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GRAND RAPIDS, JUNE 6, 1894.

NO. 559

EDWARD A. MOSELEY,
TIMOTHY F. MOSELEY.

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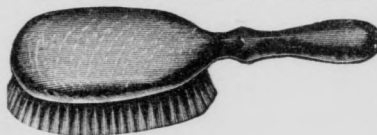
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We have made the handling of Potatoes a "specialty" for many years and have a large trade. Can take care of all that can be shipped us. We give the best service—sixteen years experience—first-class salesmen.

Ship your stock to us and get full Chicago market value.

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ABSOLUTELY PURE GOODS

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Dry Goods, Carpets and Cloaks

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The Largest Assortment of Ribbons
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CREAM FLAKE BAKING POWDER

HAS NO SUPERIOR - BUT FEW EQUALS
THE ONLY HIGH GRADE BAKING POWDER
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6 OZ. CAN 10 CTS. 1 LB. CAN 25 CTS.

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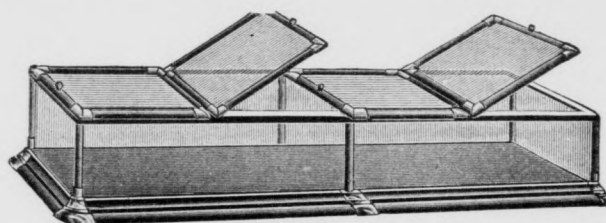
Dress Goods, Shawls, Cloaks,
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Flannels, Blankets, Gingham,
Prints and Domestic Cottons.

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

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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JUNE 6, 1894.

NO. 559

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

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Grand Rapids, Mich.

ESTABLISHED 1841.

THE MERCANTILE AGENCY

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TERRORS OF THE TEA TRADE.

The drummer had finished a somewhat startling story of adventure in the west, and was feeling pretty sure that nobody else in the smoking compartment could copper his ace, when a white-haired man who had been a silent listener, cleared his throat in that unconsciously suggestive way people have, when they are about to make a speech or converse at length. Everybody looked at the white-haired man and he accepted it as an invitation to proceed with his remarks, which he did.

"I am not quite as old as my white hair might lead you to suppose," he said, "and still I am past 50."

"May be it was early piety," suggested the drummer.

"Hardly," smiled the story teller; "on the contrary, a lack of it was the indirect cause. When I was about 22 my father wanted me to go into business, but that was not to my taste, as he had money enough to let me live in idleness. I was a fast young man, and after two or three bad outbreaks, the old gentleman gave me \$2,000 and sent me to China to look after some tea interests he had there. I objected, but he said it was that or no more money, and I went to China. I rather liked it after I got there, and I proceeded to spread, said spreading taking me, at last, into that part of the country where a foreigner had no show whatever. Here I managed to provoke the wrath of some native tea merchants and the first thing I knew, I found myself in prison with the agreeable information added that I was a spy and that I was to be executed sometime within a month. There were no other foreigners in the town at the time of my incarceration, and if any came after I was locked up, I had no means of knowing it, or communicating with them. The prison was a peculiar one and the method of punishment still more so. The building consisted of two towers over a hundred feet in height, connected at the top by an open wicker work covered bridge of bamboo, about seventy-five feet in length. This bridge, as I subsequently had reason to know, was a series of trap doors, each one connected by a rope with one of the towers. Beneath it on the ground was a rough stone pavement, connecting the towers, and fifty feet in width, that being the width of the towers. Scattered about over this pavement were iron and bamboo spikes, varying in height from a foot to twenty inches. Some of these were quite close together, and others were a dozen or more feet apart, and I presume there were thirty of them in all. Into the cell or room in which I was placed, were fifteen malefactors, all of whom were under sentence of death, and I confess that my surroundings were anything but what I should have chosen for myself, if I had been consulted in the matter. The next day, I had what was called a trial, and perhaps it was, I was not present, and it may have been exactly as represented. In any event, I

was informed that it had gone against me and my life must pay the forfeit. This information did not have a cheering effect on me and I began to wish I had been a good boy and staid at home.

"I tried to get word out to my friends in Canton, but every effort failed, and at last I gave it up and concluded to meet my fate the best way I could. I had been shut up one week when my fellow-malefactors and myself were told that our turn had come to take daily exercise, though why we needed to improve our health I could not see, and that the next morning at sunrise we would be taken for a promenade. I was in no promenading humor the next morning, but after one or two prods with a sharp bamboo spike I thought I might be in need of it, so I moved off in single file with the others. We were taken up to the top of the tower to a room opening out on the bridge, and there we were instructed to walk about six feet apart, and one by one we passed out on to the bridge. I was the fifth man out, and when I stepped into the clear sunshine of a beautiful June morning and looked over the low railing down upon a glorious expanse of hill and vale stretching away for miles, and breathed the fresh, cool air, I don't think I could have had less inclination to give it all up. But the prospect was suddenly disturbed and I soon had occasion to think about something else. When I had gone half across I heard a click behind me, and looking around I saw the man next after me throw up his hands and with a scream dropped suddenly through the bridge, and as suddenly the trap closed and there was no sign of it. The bridge was so narrow that I could not help looking over the rail, and whirling through the air I saw the malefactor headed for that stone pavement, with its accompanying spikes. Then I tried to look away and could not, and with a thud he hit the stone, bounced once and lay still. He had been fortunate enough to miss a spike below. During this terrible moment the promenade continued, and just as the man immediately in front of me was about to step into the tower from the bridge I heard that ominous click again, the man disappeared, and as I stepped off the bridge I caught a glimpse of him whirling through the air. Gentlemen," continued the story teller, taking a long breath, "I don't think it is necessary for me to tell you it was a relief to me to get off that infernal bridge."

The drummer assured him that it was not, and told him to go on with his story.

"When we got back to our quarters," he continued, "I had the most utter distaste for exercise I ever had in my life, and would have been glad to have become a tramp and staid one. My fellow prisoners were of the lowest type of natives, and in their abject stolidity, appeared to take this kind of thing as a matter of course. For the remainder of the day I tried to think of something else, but couldn't, and the night was simply one limitless pasture for an indefinite herd

of nightmares. At sunrise we were called to promenade again, and I don't know how I ever got up the courage to try it again, unless it was that the others, as low and stupid as they were, taunted me with cowardice. That nerved me, and I thought I would show them that the foreign dog had as much courage as any of them. On this promenade, not a trap was sprung, and I began to feel better, though just why, is, and was not then, clear to me. The next morning I was as brave as any of them, and went forth to the promenade of death with a smile on my face. It all went, though, when I heard that click again and I saw a man go whirling down and strike on one of the highest spikes below. It bent beneath his weight, and he clutched at it once, but I fancy after falling that far it didn't make much difference whether a man lit on a spike or a bed of roses. It did make a difference though to the spectator, and I should have collapsed and dropped to the floor if the instinctive fear of that trap opening under me had not kept me up. As it was, I managed to finish my journey and as I stepped into the tower I fell in a dead faint. I presume three must have been dropped on this trap, for there were only ten of us at the next roll call. Well, day after day this dreadful strain continued, until on the final morning I went forth alone, and as strange as may seem to you, gentlemen, I felt a fortitude I had not previously experienced. I knew that I should not be forced to hear that terrible click, nor see a body whirling through space below me, and I knew that this was to be the last of the awful promenade, or if it were to be prolonged, that I was not to have companionship, and when the end came it would come quickly. With this feeling, then, I stepped upon the bridge, and began my walk with as firm a step as if I had had the adamant hills for a footway. Once or twice I felt a trap move under my feet, and I shut my eyes and nerved myself for the plunge, but it did not come, and I passed into the tower safely, but with a feeling rather of disappointment than otherwise, for I knew that to-morrow would come, and other to-morrows, making the misery greater by stretching it. But it was not to be, for when I had passed into the tower I was conducted to an official's room, where I was given the only decent meal I had eaten since my arrest, and that was bad enough; my effects were restored to me, and I was given an escort and six hours to make myself scarce in. How I got out I don't know. All I know is that two weeks later I waked up in a missionary's house, and when they let me look at myself in a mirror my hair was as you see it now.

"Months afterwards," concluded the story teller, "I learned that the whole thing was a job put up on me by my tea trade enemies, and that they never had any idea of killing me, but they did want to teach me a lesson in the trade ethics of the interior, and give me a

gentle hint not to trespass on their territory again."

And did you?" inquired the drummer with bated breath.

"Would you?" responded the white-haired man, and the drummer said he would, and the white-haired man said he was a falsifier and came from Chicago, and everybody in the compartment seconded the motion.

WILL J. LAMPTON.

Moral Force the Basis of Race Supremacy.

The greatest power in the world is moral power. It is superior to both intellectual and physical force; it dominates both. The theorist who seeks to form a system of social philosophy on matter and mind, and leaves out the moral and spiritual ingredients, discards the highest and most important element of the trinity of human nature.

It is the moral power of an individual or of a nation that makes its place in the vast turmoil of life. The supreme test of this moral force, the barometer upon whose dial it is read, is the social status of women. According as the mothers, wives and daughters of a race are esteemed, the moral power of that race or nation is to be judged, and its weight and influence in the scale of nations is to be gauged.

The point of honor in every country, be it inhabited by savage tribes or by civilized and enlightened people, is centered in the maintenance of chastity in the women and courage in the men, and this is not mere animal courage, but moral force. Honor must have a moral basis. In the days when Rome boasted of the virtue of her matrons and the purity of her maidens; when a Roman mother, like Cornelia, could boast of her sons as jewels more precious than the sparkling product of Oriental mines, Rome possessed a moral power that made her the mistress and conqueror of the world. When Rome had adopted all the vices and profligacies of the corrupt Asiatics whom her legions subdued, then came the day when all moral power was gone, and the mightiest empire the world ever saw fell an easy prey to the fierce and virile barbarians. Rome had all the resources that unlimited money could buy, and all the civilization and enlightenment that could arise from being the center and source of the highest intellectual development, but physical force and moral culture can avail nothing where moral force is wanting, and the mistress of the world succumbed to the assaults of races that knew how to esteem and to protect the honor of their women.

It has been told of the celebrated Von Moltke, with what reliability does not appear, nor is it material so far as it is a mere illustration of a principle, that when that eminent military organizer had returned from a visit to a neighboring nation he declared the weakness of the forces he had seen, not from any lack of numerical or material strength, but from evidences of inferior morale. He had remarked the prevalence of indecent pictures in the barracks of the troops, and accepted such a fact as an evidence of moral disintegration. Patriotism begins with the home circle. The man who declares that the world is his home, and mankind are his brothers, may be a philosopher, but he is no patriot. The man who goes to war to de-

fend his country does not perplex himself with any complicated notions about human rights and national honor. He is thinking of his wife and children, of his mother, his sisters, his sweetheart, and he is fighting for them first. Patriotism begins with these few, the chosen of his heart; it centers around the old home, the humble cottage that contains his loved ones. A thousand men, a hundred thousand men, animated with like sentiments make up an army, and thus the entire country is represented, and the aggregate of all their domestic love makes up the patriotism which embraces a broad land with its hundred thousand homes.

Animated with such sentiments, united in such a cause, how men will fight! They are invincible. It is not the numerical strength of armies, nor is it the physical force of material wealth, nor the possession of the highest culture, that creates the greatest national influence and importance. Other things being in proportion, it is the presence of the greatest moral force that insures the supremacy of a race.

Without sentiment, which is a spiritual and moral inspiration, man might be a mere animal, given up to fleshly gratifications; or he might be an intellectual adventurer, seeking to astonish the world by his discoveries, or employing his genius only that he could secure gold to lavish upon his lusts. But sentiment, which may manifest itself as love, charity, religious faith, benevolence or patriotism, fixes a purpose, directs the will and centers all the faculties upon the consummation of some object dear to the heart. It is sentiment that makes heroes and martyrs, and accomplishes all the great results that distinguish human nature from mere animalism. It is a divine inspiration given to all, but capable of being lost in any condition of excessive luxury and civilization. Most savage tribes possess it. It is lost through decay and perversion of the moral sense. It is lost only when the mind and body combine against the soul.

Here, then, is the danger which specially besets the highest civilization. It multiplies the means of self-gratification. It does not stop at satisfying the demand for comfort. It overwhelms with luxury, and, under the influence of excessive self-indulgence, the heart turns away from its proper objects of affection, centers upon itself all its interest and expends its energies and burns out the fires of life in self-indulgence. It is to this that modern civilization is tending. The same forces which compassed the destruction of all the ancient civilizations are capable of destroying the modern product. These forces exist, and will do so while the passions which set them in motion survive. Let the apostles of an evolution which is marching on to perfection take warning. The modern dude is but a poor result of this perfect development.

FRANK STOWELL.

Woman's Way.

Wife—"Harry, I wish you would take off your shoes and walk over the carpet."
Husband—"What for?"
Wife—"I dropped some tacks there and can't find them."

Worrying over expected trouble is putting yourself into a condition to let it conquer you.

Lemons

Will be higher very soon, the mercury is creeping up Buy of us now while prices are Low.

The Putnam Candy Co.

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

Have you heard of our River Shoes? Of course, you have. Ever heard of our Hard Pan line? Why cert. Everybody knows we make them right. What we want to call your attention to now is our Cordovan line, the line that is coming to the front with glorious results. We have met with such unlimited success in the manufacture of them in Men's, Boys' and Youths' that we have decided to add Women's, Misses' and Children's. Misses' and Children's in both heel and spring heel with prices that cannot help but please you. (Another question.) Are we in it on jobbing goods? Well we should smile a smole longer than a wagon track. Of course we are in it and our line of fall goods will convince you that we are in it more than ever. A little advice on the side without charge, it is to place your rubber order early as it will save you money.

The following testimonial was received from a brilliant member of Congress a few days ago:

RIFDGE, KALMBACH & Co., Grand Rapids, Mich.

WASHINGTON, D. C., May 3, 1891.

Dear Sirs:—Too years ago today I put on a pare of youre Corlovan Shoos and havent had thim off my feet since, they are strong yit.

Yours trooly,

JERRY SIMPSON.

We Import FIREWORKS FIREWORKS

and make a specialty of them. Our "Net Price List" is ready for distribution. Send for one and sort up an order early.

The PUTNAM CANDY CO.

SPECIAL HIGH GRADE.



A Strictly High Grade 28 lb. Bicycle, the Latest and Best English Design, '94 Model. Tool Steel, Ball Bearing throughout, Tangent Spokes, Either Wood or Steel Rims, Pneumatic Tires, Hardened Tool

Steel Rear Sprockets, Re-enforced Frame, Hickory or Steel Forks. War-ented throughout.

We sell direct from our factory, as the time has come when riders must have a strictly High Grade Wheel with Strength and Lightness combined, at actual value. Price \$75.

CYCLOID WHEEL WORKS, Grand Rapids, Mich.

A Big Thing

Our two "Fireworks Prize Packages"—"BIG 4" and "RIPPER."

They are the largest, best selling article of any on the market. Now is the time to put them in stock.

THE PUTNAM CANDY CO.

WAITING FOR A MOSES.

This is an age of paradoxes and conflicting conditions. The round peg and the square cavity are in apparently hopeless confusion. To make the one fit the other there are nightcaps full of headaches and heads full of visions. We are being overstocked with anxious souls who see nothing but disaster and trouble and also with gentlemen of recent birth and precocious talents just going into business as the carpenters of Noah's ark. As between the two, we are, as were the brickmakers of Pharaoh, with the deep sea in front and an Egyptian barbed wire fence behind. In this dilemma we are waiting for a Moses and looking for a headlight.

Some one, we don't know who, may turn up to make order out of chaos, to untie our Gordian knots, make circles of our triangles and work the convenient miracle of making our sixes and sevens harmonious dozens. It is the old story of a frog in a well expecting the bottom to be at the top, and of a calf dreaming that its tail will make a third hind leg. There would be humor in the situation if it were not for the frogs and the calves that are honest in their faith and serious in their folly. We can pity a dog that is under age barking at the moon, and a boy innocent of his second teeth looking for a dollar in one of the terminals of a rainbow, but when men and women, matured in bone and brain, are repeating the same act, in looking for Heaven in the next county and hunting for an Eden where the serpent never gets into the apple tree, the conditions are serious. It is one of the grave troubles of the times that no one man holds himself responsible for the wagon sticking in the mud, and but few think it their duty to put their shoulder to the wheel.

It is convenient, of course, to hang our satchel on the hump of the over-burdened camel, and to be put to the non-perspiring trouble of expecting a ripe pippin to drop into an open mouth, but the Lord help us if in both cases we do nothing more. It is, however, a fact, that while every one is shaking his head and making a wry face, the ball of discord and discontent keeps rolling, and we are all dancing with stiff legs and short breath to the same old tune.

We are wanting coal, with more of it in the bowels of the earth than all the stoves and locomotives on the planet can burn for centuries. We have multitudes of men without socks or decent pants, and piles of the same in warehouses and stores, cracking shelves with their weight and furnishing mice with the best of bed clothes, gratis. We have households by the thousands where a stomach is a misfortune and a pantry a mockery, and at the same time enough of grain to feed half the world, and of cattle to give as many more a steak for breakfast and a joint for Sunday dinner. We have banks with more cash than they can loan, and thousands of men with pockets in which the only capital is a thumb and four fingers. We have pay rolls where the figures are so big that the next largest in the world are comparatively small, and can muster as many men with whom strikes are so frequent and discontent so rampant. We have more labor leaders and agitators per capita than any other nation, but if the men who fall into the ditch are a comment on leadership, a

cure for the blind is badly needed. We have hordes of men marching to Washington in quest of Congressmen and employment, and farmers by the hundreds wanting hired hands and finding none. We have unions that insist on justice from employers of labor, but deny the same to non-unionists who would work if they dare. We have corporations that pay thousands for a Congressional permit and richer than the kingdoms of history, but who would plunder the poor as graciously as Dick Turpin robbed the rich.

Can this 'be remedied? We hope so. When? We don't know. How? There's the rub. Will there be a Moses to lead us into better times? No. The world has had the only Moses it will ever have to straighten out this social and industrial tangle. It is true, He is out of date so far as business is concerned, but what He once said stands forever and is beyond repeal of reversal in the establishment of social and industrial prosperity—"Do unto others as ye would others should do to you"

FRED WOODROW.

REPRESENTATIVE RETAILERS.

Wm. A. Anderson, the Thompsonville General Dealer.

Wm. A. Anderson was born near St. Thomas, Ont., Dec. 22, 1842. When 18 years of age he removed to Newaygo county, Mich., settling in Dayton township, and for a quarter of a century carried on the business of farming and lumbering, during which time he owned many pieces of agricultural and timber lands. In 1869 he built and equipped a water power stone grist mill at White River—then a trading point of considerable importance—which business he continued for sixteen years. In 1885 he removed to Fremont and erected a full roller process flouring mill, which he conducted until July, 1893, when he sold the property to John B. Martin, of this city. In the meantime he conducted a flour and feed store at Kalkaska a couple of years as an outlet for his mill at Fremont. In April, 1893, he purchased the general stock of the Thompson Lumber Co. in company with a partner. Last December he purchased his partner's interest in the business, since which time he has conducted the business in his own name and on his own account. On the close of his first year's business at Thompsonville, April 16, he found his sales had amounted to \$34,000, and the present year promises a still further increase.

