

# MICHIGAN TRADESMAN

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VOL. XI.

GRAND RAPIDS, JUNE 13, 1894.

NO. 560

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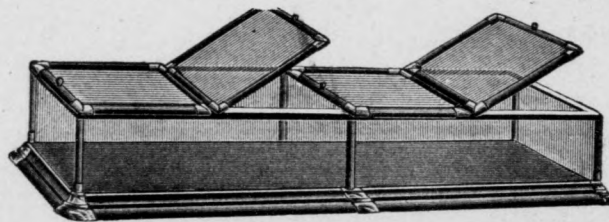
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JUNE 13, 1894.

NO. 560

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### THE APOSTASY OF PAGET.

The sun was meditating his *conge* behind the huge hump of Jack's Mountain, when John Paget dog-trotted smartly from the denuded strip of red clay—of three dimensions—euphemistically known as the country road, and turned into the gateless entrance to Sleepy Hollow. In the lower end of the long ninety-acre meadow, at the point where Paget's Run entered the swamp, a negro pot-hunter paused among the traps he was setting for muskrats, peered cautiously over the alder bushes to account for the hoofbeats on the rickety bridge, and then resumed his work. From the grove of oaks about the great house came a succession of raucous, discordant shrieks as the *peafowls* flew, after an idiotic amount of deliberation and 'perking' of heads, to their night perch in a majestic dead tree, and the answering prolonged howls from two setter dogs, who ignominiously fled under a low porch to escape the ear-splitting vibrations.

But now, as "Boots" shoved his nose from his cavernous retreat with a little, nervous, convalescent yelp, his eye came upon the horseman at the foot of the hill, and a moment later he and "Shot" were scampering wildly about Paget's black mare. They received an unwonted amount of recognition, and when their master dismounted he accepted the proffer of Shot's paw, when that wily canine felt called upon to make capital of his accomplishment. Then the two trotted quietly at his heels, betrayed every now and then, by some accidental movement of his hand, into a demonstration of affection which as suddenly died away before the impatient word of command.

Paget strode into the front door and bent over to remove his spurs before he addressed a little group seated at the farther end of the great hallway—his two sisters and the younger brother, Beverly. John Paget's straight shoulders and broad back showed off to good advantage in the ripe development of forty, as did his high, square, mathematical forehead and strongly molded chin. Out of his environment he would have looked seedy as to his trousers, tucked in the boot-tops, a black coat pretty nearly green, and slouch-hat. As it was, he simply looked like a Virginia gentleman. His dress was in accord, too, with the general appearance of Sleepy Hollow.

It was distinctly an atmosphere of disapprobation that he entered when he joined the little family of which he was the head. But he met the reproachful silence with a nonchalance which may or may not have been altogether wholehearted. He was used to having his way, and it was with a tone implying covert but absolute and final defiance that he detailed the successes which had come in the day's canvassing.

"It is curious, Bev.," he said slowly, under a cloud of smoke that almost hid his half-shut eyes, "what little things count in a politician's success."

"Yes," interrupted Virginia, flashing up in her brother's anticipatory pause, "the littler and meaner things are, the more they count with some kinds of politicians."

John Paget made no sign of having heard her, as he continued, after an aggravatingly placid puff or two: "Now, to-day at Baynesville I got the ear and the good humor of the factoring towns beyond the river—survivors of the late 'boom' and its partial collapse.

In '61, the male Pagets between the ages of sixteen and seventy had ridden with Jackson and Mosby. As for John, he had run away four times to enlist, against the parental command, to be captured and brought home thrice; the fourth time he stayed because his father had been wounded and he was the only person whom John would allow to capture him. The female Pagets had done hospital service, had drained the resources of the farm to feed the Confederate troops that came within feeding distance, and had assisted at several critical junctures when secrecy and hard-riding and noncombatant friends were of exceeding value to beleaguered soldiers of their persuasion.

These evidences of loyalty were their own reward; fortunately so, for other requital was there none. The farm was in a perilous state after the war, nor was John the man to better matters. Quite the contrary. It had finally come to be beyond his power to pay the taxes. The old servant remained with them, however, and it was an easy matter to maintain a bountiful table and a few horses. But the presence of cash in the household—on certain legal occasions resulting in mortgage papers—was an exception which only proved the rule of poverty.

This was bad enough, but the girls felt that it was Elysium compared to the remedy that John had seen fit to attempt this summer. He had joined the Read-juster element of the Republican party—a fact in itself sufficient to make the departed Pagets squeak and gibber in the family cemetery; had mortgaged the last acre of his share of the land, which was the largest; and was "running" for the office of county sheriff. From the mortgage receipts he had been able to pay off such of his standing debts as stood most obstinately in the way of prospective votes, and to guarantee his quota of the election expenses.

The office he sought would pay him several thousand dollars per year; it was a forlorn hope, and he had staked his all on it. His was anything but a negative nature, and now that he had allied himself with the people whom his family had always aspired to keep aloof from, he threw himself body and soul into the task of succeeding.

Susan had been indignant and Virginia had cried over the *coup d'etat*, while Beverly, who had been the baby and the pet of the family, sided feebly with

the majority. Beverly was rather a goodish-looking, slight young fellow of twenty-one, with scarcely the Paget allowance of gall and backbone.

The girls had often had trouble with John. He had sowed broad and fruitful acres of wild oats, and was irreparably "sot" in his ways when once he got started, as 'Lisha expressed it in the kitchen. The family had always called him self-seeking, and he had accepted himself on those lines. As to the desertion from the Paget political creed, it was to them simply a disgrace and the greatest misfortune among many that had come to them, which exaggeration helped John's conscience wonderfully, and made him feel that he was about as near right as they were.

It was nothing short of treachery to Miss Virginia, who had the Waverly novels nearly by heart, and to whom the greatest regret in life hitherto had been that the tender age of three had not allowed her to bear arms in the civil war.

This McNab alliance was a bitter pill, too. McNab was a burly Scotchman of means and energy; he had identified himself actively and obtrusively with the social reconstruction of the section, and possessed in a high degree those qualities, more severely logical than humanly sympathetic, that Charles Lamb and Dean Swift have been pleased to consider typical of the Caledonian character. However that might be, he had certainly been anti-Paget, thoroughly and consistently, and now Virginia, with a flushed face, left the family circle, feeling that her brother's apostasy was complete.

John was in most unprecedented spirits over the thought that, after a summer's herculean labors in living down and glossing over various uncomfortable traditions, his election was assured. It was hard work indeed. He had made the people of his own social stratum his enemy as one man by the clearly selfish desertion, while on the other hand he had to contend with a record of unpaid debts and a lingering suspicion of his sincerity and solvency.

But then McNab's eight-hundred mill-hands and McNab's newspaper settled it.

"It's the best day's work of my life, Bev.," he said exultingly, over their pipes that night. "You see, Mac thought it would be a great card in his reforming work to have an old reprobate like myself converted and shown up in front. I've been working like a mule to get him, and now I'm safe. When the election's over, we'll go down the valley, my boy, and have the biggest kind of a hunt; the birds are getting riper every day;" and Paget cocked his feet up still higher on the porch pillar. It was the first really happy, hopeful hour that had come to him in years.

"By the way, Bev., I'd almost forgotten." John turned about and looked through the moonlight at his brother with some hesitation. "Peyton came up to the co't house to-day and whis-

pered to me very friendly that you'd somehow got your name mentioned along with a story that's not as nice as it might be. Oh, I don't want to know anything about it. Just be careful not to get yourself mixed up in anything ugly."

"I think I can take care of my own business," retorted Beverly angrily. It was too dark to see the flush on his face which might betoken something other than righteous indignation.

"Well, just be a gentleman over there, and don't raise a row, Bev."

Beverly was irritated, probably more by the just occasion of his brother's words than by any insult in them; but that was the tangible thing to vent himself on, and he said bitterly: "You are a fine one to come to me talking so virtuously, John Paget. It hasn't been so long since you turned saint. You are so devilish selfish and taken up with your own affairs that you think everybody else is going wrong. Don't be afraid that I'll spoil your reputation and interfere with the election. Besides, just remember I am my own master."

His brother fired up with the instinct of authority, and a sharp altercation ensued which John ended by going to his room in silent rage. He was a little ashamed of the boy. He set a higher standard for those near him than for himself.

The two scarcely saw each other during the next week. John was working with might and main from early morning till late at night. His election was practically conceded since the late coalition, and he was already planning fences and gates and a renovation of the house. "To-morrow's co't day, and then election day," he mused, as "Coaly" whinnied her anticipation of corn after the day's gadding about. "Yes," said Paget to the octogenarian darky boy, who hobbled out to take the mare, "the Pagets will lift their heads up yet. We ain't half dead. I'm goin' to be elected, 'Lisha." And the old man retailed the information before the kitchen fire while he lifted a red-hot coal in his horny fingers to light his pipe. "Fo' Gawd," he added, "I ain't seen Mars' John so peart sence war days."

When Paget entered the house he found Virginia with her head buried in Susan's lap. It jarred on him and puzzled him. Was he such an unregenerate, unclean thing? Why should they want to take away the comfort of the one success he was about to achieve? At his approach both the girls left the hall. He angrily threw himself into a chair and picked up the new "Herald" from the centre table. He gazed rather vacantly at the patent outside for a moment. Remembering that there would be lots of election talk in this issue, he turned to the local news page, and then he saw that he had mistaken the cause of his sisters' distress. For there, under scare-head caps, in the first column, even before the political matter, were the details of a scandal in which Beverly Paget was the most prominent and most unhonored character. The editorial moralized over the shameful and harm of such events, and declared that it was the mission of the "Herald" to make them impossible, and that it took this opportunity to hold the offender up to public shame, since it happened that the law could not touch him.

As he read, Paget's brow became very pale, and there was an ominous twitching in the muscles of his flushed cheeks. He quietly burned the paper went to his room, and did not appear at the supper table, nor did Sally, 'Lisha's wife, find it necessary to make up his bed the next morning.

He rode away as usual toward the county town.

The fact of court day and election day coming in succession had gathered a crowd of country and county folks such as had not been seen for years. Before the grocery stores, saloons, and public buildings booted men were standing or seated on chairs and drygoods boxes chatting politics and expectorating with much deliberation and with an accuracy that Sir Toby would have called inevitable. But the largest group was in front of the court house itself, and there the burly form of McNab towered among the men, and his voice spoke out loudest in their discussions.

Paget rode leisurely down the main street, nodding here and there to acquaintances. Peyton said to his neighbor as the new arrival went past: "McNab'd thought twice about that matter of young Beverly Paget if John had'n't been tied up in his election business hand and foot. I marched by John Paget's side twenty-four years ago, and I'd never 'a' thought he'd 'a' taken that down. Politics'll bring a man to anything, though, I reckon."

In the meantime, the subject of this criticism had ridden to the court-house, hitched his horse to the long rack, and walked through the crowd to the spot where McNab was holding forth. There was a challenging look in Paget's eye which gave him the man's attention without a word. He said slowly and distinctly:

"Did you allow that column about my brother to go into your paper with your knowledge, Mr. McNab?"

"It was a mistake, Paget; let's forget about it, for the present anyway. I wrote it, but it was a month ago, and," in a lower tone, "I didn't intend to use it till after election anyhow. My man down there ran it in through mistake in the date. Let's smooth the matter over till after to-morrow anyway."

With a sweep of his arm Paget cleared a space around himself and the proprietor of the "Herald." Then he raised his voice and said:

"I want to say to all gentlemen here present that this man has written a malicious lie about my brother, Beverly Paget, and has published it in his paper. Furthermore, that I am going to thrash him for the insult right here."

Which he proceeded to do with a quickness and dexterity that enabled him to practically complete the task by the time two constables arrived on the scene.

The basic, traditional social law had triumphed. Paget was not elected.

CHAS. D. LANIER.

#### The Dry Goods Market.

Prints and wash goods are very low. Satines move freely in blacks and black ground fancy figures.

A new fabric on the market is called Taffeta Moire and looks and feels like silk. It retails at 16c in six patterns and fifty colorings.

The man who stays at home and minds his own business is not regarded among agitators as a good citizen.

## 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 Cordivan 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:

WASHINGTON, D. C., May 3, 1894.

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

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

Yours trooly,

JERRY SIMPSON.

DECORATE! ILLUMINATE! CELEBRATE!

Send for Net Trade Price List of

**FIREWORKS** **FLAGS**  
**LANTERNS**

and all Fourth of July Goods.

Public and Private Exhibitions for any amount furnished on Short Notice. Our Fireworks Prize Box is a winner.

Order at once to secure prompt shipment.

FRED BRUNDAGE, Muskegon, Mich.

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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. Warranted 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.

## Lemons

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

The Putnam Candy Co.



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

THE USES OF CHEESE.

Pronounced Opinions by the Apostle of High Art Cookery.

Mrs. Rorer has very decided opinions on a variety of subjects, and she usually expresses her opinion in a very emphatic manner. Her complete mastery of the subjects connected with her art, and a great command of language, make her a very entertaining talker. She is a conversationalist of the first order. Her remarks are pungent, pointed and clear, and her listener never has any difficulty in understanding her. A reporter of THE TRADESMAN called on Mrs. Rorer last Friday at her rooms in the Morton House and in the course of the talk which followed the conversation turned on "cheese." In response to the question as to her opinion of cheese as an article of diet, Mrs. Rorer said: "Properly prepared, I consider cheese to be of great nutritive value, the chemical constituents of which it is composed giving it a digestibility hardly possessed by any other article of food; but, as it is generally used, it is enough to spoil the digestion of the strongest man who ever lived. It is cut in great chunks from one to two ounces in weight, and one person will eat two or three of these pieces. No stomach can stand that sort of thing. If cheese is to be eaten raw it should be in small quantities and once a day is often enough. The complaint is made that it takes too much time to prepare cheese in what are called the scientific methods, that is, putting it in cooked dishes. That is all nonsense, for it takes no longer to prepare a dish with cheese in it than it does one without. That is the great fault of our American way of living, everything is done in a hurry. Food is prepared in a hurry and eaten in a hurry—bolted, someone has called it. Men, and women, too, will sit down and shovel in their food with a rapidity almost incredible; and such quantities the most of them do eat! I don't know how they stand it, and as a matter of fact they don't stand it, they break down after a while, even the best of them, with one or the other of those two American diseases, indigestion or nervous prostration. A man should eat according to the work he has to do. If he is a man of sedentary habits, if he is sitting in an office most of the time, he certainly does not need as much or as hearty food as the bricklayer or blacksmith; but you will see the man who gets next to no exercise and the man whose work is all exercise sitting side by side at a table eating the same quantity of exactly the same kind of food. It is the brain of the man in the office that needs nourishing, because his work makes heavy draughts on his nervous force; so he should eat such foods as will feed his brain and replenish his depleted nervous system. In the case of the man whose work is almost entirely manual in character, it is the animal tissue which is destroyed, by the muscular exertion he is compelled to make. He should eat such foods, and in such quantities, as will replace the wasted tissue. Cheese is one of the best flesh-formers in the world when properly prepared, and should be eaten by all men whose work is of a muscular nature, but should be partaken of very sparingly by men of sedentary habits. While few realize it, cheese is one of the most important animal foods. But in its raw or uncooked condition it is certainly indigestible and cannot be as

readily assimilated or converted into our own substance as flesh food, but if properly cooked you would be surprised at its digestibility. In going over and over again the chemistry of our food so many times as I do in my lectures and newspaper articles, I am afraid the public get very weary of the subject, but I do know that for your own good it cannot be too frequently repeated. How and what to eat, and the best methods of preparing our daily food is an all-important subject. In France one of the commonest dishes is the fondue, but in France one finds every simple dish that is nutritious and wholesome. This fondue is a mixture of cheese and egg with a small addition of milk. It is usually cooked in an earthen baking dish and served as soon as it comes from the fire. A laboring man might dine sumptuously, healthfully and economically on a fondue, bread, butter and a cup of coffee. Such a food is, however, too nutritious for the office man or the man of sedentary habits. It is a great mistake to choose new or poor cheese, as the digestibility of cheese grows easier as the cheese grows older. Cream cheese is more digestible than other kinds on account of its soft nature and less proportion of casein. The richest cheese in the market is Stilton. Cheshire is also made from unskimmed milk, while Parmesan, the favorite cheese of the Italians, is made from milk deprived of its fatty matter, consequently it will be found to change less with age than richer varieties. Toasted cheese, no matter of what variety, is one of the most indigestible articles one can possibly eat.

"If you have the time to spare, I would like to say a word about the sterilization of milk, that is, milk in which the *bacilli* have all been killed by the application of heat. If there is one thing of which the present generation stands in mortal dread it is a microbe. He is found in everything we eat and drink and his malign influence is felt in all walks of life. The microscope of the scientist has discovered the typhoid microbe, the consumption microbe, the smallpox microbe, the diphtheria microbe, and hundreds of other microbes in almost every article of food, until it looks almost as if one must starve to death if one does not want to die of disease. Well, milk is claimed to be a favorite stamping ground of several varieties of microbes, and people are instructed never to use milk unless it has been boiled—sterilized. Boiling, they say, kills the microbes, and renders them harmless. But lately scientists have discovered another thing and that is that microbes are of two kinds—good and bad, beneficent and malevolent. The good microbes are always at war with the bad and destroy them whenever they come in conflict. Milk contains a preponderance of good microbes, which are destroyed by boiling, and when the milk cools disease microbes fall into it from the atmosphere and, their natural enemies having been destroyed, have everything their own way. Be sure your milk is from well-fed, healthy cows, and you need not be afraid of microbes. But boiling won't help you in any event."

