

MICHIGAN TRADESMAN

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VOL. XI.

GRAND RAPIDS, JUNE 20, 1894.

NO. 561

EDWARD A. MOSELEY,
TIMOTHY F. MOSELEY.

Established 1876.

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Jobbers of
SEEDS BEANS, PEAS, POTATOES, ORANGES and LEMONS.

Egg Cases and Fillers a Specialty.

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CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH.

HARRY FOX, Manager,
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BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

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Our Goods are sold by all Michigan Jobbing Houses.



SEE OUR SPRING and
SUMMER LINE of WOMENS and MISSES'
HOES. - - -

They are beauties, good and reliable.

Our MEN'S, BOYS' and YOUTHS' SHOES are among the best.

Place your orders with us for these goods, also for the Wales-Good-year Rubbers and save the special discount of 5 per cent. for your early orders.

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Kindly favor us with your mail orders.

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PERKINS & HESS, DEALERS IN Hides, Furs, Wool & Tallow,

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Widdicomb Building.

N. B. CLARK, Pres.
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We are now ready to make
contracts for the season of 1894

Correspondence
Solicited.

POTATOES.

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

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

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Dress Goods, Shawls, Cloaks,
Notions, Ribbons, Hosiery,
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Flannels, Blankets, Gingham,
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We invite the attention of the trade to our complete and well
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We Make a Specialty of Blankets, Quilts and Live
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Mackinaw Shirts and Lumbermen's Socks
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CLUBS,
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DELEGATES,
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The Largest Assortment of Ribbons
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CREAM FLAKE BAKING POWDER

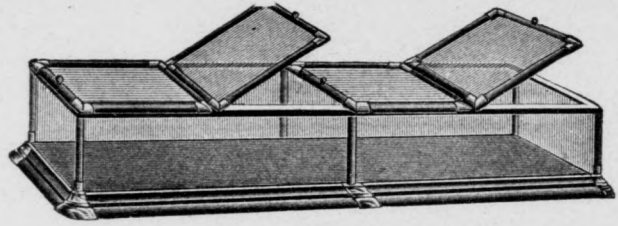
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THE ONLY HIGH GRADE BAKING POWDER
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BIG RAPIDS,
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MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
PETOSKEY,

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HIGHEST PRICE PAID FOR

EMPTY CARBON & GASOLINE BARRELS

MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JUNE 20, 1894.

NO. 561

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

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

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DETROIT, MICHIGAN.



ESTABLISHED 1841.

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Reference Books issued quarterly. Collections attended to throughout United States and Canada

"OLD JUG" JURD'N.

"Old Jug" Jurd'n will not be forgotten for many generations in that region of the backwoods where his long life was spent. His individuality impressed itself so strongly upon his contemporaries that his fame is handed down from father to son. And all "by word of mouth;" for he and his associates and their ancestors were spotlessly innocent of any vestige of book learning. Nor was the man in the least conscious of the fact that he was unique and making a lasting mark in the memories of his countrymen. No thirst for posthumous or other distinction disturbed the tenor of his life. Fame? He never heard the word; and if some philosopher had been curious enough to sound him upon it he would have been as far from comprehending the subject as an ox.

His real name was Jordan, beyond doubt, but he was not, and could not have been made, aware of it. To him life was real and earnest. It was practical, homely fact, to be handled from day to day purely for his own material selfish advantage. He never had the faintest glimpse into the vexatious regions of speculation. What were the problems of past and future to "Old Jug?" He went to his grave ignorant that such existed. Once at a baptizing in a creek near his farm house the people joined fervently in singing.

On Jurd'n's stormy banks I stand,
and a neighbor said to him jokingly:

"'Jug,' don't you reckon some o' your ole gran'daddies was named a'ter the river Jurd'n?"

But "Old Jug's" thoughts were practical. After meditating a moment he remarked:

"I gosh, boys, but didn't it blow? Must uh ben uh reg'ler harrikin."

Why he was called "Old Jug" nobody seemed ever to know. Whether the name came to him in manhood, after his passionate affection for corn-juice had made itself manifest to his neighbors, or whether it attached to him from infancy because of his life-long resemblance to a jug of the squat order, I cannot undertake to say, but to the oldest inhabitant of the remote section where he lived he was known far and near by that name.

In appearance he was not far removed from a monstrosity. Why such a walking caricature of human flesh should have been turned loose in the world must ever remain a puzzle. A hippopotamus is not more unaccountable than was "Old Jug" Jurd'n. But if his physical construction was strange, what shall be thought of the fact that that clumsy and hideous carcass was tenanted by a powerful intellect, undaunted courage, wonderful cunning, and the masterful qualities of leadership?

To the end of his days he wore the old-fashioned "flap" breeches. His head was covered at all seasons by a black wool slouched hat; his shirts were of coarse white or checked cotton, fastened with rice buttons, and his outer clothing of

homespun woolen or cotton as the season demanded.

However, notwithstanding the life-long dictatorship which this singular man enjoyed, to the day of his death close observers were in doubt as to whether or not he was really dangerous. Some said after he was buried that he had been only a natural and consummate actor. Sure it is that he never slew a human being, and the numerous fights in which he engaged in the pioneer days of fifty years ago, though under his command, were performed by others' fists. Without knowledge of a letter of a book, he acted spontaneously in accordance with Polonius' philosophy about avoiding quarrels, but so punishing one's enemy when forced to fight as to make him beware of one in the future.

Once, early in his career, and before his individualism had burst into full bloom, a determined fellow faced him with admirable pluck, and "Old Jug" (who never got excited) grinning and glaring in his truly terrible manner at the offender, drawled out:

"Jim, it's the first time y' uver run uhgin me. A'll let y' off this wunst. But I gosh, ef y' uver do it uhgin A'll whup you out'n the settlement!"

"Right now's uh mighty good time tuh try it," replied Jim.

"Lay holt tuh 'im, boys," said "Old Jug" to the bystanders, who had no interest whatever in the quarrel. They hesitated, and "Old Jug's" blue eyes dilated and took on a paler hue; his grin became more pronounced, his nostrils quivered, and he roared out:

"I gosh, d' yuh heer me, men? Yuh white-livered cowards! Ef yuh don't lay holt tuh 'im I'll wallup the last darn one o' yuh!"

And "Old Jug's" neighbors lashed the rebel out of the neighborhood never to return.