Mr. Anderson was a strong factor in Newaygo country politics for a great many years, having been in office almost continuously for nearly a quarter of a century, serving his constituents acceptably as supervisor, school trustee, village president and Representative in the Legislature. He was chairman of the Republican County Committee in 1884, 1886 and 1888, having won considerable notoriety in 1884 by the skillful manner in which he marshalled his forces and defeated the fusion party (Democrats and Greenbackers) which had previously carried the county several campaigns in succession. He was a member of the Legislature of 1887, being one of the few Republican Representatives who refused to listen to the siren voice of the late Senator Stockbridge, utterly refusing the "financial assistance" dealt out with a lavish hand

by that gentleman. On the defeat of ex-Congressman Cutcheon, Mr. Anderson retired from politics and has since refused to take any active part in political affairs, although pressed to do so since becoming a resident of Benzie county.

Money In Shoes.

Shoe dealer—"It won't pay me to handle these shoes on such a small margin."

Drummer—"I know the profits are small; but, my dear sir, just look at the shoes, and see how they are made."

"Humph! They are made very badly, miserable stuff, too—won't last a week."

"That's it, that's it. You'll sell five pairs of these shoes to one of any others."

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.

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.

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.

The Poorest Man

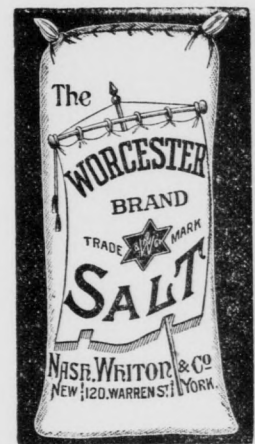
On Earth

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.

BALD HEADS

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. C. B. HOLZ,
Room 1011 Mescal Temple, Chicago

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Holland—M. Herold succeeds E. Herold & Co. in the boot and shoe business.

Leslie—Henry Wood succeeds J. B. DeLamater in the jewelry business.

Petoskey—Geo. Millenhagen succeeds J. K. Feick in the grocery business.

Flint—A. S. Little & Son have opened a grocery store at 523 Saginaw street.

Menominee—H. A. Vennema has sold his drug business to H. B. Cate & Co.

Durand—L. Chambers has sold his drug stock to N. P. Leland, of Owosso.

Oscoda—Rix Bros., grocers, have dissolved, V. E. Rix continuing the business.

Berrien Springs—Jas. A. Essick succeeds F. Boon & Bros. in the meat business.

Muskegon—Clarence Plant has purchased the meat business of Willis R. Ford.

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

Norway—John M. Knell is succeeded by John Stanchina in the grocery and crockery business.

Republic—Kingsted & Hockings, grocers, have dissolved, J. A. Kingsted continuing the business.

Weston—D. E. Withington & Co. succeed Jackson & Withington in the manufacture of wire fence.

Burr Oak—E. B. Bates has opened a grocery store. The stock was furnished by the Pliny Watson Co., of Toledo.

Charlotte—E. S. Rogers has sold his grocery stock to T. B. Hobbs & Co., formerly engaged in the grocery business at Kalkaska.

Traverse City—The stock of the Chicago Shoe Store has been purchased by Wm. Rosenfield, of Manistee. He will continue both stores.

Lapeer—M. Carey is building a two-story building, 24x110 feet in dimensions, which he expects to occupy with his grocery stock about Aug. 15.

Adrian—V. V. B. Merwin has purchased the interest of W. H. Hamilton in the grocery stock of W. H. Hamilton & Co. and will continue the business in his own name. Mr. Hamilton will go to Battle Creek, where he has purchased the grocery and crockery stock of Allen Raymond.

Lake Odessa—E. C. Tew & Sons, formerly engaged in general trade at Orange, have leased a store building here and will shortly open a bazaar and notion store, with the idea of enlarging the line as soon as they get their bearings.

Kent City—Alfred Herendeen, who recently purchased a half interest in the general stock of Eugene O'Connor, has pulled out of the firm, taking the shoe stock for his interest in the business. His place in the firm is taken by W. W. Putney and the business will hereafter be conducted under the style of O'Connor & Putney.

Hart—E. S. Houghtaling has sold his grocery stock to S. D. Young and E. R. Hubbard, who will continue the business under the style of Young & Hubbard. Mr. Houghtaling has purchased a piece of land, 100x200 feet in size, adjacent to the railway track and will erect a warehouse thereon and embark in the wholesale produce and fruit business.

The more good habits you form, the less room you have for bad ones.

The Wheat Market.

Down grade is still the rule. Owing to many causes the movement of home wheat has about stopped. The movement of car wheat has, likewise, been rather of a diminutive character, as only 24 cars of wheat, 8 cars of corn and 12 cars of oats were received during the past week, while during the month of May there came in 255 cars of wheat, 96 of corn and 38 of oats. The balance of this month must show heavier receipts, if the average of May is to be equalled. The visible supply shows another decrease of 1,925,000 bushels, which is small, considering the amount in sight. It looks now as if we would have about 55,000,000 bushels this year, as against 62,316,000 in 1893, 24,262,000 in 1892 and 12,583,000 in 1891. Prices in Grand Rapids ranged as follows for the years named: June 1, 1894, 48c; June 1, 1893, 66c; June 1, 1892, 85c, and \$1.04 in 1891—rather a large decline from 1891. The question arises, can wheat go lower? While we all deprecate this extremely low price, the question comes, Why is it thus? As I have shown in some of my former reviews, Russia, Hungary, India and Argentine shipments to the United Kingdom were larger than formerly, but the Argentine Republic seems to be the greatest rival of our wheat growers which has sprung up lately. While only a few years ago that country did not export any wheat at all, this year she exported from Jan. 1 to Apr. 15, a period of 17 weeks, 18,756,000 bushel, as against 22,936,000 bushels during all of 1893, and she has 40,000,000 bushels of this crop to export. Thus it will be seen that American wheat is being crowded out of the world's markets. Another cause that seems to work against us is the "option" sales. For instance, the difference between cash and December is about 6¼c; while the English operator buys from Argentina at same prices as cash for December. To be more plain, Argentina grain dealers offer wheat during all the months of the year the same as cash. So, they buy there and sell in American markets, thereby making America pay what is termed carrying charges. It looks as if we would be compelled to devise some scheme to beat them. The reports from all sections indicate that the growing crop is in fine condition, except on heavy soil.

C. G. A. VOIGT.

The Hardware Market.

General Trade continues quite good in all lines of hardware, but more especially so in seasonable lines, such as wire cloth, poultry netting, potato planters, corn planters and all kinds of agricultural tools. In wire cloth and netting the manufacturers are having all they can do to keep up with their orders and the impression is that there will be a shortage this season on wire cloth, the same as last year. The great coal and coke strike, now in progress, is interfering very much with all lines of hardware, as many manufacturers find it difficult to secure fuel and many more have closed down altogether. In the Mahoning valley all of the iron mills have ceased running. In Cleveland many of the wire and nail mills have stopped and the same conditions exist in nearly all of the manufacturing centers. At this writing there are 225,000 miners who have quit work and refuse to mine coal, and if this shut-down continues

much longer, the railroads will find it hard work to run.

Wire Nails—Are going higher, because many mills are closed down and those running are trying to get a better price for their product. Mills are now asking \$1.25 rates, while jobbers in this market have not gone above \$1.35, but will have to go higher, if the shortage lasts long.

Barbed Wire—The question now is not "What is your price?" but "Have you got it?" Six dollars a ton is the advance on barbed wire in the last 30 days. It is to be hoped that strike disturbances will soon be settled and the market resume its normal condition.

Wire Cloth—Is scarce and held firmly at 1½c per square foot.

Wool Twine—Moving freely and jobbers' price by the bale is 6c per pound; broken bales, ½c pound advance.

Scythes and Snaths—The prospect of an enormous hay crop is creating a very good demand for these goods. Dealers will do well to get in their stock now while they can.

The Grocery Market.

Sugar—The trade was treated to a genuine surprise last Friday by a decline ranging from a sixpence to three-sixteenths, granulated touching 4c. The decline stimulated buying to that extent that some of the refineries were oversold before noon Saturday, and Monday morning noted an advance of ½c all along the line. The market is strong and excited and likely to go higher in the near future.

Coffee—Manufacturers of package goods have reduced their quotations ½c.

Fish—Trout and family whitefish are both weak and lower.

Bananas—Are selling freely at fair prices. The fruit arriving now is a little fuller, and on that account gives much better satisfaction. The demand will probably continue to be good until after the Fourth of July, when domestic small fruit will curtail it.

Lemons—The warm weather seems to be upon us and the low prices at which lemons have been held will soon be advanced. Light stocks are held by a majority of the retailers, many of whom are now beginning to anticipate probable wants and place fair-sized orders before there is much change in prices. Local wholesalers and fruit dealers have liberal stocks and are selling at reasonable prices.

Oranges—Naples and Sorrentos comprise the bulk of the offerings at present, although there are a few Californias left. The latter are very puffy now and holders are anxious to work out of them. A few Rodis have made their appearance, which are gilt-edge. A car from the first cargo sale of any magnitude this season will leave the East for our market this week. The price, like the quality, will be high, but for the Fourth of July trade will just fill the bill. A steady demand is noticeable—much better than was expected, considering the cheapness of strawberries and California cherries.

Peanuts—Have been advanced a trifle and the cleaners hold them very firm. The cleaners are standing together and are holding strictly to the rules of their Association as first promulgated. Prices will advance rather than remain stationary or recede during the next sixty days, so purchases made now mean a profit.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		6	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8½		
Cut Loaf			8½
Extra H. H.	8½		
MIXED CANDY.			
	Bbls.	Pails.	
Standard	5½	6½	
Leader	5½	6½	
Royal	6½	7½	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	7½	8½	
French Creams		9	
Valley Creams		12	
Midget, 30 lb. baskets		8½	
Modern, 30 lb.		8	
FANCY—In bulk			
		Pails.	
Lozenges, plain		8½	
" printed		9½	
Chocolate Drops		12	
Chocolate Monumentals		12½	
Gum Drops		5	
Moss Drops		7½	
Sour Drops		8½	
Imperials		10	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40	
Licorice Drops		100	
A. B. Licorice Drops		80	
Lozenges, plain		60	
" printed		65	
Imperials		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		80	
Plain Creams		80	
Licorice Creams		90	
String Rock		60	
Burnt Almonds		100	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 3 " "		28	
ORANGES.			
Fancy Seedlings, 96s.		2 50	
" 250s.		2 65	
Sorrentos, 160s.		3 25	
" 20s		3 50	
Rodis, 160s.		4 00	
" 20s		4 50	
Messinas, flats, 100s.		2 00	
LEMONS.			
Choice, 360.		3 00	
Choice 300.		3 25	
Extra choice 360.		3 25	
Extra fancy 300.		4 00	
Extra fancy 360.		4 00	
BANANAS.			
Large bunches		2 00	
Small bunches		1 25	
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 20 lb.		12½	
" extra " 14 lb.		14	
Dates, Fard, 10-lb. box		7	
" 50-lb. "		5½	
" Persian, 50-lb. box		5	
" 1 lb. Royals.		7½	
NUTS.			
Almonds, Tarragona		216	
" Ivaca		215	
" California		2	
Brazils, new		2 8	
Walnuts, Grenoble		211	
" French		213	
" Calif.		210	
Table Nuts, fancy		212	
" choice		211	
Pecans, Texas, H. F.		2 7½	
Chestnuts			
Hickory Nuts per bu.		1 25	
Cocoanuts, full sacks		3 75	
PEANUTS.			
Fancy, H. P., Suns		2 54	
" Roasted		2 7	
Fancy, H. P., Flags		2 54	
" Roasted		2 7	
Choice, H. P., Extras		2 44	
" Roasted		2 6	
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene		8½	
XXX W. W. Mich. Headlight		7	
Naptha		6½	
Stove Gasoline		7½	
Cylinder		27	
Engine		21	
Black, 15 cold test		8½	
FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	
POULTRY.			
Local dealers pay as follows:			
LIVE.			
Turkeys		8 @ 9	
Chickens		8 @ 9	
Fowls		6 @ 6½	
Ducks		8 @ 9	
Geese		2	
DRAWN.			
Turkeys		12 @ 13	
Chickens		12 @ 13	
Fowl		11 @ 12	
Ducks		10 @ 11	
Geese		10 @ 12	
UNDRAWN.			
Turkeys		9 @ 9½	
Chickens		7½ @ 8	
Fowls		6½ @ 7	
Ducks		8 @ 9	
Geese		8 @ 9	

GRAND RAPIDS GOSSIP.

O'Connor & Putney, general dealers at Kent City, have added a line of shoes. The stock was furnished by the Reeder Bros. Shoe Co.

Henry Idema, trustee, has sold to Theo. Kemink the drug stock formerly owned by that gentleman at 83 West Leonard street.

John Kramer has purchased of Dr. I. Wisse the Geert Timmer grocery stock, at 183 Plainfield avenue, and will continue the business.

D. A. Blodgett has sold Frederick Neff and John W. Prestel a tract of timber land, 4,200 acres, in Chehalis county, Wash., the price being \$30,000 and other valuable considerations.

H. E. Grand Girard has sold his drug stock at the corner of Monroe and Spring streets to Jno. A. Gibb & Co., who took possession Monday. Mr. Grand-Girard will make his headquarters at his old location and devote his time to the Michigan Drug Exchange and Druggists' Employment Bureau, of which he is proprietor. Mr. Gibb has for some time been prescription clerk for Mr. Grand-Girard.

The first Pure Food Exposition ever held in this city, which is now being conducted under the auspices of the Retail Grocers' Association, is proving to be a success in many respects, in spite of the opposition of some local manufacturers who should have been represented in the Exposition. Particularly is this the case with the two flour mills here, who entered into an agreement some weeks ago to stay out of the Exposition, in consequence of which the managers were compelled to go outside of the city to get an exhibitor in the flour line. Seeing his mistake, one of the local millers offered to pay Mrs. Rorer a round sum of money if she would use and recommend his flour, which she declined to do, as it is not her custom to use any goods except those shown in the Exposition.

Purely Personal.

Wm. A. Anderson, the Thomsonville general dealer, was in town last Friday.

Mrs. Sarah T. Rorer, who is conducting a two weeks' course of lectures on high art cookery in connection with the Pure Food Exposition, leaves Saturday night for Butte, Montana, where she will conduct a fortnight's demonstrations under the auspices of the Women's Library Club of that city. She then returns to her home in Philadelphia for a few days, having an engagement at Mt. Gretna (the Pennsylvania Chautauqua) all during July. THE TRADESMAN is pleased to give place, this week, to the first authorized and authentic personal sketch of this gifted woman ever published.

The many friends of Ludwig Winternitz will be rejoiced to learn that he is now General Superintendent of the Fermentum Company, having been elected to the position formerly occupied by Henry F. Jones, who resigned June 1. Nine years ago this fall Mr. Winternitz came to this city from Prague, Bohemia, with a meager vocabulary of English but a firm determination to make his mark in the land of his adoption. Entering the employ of the local agency of the Fermentum Company as a distributor of compressed yeast, he soon acquired a

sufficient knowledge of the business to give him the management of the local agency, which he conducted so skillfully and successfully that he was promoted to the position of State agent and given charge of all the agencies in Michigan. Of course, he could not stop there, the next step in the ladder being a promotion to the position of General Traveling Agent, with full charge of all the agencies from Boston to Denver. Here his love for the city of his adoption found expression in the selection of six Grand Rapids boys for positions of trust and responsibility, in the agencies at Boston, New York, Rochester, Cleveland, Toledo and Denver. In his new position Mr. Winternitz will be able to utilize the valuable experience he has gained in every department of the business, from the lowest to the highest round of the ladder. It goes without saying that his friends are confident he will prove himself equal to the opportunity and that the management of the Fermentum Company will in no ways suffer by being placed in his hands.

Gripsack Brigade.

Geo. W. Jenks, the elephantine traveling representative of the Seely Manufacturing Co., of Detroit, is spending several days in and around this market.

John C. Pontius, (C. H. Ritter & Co.), the veteran Detroit traveler, spent Decoration Day in this city. Mr. Pontius is negotiating for the purchase of the Evans homestead, at Ypsilanti, comprising a modern residence and ninety acres of land in the suburbs of the city.

Geo. Vanderpool was in town last week, looking hale and hearty and changed very little from the time he stood as defendant in the Field murder, at Manistee, twenty-four years ago. He is still selling goods on the road and talks freely with old acquaintances on the subject of the Manistee tragedy.

Frank Parmenter, who has been unable to cover his trade for the past two weeks, is advised by his physician that a period of respite from the road is absolutely essential, and has, therefore, secured a furlough from the Lemon & Wheeler Company until October 1, when he will resume his regular visits to his trade. In the meantime he will remove to his fruit farm, near Saugatuck, erect a cottage in which to live during the summer and superintend the harvesting and marketing of the fruit from 2,700 peach trees, 800 plum trees, besides considerable quantities of apples, grapes, and small fruits which now promise to yield large returns. Mr. Parmenter's absence from the road will be a matter of genuine regret to his customers, who will welcome him back in the fall with open arms, and THE TRADESMAN joins with them in the wish that the summer's respite may give him the health and happiness he craves and deserves.

Alderman Shaw, chairman of the License Committee of the Common Council, states that he was elected to "look after the interests of the poor man." This a new theory of popular government, it being the common understanding that aldermen are elected to represent the people of their wards as a whole, without regard to race, class, condition or religion. It is also stated that the same gentleman asserts that "grocers are hogs," or words to that effect, all of which goes to show the length and breadth of the gentlemen's intellect.

MUST GIVE BONDS.

The Old Peddling Schedule to Remain in Force.

The struggle is over. The Common Council decided at its meeting on May 28 to make no changes in the license schedule regarding hucksters and peddlers. The fees will remain the same, the classification is unchanged, and, excepting the pitiful resolution compelling hucksters and peddlers to give bonds, it is the same unwieldy, cumbersome, unjust schedule that gave the police department and the police court so much trouble last year. The following is the official report of the action of the Council on the report of the Committee on Licenses:

Ald. Shaw moved the adoption of the report of the Committee on Licenses relative to schedule of licenses, pages 7 and 58 printed record. Ald. Ball moved as a substitute for that portion of the report relating to "hucksters," "fruit wagon or stand" and fruit basket" the following:

"Hucksters or peddlers of vegetables and fruit, basket or handcart, \$30; hucksters or peddlers of vegetables and fruit, wagon or stand, \$50. Annual licenses only to be issued to hucksters of fruit and vegetables. Each peddler of fruit and vegetables to give a bond in the sum of \$50 to comply with the requirements of the ordinance and to pay any damage sustained by reason of the sale of unwholesome fruit or vegetables.

Lost.

Yeas—Ald. Ball, Campbell, DeGraaf, Logie, Saunders, Schmidt, Teachout, Watson, Wurzburg—9.

Nays—Ald. Clark, Dunton, Emmer, Forbes, Gibson, Johnston, Mahoney, Maris, Matheson, Pearl, Shaw, Slocum, Verkerke—13.

Ald. Forbes moved as an amendment to the report that hucksters and peddlers of fruit and vegetables be required to give a bond in the sum of \$50, with two sureties, to comply with the requirements of the ordinance and to pay any damages sustained by reason of the sale of unwholesome fruit, vegetables or berries.

Carried.

Yeas—Ald. Ball, Campbell, Clark, DeGraaf, Dunton, Emmer, Forbes, Gibson, Johnston, Logie, Mahoney, Maris, Matheson, Pearl, Saunders, Schmidt, Shaw, Slocum, Teachout, Verkerke, Watson, Wurzburg—22.

Nays—None.