Quite a Difference.

Johnny—Papa, is there any difference between a wheelman and a cyclist?  
His Father—Um—none that I know of, unless it is that a wheelman sits erect and a cyclist humps his back up.

Cannot Be Refilled.

It is reported that some Ohio glass-makers have invented a bottle which cannot be refilled after it has been emptied, and they think they are going to do a big business with it among the proprietors of fine wines and liquors, patent medicine men and other dealers in wet goods who have suffered much loss from the refilling of their empty bottles, with some inferior goods, which have been sold as genuine on the strength of the package. The peculiarity of this bottle is not described, but it is said that a very simple device in the neck of the bottle admits of the contents being poured out, but entirely prevents anything being poured in. It is said that the bottle has been submitted to the severest tests, even to heating it to exhaust the air, and then inverting it in a vessel of water, and it has been found to act satisfactorily. One cannot help being curious to know how this bottle gets outside of its original charge, if it cannot be refilled. However, most purchasers are more concerned about emptying than filling them, and this bottle will doubtless supply a long-felt want.

The Economy of Pure Food.

From the Baltimore Telegram.  
There are many persons who, from a misguided sense of economy, purchase food which they know to be inferior, so that they may thereby save, in order to meet other demands of the family. Hand-some clothing and fine houses in aristocratic neighborhoods are desirable, we admit, but not at the expense of the most important factor of our existence; especially when we know that pure, nourishing food, is the immediate cause of pure blood and, consequently, more perfect nerve and brain power. It is not only false economy but positive crime to obtain edibles below the standard for the purpose of sustaining both the mental and physical health of the human being.

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

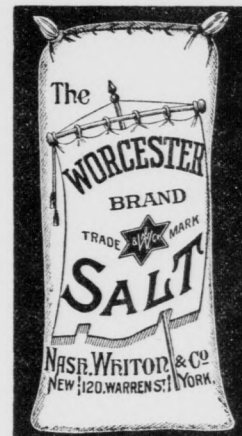
On Earth

Can afford the BEST salt.

The Richest Man

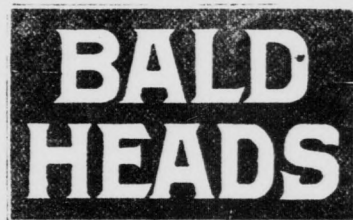
On Earth

CANNOT afford any other.



See Quotations in Price Current.

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



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

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

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

McBain—Storrey & Morrison succeed C. M. Storrey in general trade.

Remus—A. D. Kendall succeeds Kendall & Hane in the grocery business.

Saginaw—J. E. Asam is succeeded by the Saginaw Basket Co., incorporated.

Grand Haven—John Kamont has purchased the meat business of J. B. Lum.

Burr Oak—H. T. Duffenbaugh succeeds W. M. Urie in the hardware business.

West Bay City—Ingersoll Bros. succeed H. S. Ingersoll in the grocery business.

Port Huron—A. Lee has sold his grocery stock on Lapeer avenue to Mrs. West.

Iron Mountain—Wm. Moyle has opened a grocery and provision store in the Stephenson building.

Port Huron—R. S. Patterson & Co. succeed R. S. Patterson in the jewelry, book and sewing machine business.

Fremont—Fred E. Holt has sold his grocery stock to Landon Bros. He will continue in the boot and shoe business.

Fenton—Snyder & McCracken have opened a grocery store in the building formerly occupied by Mrs. M. A. Helm.

Manton—Frank Weaver has sold his grocery stock to Solon Tyler, who will continue the business at the same location.

Petoskey—J. K. Feick has sold his grocery stock to Geo. Mullenhagen, who will continue the business at the same location.

South Haven—J. S. Malbone will shortly begin the erection of a two-story building which he will occupy with a stock of hardware.

Ludington—Peter Mendelson, dealer in clothing, has failed. He secured creditors to the amount of \$11,000 and left many more out in the cold.

Kalamazoo—Frank F. Ward, formerly of Plainwell, and Geo. K. Walker, formerly of Saranac, have embarked in the grocery business at 141 So. Burdick street.

Allegan—B. Desenberg & Co., the Kalamazoo wholesale grocers, obtained judgment against Ephraim Leisure for \$649.01 in the Allegan Circuit Court last Thursday.

Muskegon—K. E. Vanderlinde has moved his stock of groceries from 52 Apple street to Fremont. He has been in business here for eight years. He will continue the same business in Fremont.

Holland—C. L. Streng & Son have purchased the entire stock of dry goods formerly owned by Nelson Pitton, of Mr. Forrest, agent for Marshall Field & Co., of Chicago. The purchasers will consolidate the stock with their own.

Stanwood—H. W. Reid and Geo. C. Bonnell, formerly engaged in the grocery business at Grand Rapids, are now engaged in general trade and the saw-mill and hemlock bark business here under the style of the Grand Rapids Lumber Co.

Allegan—C. W. Stone has leased a store in the Marsh block and opened a dry goods and fancy goods stock under the style of "Stone's New Boston Bazaar." Mr. Stone will be remembered as formerly engaged in the dry goods business at Ionia.

Saginaw—The daily papers are parading the information that the Jas. Stewart Mercantile Co. has severed its connection

with the Michigan Wholesale Grocers' Association. Such is not a fact; furthermore, such an event is not likely to occur, as the Stewart Co. has too much to gain by such a connection to think seriously of severing it.

Cheboygan—The Thompson Smith's Sons have given an option on their large general stock, at Duncan, to E. J. James, who has long acted as manager and buyer of the mercantile department of the concern. Mr. James has also purchased the grocery stock of R. A. Paddock and, in company with a partner, will conduct stores at both places, occupying the old location at Duncan and the double stores in the Paquette block at this place. It is expected that F. S. Frost, formerly of the firm of Penney & Frost, will return to Cheboygan and have the management of the Main street store and, in all probability, Arthur R. Gerow, who has been with Thompson Smith's Sons for a long time, will manage the Duncan store.

Detroit—Recently all the wholesale druggists in the city, except the firm of Williams, Davis, Brooks & Co., signified a desire to close their places of business on Saturday afternoon during the summer months at 1 o'clock. That firm's refusal to agree to the early closing will make it necessary for the other houses to keep the old hours; but the explanation which Williams, Davis, Brooks & Co. give is that they receive one of their most important mails from their customers at 2 o'clock on Saturday afternoon, and that it is absolutely necessary that these orders be filled promptly. Mr. Davis suggests that one-third or possibly one-half of their employes take one Saturday afternoon, and the others the Saturday following, and so on. The matter has been referred to the foreman of that firm, and if he reports favorably they are willing to make such an arrangement.

## MANUFACTURING MATTERS.

Montague—The Montague Roller Mills are now owned by Gardiner & Calkins, David D. Erwin having transferred the property to those gentlemen last week.

Detroit—At a meeting of the stockholders of the United States Heater Co., held last Tuesday, it was decided to increase the capital stock from \$50,000 to \$75,000.

East Jordan—The machinery in the Ingall's hame fastener factory has been purchased by J. D. Champion, of White Cloud, and will shortly be removed to that place.

Iron Mountain—Wright Bros. have a contract with the Chicago, Milwaukee & St. Paul Railway for 800,000 cedar ties, of which amount 100,000 are now being delivered.

Lansing—E. Bement & Sons, whose capital stock is \$350,000, will shortly issue \$150,000 preferred stock, on which 6 per cent. cumulative dividends will be paid. This stock is to be redeemed at the end of twenty years, for which purpose the corporation must set apart a portion of each year's profits in the shape of a sinking fund. Nearly all the stock has been subscribed, as the confidence in the management of the business renders it an easy matter to place the stock in the hands of desirable parties. The proceeds of the stock will be devoted to the payment of the bank and commercial indebtedness and the enlargement of each department of the business.

Detroit—The Polisho Company has filed articles of association with a capital stock of \$5,000, all paid in. William Auberlin, Martin S. Smith and Chas. T. Karpp are the incorporators.

Ocqueoc—Michael McCabe claims the pennant for expert log driving on the Ocqueoc river. He recently filled a raft of 3,500,000 feet in three hours and a half. The raft was towed to Bay City.

Ironwood—The Upper Peninsula Chair Co.'s factory here will be removed to Marshfield, Wis. The business men of the last named place have presented sufficient inducement for the change. The factory employs 100 hands.

Battle Creek—The Citizens' Electric Light Co. has increased its capital stock from \$50,000 to \$150,000. A portion of the increase will be taken by the present stockholders, and the balance held in reserve to sell when the company needs more money to enlarge its business. The old officers have been re-elected for the coming year.

Detroit—The Detroit Shade Manufacturing Co. has filed articles of association with the county clerk. The capital stock is \$100,000, all paid in. The incorporators are H. L. Humphrey, Frank W. Claxton, Francis Trickey, O. O. Walmoth, Ed. Hartford, Henry M. Dubois, Louis C. McBride and Franklin L. Lord, all of Detroit.

Saginaw—J. E. Asam & Co., basket manufacturers, have merged their business into a stock company under the style of the Saginaw Basket Co. The corporation has a capital stock of \$10,000 and will shortly remove its business to a factory building now in process of construction on the grounds of the Saginaw Improvement Co.

Muskegon—A tow of 6,000 logs was put in the booms of the McGraft Lumber Co., at whose mill the logs will be sawed, last week. They are the property of Fred Magnuson and were cut along the shore of Lake Michigan, this side of White Lake. A strong log boom was thrown around them and they were towed here without loss.

Alpena—Alger, Smith & Co. have 250 men at work extending the Alpena & Northern Railroad into Montmorency county, and expect to reach Atlanta in September. The firm owns 300,000,000 feet or more of timber in that county. It also owns large tracts of timber in Presque Isle county, and is hauling logs from Lake Mary to Alpena.

Detroit—The entire plant of the Buffalo Fish Co., including fisheries at Kingsville and Wheatley, Ont., has been purchased by a syndicate composed of Howland & Giddy, Alpena Fish Co., A. Solum, Sons & Co., C. Dante & Co., O. E. Cheney and A. G. McDonald. The syndicate have organized the Detroit Fish Packing Co., with a capital of \$50,000, fully paid in.

Muskegon—W. E. Barrett & Co., the Grand Rapids lumbermen, are going ahead in their work of making Muskegon the center of their shingle business. They have leased the Stimson docks, and will erect immense sheds having a capacity of from 30,000,000 to 50,000,000. The sheds will be 50 feet wide and 500 feet long. The shingles will be shipped in here by water from northern points and distributed by rail.

Pentwater—The Pentwater Bedstead Co. has begun the erection of an addition to its present factory, 96x125 feet in dimensions and three stories high.

The addition will be constructed entirely of brick, with substantial stone foundation. The remarkable success of this institution is due to the enterprise, liberality and far-sightedness of Messrs. Sands & Maxwell, without whom Pentwater would to-day be little more than a way station, instead of a thriving village, with more than average prospects of a bright future.

Saginaw—Never in the history of Saginaw Valley lumbering have there been so many men out of employment as at present, and wages were never so low. In the woods there is less doing than ever, and large firms that formerly operated gangs of men in the summer season have either exhausted their timber and retired or are doing nothing, and the few men that have employment in the woods are glad to obtain \$12 and \$15 a month. Hundreds of men are roaming from place to place through the lumber camps and small towns where mills are located, in search of work. The idle mills in Saginaw are beginning to cause some distress to unemployed labor. There are five or six mills here employing nearly 500 men in the aggregate that have been running steadily until the present season but are now idle, and this causes suffering among the men.

Manistee—Business seems to be improving slowly. Some kinds of lumber are in better demand while others continue to drag. Pine piece stuff sells at \$9 for short, while a sprinkling of long or wide will raise the figure a quarter or a half, as the case may be. Hemlock is doing considerably better. The market showed more life in the past two weeks, and each shipment made a gain over the preceding one. We have closed out all the dry common inch held over from last season, and have now only this season's cut. Some of this, of course, is in shape for shipment now, but a good many of the mills have let it go as soon as it had been on stick 30 days, preferring not to hold it. Some of the firms that are making hemlock inch have made some good sized sales recently. Buyers seem to think that it will fill the place of a common pine inch if they can get a pretty good grade.

## The Wool Market.

The life seems to be slowly ebbing away from the wool market. It is almost pulseless now, and what little indication of life there is due to feverish excitement occasioned by the uncertainty regarding the conditions to be imposed upon it by Congress. Advices from the leading Eastern markets are to the effect that there is little or no movement of wool, although the new clip is well on the way from first hands. Locally business is quiet, and not much wool has been received. Dealers are pretty well satisfied, however, as the condition of the Eastern market will not warrant heavy buying.

## Lakeview Laconics.

LAKEVIEW, June 11—W. B. Keyser, of Clinton, is here looking over the Mather bank property and talking with our citizens, with a view of buying the property and opening up a banking institution.

Louis Fuller is manufacturing a patent family swing which is proving very popular.

A. Macomber has added to his planing mill a \$1,100 flooring planer and matcher. Arthur L. Palmer has transferred his livery business to Big Rapids.

GRAND RAPIDS GOSSIP.

P. Steketee & Sons have secured the order for flags to be used rally day, June 28, by the Kent County Sunday Schools.

A. J. Beardsley, dealer in dry goods at Boyne City, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

John DeMan has sold his meat market at 762 East Fulton street to Geo. A. Haines and Wm. Bonner, who will continue the business at the same location under the style of Haines & Bonner.

Daniel Lynch has begun the erection of a three-story and basement brick block at the corner of Ellsworth avenue and Island street, 50x95 feet in dimensions. He expects to be able to occupy it by Sept 1.

Chas. R. Stuck has leased the store building of the Lebanon band, five miles southeast of Hubbardston, and will occupy the store with a grocery and hardware stock. The Ball-Barnhart Putman Co. has the order for the grocery stock.

Sneevliet Bros. have removed their grocery stock from 715 East Fulton street to the former location of James Van-Splunter, corner of Jefferson and Wenham avenues. Mr. Van Splunter has closed out his stock and retired from business.

The Wilcox Heat-Light Co. is a thing of the past, the stock having been purchased by L. T. Wilcox, who has paid the debts of the corporation and absorbed the assets. He is closing out the stock as rapidly as possible and will soon remove to Lansing, where he has taken a contract to inaugurate an oil stove department in connection with the stove and implement business of E. Bement & Sons. This is a new departure for the Lansing concern, and they think they make no mistake in securing the services of a man who possesses wide and varied experience in the oil stove business. Grand Rapids people have no reason to be in love with the business, as those who put their money into the Wilcox company were glad to take 10 cents on the dollar for their stock, after one year's experience.

The Pure Food Exposition closed last Saturday evening, with satisfactory results to everyone connected with the enterprise, with the exception of the Manager, who is out of pocket about \$400, besides his time and expenses. This result may be attributed to several causes, paramount among which are the lateness of the season, the hardness of the times, the suddenness with which the Exposition was sprung upon the people after the project had been temporarily abandoned by the Retail Grocers' Association, the lack of preliminary preparation and the seemingly short-sighted policy of a number of local manufacturers in refusing to make an exhibit of their products. Particularly is this the case with the local flour millers, who thus placed themselves in a position of antagonism to the retail trade of the city and gave an outside mill an opportunity to introduce its product to the attention of many housewives who were probably unaware of the existence of such an establishment. The general sentiment among the retail grocery trade is that the Exposition has been of great advantage to the trade, as it has awak-

ened the attention of the people to meritorious food products and that this, in connection with the practical lectures of Mrs. Rorer, will tend to stimulate the demand for better classes of goods. Now that the people are acquainted with the advantages of the food exposition, it is probable that an attempt to hold another exposition next season will be made before the season has been so far advanced as to shut out such exhibits as soups, chocolates, etc., which are usually shown during the cold months only.

"I suppose you think you did me up in great shape," said E. J. Herrick to THE TRADESMAN reporter last week. "That's all right; but I don't want my friends to think I walked in from Kalamazoo that night, for I didn't. I came home with the rest of the boys by train, and never felt better in my life. I consider my initiation into Saladin Temple one of the best investments I ever made. I have had nothing but good luck ever since. Not long after I became a Noble of the Mystic Shrine my nephew in Lansing became the father of a bouncing baby boy and named him Erwin Justus after his uncle—that's myself. By the way, did I ever tell you how my name got turned around? I was named Justus Erwin and was so called until I became a young man, at least until I was old enough to get out among the girls. You needn't laugh; when I was a young man I tell you the other young fellows stood a poor show with the girls when I was around; but I was going to tell you about my name. I had an uncle whose initials were the same as my own, and this fact occasioned no end of trouble—fun some of them called it—but I didn't see it that way. He used to get my letters, and sometimes I got his, but his were generally business letters, while mine were—not. My Sunday girl wrote me once asking me to call on a certain evening. I didn't go, for my uncle got that letter and kept it a month. I did not know what was the matter with my girl. She cut me dead on the street and, when I called at the house, she was colder than 1894 May weather. Well, my uncle finally gave me the letter and her peculiar conduct was explained. I hadn't called as requested in the letter, and as I made no explanation, she resented it and I didn't blame her. The evening I got that letter I went over to her father's, and of course, everything was satisfactorily explained, even to the reason why my uncle had kept the letter. He had gone himself and kept an appointment intended for me—spent a very pleasant evening, too, I have no doubt. I put an end to that sort of thing right away. I never had an uncle that was good enough to get my letters and go to see my girl, so I twisted my name around and it has been twisted ever since."