This man's animal vigor was tremendous; his powers as an eater were never fathomed, and his intellectual activities seemed proportioned to his capacity to assimilate food. He kept books in his head, and figured accurately about lumber, acreage, interest, percentage, etc., by processes purely mental. He was a broad business manager, and usurious money lender, a hard bargainer, an unrivaled collector, a considerable property owner. With him business meant getting, holding and increasing. He was totally without sentiment, either natural or acquired. One of his favorite modes of profit-gathering was the buying of doubtful notes and accounts for a trifle and then pursuing the debtor unmercifully in the courts and otherwise. But he was not ignorant of the limits of his power, and he showed great prudence and sagacity when at a considerable distance from his "kingdom." He was once prosecuting a speculative claim before a justice in a county where he was a total stranger. The case excited considerable feeling in the community, being against a poor widow, and a large

crowd of country folk were assembled at the cross-roads' school house on Saturday to witness the trial. "Old Jug" mingled with the people a little while, listening to their expressions, and then whispered to his lawyer:

"Joe, the hoss's eye's sot. It's sot uhgin us. Ef they want tuh 'comp' don't make no trouble."

But even Napoleon and Robert E. Lee were finally conquered, and it should, therefore, not be thought strange if "Old Jug" Jurd'n met his match at last. For once his pale blue eye quailed, and his cruel mouth omitted to grin.

When a certain large Southern city was first brought into communication with the rural districts, multitudes of country people made haste to take a look at the wonders of metropolitan life, and, strange to relate, "Old Jug" was among these curious adventurers. In lieu of trunk or valise he took with him the old pair of saddle-bags which had served him in his long horseback rides for many years. They were heavily laden—with what will be disclosed further on. But that part of the bulky contents was whisky was made sure by "Old Jug's" remark to the friends accompanying him as he got on the train.

"I gosh, boys, I got some frustrate lie-quor here. Mebbe they ain't got none in Orleans."

Arrived in the city he managed somehow to find a hotel, and there met a gentleman whom he had long known.

"Mr. Jones," said "Old Jug," "I'm uh gwine tu come en see yuh to-night ef yo' room." And what could poor Jones do but assent politely?

And sure enough, as he sat in his apartment about half-past nine, "Old Jug" waded in with the heavy saddle-bags on his arm, and followed by four or five of his country friends.

"I gosh, Mr. Jones," he drawled, "mighty glad tuh find yuh down here. I ben uh havin' uh pow'ful good time, but I nuver was so hongry in my life, I ben uh eat'n oysters en sich lak uver sense night sot in, but them things don't do me no good utall. En now, I gosh, we're goin' tuh hev some supper, en yuh mus' jine us."

And drawing a table into the center of the room "Old Jug" began to spread the contents of the saddle-bag. First he drew out two quart bottles of whisky. Next, a peck or more of baked sweet potatoes. Then four or five loaves of browned corn bread, a quantity of boiled turnip "greens," a large chunk of boiled bacon, several bottles of buttermilk, and other articles of country fare brought from home.

The host smothered his amazement as well as he could, tasted the bottle as it passed around, and watched the feast with all the patience and politeness he could summon.

"Old Jug" and his friends had been drinking before they came to the room, but after they began to eat they passed the bottle frequently, and began to be boisterous.

"Jug," said Mr. Jones mildly, "there is a sick lady in the next room. I have heard her coughing. I hope you and your friends will be as quiet as possible."

"Uh sick 'oman, Mr. Jones? I gosh, she better git uh doctor," growled "Old Jug," laughing with his companions. And before long there was a knock on the door.

"Who's dar?" called "Old Jug."

The door opened and a gentleman stepped into the room. He was attired in a night-shirt.

"W'y, he's fixed up lak uh 'oman!" roared "Old Jug," full of laughter.

"Gentlemen," said the man, without notice of the rude remark, "my wife and I occupy the adjoining room. She is very sick, and noises distract her. I beg that you make less disturbance," and he vanished. But the hilarity continued despite the appeals of the wretched Jones, and again the anxious husband appeared.

"Gentlemen," he said, more earnestly than before, and with considerable feeling, "I beg you again to stop your noise. I tell you my wife is dangerously ill. She is very low with consumption, and must have rest. Will you hear me, or not?"

There was silence. Even "Old Jug" seemed awed, and after gazing fixedly at the disturbed revelers for half a minute, the gentleman again vanished.

But John Barleycorn would not down, and "Old Jug" was angry at the thought that his friends should see him outdone. He passed the bottle again, and his whole party, under his lead, burst out in ribald songs and laughter.

And suddenly the door was kicked open, and the infuriated husband stood in the opening with a cocked and leveled revolver in each hand. He was raging.

"I have been polite to you," he said. "I have called you gentlemen. You are not gentlemen! You are scoundrels! Now clear out at once!"

And they did, precipitately, "Old Jug" leading the way, and forgetting his precious saddle-bags.

HENRY CLAY FAIRMAN.

IN LINE FOR ACTION.

Organization of the Northern Michigan Retail Grocers' Association.

In response to a call issued by a committee of the retail grocers of Clare, the following grocery houses assembled at Doherty's Opera House last Wednesday afternoon:

M. O. McFarland, Coleman.
G. W. Halstead, A. S. Rhodes, Mason & Boyd, D. McPhail, J. Horning, J. F. Piper, Van Brunt & Son, Bicknell & Co., J. F. Tatman, C. S. Chase, Clare.
F. M. Taylor, Shepherd.
Frank Smith, Gustafson & Olson, LeRoy.
C. J. Fleischhauer, H. R. Niergarth, John Marin, Reed City.
S. E. Parish, Ithaca.
T. Bergy, Kane Bros., Frank A. Sweeney, R. D. Balmer, Mt. Pleasant.
N. H. Beebe, Big Rapids.

The meeting was called to order by J. F. Tatman, who stated that the primary object in view in assembling the grocers was the crisis brought about by the promulgation of the cartage rule by the Michigan Wholesale Grocers' Association. Not only should that subject receive attention, but some means should be taken to elevate the retail trade. He then called upon Mayor Alward, who delivered a cordial address of welcome, tendering the visitors the keys to the

city and asking them to enjoy every moment while in Clare.

The election of temporary officers resulted in the selection of Mr. Tatman for Chairman and E. A. Stowe for Secretary.

The Chairman called upon E. A. Stowe for an address, and that gentleman spoke briefly on the benefits of organization, citing the careers of the Michigan Business Men's Association and the Grand Rapids Retail Grocers' Association as showing what can be done by concerted action among grocers and business men.