Ald. Shaw stated that the schedule contained in the report as submitted by the Committee and as presented for adoption is the same as the amended schedule of last year.

The motion of Ald. Shaw on the adoption of the report as amended was thereupon carried by the following vote:

Yeas—Ald. Campbell, Clark, Dunton, Emmer, Forbes, Gibson, Johnston, Mahoney, Maris, Matheson, Shaw, Slocum, Teachout, Verkerke—14.

Nays—Ald. Ball, DeGraaf, Logie, Pearl, Saunders, Schmidt, Watson, Wurzburg—8.

A petition signed by many of the leading grocers of the city and by nearly all the fruit peddlers, and the able and lucid manner in which Assistant City Attorney Carroll presented the matter before the Council, and the fact that the police force were a unit in favor of the changes recommended, counted for nothing in the estimation of the thirteen members of the Council, whose action is a slap in the face to honest trade and a rebuke to the heads of the police and law departments of the city, who desired the changes in the interest of the better enforcement of the law. The plea that the hard times would make it impossible for the hucksters to pay the fee, if it were raised to \$50, is nonsense. Are the times not as hard for the fruit peddlers as for the vegetable peddlers? The fee for a fruit license is \$50, and the profits of the business are not as large, the business itself not as steady and the risks much greater. In considering this plea the Committee showed its ignorance of the matter it was dealing with. As a matter of fact the Committee did not know what it was recommending. The schedule submitted to the Council was not last year's, but the schedule of two years ago, and but for the fact that the necessary changes were made after the report reached the City Clerk's office, the schedule abandoned by the Council last year would again have become a law. The Committee saw fit to disre-

gard the recommendation for a change in the classification, the reason being, as stated by Alderman Shaw to THE TRADESMAN, that the police force did not always know what was for the city's good. The Committee, thereupon, thought it the part of wisdom to oppose the recommendation. Of course, it will be taken for granted that Alderman Shaw knows as much about the work of the police force as he does about the schedule he did not recommend to the Council; at any rate his view of the matter prevailed. Assistant City Attorney Carroll stated that two thirds of the hucksters were non-residents—and this will be proved to the satisfaction of even Alderman Shaw's Committee before the matter is dropped. These men are allowed, for a paltry \$20, to come in and compete with reputable dealers who pay hundreds of dollars every year in taxes, whose business is a benefit and is indispensable to the city, and who are interested in and contribute to all that pertains to the best interests of the city.

Let every retail grocer in the city paste the names of the thirteen aldermen who voted nay in his hat, and, when the time comes, let the grocers give them the benefit (?) of their "vote and influence."

FOR SALE, WANTED, ETC.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

MICHIGAN DRUG EXCHANGE, H. E. Grand Girard, Proprietor. I have on my list several drug stores for sale, ranging from \$10 to \$7,000, in and out of the city, and will furnish further particulars. I have also a great many drug clerks, registered and assistants, who wish situations in or out of the city. No charge to buyer or employer. Address Mich. Drug Exchange, 128 Monroe street, Grand Rapids, 637.

FOR SALE—STORE BUILDING AND DWELLING combined at Levering, Mich. First-class place for a general dealer. A. M. LeBaron, Grand Rapids, Mich. 636.

FOR SALE—ONE OF THE BEST PAYING drug stores in the State of Michigan, with large prescription business and good trade. Stock and fixtures well inventory about \$8,000 with no dead stock. Would not be sold but partnership must be closed. For particulars, address the Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 635.

FOR SALE—CLEAN DRUG STOCK IN A thriving town in Northern Michigan on C. & W. M. Railway. Address No. 639, care Michigan Tradesman. 639.

FOR SALE—A GENERAL STOCK OF MER-chandise in a bustling town of 3,000. Will inventory about \$6,000. Best location in the place. Address "M." care Michigan Tradesman. 630.

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.

FOR RENT—THE STORE FORMERLY OC-cupied 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.

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

FOR SALE CHEAP—STORE AND DWELL-ing in first-class location in town of 1,000 inhabitants. Address E. L., box 128, 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.

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

SITUATIONS WANTED.

WANTED—POSITION BY REGISTERED assistant pharmacist of three years' practical experience. Can furnish best of city references. Address No. 634, care Michigan Tradesman. 634.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

HARPING ON CHEAPNESS.

Something for Nothing is not Business—
Fair Value All that can be Expected.
From the Dry Goods Chronicle.

A great many dry goods stores have gotten into the habit of always harping on the cheapness of their goods and saying nothing else, dwelling on that subject so much that in order to give variety to their statements, they are sometimes compelled to say things that are not altogether true in regard to the prices at which they sell. They seem to be continually laboring to induce the public to believe that they are always in the position to give them goods for nothing.

Now something for nothing is not business, and never will be as long as there is business. Everybody of course recognizes the fact that a business man is not in business either for the love of it or for fun, but to make money. He cannot possibly sell goods for less than cost, or even for what they cost, and exist any length of time; and yet we have advertisements thrust upon us every day, in which people are claiming to practically give you two dollars' worth of goods for one dollar. The fact of the business is that no good merchant ever gives anybody two dollars' worth of goods for one dollar. He sometimes may give you more than your money's worth simply as an advertisement, or to particularly attract a crowd on any special occasion, but he does not even do that as a regular thing. All that can be expected of a merchant is that he will give a fair value for the price. The public have a right to expect that he does not ask more than a thing is worth, and he has a right to exact from the public every cent that the thing is worth.

This habit in which a great many houses are indulging, of claiming so much more than they really give, is one which is bound in the long run to react upon their business. They soon lose standing with the public in general, because it is easy to learn that such statements are false, and people who love the truth and even those who do not, are more likely to patronize a store in which they believe that they will be told only the facts.

Some years ago some one offered a prize for the best window sign which could possibly be written. A large number of persons all over the United States entered into the competition, and sent their window signs to the paper offering the prize. A number of competent judges were selected to make the award, and out of the lot the one adjudged to be the best, said, "These Shirts are worth \$2; our price for them is \$2." It was unanimously agreed by the committee, that the novelty of selling goods for just what they were worth and of presenting it in this crisp way, was certainly the best thing that could be gotten up for a sign.

It is the same way with advertising. At the present so many firms are indulging in this bad habit of offering to give people so much more than can reasonably be expected, that an advertisement that tells the truth really has originality in its best form.

Away with Official Fees.

From the Philadelphia Ledger.

The House Committee on the Judiciary has recommended a sensible bill, giving United States Marshals and District Attorneys annual salaries of \$4,000 each, in lieu of graded fees, as at present. In the South and West there has been much vexatious litigation, promoted largely for the purpose of swelling the emoluments of United States officers. While this abuse is not charged against Northern officials, there would seem to be no good reason why a district attorney, for example, should receive in fees four times the income of the judge before whom he practices, as is the case in one district. Representative W. A. Stone, of this State, has prepared the report accompanying the bill, and tells a plain and convincing story of slipshod and inequitable practices, which should be discarded. Attorney-General Olney is warmly in favor of the reform, which should meet with the early approbation of Congress.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	7
Atlanta A	6
Atlantic A	6
" H	6
" P	5
" D	6
" LL	4
Amory	6
Archery Bunting	4
Beaver Dam A	4
Blackstone O	32
Black Crow	5
Black Rock	5
Boot, A.L.	7
Capital A	5
Cavanat V	5
Chapman cheese cl.	3
Clifton C.R.	5
Comet	6
Dwight Star	5
Clifton CCC	5
BLEACHED COTTONS.	
A.B.C.	8
Amazon	8
Amsburg	8
Art Cambric	10
Blackstone A.A.	7
Beats All	4
Boston	12
Cabot	6
Cabot	6
Charter Oak	5
Conway W	7
Cleveland	6
Dwight Anchor	8
" shorts	8
Edwards	6
Empire	7
Farwell	7
Fruit of the Loom	8
Fitchville	7
First Prize	6
Fruit of the Loom	7
Fairmount	4
Full Value	6
HALF BLEACHED COTTONS.	
Cabot	6
Farwell	7
CANTON FLANNEL.	
Housewife A	5
" B	5
" C	6
" D	6
" E	7
" F	7
" G	7
" H	7
" I	8
" J	8
" K	9
" L	10
" M	10
" N	11
" O	11
" P	14
CARPET WARP.	
Peerless, white	17
" colored	17
Integrity	17
DRESS GOODS.	
Hamilton	8
"	9
"	10
G.G. Cashmere	20
Nameless	16
"	15
CORSETS.	
Coraline	50
Schilling's	90
Davis Walsts	90
Grand Rapids	450
CORSET JEANS.	
Armory	6
Andreocoggin	6
Biddeford	6
Brunswick	6
PRINTS.	
Allen turkey reds	5
" robes	5
" pink & purple	5
" buffs	5
" pink checks	5
" staples	5
" shirtings	3
American fancy	3
American indigo	3
Argentine shirtings	3
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B	6
" C	7
" century cloth	7
" gold seal	10
" green seal TR	10
" yellow seal	10
" serge	11
" Turkey red	10
Ballon solid black	6
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5
" oil blue	6
" green	6
" Foulards	6
" red	7
" 4	10
" 3-XXXX	12
Cocheco fancy	5
" madders	5
" XX twills	5
" solids	5
TICKINGS.	
Amoskeag A.C.A.	11
Hamilton N	7
" D	7
" Awning	11
Farmer	11
First Prize	10
Lenox Mills	10
COTTON DRESS.	
Atlanta, D	6
Boot	6
Clifton, K	7
ARROW BRAND.	
" World Wide	4
" LL	4
Full Yard Wide	6
Georgia A	6
Honest Width	6
Hartford A	5
Indian Head	5
King A A	5
King E C	5
Lawrence L L	5
Madras cheese cloth	6
Newmarket G	5
" B	5
" N	6
" DD	5
" X	6
Noife R	5
Our Level Best	6
Oxford R	6
Pequot	6
Top of the Heap	7
GEO. WASHINGTON.	
Geo. Washington	8
Glen Mills	7
Gold Medal	7
Green Ticket	8
Great Falls	6
Hope	7
Just Out	4
King Phillip	7
" OP	7
Lonsdale Cambric	10
Lonsdale	2
Middlesex	5
No Name	7
Oak View	6
Our Own	5
Pride of the West	12
Rosalind	7
Sunlight	4
Utica Mills	8
" Nonpareil	10
Vinyard	8
White Horse	6
" Rock	8
HOUSEWIFE Q.	
Housewife Q	6
" R	7
" S	7
" T	8
" U	9
" V	10
" W	10
" X	11
" Y	12
" Z	13
RED FLANNEL.	
Fireman	32
Creditor	37
Talbot XXX	30
Nameless	27
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	23
Windor	23
8 oz Western	20
Union B	23
DOMEST FLANNEL.	
Nameless	8 @ 9
" 8 @ 10	12
CANNAS AND PADDING.	
Slate. Brown. Black. Slate. Brown. Black.	
9 1/2 9 1/2 10 1/2 10 1/2 10 1/2	
10 1/2 10 1/2 11 1/2 11 1/2 11 1/2	
11 1/2 11 1/2 12 12 12	
12 1/2 12 1/2 12 1/2 12 1/2 12	
DUCKS.	
Severan, 8 oz	9
Mayland, 8 oz	10
Greenwood, 7 1/2 oz	9
Greenwood, 8 oz	11
Boston, 8 oz	10
WADDINGS.	
White, doz	25
Colored, doz	20
Per bale, 40 doz	\$3 50
Colored " "	7 50
SILKES.	
Slate, Iron Cross	8
" Red Cross	9
" Best	10
" Best A.A.	12
L	7
G	8
SEWING SILK.	
Corticelli, doz	35
" twist, doz	40
50 yd, doz	40
BOOKS AND EYES—PER GROSS.	
No 1 B'k & White	10
" 2 " " "	12
" 3 " " "	12
No 2-20, M.C.	50
" 3-18, S.C.	45
COTTON TAPE.	
No 2 White & B'k	12
" 4 " " "	15
" 6 " " "	18
SAFETY PINS.	
No 2	28
No 3	35
HEADLES—PER M.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4... 1 75	6-4... 1 65
5-4... 1 65	6-4... 2 30
COTTON TWINES.	
Cotton Sall Twine	25
Crown	12
Domestic	18
Anchor	18
Bristol	13
Cherry Valley	15
I X L	18
PLAID OSWABURGS.	
Alabama	6
Alamance	6
Augusta	6
Ar sapha	6
Georgia	6
Granite	5
Haw River	5
Haw J.	5
Mount Pleasant	6
Onelda	5
Prymont	5
Randelman	6
Riverside	6
Sibley A.	6
Toledo	5
Otis checks	7

DEMINS.

Amoskeag	12
" 90	14
Andover	11
Beaver Creek A.A.	10
" BB	9
" CC	9
Boston Mfg Co. br.	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br.	10
" XXX br	10
GINGHAMS.	
Amoskeag	5
" Persian dress	6 1/2
" Canton	7
" AFC	8 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	7
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	5
Johnson chalon cl	5
" indigo blue	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	13
Stark	17
American	13
THREADS.	
Clark's Mile End	45
Coats' J. & P.	45
Holyoke	22 1/2
Barbour's	25
Marshall's	20
KNITTING COTTON.	
No. 6	35
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slate	4
White Star	4
Kid Glove	4
Newmarket	4
Edwards	4
Lockwood	4
Wood's	4
Brunswick	4
RED FLANNEL.	
Fireman	32 1/2
Creditor	37 1/2
Talbot XXX	30
Nameless	27 1/2
Buckeye	32 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R	23 1/2
Windor	23 1/2
8 oz Western	20
Union B	23 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 @ 10 1/2	12 1/2
CANNAS AND PADDING.	
Slate. Brown. Black. Slate. Brown. Black.	
9 1/2 9 1/2 10 1/2 10 1/2 10 1/2	
10 1/2 10 1/2 11 1/2 11 1/2 11 1/2	
11 1/2 11 1/2 12 12 12	
12 1/2 12 1/2 12 1/2 12 1/2 12	
DUCKS.	
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Alamance	6
Augusta	6
Ar sapha	6
Georgia	6
Granite	5
Haw River	5
Haw J.	5
Mount Pleasant	6
Onelda	5
Prymont	5
Randelman	6
Riverside	6
Sibley A.	6
Toledo	5
Otis checks	7

EATON, LYON & CO.

NEW STYLES OF

Tablets,
Blank Books,
Office Stationery,

20 & 22 Monroe St.,
GRAND RAPIDS.



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.

WE HAVE MADE

H. SCHNEIDER CO.,
GRAND RAPIDS, MICH.,

Distributing Agents for the Old Reliable

S
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CIGARS.

AMERICAN CIGAR CO.

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.

THE FOUR GRACES.

Who is it comes when you are sick,
And holds your pulse awhile,
Then makes a diagnosis quick,
And with a pleasant smile
Proceeds to write, in foreign hand,
An order which announces
The tinctures, syrups, extracts, and
The scruples, drams and ounces?
The doctor.

Who puts up the prescription quick,
And sizes up your wealth,
For well he knows you cannot kick,
You're struggling for your health—
Who with an educated hand
Compounds the drams and grains,
And relieves you like a magic wand
Of all except your pains?
The druggist.

Who is it comes with solemn tread,
And face devoid of smile,
And measures you from feet to head
In a peculiar style,
And then departs to come once more
And brings an odd shaped box,
And when a few feet from the door
Smiles way down to his socks?
The undertaker.

Who are those two bronzed sons of toil,
With shovel, pick and spade,
Who, while at work beneath the soil,
Of death seem not afraid—
Who serve you last beneath the sun,
And charge a smaller fee
For harder work and better done,
Than all the other three?
The grave-diggers.
CHARLES A. MEYERS.

FURNITURE PROFITS.

Plain Words from the Pen of an Able Authority.

From the American Cabinet Maker.

Within the past twenty years the writer has known more than a score of men to embark in the lumber business with two or three thousand dollars each, who have acquired millions. During the same number of years a half-dozen men have become millionaires in the manufacture of wall paper, and as many more have done the same by the manufacture of carpets and oil cloths. Will some one kindly send us a list of the millionaires in the furniture business?

The wealthiest men in the furniture trade of the country are retailers, and there are, perhaps, a dozen of these in the entire country who could count their possessions up to \$500,000 each, but how many retail dealers are there who can boast of possessing \$500, free and clear? In nearly every case, the fortunes of the wealthy ones are the result of strict and close attention to business for the first years of their career, and rigid economy during those years, both in business and in personal expenses.

The year 1893, with its remarkable business upheavals, the effects of which are still felt in all business circles, demonstrated the weakness of large numbers of manufacturing firms which had been supposed by the entire trade to enjoy a very high degree of financial strength. Since the first of June, a year ago, there has been a continuous series of revelations regarding the lack of financial strength of the furniture manufacturing interests of the country which have been neither pleasant nor encouraging. Firms which were supposed to have good sound capitals ranging from \$30,000 to \$100,000 were forced to acknowledge their hopeless insolvency, and others believed to be stretching along toward the \$1,000,000 figure have been shown to possess less than 10 per cent. of that amount.

In the furniture business the question of capital has proved to be a very delusive one. Not 5 per cent. of the manufacturers have ever made one-half of the money with which they have been credited. Profits in most cases have been very small; in many cases they have been absolutely nothing. Year after year the stock-taking showed the machinery, a few manufactured goods, as many more in process of manufacture, a few thousand feet of lumber, and a few hundred dollars in stock, \$2,000 or \$3,000 in the bank, as much on the books in accounts due. After the manufacturer had taken his living out, the profit was

gone. This must be doing business for fun; there is certainly no other result.

To manufacture furniture successfully a man must have knowledge of lumber, varnishes, glues, hardware, machinery and a score of other materials. He must have a knowledge of designing goods, and of their construction. He must employ designers, machine hands, cabinet makers, finishers, trimmers, packers, traveling salesmen and office help, and he must have sufficient capital to meet his pay-rolls promptly and sufficient credit to purchase to good advantage his lumber and other materials. Under existing circumstances, if he is possessed of all these attributes, and has good luck and is prudent, he will, doubtless, get a living and, perhaps, lay by \$1,000 or so a year.

We submit that there is no other line of manufacture requiring for its conduct so much skill and hard labor, added to such an amount of invested capital, where the profits are so uncertain and so insecure. The great majority of those manufacturers who succeed in increasing their capital from year to year, do so only by dint of the closest application to business, and by much self-denial in their daily lives. The unpromising feature of this trade condition is that it has been known for years, and that it has been discussed time and time again without result.

The base of this whole trouble rests on two facts, neither one of which is creditable to the trade. In the first place, not 25 per cent. of the manufacturers of the country are positive of the exact cost of a line of goods after the goods are completed. They do a little figuring, a little estimating and a good deal of guessing, and arrive at some figures which they call the cost of the work; but, after the season is over, the result of its sales proves that there must have been serious errors in the methods of getting at the cost. In the second place there is too much fear of what competitors are doing and of what they may do. The majority of manufacturers pay very much more attention to the selling price of their competitor's goods than they do to the cost price of their own; in fact, in the face of a quotation of a competitor's prices, goods will be sold as though there were no such thing as cost.

We have no remedy to recommend for this condition. There is not a furniture manufacturer in the land who does not know how to make money out of his business were he possessed of an inch and a half of good, stiff back-bone where there seems to be only half a pint of gluten. If the manufacturer has any confidence in his goods, and believes that they are absolutely worth what they cost to manufacture, he ought to be able to get a good and sufficient profit on their sale. Failing to entertain this faith regarding his own work, he should retire from a branch of business for which he is so poorly qualified.