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Alex. Denton, Howard City. E. C. Tew & Sons, Lake Odessa. J. E. Thurkow, Morley. C. A. Brott, Moorland. J. H. Eppink, Lucas. W. E. Hardy, Harbor Springs. H. VanNoord, Jamestown. J. V. Crandall & Son, Sand Lake. Bates & Troutman, Moline. F. A. Burlington, Bradley. Thos. H. Atkins, West Carlisle. Grand Rapids Lumber Co., Stanwood. G. K. Coffee, White Cloud.

Gripsack Brigade.

Frank E. Chase (A. C. McGraw & Co.) is at Room 101, Sweet's Hotel, this week, with his line of fall goods.

A successful commercial traveler must make customers not for a day but for all time. He must be able to look every customer in the face and ask him if the last bill of goods was satisfactory every time he gets around. The man who depends upon misrepresentations or cut prices to sell worthless goods cannot figure on making more than one successful trip.

Pleasant relations between the "house" and "drummer" are absolutely essential. An honest house selling honest goods wants an honest salesman. It must take the drummer into its confidence and treat him as an honest man if it wants to get the best results from his labor. It must not question and quibble over every item in an expense bill, nor growl over a resultless trip when times are hard. A feeling of absolute confidence between salesman and manager does more to sell goods than any other factor.

"I was very much amused while on the Lake Shore road the other day," said a well-known traveling man, in one of the hotels, "at the action of a portly gentleman in our car. He was an indefatigable newspaper reader; bought every paper at each city through which we passed, and invariably as soon as he had finished one paper he would tear off and destroy the heading on the first page before beginning the next one. After this had been going on some time, I could not restrain my curiosity, and finally asked him why he so mutilated the newspaper, adding that the train boy would doubtless be glad to have the paper back again. "That's just it," said the portly gentleman. "These newspapers are altogether too smooth. They sell me a paper for five cents. After I have read it they straighten it out and possibly sell it to some one else for another five cents. Then when he has finished they cut off the heading and return it to the publication office, where it is credited to the account of the newsboy sending it in, as an unsold paper for which he gets his rebate at the end of the month. Now when I have torn off that heading he can't sell that paper again, neither can he send it back to the office for the rebate. It's one of the many little petty swindles that are becoming so common, and I'm doing all in my power to break it up."

The Wheat Market.

Wheat has been erratic during the past week. The visible supply and the amount on passage showed a large decrease, and on that account and also on account of the reported damage to crop, the price has advanced 6 cents from low point. It receded two cents, at which point it has remained since. The city mills pay 52 cents per bushel, and, if we have a few more weeks like the past, wheat may get somewhere near where it belongs, so that the agriculturist will receive a fair remuneration for his labor. There was quite a decrease for the week, amounting to 1,181,000 bushels, and for the month of May to about 10,000,000 bushels. The decrease in the world's supply of wheat was only about 6,000,000 bushels. It can readily be seen that there is a steady decrease which will eventually count. The Government crop report for June, as it reads, can be

construed as rather bearish, as it makes the crop two points above May, although, taking the different State reports, it shows a decline of five points. The Government claims only a reduction of 1 per cent. in the winter wheat acreage, while it certainly is from 10 to 12 per cent. less; but then the Government report will stand, no matter how faulty it is. There were only 34 cars of wheat, 21 cars of corn and 5 cars of oats received here during the past week, or about the same as was received in Detroit, which shows clearly that there is no wheat moving. Harvesting has commenced in Texas and other Southern States, but, as no threshing has yet been done, the possible yield cannot be estimated. C. G. A. VOIGT.

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.

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.

BUSINESS CHANCES

WANTED—SMALL GENERAL STOCK, OR two lines of merchandise, cheap for cash, in good town. Address No. 641, care Michigan Tradesman. 641

FOR SALE—CLOTHING AND GENTLEMEN'S furnishing goods stock at a bargain. Will rent store to parties purchasing if so desired. Address Lock box 270, Charlotte, Mich. 642

WANTED TO EXCHANGE—TWO HORSE engine, upright boiler, good as new, for electric motor. Redner Bros., Battle Creek, Mich. 643

WHO WANTS A NICE, CLEAN, WELL-ESTABLISHED and good paying dry goods and notion store, in one of the best locations in the city, at a great bargain; good reason for selling. Write or call at once. Address No. 635, care Michigan Tradesman. 635

DRUG STORE FOR SALE—INVOICING \$1,600, \$500 down; balance on time. Good business. Low expenses. Address Book-keeper, 4 and 6 Pearl St., Grand Rapids. 640

FOR SALE—60 GALLON OIL TANK, WITH pump, \$2.50; also three compartment refrigerator in good condition, \$10. Julius J. Wagner, 197 East Bridge St., Grand Rapids. 564

MICHIGAN DRUG EXCHANGE, H. E. Grand Girard, Proprietor. I have on my list several drug stores for sale, ranging from \$50 to \$5,000, 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—CLEAN DRUG STOCK IN A thriving town in Northern Michigan on C. & W. M. Railway. Address No. 639, care Michigan Tradesman. 639

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

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 DWELLING in first-class location in town of 1,000 inhabitants. Address E. L., box 158, Thompsonville, Benzie Co., Mich. 598

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

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

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

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

Growth of the Cottonseed Oil Industry

In view of the determined opposition of farmers and their friends to cottolene, cottosuet and other products of cottonseed, substitutes for lard and butter, it is interesting to note the enormous expansion of the cottonseed oil industry.

In 1880 there were forty cottonseed mills with an aggregate capital of \$3,500,000. There are now 300 mills, having a combined capital of about \$30,000,000. At present about 1,500,000 tons of seed are annually used by the mills, yielding to the farmers about \$18,000,000 a year for a product which until recently was regarded as waste material. The total output is about 1,500,000 barrels or 60,000,000 gallons of oil, 500,000 tons of cottonseed meal, 750,000 tons of hulls and 30,000,000 pounds of linters, the aggregate value of which will average about \$30,000,000. The demand for oil is steadily expanding. As only about one-third of the total cottonseed crop is now consumed by the mills, there is practically unlimited room for the growth of this business. Ten years ago the hulls were burned by the mills as fuel, as no other use could be found for them. Investigation proved that they made excellent fodder, and last year about 400,000 head of cattle were fattened for the market on cottonseed hulls, while 100,000 mich cows were fed on the same material.

Here is food for thought. What will be the result to farmers and dairymen if this industry continues to expand in the future as it has in the past? Undoubtedly new uses will be discovered for cottonseed oil, but, as a competitor in the field until recently held in undisputed possession by lard and butter, it will play a much more formidable part than it has in the past. Will it finally entirely supplant butter and lard? Hardly, although it may be expected to revolutionize buttermaking as a business and make the latter an unprofitable article of commerce. The fact that the price of butter for a considerable portion of the year puts it beyond the reach of a large proportion of the people will work in favor of the cottonseed oil industry, although good butter at a fair price will always find a market; but the process of buttermaking will need to be vastly modified if it is to hold any portion of the field against the cottonseed product. The enormous increase in the consumption of milk by the people is another consideration. May not the fact that the consumption of milk is constantly on the increase show to farmers and dairymen a more profitable market for the disposition of their product? There is profit in milk even at present prices, but here, too, great changes are necessary and farmers have much to learn.

The relative merits of animal and vegetable oils have long been determined in favor of vegetable oil. Cottonseed oil has been proved to be pure, wholesome and nutritious, which cannot always be said of lard. Perhaps the two have separate fields of usefulness, and when it is decided just what is the peculiar sphere of each competition will cease. In the meantime the prejudice against vegetable oils and their products is dying out though opposition from interested quarters is as strong as ever. The figures and facts given above show that the raising of cottonseed for its oleaginous product has proved to be in several directions a great boon to farmers.

FRANK STOWELL.

Dry Goods Price Current.

Table listing various dry goods such as cottons, flannels, and fabrics with their respective prices and origins.

Table listing various goods under categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVAES AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES-PER CROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES-PER M, TABLE OIL CLOTH, COTTONTWINES, and PLAID OSNABURGS.

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 K B 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. LAMBREAU CO., 128, 130, 132, GRAND RAPIDS, MICH.



WHO IS TO BLAME?

Written for THE TRADESMAN.

The great strikes are still on. The strikers, in many instances, seem to be "masters of the situation," and, except in the matter of getting their demands acceded to, are having things pretty much their own way. No matter what may be the outcome of the strikes, one fact seems to be demonstrated beyond peradventure, that promiscuous immigration is responsible for much of the trouble. The miners of Pennsylvania, Illinois, Ohio and Virginia are largely the scum of the Slavonic states of Eastern and Southern Europe. These people, accustomed as they were to the worst and most grinding forms of oppression in their own countries, and ignorant and debased to an almost incredible degree, are unable to appreciate the fundamental principle upon which the liberty of every citizen in this country rests. They have been born and bred with the idea that "might makes right," and that brute strength is the only thing worthy of respect. Kept in restraint at home by armed force, it is not to be wondered at that, when opportunity affords, they resort to arms to enforce their demands. The militarism of the Old World naturally breeds contempt for human life, and the brutishness of the manner of living in many of the countries of the Old World greatly intensifies that contempt. This will account, in a large measure, for the disregard of life shown by the strikers, especially in the coal regions. Here, when aroused, their brute passions can have full swing; at home, on considerably less provocation than they have given here, they would have been shot down by the soldiery. At home they are not allowed to gather in crowds; here they are under no restrictions in that respect. What wonder, then, that, mistaking their liberty for license, lawlessness, incendiarism and murder are the result? It may be said, and admittedly with truth, that designing men, labor agitators, and walking delegates, by their appeals to the passions and prejudices of these people, are largely responsible for the terrible crimes which have been committed by the strikers, but, in the name of reason and justice, let the blame rest where it of right belongs. It is not the striker or the walking delegates only who should be held responsible, but the men who induced these people to leave their homes and come to this country. They were known to be ignorant and depraved, to have no respect for any law that was not enforced by sword and bayonet; to be so debased, mentally and morally, as to be beyond the civilizing and elevating influences of American institutions; yet they were encouraged to come to this country and were promised work at wages which to them must have seemed princely. The mine owners, railroad corporations, and others who were instrumental in bringing these savage hordes to our shores must bear the blame for the awful results which have followed their coming here. They were warned of the danger, but disregarded the warning. They wanted cheaper labor, and they got it. But whether, reckoning the loss from strikes, incendiarism and other causes directly traceable to their cheap labor, the speculation has been a paying one or not is a question. If they have lost they have deserved to lose, and little sympathy

will be wasted on them. The financial loss, although considerable, is, however, a secondary consideration. Every life lost, every wife widowed, every child orphaned—and they may be counted by hundreds—must be laid at the door of the men who brought these people here. They are primarily and alone responsible. What will be done about it? Nothing, for nothing can be done. Every employer has a right to import cheap labor if he wants to, and the more degraded and ignorant it is the cheaper it will be. Slavs and Huns and Italians are surely ignorant enough, and, although the people of the land may suffer, in the words of the elder Vanderbilt, "to h—l with the people." Perhaps, after all, the people may find a remedy.

DANIEL ABBOT.

A New Coin Wanted.

From Shoe and Leather Facts.

In these days of money discussions it is pertinent to call attention to a much-needed coin. The denomination in mind is a 9-cent piece. Modern business ingenuity and enterprise have brought about a fine discrimination in the matter of selling prices, and instead of being satisfied with fixing their profits in decimals and demi-decimal denominations, find it to advantage to make the concession of a single penny on a \$5, \$10 or \$15 sale. In values that are less than \$5 it is almost as common to see 99 and 49 figures as it is those ending with 0 and 00. In fact a 9-cent piece is now as necessary as a 10-cent piece. It is very pleasant to our feelings and desirable to our purses to enter a large store and purchase a 20-cent collar for 19 cents, but it transforms us into pestiferous and cranky individuals to be compelled to stand on one foot for twenty-seven minutes and wait for the return of the penny due in change. The pennies we save in promiscuous buying would provide us with afternoon papers and postal cards, but the time lost in waiting for change would make an annual income sufficient for an African prince.

The Talkative Drummer.

For weeks he traveled on the road, And everywhere he went With buyers far and buyers near Whole hours and hours he spent. He talked and argued with each one With energy intense, And poured with most vehement zeal A flood of eloquence. He talked and talked, yet by his tongue No money could he make, In spite of all the yarns he spun No orders did he take. The buyers listened to his wit With quick responsive smile, And when they got a chance to speak They said they'd wait awhile. And so they did. They waited for The quiet man who came Right after him, who could not talk But got there just the same.

TOM MASON.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60&10	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		
First Quality, S. B. Bronze	\$ 6 50	
" D. B. Bronze	12 00	
" S. B. 3. Steel	7 50	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	net	30 00
BOLTS.		dis.
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.		dis.
Cast Loose Pin, figured	70&10	
Wrought Narrow, bright 5ast joint	40	60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRABLES.	
Grain	40&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	58
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	23
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dox. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$3; large, \$26	dis. 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 25	
List 12 13 14 15 16 17	
Discount, 60-10	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Advance, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60..... Base	Base
50.....	10
40.....	25
30.....	25
20.....	35
16.....	45
12.....	45
10.....	50
8.....	60
7 & 6.....	75
4.....	90
3.....	1 20
2.....	1 60
1.....	1 60
Case 10.....	85
" 8.....	90
Finish 10.....	75
" 8.....	90
" 6.....	1 10
Clinch 10.....	70
" 8.....	80
" 6.....	90
Barrel 1/2.....	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scotia 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	70
RIVETS.	
Iron and Tinned	dis. 50-10
Copper Rivets and Burs	50-10
PATENT FINISHED 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 1/4c per pound extra.	
HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	80c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 3/4 14 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
Strap and T	dis. 50
RANGES.	
Barn Door Kidder Mfg. Co., Wood track	50-10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Granite Iron Ware	new list 2 1/2
WIRE GOODS.	
Blight	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPE.	
Sisal, 1/2 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	75&10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth. Com.	
Nos. 10 to 14	\$3 50 \$2 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 26	3 75 3 00
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" Drab A	55
" White B	50
" Drab B	55
" 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	dis. 60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 70
Annealed Market	70-10
Coppered Market	60-10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 70
" painted	2 30
HORSE NAILS.	
An Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&16
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75&10
Screws, New List	70&10&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	25c
Pig Bars	25c
ZINC.	
Duty Sheet, 2 1/2c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2@1/2	16
Extra Wiping	15
ANTIMONY.	
Cookson	per pound
Hallett's	13
TIN—BELLY 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—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC	6 75
10x14 IX	8 25
14x20 IX	9 25
Each additional X on this grade \$1.50.	
BOOPING PLATES.	
14x20 IC, Worcester	6 50
14x20 IC	8 50
20x28 IC	13 50
14x20 IC, Allaway Grade	6 00
14x20 IX	7 50
20x28 IX	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
14x60 IX, " " " "	10 00



A WEEKLY JOURNAL DEVOTED TO THE  
Best Interests of Business Men.

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 13, 1894.

#### COURTESY IN COMMERCE.

The people of the United States are far from being polite as a rule. Their disposition to be rude and brusque is seen in nearly all public offices, and particularly among subordinate officials. It often happens that the humbler the grade of the official the more he feels called on to support the dignity of his position with a haughty and overbearing mien.

Nor is this brusqueness wanting in business circles, many persons employed to represent proprietors showing too much lack of courtesy and willingness to take pains to please their customers. They often act as if they were conferring a favor on persons with whom they do business, rather than performing a service for which they are paid.

Whether rudeness and discourtesy are characteristics which are necessarily inherent in people who are the world's most prominent exemplars of human freedom is a problem not yet solved. This may be the new order of things, but the ancient doctrines of dignity and honor constantly taught that the higher the rank and the freer the heart the more obligation is there to be gentle and courteous, while the only true nobility is to be good.

Such considerations seem to come up for special comment in connection with the charge that a lack of politeness and a disposition to be dictatorial and overbearing are the principal obstacles in the way of a successful commerce between the United States and Central American countries. This view is taken by K. Von Stauffer, a writer in the *American Journal of Politics* for June. He sets out with the statement that while the United States imports from Central and South American countries large quantities of tropical products, and those countries are large consumers of merchandise which the United States ought to be able to furnish, the greater part of the foreign goods used in Central and South America comes, not from their near neighbor, the United States, but from far-off countries of Europe. This fact, according to the writer mentioned, is due

to the rudeness and lack of politeness of the people of the United States.

It is, doubtless, true that some distaste to the people of the United States has been aroused by the filibusters and other adventurers who have operated in the Central American countries, but it is not likely that impoliteness is the only obstacle in the way of more intimate commercial relations. One trouble certainly is the unwillingness of the merchants of the United States to give such long credits as are commonly granted by European business men. Ordinarily, money in Europe is not worth much in the way of interest, and if a sufficient profit be made on the business relations, the periods for which credits are demanded do not figure so seriously in the accounts of the London or Hamburg merchant as in those of our own people. This matter of credits is an important affair.