C. S. Chase moved that all grocers present be entitled to voice and vote, which was adopted.

Frank Smith moved that the delegates present proceed to organize an Association to be known as the Northern Michigan Retail Grocers' Association, which was adopted. Considerable discussion followed on the scope the Association should take, whether it should be representative or made up on a delegate basis. It was finally decided to follow the plan of the Michigan State Pharmaceutical Association.

F. M. Taylor moved that the Chairman appoint a committee of five to draft constitution and by-laws and prepare proper resolutions. The motion was adopted and the Chairman appointed as such committee Messrs. Parish, Niergarth, Smith, McFarland and Stowe.

The meeting then adjourned for an hour to give the Committee on Constitution and By-laws opportunity to prepare a report.

On reassembling, the Committee recommended a draft of constitution and by-laws, which was adopted after some discussion. The same Committee presented the following resolutions, which were, also, unanimously adopted:

Resolved—That we tender our hearty thanks to the Mayor and grocers of Clare for the cordial welcome and entertainment accorded us on the occasion of our preliminary meeting.

Resolved—That we heartily approve of the present method of selling sugar at wholesale, known as the Equality plan, as it renders the price uniform in all towns and under all circumstances.

Resolved—That while we desire to accord our friends of the wholesale grocery trade the fullest measure of protection and the largest volume of legitimate profit, we desire to place ourselves on record as questioning the expediency of the recent rule promulgated by the Michigan Wholesale Grocers' Association, making a charge for cartage and taking the collections out of the hands of the traveling men.

Resolved—That this question be made the special subject of discussion at the next meeting.

Resolved—That we place ourselves on record as utterly opposed to the cutting of prices and all other unbusinesslike methods to draw trade and that we recommend the formation of local associations in each town having for their object the maintenance of uniform prices on sugar and other staple articles; also for protection against dead beats and poor pay customers.

Resolved—That we solicit the co-operation of the wholesale grocery trade in shutting off cutters and influencing them to reform their ways and sell goods at legitimate prices.

Messrs. Sweeney and Mason suggested the adoption of a feature providing for the organization of local branches.

N. H. Beebe commended this suggestion, but thought it undesirable to provide for local organizations in the sense that the parent organization makes it obligatory upon grocers in all towns to organize. He thought this movement

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.**

SPECIAL HIGH GRADE.



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.

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

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

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

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.

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.

would lead to such organization, judging by the experience of the Michigan Business Men's Association, which did effective work but was too general in its membership to achieve the full measure of success.

As the annual election of officers will not occur until the first Tuesday in August—the date set for the first regular meeting—temporary officers to serve until that time were elected as follows:

President—J. F. Tatman, Clare.
Secretary—E. A. Stowe, Grand Rapids.
Treasurer—Frank Smith, Leroy.

The selection of the next place of meeting being then in order, E. A. Stowe invited the Association to meet at Grand Rapids. Mr. Niergarth presented an invitation to meet at Reed City. Mr. Parish presented the claims of Ithaca. Mr. Beebe invoked the members to consider Big Rapids in that connection, and Mr. Bergy, in his official capacity as Mayor and in his private capacity as grocer, asked the Association to convene in Mt. Pleasant. Two informal ballots were taken, resulting in the selection of Mt. Pleasant.

On motion of Mr. Bicknell, the Secretary was instructed to have printed the constitution and by-laws, blank applications and other necessary circulars and blanks, making draft on the Treasurer therefor.

The local Committee on Arrangements was instructed to procure reduced railway rates, if possible, for the next meeting, and in the meantime the officers of the Association were instructed to pursue an aggressive campaign in securing new members.

Any grocer or grocery firm doing business in Northern Michigan (which shall be construed to mean all that territory in the Lower Peninsula north of and contiguous to the line of the D., G. H. & M. Railway) may become a member of the Association by paying to the Secretary \$1 annual dues (the fiscal year to be from July 1 to July 1 of each year).

As foreshadowed in the resolutions adopted, it is the intention of the Association to co-operate with the Michigan Wholesale Grocers' Association in shutting off cutters and in securing a uniform price on sugar and other staple articles in all towns located within the jurisdiction of the organization.

Conventions will be held twice a year, and in all probability the winter convention will be held at Big Rapids, Reed City, Cadillac or Traverse City, it being the intention of the originators of the movement to distribute the meetings throughout the territory covered as equitably as possible.

THE TRADESMAN heartily approves of the movement, as it believes it will result in much good to the retail trade, both in an educational way and in the stimulus it will give the formation of local organizations of retail grocers, having for their objects the maintenance of prices, the curtailment of credit and the extinction of dead-beats. With this end in view, THE TRADESMAN offers to furnish gratuitously blank forms of constitutions and by-laws suitable for local organizations of this character, and it also holds itself in readiness to respond to any calls for assistance or advice along this line at any time.

Many a man who claims that he is willing to die for his country refuses to live for it in a way that will benefit it.

WALTER BAKER & CO.



The Largest Manufacturers of
COCOA and CHOCOLATE
IN THIS COUNTRY,
have received from the Judges of the
World's Columbian Exposition
The Highest Awards
(Medals and Diplomas)

on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO., DORCHESTER, MASS.

The Poorest Man

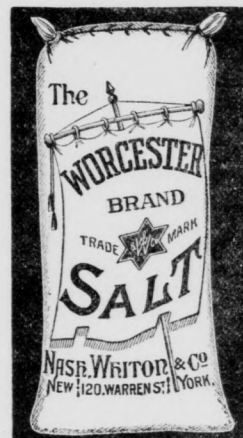
On Earth

Can afford the BEST salt.

The Richest Man

On Earth

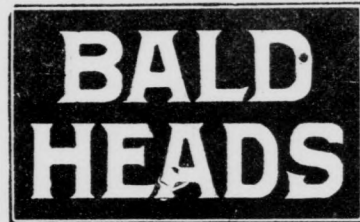
CANNOT afford any other.



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



Flags -

for schools, buildings, halls and private use. All wool, standard bunting flags. 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.

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.



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

Correspondence Solicited.

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.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Clio—E. A. Young has sold his grocery stock to A. Kellogg.

Whitehall—W. B. Conley has sold his drug stock to C. G. Pitkin.

Gladstone—J. A. Stewart succeeds J. A. Stewart & Co. in the drug business.

Republic—J. A. Kingstedt succeeds Kingstedt & Hocking in general trade.