It is high time that the manufacture and sale of furniture paid a good, honest profit.

Be mean if you must be mean, but don't be a hypocrite and thus bring goodness into disrepute.

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.....	49
Jennings' genuine.....	25
Jennings' imitation.....	50¢10
AXES.	
First Quality, S. B. Bronze.....	\$ 6 50
" D. B. Bronze.....	12 00
" S. B. Steel.....	7 50
" D. B. Steel.....	13 50
BARROWS.	
Railroad.....	\$12 00
Garden.....	14 00
".....	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, CAST.	
Cast Loose Pin, figured.....	70¢10
Wrought Narrow, bright fast joint.....	40 60¢10

Wrought Loose Pin.....	40
Wrought Table.....	49
Wrought Inside Blind.....	47
Wrought Brass.....	75
Blind, Clark's.....	70¢10
Blind, Parker's.....	70¢10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	60¢10
CRADLES.	
Grain.....	4 1/2 10
CROW BARS.	
Cast Steel.....	per lb 5
CAPS.	
Ely's 1-10.....	per m 65
Hick's C. F.....	60
G. D.....	35
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
Butcher's Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	40
Hotchkiss.....	25
CHALK.	
White Crayons, per gross.....	12 1/2 12 1/2 12 1/2 12 1/2
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	26
Cold Rolled, 14x56 and 14x60.....	23
Cold Rolled, 14x58.....	23
Bottoms.....	22
DRILLS.	
Morse's Bit Stocks.....	50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DIPPING PANS.	
Small sizes, ser 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.....	30
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List.	
Diston'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; 25 and 26; 27.....	28
List 12 13 14 15 16 17.....	17
Discount, 60-10.....	
GAUGES.	
Stanley Rule and Level Co.'s.....	50
KNOBBS—New List.	
Door, mineral, jap. trimmings.....	55
Door, porcelain, jap. trimmings.....	55
Door, porcelain, plated trimmings.....	55
Door, porcelain, trimmings.....	55
Drawer and Shutter, porcelain.....	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list.....	55
Mallory, Wheeler & Co.'s.....	55
Brantford's.....	55
Norwalk's.....	55
MATTOKES.	
Adse Eye.....	\$16.00, dis. 60-10
Hunt Eye.....	\$15.00, dis. 60-10
Hunt's.....	\$13.50, dis. 20¢10.
MAULS.	
Sperry & Co.'s, Post, handled.....	50
MILLS.	
Coffee, Parkers Co.'s.....	40
" P. S. & W. Mfg. Co.'s Malleables.....	40
" Landers, Ferry & Clark's.....	40
" Enterprise.....	30
MOLASSES GATES.	
Stebbin's Pattern.....	60¢10
Stebbin's Genuine.....	60¢10
Enterprise, self-measuring.....	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 30
Wire nails, base.....	1 30
60.....	10
40.....	25
30.....	25
20.....	35
16.....	45
12.....	45
10.....	50
8.....	60
7 & 8.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
" 8.....	75
" 6.....	90
Finish 10.....	75
" 8.....	90
" 6.....	1 10
Clinch 10.....	70
" 8.....	80
" 6.....	90
Barrell 1/2.....	1 75
PLANES.	
Ohio Tool Co.'s, fancy.....	2 40
Sciota Bench.....	2 50
Sandusky Tool Co.'s, fancy.....	2 40
Bench, first quality.....	2 40
Stanley Rule and Level Co.'s wood.....	50¢10
PANS.	
Fry, Acme.....	dis. 60-10
Common, polished.....	dis. 70
RIVETS.	
Iron and Tinned.....	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 1/2 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.....	30¢ list 60
Blacksmith's Solid Cast Steel Hand.....	30¢ 40¢10
HINGES.	
Gate, Clark's, 1, 2, 3.....	dis. 60¢10
State.....	per doz. net, 2 50
Screw Hook and Strap, 10 12 in. 4 1/4 14 and longer.....	3 1/2
Screw Hook and Eye, 1/2.....	dis. 10
" " " ".....	net 8 1/4
" " " ".....	net 7 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 25
WIRE GOODS.	
Blight.....	dis. 70
Screw Eyes.....	70¢10¢10
Hook's.....	70¢10¢10
Gate Hooks and Eyes.....	70¢10¢10
LEVELS.	
Stanley Rule and Level Co.'s.....	
ROPES.	
Sisal, 1/4 inch and larger.....	7
Manilla.....	9
SQUARES.	
Steel and Iron.....	7 1/2 10
Try and Bevels.....	60
Mitre.....	25
SHEET IRON.	
Nos. 10 to 14.....	Com. Smooth. Com
Nos. 15 to 17.....	\$4 05 \$2 70
Nos. 18 to 21.....	4 05 2 70
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, '88.....	dis. 50
SASH CORD.	
Silver Lake, White A.....	list 50
" Drab A.....	50
" White B.....	50
" Drab B.....	50
" White C.....	50
Discount, 10.....	50
SASH WEIGHTS.	
Solid Eyes.....	per ton \$25
SAWS.	
" Hand.....	dis. 20
" Silver Steel Dia. X Cuts, per foot.....	70
" Special Steel Dia. X Cuts, per foot.....	50
" Special Steel Dia. X Cuts, per foot.....	30
" Champion and Electric Tooth X Cuts, per foot.....	30
TRAPS.	
Steel, Game.....	60¢10
Oneida Community, Newhouse's.....	35
Oneida Community, Hawley & Norton's.....	70
Mouse, choker.....	18¢ per doz
Mouse, delusion.....	\$1.50 per doz
WIRE.	
Bright Market.....	dis. 65
Annealed Market.....	70-10
Coppered Market.....	60
Tinned Market.....	63 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 50
" painted.....	2 10
HORSE NAILS.	
Au Sable.....	dis. 40¢10
Putnam.....	dis. 05
Northwestern.....	dis. 10¢10
WRENCHES.	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75¢16
MISCELLANEOUS.	
Bird Cages.....	50
Pumps, Claster.....	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.....	260
Pig Bars.....	28c
ZINC.	
Duty, Sheet, 2 1/2 c per pound.....	
600 pound casks.....	6 1/4
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—MELTIN 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
14x31 IX.....	15 00
14x56 IX, for No. 8 Boilers.....	per pound 10 00
14x60 IX, " " ".....	10 00



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E. A. STOWE, Editor.

WEDNESDAY, JUNE 6, 1894.

THE NEED OF STATESMANSHIP.

To-day the great body of the American people are engaged in discussing problems of political economy. Without doubt there is no department of human thought which is attracting so much attention as is the financial branch of the science of government.

As a result, the country is flooded with untested theories, more or less wild and impracticable, of finance, taxation and kindred subjects, and there is little possibility of any wise conclusion being arrived at in a matter so important as that which affects the enormous interests of national economies.

Fifty years ago there were no very wealthy men or private corporations in the country. Millionaires were so few in number that they were public curiosities and considered a sort of financial monsters. Then the wealth of the country was generally distributed among the masses of the people, and an able-bodied tramp was more of a rarity than was a millionaire. To-day, millionaires are numbered by thousands, and tramps and able-bodied beggars by the hundred thousand, while the unemployed amount to a million of people.

Naturally, the masses of the people have come to ponder seriously over this state of things. They think about it more than they do anything else, and the practical results of the enormous unrest and discontent which have grown out of the causes to which attention has been drawn are seen in labor strikes, in Coxey armies marching on Washington, in violent anarchistic harangues made throughout the country, and in the organization of parties and the large crops of wild political theories, each one guaranteed to remove all causes of discontent and to make everybody rich and happy.

This sort of thing has a vastly more injurious effect in this country than it could possibly exert in Europe, and for obvious reasons. In the most advanced countries of the Old World the management of financial affairs is intrusted to the ablest men, who thoroughly understand that the stability of a government depends, not on mere political abstractions, but upon money problems, upon the commercial and industrial interests and upon taxation. When the people

are prosperous nobody cares what is the form of government. When prosperity is lost, no form of government and no political principles will satisfy the suffering masses. The best government is the one that does the most to advance the substantial, pecuniary interests of the people. That is the practical view, and a real fact will outweigh a million theories.

Thus it is that the wise statesmen of Europe have been able to keep down the democratic spirit and to prevent political revolutions, simply by managing the financial interests of their countries so as to secure as much as possible the prosperity of the masses. This is the highest statesmanship, as it is the noblest philanthropy. It has often been a subject of wonder why all the monarchies of Europe have not been overthrown, and republics established on their ruins; but the explanation of the mystery is that the European statesmen have been able to give their people a reasonable material prosperity.

In this republic, the richest resources and the freest institutions in the world have not been able to keep the people prosperous, because, in handling the national finances, the people were the last and the least in the thoughts of the politicians, and, now that distress has come, the people, losing confidence in the party managers, are trying in a blind way to work out their own redemption.

In this attempt the people are sure to fail. Political economy, which is the highest branch of the science of government is wholly unknown to the wild theorists, to the blind gropers, to the impudent charlatans, to the unmitigated demagogues, and to all the interested and disinterested persons who propose to experiment on the body politic. The wisest statesmanship is necessary to manage the finances of this great country, and should any class of arbitrary theorists get possession of Congress, they will end by utterly wrecking the finances of this great country. But no advice or warning will suffice to deter them from the dangerous task. The final destiny of all republics in the past history of the world was to fall into absolute despotisms. The first step to this was civil war, followed by the rule of demagogues. After the resulting chaos came the empire. The experience of the past should be a warning for the future.

A NECESSARY MEASURE.

This country with its free institutions and government of the people, by the people, is no more free from the irruptions of anarchists and the inroads of socialism than are the old monarchies of Europe. The reason is that European countries have, to a large extent, been able to deport their pauper and criminal classes to America. Those that were not sent with government funds have escaped from custody, or have fled from pursuit, and, save in a very few cases, there is no desire to extradite or reclaim them for punishment, the mother countries being glad to get rid of them and only solicitous that they do not return.

The only conditions under which immigrants can be excluded from the country are that they are known to be criminals, or that they are obviously paupers, or are helplessly afflicted with insanity, idiocy or loathsome diseases. But no means exist for detecting criminals, and poverty or other helplessness must be so

plain that the fact obtrudes itself upon the attention of the Government officials who are supposed to supervise the admission of immigrants. The result of this lack of regulation is that an immigrant is rejected, and hence great numbers of the worst classes are constantly admitted into this country.

The consequence of all this is that not merely is the labor system of the country almost entirely unsettled, but the murder and plunder societies of Europe are fully organized and in operation here, as the people of many cities know to their cost. No action that Congress could take would undo the evils already in existence; but it is not too late to accomplish something for the future. To this end there is a bill, which has been favorably reported by the Judiciary Committee of the House, which provides that, in addition to present requirements of law, the immigrant is compelled to secure from the Consul or other representative of the United States nearest the immigrant's last place of residence a certificate showing that the representative has made an investigation concerning the immigrant, and that he is not one of those excluded from this country under its present laws or any law that may be enacted.

It is plain that some remedy for these evils in the future is absolutely necessary. The measure proposed strikes at no nationality or race, but only at those classes of criminals and paupers who are unloaded upon this country by governments, cities and social organizations in the Old World.

TO PREVENT HASTY LEGISLATION.

The people of the great State of New York have had so many unfortunate experiences with questionable legislation hurried through the Legislature that they now desire to apply a remedy. They propose that there shall be given to proposed legislation greater publicity, and to secure that advantage the Legislature is to be prevented from hurrying bills through without the public having time to fully comprehend the character of the proposed measures.

Accordingly, amendments are to be subjected to the constitutional convention to be assembled in that State to provide for proper publicity being given to bills. One amendment provides that no bill shall be passed until it has been printed and been upon the desks of the members at least one calendar legislative day prior to its final passage, unless the Governor or Acting Governor shall certify to the necessity of its immediate passage under his hand and the seal of the State, nor also unless by the assent of a majority of the members elected to such branch of the Legislature.

Another amendment aims at giving greater publicity to private and local measures by providing that no private or local bill shall be passed by the Legislature or become a law, the full text or an intelligible abstract of which has not been published at least three times during the three months immediately preceding the meeting of the Legislature, with intervals of not less than two weeks between each publication, in newspapers in the cities of New York and Albany and each county specially affected by the contents of the bill, unless by and with the assent of three-fourths of all members elected to both branches of the Legislature.

THE COAL STRIKE.

When it is considered that there are over 200,000 in the ranks of the coal strikers and that those dependent directly on their work for support aggregate many hundreds of thousands more, the picture of suffering presented to the mind is of sufficient gravity.

When it is considered that in nearly all of the mining towns there is a large population indirectly dependent on the mining industry and mining population for their support, the consequences of the strikes in the mining towns alone, aside from the disorder and bloodshed, are sufficient for national concern—are sufficient to be classed as a national calamity. The gravity of this calamity is increased by the cost and interference with industries consequent on the calling out of the civil and military forces to suppress violence and protect the non-union workmen and protect mining property.

But these features of the strike pale into insignificance beside the more indirect and widespread results. The stoppage of industries on account of actual scarcity of coal, caused either by interference with its transportation or the hoarding of speculators—for there is coal enough and to spare—so blends into the general conditions of the financial depression, and effect industries so widely scattered, that there is no adequate conception of the magnitude of suffering and financial loss.

Many industries, idle since the panic of last year, would have resumed but for the uncertainty engendered by this strike alone. The continued suffering of this army of unemployed must be added to the vast aggregate of indirect results.

The hope of improved conditions and the wish to keep their operatives employed induced most of the railroads in the country to keep more trains running than business warranted. Most of these roads have discontinued many trains, pleading scarcity of coal. Think a moment how widespread is this single item of industrial loss! It must all be changed to the same account.

As is so often stated, this loss is total loss. For every ounce of gain in value by diminished production there are pounds of loss in diminished capacity to buy. If the promoters of the coal strike are the miners and their leaders alone, what an instance of one organized industry madly tearing at the throats of all other industries! If the leaders are in collusion with speculators, and the strikes are the result of a conspiracy, the mind stands appalled at the responsibility to be charged to its instigators.

Card to the Trade.

To the Retail Trade:

It having been reported by some traveling men that the Ball-Barnhart-Putman Co. was responsible for cartage and other changes in business methods recently adopted by the jobbers, we wish to emphatically state that no one firm is responsible for these changes. Representatives of eleven of the great Central States met and conferred over the business situation and, after mature deliberation, decided to adopt these new methods of doing business; and it is unjust to blame any one house, market or State for these changes. We deem it due our fellow merchant to thus publicly state these facts.

OLNEY & JUDSON GROCER CO.
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CHEESE IN HISTORY.

Methods in Use Long Ago and at the Present Time.

From the Chicago Tribune.

Little Miss Muffet,
Sat on a tuffet,
Eating of curds and whey;
Along came a spider,
And sat down beside her,
And frightened Miss Muffet away.

So runs the nursery rhyme and the picture of Miss Muffet, the tuffet, the spider, and the upset dish with its precious contents streaming on the ground is a familiar memory. But how few of the present generation have tasted that delicacy of the last century, curds and whey. The rich, sweet flavor of whey is almost unknown even to the farming population, and many city residents are ignorant of the meaning of the word. The farm dairy has given way to the corporate creamery, and the homemade cheese is supplanted by the factory product—a change which has produced certainly a more uniform article, and with equal certainty a higher average of both flavor and purity. As a nation, Americans are not large consumers of cheese, though its use is steadily increasing. Food consumption in this country is more diversified than that of any other country, and where the English or continental laborer enjoys little animal food except cheese, the American uses butter, meat and eggs. Of butter especially Americans are immense consumers. But cheese has flesh making qualities wholly lacking in butter, and in many respects it is one of the most concentrated forms of food in ordinary use, producing both fat and flesh in such quantities as to supply lacking elements in other food form eaten with it, notably bread of wheat, rye or oats.

Cheesemaking is of such great antiquity that its origin is lost in obscurity, and its earlier forms and types are not sufficiently known to impress one with their superiority, though it is no exception to that rule by which elderly people have ever insisted that these are degenerate days in cheesemaking as in patriotism and good manners. Jesse commanded his son David to "carry ten cheeses unto the captains of their 10,000 and see how thy brethren fare," and later in the life of David there was brought him "honey and butter and cheese of kine," showing that even then there was a variety of milk used in producing cheese. Homer refers to cheese as a staple article of food, and it is similarly mentioned by other authors.

Coming down to more modern times and to types of cheese known and consumed to-day, "Cheddar" is unquestionably most prominent. Camden, a historian of Queen Elizabeth's time, states that Cheddar cheeses were then so large that two men were required to set one on the table. And Fuller, a century later, remarks that the "great fault with Cheddar cheeses is that they are so few and so dear and rarely to be met with save at some rich man's table. Their manufacture was then confined to the village of Cheddar and adjacent districts, and was governed by a system carefully guarded and concealed from the outside world, as, in fact, were the several other English systems named for the locality where they were first applied, as Cheshire, Derby, Gloucester, Stilton, etc.

The village of Cheddar is the center of a district especially favored by nature for dairy products, having pure air and water, rich soil and mild breezes from the Bristol Channel, while the milk from the Ayrshire cattle, most numerous there, is particularly adapted to cheesemaking. But above all these advantages is the system or process used, which with but slight modification has prevailed from "time when the memory of man runneth not to the contrary," and survived a development from the few hundred cheeses which were "rare and dear" in the Seventeenth Century to a product estimated at 500,000,000 pounds during 1890. The main elements of the system have survived transplanting to both Continents of America, Australia, and even to Southern Africa, and Cheddar to-day it the leading cheese product of the world.

Cheddar cheese is a full cream or whole milk cheese. The night's milk is allowed to stand until morning in a large tub or vat, a low temperature of 50 to 55 deg. being maintained, and, preferably, the milk is kept in slow but constant motion by a form of agitator to prevent the cream from rising. When no agitator is used the cream is skimmed off in the morning, run back through a strainer and thoroughly stirred into the skimmed milk, the fresh morning's milk being added at the same time and in the same way. The entire contents of the tub is now heated to a temperature of 80 to 85 degs. and a sufficient quantity of rennet added to thoroughly coagulate or curdle the milk. Rennet is an essential to cheesemaking of almost any variety. It is made from the stomach of a young calf, washed and pickled by a special process. How its effects on milk were ever discovered is an unsolved mystery, but its use is ancient. It produces the best cheese curd of any substance known. This curd is not that of sour milk. There is no acid as yet developed, and if salt were applied at once the cheese would remain sweet and never ripen. The effect of the rennet is to separate the milk into two distinct and dissimilar substances—curd, a firm, white gelatinous mass, containing of the original substance of the milk nearly all the casein and butter, about half the milk sugar, and a little water; the whey, composed largely of water, with a small amount of butter, casein, and the remaining sugar of milk; the latter, a clear, yellow liquid, sweet to the taste, and when cool especially refreshing and palatable.

In about an hour after adding the rennet to the milk a good curd should be produced, which is then carefully split or cut into pieces about two inches square with a special form of cheddar curd-knife, the use of which requires practice and skill. The heat is now gradually increased until a temperature of 95 degrees to 100 degrees is reached, the entire mass being stirred meanwhile with a blunt instrument to facilitate the thorough separation of the whey and the hardening of the curd. After standing half an hour the curd is carefully dipped out of the tub and placed on a tray. The sides and bottom of this are formed of open slat or basket work, upon which has been spread a piece of coarse cheese cloth large enough to permit the pile of curd being covered by spreading the loose ends over it. While in this tray much of the remaining whey drains off. The curd is gently crumbled, spread and repiled by hand to expose fresh surfaces to the air and permit the formation of a slight acidity in the curd itself as well as to promote the escape of the whey.

