughly guaranteed in every respect, and this guarantee is substantial, as every one knows.

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.