But there is another consideration which must be added to the charge of lack of politeness. It is the indisposition of American manufacturers to consult the wishes and tastes of their customers, whether at home or abroad. How often do we see in mercantile establishments a sort of indifference, if not unwillingness, to keeping on hand the particular articles demanded by customers, and a disposition manifested to insist on their taking, instead of the desired articles, others which were not acceptable. In many a case trade is driven away to houses where efforts are made to satisfy the particular demands of customers.

In the same way, foreign peoples have their particular tastes and preferences which European manufacturers seek in every way possible to cater to and satisfy. On the other hand, it is charged by the writer mentioned that the Americans, instead of recognizing the importance of respecting the wishes of their customers, endeavor to force upon them articles which may be as good or better, but at the same time articles which the proposing buyers are not acquainted with and will not accept.

If this lack of attention to the wishes of customers shall cost our manufacturers a large share of foreign trade which they could otherwise secure, it is plain their interests would counsel them to reform their habits. So far as the home custom is concerned, it makes no difference, since the people must buy anyway; but it is unquestionably true that the matter of politeness and an accommodating spirit make an enormous difference with cash customers against some houses and in favor of others. People with cash can buy where they may choose, and they will not spend their money where the business of shopping is made disagreeable by rude and dictatorial manners on the part of salesmen.

The Cincinnati *Times-Star* announces that a chemist of that city has succeeded in making a fluid which has all the properties of ordinary cow's milk, and is equal to the best for all purposes. It is a combination of water, solids and fats, and is absolutely the same as, and indistinguishable from, pure milk, and has the advantage of being absolutely free from the diseases and impurities that are often found in milk. This chemical milk will raise a cream, will sour, turn to

curd and water, and butter and cheese can be made from it the same as from cow's milk. At present the cost of production is more than \$1 a gallon, but the chemist believes with a few more experiments he can reduce the price to 10 or 15 cents a gallon, and by making it in wholesale quantities can retail it at the usual 6 cents a quart. This story was probably invented for the purpose of entertaining the marines.

THE TRADESMAN gives place, this week, to a call for a convention of retail grocers to be held to-day at Clare. The real objects of the meeting are, apparently, not set forth in the call, but the reference to the thorough organization of the wholesale grocery trade probably furnishes a clue to the motives of the gentlemen who have issued the call. THE TRADESMAN is pleased to note the disposition of the retail trade to meet and discuss matters of vital interest to the trade and will, therefore, be represented at the meeting and earnestly advocate the plan it has persistently and consistently advocated for over ten years for the amelioration of the trade—thorough organization.

Blessed, yea, thrice blessed, be the name of Sarah Tyson Rorer! Let every boarder in the land say amen! She doesn't make hash, doesn't believe in hash, and declares that hash is a delusion and a snare, a breeder of nightmares and a builder up of the fortunes of the men of physic. Mrs. Rorer is very right.

#### The Boycott a Boomerang.

"I have been boycotted, as I suppose you know," said G. J. Johnson, the South Division street cigar manufacturer to THE TRADESMAN last week, "and I am glad of it. The arbitrary methods employed by the union to bring me to terms have disgusted the public and helped my business. They have lied, too, and I have proved it. I offered the union \$100 if it would substantiate its published statement about my using an old machine. The machine was invented this year, and the union knew it. Now they are endeavoring to intimidate some of my customers by sending committees to interview them. I hope they will keep up the fight, as their agitation is calling the attention of the public the fact that I am now making better cigars for the money by the aid of the machine than any other manufacturer can by means of primitive methods."

#### He Took the Chance.

A tall man with wildness in his eye rushed into an all-night drug store about 3 o'clock the other morning and shouted at the top of his voice:

"Lend me 50 cents."

The dozing clerk woke up with a start.

"What's that?" he asked.

"Lend me 50 cents."

"Who are you?"

"Lend me 50 cents."

"Why should I lend you anything? Get out of here."

"Do I get it?"

"Get what?"

"The fifty."

"No, you don't get it."

The tall man turned to go out. "All right," he said pacifically, "I didn't suppose I would, but you can never tell when you're going to run against a sucker."

#### The Grocery Market.

Sugar—The market has been strong in tone in sympathy with raw sugars, which have advanced quite sharply and are strong at the advance. Several slight changes were made in the schedule during the past week, and Monday morning brought an advance of  $\frac{1}{8}$ c all along the list, with the exception of Nos. 13 and 14, which advanced a sixpence only. The market is still strong and further advances are likely to occur.

Rolled Oats—The price has advanced 50c per barrel in the past two weeks and the market is still strong at the advance.

Cheese—The price has receded  $\frac{1}{8}$ c during the past week and the supply is still in excess of the demand, although the parity between butter and cheese is still very largely in favor of cheese.

Pickles—The market has slumped off 50c per barrel and all classes of barreled stock are dull at that.

Pork—There was but little change in the market last week. The feeling was firm almost from the beginning of the week. Receipts were 176,000, being 17,000 more than the previous week, and 97,000 more than one year ago. Business in hog products for the week was good, which is not surprising when the low prices are considered. There are no changes worth noting; in fact, prices are about as low as they can be, and if a change comes it will be in the direction of higher prices.

Bananas—Continue to be in good demand at rather high prices. The steamers that ply back and forth from the plantations have been carrying small cargoes, and that fact, taken with the active demand, has been the means of holding prices above those usually ruling at this season of the year. Our market is well supplied with a good grade of fruit.

Lemons—Have advanced, as they always do when the weather begins to get warm. Prices were stationery for a long time, on account of sales having been crowded. There is now an active demand and everyone will soon be eager to buy, and the sooner purchases are made the better pleased dealers will be. The tendency is upward and now is a good time to buy, as quotations are still low. This market holds a fairly large amount of stock but no glut.

Oranges—Savento and Rodi fruit is about all there is in the market. There is a limited supply of the latter fruit, but both varieties bring high figures. People who eat oranges after the Fourth of July will be compelled to pay round prices. The Imperials (160s) are the principal size offered. See quotations elsewhere.

Cocoanuts—Moving slowly, although there will be some demand for them right along—probably more during the next three weeks than for two months following—as they always sell fairly well up to July 1.

Peanuts—Remain unchanged, although held firm at previous quotations.

#### Bank Notes.

The Peninsular Savings Bank of Detroit has tired of paying the city 4.65 per cent. interest on daily balances and has notified the Common Council that it desires to withdraw from its present contract.

Waldy & Clay, private bankers at Adrian for many years, have decided to merge their business into a State bank.

ON THE WRONG SIDE.

The Denver *Commercial Tribune* is excited because THE TRADESMAN commented on a statement made by that journal concerning the rights of wage-workers. The *Tribune* says it never said a word about "special rights for wage-workers." Then what did the *Tribune's* remark, that "the wage-worker has certain positive rights" mean? Does it imagine that its readers do not know what are the rights of the wage-worker? Beyond question the writer of the sentence quoted has made a distinction between "certain positive rights" and rights which are uncertain and indefinite, while the Federal Constitution states plainly what are the rights of every citizen. If the editor of the *Tribune* will sum up the rights which belong to himself as a citizen of the United States, he will know exactly what are the "certain positive rights" of the wage-worker. They are the rights of every citizen, whether he be a wage-worker in the sense in which the *Tribune* uses the term or a manufacturer, capitalist or merchant. The *Tribune* imparted no information when it said that "the wage-worker has certain positive rights." That is known to everybody. It would have been more to the point if it had stated in what way and by whom the wage-worker is being defrauded of his rights, if that is the meaning to be attached to its remark. It is not denied that sometimes employers of labor have disregarded the rights of their employes, but that is beside the question, as what is done by individuals has absolutely no bearing on the subject. The *Tribune* says it has "discussed the labor question fairly and honestly." If commonplace platitudes and meaningless phrases may be called discussion, the *Tribune* is right; but the trouble is just there. Not only trade papers but the press generally are afraid to say anything condemnatory of the conduct of union workmen, no matter how reprehensible it may be. If the press of the country had the courage to speak out in defense of law and order and in condemnation of the worse than vandalism which has prevailed in many sections of the country for several months, it would have done much to remedy the evil; but it is the encouragement which law-breakers, in the name of union labor, have received from the press which has intensified and enhanced the trouble. In so far as the rights of labor have been invaded and restricted, workmen ought to have and will have the sympathy and support of all honest men, but murderers and incendiaries deserve nothing but punishment for their crimes. So if the *Tribune*, and other papers, will stop talking about the rights of wage-workers long enough to denounce the wrongs from which the whole country is suffering as a result of the lawlessness of some of the wage-workers, what it says about their rights will be much more worthy of respect. In addition, the *Tribune* should stop calling names. They are not very convincing as arguments, and the kind of people who might be influenced by them would not be a credit even to the subscription list of the Denver *Commercial Tribune*.

A man is usually most distinguished after he is extinguished.

Marriage is a failure when one side is a cipher.

Use Tradesman Coupon Books.

TYRANNY OF ORGANIZATION.

Written for THE TRADESMAN.

Mankind, in an individual capacity, represents interests that are ever selfish and conflicting. Each unit of the human aggregate has its own purpose in view, which is quite sure to antagonize many; and none can be reconciled to any other until some common ground can be found upon which to unite.

Hence has arisen the necessity for conference, harmony of opinion, and a pooling of issues which we are accustomed to call organization. It is only through organization that savagery gave place to civilization. By the same means alone can civilization continue the ratio of progress already attained. The theory of modern organization is that each integer surrenders a portion of individual rights in order to maintain the interests of the whole. This results, usually, in giving to the individual a larger measure of protection and consequent development than could be gained by his own unaided action. Political organizations, whether monarchical or republican, are based on the above theory, and must be judged by the comparative success of each experiment.

The tendency of the age is against individuality and in favor of combined action, whenever any special object is to be attained. In a nation like ours every effort to better the condition of humanity must proceed on lines that directly tend to a common end, and that end should be the greatest good to the greatest number. Accordingly, the individual is nothing unless part of an organized force. Whether willing, or unwilling, one who is not a clam moves in harmony with his fellows toward some desired end, either in the line of social, benevolent or business purpose. Progress can be made in any worthy cause only by the concentration of individual effort.

Among the English speaking people the habit of association is stronger than with all other nations. There are, undoubtedly, more societies organized for special purposes in the United States, in proportion to population, than elsewhere. Our educational system fosters them, until there is scarcely a school district that does not have from one to half a dozen societies bound to others by State and National ties for a common purpose. Most of them are temporary, serving only to make social life more desirable, and bringing talent to the front that would, otherwise, remain obscure and undeveloped. Many are benevolent entirely in spirit and method; and, linked as auxiliaries to a central body, serve as feeders to grand eleemosynary enterprises whose results are felt all over the globe; a large number, and those that more nearly concern the interests of the general public are strictly business combinations, formed to advance the special interests of corporate capital or unincorporated labor. This is as it should be, provided (1) that each organized body is the growth of an evident necessity, (2) that it does not unfairly antagonize the natural rights of individuals or societies in general, and (3) that its purposes are sought in strict conformity with the laws of the land.

Unfortunately for the public interest, all organizations are not wisely conducted. From government down to a bootblack's union, cross purposes are ever shown that neutralize the safest counsels and the most unselfish en-



"CRESCENT," "WHITE ROSE," "ROYAL."

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

VOIGT MILLING CO., Grand Rapids, Mich.

CANNED GOODS.

THE STANDARD CANNED GOODS HANDLED AT THIS MARKET IS THE FAMOUS HAMBURG BRAND

OF COURSE YOU ARE CARRYING THESE GOODS IN STOCK? IF NOT, WHY NOT?

Ball Barnhart Putman Co.

deavors of the majority. Perhaps in most associations the ruling element consists of a small minority that, by sheer force of persistence, keep life and activity in the organization. When such active members are truly loyal to its purpose and wise in policy, the results will justify organized effort.

Each association, being based on the voluntary action of its members, can produce the best results only, so long as the will of the majority is intelligently expressed. If the machinery of organization is controlled by radical theorists who insist on serving personal ends, and either by fraud or specious appeals to selfish passions, subvert the true intent of associated effort, society is injured in proportion to the strength of such organization. And the evil is greatly magnified when associated action in a land like ours builds up conflicting interests that affect large masses of citizens. As each combination grows more powerful by constant accretion, it widens the breach that human selfishness naturally causes in the eager rush for wealth, and its action becomes arbitrary, unjust and wholly indefensible. Organized effort should be judged by the same impartial rules that apply to individual action.

In the great majority of cases where the objects sought are of a social, literary, religious, scientific or professional character, organization is usually free from influences that are subject to just criticism; but this cannot be said of the combinations that have of late years put capital and labor at variance and, by frequent contests of strength, proved that of all the tyrannies of earth there is none so pitiless, so unyielding, and so unjustifiable as the tyranny of organization in a country that boasts of the largest measure of individual freedom.

Capital, originally organized for a worthy purpose—to afford the greatest measure of result at the minimum of cost—has been captured by ambitious leaders, who use consolidated effort for their own personal benefit. They either override and defy law, or bribe the people's representatives to betray a trusting constituency. If met by fair competition in behalf of a suffering public, they crush it out by the momentum of accumulated wealth, or undermine it by sops thrown to the weakened conscience of individual greed. In this way they have controlled the price of both labor and products. Under the name of trusts, and in the guise of public benefactors, they prey on vested rights, piling up colossal fortunes for the few at the expense of the many; and each successful member of the cabal poses as an example of what republican institutions can do to reward honest business ambition.

Against this tyranny of associated capital there has arisen from small beginnings and primarily for self-defense only, another conflicting interest in the shape of organized labor. By degrees local unions have affiliated with State and National representative bodies, each seeking in its own field of action to protect certain interests, and, at times, joining allied forces to bring on a general engagement with their natural enemy all along the line. The general public, occupying the position of non-combatants, like peaceful inhabitants of a country that is under military occupation, suffers continually by the alternate successes and defeats of each hostile

force. For "to this complexion has it come at last," since the oppression of one party and resistance of the other have culminated in what may properly be called civil war. This is not only a war between labor and capital, but it is a war of labor against itself—a tyranny that by force equal to military law punishes every laborer, whether within or without its ranks, who does not consent at every hazard to meet the injustice of capital by brute force. As a natural result, where there is a will attempting to enforce unjust claims, there is sure to be a won't resisting it; and in the fierce struggles made necessary by this terrorizing process, constitutional law has for the most part stood helpless, watching with nerveless indecision acts of violence that would be allowed in no other land. Each execution within whose jurisdiction the tide of warfare threatens public safety fears to use the power in his hands to protect life and property, lest he compromise his political prospects by offending a class whose ballots may in future avenge the bullets he should use, when necessary, to fulfill his official oath. Thus time after time a greater power than civil power has usurped control of affairs and made our boasted system of self-government a by-word among other nations. No general alarm is felt, because it is understood that our form of government is beyond danger from the ills that have wrecked others fully as powerful. A blind faith in destiny and our secret ballot system keeps the public mind free from what should be a wholesome fear of consequences when conditions exist such as confront the American people to-day.

The industrial conflicts that have occurred of late so frequently, with all their serious consequences, cannot be charged to organization, but to its abuse. The champions of labor who attempt, by the power of numbers, to secure justice from employers forget that this is a government founded especially to protect individual as well as collective rights; but while resenting the tyranny of capital, they themselves employ no less arbitrary methods to attain their ends, all of which react on thousands of innocent sufferers. None but the insane or hopelessly bad will strike friend and foe alike. Public sentiment has always sympathized with the real grievances of which labor complains; but for its fancied and technical wrongs there is no pity to waste. So long as labor maintains an organized tyranny it occupies a false and untenable position, and can have no rights to appeal to the American sense of fair play.

The most radical supporters of force in the ranks of labor are men who have not yet been long enough under the American flag to learn its true significance. They are victims of monarchical rule who come fresh from its bitter experience, and are therefore unfit leaders for peaceful organizations of workers seeking lawful relief from harsh economic conditions; but they have brute courage, and when force takes the place of argument they lead forlorn hopes, or destroy millions of valuable property that labor alone must in the future restore or repair. If wage earners expect the moral support of public sentiment and a fair settlement of the important questions affecting their interests, they must purge their organization of an element that is sure to wreck the cause of

## Lansing Pants & Overall Co.,

Lansing, Mich.

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

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



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

Correspondence Solicited.

## NEW TEAS

are beginning to arrive, but

**Don't be in a Hurry to Buy.**

First arrivals cost considerable more than the same grades will a few days later. Wait for the Reliable



and you will get a fancy article at the right price.

# I. M. Clark Grocery Co.

labor if not banished from its councils. Extremists on the side of both labor and capital must be forced to the rear if harmony is to be secured. Men of purer aims and more self-sacrificing purposes than the leading representatives of both hostile forces will be the ones to settle questions of mutual interests between employer and employed in the future. When thus settled may we not hope that the rights of each laborer will be secure from assault by the tyranny of organization among his own class?

S. P. WHITMARSH.

#### Partial Surrender on the Co-insurance Clause Matter.

Written for THE TRADESMAN.