The curd is allowed to cool and then put through the grinding machine or in a more primitive fashion chopped in a bowl, either process reducing it to small particles and expelling most of the remaining whey. It is now salted by thoroughly mixing one pound of fine, pure salt with each fifty six pounds of curd and is ready for the press.

A wooden hoop somewhat deeper, but of the same diameter as the cheese to be reproduced, is laid upon a smooth board grooved and inclined to drain escaping whey. A coarse cheese cloth is spread over and pressed into the hoop and the curd piled in until the hoop is filled nearly to the brim. The ends of the cloth are now folded over the top of the curd, a circular piece of wood called a "follower" is inserted, and by means of a weight or screw is pressed gently down upon the curd, or, as it may now be called, the cheese. During the next hour or two this pressure is increased once or twice and at the end of twenty-four hours the cheese is reversed and the pressure exerted on the other end for a day. The cheese is now taken from the press, bound with a fresh cheese cloth, and rubbed with salt or salty butter and set away in a cool curing room to ripen. During the first two weeks it is daily rubbed with salt or butter and turned, after which time this treatment is not so frequent, and in from eight to ten weeks the cheese should be fully cured.

This is Cheddar cheese, and the system here described is closely followed in most

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

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American cheese factories, though improved appliances have modified the details in some instances.

This cheese is a thoroughly healthful article of food, presenting both flesh and fat forming elements in a concentrated form. If properly cured and thoroughly ripened there exist ammoniacal salts and other elements which aid materially in the digestion not only of its own condensed nutrition, but of other substances eaten with it. As a food for those engaged in active out-of-door occupations it has many points of excellence, and its consumption is rapidly increasing. At the bakery lunch-rooms in sandwich form it is in great demand, and in the restaurant or saloon with rye bread or pretzels and beer it retains its popularity. The fisherman or hunter enjoys it with crackers and bologna, and the Yankee with bread or crackers and milk. Its rich nutty flavor adds to the enjoyment of a piece of pie, and will assist in digesting that much abused American pastry, though the fancy cheeses are usually preferred as a post prandial relish.

These imported fancy cheeses are also gaining in popularity, and the variety in flavor and price is certainly sufficient to suit a diversity of tastes. By epicures a fine old Stilton seems most highly prized, and is at the present time rarely found, and commands exorbitant prices. The imitations are plentiful, cheap, and usually very inferior. It was of Stilton cheese that Charles Lamb remarked to the grocer who was wrapping it up in paper, "Never mind that, just tie a s-string to it and I can lead it home." It is the invention of a Mrs. Paulet, and first gained prominence about a century and a half ago, being served to the guests of the Bell Inn, at Stilton Village, on the great north road from London to Edinburgh. Here, in the days of stage-coach travel, the passengers dined, and the fame of the delicious cheese soon spread far and wide, taking with it the name of the village, which it still retains.

Stilton is a rich, double-cream cheese, the cream of the evening's milk being added to the morning's supply. It is quickly curdled and but slightly pressed, and requires great skill in manipulation, especially in the salting. The process is complicated, demanding constant attention, even through the ripening period. There seems, also, to be some special quality of soil and vegetation essential to good results, its manufacture being still almost wholly confined to the village and vicinity of Melton Mowbray, in Leicestershire, where the good Mrs. Paulet over a century ago acquired fame and "half a crown the pound" for the first "Old Stilton."

Excepting Stilton, fancy English cheeses are not popular with Americans, while those of the Continent, though finding little sale in England, are in good demand here. France and Holland are the leading producers for export.

French cheeses are of three distinct types—a fresh, plain, soft cheese, a fancy cured, soft cheese, and a rich cured, hard cheese. The first, being used when fresh, is for home consumption exclusively, and is very popular. It is similar to our cottage cheese, and is usually sour curd, slightly pressed and salted—sometimes made from skimmed milk only, and again in places from almost pure cream.

Of the cured soft cheeses Brie is unquestionably most popular, and is largely exported. Its production is not confined to any one locality, though the departments of the Meuse and Marne are supposed to afford the finest quality—more perhaps from technical skill than from any inherent virtue of soil or herbage. It is made from fresh milk, which is heated by steam in large copper vats having double bottoms. When the proper temperature (about 80 degrees) is reached, the milk is run off through a trough to the cheese-making room, where it is poured into tubs and the rennet added. In the course of two hours some cream rises, which is skimmed off. About an hour later, the curd having sufficiently formed, it is carefully cut in slices and placed in a tin hoop, which rests upon a mat of rushes. As more of the whey escapes the curd shrinks, and is removed to a smaller form. The next day the cheese is carefully turned and salted, a

fresh mat supplied, and it is removed to another room, where it is each day turned and placed on a fresh mat. A white mold soon appears which gradually extends over the entire surface and slowly changes color, first to blue, then yellow and finally red—about two weeks after which the cheese is cured and ready for market.

Neufchatel probably ranks next to Brie in commercial importance, though usually regarded as superior in flavor. It is also a soft cheese, and, though largely consumed while fresh in France, is only known here as a cured product. Instead of having part of the cream removed, as with Brie, it is made from fresh milk, to which about half of its own quantity of cream is added. The process of manufacture is somewhat similar to that of Brie, though rather more complicated, but the condition of ripeness, as indicated by the changing color of mold, is substantially the same.

Roquefort cheese is by many considered the ne plus ultra of dairy products. Being made from sheep's milk, it presents elements that render it unique among the cheeses here described. Its manufacture was for many years confined to the plateau of Larzac—about twenty miles square—situated in the mountainous district of Southwestern France, and having an elevation of over 900 feet. The increased demand for the cheese during the last half century has given a tremendous impulse to the industry, which now extends many miles over the surrounding mountainous district. The native sparse vegetation of the hillsides being supplemented by cultivated nutritious grasses and clovers, has increased both the quality and quantity of the cheese produced.

The evening's milk is placed in tinned copper pots and kept warm until morning, when the cream is removed. The skimmed milk is added to the fresh morning's supply, both are heated and the rennet stirred in. When the curd forms it is cut in all directions with a wooden knife, the whey being drawn off during the cutting. The curd is then lightly squeezed and worked with the hands until no whey appears.

The forms consist of glazed earthenware cylinders about eight inches in diameter and four inches high, perforated at both sides and bottom. The curd is placed in these forms in three separate layers, between which is strewn moldy bread specially prepared for the purpose. The top layer rises above the rim of the cylinder and a weight placed upon it presses the entire mass firmly into the form. The cheeses are now kept warm and moist for a week in a box containing a wet sponge, and on the seventh day are removed to the famous caves of Roquefort, which give the cheese its name. These caves are numerous in the mountainous district and have an almost uniform temperature of 42 degrees, together with great humidity of atmosphere. They are equipped with racks, mats, tables and other conveniences. The cheeses are thoroughly rubbed with salt and laid upon racks and shelves for a few days, after which they are carefully scraped. The thin, hard skin which has formed being removed from both skin and sides they are set up on edge—each separated from the other by a straw mat. In time a reddish skin appears and in from six to eight weeks the curing process is complete.

Switzerland sends to America large quantities of a popular and delicious cured hard cheese commonly called "Switzer" or "Swiss," but more properly "Emmenthal," though the same name is also applied to "Gruyere." It is a full cream cheese and frequently of enormous size, some reaching 120 pounds in weight. The most striking peculiarity in the process of manufacture is the unusual heat employed prior to adding the rennet and during the last draining of the whey. Also the delay in adding salt until after pressing, thus allowing the development of considerable acid, which gives it that rich flavor so enjoyed by connoisseurs. The production of "Gruyere" is by no means confined to Switzerland, the neighboring territory of France, Germany and Italy, and even Belgium supplying large quantities.

Belgium is, of course, most widely known for its "Limburg," though Liege no longer enjoys a monopoly of this odoriferous production—the Limburger of many parts of Germany being often equal and even superior to that supplied from its original home.

The Parmesan cheese of Italy is a unique product. It is an unpressed skimmed milk creation, requiring three years to fully cure, being frequently rubbed meanwhile with linseed oil. The Gorgonzola from the same country more nearly approaches a fine old Stilton in flavor than any other cheese made.

German cheeses are of many kinds, but mainly for local consumption, and nearly all artificially colored and flavored with anise seed, as also are those of Denmark, which, nevertheless, exports some excellent unflavored skimmed milk cheese.

Holland is a large producer of both butter and cheese, much of which is exported to England and France. This country also consumes quantities of Edam cheese, which is by many deemed the acme in flavor of the plain cheeses, for with these it must be classed. The process of making it is complicated, and great skill is required in securing a fine quality. It is frequently made at home, the most primitive processes being used. Formerly the cheeses weighed from twelve to twenty pounds, but at present they are much smaller, rarely exceeding eight to ten pounds. The cheese is made from fresh milk, and an unusual quantity of rennet produces a curd in about fifteen minutes. The whey is worked out mainly by hand, after which it is filled into the peculiar shaped forms used for it, and pressed for several hours. It is then transferred from the press to another form, from which it is daily removed, salted and replaced during the two weeks following. The fifteenth day it is soaked in strong brine for twenty-four hours, washed and dried, then put away for several weeks to cure. During the week before selling it is daily washed in fresh water or young beer, and finally rubbed with linseed oil and stained with tournal cloths, giving it a peculiar shade of red.

It frequently happens that modern discoveries in mechanics, science and medicine serve simply to verify a time-worn axiom or indorse an ancient custom—so with the long established practice of eating a morsel of ripe old Stilton or Roquefort after a hearty meal, modern science but gives the reason why. Rennet contains vast numbers of micro-organisms, which are warmed into activity in the heated milk, producing the separation of curd from whey. Cooled in the cheese they remain as inert globules, until the heat of the stomach sets them at liberty and their restored energy contributes materially to digestion. Various ammoniacal salts contained in the cheese also assist in the operation.

So the gormand of to-day finds relief from the results of his folly in the same fashion as his prototype of two centuries ago. No wonder those good livers celebrated in verse and song the lovely milk-maid and paid glowing tribute to her occupation. They are still her debtors, as are the gormands of to-day, though the modern poet would find little inspiration in the American cheese factory.

While there are several cheese factories in England, and they are not unknown on the continent, they are the exception and not the rule. Most of the fancy cheeses are almost exclusively home made, and particular farms have varying reputations for the special qualities of their product. This operates to prevent organization. Those who supply the better quality object to the loss of prestige and price which might result from combination with inferior grades. However, dairy unions are becoming numerous and usually encourage the association idea, with the result that factories are increasing in number, abroad as well as at home.

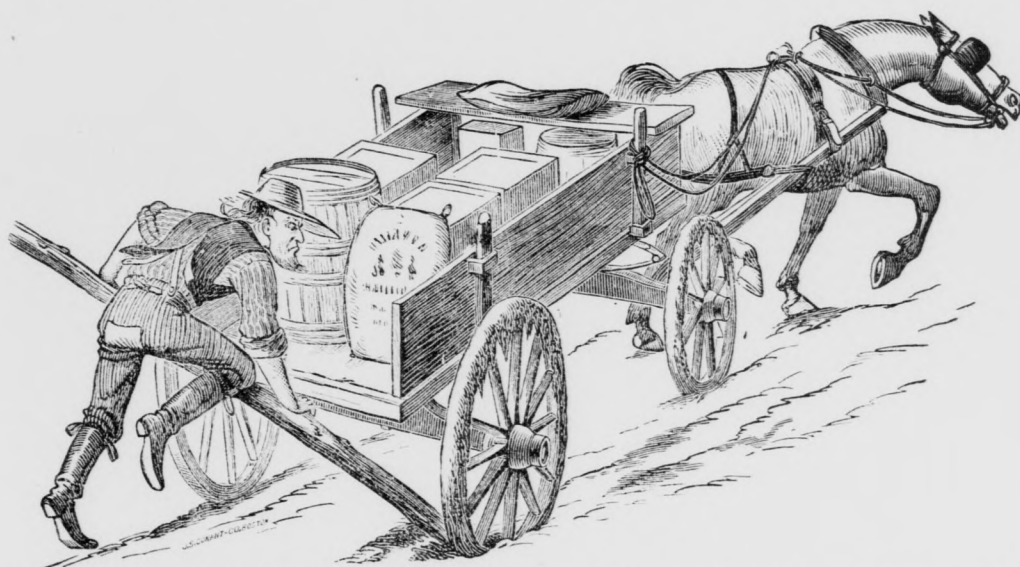
The first cheese factory was started at Rome, N.Y., in 1851, by Jesse Williams, and during the forty-two years which have since elapsed the number has increased to many thousand. Few people realize that the dairy products of this

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.

Get Out of the Old Rut



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

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

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

TRADESMAN COMPANY, Grand Rapids, Mich.

country—butter, milk and cheese—far exceed in value any other agricultural product, amounting to over \$600,000,000, about \$250,000,000 of which can be credited to cheese.

The cheese factory supply of milk is generally secured from neighboring farmers, and is purchased at a fixed price per gallon per year, the factory to receive the entire yield except that for home consumption.

Every housekeeper knows the extreme sensitiveness of milk to strong odors or flavors, which it readily and greedily absorbs; hence, absolute cleanliness is a primary essential in any dairy management. Fresh, pure air and sunlight also are needed, as well as pure water. The food supply of the cows is, likewise, of great importance, fresh pasturage of good quality being preferred, and that of August and September producing the finest cheeses.

Novel Method of Preparing Soap.

There has recently been brought out in France, a sort of fancy soap for the use of those who are obliged to do considerable traveling. It is a question of small pieces of paper, slightly larger than visiting cards, covered on each side with a thin layer of ordinary soap or of soap variously colored and perfumed. These soap papers are put into memorandum books, card cases, or pocket books, just as if they were business or visiting cards. Each sheet serves as soap for one time only, and is used like an ordinary cake of soap; in fact, it is an easily carried soap that may be offered to a traveling companion, for every sheet is intact, it having to be used but once.

The manufacture of this soap paper is very simple. It consists in immersing sheets of unsized paper in a bath of coconut oil soap, prepared in the same way as for the manufacture of toilet soaps. The strips of paper are dried, and then passed between rollers, in order to render them smooth and give them a handsome appearance. The strips are then cut to the proper dimensions and stamped with such marks as may be desired. Instead of paper there may be used squares of parchment paper, or better still, of tracing cloth. This industry is still new, and we do not yet know what development is in store for it.

Don't Fuss.

From the American Storekeeper.

There are a good many storekeepers who borrow trouble. These are the men of variable temper. To-day they are in a state of fussy good humor; to-morrow they are unreasonable, morose, snappish and disagreeable. Such men never become great in any walk of life, for such variation of temper betokens a weakness of mind. Employees never find pleasure in working for a man of this April-day

temperature. Such a man is never well served, for his fussiness to-day creates confusion, of which mistakes are a natural consequence; his irritability to-morrow makes people around him nervous and impatient. In the store owned by such a man there is none of that smoothness which is an essential to a proper performance of duty.

The character of the employer is generally reflected in his clerks. If a storekeeper is of a smooth and even temper, there is a certain ease in the manner of conducting his business. He good-naturedly corrects the errors of the inexperienced. If, on the other hand, he becomes childishly passionate over matters which may, perhaps, be insignificant, his irritability is extended to his help, for such irritability is woefully contagious.

This courting of worry should be avoided by people in all walks of life. The man with responsibilities, which are part of any commercial undertaking, should in all cases preserve a calm and even temper. That is nerve.

The Country Merchant.

The country storekeeper is in some sort a public character. He finds himself used in a dozen different ways—as banker, oracle, referee, newspaper, directory, intelligence man, etc.—almost before he is aware.

Gossip and small talk he should retail with the same graceful alacrity with which he dispenses maccaboy and peppermint drops.

Thoroughly democratic as an institution, "the store" recognizes no caste, and its doors swings freely open to all who come, whatever be their errands.

An inviting haunt for all the idle ones around, its fireside on stormy or impracticable days draws together its little circle, that is ever shifting its character and its subjects as different persons come and go.

Sometimes the conversation has all the interest that native humor and penetration can give it. But not infrequently will it subside into the veriest twaddle.

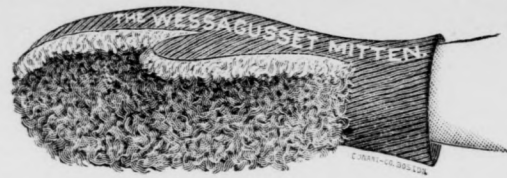
Few and almost commonplace as are the occurrences of rural life, yet the social requirements of the village demand these be made the most of, that no one may be guilty of so indecorous a thing as silence in his neighbor's presence.

Of Interest to Tenants.

Additions to rented premises when made by the tenant should never be fastened by nails, but with screws. Should he wish to move away and take with him the lumber composing the improvements he has made, he can simply draw out the screws and take the planks.

Use Tradesman Coupon Books.

RUSSETT
SHOE
DRESSING



IN STOCK.

WOOL
POLISHING
MITTEN
\$1 per dozen.

Whittemore's Dandy, (liquid)	\$1 75
" Cream, (in tubes)	1 75
" Paste, (in tin)	1 75
White's Cream, (in tubes)	1 60
Bixby's Salinola, (liquid and paste)	1 00
Loomer's Russet, (liquid)	1 75
" Correct, (liquid)	1 00
" Paste, (in tin)	1 00
Eclipse Russetine, (liquid)	85
" Correct, (paste)	

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

The Salt that's all salt

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

Diamond Crystal Salt

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

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



Why Not Use the Best?

OUR

"Sunlight"

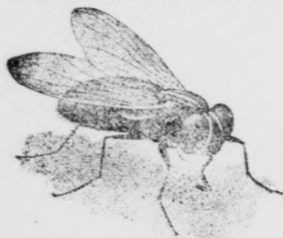
FANCY PATENT FLOUR

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

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.

PLEASES EVERYBODY.



PRICES FOR 1894.

40 CENTS A BOX.

\$3.60 PER CASE.

\$3.50 PER CASE, in Five-Case Lots.

\$3.40 PER CASE, in Ten-Case Lots.

TANGLEFOOT Sealed STICKY FLY PAPER.

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

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

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

Manufactured by

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

Each Box Contains

25
DOUBLE SHEETS
AND ONE HOLDER.

Each Case Contains
10 BOXES.



SOLD BY ALL JOBBERS

QUEEN OF COOKERY.

Pencil Sketch of Mrs. Sarah T. Rorer, of Philadelphia.

Mrs. Sarah Tyson Rorer was born in Bucks county, Pa., in August, 1851. Both of her parents were of Dutch-English parentage, being descended in a straight line from Amsterdam and Old England. In stature and appearance Mrs. Rorer favors the English side of her house, but the sturdy Dutch blood in her veins may be credited with the patient and conscientious application which she has given her profession as a reformer of cookery and to it may be attributed, in no small degree, the remarkable success she has acquired in her chosen profession.