Kewadin—W. I. Osborne has removed his grocery stock from Bellaire to this place.

Edmore—S. D. Salisbury has purchased the drug business of L. S. Crotser.

Owosso—Francis M. Wheeler has purchased the hardware stock of Wheeler & Lovett.

Lansing—Frank Z. Thompson succeeds Thompson & Palen in the meat business.

Marshall—A. J. Robinson succeeds Robinson & Townsend in the hardware business.

Otsego—J. D. Woodbeck and J. Caruthers have formed a copartnership and will embark in the produce and commission business.

Quincy—Greening & Hyslop, druggists and grocers, have dissolved, Robert Hyslop continuing the business.

Berrien Springs—Hindelmann & Cohn have opened a grocery store. Sprague, Warner & Co. furnished the stock.

Ishpeming—John Beal will conduct a grocery, confectionery and fruit store in the building recently vacated by Ed. P. Biegler.

Belding—G. T. Owen is disposing of his stock of groceries and will retire from business here to engage in another business elsewhere.

Paw Paw—J. F. Bullard has purchased the grocery stock of A. D. Munger & Co. and will continue the business at the same location.

Otsego—John S. Linton has sold his boot and shoe stock to Arthur Harding, late of Martin, who will continue the business at the same location.

Cheboygan—Arthur R. Gerow has ordered machinery suitable for the manufacture of candy and will shortly open a wholesale and retail confectionery store.

Manistee—Cron Bros., furniture dealers, will dissolve July 1. Cris Cron will locate at St. Paul, Minn., and Fred Cron will continue the business at the same location.

Benton Harbor—C. C. Sweet has added a grocery stock to his department store. He now has departments supplied with dry goods, furnishings, hardware and groceries.

Flint—S. N. and A. G. Andrews have formed a copartnership under the style of Andrews Bros. and opened a drug and grocery store in the building formerly occupied by J. J. Kerkey.

Ionia—Henry Canfield has purchased a half interest in the meat business of W. F. Scammell. The new firm will be known as Scammell & Canfield and will shortly add a line of groceries.

McBain—E. De Leon has purchased the interest of C. L. DeLeon in the drug firm of De Leon & Co. and will continue the business under the style of E. De Leon. The retiring partner assumes the indebtedness of the former firm.

Lansing—The Board of Education, the Superintendent and teachers in the city schools and the federated council of churches have declared war upon to-

bacco dealers who have been selling cigarettes to minors. A boy was brought before one of the justices of the peace last Saturday and gave the names of several dealers of whom he had been in the habit of buying cigarettes. Arrests will follow as soon as the warrants can be prepared.

Mancelona (*Herald*)—Vendors of bankrupt and shoddy clothing have been plying their vocation in town during the week past. Their patronage, however, has been a little slim, as many have learned from sad experience that it doesn't always pay to invest in shoddy, "misfit" goods even though they are "shost as sheep ish dirt." Still, no matter how old the game or how gauzy the inducements to invest, they always manage to do some business, especially in a rural community where will be found a class who have yet to learn that appearances are sometimes deceptive, and who, because of their ignorance and guileless innocence, prove easy victims to the seductive charms of the wandering fakir—no matter whether his "lay" be three-card-monte, the shell or thimble racket, or whether his mission be to supply the needy with shop-worn "hand-me-downs" at a margin of 200 per cent. But then, "experience is the best of teachers," for it is indeed rare that a man bites twice on the same game.

MANUFACTURING MATTERS.

Detroit—The Jenks & Muir Manufacturing Co. has been organized for the manufacture of iron and brass bedsteads, springs, etc. The capital stock is \$50,000, of which some \$30,000 has been paid in.

Traverse City—The Acme Potato Planter Co. has purchased the patents on the Knapsack potato bug sprinkler of Wm. W. Hills, of Cadillac, and will transfer the business to this city and handle it in connection with their own device. The Acme company is composed of enterprising business men who richly deserve the success they are achieving.

The Jas. Stewart Co. Again in Line.

SAGINAW, June 18—The excitement in jobbing circles, growing out of the resignation of the Jas. Stewart Co. from the Michigan Wholesale Grocers' Association has subsided, the Stewart Co. having recalled its resignation and resumed its former connection with the State organization. It should not be inferred, however, that the seceding corporation was not justified in the stand it had taken. On the contrary, the Executive Committee of the Michigan Wholesale Grocers' Association found that competitors of the Stewart Co. were violating the sugar agreement in a flagrant manner, leaving no other course open to the Stewart Co. but to resign from the Association, which it did. Ample amends having been made by those who had violated the agreement and proper assurances given that further violations would not again occur, the Stewart Co. was persuaded to restore equality prices and resume its former connection with the other wholesale grocers of the State. The adjustment is considered a happy one for all concerned and it is to be hoped that the pressure of competition will not cause further outbreaks.

A Matter of Life Insurance.

"Carry any life insurance?"
"Yes, \$10,000 in favor of my wife."
"Should think you'd be ashamed to look her in the face."
"Wha—what for?"
"For living. What excuse do you give her?"

Use Tradesman Coupon Books.

The Principle of the Thing.

There had been a somewhat serious conflagration in a wild Western town, at which the citizens had turned out and worked with a will to save property, even carrying kegs of powder from the burning store.

When the final destruction of the building left them free to attend to other matters, a quasi-philantropist joined a crowd that he saw dragging away a man who was resisting them and pleading piteously for mercy.

"What are you going to do with that man?" inquired the q. p.

"To give him the jeegrabbedest biggest kind of a whippin'," replied the leader of the crowd.

"What has he done?"

"The jamed sneak was caught stealin' some of the stuff we saved from the fire"

"What did he steal?"

"A box of sardines."

"Is that all? Surely you don't mean to whip the man severely for such a small matter as a box of sardines."

"Sardines be blowed! It's the principle of the thing. The slambanged whoof of a jabtit would have stole whales if he could have got them in cans!"

Gripsack Brigade.

L. F. Burck, of Owosso, has engaged to travel for Thos. F. Walbran, manufacturer of seamless hosiery at Oriskany, N. Y.

Percy D. Wells, of Greenville, has engaged to travel for the Peerless Manufacturing Co., of Detroit, covering the trade of Western and Southern Michigan.

Geo. W. Stowitts (Western Suspender and Neckware Co.) is taking a fortnight's vacation, prior to starting out with his fall line about July 1. He is putting in the time at Kalamazoo, Battle Creek and Port Huron and is accompanied by his wife.