The latest development in insurance circles which has reached the public is the partial surrender of the companies in regard of the 80 per cent. co-insurance clause. Finding it impossible to enforce it (many of the larger companies, although parties to the iniquity, practically ignoring it), the managers have decided to abandon it, at least so far as general business is concerned. It was a forgone conclusion from the start that the clause could not be enforced. It was unjust and oppressive, and forced many insurers to abandon old line insurance and take refuge in Lloyds or mutuals. In the congested districts in the large cities it was found impossible to place the amount of insurance required by the co-insurance clause, and it was, therefore, not only madness for the companies to attempt its enforcement, but the height of injustice as well. Even where it was possible for insurers to place the amount required by the clause, opposition to it was so strong, many of even the larger companies saw the futility of their efforts to enforce it and wrote insurance without the 80 per cent. clause. This action on the part of these companies was enough of itself to destroy the usefulness of co-insurance, but added to it was the perfidy of some other companies to the agreement who failed to live up to it and never intended to. It was, therefore, decided by the managers that after June 1 co-insurance should apply only to country stores, lumber and electric light and power plants; but insurance men are still as firm believers as ever in co-insurance. They say the plan is a good one and will ultimately prevail. So, in order that the public may have a standing object lesson of its beneficent effects, Detroit and Grand Rapids are exempted from the order nullifying the clause, and co-insurance is still in force in these cities, for which act of grace on the part of insurance men it is to be hoped business men are sufficiently thankful, although just why insurers in the cities named are compelled to insure to 80 per cent. of their valuation, while insurers of other towns are not, is a mystery. If the clause was unjust when applied to the entire State, what name shall be applied to it now that its application is confined to but two cities? It is nothing short of an outrage for which there is neither palliation nor excuse. This is the general sentiment of business men, and that there will be a revolt against this iniquitous discrimination goes without saying. Whatever may be the result the companies will have only themselves to blame. They have surely had warnings enough. One thing seems to be in favor of the public and that is that no agreement is sacred to an insur-

ance company. It is business they want, and business they will have, if they must smash every principle of the Decalogue.

DANIEL ABBOTT.

#### He Convinced Her.

The other day an omnibus, full of passengers, drove up to its suburban terminus. Side by side sat a commercial traveler and a lady temperance lecturer.

The commercial man seized his bag and made a move to get out. The lady made a snatch after him and he halted.

"I beg your pardon," she said, "but you have my bag."

"You certainly are mistaken, madam," the traveler said, courteously but firmly, "This bag is mine."

"No, sir," the lady replied firmly, "it is mine. I should know it among a thousand. You must not take it."

But the traveler persisted and the lady insisted, and they came very near quarrelling.

Presently one of the passengers pointed to a twin bag in the omnibus and said:

"Whose is that?"

"It isn't mine," said the traveler. "It is just like mine, but this is mine."

"And it isn't mine," said the lady. "He has mine and I want it and I'll have it. It's a pity if a lady can't travel alone in this country without being robbed of her property in broad daylight."

Finally the traveler said he would open the bag and prove his property.

The lady objected at first, saying she did not want her bag opened in the presence of a crowd of strangers.

But as there was no other means of settling the dispute, she at length consented.

The traveler took out a key, opened the bag, and the curious crowd bent forward to see.

On the top of everything lay a big, flat flask, half full of whisky, a pack of cards, a meerschaum pipe and a quarter of a pound of tobacco.

The traveler was the first to recover his self-possession and speech.

"Madam," he said, "you are right. The bag is yours. I owe you a thousand apologies."

But the lady had fainted, and the traveler relocked his bag with a quiet smile.

Early in the afternoon a sign painter received a note, in a feminine hand, asking him to go to a certain house to mark a black leather bag in white letters a foot and a half long.

#### The Horse's Foot.

From the North American Review.

It is difficult to understand how the legs of horses stand the wear and tear of the work in our great cities, where every step of their ironshod hoofs is upon a hard, unyielding road. There is no other creature living, with the exception of the donkey or the mule, which can long bear the constant battering entailed by rapid locomotion over a paved surface. But if we look at the structure of the horses legs we see how it is that the jar and vibration do not injure him more. His "pasterns," the part just above the hoof, yield a little at each step, and so break the force of the concussion. He is, in fact, mounted on springs. This is one chief reason why he is a pleasant animal to ride. Anyone who has tried riding a cow or ox has found the difference between the easy, elastic movement of the horse and the jolting and jogging of a horned mount.

# The President of the United States of America,

To

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

GREETING:

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

## ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

**Witness**, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,  
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,  
Clerk

**MICHAEL KOLB & SON,**

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

ESTABLISHED 37 YEARS. All Mail Orders Promptly Attended to.

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

**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.



**Flags -**

for schools, buildings, halls and private use. All wool, standard bunting. Sizes from 2x3 to 20x36.

MUSLIN flags on sticks, sizes from Nos. 1 to 12. These pay the retailer from 75 to 100 per cent. profit. Red, white and blue bunting by the yard for trimming store fronts, halls and schools; also tri-colors in each piece. Prices range from 3 to 10c per yard.

Red, white and blue ribbons, solid or tri-colors. Nos. 5, 7, 9 and 12. Write for prices.

**P. Steketee & Sons,**  
Grand Rapids, Mich.

**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.**

Season 1894

**PEERLESS TEAS**

NOW IN AND FINER THAN EVER BEFORE.

**OLNEY & JUDSON GROCER CO.**

Grand Rapids, 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.

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



SOLD BY ALL JOBBERS

Manufactured by

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

**THE CENTRALIZATION OF TRADE.**  
Written for THE TRADESMAN.

One effect of the long-continued business depression is likely to be, in the opinion of ex-Comptroller of the Treasury Hepburn, a greatly accelerated movement in the direction of the centralization of trade. Many industries which were started and for years have been conducted in the smaller towns, are removing to the large cities, where business opportunities are more numerous, and transportation facilities much better. These industries have been the life of the towns in which they were situated, and their removal will be a deathblow to the smaller places, while it will add to the greatness and importance of the large cities. While this condition of things is to be deplored, it must be remembered that it is perfectly natural. The centralization of capital, of trade, of population, and, ultimately, of political power seems to be manifest destiny. There will always be a strongest nation, constantly growing in power and importance, which will draw to itself the best elements of its weaker rivals; and, given a civilization and enlightenment commensurate with the age, this is rather a matter for rejoicing than otherwise. The results may seem to be different when it is the centralization of capital and trade that is being discussed, but as a matter of fact such a condition will always result beneficially. When has centralization worked injury to the people? Rather has it not cheapened the cost of living and added to the appliances and conveniences which go to make up the sum of human comfort? Undoubtedly; and, therefore, it is not to be feared and treated as an enemy. The few may suffer for a time, but the great good to accrue to the many overshadows and transcends the injury to the few, who will themselves be benefitted in the end. No social or political system will ever be perfect in this world, but the world, growing wiser by experience, is slowly learning that, while individuality is a good thing, it gains in value and grows in importance only as it comes in contact and unites itself with other individualities. The more of these that are welded together in the form of states or nations, the greater the strength of the whole and the more prosperous each individuality becomes. This is equally true of capital. Two dollars united possess more than twice the value of one dollar isolated, and what is true of two dollars is equally true of two thousand or two hundred thousand. It is a disputed question whether or not the centralization of political power would be of equal benefit. Those opposed to it point to history to prove that it has bred tyranny, oppression and internal dissension, and finally has resulted in the downfall of the nations themselves; but it must be borne in mind that the nations of the world are only now beginning to emerge from the darkness of ignorance and superstition which for centuries has benumbed their faculties and hindered their progress. Perhaps with increased and increasing intelligence the centralization of political power may be the true solution of the social and political problems which at present are baffling the minds and crippling the efforts of earth's best and wisest. DANIEL ABBOTT.

The born leader of men is one who will lead in any direction so long as he is acknowledged as the leader.

**Annual Meeting of the Jackson Retail Grocers' Association.**

JACKSON, June 8—The regular meeting of the Jackson Retail Grocers' Association was held June 7 at Red Cross Hall.

The Committee on Hucksters and Peddlers reported that they had made report to the police of persons peddling without license. Upon investigation, it was found that the Mayor had granted them permission to peddle, subject to the action of the Council at its next meeting, when the matter is to be considered.

The Committee appointed to consider the selling of vegetables and produce by weight reported correspondence that had been received in regard to the same and were granted further time to draft a schedule of articles and weights.

The Secretary presented a protest to the City Council against the repeal or any changes in the hucksters and peddler's ordinance as it was adopted and approved. The protest was referred to a committee to obtain the signatures of grocers and have same ready to present to the Council at its next meeting.

W. H. Porter reported that he had visited the summer resort at Devil's Lake, in Lenawee county, and looked over the buildings, grounds and facilities for taking care of an excursion and picnic. He found everything in excellent shape and considered it the best appointed place within 500 miles for picnic purposes.

On motion, a committee of three was appointed to arrange for the annual excursion and picnic for 1894. President D. A. Fleming was appointed the chairman, and Messrs. C. G. Hill and G. E. Lewis were appointed as the remainder of the committee.

The Secretary submitted a report of the business of the year, and the Treasurer reported the condition of the finances, showing a balance of \$171.50 on hand at the close of the year.

The following officers were elected for the ensuing year:

- President—Paul W. Haefner.
- First Vice-President—Charles G. Hill.
- Second Vice-President—E. W. Swick.
- Secretary—W. H. Porter.
- Financial Secretary—J. Winslow.
- Treasurer—J. F. Helmer.
- Trustee—Geo. E. Lewis.

On motion, a vote of thanks was tendered the Secretary for his work done for the Association during the year.

The retiring President, D. S. Fleming, escorted Mr. Haefner to his seat as the President of the Association for 1894-5. Mr. Haefner made a brief, pleasant and timely address. He asked for the harmony, good will and assistance of all the members in the work to be done.

On motion, a hearty vote of thanks was rendered ex-President Fleming for his able and efficient services and for his efforts in behalf of the Association during the two years he had held the office of President. The vote was unanimous.

On motion, a special business meeting was called for June 21 to start the work of the Association on its fourth year.

The meeting then adjourned.

W. H. PORTER, Sec'y

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Protective Brotherhood Hall, Monday evening, June 4, President Viereger presided.

The special order of business was the selection of a date for the annual picnic and August 9 was designated as the day on which it will occur, the location to be determined hereafter by the Executive Committee, which was instructed to take the matter under advisement.

Henry Vinkemulder brought up the agitation instituted by Director of the Poor, Moerdyk, and suggested that the members of the Association see their aldermen and solicit their votes in favor of the proposed change in the method of dispensing charity.

Peter Schuit approved of the idea and suggested that active efforts be undertaken to further the end in view.

Mr. Vinkemulder said the Association ought to have 100 members present at each meeting, and suggested that some

plan be devised by which this object could be secured.

Mr. Viereger stated that the Rochester (N. Y.) Association keeps up interest in, and attendance on, the Association meetings by dropping cards in a hat or box, setting forth the names of bad pay customers. He suggested that some such plan be adopted by this Association.

A. J. Elliott deplored the fact that the attendance of the Association was not larger, considering the membership. He stated that he had been benefitted every time he attended a meeting.

E. J. Herrick suggested that non-members be invited to attend the meetings as guests.

E. White suggested that special topics be assigned members on which to prepare papers for presentation and discussion at the meetings.

Mr. Vinkemulder said the Association was based of a solid foundation, because the best grocers of the city gave it their co-operation and support.

Mr. Herrick stated that he understood the wholesale grocers had much trouble in organizing their Association, but that they are now acting as a unit and securing marvelous results in consequence thereof.

Mr. White suggested as a subject for the next meeting: "Is the present market location satisfactory?"

Mr. Goss approved the suggestion of Mr. White, and, on vote, the latter was invited to prepare such a paper for presentation at the next meeting, which he agreed to do.

B. VanAnrooy moved that the Secretary be instructed to invite all non-members to attend the meetings as guests of the Association, whether engaged in business in Grand Rapids or in the suburbs.

Mr. Herrick gave notice that he would offer an amendment to the constitution and by-laws at the next meeting, and the meeting adjourned.

G. K. Coffee, the White Cloud grocer, was in town over Sunday. The report that his visit had any effect on the market value of the stock of the Grand Rapids Brewing Co. is probably without foundation.

**S. C. W.**

The Leading Nickle Cigar  
Made in this Market.

The Only Brand in the State (outside of Detroit)  
Made by Improved Machinery.

This Cigar is made with Long Mixed  
Filler, Single Connecticut Binder  
and Sumatra Wrappcr.

Sold at \$35 per 1,000

By the Manufacturer.

G. J. Johnson, 347 South Division St.  
Grand Rapids, Mich.



Have you seen our "Sunbeam" line of Machine Sewed Children's and Misses' Shoes? Dongola Patent Tip, Heel or Spring. 6 to 8 @ 65c—8½ to 11½ @ 75c—12 to 2 @ 90c.

HIRTH, KRAUSE & CO.

**CANDIES, FRUITS and NUTS.**

The Putnam Candy Co. quotes as follows:

	Cases	Bbls.	Palls.
<b>STICK CANDY.</b>			
Standard, per lb.		6	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8½		
Cut Loaf			8½
Extra H. H.	8½		
<b>MIXED CANDY.</b>			
Standard	5½		8½
Leader	5½		8½
Royal	6½		7½
Nobby	7		8
English Rock	7		8
Conserves	7		8
Broken Taffy	baskets		8
Peanut Squares	7½		8½
French Creams	9		9
Valley Creams	13		13
Midget, 30 lb. baskets			8½
Modern, 30 lb.			8
<b>FANCY—In bulk</b>			
			Palls.
Lozenges, plain			8½
" printed			9½
Chocolate Drops			12
Chocolate Monumentals			12½
Gum Drops			5
Moss Drops			7½
Sour Drops			8½
Imperials			10
<b>FANCY—In 5 lb. boxes. Per Box</b>			
Lemon Drops			50
Sour Drops			50
Peppermint Drops			60
Chocolate Drops			75
H. M. Chocolate Drops			50
Gum Drops			50
Licorice Drops			1.00
A. B. Licorice Drops			80
Lozenges, plain			60
" printed			55
Imperials			60
Mottoes			70
Cream Bar			55
Molasses Bar			55
Hand Made Creams			80
Plain Creams			80
Decorated Creams			90
String Rock			60
Burnt Almonds			1.00
Wintergreen Berries			60
<b>CARAMELS.</b>			
No. 1, wrapped, 2 lb. boxes			34
No. 1, " 3 " "			51
No. 2, " 2 " "			28
<b>ORANGES.</b>			
Fancy Seedlings, 98s			2 50
" 250s			2 45
Sorrentos, 10c			3 50
" 2.0s			4 00
Rodis, 160s			4 00
" 2.0s			5 00
Messinas, flats, 100s			2 00
<b>LEMONS.</b>			
Choice, 360			3 00
Choice 300			3 50
Extra choice 360			3 50
Extra fancy 300			4 00
Extra fancy 360			4 00
<b>BANANAS.</b>			
Large bunches			2 60
Small bunches			1 25
<b>OTHER FOREIGN FRUITS.</b>			
Figs, fancy layers, 8lb.			2 13½
" " 20lb.			2 15
" extra " 14lb.			2 15
Dates, Fard, 10-lb. box			2 7
" " 50-lb. "			2 5½
" Persian, 50-lb. box			2 5
" 1 lb Royals			7½
<b>NUTS.</b>			
Almonds, Tarragona			2 16
" Ivaca			2 15
" California			2 8
Brazil, new			2 11
Pilberts			2 13
Walnuts, Grenoble			2 10
" French			2 12
" Calif.			2 12
Table Nuts, fancy			2 12
" choice			2 11
Pecans, Texas, H. P.			2 7½
Chestnuts			1 25
Hickory Nuts per bu.			3 75
Cocoanuts, full sacks			
<b>PEANUTS.</b>			
Fancy, H. P., Suns			2 5½
" " Roasted			2 7
Fancy, H. P., Flags			2 5½
" " Roasted			2 7
Choice, H. P., Extras			2 4½
" " Roasted			2 6
<b>OILS.</b>			
The Standard Oil Co. quotes as follows:			
<b>BARRELS.</b>			
Eocene			8½
XXX W. W. Mich. Headlight			7
Naptha			2 6½
Stove Gasoline			2 7½
Cylinder			2 27
Engine			2 13
Black, 15 cold test			2 21
<b>FROM TANK WAGON.</b>			
Eocene			7
XXX W. W. Mich. Headlight			5
<b>POULTRY.</b>			
Local dealers pay as follows:			
<b>LIVE.</b>			
Turkeys			7 @ 8
Chickens			6 @ 7
Fowls			5 @ 6
Ducks			8 @ 9
Geese			2
<b>DRAWN.</b>			
Turkeys			11 @ 12
Chickens			10 @ 11
Fowl			9 @ 10
Ducks			10 @ 11
Geese			10 @ 12
<b>UNDRAWN.</b>			
Turkeys			9 @ 9½
Chickens			7½ @ 8
Fowls			6½ @ 7
Ducks			8 @ 9
Geese			8 @ 9

**Drugs & Medicines.**

**State Board of Pharmacy.**

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

**The Only Salvation of the Pharmacist.**

Every observing pharmacist knows that all matters pharmaceutical in our country are in an unsatisfactory and unsettled condition. We hear on every hand and on all occasions the clamor of contention upon questions of a purely commercial bearing. Whether or not any trade combination that can be effected will ever cure the ills of purely mercantile competition, is a problem which we do not care to discuss. One thing is clear, that when druggists enter upon a contest for the monopoly of purely commercial business they have absolutely no right or advantage that does not belong equally to other merchants. No merchant as such, can escape the keen commercial competition of the day. The tailor cannot compete with the dealer in "hand-me-downs," but if he is skilled in his work and does it well he is not subject to any such competition. The druggist, too, so far as he "handles" his wares purely as a merchant, must find himself in purely mercantile competition with other druggists and merchants who deal in the "hand-me-downs" of the drug business. Druggists who are content to devote their time and energies to that kind of competition, and who are struggling in vain to escape the inevitable consequences, have no right to complain. But pharmacists who have a higher ambition and possess the requisite education and technical skill, compete for success in life upon an entirely different plane. The writer firmly believes that better education and an earnest effort to demonstrate the importance and value of the professional services of the pharmacist to the community and the medical profession, will certainly emancipate pharmacy as a profession from the degrading influence which purely commercial competition must of necessity have when applied to the business of furnishing medicines to the sick.