When she was about a year old her parents removed to Buffalo, where her father embarked in the business of a manufacturing chemist, which he continued several years with marked success, placing many new pharmaceutical preparations on the market and originally introducing in this country the French blacking then so deservedly popular. Mrs. Rorer attended a private school until she was 11 years of age, when she was sent to the Aurora (N. Y.) Academy, where she took a five years' scientific course, making a specialty of chemistry and astronomy. At that time she appeared to have very decided ideas of a future, her ambition being to graduate at the head of her class, pursue a course of pharmacy and be the first woman in America to be able to dispense drugs and put up prescriptions. Passing a creditable examination at Aurora, she entered a finishing school at Buffalo, where she remained three years, graduating with credit to herself and with satisfaction to her friends. In the meantime her father had enlisted in the war, responding to the first call made by Lincoln for three months' men, and remained in the service until the close of the struggle. He came home shattered in health and strength and for the next ten years he was an invalid, patiently and tenderly cared for by both wife and daughter. Mrs. Rorer speaks in high terms of the intelligence and culture of her father, whom she pronounces one of the most remarkable men she ever knew and to whose companionship and encouragement was undoubtedly due much of the ambition she then possessed to make her mark in the world. In 1869 the family removed to Philadelphia, and the following year Mrs. Rorer was married to Mr. W. A. Rorer, by whom she has had three children, one of whom, a daughter, died in infancy. Two sons she has reared to manhood. W. A., Jr., now 21 years old, is a graduate of the Penn Charter school and is now finishing a three years' course at the University of Berlin, fitting himself for the profession of translator. The younger son, Jas. B., 16 years old, graduates this month from the Penn Charter school, and will this fall enter Harvard college, with a view to fitting himself for a lawyer, which profession he has looked forward to entering for some years.

In the fall of 1879 the Century Club, composed of the elite women of Philadelphia, opened a cooking school, and the following spring the enterprise was placed in charge of Mrs. Rorer, a position greatly to her liking. When she was but 12 years of age she prepared a loaf of bread and a sponge cake which took the prize at a district fair, held in

the vicinity of Buffalo, and from that time on much of her spare time was given to the study of culinary affairs. She continued at the head of the Century Club's cooking department a couple of years, when she started the Philadelphia Cooking School at 1518 Chestnut street. This enterprise she has continued ever since, being now located at 1617 Chestnut street, with regular terms lasting from October until May, two classes per day. This School has had a somewhat noted career, having graduated many students who have become not only proficient but noted exponents of high art cookery. She is still at the head of this School, but during her absence it is presided over by Miss Nannette Nevins, whose father was at one time Governor-General of India, and whose reputation as an exponent of scientific cookery is but little inferior to that of Mrs. Rorer. Six years ago she began delivering courses of lectures at pure food expositions, since which time she has conducted a half dozen such courses each season.



In 1886 Mrs. Rorer established a monthly publication known as *Table Talk*, which was published monthly at \$1 per year and acquired a large circulation and a wide circle of admirers. Six years later she was frozen out of the company, and in July of last year she inaugurated a new publication, known as *Household News*. This is also a monthly publication at \$1 per year and is rapidly making friends by the thousand in all parts of the country.

Mrs. Rorer's connection with the Model Kitchen at the World's Fair is an interesting chapter in her career. She was not an applicant for the position, but received several overtures from various organizations seeking her assistance during the Exposition. Her first idea was to secure a space in the Woman's building, 60x60 feet in size, utilizing it with a kitchen, showing the many ways in which inexpensive foods may be cooked for the benefit of people of small and moderate means. Being unable to obtain space in this building, she applied for a similar space in the Manufacturers' building. In the meantime she received a flattering offer from the Woman's Board of Managers for Illinois to lecture two hours per day for six months on the subject of corn and culinary preparations therefrom. This contract was promptly executed, calling for \$200 a week and three assistants for a period of six months, and was carried out faithfully

on both sides. In addition to her morning work, she lectured every afternoon to classes of twenty young ladies under 16 years of age, each class remaining under instruction thirty days. So anxious were some housewives to place their daughters under her instruction that they waited several weeks to enable their daughters to take advantage of the opportunity. During the Fair, Mrs. Rorer distributed 225,000 handsome pamphlets containing the recipes used by her in her cooking demonstrations, and has reason to look back on her connection with the Fair with both pride and profit.

In pursuit of her profession Mrs. Rorer has visited Europe twice, studying English, Scotch, Swiss, French and German methods of cooking. She makes more use of the French school of cooking than any other, having a warm admiration for French methods and results. Her great desire is to assist in the work of enabling the laboring classes of America to live better on the same amount of money, as she is firmly of the opinion that the same money now expended by the working classes for food could be made to produce much better results if the food were properly prepared and served. Naturally, she is opposed to co-operative housekeeping, which is finding some favor in the West, because it discourages and demoralizes the home feeling so essential to a great and patriotic people.

AS VIEWED BY A LADY ADMIRER.

A gracious presence is ever acknowledged in social life, and to say that Mrs. Rorer possesses this quality to a marked degree is to but faintly sound her praise. At first glance one would pronounce her physique that of a typical English woman, with well-rounded figure, bright eyes and rosy cheeks. Her complexion ("One's complexion comes from within and not from without," she says) is perfect. Her face is without wrinkles and her hair is untinted with grey, which is somewhat remarkable in a woman of family, who leads the busy life of responsibility which she has led. Her appearance coincides with her statement that "Everything depends upon the food a person puts into his stomach," and she is the living embodiment of her own excellent theories.

In private conversation she is charming, and in her lectures not less so. Her name is a household word, and it is safe to say that she is to-day the most widely-quoted woman in America. To paraphrase the statement of the New York Sun, "If Mrs. Rorer says so, it's so." Her cooking classes are always crowded, old experienced housekeepers, as well as novices in the culinary art, being anxious to avail themselves of the opportunity of listening to such an acknowledged authority on the topics she discusses. She illustrates her lectures by practical demonstrations before her audience, the platform being transformed into a model kitchen, where she constructs dishes "fit for the gods." Speaking in an ordinary conversational tone of voice, she makes herself heard by the most distant listener in the room. Not content with touching the surface of the matter, she goes to the root, giving lucid reasons for her statements. She invites questions from those on the anxious seat, and, when the enquiry amuses her, a merry twinkle appears in her eye and a funny little smile dimples the corner of her mouth.

In appearance, as she stands ready for her "talk" each afternoon, she presents an attractive picture of neatness. A large white embroidered apron (which is really a superfluity, as she never so much as spills a drop of water or allows a crumb to fall to the floor) protects her dress; a pretty little chiffon cap adorns her abundant blonde hair (which is combed straight back from the forehead, with just the suspicion of a curl, and coiled low in the neck), and white embroidered muslin cuffs reach to the elbow. The neck is dressed low (as in the accompanying illustration), and a large plain white hemstitched kerchief, crossed on the bosom, completes the outfit. She is evidently fond of roses, as she wears one each day.

Said a leading merchant the other day: "It is to be hoped that many outside of Grand Rapids (men as well as women, for men dyspeptics need a course of food doctoring as well as women) will not fail to take this occasion to hear Mrs. Rorer's cooking lectures, as she is certainly doing a great benefit to our people who are so fortunate as to hear her. We need to be stirred up in regard to this all-important subject of the kinds of food we put into our stomachs and the way in which they are prepared for our reception." H. E. S.

Clothing Men, Attention!

Brick store building to rent, all fitted up, in town of 500 people. Has been used for clothing business three years. No clothing or furnishing goods line now in town. Good farming country. Write B. C., care MICHIGAN TRADESMAN.

Lovene & Stevenson, general dealers, of Tustin, have had enough "iron roof" and we will put on 3,000 feet of felt and composition for them. H. M. Reynolds & Son.

Don't be so aristocratic as to be ashamed of common sense

PRODUCE MARKET.

Asparagus—No change from last week, home-grown still bringing 50c per doz. bunches. Warm weather will bring down the price.
Beans—Strictly hand picked, \$1.60@1.75, and held at \$1.70@1.85.
Beets—New Illinois, 50c per doz. bunches.
Beans—Wax, \$2 per bu. - String, \$1.50 per bu.
Butter—Choice dairy, 12@13c. Creamery, 16@17c.
Cabbage—Cairo crates bring \$1.40. Baltimore crates, \$2.50.
Cucumbers—50c per doz. and tending downward.
Eggs—Dealers pay 94@10c, holding at 11c.
Field Seeds—Medium and mammoth clover, 80@85; Alsike, 88@95; Alfalfa, \$6.75@7.50; Timothy, \$2.15; Red top, 75c; Orchard Grass, \$1.80; German Millet, 80@90c; Common Millet, 70@85c; Hungarian Grass, \$1.10@1.20.
Greens—Beets, 65c per bu.; Spinach, 35c per bu.
Honey—White clover, 14c; buckwheat, 12c.
Lettuce—Dealers pay 7c and hold at 6c per lb.
Onions—English bring \$1.50 per bu. and Louisiana stock \$1.25 per bu. Green onions are now bringing 12½c per doz. bunches.
Peas—Have gone up 10c per bu., being now held at \$1.60.
Pie Plant—Dealers pay 25c per bu. basket of 60 lbs. holding at 40c or 1c per lb. for smaller lots.
Radishes—Home grown are now held at 8c per doz. bunches.
Tomatoes—Mississippi in 4-basket crates bring \$2.50@2.75.
Potatoes—Have at last reached the century mark, being now generally held by commission houses at \$1 per bu. The grocer's price is still about 2½c below the above figure, however. New are in better supply now and the demand is brisk at \$1.50 bu. From now on new will probably hold the market.
Strawberries—Michigan fruit has reached the market in sufficient quantities to be a strong bear influence. The price as given by local dealers is 11@12c by the quart and 7½c by the crate.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Burbee, 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. Schröder

What a College of Pharmacy Does for a Drug Clerk.

This title refers to the average drug clerk.

Not to one of those extraordinary persons for whom nothing can be done.

But for the ambitious, enterprising, average drug clerk, a college of pharmacy can do much, and the work and training it provides will be invaluable to him.

A young man who is confined to the routine of business life, and consequently looks at things more from a business than from an educational standpoint—as, owing to the conditions which obtain, a clerk in a drug store more or less must do—soon finds study irksome, and is not inclined to extend his investigations beyond the apparent necessities of the business.

In the early part of his career in the drug business the work and service of the drug clerk demand most of his time and afford him little opportunity for study, investigation or experimentation, even if he be so inclined. What time he has to himself is, as a rule, too limited to permit of his making constant and extensive progress in study. Such inquiries as he is inclined to make, as to reasons, rules or purposes in pharmaceutical methods, those about him are often too much engaged to answer, or they have long since forgotten the answers if they ever knew them.

Such conditions will soon check and stifle any ambition to know more than the bare necessary facts of the business. Thus the young drug clerk fails to lay a good pharmaceutical foundation, his professional ability is dwarfed and future success restricted.

As he rises higher in position in the store the business makes a less pressing demand upon him for study, and consequently he studies less, depends on observation, previous experience and short cuts in pharmacy more, instead of studying out principles and details.

Thus he is induced to make his knowledge of the business more or less superficial, rather than extensive and fundamental.

He imitates; depends on practices rather than the guidance of principles; is more thrifty than thorough, more sagacious than studious, more clever than capable.

What study he does engage in is apt to be irregular and disconnected rather than regular and systematic.

The drug clerk's remedy for all these most unsatisfactory circumstances and conditions lies in a good college-of-pharmacy education.

In such an institution his environment and the influences brought to bear upon him will be in many respects different. He will be taught how to study. His

flagging energies will be stimulated. If possible, a deep interest will be awakened. His attention will be directed to methods and measures calculated to bring about the best results in the shortest time and surest way. He will be taught and have carefully explained to him the fundamental principles and requirements of the art he is to practice. He will be guided, encouraged and stimulated in his efforts to make himself a thoroughly capable pharmacist.

His hesitancy, unskillfulness, and incompetency will be remedied by making him fully familiar with the requirements of his profession and thoroughly capable in it.

He will be associated with other students, equally ambitious, equally energetic, and as thorough as he is; and by the rivalry, the exchange of ideas, comparison of experiences and customs, and a thorough sifting of the value of manipulative methods, he will be confirmed and established in fundamental pharmaceutical principles and deductions.

In studying pharmacy, chemistry, botany, materia medica, microscopy, etc., at a college of pharmacy, a student is led along carefully, steadily and regularly from simple principles to advanced investigations and ripe conclusions.

He is under the guidance, instruction and discipline of men, each of whom has made an extended study of the subject taught; and each makes it his profession to know more about that subject than the average pharmacist does or can.

By study, experience, and training, each teacher has qualified himself to most advantageously present his subject to the student; has learned what difficulties are usually met and how to overcome them; the advisability of dwelling upon certain points, and the unwisdom of doing so upon others.

The college student usually deals with a subject in four ways—he reads it, hears a lecture upon it, is quizzed upon it, and has laboratory practice in it.

By these means he is thoroughly drilled in it.

By the dependent and sequent character of the college instruction, the student is taught to adopt orderly, thorough methods, and to employ deductive reasoning.

The right kind of help afforded him at the right time, as dictated by the experience, observation and knowledge of the teacher, begets in the student confidence, interest, energy, and often even enthusiasm in his study and work.

The association with other students oftentimes begets life-long and cherished friendships, and is sometimes a material aid toward a social position.

The examples afforded by the teachers, learned in their various branches of pharmacy, often have a very salutary effect on the drug clerk's life and future.

While there is always room at the top, it is usually crowded at the bottom. What takes little or no effort, there are always many ready to seize. Human nature seeks a sinecure. That which is the result of long, careful and special training is most likely to be at a premium. As a rule, the more extended and laborious the process the higher the premium.

The more thorough, capable and successful a man becomes in a given line of work, the more difficult to replace and invaluable he becomes in it; the nearer alone he stands in it; is the master of its rewards, having mastered it.

But in order to secure such results he must avail himself of every opportunity and advantage; must find his deficiencies and remedy them, his weak points and strengthen them, his strong points and increase their potency.

Therefore the intelligent, wise drug clerk turns to a college of pharmacy as the means to secure all these most desirable ends; as the place which can and does do all the foregoing good and great things for its students—for the drug clerk.

ALBERT H. BRUNDAGE, PH. G.

Terms Worth Learning.

The younger followers of pharmacy will find it well worth their while to obtain a good exhaustive list of the various classes of remedies and therapeutic agents, carefully memorizing the meanings. The U. S. Dispensatory contains such a list, and it can likewise be found in some of the text-books. Familiarity with terms like *cholagogue*, *antizymotic*, *antiarthritic*, *analeptic*, *escharotic*, *hydragogue*, *salagogue*, and others, is commonly presupposed; but we have had several occasions to observe perplexity where there ought to be perfect conversance with this vocabulary. A little study of this glossary will be well invested. While such a vocabulary may be found complete elsewhere, we give below a few definitions and shall append others from time to time:

Analeptics: Agents employed to restore strength after illness, such as tonics and nourishing foods.

Analgesics: Medicines used to allay pain.

Antilitics: Remedies for the relief of calculous affections.

Antizymotics: Agents which destroy disease germs.

Calefacients: Medicines applied externally to cause a sense of warmth.

Colagogues: Purgative medicines which provoke a flow of bile.

Depilatories: Substances used to remove hair.

Detergents: Medicines used to clean wounds, ulcers, etc.

Echolics: Substances used to produce abortion.

Errhines: Medicines which promote the flow of the nasal secretions.

Escharotics: Caustic substances which destroy the tissues, causing sloughing and eschar.

Hemostatics: arrest hemorrhage.

Aydragogues: are purgatives which cause profuse watery discharges.

Mydriatics: cause mydriasis or dilatation of the pupil.

Myotics: cause contraction of the pupil.

Oxytocics: stimulate uterine contractions.

Revulsants: are substances which, by causing irritation, draw nervous force and blood from a distant diseased part.

Remedy Better Than Cure.

A druggist said: "Most people like a little whisky and I don't make many exceptions. I had one queer customer, but I never gave him away. He was a minister in high standing, and almost a fanatical Prohibitionist. He would buy a quart bottle of whisky about every ten days from me and always had it put in a peculiar bottle of his own. Ostensibly he bought it for lung troubles, as he coughed occasionally. To the whisky I always had to add 10 cents worth of rock candy, 5 cents worth of glycerine, and a little quinine, but not enough of the lat-

ter to make it bitter, and after awhile I omitted the quinine. Well, whisky, glycerine and sugar is an imaginary remedy for colds, but it is a powerful good drink. My revered friend's lung troubles continued for years. He is still afflicted, and still takes the same remedy. Otherwise he is a man in perfect health, and his lung trouble will never kill him."

Met Each Other Half Way.

From the Grocers' Advocate.

The folly of a war on prices has been exemplified in two cases reported in recent issues of the trade press. Two Long Island grocers began cutting competitively. Sugar and flour were their commodities. They occupied stands directly across the street from each other. One morning one grocer had cut his price and the next morning the other went him one better. This went on until one of them began to give away sugar and the other flour, and both discovered that their stocks were going out at lightning speed and their money tills were empty. Finally they started across the street, in the middle of which they meet. They shook hands, swore off, and returned to their respective business places to try and recover the business they had almost ruined.

Established 1868.

H. M. REYNOLDS & SON,

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

Practical Roofers

In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.,

Grand Rapids, Mich.

H. M. REYNOLDS & SON

Seely's Flavoring Extracts

Every dealer should sell them.
Extra Fine quality.
Lemon, Vanilla, Assorted Flavors.
Yearly sales increased by their use.
Send trial order.

Seely's Lemon.

(Wrapped)

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

Seely's Vanilla

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 40	15 20
2 oz.	2 00	21 60
4 oz.	75	40 80
6 oz.	5 40	57 60

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

Correspondence
Solicited.



SEELY MFG. CO., Detroit, Mich.

Wholesale Price Current.