R. L. Hickman, a traveling man, while stopping at the Hotel Vincent, at Saginaw, a few days ago, gave a diamond pin, valued at \$250, to the head clerk of the hotel, "Nate" Sage, to raffie. It has since been discovered that the stone which the winner got was not the one originally in the pin, and that someone had substituted a very inferior one for it. Sage was accused and made a partial confession. He claimed that he had lost the good stone, and so purchased a cheap one to cover up the loss.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Bates & Troutman, Moline. E. Young & Son, Ravenna. Wm. Rademacher, Wright. Geo. Weitz, Caledonia. J. F. Reed, Paris. Nelson F. Miller, Lisbon. N. Bouma, Fishers Station. G. Walbrink & Sons, Allendale. Franck & Wesson, Manistee. Alex Moore, Bauer.

A San Francisco paper says: "Samuel Gompers, who lived by the sweat of his jaw in this city on a labor agitation, and is now getting a fine salary out of union labor without labor as president of the federated trades, in a recent interview declares that one use of the referendum, initiative and imperative mandate, will be to compel 'the rich' to loan their surplus wealth to the government without interest. It is to be hoped that if Mr Gompers doesn't see anything else he wants he will please ask for it."

How Bogus Commission Merchants Pluck Country Shippers.

CHICAGO, June 18—There is considerable talk on South Water street about a combination of fraudulent commission houses who are doing serious injury to country shippers. They rent office room in dingy basements or in out of the way buildings and flood the country with smoothly mailed circulars telling about their reliability, their big stores, and large business. When they get consignments they sell them through other houses, divide the commissions, and pocket the proceeds. When a country shipper comes in to inquire about his goods he is told that the head of the house is out of town. If he comes back in a day or two he is told that the house has changed hands and that the other man has left town. For a month the business is run under one name on South Water street. The next month the name changes with the partner on West Randolph street. The stationery reads the same at all the places, and the principals never pay their bills if they can help it, and are seldom to be found, as the office is left in charge of a boy or a lady typewriter, who have instructions to tell all callers that the proprietor is out of town. The post office authorities should stop these fellows from using the mails.

That "Fellow Feeling."

He was a commercial traveler of the more flashy type and had just finished telling a startling story to his newly made acquaintance in the car.

"That reminds me of one of Munchausen's yarns," remarked the victim, for want of something better to say.

"Munchausen—who is he?"

"Why, don't you know about him? He is the most colossal example of mendacity which civilization has produced."

A brief, painful silence ensued, which was broken by the traveler in a tone which was almost timid:

"Excuse me, my friend, he said, 'if I seem inquisitive, but would you mind telling me what house he travels for?'"

The Drug Market.

Gum opium is firm and advanced 10 cents in New York on Friday.

Morphia has declined 10 cents.

All bismuth salts have declined 45 cents per pound, on account of lower price for the metal.

Saffron has declined.

Linseed oil has advanced and will be still higher. Seed stocks are low and oil is in limited supply.

You don't need to pray for the poor if you give them some of the necessities of life. Give them the potatoes and they will do the praying.

WHAT
IS
TWO
CENTS

TO AN OLD CUSTOMER
or
TO A NEW CUSTOMER
or
To YOU for that matter.

Try giving away a few of our advertising fans this hot weather. Samples sent to responsible parties.

TRADESMAN COMPANY,
Grand Rapids, Michigan.

GRAND RAPIDS GOSSIP.

H. VerHage has abandoned the flour and feed business at 251 Lake avenue. Jacob Myers has put in a similar stock at the same location.

The McCarger Novelty Co. has received a very flattering offer in the form of a bonus to locate at Hastings and will, probably, conclude to accept the offer.

The steamboat *Grand Island* has been purchased from L. Jenison by A. D. Rathbone and J. L. Hamilton, who will place her on the route between Grand Rapids and Grand Haven, making round trips three times a week. She will be operated primarily as a freight boat, with the intention of giving her a companion another season in case the route proves to be a paying one.

Ald. Shaw's aggregation, known as the License Committee of the Common Council, has incubated again. The "consequences" are not very serious, but they have brought forth a report on their own responsibility—and that is something. After the Council had, presumably, settled the license schedule by refusing to make any changes from last year's fees and regulations, the fruit peddlers petitioned the Council to make the fee for vegetable and fruit peddling uniform and to confine the hucksters to the sale of vegetables. Something like this the Committee ought to have recommended in the first place, but they dodged the issue by sending in the old schedule. It was bad enough for the fruit men to be compelled to pay \$50 for a privilege worth less than the huckstering franchise, which costs but \$20; but by the adoption of the Committee's latest report, the fruit men will have the satisfaction of seeing the vegetable peddlers taking the cream of their trade. The report recommended that "by resolution it be declared that the word hucksters be understood to mean the vending of all vegetables and of home grown (Michigan) fruits and berries." So the fruit peddlers will now be in a position to confine themselves to the sale of oranges, bananas and lemons, as the "other fellows" will relieve them of the trade in common fruits. As has been said, this is not a very serious matter, for the reason that the hucksters have always carried fruits—"on the side," of course—but now they can do so with a clear conscience, since Ald. Shaw has made it lawful for them to do so. The Committee has proved that it is possible for men to be made honest, in some directions, at least, by legislation; but it is greatly to be feared that the people will not appreciate this latest of Ald. Shaw's efforts for the public weal any more than they have some of his past efforts. Ald. Shaw asserted that he was elected to look after the interests of the poor man. He evidently meant the poor huckster, since all his energies since his appointment have been employed in behalf of that eminently useful citizen. Of course, the fruit men cannot be poor, since Ald. Shaw has uniformly refused to recognize them. "The poor man's friend" should have a monument, and the sooner it is placed over his political grave the better. Ald. Shaw's contribution to lexicography is timely. For years the literary world has been wrestling with that word "huckster." What is a huckster? is a question over which learned men have puzzled themselves almost to the verge of