The public and the physicians will certainly and gladly avail themselves of the professional services of the pharmacist to an extent that will make his calling not only honorable but at the same time as remunerative as that of other professions if the standard of education in the pharmaceutical profession be such as to command the confidence and respect of intelligent men. And it is just as certain that if the pharmacist is not sufficiently well educated he will not enjoy that respect and confidence which are indispensable to his success as a professional man.

The American druggist of the day complains bitterly of the manufacturers of pharmaceutical preparations, the jobbers, the physicians, and the public. Manufacturers of fluid extracts, pills, and other preparations are berated be-

cause they have not only successfully taken out of the hands of the pharmacist a good part of his business, but also because they are equally successful in persuading physicians to specify the preparations of particular firms, and thus compelling the pharmacist to handle their products. Makers of "patent medicines" and also the wholesale druggists are watched and remonstrated with to prevent them from selling to "cutters," and "black lists" are made of the offenders, wholesale or retail. Physicians are denounced for specifying A and B's elixirs, C and D's fluid extracts, E and F's pills, and Z's specialties or proprietary preparations, and for dispensing their own prescriptions. Tablet triturates and other modern forms of ready-made medicines which can be carried about by a certain class of doctors or kept in stock in their offices, rendering the services of the pharmacist superfluous, are cordially hated. The venal, the thoughtless, and the well meaning fools who "endorse" and recommend the various numerous cure-alls, the trade journals and newspapers which fail to expose the impositions because they value the advertising patronage more highly than the public good, are roundly abused, and the public is given up as hopelessly gullible.

That pharmacists have many real evils to contend against, and that they also suffer from many imaginary wrongs, is true. But what have they done to remedy these evils? Have they really demonstrated to the satisfaction of the intelligent portion of the community and the clear-headed and conscientious physician that these evils are indeed such as to do serious harm not to the pockets of druggists, merely, but to the public welfare and to the best interests of true medical science? Have they shown that there is really a distinct field of professional work called pharmacy, which, for the safety of human health and life, should be entrusted only to specially trained workers, and that we have, in fact, a corps of pharmacists whose education is such as to entitle them to be considered as professional men, worthy to be trusted far beyond the lines of mere commercial and mechanical routine? To remedy the evils complained of, the pharmacists as a body must establish beyond question their right to the respect and confidence of their fellow men by virtue of thorough professional education; the pharmacy laws must be amended or construed to make a reasonable measure of systematic pharmaceutical education compulsory; and in all that is done for the advancement of the material interests of the profession, the public good must be the chief object in view.

The pharmacist cannot compete with the manufacturer, for many obvious reasons; but the pharmacist of the future, instead of competing with the manufacturing establishments, will be expected to perform new duties which he has not yet entered upon in any systematic and thorough manner. These new duties demand far better education and training than he has heretofore had.

The Pharmacopoeia of the United States is in advance of the education of the average druggist of the country. No other pharmacopoeia furnishes such clear and complete definitions, descriptions, and tests; but the average American druggist is not well enough educated to apply intelligently and safely the official

standards of purity and strength, or even the identity tests, or to pass intelligent judgment upon the quality of the products made by the manufacturers. In fact, the manufacturers frequently employ pharmacists and chemists whose education and skill are far above the qualifications of the average druggist. As I write this simple statement of uncontested facts I imagine I can hear how some of our self-constituted spokesmen of the "profession" will, when they read it, rend the air with their ejaculations and cry treason; but the statement is literally true, and will remain so until its truth is so thoroughly recognized that the only remedy possible is applied. It is time, indeed, that the pharmacists of America should bestir themselves and not rest until they shall have firmly established such a distinction between the educated pharmacist and the mere vendor of drugs that the restoration of confidence in and respect for the pharmaceutical profession may be realized.

There are about 40,000 drug stores in the United States, and probably about 130,000 persons employed in selling medicines in these 40,000 stores. These 130,000 persons are called druggists, pharmacists and chemists, without distinction. They are recruited largely by the employment of boys from 13 to 16 years of age who have not even finished the studies of the common grammar schools, and who never again devote any time to study. Our present pharmacy laws are so framed and administered that no distinction whatever is made between the 40,000 proprietors of these drug stores. All must be "registered pharmacists;" all must comply with the same standard of qualifications; hence that standard must of necessity be no higher than that which can be readily enforced under such conditions. In many States, too, no higher qualifications are required of proprietors and managers than of clerks. In many States where the law has provided for two grades of pharmacists (?), all the candidates for licenses are nevertheless given precisely the same questions in the public examinations, no other distinction being made than this, that, in order to become a "registered pharmacist," the candidate must be able to answer correctly a greater proportion of the questions than he is expected to answer if he is to become a "registered assistant pharmacist." Not one of the pharmacy laws makes the slightest reference to any standard of general or preparatory education; in fact, not one of them requires any evidence of education of any kind. All that is necessary is the ability to answer a sufficient proportion of the questions asked. That these questions are generally mere memory tests, is natural. In other words, our pharmacy laws distinctly encourage cramming and discourage education. In seven States a boy of 18 years who can cram successfully enough to answer the required number of questions is then licensed as a full-fledged "registered pharmacist" and may at once open and conduct a "pharmacy" (?) on his own account. In some States neither practical experience in drug stores nor any other kind of practical training is necessary; it is enough to answer 50 or 75 per cent. of a lot of worn-out stock questions. Not one of the pharmacy laws affords any hint as to what the candidate is expected to know, what kind of preparation he ought to

make for his "profession," or the scope covered by the examination; and the State boards of pharmacy are as silent as the laws on that subject. This failure to fix upon some standard of knowledge, and to publish the requirements, is peculiar to our country. The responsibility for this condition of thing does not rest upon the State boards of pharmacy. It is the net result of conflicting opinions and interests. The pharmacy laws have largely been written, amended, and "put through" in the usual way—on the principle that anything is better than nothing. Tradition has buried reason. We have gotten into a rut—a Rip Van Winkle sleep. OSCAR OLDBERG.

**Reorganized.**  
 "I understand that Dr. Firstly at your church now preaches without notes."  
 "Yes. We are on a cash basis entirely."

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

Plat. N. S. with corkscrew at same price if preferred.  
 Correspondence Solicited.

SEELY MFG. CO., Detroit, Mich.



**ASPHALT FIRE-PROOF ROOFING**

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

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

**FIRE-PROOF ROOF PAINT,**

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

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Advanced— Declined—Gum Opium.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoficum German.	65 75	Aloes.	50
Boricale	20 30	and myrrh	60
Carbolicum	20 30	Arnica	50
Citricum	52 55	Asafetida	0
Hydrochlor	3 5	Atrope Belladonna.	60
Nitrosum	10 12	Benzoin	60
Oxalicum	10 12	Sanguinaria	50
Phosphoricum dil.	20	Barosma	50
Salicolicum	1 25 60	Cantharides.	75
Sulphuricum	1 3 5	Capicum	50
Tannicum	1 40 60	Ca damon.	75
Tartaricum	30 33	Castor	1 00
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	4 6	Bi Carb.	15 18
" 20 deg.	6 8	Bichromate	13 14
Carbonas	12 14	Bromide	40 43
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate (po 23 25)	24 26
Black	2 00 2 25	Cyanide	50 55
Brown	80 100	Iodide	2 50 2 70
Red	45 50	Potassa, Bitart, pure	27 30
Yellow	2 50 3 00	Potassa, Bitart, com.	2 15
BACCAR.		Potass Nitras, opt.	8 10
Cubeae (po 36)	2 30	Potass Nitras.	7 9
Juniperus	8 10	Prussiate	28 30
Xanthoxylum	2 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copalba	45 50	Aconitum	20 25
Peru	2 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)	8 10
Cassiae	11	Glychrrhiza (pv 15)	10 12
Cinchona Flava	18	Hydrastis Canaden.	10 12
Enonymus atropurp.	30	(po 35)	30
Myrica Cerifera, po	20	Hellebore, Ala, po	15 20
Prunus Virgini	12	Inula, po.	15 20
Quillaja, grd.	10	Ipecac, po.	1 50 1 75
Sassafras	12	Iris plox (po 35 38)	35 40
Ulmus Po (Ground 15)	15	Jalapa, pr.	40 45
EXTRACTUM.		Maranta, s.	35
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	32 35	Rhei	75 1 00
Haematox, 15 lb. box	11 12	" cut.	75 1 35
" "	11 12	" pv.	75 1 35
" 1/2 s.	14 15	Spigelia	35 38
" 1/4 s.	10 17	Sanguinaria, (po 25)	20
FERRU.		Serpentaria.	45 50
Carbonate Precip.	15	Senega	55 60
Citrate and Quinia	30 35	Simflax, Officialis, H	40
Citrate Soluble	30	Scillae, (po 35)	10 12
Ferrocyanidum Sol.	20	Stryplacarpus, Fosti-	35
Solut Chloride	15	cus, po.	35
Sulphate, com'l.	9 2	Valeriana, Eng. (po 30)	25
" pure.	7	" German.	15 20
FLORA.		Ingiber a.	15 20
Arnica	18 20	Zingiber j.	18 20
Anthemis	30 35	SEMEN.	
Matricaria	50 65	Anisum, (po 20)	15
FOLIA.		Apium (graveleons)	2 25
Barosma	18 50	Bird, ls.	4 6
Cassia Acutifol, Tin-	25 28	Carui, (po 13)	10 12
nively	25 28	Cardamon	1 00 1 25
Salvia officialis, 1/2 s.	15 25	Corlandrum	11 13
and 1/4 s.	8 10	Cannabis Sativa.	4 5
Ura Ursi	8 10	Cydonium	7 10
GUMMI.		Chenopodium	10 12
Acacia, 1st picked	2 60	Dipterix Odorate	2 40 2 60
" 2d	40	Foeniculum	15
" 3d	30	Poenugreek, po.	6 8
" sifted sort	20	Linl	4 4 1/2
" po	60 80	Liul, grd. (bbl 3 1/4)	3 1/2 4
Aloe, Barb. (po 60)	50 60	Lobelia	35 40
" Cape, (po 20)	12	Pharlaris Canarian	3 4
Socotri, (po 60)	50	Rapa	6 7
Catechu, ls. (1/4 s, 14 1/2 s,	1	Sinapis Albu.	7 8
16)	50 60	" Nigra	11 12
Ammoniac	40 45	SPIRITUS.	
Asafoetida, (po 35)	50 55	Frument, W. D. Co.	2 00 2 50
Benzoinum	46 50	" D. F. R.	1 75 2 00
Camphore	46 50	Juniperis Co. O. T.	1 25 1 50
Euphorbium po	35 40	" "	1 65 2 00
Galbanum	20 25	Saacharum N. E.	1 75 2 00
Gamboge, po	70 75	Spt. Vinl Galli.	1 75 2 50
Gualacum, (po 35)	30	Vinl Oporto	1 25 2 00
Kino, (po 1 10)	15	Vinl Alba.	1 25 2 00
Mastic	40	SPONGES.	
Myrrh, (po 45)	20 25	Florida sheeps' wool	50 75
Opli (po 3 60 23 80)	2 20 2 45	Nassau sheeps' wool	2 00
Shellae	35 40	Velvet extra sheeps'	1 10
" bleached	33 35	wool carriage	85
Tragacanth	40 1 00	Extra yellow sheeps'	85
HERBA—In ounce packages.		Grass sheeps' wool car-	65
Abinthium	25	riage	75
Eupatorium	20	Hard for slate use.	1 40
Lobelia	25	Yellow Reef, for slate	1 40
Majorum	28	use	
Mentha Piperita	23	SYRUPS.	
" Vir.	25	Accacia	50
Rue	30	Zingiber	50
Tanaoetum, V.	22	Ipecac.	50
Thymus, V.	25	Ferri Iod.	3 50
MAGNESIA.		Aurant Cortes	50
Calced, Pat.	55 60	Rhei Arom.	50
Carbonate, Pat.	20 22	Similax Officialis.	50
Carbonate, K. & M.	30 35	" Co.	50
Carbonate, Jennings.	35 36	Senega	50
OLEUM.		Scillae	50
Abinthium	2 50 3 00	" Co.	50
Amygdalae, Dulc.	45 75	Toitan	50
Amydalae, Amarae	8 00 8 25	Prunus Virg.	50
Anisi	1 80 1 90		
Aurant Cortes	1 80 2 00		
Bergamit	3 00 3 20		
Cajuputi	60 65		
Caryophylli	75 80		
Cedar	35 40		
Chenopodii	1 60		
Cinnamomi	1 10 1 15		
Citronella	4 45		
Conium Mac.	35 65		
Copaiba	80 90		

Morphia, S. P. & W.	2 15 2 40	Seidlitz Mixture	20	Linseed, boiled	55 58
S. N. Y. Q. & Co.	2 05 2 30	Sinapis	18	Neat's Foot, winter	
Moschus Canton	2 40	" opt.	30	strained	65 70
Myristica, No 1	65 70	Snuff, Maccaboy, De	40	Spirits Turpentine	37 40
Nux Vomica, (po 20)	10 10	Voos	35		
Ox. Septa.	15 18	Snuff, Scotch, De. Voos	35	PAINTS.	bbl. lb.
Peppin Saac, H. & P. D.	2 00	Soda Boras, (po 11)	10 11	Red Venetian	1 1/2 2 1/2
Picis Liq, N. C., 1/2 gal	2 00	Soda et Potass Tart.	24 25	Ochre, yellow Mars	1 1/2 2 1/2
doz	2 00	Soda Carb.	1 1/2 2	Putty, commercial	1 1/2 2 1/2
Picis Liq, quarts	2 00	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 3 1/2
" plnts	85	Soda, Sulphas	2	Vermilion Prime Amor-	
Pil Hydrarg, (po 80)	50	Spts, Ether Co	50 55	ican	13 16
Piper Nigra, (po 22)	1	" Myrcia Dom.	2 25	Vermilion, English	65 70
Piper Alba, (po 65)	3	" Myrcia Imp.	2 3 00	Green, Pentinsular	70 75
Pil Burgun	7	" Vinl Rect. bbl.	2 17 2 27	Lead, red	6 6 1/2
Plumbi Acet	14 15	Less 5c gal, cash ten days.	1 40 1 45	" white	6 6 1/2
Pulvis Ipecac et opli.	1 10 1 30	Sulphur, Subl.	2 1/2 3	Whiting, white Span.	2 70
Pyrethrum, boxes M	1 25	" Roll.	2 2 1/2	Whiting, Gliders	2 90
& P. D. Co, doz.	1 25	Tamarinds	8 10	White, Paris American	1 0
Pyrethrum, pv	20 30	Terebenth Venice.	28 30	Whiting, Paris Eng.	1 40
Quassa, S. P. & W.	34 39 3/4	Theobromae	45 48	Pioneer Prepared Paint	30 1 4
" S. German	27 37	Vanilla	9 00 16 00	Swiss Villa Prepared	1 00 1 20
Rubia Tinctorum	12 14	Zincli Sulph	7 8	PAINTS.	
Saccharum Lactis pv.	12 14			No. 1 Turp Coach	1 10 1 20
Salaetin	2 10 2 25			Extra Turp.	1 60 1 70
Sanguis Draconis	40 50			Coach Body	2 75 3 00
Sapo, W	12 14			No. 1 Turp Furn	1 00 1 10
" M.	10 12			Eutra Turk Damar	1 55 1 60
" G.	12 15			Japan Dryer, No. 1	70 75
				Turp.	

# HAZELTINE & PERKINS DRUG CO.

Grand Rapids, Mich.

## PERFUME DEPARTMENT.

We carry in stock a complete line of

### Eastman's Extracts

Including these specialties,

HER MAJESTY,  
QUEEN MAB,  
FLEUR DE LYS,  
TUSCAN VIOLET,  
SWEET HEATHER,  
PEAU DE ESPAGNE,

and all the leading odors of the following  
manufacturers:

Lazelle, Dally & Co.,  
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## SEELEY'S EXTRACTS and SPECIALTIES.

We also manufacture

LAVENDER WATER, VIOLET WATER,  
FLORIDA WATER, 4 ounces, FLORIDA WATER, 8 ounces.

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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. Aurora, Castor Oil, Diamond, Prater's, Mica, Paragon.

BAKING POWDER. Acme, 1/2 lb. cans, 3 doz., 1 lb., Bulk, Arctic, Cream Flake, Red Star, Telfer's, Our Leader.