Advanced—Turpentine. Declined—Opium, Opium Powdered, Salicylic Acid, Salol, Chloral Hydrate.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R	60
Benzocum German.	65 75	Aloes	50
Boricum	20 30	and myrrh.	60
Carbolicum	50 20	Arnica	50
Citricum	30 5	Asafetida	50
Hydrochlor.	10 12	Atropine Belladonna.	60
Nitricum	10 12	Benzoin	60
Oxalicum	10 12	Co.	60
Phosphoricum dil.	1 25 10 60	Sanguinaria	50
Salicylicum	1 25 10 60	Barosma	50
Sulphuricum	1 25 10 60	Cantharides	50
Tannicum	1 40 10 60	Capsicum	50
Tartaricum	30 2 33	Ca damon	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	40 6	Bi Carb.	15 13
" 20 deg.	60 8	Bichromate	12 14
Carbonas	12 14	Bromide	40 42
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate (po 23 25)	24 26
Black	2 00 2 25	Cyanide	50 55
Brown	45 50	Iodide	2 90 2 30
Red	45 50	Potassa, Biart. pure.	27 30
Yellow	2 50 2 30	Potassa, Biart. com.	30 32
BACCAL.		Potassa Nitras, opt.	80 10
Cubeae (po 36)	25 30	Potassa Nitras	70 9
Juniperus	80 10	Prussiate	25 30
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	22 25	Althae	2 25
Terabin Canada	60 65	Anchusa	12 15
Tolutan	35 50	Arum, po.	2 25
CORTEX.		Calamus	20 40
Abies, Canadian.	18	Gentiana (po 12)	80 10
Cassia	11	Glycyrrhiza (pv 15)	16 18
Cinchona Flava	18	Hellebore, Ala, po.	15 20
Euonymus atropurp.	30	Inula, po.	15 20
Myrica Corifera, po.	20	Ipecac, po.	1 60 1 75
Prunus Virgin.	12	Iris plox (po 35 38)	35 40
Quillaja, grd.	10	Jalapa, pr.	40 45
Sassafras	12	Maranta, 1/4	2 35
Ulmus Po (Ground 15)	15	Podophyllum, po.	15 18
EXTRACTUM.		Rhei	75 80
Glycyrrhiza Glabra	24 25	" out.	75 80
" po.	33 35	Spigelia	35 40
Haematox, 15 lb. box	11 12	Sanguinaria, (po 25)	35 40
" 1/4	14 15	Serpentaria	45 50
" 1/2	14 15	Senega	55 60
" 3/4	16 17	Simflax, Officialis, H	40 45
FERRU.		Sinapla, M	25 30
Carbonate Precip.	2 15	Sinapla, M	25 30
Citrate and Quina.	2 30 40	Sinapla, M	25 30
Citrate Soluble	2 30	Sinapla, M	25 30
Ferrocyanidum Sol.	2 30	Sinapla, M	25 30
Solut Chloride	2 15	Sinapla, M	25 30
Sulphate, com'l.	2 15	Sinapla, M	25 30
" pure.	2 7	Sinapla, M	25 30
FLORA.		SEMIN.	
Arnica	18 20	Anisum, (po 30)	2 15
Anthemis	30 35	Aplum (graveleons)	2 20
Matricaria	50 65	Bird, is	4 6
FOLIA.		Carul, (po 13)	10 12
Barosma	18 20	Cardamon	1 00 1 25
Cassia Acutifol, Tin-	25 28	Coriandrum	11 13
nivelly	35 50	Cannabis Sativa	4 5
Salvia officinalis, 1/4	15 25	Cydonium	75 80
Ura Ursi	80 10	Chenopodium	10 12
SUMMI.		Dipsacis Odorata	2 40 2 60
Acacia, 1st picked	2 60	Foeniculum	6 8
" 2d	2 40	Foeniculum	6 8
" 3d	2 20	Foeniculum	6 8
" sifted sort.	2 20	Foeniculum	6 8
" po	60 80	Foeniculum	6 8
Aloe, Barb, (po 60)	50 60	Foeniculum	6 8
" Cape, (po 30)	2 12	Foeniculum	6 8
" Socotri, (po 60)	2 50	Foeniculum	6 8
Catechu, 1s, 1/4, 14 1/4	2 10	Foeniculum	6 8
" 10)	2 10	Foeniculum	6 8
Ammoniac	55 60	Foeniculum	6 8
Asafetida, (po 35)	40 45	Foeniculum	6 8
Benzoinum	40 45	Foeniculum	6 8
Camphora	46 50	Foeniculum	6 8
Euphorbium po	35 40	Foeniculum	6 8
Gamboge, po	70 75	Foeniculum	6 8
Gualacum, (po 35)	2 30	Foeniculum	6 8
Kino, (po 1 10)	2 15	Foeniculum	6 8
Mastic	2 80	Foeniculum	6 8
Myrrh, (po 45)	2 40	Foeniculum	6 8
Opil (po 3 60 2 80)	2 25 2 30	Foeniculum	6 8
Shellac	33 35	Foeniculum	6 8
" bleached	33 35	Foeniculum	6 8
Tragacanth	40 42	Foeniculum	6 8
HERBA—In ounce packages.		SPIRITUS.	
Abiesinthum	25	Frument, W. D. Co.	2 00 2 50
Eupatorium	20	" D. F. R.	1 75 2 00
Lobelia	25	Juniperis Co. O. T.	1 25 2 10
Majorana	25	"	1 25 2 10
Mentha Piperita	25	Saacharum N. E.	1 75 2 30
" Vir.	25	Spt. Vini Galii	1 75 2 30
Rue	30	Vini Oporto	1 25 2 30
Tanacetum, V.	25	Vini Alba	1 25 2 30
Thymus, V.	25	SPONGES.	
MAGNESIA.		Florida sheeps' wool	2 50 2 75
Calcined, Pat.	55 60	Nassau sheeps' wool	2 00
Carbonate, Pat.	20 22	Velvet extra sheeps'	1 10
Carbonate, K. & M.	20 22	wool carriage	85
Carbonate, Jennings.	35 38	Extra yellow sheeps'	1 40
OLEUM.		Grass sheeps' wool car-	65
Abiesinthum	2 50 2 00	riage	75
Amygdalae, Dulc.	45 75	Hard for slate use.	75
Amygdalae, Amarae.	8 00 2 25	Yellow Reef, for slate	1 40
Anisi	8 00 2 25	use	
Ipecac.	60	STIRUPS.	
Ferri Iod.	50	Acacia	50
Aurant Cortes.	50	Zingiber	50
Rhei Arom.	50	Ipecac.	60
Stimilax Officialis.	60	Ferri Iod.	50
Senega	50	Aurant Cortes.	50
Scilla	50	Rhei Arom.	50
" Co.	50	Stimilax Officialis.	60
Tonatan	50	Senega	50
Prunus. citr.	50	Scilla	50
"	50	" Co.	50
"	50	Tonatan	50
"	50	Prunus. citr.	50

Morphia, S. P. & W.	2 15 2 40	Seidlitz Mixture	20	Linseed, bottled.	55	58
C. Co.	2 05 2 30	Sinapis	18	Neat's Foot, winter	65	70
Moschus Canton	2 40	" opt.	30	strained	65	70
Myristica, No 1	65 70	Snuff, Macaboy, De	35	Spirits Turpentine	37	40
Nux Vomica, (po 30)	2 10	Voes	35	PAINTS.		bbl. lb.
Os. Sepia	15 18	Snuff, Scotch, De Voes	35	Red Venetian	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda Boras, (po 11)	10 11	Ochre, yellow Mars.	1 1/2	2 1/2
Co.	2 00	Soda et Potass Tart.	24 25	" Ber.	1 1/2	2 1/2
Pils Liq, N. C., 1/4 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
doz	2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
Pils Liq, quarts	2 00	Soda, Ash	3 1/2 4	Vermillion Prime Amer-	13 1/2	16
" plants	2 00	Soda, Sulphas.	2 4	ican	13 1/2	16
Pil Hydrarg, (po 30)	2 50	Spts. Ether Co	50 55	Vermillion, English	65 70	
Piper Nigra, (po 22)	2 1	" Myrcia Dom.	2 25	Green, Peninsular	70 75	
Piper Alba, (po 25)	2 3	" Myrcia Imp.	2 30	Lead, red	6 3/4	
Pilx Burgun.	2 7	" Vini Rect. bbl.	2 17 2 27	" white	6 3/4	
Plumbi Acet.	14 15	Less 5c gal, cash ten days.		Whiting, white Span.	2 70	
Pulvis Ipecac et opil.	1 10 1 20	Strychnia Crystal	1 40 1 45	Whiting, Gilders	2 30	
Pyrethrum, boxes M	12 14	Sulphur, Subl.	2 1/2 3	White, Paris American	1 0	
" P. D. Co., doz	2 1 25	" Roll	2 2 2 1/2	Whiting, Paris Eng.	1 40	
Pyrethrum, pv.	20 30	Tamarinds	80 10	Pioneer Prepared Paint	20 21 4	
Quassia	80 10	Terebenth Venice	25 30	Swiss Villa Prepared	1 00 1 20	
Quinia, S. P. & W.	34 39 1/2	Theobromae	45 48	VARNISHES.		
" S. German	27 37	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 1 20	
Rubia Tinctoria	12 14	Zinc Sulph.	70 8	Extra Turp.	160 21 70	
Saccharum Lactis pv.	12 14	OILS.		Coach Body	2 75 3 00	
Salacin	2 10 2 25	Whale, winter	Bbl. Gal	No. 1 Turp. Furn.	1 00 1 10	
Sanguis Draconis	40 50	Lard, extra	50 85	Eutra Turp Damar	1 50 1 60	
Sapo, W.	12 14	Lard, No. 1	42 45	Japan Dryer, No. 1	70 75	
" M	10 12	Linseed, pure raw	52 55			
" G	2 15					

HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich.

Sponges

We offer the following very desirable sponges in cases:

No.	Slate	1,000 Pieces	@ \$ 5 00	per case
150-A	100	"	1 50	"
140-A	100	"	2 50	"
130-A	100	"	3 50	"
120-A	100	"	5 00	"
110-A	50	"	4 50	"
90-B	60	"	0 7 1/2	each
80-B	50	"	14	"
70-B	25	"	20	"
60-B	25	"	30	"
50-B	30	"	40	"
40-B	18	"	50	"
30-B	12	"	65	"
10-B	12	"	90	"

Assorted Case:

X-1	50 Pieces	retail 5c each	\$ 2 50
X-2	40 "	" 10c "	4 00
X-3	30 "	" 15c "	4 50
X-4	18 "	" 20c "	3 60

PRICE \$8.50 per case.

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

Chamois Skins

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

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

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Apricots.		CATSUP.		COUPON BOOKS.		Foreign.		FLAVORING EXTRACTS.	
Aurora	55	doz	gross	Live oak.	1 40	Blue Label Brand.	2 75	Patras, in barrels.	2	Oval Bottle, with corkscrew.	
Jastor Oil.	60	7 00		Santa Cruz.	1 40	Half pint, 25 bottles.	4 50	" in 1/4 bbls.	2 1/2	Best in the world for the money.	
Diamond.	50	5 50		Lusk's.	1 50	Pint.	3 50	" in less quantity.	2 1/4		
Frazer's.	75	9 00		Overland.	1 40	Quart 1 doz bottles.	3 50	cleaned, bulk.	4		Regular
Mica.	65	7 50		Blackberries.	90	Triumph Brand.	1 35	cleaned, package.	5		Grade
Paragon.	55	6 00		Cherries.	1 10 @ 1 25	Half pint, per doz.	4 50	Peel.			Lemon.
BAKING POWDER.		Acme.		Red.	1 10 @ 1 25	Pint, 25 bottles.	4 50	Citron, Leghorn, 25 lb. boxes	13		
1 lb. cans, 3 doz.	45			White.	1 50	Quart, per doz.	3 75	Lemon " 25 " "	8		
1 lb. " 2 " "	75			Erle.	1 30			Orange " 25 " "	10		
Bulk.	10			Damsons, Egg Plums and Green	1 20	CLOTHES PINS.		Raisins.			
Artic.		Gooseberries.		Gages.	1 40	5 gross boxes.	44 @ 45	Ondura, 20 lb. boxes.	5 @ 7		
1/4 lb. cans, 6 doz.	55			Peaches.	1 10	COCOA SHELLS.		Sultana, 20 " "	7 1/2 @ 8		
1 lb. " 2 doz.	2 00			Maxwell.	1 60	35 lb. bags.	23	Valencia, 30 " "	2		
5 lb. " 1 doz.	9 00			Shepard's.	1 60	Less quantity.	23 1/2	Prunes.			
Cream Flake.		California.		Monitor.	1 60 @ 1 75	Pound packages.	6 1/2 @ 7	California, 100-120.	7		
3 oz. " 6 doz.	40			Oxford.		COFFEE.		" 90x100 25 lb. bxs.	7 1/2		
4 oz. " 4 doz.	60			Pears.		Green.		" 80x90 "	8		
6 oz. " 4 doz.	80			Riverside.	1 25	Fair.	18	" 70x80 "	8 1/2		
8 oz. " 4 doz.	1 10			Pineapples.	1 75	Good.	19	Turkey.	5		
1 lb. " 2 doz.	2 00			Common.	1 00 @ 1 30	Prime.	21	Silver.			
Red Star, 1/2 lb. cans.	75			Quinces.	1 10	Golden.	21	ENVELOPES.			
1 lb. " 1 doz.	1 40			Raspberries.	1 10	Peaberry.	23	XX rag, white.	\$1 75		
Telfer's, 1/4 lb. cans, doz.	45			Black Hamburg.	1 40	Fair.	19	No. 1, 6 1/4.	1 60		
1 lb. " 1 doz.	1 50			Erle, black.	1 25	Good.	22	No. 2, 6 1/4.	1 65		
Our Leader, 1/4 lb. cans.	45			Lawrence.	1 25	Fancy.	24	No. 1, 6 1/2.	1 50		
1 lb. cans.	75			Hamburg.	1 25	Prime.	23	XX wood, white.			
1 lb. cans.	1 50			Teraplin.	1 05	Milled.	24	No. 1, 6 3/4.	1 35		
BATH BRICK.		Whortleberries.		Meats.		Interior.	25	No. 2, 6 3/4.	1 25		
2 dozen in case.	90			Corned beef Libby's.	2 10	Private Growth.	27	Manilla, white.			
English.	80			Roast beef Armour's.	1 80	Mandehling.	28	6 1/2.	1 00		
Bristol.	70			Potted ham.	1 40	Mocha.	28	6.	95		
Domestic.	70			" 1/4 lb.	85	Arabian.	28	Mill No. 4.		1 00	
BLUING.		Gross.		" tongue, 1/4 lb.	1 35	COUPON PASS BOOKS.		Farinaceous Goods.			
Artic, 4 oz. ovals.	3 60			" chicken, 1/4 lb.	95	[Can be made to represent any		Farina.			
" 8 oz.	6 75			Vegetables.		denomination from \$10 down.]		100 lb. kegs.	3 1/2		
" plums, round.	9 00			Beans.		20 books.	\$1 00	Hominy.			
" No. 2, sifting box.	2 75			Hamburg stringless.	1 15	50 "	2 00	Barrels.	2 75		
" No. 3.	0 00			" French style.	2 00	100 "	3 00	Grits.	3 00	</td>	

PICKLES.

Medium.	
Barrels, 1,200 count.	\$2 00
Half bbls, 600 count.	\$2 00
Small.	
Barrels, 2,400 count.	5 00
Half bbls, 1,200 count.	3 00

PIPES.

Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 8.	1 20

POTASH.

48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00

RICE.

Domestic.	
Carolina head.	6
" No. 1.	5 1/4
" No. 2.	5
Broken.	4
Imported.	
Japan, No. 1.	5 1/4
" No. 2.	5
Java.	6
Patna.	4 1/4

SPICES.

Whole Sifted.	
Allspice.	9 1/4
Cassia, China in mats.	8
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	22
" Zanzibar.	11 1/4
Mace Batavia.	80
Nutmegs, fancy.	70
" No. 1.	60
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	

Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
Cloves.	25
Cloves, Amboy.	22
" Zanzibar.	18
Ginger, African.	16
" Cochiti.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	25
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	20
" Absolute" in Packages.	

Allspice.	1/8	1/8
Cinnamon.	84	1 55
Cloves.	84	1 55
Ginger, Jamaica.	84	1 55
" African.	84	1 55
Mustard.	84	1 55
Pepper.	84	1 55
Sage.	84	

SAL SODA.

Granulated, bbls.	1 1/4
" 75 lb cases.	1 1/4
Lump, bbls.	1 15
" 145 lb kegs.	1 1/4

SEEDS.

Anise.	215
Canary, Smyrna.	4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	4 1/2
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

STARCH.

Corn.	
20-lb boxes.	5 1/2
40-lb "	5 1/2
Gloss.	
3-lb "	5
6-lb "	5 1/2
40 and 50 lb. boxes.	3 1/2
Barrels.	3 1/4

SNUFF.

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Rappee, in jars.	43

SODA.

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

SALT.

Diamond Crystal.	
Cases, 24 1/2 lb. boxes.	\$1 60
Barrels, 320 lbs.	2 50
" 115 1/2 lb bags.	4 00
" 60 1/2 lb "	3 75
" 30 1/2 lb "	3 50
Butter, 56 lb bags.	6 1/2
" 24 1/2 lb bags.	3 50
" 280 lb bbls.	2 50
" 24 lb "	2 25
Worcester.	
115 1/2 lb sacks.	\$4 00
60 1/2 lb "	3 75
30 1/2 lb "	3 50
56 lb linen bags.	60
38 lb bags.	32 1/2
Common Grades.	
100 3-lb. sacks.	\$2 10
60 1/2 lb "	2 00
28 1/2 lb. sacks.	1 85
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	80
Manistee.	80

SALERATUS.

Packed 60 lbs. in box.	
Church's.	3 30
DeLand's.	3 15
Dwight's.	3 30
Taylor's.	3 00

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 30 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 00
White Borax, 100 1/2-lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.	\$4 00
" plain.	2 94
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brwn, 60 bars.	2 40
" 80 bars.	3 25
Lautz Bros. & Co.'s Brands.	
Acme.	3 75
Cotton Oil.	6 00
Marsellies.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

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Acme.	3 75
Cotton Oil.	6 00
Marsellies.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.	\$4 00
" plain.	2 94
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brwn, 60 bars.	2 40
" 80 bars.	3 25
Lautz Bros. & Co.'s Brands.	
Acme.	3 75
Cotton Oil.	6 00
Marsellies.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

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American Family, wrp'd.	\$4 00
" plain.	2 94
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brwn, 60 bars.	2 40
" 80 bars.	3 25
Lautz Bros. & Co.'s Brands.	
Acme.	3 75
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Acme.	3 75
Cotton Oil.	6 00
Marsellies.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

TEAS.

JAPAN—Regular.	
Fair.	\$2 17
Good.	\$2 20
Choice.	\$2 24
Choicest.	\$2 34
Dust.	\$2 10

SUN CURED.	
Fair.	\$2 17
Good.	\$2 20
Choice.	\$2 24
Choicest.	\$2 34
Dust.	\$2 10

BASKET FIRED.	
Fair.	\$2 18
Good.	\$2 20
Choice.	\$2 24
Choicest.	\$2 34
Extra choice, wireleaf.	\$2 40

Common to fair.	\$2 25
Extra fine to finest.	\$2 50
Choicest fancy.	\$2 75
Oolong.	\$2 26
Common to fair.	\$2 23

Common to fair.	\$2 23
Superior to fine.	\$2 30
Young Hyson.	\$2 26
Common to fair.	\$2 18
Superior to fine.	\$2 30

English Breakfast.	
Fair.	\$2 18
Choice.	\$2 24
Best.	\$2 40

TOBACCO.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	\$2 30
Tiger.	\$2 30
D. Scotten & Co.'s Brands.	
Hiawatha.	\$2 60
Cuba.	\$2 30
Rocket.	\$2 30
Spaulding & Merrick's Brands.	
Sterling.	\$2 30

Private Brands.	
Bazoo.	\$2 30
Can Can.	\$2 27
Nellie Bly.	\$2 24
Uncle Ben.	\$2 24
McGinty.	\$2 27
1/2 bbls.	\$2 25
Dandy Jim.	\$2 29
Torpedo.	\$2 23
" in drums.	\$2 23
Yum Yum.	\$2 28
1892.	\$2 18
" drums.	\$2 22

Finer's Brands.	
Spearhead.	\$2 39
Joker.	\$2 27
Nobby Twist.	\$2 40
Scotten's Brands.	
Kylo.	\$2 26
Hiawatha.	\$2 38
Valley City.	\$2 34

Finer's Brands.	
Old Honesty.	\$2 40
Jolly Tar.	\$2 32
Lorillard's Brands.	
Climax (8 oz. 41c).	\$2 39
Green Turtle.	\$2 30
Three Black Crows.	\$2 27

J. G. Butler's Brands.	
Something Good.	\$2 38
Out of Sight.	\$2 24
Wilson & McCauley's Brands.	
Gold Rope.	\$2 43
Happy Thought.	\$2 37
Messmate.	\$2 32
No Tax.	\$2 31
Let Go.	\$2 27

Smoking.	
Catlin's Brands.	
Kiln dried.	\$2 17@18
Golden Shower.	\$2 19
Huntress.	\$2 26
Meerschbaum.	\$2 29@30

American Eagle Co.'s Brands.	
Myrtle Navy.	\$2 40
Stork.	\$2 30@32
German.	\$2 15
Frog.	\$2 33
Java, 1/2 foil.	\$2 32

Banner Tobacco Co.'s Brands.	
Banner.	\$2 16
Banner Cavendish.	\$2 38
Gold Cut.	\$2 28
Scotten's Brands.	
Warpath.	\$2 15
Honey Dew.	\$2 26
Gold Block.	\$2 30

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	\$2 26
Old Tom.	\$2 22
Standard.	\$2 22
Globe Tobacco Co.'s Brands.	
Handmade.	\$2 41

Leidersdorf's Brands.	
Rob Roy.	\$2 26
Uncle Sam.	\$2 28@32
Red Clover.	\$2 32
Spaulding & Merrick.	
Tom and Jerry.	\$2 25
Traveler Cavendish.	\$2 30
Buck Horn.	\$2 30
Plow Boy.	\$2 30@32
Corn Cake.	\$2 16

VINEGAR.	
40 gr.	\$2 7
50 gr.	\$2 8
\$1 for barrel.	\$2 9

WET MUSTARD.	
Bulk, per gal.	\$2 30
Beer mug, 2 doz in case.	\$2 1 75

YEAST.	
Magic.	\$2 1 00
Warner's.	\$2 1 00
Yeast Foam.	\$2 1 00
Ramond.	\$2 75
Royal.	\$2 90

WOODENWARE.