lunacy, but in vain. Its meaning was as elusive and delusive as a will-o'-the-wisp or a politician's promise; but, at last, the momentous question is answered, and the world moves again. To Ald. Shaw be the glory. While struggling with the problem of how to help the poor (huckster), that eminent philanthropist discovered that a huckster is a man who sells vegetables and fruit. Notice the juxtaposition of the words composing the definition! A huckster is not a man who sells fruit and vegetables, but a man who sells vegetables and fruit. This is not hair-splitting, by any means, though it must be confessed that the distinction is so finely drawn that only a man of Ald. Shaw's great discriminating power could have discerned it. Only for the fact that a prophet is not without honor save in his own country, the worthy Alderman might expect a substantial consideration for his valuable contribution to philological lore and, incidentally, for his eminent service to the cause of humanity. His next effort will be awaited with interest. Now, if the Alderman will turn his attention to the study of the true character of retail grocers, whom he has been in the habit of regarding as hogs, he may still further add to his fame and tighten his cinch on public regard; also he might with profit (not to himself, of course), get better acquainted with the police force. The public are interested in all that will tend to simplify the enforcement of law and assist the police in their efforts in that direction. Ald. Shaw is also intensely interested in this important subject—that goes without saying; but, so far, he has been so absorbed in his efforts to ameliorate the condition of the poor (hucksters) that he has been unable to give the matter the attention it deserved. Now, however, that he has done all that can reasonably be expected of any man for the suffering (hucksters), he may possibly discover that the police do know something about their business, which is simply and solely to enforce the law. The public will watch Ald. Shaw's future course with breathless interest.

The Grocery Market.

Sugar—The market is strong and excited, raws having advanced $\frac{1}{8}$ cent during the past week and refined having been jugged ahead 3-16s. Another advance of $\frac{1}{8}$ cent occurred Monday morning, but was withdrawn within an hour, for what reason is not known at this writing. Now that the season of large consumption is at hand, while refiners are heavily oversold—some being sold two weeks ahead of production—it is reasonable to expect that higher prices will rule as soon as the Senate reaches a final vote on the tariff schedule, which will, probably, be about June 25.

Cheese—The market has still further declined during the past week, owing to the accumulation of stock in the hands of the small factories, which are underquoting the market in order to move their stocks.

Oatmeal—The high price of oats has caused still another advance in oatmeal and rolled oats, with the market still strong and active. Oats are now claimed to be higher, in comparison with wheat, than ever before in the history in the country.

Pork—The Chicago hog market declined 5@10c last week, with a moderately active business. Receipts were

165,000, a decrease of 12,000 from last week and an increase of 28,000 over the same period last year. Packers' prices are unchanged except on hams, which are up $\frac{1}{4}$ c all around. Beef in barrels, unchanged.

Oranges—Scarce and high. The local market is fairly well supplied with 200s size Sorrento fruit and a few Californias which have been in cold storage. The demand for a limited quantity will be maintained up to the 4th.

Bananas—There has been a falling off in the demand during the past week, as strawberries are very plenty and they form one of the dealer's greatest staples for a brief season, to the exclusion of all other fruits. Our local market was overloaded with ripe fruit last week and, to avoid entire loss, they were sold very cheap. This week the market is in better shape. The weather is cooler and good shipping stock will bring fair prices.

Lemons—Higher—much higher—the hot spell of last week having shot up the price in proportion as the mercury ascended. Eastern markets report a very brisk demand and an advance of \$1@1.50 per box all around. Light stocks are held by Western dealers, as a rule, and a majority of them will be cleaned out by the end of the present week, owing to the steady stream of orders sent in by their outside customers. Prices are not quoted by any one for a definite period, but are subject to change without notice and every day during the last six has marked an advance.

The Wheat Market.

There was but little change during the week. Prices sagged off again, the mills paying 53 cents during part of the week, the price subsequently receding 1 cent, or back to 52 cents, while other wheat centers dropped about 3 cents. The retrograde movement was due to the extremely small exports, which were only 2,254,000 bushels, against 3,834,000 bushels for the corresponding week of last year, and, as harvest has commenced in the Southern States and the yield so far reported is fair, foreigners are quick to take the cue and have withdrawn their bids and substituted lower bids. As there seems to be plenty of wheat on hand and plenty in sight, they are resting easy, knowing they can get all the supplies they need; if not from America, they have other countries to draw from. Reports from the growing crop are very favorable of late; not even the frost has injured the wheat. The amount received here during last week was 52 cars of wheat, 29 cars of corn, 1 car of oats. The visible supply will not show much of a decrease, if any, during the week, but then, the unexpected may happen, as it does sometimes, and the decrease be larger than anyone expects. The Great Northwest seems still to have plenty on hand, notwithstanding the large amount which has come out already. We have already exported more than the Government reports counted on and have still two months before the crop year is ended. Corn and oats are still up, especially the latter, which is about 45 cents and still looking higher. How long this disparity in prices between wheat and the other cereals will continue is beyond our knowledge.

C. G. A. VOIGT.

Dealers will do well to consign their produce to O. Clyde Tucker & Co.

Purely Personal.

Miss Lula Owen, daughter of the versatile George F., has gone to Wykertown, N. J., to spend the summer. She is able to see again and has hopes of entirely recovering the use of her eyes.

Frank Hamilton, the Traverse City clothier, has taken possession of his handsome summer residence on West Bay, just north of Edgewood. Mr. Hamilton has purchased 20 acres of land lying along the Bay and proposes to plat it and put the lots on the market.

Harry S. Wesson, of the firm of Franck & Wesson, grocers at Manistee, was in town over Sunday. Mr. Wesson is a grand nephew of Wm. B. Wesson, the Detroit capitalist, but sees little prospect of following in the footsteps of his uncle so long as he does business in a community where one dealer sells 25 pounds of granulated sugar for \$1.

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

GOOD OPENING FOR A BOOT AND SHOE business at Traverse City, Mich. next to my dry goods and clothing establishment and Opera House Block, for rent. Good location, rate reasonable. A live business man and hustler can make money in it. For terms, etc., apply to or address, Julius Steinberg, Traverse City, Mich. 646

FOR SALE—DRY GOODS STOCK IN ONE of the busy manufacturing cities of Lower Michigan. Best location in town. Address No. 645 care Michigan Tradesman. 645

FOR SALE—IN DETROIT, MICH., A WELL equipped machine shop, suitable for any kind of business in building heavy machinery and a general repair shop; tools all in first-class condition. Full particulars on application to Charles Steel, administrator, box 46, Wyandotte, Mich. 647

FOR SALE—CLOTHING AND GENTLE men'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, WELLE- 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. 644

MICHIGAN DRUG EXCHANGE, H. E. Grand Girard, Proprietor. I have on my list several drug stores for sale, ranging from \$100 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

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

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

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

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

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

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Shorter Hours for Merchants and Clerks.