BATH BRICK. English, Bristol, Domestic.

BLUING. Arctic, 4 oz. ovals, 8 oz., No. 2, sifting box, No. 3, No. 4, No. 5, 1 oz. ball, Mexican Liquid.

BROOMS. No. 2 Hurl, No. 1, No. 2 Carpet, No. 1, Parlor Gem, Common Whisk, Fancy, Warehouse.

BRUSHES. Stove, No. 1, 10, 15, Rice Root Scrub, Palmetto, goose.

CANDLES. Hotel, 40 lb. boxes, Star, 40, Paraffine, Wickling.

CANNED GOODS. Fish, Clams, Little Neck, Standard, Clam Chowder, Core Oysters, Lobsters, Mackerel, Standard, Mustard, Tomato Sauce, Soused, Salmor, Columbia River, Alaska, Kinney's.

CHEESE. American, Imported, Mustard, Boneless, Trout, Brook, Fruits, Apples, 3 lb. standard, York State, Hamburg.

Apricots. Live oak, Santa Cruz, Lusk's, Overland, Blackberries, F. & W., Cherries, Red, Pitted Hamburg, White, Erie, Damsons, Egg Plums and Green Gages, Erie, California, Gooseberries, Common, Peaches, Pie, Maxwell, Shepard's, California, Monitor, Oxford, Pears, Domestic, Riverside, Pineapples, Common, Johnson's sliced, Booth's sliced, Quinces, Common, Raspberries, Red, Black Hamburg, Erie, black, Strawberries, Lawrence, Hamburg, Erie, Terrapin, Whortleberries, Blueberries, Meats, Corned beef Libby's, Roast beef Armour's, Potted ham, Tongue, chicken, Vegetables, Beans, Hamburg stringless, Lima, green, soaked, Lewis Boston Baked, Bay State Baked, World's Fair Baked, Picnic Baked, Corn, Hamburg, Livingston Eden, Purity, Honey Dew, Morning Glory, Soaked, Peas, Hamburg marrofat, early June, petit pois, fancy sifted, Harris standard, VanCamp's marrofat, Archer's Early Blossom, French, Mushrooms, French, Pumpkin, Erie, Squash, Hubbard, Succotash, Hamburg, Soaked, Honey Dew, Erie, Tomatoes, Hancock, Excelcor, Eclipse, Hamburg, Gallon, Baker's, German Sweet, Premium, Breakfast Cocoa.

CATSUP. Blue Label Brand, Half pint, 25 bottles, Pint, Quart, 1 doz bottles, Triumph Brand, Half pint, per doz, Pint, 25 bottles, Quart, per doz.

CLOTHES PINS. 5 gross boxes, 35 lb. bags, Less quantity, Pound packages.

COCOA SHELLS. 35 lb. bags, Less quantity, Pound packages.

COFFEE. Green, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Prime, Peaberry, Mexican and Guatemala, Fair, Good, Prime, Milled, Java, Interior, Private Growth, Mandehling, Mocha, Arabian, Roasted, To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.

CRACKERS. Seymour XXX, Family XXX, Family XXX, Salted XXX, Kenosha, Boston, Butter biscuit, Soda, Soda, Soda, Crystal Wafer, Long Island Wafers, Oyster, S. Oyster XXX, City Oyster XXX, Farina Oyster.

CHICORY. Bulk, Red.

CLOTHES LINES. Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 100 ft., Jute, 60 ft., 72 ft.

CONDENSED MILK. 4 doz. in case, N. Y. Condensed Milk Co's brands, Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime.

CONDENSED MILK. 4 doz. in case, N. Y. Condensed Milk Co's brands, Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime.

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CLOTHES PINS. 5 gross boxes, 35 lb. bags, Less quantity, Pound packages.

COCOA SHELLS. 35 lb. bags, Less quantity, Pound packages.

COFFEE. Green, Fair, Good, Prime, Golden, Peaberry, Santos, Fair, Good, Prime, Peaberry, Mexican and Guatemala, Fair, Good, Prime, Milled, Java, Interior, Private Growth, Mandehling, Mocha, Arabian, Roasted, To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.

CRACKERS. Seymour XXX, Family XXX, Family XXX, Salted XXX, Kenosha, Boston, Butter biscuit, Soda, Soda, Soda, Crystal Wafer, Long Island Wafers, Oyster, S. Oyster XXX, City Oyster XXX, Farina Oyster.

CHICORY. Bulk, Red.

CLOTHES LINES. Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 100 ft., Jute, 60 ft., 72 ft.

CONDENSED MILK. 4 doz. in case, N. Y. Condensed Milk Co's brands, Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime.

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COUPON BOOKS. TRADESMAN CREDIT COUPON 1, TRADESMAN CREDIT COUPON 5.

COUPON BOOKS. "Tradesman", "Superior", "Universal".

COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.]

CRACKERS. Seymour XXX, Family XXX, Family XXX, Salted XXX, Kenosha, Boston, Butter biscuit, Soda, Soda, Soda, Crystal Wafer, Long Island Wafers, Oyster, S. Oyster XXX, City Oyster XXX, Farina Oyster.

CHICORY. Bulk, Red.

CLOTHES LINES. Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 100 ft., Jute, 60 ft., 72 ft.

CONDENSED MILK. 4 doz. in case, N. Y. Condensed Milk Co's brands, Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime.

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Foreign. Currants, Patras, in barrels, in 1/2 bbls., in less quantity, cleaned, bulk, cleaned, package, Peel, Citron, Leghorn, 25 lb. boxes, Lemon, Orange, Raisins, Ondura, 25 lb. boxes, Sultana, 30, Valencia, 30, Prunes, California, 100-120, 90x100 25 lb. bxs., 80x90, 70x80, 60x70, Turkey, Silver.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

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ENVELOPES. XX rag, white, No. 1, 6 1/2, No. 2, 6 1/2, No. 1, 6, No. 2, 6, XX wood, white, No. 1, 6 1/2, No. 2, 6 1/2, Manila, white, 6 1/2, 6, Mill No. 4.

FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.



FLAVORING EXTRACTS. Souders'. Regular Grade Lemon, Regular Vanilla, XX Grade Lemon, XX Grade Vanilla.

Jennings. 2 oz regular panel, 4 oz, 6 oz, No. 3 taper, No. 4 taper.

Northrop's. 2 oz oval taper, 3 oz, 2 oz regular, 4 oz.

GUNPOWDER. Rifle-Dupont's, Kegs, Half kegs, Quarter kegs, 1 lb cans, 1/2 lb cans, Choke Bore-Dupont's, Kegs, Half kegs, Quarter kegs, 1 lb cans.

HERBS. Sage, Hops.

INDIGO. Madras, 5 lb. boxes, S. F., 2, 3 and 5 lb. boxes.

JELLY. 17 lb. pails, 30.

LICORICE. Pure, Calabria, Stelly, Root.

LYE. Condensed, 2 doz., 4 doz.

MINCE MEAT. Mince meat, 3 doz. in case, Pie preparation, 3 doz. in case, MEASURES. Tin, per dozen, 1 gallon, Half gallon, Quart, Pint, Wooden, for vinegar, per doz, 1 gallon, Half gallon, Quart, Pint, MOLLASSES. Blackstrap, Sugar house, Cuba Baking, Ordinary, Porto Rico, Prime, Fancy, New Orleans, Fair, Good, Extra good, Choice, Fancy, One-half barrels, 3c extra.



N. Y. Condensed Milk Co's brands, Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Dime.



Peerless evaporated cream, 5 7/8, 2 crown, 3, 4, 4 Loose Muscatels in Boxes, 2 crown, 3, 4 Loose Muscatels in Bags, 2 crown, 3, 4.

CREDIT CHECKS. 500, any one denom'n, 1000, 2000, Steel punch.

**PICKLES.**

Medium	
Barrels, 1,300 count.	\$4 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. 3.	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 1/2
" No. 2.	5
Broken.	4
Imported.	
Japan, No. 1.	5 1/2
" No. 2.	5
Java.	6
Patna.	4 1/2

**SPICES.**

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	8
Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyna.	32
" Zanzibar.	11 1/2
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	15
" Cochin.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30

**ABSOLUTE IN PACKAGES.**

Allspice.	84	1 1/2
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	1 55

**SAL SODA.**

Granulated, bbls.	1 1/2
" 75 lb cases.	1 1/2
Lump, bbls.	1 15
" 145 lb kegs.	1 1/2

**SEEDS.**

Anise.	15
Canary, Smyrna.	4
Caraway.	90
Cardamon, Malabar.	4 1/2
Hemp, Russian.	4 1/2
Mixed Bld.	5 @ 6
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

**STARCH.**

20 lb boxes.	5 1/2
40 lb "	5 1/2

**Gloss.**

1 lb packages.	5
3-lb "	5
6-lb "	5 1/2
40 and 50 lb. boxes.	3 1/2
Barrels.	3 1/2

**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 3 lb. boxes.	\$ 1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 50 lb bags.	65
" 24 14 lb bags.	3 50
" 280 lb bbls.	2 50
" 24 lb "	2 25
Worcester.	24 00
115 2 1/2 lb sacks.	3 75
60 5-lb "	3 50
30 10-lb "	3 50
22 14 lb "	3 30
320 lb bbl.	2 50
28 lb sacks.	32 1/2
56 lb linen sacks.	60
Common Grades.	
100 3-lb. sacks.	\$2 10
60 5-lb.	2 00
28 10-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. \$ 30 doz.	\$10 20 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 80
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
Brown, 60 bars.	2 40
" 80 bars.	3 25

**Lautz Bros. & Co.'s Brands.**

Acme.	3 75
Cotton Oil.	6 00
Marseilles.	4 00
Muster.	4 00

**Thompson & Chute Co.'s Brands**

**Plug.**

Sorg's Brands.	
Spearhead.	39
Joker.	27
Nobby Twist.	40
Scott's Brands.	
Kyo.	36
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Climax (8 oz., 41c).	39
Green Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	24
Wilson & McCaulay's Brands.	
Gold Rope.	43
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27

**Smoking.**

Catlin's Brands.	
Kiln dried.	17 @ 18
Golden Shower.	19
Huntress.	26
Meerschaum.	29 @ 30
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 @ 32
German.	15
Frog.	33
Java, 1/2s foil.	32
Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	28
Scott's Brands.	
Warpath.	15
Honey Dew.	36
Gold Block.	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	41
Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28 @ 32
Red Clover.	32
Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 @ 32
Corn Cake.	16

**Scouring.**

Sapallo, kitchen, 3 doz.	2 40
" hand, 3 doz.	2 40

**SUGAR.**

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Cut Leaf.	\$5 60
Cubes.	4 50
Granulated.	4 18
Extra Fine Granulated.	4 31
XXXX Powdered.	4 75
Confec. Standard A.	4 06
No. 1 Columbia A.	3 94
" 6 4	3 87
No. 6.	3 81
No. 7.	3 75
No. 8.	3 69
No. 9.	3 56
No. 10.	3 44
No. 11.	3 37
No. 12.	3 31
No. 13.	2 94
No. 14.	2 87

**SYRUPS.**

Barrels.	16
Half bbls.	18
Pure Cane.	
Fair.	19
Good.	25
Choice.	30

**TABLE SAUCES.**

Lea & Perrin's, large.	4 75
" small.	2 75
Halford, large.	3 75
" small.	2 25
Salad Dressing, large.	6 55
" small.	2 65

**TEAS.**

**JAPAN—Regular.**

Fair.	\$17 1/2
Good.	20
Choice.	24
Choicest.	32
Dust.	10

**SUN CURED.**

Fair.	\$17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

**BASKET FIRED.**

Fair.	\$18
Choice.	25
Choicest.	35
Extra choice, wire leaf.	40

**GUNPOWDER.**

Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75

**COMMON TO FAIR.**

Common to fair.	23
Superior to fine.	30
Young Hyson.	
Common to fair.	18
Superior to fine.	30

**ENGLISH BREAKFAST.**

Fair.	\$18
Choice.	24
Best.	40

**TOBACCOES.**

**Fine Cut.**

P. Lorillard & Co.'s Brands.	
Sweet Russet.	30
Tiger.	30
H. Scotten & Co.'s Brands.	
Hiawatha.	60
Cuba.	32
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30
Private Brands.	
Bazoo.	30
Can Can.	27
Nellie Bly.	24
Uncle Ben.	24
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
" in drums.	23
Yum Yum.	28
1892.	23
" drums.	22

**WET MUSTARD.**

Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75

**YEAST.**

Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Riamond.	75
Royal.	90

**WOODENWARE.**

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50
Bowls, 11 inch.	90
" 13 "	1 25
" 15 "	1 50
" 19 "	2 40
" 21 "	

**BASKETS, MARKET.**

shipping bushel.	35
full hoop.	1 25
willow of this, No. 1.	5 25
" No. 2.	6 25
" No. 3.	7 25
" splint.	No. 1 3 75
" No. 2.	4 25
" No. 3.	4 75

**INDURATED WARE.**

Pails, No. 1.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50

**BUTTER PLATES—OVAL.**

No. 1.	350
No. 2.	70
No. 3.	80
No. 5.	1 00

**WASHBOARDS—SINGLE.**

Universal.	2 25
No. Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75

**WATER WITCH.**

Water Witch.	250
Wilson.	2 50
Good Luck.	2 75
Peerless, cured.	2 8

**HIDES, FELTS and FURS.**

Perkins & Hess pay as follows:

HIDES.	
Green.	2 @ 2 1/2
Part Cured.	2 3
Full.	2 @ 3 1/2
Dry.	4 @ 5
Kips, green.	2 @ 3
" cured.	2 @ 4
Calfskins, green.	4 @ 5
" cured.	4 @ 6
Deacon skins.	10 @ 25
No. 2 hides 1/2 off.	
PELTS.	
Shearlings.	5 @ 20
Lambs.	25 @ 60

**WOOL.**

Washed.	12 @ 17
Unwashed.	8 @ 18

**MISCELLANEOUS.**

Tallow.	4 @ 4 1/2
Grease butter.	1 @ 2
Switches.	1 1/2 @ 2
Ginseng.	3 @ 2 50

**GRAINS and FEEDSTUFFS.**

**WHEAT.**

No. 1 White (58 lb. test).	52
No. 2 Red (60 lb. test).	52

**MEAL.**

Boiled.	1 40
Granulated.	1 65

**FLOUR IN SACKS.**

*Patent.	2 05
*Standards.	1 55
Bakers'.	1 35
*Graham.	1 40
Rye.	1 40

**\*Subject to usual cash discount.**

Flour in bbls., 25c per bbl. additional.

**MILLSTUFFS.**

Less	
Car lots quantity.	
Bran.	\$14 00
Screenings.	12 00
Middlings.	14 50
Mixed Feed.	17 50
Coarse meal.	16 30

**CORN.**

Car lots.	44
Less than car lots.	47

**OATS.**

Car lots.	41
Less than car lots.	45

**HAY.**

No. 1 Timothy, car lots.	11 00
No. 1 " ton lots.	12 50

**FISH and OYSTERS.**

F. J. Dettenthaler quotes as follows:

**FRESH FISH.**

Whitefish.	8
Trout.	8
Black Bass.	12 1/2
Halibut.	15
Ciscoes or Herring.	4
Bluefish.	10
Fresh lobster, per lb.	15
Cod.	10
No. 1 Pickerel.	8
Pike.	7
Smoked White.	8
Red Snappers.	15
Columbia River Salmon.	15
Mackerel.	18 @ 25

**OYSTERS—CANS.**

Fairhaven Counts.	45
F. J. D. Selects.	
Selects.	
F. J. D. Anchors.	
Standards.	

**OYSTERS—BULK.**

Extra Selects, per gal.	
Selects.	
Standards.	
Counts.	
Scallops.	
Shrimps.	1 25

**SHELL GOODS.**

Oysters, per 100.	1 25 @ 1 75
Clams.	75 @ 1 00

**PROVISIONS.**

The Grand Rapids Packing and Provision Co quotes as follows:

**FORK IN BARRELS.**

## THE COAL MINERS' INSURRECTION.

The acts of violence to which the miners now on strike in the soft coal region of this country have resorted to insure compliance with their demands are no more than a repetition of those which have frequently been committed on similar previous occasions. Normally, the strike is against the mine operators, to compel the payment of higher wages than they offer; actually, it is against the other miners who do not voluntarily join in the strike and who are willing to keep on working for the wages heretofore paid them. In addition, the strikers endeavor to make their efforts to produce a scarcity of coal more effective by preventing the transportation of the mineral from mines still in operation to consumers who have hitherto been supplied from those now closed. Thus, not only have they at various points attacked and maltreated their non-striking brethren, but at one they have fortified themselves in military fashion near the approach to a mine and keep it closed against all comers. At others they seize and inspect railroad trains, and, whenever they find cars loaded with coal, arrest their further progress. All this is done in a systematic, methodic manner, under the direction of leaders, and with the forms of an organized insurrection.

The remarkable circumstance attending these outrages is the indifference with which they are treated by those whose official duty it is to repress them, and with which they are regarded by citizens generally. The riots that took place in New York City in 1873 were no more defiant of law than are the acts now perpetrated by the striking miners, yet those were promptly put down in the course of a few days, while these have been permitted to continue for six weeks, with no prospect of their immediate suppression. Persuasion, argument, diplomacy and proclamations have been employed to induce submission, but the stern hand of physical force has been withheld. Meanwhile, not only are numbers of non-striking miners compelled to remain idle and lose the wages they might be earning, but thousands of other men are thrown out of work for want of the fuel indispensable to the industries in which they are engaged.