Tubs, No. 1.	\$2 6 00
" No. 2.	\$2 5 50
" No. 3.	\$2 4 50
Pails, No. 1, two-hoop.	\$2 1 30
" No. 1, three-hoop.	\$2 1 50

Bowls, 11 inch.	\$2 90
" 13 "	\$2 1 25
" 15 "	\$2 1 25
" 17 "	\$2 1 25
" 19 "	\$2 2 40
" 21 "	\$2 2 40

Baskets, market.	\$2 35
" shipping bushel.	\$2 1 15
" full hoop.	\$2 1 25
" willow cl'ths, No. 1.	\$2 5 25
" " " No. 2.	\$2 6 25
" " " No. 3.	\$2 7 25
" splint.	\$2 1 3 75
" " " No. 2.	\$2 4 25
" " " No. 3.	\$2 4 75

		No.3 4 75
"	splint	No.1 3 75
"	"	No.2 4 25
"	"	No.3 4 75
INDURATED WARE.		
Pails		3 15

THE RIGHT TO BE RICH.

Abram S. Hewitt Speaks Up for the Security of Property.

Address before Society of Mechanics and Tradesmen, at New York.

Beginning with a brief description of the funeral of Jesse Seligman, which he had attended in the morning, Mr. Hewitt said:

"It is safe to say that the assemblage of men who came to do honor to the memory of Mr. Seligman represented more wealth than all the accumulated property of the city of New York in 1785, when this society was founded. I doubt whether among all the twenty-two men whose names appear upon this bronze tablet there was the ability to raise \$1,000 at that time.

"This society has accumulated all that it has to-day by what is called the unearned increment; very properly called unearned, for the growth in the value of its real estate, which constitutes, I suppose, the foundation upon which the society now rests, has been contemporaneous with the growth of the city of New York; and if people were not allowed to get the advantage which comes to property from growth of population I take it that population would go somewhere else, where the operation of its growth would be advantageous to the people. The first principle of the Constitution of the United States is the right of a man to control his own actions subject only to his not interfering with the rights of other men to control their own actions. Now what is the first right of an individual?

"It is to work in any direction to which he may see fit to direct his energies, and if he works he works for the purpose of producing something, and that something is property. Therefore, the essence of individual liberty is the right to property. Now, the right to have property involves and requires the right to organize for the protection of property, and hence associations both of employers and of those who are recipients of wages. But the right to associate for the protection of property does not give the right to interfere with those who do not choose to associate themselves for that purpose. This principle is absolutely embedded in the Constitution of the United States.

"During the last twenty years there has been a disposition on the part of public men to overlook this fundamental principle, and to yield to clamor. In other words, from being statesmen many men in public life have become demagogues, and they have gradually stricken down in the law the protection which was afforded by it for the rights of citizens and individuals. The result is the conflict, commonly called the most deplorable result of which is that intimidation has become a part of the public economy of this country, and it has gradually got to be thought that it is right or may be right for employers to exercise force and violence by means of lockouts and other similar appliances to coerce their workmen, and that it is right for workmen, by the use of force, to compel the stoppage of enterprise, and, what is worse than all, to interfere with other men who are willing and desirous to work.

"Calling names will do no good. I see no method of overcoming the evils which threaten us but to instruct the young in the principles of government. It is mainly for that reason that I have brought the subject to the notice of this society. I think that the work which you are now doing in educating young mechanics and artisans should be enlarged. I think you should establish a class in civics. Steps will be taken at the institution with which I am connected—Cooper Union—to give this instruction on a very considerable scale. I am glad to say that the enlightened administration of Columbia College are prepared to co-operate in this movement. The example of these great institutions should be performed on such a large scale as to spread this instruction throughout the length and breadth of the land. It is the antidote to communism, to anarchism and to populism, which are diseases so epidemic and so fatal, that

unless they are checked in time they will destroy society. The small fraction which has made itself so conspicuous and so noxious during the last ten years must be checked and relegated to its proper position in the social scale. If they will eat let them work. If they will not work let them starve.

"It is true that some men, not many, are born to fortune. It is true that some men have much larger fortune than they know well how to administer, and it may seem to be an evil that some great fortunes should exist, especially where they have been gained by fraud, but it would be an infinitely greater evil if, in order to get rid of the exceptional instances which are the subject, perhaps, of just criticism, we were to undermine the security of property, and take away from the young the incentive which success alone offers to them for a life of industry, of enterprise and of honesty.

"I want to give you an illustration on this particular point, because there is so much misapprehension in the public mind upon this subject. I doubt not that it exists in the minds of most of the conscientious men in this room, and I myself have often felt a sense of grievance, which almost amounted to impatience, that some men could have so much more than other men. But that is only an indication that society is doing its work successfully, for if these very rich men, the superfluously rich men, did not exist, there would be very few people who would have a competence, and it so happens that the great mass of mankind enjoy more of the comforts of life than they have possessed at any period of human history. This is the golden age of mankind. Don't be misled by the fact that there is misery and suffering in the world. There is. But it is easier for a tramp to get a living in this world to-day than it was a hundred years ago for an honest man.

"You all know about the Bessemer invention of steel. It was made in 1855 by a student in his laboratory. He propounded his idea to the world, but it took fifteen years before it was successfully put in operation. I know Mr. Bessemer very well. He is a modest man, who never sought to make a fortune, but he has never taken reward of his great invention, and he told me the last time I saw him in London that he had got out of his invention £2,000,000—nearly \$10,000,000. The contribution which he made to the world by that invention in the saving it has effected in the ordinary operations of society is simply incalculable. If I were to say we were saving \$1,000,000,000 a year in this country alone as the result of that invention applied to every branch of industry, particularly in the transportation of the goods and the products of the country, I should certainly underestimate the amount. And now I am going to say something even more surprising. Taking the world together, the saving effected by that invention is greater than the total value of all the movable capital of the world one hundred years ago.

"One man, by a single invention, has contributed to the aggregate wealth of the world more value than existed fifty years before his birth. Now he has got ten millions of dollars. It is a great sum. He will leave it to his children, who have done nothing, have contributed nothing to the acquisition of this money. Whom has he robbed? Whom will his children rob? Who would be the gainer if he had never received one penny for his great discovery? How much would the distribution of his \$10,000,000 over the face of society add to the fortune of any single individual, and how much has his invention added to the fortunes of all mankind?

"Not that I would not impress upon the possessors of these great fortunes their obligations and duty, but, even if men refused to perform those duties, it is an extraordinary thing that the laws of nature would step in and compel them to do it. A man with a fortune of \$100,000,000 who locks it up in his vaults gets nothing from it. It is only by expenditure that he can get anything out of it. Of course, I should like to see it expended on what we all regard as enlightened and philanthropic objects, but there is

no form of expenditure, that is not immoral, that does not benefit society.

"It is true that when he drives a fine coach and gives a fine dinner, it may not be as productive a use of it as if he spent it in another way, but it is a use. I heard some one criticize one of my friends for paying \$100,000 for a picture. But the answer which I made was:

"It seems to me that he ought to be commended for taking \$100,000 of his money and giving it to somebody else. Even supposing that the picture is not worth a cent, the other man still has the money, and will distribute it in his turn."

PROTECT THE BOYS.

There seems to be something extremely injurious to the health in the smoking of cigarettes.

The use of tobacco, which is a powerful narcotic drug, is not much older than two centuries, yet in that brief period it has exerted a most injurious effect upon the nervous force of the people and upon the destinies of the human race. Tobacco, which is indigenous to and existed naturally only in the New World, has been carried thence to every other land, and has become an accustomed and daily, it may be said hourly, object of consumption by many millions of people in every country.

It is so generally esteemed because of its power to calm nervous excitement and to soothe the mind; but there is an enormous danger in the constant use of drugs to deaden or consume the nervous force. Whether they soothe, or whether they excite, makes little difference. The result is the same. Every individual has only a given amount of vital force, or nerve power, and if it be consumed prodigally by excessive indulgence, or be destroyed by the use of drugs, there is just so much less of it to be used in the great functions of life. Brain power and virile force are really only nerve power, and any excessive inroads on the nervous force must effect a corresponding weakening in those supreme functions.

Tobacco used in moderation is undoubtedly least harmful of all; but the fact that it can be used incessantly and to the greatest excess makes it, perhaps, the most dangerous of all the nerve deadeners, and, for reasons which need not be considered here, the cigarette seems to be the most baneful form in which tobacco is used. So much attention has been attracted to this method of consuming tobacco that it has drawn out voluminous commentaries from medical men and sanitarians, and in some States the manufacture and sale of cigarettes is prohibited by law. Such is not the case in Michigan, albeit we have a law on our statute books, prohibiting the sale of cigarettes to minors, which is seldom enforced. When the law was enacted, the merchants of the State very generally intended to live up to the provisions of the law, but as soon as it was discovered that no concerted action would be made to enforce the measure, the dealers became lax in the matter and many of them have, probably, forgotten that such a law ever existed. Some means should be taken, either by the officers of the law or the merchants themselves, to create sentiment sufficiently strong to warrant the enforcement of the enactment, to the end that the boys and youths of the country may be spared the infliction which follows the indiscriminate use of the cigarette.

FRANK STOWELL.

How It Happened.

Syms—Poor Robinson, I'm told, was killed by hard drink.

Smyles—Yes, he was struck on the head with a cake of ice.

Brood over imaginary troubles and you will hatch out real ones.

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.

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Franklin Typewriter

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

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Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

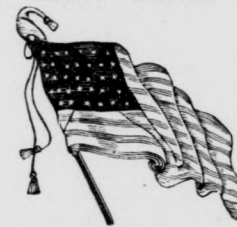
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Transacts a General Banking Business.
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Deposits Exceed One Million Dollars.

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.

Mutual Relations of Merchants and Farmers.

There is a kind of co-operation between the merchant and the farmer, not only mutually profitable but that will yield large returns, to the former especially. I refer to the interest the merchant takes in the improvement of farm products that he is to handle or that will be concerned in his trade.

The average farmer esteems his merchant as a man of wider general information than others. He supposes the merchant to be especially well informed on the appliances for farm work he offers for sale. The prestige thus enjoyed by the merchant enables him to give much valuable advice, and it behooves him to be well informed in such matters. The acquirement of the information sufficient for mutual profit will be a matter of recreation to one of intellectual activity, but if some effort is required the advantages to be gained are sufficient to warrant it.

Perhaps the direction in which the merchant's influence may be most apparent is in fruit growing. Improvement in the quality of the product passing through his hands means largely increased profits. Thus it is well worth while for him to furnish the best apparatus obtainable for tree spraying, for instance. He could well afford to furnish this if necessary at cost; and he can well afford to inform himself in this particular line and take a personal interest in the conservation and improvement of that on which his profits so largely depend.

W. N. FULLER.

Hard on Philadelphia.

The project of a ship canal between New York and Philadelphia is again being agitated. Just when this project was first proposed is unknown; it has been lost in the mists of antiquity. But the reappearance of the scheme reminds one of the story of the old farmer who went to the Philadelphia postoffice to get his mail. The clerk at the wicket was a smart aleck who proposed to have some fun at the expense of the "old country Reuben." After the old man had asked for himself and for his neighbors for miles around, and had been chaffed by the clerk and laughed at by the bystanders, he asked:

"Is ther' anythin' here for Miss Philadelphia Smith?"

"No," answered the clerk, "there is nothing for Miss Philadelphia Smith. But say, uncle, is that the young lady's right name?"

"No," was the answer, "but she has gone by that name since she wuz a little gal."

"Why do you call her Philadelphia?"

"Cos she's so tarnal slow that the grass turns white under her feet when she walks."

As Old as the Hills.

From the Chicago Herald.

Grocers everywhere assert that there is little or no profit in retailing sugars, and housekeepers confirm this by saying that there is small economy in buying sugar by the barrel. The tradition touching the small profit in handling sugar at retail is certainly more than one hundred years old, for a writer in the middle of the last century affirmed that London grocers of that day were often out £60 to £70 a year for paper and pack thread used in wrapping up sugar, and some grocers would not sell sugar to a customer who did not at the same time purchase some other article.

Use Tradesman Coupon Books.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart
10 20 p.m. Detroit Express 7 00 a.m.
5 30 a.m. *Atlantic and Pacific 11 20 p.m.
1 50 p.m. New York Express 6 00 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 4:35 p.m., arriving at Grand Rapids 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

May 27, 1894

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. Grand Rapids 7:25am 1:50pm *11:30pm
Ar. Chicago 1:25pm 7:15pm *6:45am

RETURNING FROM CHICAGO.

Lv. Chicago 7:35am 4:55pm *11:45pm
Ar. Grand Rapids 2:25pm 10:20pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:50pm 5:45pm
Ar. Grand Rapids 9:15am 2:25pm 10:20pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:30pm 8:15pm

Ar. Traverse City 12:40pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm

Ar. Petoskey 3:45pm 11:40pm
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. 7:25am 1:50pm *11:30pm
To Petoskey, Lv. G. R. 7:30am 3:15pm

To G. R., Lv. Chicago, 7:35am 4:55pm *11:45pm
To G. R., Lv. Petoskey 5:00am 1:30pm

*Every day. Other trains week days only.

DETROIT,

FEB. 11, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. Detroit 7:40am *1:10pm 6:00pm
Ar. Grand Rapids 12:40pm *5:15pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:40am 10:55pm

TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:40pm 6:15pm

THROUGH CAR SERVICE.

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

*Every day. Other trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

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

WESTWARD.

For Grand Haven and Intermediate Points *7:35 a. m.
For Grand Haven and Muskegon *1:00 p. m.
" " " Chicago and Milwaukee, Wis. *7:30 p. m.
For Grand Haven and Milwaukee, Wis. *10:05 p. m.
For Grand Haven (Sunday only) 8:00 a. m.

*Daily except Sunday.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:35 p.m. and 10:00 p.m.
Trains arrive from the west, 6:40 a.m., 10:10 a.m., 3:15 p.m. and 10:50 p.m. Sunday, only, 8:00 a.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

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

TRAINS GOING SOUTH.

Leave going South.
For Cincinnati 6:50 a.m.
For Kalamazoo and Chicago 12:35 p.m.
For Fort Wayne and the East 2:15 p.m.
For Kalamazoo and Chicago 11:20 p.m.

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

Lv Grand Rapids 12:05 p.m. 2:15 p.m. 11:20 p.m.
Ar Chicago 5:30 p.m. 9:00 p.m. 7:40 a.m.
12:05 p.m. train has through Wagner Buffet Parlor Car.

11:20 p.m. train daily, through Wagner Sleeping Car.
Lv Chicago 6:50 a.m. 4:00 p.m. 9:35 p.m.
Ar Grand Rapids 2:15 p.m. 9:15 p.m. 7:35 a.m.
4:00 p.m. has through Wagner Buffet Parlor Car.

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

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive

7:35 a.m. 9:40 a.m.
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O. L. LOCKWOOD, General Passenger and Ticket Agent.

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IN
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IT'S "PENNY WISE AND POUND FOOLISH"

Look
For the
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"Magna Charta Bond."

We control it in this locality.

It's first-class stock.
It's easy to write upon.
It's always the same.
It's a credit to your business.

USE
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Your Note Heads.
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It always gives satisfaction, and, compared with other stock, the price is nothing.

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.

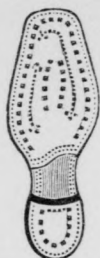
It is Enough to Make a



Horse Laugh

to see how some merchants persist in hanging to the pass book and other antiquated charging systems when the adoption of the Coupon Book System would curtail their losses, lessen the time devoted to credit transactions, enable them to avoid the annoyances incident to credit dealings and place their business on practically a cash basis. Over 5,000 Michigan merchants are now using our Coupon Books. We want 5,000 more customers in the same field. Are you willing to receive catalogue and price list? A postal card will bring them.

Tradesman Company,
Grand Rapids, Mich.



RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl St.

RIVER SHOES

WE KNOW HOW TO
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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.

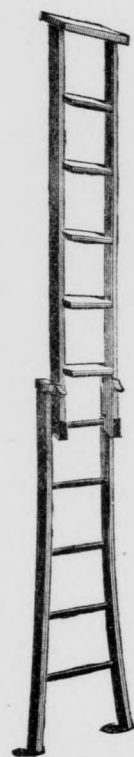
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Again Made and Again Sold in Large Quantities

THE GRAND (formerly Rickard) LADDER.



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As a Step Ladder.

Is the only Practical Combination Step and
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Easily Adjusted from a Step Ladder to an Extension
Ladder of any Height.

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

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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. As it will be seen it well merits the name it bears, **The Universal Screw Driver and Brace.** The stock and shell are highly polished brass while the handle is finished in natural wood; it is substantial, durable and the most powerful tool of its kind made.

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THE NEW YORK BISCUIT CO.

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CHEAPEST.

Sears

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

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BEST.

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OF

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GOOD SELLER.

Watch out for our new spring novelties. They are
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New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

Season 1894

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NOW IN AND FINER THAN EVER BEFORE.

OLNEY & JUDSON GROCER CO.
Grand Rapids, Mich.

For Less Than 99 Dollars.

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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.

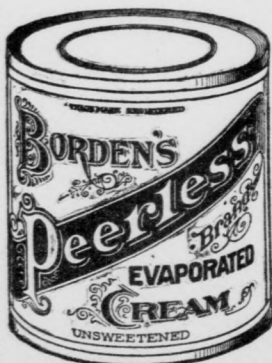
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| ONE | Original assorted crate of Alfred Meakin's Best English White Granite, containing a good assortment of all staple pieces of crockery the new Henshall Shape. This is the best white ware in the World and has a reputation that no other ware has. If you always keep the best you are sure to please your customers and gain trade. | 66 26 |
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98 41

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Borden's Peerless Brand Evaporated Cream

possesses intrinsic merit, with all the above qualifications. We recommend it, and you are safe in doing the same. It is rich and wholesome Milk, condensed, with its entire proportion of Cream, and without sweetening. Its keeping quality is assured by perfect processing. People who like to use an unsweetened preserved Milk are learning of its merits, and will want it.

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