What is the necessity of keeping regular stores open anywhere later than 7 o'clock in the evening? It is better, surely, to have all hands entirely busy ten hours than to have them half busy fifteen hours. When one is wholly occupied, time passes quickly. When one is loafing, with nothing to do for hours behind the counter, it is dreadfully tedious, and makes lazy hands and a costly business. Let us have hours enough just to do the business. With the hours fixed, buyers would be on hand promptly. Greedy merchants who refuse to adopt the better way ought to be placarded on the corner of the streets, so that all buyers who are human and brotherly could do a little legitimate boycotting, until reason is allowed fair play. Less wages may be, but surely less hours. In retail trade there is a growing disposition to deal only with houses where the heads have sharp discipline, large hearts and fair play to the hands. That's all right. Let us have more of it. Give hard men a wide berth. Don't leave a dollar in their stores. Go past them to the kind men on the next block. Ask the good clerks, not the schemers, how they are treated, and if they say well, be a perpetual customer of the place, for the merchant who treats his faithful hands well, will treat his customers in the same way.

Let both the shopkeeper and his clerk know that time is money and that the more of time we can save and utilize the more money there will be for both. The personal application of this whole matter is just this, how can we do an equal amount of our own work in less time, and at less cost? Having discovered this one can easily shoot ahead.

In a thousand and one ways we see people misusing time, and in its misuse remaining poor. Try, won't you, and kill two birds with one stone. It's the way up. GEO. R. SCOTT.

How to See Cataract in your Own Eye.

Cataract is said to be due to the gradual deposition of oxalate of lime in the substance of the crystalline lens, at first in small spots or streaks, sometimes in one part and sometimes in another. The deposit gradually increases until it penetrates the whole of the lens, causing blindness. The remedy, then, is to remove the lens, and after its removal the patient needs a substitute in the form of highly magnifying spectacles. All that is necessary to enable a patient to see his own cataract for himself is a piece of card and a needle—a visiting card will do very well. Pierce a clean round hole near the middle of the card and hold the card up to the light close to the eye, looking preferably in the direction of a piece of blue sky. With the card near to the eye, the patient will not see the small hole pierced by the needle, but he will see a comparatively large faintly illuminated field with his cataract projected upon it. He is, in fact, observing the shadow cast by his cataract on the retina at the back of his eye. With a small puncture in the card the shadow so thrown is comparatively sharp. But with a normal eye an evenly illuminated field or clean disk will be seen. The patient may thus map down his own cataract, and settle for himself whether it is extending and whether he will have an operation or not.

A Woman's Mean Way.

Maudie—You better be on the lookout for a proposal from Charley Doodley. Ellen—Why? Has he expressed his affection for me? Maudie—No; but he proposed to me last night and I refused him.

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARE, DRESS GOODS, CORSETS, PRINTS, TICKINGS, and COTTON DRILL.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANVAS AND PADDING, DUCKS, WADDINGS, SEWING SILK, HOOKS AND EYES—PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M., TABLE OIL CLOTH, COTTON TWINES, PLAID OSNABURGS, and various other textile and hardware items.



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. LAMOREAUX CO., 128, 130, 132, GRAND RAPIDS, MICH.

EATON, LYON & CO. NEW STYLES OF

Tablets, Blank Books, Office Stationery, 20 & 22 Monroe St., GRAND RAPIDS.

How Women are Driven Into Man's Domain.

Much attention has been attracted to the fact that there is an active and persistent movement among the society women of New York City to obtain suffrage for their sex.

There was recently in session, in the State of New York, a convention charged with the framing of a new constitution for that commonwealth. One of the matters considered was the giving of the elective franchise to women.

The demand for suffrage does not come alone from that small band of chronic agitators whose voices have been heard for so many years in the past clamoring for the franchise. To the astonishment of everybody, the proud and wealthy women who are supposed to compose the upper circles of New York society have taken up the cry and are foremost in demanding the emancipation of their sex from the thralldom of unequal laws.

I have always held that no great social or political revolution is ever accomplished until the forces which organize society and create political conditions and shape legislation shall have time and occasion to work out their results in their own way. Social evolution is as much bound by laws as is physical evolution, and they must be wrought out according to those laws.

Unquestionably, powerful social forces are moving women into great political prominence. The end will be that, sooner or later, women will exercise the political franchise in all the American States. The trend of events is decidedly in that direction, and the entire movement is so remarkable that it is worth while to give some attention to the causes which have created it.

In the beginnings of all human society the women are kept in subordinate and inferior positions. They are commonly slaves, or the toys with which men spend their lighter moments. In such social conditions the men are esteemed for their physical vigor and prowess in battle. The women, physically weaker than the men and shunning the hardships and dangers of the chase and of war, confine their efforts and ambitions to the things of the home and family. In all sturdy and warlike races the men must provide for their families. Not to do so is to be visited with disgrace and condemnation. There are no unattached or lewd women in such a tribe, since every woman must be, by marriage, ties, of kindred or adoption, an inmate of some family.

There are many centuries of evolution in the time required for a wild and warlike tribe to be converted into a highly civilized and luxurious nation. In all that time the condition of woman has changed steadily for the better. She ceases to be a slave and a drudge, and becomes the loved and loving wife, the sharer of her husband's joys and sorrows, a fond mother, and she devotes herself to the nurture and education of her children. But with the growth of civilization are opened vast and new avenues of pleasure and self-gratification. Men, in the exercise of their assumed superiority and greater freedom from restraint, give themselves up to all excesses of self-indulgence. They become idle, shiftless, drunken, besotted, depraved, vile and

unworthy in every sense. The women and children are the chief sufferers.

The savage woman regards with a species of worship her warrior lord, who, however he may beat her, keeps his family supplied with all necessaries and protects them from all violence but his own. The civilized and enlightened woman of to-day regards with contempt and loathing the worthless and beastly creature misnamed man to whom she is bound by law, and who so far from giving her provision and protection, is only a burden and a disgrace.

It is only when the men fail that the women are forced to the front. Somebody must be up and doing. When it is not the man, it must be the woman.

Whisky, opium and beastly immorality are doing their work upon the men. Thousands of women—yes, hundreds of thousands—driven to support themselves and others dependent on them, have invaded the domain of men and are doing their work. How many of these women are losing their respect for the lordly sex? The country is full of trouble from the misbehaviour of men, from misgovernment and political corruption caused by men. It is wonderful that many men, believing that reform and the purification of politics are impossible while affairs are controlled by men, should look to the women for saving grace.