Why the striking coal miners are so tenderly treated it is easy to divine. The object which they are endeavoring to attain is one in which a large number of their fellow citizens sympathize with them, and any measures which may be taken to defeat it in the present instance would establish a precedent for defeating it in others. The notion which so many crazy theorists entertain and disseminate, that the earners of wages in this country are a feeble minority, "trampled to death under an iron heel," as President Cleveland expresses it, by the owners of capital, is a fiction of the imagination.

They compose, on the contrary, an overwhelming majority of our citizens, not only in numbers, but in physical strength, and they have, as we see to-day and have been seeing for many years, the power to dictate terms, in a manner that admits of no resistance, both to their employers and to their recalcitrant brethren.

Whether the strikers in the present case succeed in securing the concessions which they demand, or whether they are ultimately compelled by want and hunger

to accept the terms which they now reject, or even if, as usually happens, a compromise is effected in which both parties to the dispute mutually concede something to each other, the fact will remain that now for six weeks one large body of our citizens have forcibly deprived another large body of their legal rights, and that neither the State nor the Federal executive has been able to subdue them. While in the eye of the law they are criminals who merit only swift and exemplary punishment, in that of judges, sheriffs and governors they are belligerents entitled to recognition as such.

Of course it must be admitted that the strikers are required by the logic of their position to act as they are acting. They have joined together to coerce their employers into granting them certain demands, and it is essential to their success that all the other coal miners in the country shall back them up. If these others will not join them of their own accord they must be made to do it by force, just as during the late war we compelled the copperheads of the North, much against their wills, to contribute money and recruits to put down a rebellion which in their hearts they approved. That so few of our citizens turn upon these insurgent miners as they turned upon the Southern rebels is because, as I have said, the majority of them sympathize with the insurgents as the Copperheads sympathized with the Confederacy, and wish them to succeed, peaceably if they can, but forcibly if they must.

Accustomed as we have become, in this region, after thirty years of profound peace, to government by law, and to obedience to law, not from compulsion but from habit, it is difficult for us to recognize the fact that, after all, the supremacy of law rests upon physical force and must be supported by it or fall. Among our primitive ancestors it was the stronger who ruled the weaker, regardless of what we now call right. As society advanced it was the best fighter who became chief, and commanded the obedience of his fellows. A still further development led to the preeminence of those who were not only superior to the rest in individual prowess, but who excelled them in military skill. Thus, down to a recent period, society was organized upon essentially a military basis, and to this day the titles of European nobles are the old and almost obsolete names of the different grades and functions of military officers. The duke was the "dux" or leader, the marquis had the guardianship of the marches, or frontiers, the count was the "comes," or assistant of his king, and so on. The Emperors of Germany, of Austria, and of Russia pride themselves more upon their soldierly than upon their political skill, and the Sovereign of Great Britain is theoretically, the head of the British army. The continent of Europe is, as the poor taxpayers know to their sorrow, one vast camp, in which every able-bodied man is liable to do military duty. We have emerged to some extent out of this condition, and devote ourselves far more to peaceful industry than we do to war, but as thirty years ago we had to conquer peace with arms, so now, we must either preserve it in the same manner, or we must surrender ourselves to the domination of those who are physically stronger than we are.

The striking coal miners have undoubtedly no intention of overthrowing the existing State and National governments and setting up a government of their own in its place. Like the Coxeyites, they aim only at carrying the point they have immediately in view and do not consider anything beyond it. This has been the case with all great strikes in which violence has been used. The striking railroad engineers in 1877 did not set out to burn down the city of Pittsburgh, nor did the striking switchmen at Buffalo in 1890 mean to inaugurate a civil war, but both came perilously near to these results, and so, now, in the coal miners' strike, a contest has been begun between those who are violating the laws and those whose duty it is to enforce them which threatens the entire fabric of society. It is civil war on a small scale, and if the insurgents escape unpunished, even though they are defeated in other respects, we shall have taken a step backward in civilization and reverted to the reign of force.

The question involved in this strike, in the way in which it is conducted, is not, therefore, merely a question of wages. It is whether we shall maintain a state of society in which the bodily weak are protected against the bodily strong and enjoy equal privileges with them, or whether we shall go back to one in which physical strength shall be the only safeguard of life, liberty, and the pursuit of happiness. As I have said, the notion that it is only a contest between the owners of capital on one side and the owners of labor on the other is a figment of the imagination. Whatever wages the mine operator, in the present instance, pays for mining he adds to the price at which he sells his coal, and it is the consumer who suffers in the end from every increase of cost resulting from the increase of wages. Nor are the consumers, as some people seem to imagine, principally the rich. It is the comparatively poor who buy the greater part of the coal mined and of the goods which coal is employed in producing. Not only do the striking coal miners directly deprive by violence their non-striking fellow miners of the wages they might but for their interference earn, but they directly levy tribute upon the vast multitude of workers in other occupations, men, women, and children, who will have in the end to pay every cent of the increase of wages which they may succeed in getting.

This strike, too, with all the violence with which it is accompanied, happens, opportunely, to show the futility of the agitation now in progress for the extension to women of the right of suffrage. If either from administrative weakness or from mistaken sympathy, the strike shall end, as it is likely to end, without the punishment of those who are leading it; if it is settled that laws are practically to be made and executed not by representatives chosen by the ballot, but by the fighting portion of the population armed and prepared to burn, destroy, and kill rather than be defeated, it will be of little use for woman to have a voice in framing them. It will even be as useless for the peaceable enervated citizen, who labors more with the pen and with his brains than with his muscle, to go through the form of enacting them. We may as well hand over the government at once to the men who wield the crowbar, the pickax, and the hammer

as our ancestors did in feudal times to those who wielded the sword and the spear, and accept so much of the fruits of our labor as they choose to allot to us. This is the end to which strikes, conducted like this coal miners' strike, are leading us, and we ought to look the fact squarely in the face.

MATTHEW MARSHALL.

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

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WE CAN DO YOU GOOD.  
SEND FOR SAMPLES and PRICES

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See quotations in Price Current.



## GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

## Special Correspondence

NEW YORK, June 9.—The situation in grocery jobbing circles remains in about the same condition that has characterized it for a long period, and during the past week nothing has occurred to break the monotony of the prevailing dullness. Local attention—even national—is being given to the legislative investigation now being conducted in this city regarding the police department. There is being uncovered what seems to be one of the foulest spectacles ever presented to the American people. For years it has been common report that policemen were in the habit of receiving blackmail from keepers of disorderly houses, saloons, etc., in exchange for protection. It is well known that it "costs something" to get to be a policeman, and as much as \$10,000 is stated to be given for a captaincy. It is such exhibitions as this that add to the prevailing discontent and rightly. It has come to the point where a policeman is not respected, if there ever was such a time; he is tolerated, and looked upon with about as much regard as a saloon or brothel keeper.

Dealers complain of the handicap Congress keeps upon trade, and they have so complained ever since December. The Sugar Trust, it is said by even our Democratic papers, is being more carefully attended to than they dared hope, and the amount of money they will pocket if the Senate programme is carried out is simply fabulous.

In nothing has there been important change, and the report sent from Chicago that apples in that town were worth \$50 a barrel created no excitement, for who is surprised at anything Chicago may do? It is even stated that Eugene Hall of the *Grocers' Criterion* has cut off his whiskers.

Coffee continues its downward course in sympathy with foreign markets. For No. 7 Rio, 15½c prevails.

Sugar is in a variable mood, and almost daily changes are being made by the Wholesalers' Association. The tendency at the moment is toward firmer prices for refined. Demand grows slightly better as the canning season approaches.

Butter is a trifle firmer, and an advance of 1c a pound has been made since last writing, the rate for best Elgin and State being 18c. Cheese, if full cream, is in fair demand, but very slow on other sorts. Fancy, 9½c. Eggs have been in less liberal receipt, and at the moment the market is firm at 14c for best Western.

Canned goods are in limited demand, both for spot and futures. Some anxiety is felt as to the result of the great floods in the Northwest upon the salmon fisheries and holders are inclined to talk higher prices, or at least they are not anxious sellers at low rates. The new pack of peas is reported excellent, and so of all other stuff that is now being put up. It is refreshing to get reports from Baltimore that are not full of complainings about drought and bugs and cut-worms.

In dried fruits fancy evaporated apples are held at 14½@15c, and are fairly steady. The remainder of the line is dull and there is hardly any inquiry for anything on the list.

New potatoes are in very liberal supply, and are selling for \$3@4.50 per bbl.—a decline of 50c. Other vegetables are in abundant supply and at low prices.

While the demand for lemons remains moderate, holders are quite firm in their views, holding within a range of \$1.90@3.50, as to size and condition. Oranges, bananas and pineapples are all meeting with a fair trade.

On June 1 the holdings of raw sugar at the four ports amounted to 273,400 tons, against 86,010 tons last year. This is a straw, but it shows that the Sugar Trust is casting an anchor to the windward. JAY.

## Call for Convention of Retail Grocers.

CLARE, June 5—You are requested to meet at Clare on Wednesday, June 13, at 2 o'clock p. m., in Doherty's Opera House, with the grocerymen of Ithaca, St. Louis, Alma, Shepherd, Mt. Pleasant, Clare, Reed City, Howard City, Greenville, Stanton, Carson City, Big Rapids, Evart, Cadillac, LeRoy, Marion, Harrison, Farwell, Coleman and Midland, for the purpose of forming an association of the grocerymen of the above cities and towns for social and financial benefit. We urge every grocerymen to be present, as it will be an interesting meeting and all will be benefited. We are aware that the wholesale grocers are thoroughly organized and it now stands us in hand to be up and doing and be in line to protect ourselves. We can meet every six months, or as often as we so desire, in any one of the above cities.

Be sure and come and represent your business in person and have a good time. Railroads will give 1½ fare.

J. F. TATMAN,  
J. MASON,  
JAMES BOYD,  
Local Committee.

## To Be Held in Detroit.

The next annual convention of the Michigan State Pharmaceutical Association will be held at Detroit, Sept. 18 to 21, inclusive.

This information is furnished by Dorian M. Russell, prescription clerk for Thum & Reichel, who is a member of the Committee on Pharmacy.

Secretary Thompson has been written to repeatedly in regard to the matter, both by THE TRADESMAN and by former officers of the Association, but in no case has he taken the trouble to make any reply whatever to the enquiries.

## The Drug Market.

Opium is dull and lower.

Morphia is unchanged.

Salicylate soda has been reduced 10c per pound by the makers on account of the decline in salicylic acid.

## PRODUCE MARKET.

Asparagus—Has dropped to 30c per doz. Hot weather has had its usual effect.

Beans—Strictly hand picked, \$1.60@1.75, and held at \$1.70@1.85.

Beets—New Illinois, 50c per doz. bunches.

Beans—Wax, \$1.90@2 per bu.; String, \$1.50 per bushel.

Butter—Is very weak. The best dairy can be bought for 10@12c and no other is wanted at any price. Many dealers are putting it in cold storage, preferring to hold it until fall than sell it at present low figures. Creamery brings 16@17c, which is fair considering the market for dairy and the generally good quality of dairy butter.

Eggs—Dealers pay 9½@10c, holding at 11c. Field Seeds—Medium and mammoth clover, \$6@6.25; Alsike, \$9@9.50; 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, 60c per bu.; Spinach, 40c per bu.

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

Lettuce—Is getting scarce and is up 1c, now bringing 9c.

Onions—Californias \$2.50 per 2 bu. sack, Louisianas, \$2 per 1½ bu sack; green, 12½ per doz. bunches.

Peas—Have dropped 20c being now held at \$1.40 per bu.

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 have fallen off 60c, bringing \$1.90 per 4 basket crate.

Potatoes—Prime bring easily \$1 per bu., though they are sold for less by some dealers. Seconds bring 90c. The "potato excitement" has completely died out. New bring from \$1.25 @1.50 and are in fair supply.

Pineapples—Sugar loaf pines, the only kind in the market, bring \$1.50@2 per doz. The season is about over.

Strawberries—Home grown have driven outside fruit off the field, and are now in liberal supply. They are held at 10c by local dealers. Continued warm weather will soon bring them "within the reach of all."

O. CLYDE TUCKER.

W. R. SMITH.

L. L. WOOD.

## O. CLYDE TUCKER &amp; CO.,

Commission Merchants.

8 South Ionia St.  
Telephone 39

Grand Rapids, Mich.

GENTLEMEN:—

Kindly examine testimonials given below. Note that we have pleased our shippers by getting good prices and making quick returns. We want your business, and we guarantee to please you. We make liberal advances on consignments when desired. We refer you to the American, Adams, National and United States Express Companies, and all wholesale houses in this city, who can tell you as to our responsibility.

We are the only house in the city handling pork, Veal, poultry and game on commission. Cold storage in connection.

Very truly yours,

O. C. Tucker &amp; Co.

GRAND RAPIDS, Mich., June 11, 1894.

We have always found O. Clyde Tucker & Co. reliable and prompt in their business transactions at this bank. Having known Mr. Tucker for several years, we believe that any business in his line intrusted to him will be satisfactorily attended to.

GRAND RAPIDS NAT'L BANK,

By F. M. Davis, Cashier.

PIERSON, Mich., Feb. 8, 1894.

O. C. TUCKER &amp; Co.,

DEAR SIR:—Yours received with check for \$50, for which accept thanks. I have shipped you nearly 4,000 dozen eggs within the last two months. You have proven yourselves a good honest firm (something unusual), and what I have to ship to Grand Rapids will consign to you.

Respectfully yours,

E. E. WEED.

STANWOOD, Mich., Feb. 7, 1894.

O. C. TUCKER &amp; Co.,

GENTLEMEN:—Yours received this morning with check enclosed. Please accept thanks for doing so well with the eggs. Shall be glad to ship you our overstock of produce whenever we have any.

Yours truly,

BURGHDOF &amp; MITCHELL.

WAYLAND, Mich., Feb. 9, 1894.

TO SHIPPERS OF PRODUCE, POULTRY, ETC:—

This is to certify that I have dealt with O. C. Tucker & Co., of Grand Rapids, quite extensively, and am not partial in saying that they have dealt honestly and obtained better prices for everything I have sent them than I could have obtained myself, though having years of experience and quite a circle of friends in their market. Therefore I cheerfully recommend them to all new shippers accordingly.

JOHN C. YEAKY.

FREPOT, Mich., Feb. 9, 1894.

TO THE TRADE IN GENERAL:—

We have had considerable dealings with O. C. Tucker & Co. and have found them reliable and prompt in their settlements. We give them the main portion of our commission business in Grand Rapids.

YARGER BROS. &amp; HERRICK.

ALLEGAN, Mich., Feb. 26, 1894.

TO WHOM IT MAY CONCERN:—

We have known O. C. Tucker & Co. and dealt with them for a number of years, and have found them straight in business, making quicker and better returns than we could get from Chicago, Buffalo or New York.

WILEY &amp; JACKSON.

SEBEWA, Mich., Feb. 12, 1894.

TO WHOM IT MAY CONCERN:—

This is to say I have shipped to O. C. Tucker & Co. a great deal of produce, and have been well pleased with the results. I think they have always secured me the top market price, and they have been very prompt in remitting as soon as sold. I expect to favor them often for the coming year.

Respectfully,

F. N. CORNELL.

CASNOVIA, Mich., March 3, 1894.

This is to certify that O. C. Tucker & Co. have done business for us during the past year and we have always found their methods of dealing satisfactory. We would recommend them to shippers generally.

O. D. BLANCHARD &amp; Co.

PARIS, Mich., Feb. 9, 1894.

TO WHOM IT MAY CONCERN:—

This is to certify that I have known O. Clyde Tucker from a boy, and that I have transacted an extensive commission business with him, and so far our business and social relations are entirely satisfactory.

W. M. SANFORD.

ALLEGAN, Mich., Feb. 9, 1894.

I have had thousands of dollars in dealings with O. Clyde Tucker & Co. and have always found them honest and reliable.

H. C. MAENTZ.



# For Less Than 99 Dollars.

**H. LEONARD and SONS**

Will furnish a Complete Stock of Staple Crockery and Glassware.

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

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

## A Complete Stock of Staple Crockery and Glassware.

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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 |
| ONE | Of our Brown or Gray Albany 100 Piece Dinner Sets, this is our English make and extra good value for the price.  | 7 00  |
| ONE | Of our Burmese English Decorated 12 Piece Toilet Sets in Brown or Blue Decoration  | 3 75  |
| ONE | Of our 1255 Belle Decorated 8 Piece Toilet Sets with Slop Jar. Neat decoration in Brown or Blue with Gold Lines on the edge of all the pieces.   | 3 50  |
| ONE | Of our Ariel Decorated 56 Piece English Tea Sets in Brown, Blue or Pink Decoration   | 3 00  |
| ONE | Original assorted package of our New Majestic pattern of Glassware. This pattern is a direct imitator of Cut Glass and is one of the newest and best selling patterns in the market.   | 11 55 |
| ONE | Assorted package of either Robin or Oriol Engraved Tumblers.   | 3 35  |

**98 41**

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

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