If women have been moving to the front under existing social and political conditions, it is because they have been driven to do so by the failure of the men. As for the women of the New York Four Hundred, is it strange that they have revolted against the rule of man when the lordly creature is typified by the absurd and effeminate dude? Women are willing to be ruled by a strong man. Woman's ideal is a hero—one brave, generous, noble, good. If all men were so, there never would be any cry for woman suffrage. But when so many men are mean, selfish, base, false, ignoble, weak, contemptible and beastly, how could it be otherwise that so many women are hopelessly disillusioned, disenchanted?

Let it be understood that man can be master only so long as he is masterful. His weakness, failure and decay have forced upon women responsibilities they never desired.

SARAH SMITH.

Honesty is not contagious, like sin. To make his record good, an honest man must be honest every day of his life. Integrity is not a thing of spasms, like patriotism at mass meetings.

Hardware Price Current.

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

AGGERS 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. Steel	7 50	
" D. B. Steel	13 50	
BARROWS.		
Railroad	\$12 00	14 00
Garden	det	30 00
BOLTS.		
Stove	50&10	
Carriage new list	75&10	
Flow	40&10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		
Cast Loose Pin, figured	70&10	
Wrought Narrow, bright cast joint	40	60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	70
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, 1st April 1892	60&10
CRADLES.	
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	50
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x32, 14x50, 14x60	23
Cold Rolled, 14x56 and 14x60	26
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60-10	17
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze 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	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATRS.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILES.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60	Base
50	10
40	25
30	25
20	35
18	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANERS.	
Ohio Tool Co.'s, fancy	dis. 40
Sciota Bench	250
Sandusky Tool Co.'s, fancy	40
Bench, first quality	40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs % per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGERS.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/4"	net 10
" " " 3/8"	net 8 1/4
" " " 1/2"	net 7 1/4
" " " 3/4"	net 7 1/4
Strap and T.	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Jspanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS.	
Blight	dis. 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
ROSES.	
Sisal, 1/4 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	dis. 70&10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Com. Smooth.	
Nos. 10 to 14	3 50
Nos. 15 to 17	3 50
Nos. 18 to 21	4 05
Nos. 22 to 24	3 55
Nos. 25 to 28	3 65
No. 27	3 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 00
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	" 70
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPEZ.	
Steel, Game	dis. 60&10
Oneda Community, Newhouse's	35
Oneda Community, Hawley & Norton's	50
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.	
Au 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, Clatern	75&10
Screws, New List	70&11 3/10
Casters, Bed a d Plate	60&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty, Sheet, 2 1/2c per pound.	
680 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 0/0	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELBY GRADE.	
10x14 IC, Charcoal	\$ 7 50
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	6 75
14x20 IC, "	8 25
14x20 IX, "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZR TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x56 IX, for No. 8 Boilers,	per pound 10 00
14x80 IX, " 9 " "	10 00

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 20, 1894.

AMERICAN PATRIOTISM.

Is patriotism still a living sentiment and a powerful motive in the world? If so, it is precisely what it was a hundred, a thousand years ago; or has it changed its ground? Until of late years it has been, we should say, just a wider sort of home-feeling, local attachment and pride of race; but now we live in an era of introspection and analysis, and it is difficult for any habit of the mind or heart to maintain itself in unconscious simplicity. The patriot asks himself: "Why do I love my country, and what are the reasons of my love for it?"

In his "Sebastopol," speaking of the courage and steadfastness of the defenders of that place, Tolstoi says: "There is so much simplicity and so little effort in what they do that you are persuaded that they could, if it were necessary, do a hundred times more—that they could do everything. You judge that the sentiment that impels them is not the one you have experienced, mean and vain, but another and more powerful one, which has made men of them, living tranquilly in the mud, working and watching among the bullets, with a hundred chances to one of being killed, contrary to the common lot of their kind. It is not for a cross, for rank; it is not that they are threatened into submitting to such terrible conditions of existence. There must be another, a higher motive power. This motive power is found in a sentiment which rarely shows itself, which is concealed with modesty, but which is deeply rooted in every Russian heart—patriotism."

But still the question is not answered. Tolstoi is a terrible analyst, and he seems to hold that vanity is, to a great extent, the stay of the soldier's courage even when he is defending his native land against invasion. On the other hand, he appears to admit that patriotism itself is an honest and real feeling, like the love of the child for its mother. One might suppose that such a feeling would thrive best in a small country, which might be more easily embraced by a tender imagination; but Russia certainly is not a small country; neither is our own. In Russia, it is true, the case is somewhat simpler than it is over here;

for there patriotism is promoted by homogeneity of race, and by a traditional loyalty to the hereditary head of the State—"the little father"—whom the millions of the Russian peasantry love with an ardor which has suffered no abatement from the influence of a nihilistic propaganda. But we Americans have preserved nothing like the Russian homogeneity of race. We must include in the scope of our immense fellow-citizenship every alien who has been here long enough to take out naturalization papers. Those of us who belong to the old stock which furnished the heroes of the Revolution of '76 have much which we do not have in common with a vast part of the population of the United States to-day. And yet these more recently made Americans—for the most part, at least—have acquired a new patriotism on these shores, and are ready, if need be, to peril all in defense of their adopted country.

In lieu of homogeneity of race, in lieu of inherited traditions and associations, a ground of common patriotism is afforded for the representatives of all the nationalities of the Old World here in the New World in the breath of the democratic idea which is the vital principle of our political system. It is our boast that our country is "the home of the free," and under a shelter as wide as that every freeman may feel at home. The conception is beautiful enough, but how far has it been actually realized? We shall say nothing of those imported laborers who have been brought here to compete with native-born laborers, but who are themselves already beginning to strike for higher wages; though certainly we might ask whether it was either patriotism or a philanthropic impulse which prompted this enterprise. But how is it with those who appeal constantly for office in the name of patriotism, and who profess a sincere desire to serve the whole people? Is it not a fact that when they are not simply selfish demagogues they are often only bitter and narrow partisans, seeking in reality to serve their own party and cherishing anything but love for their compatriots of the other parties? Or, if the conflict is not between parties for the mere sake of partisan victory and the spoils of office, is it not between rival interests of a material nature? The voters of this vast country are divided mainly into two great parties, and the way in which the members of one of those parties speak of the members of the other is the reverse of complimentary. They use too often the language of bitter enmity, of open hostility, and one might suppose that the average citizen of the United States believes half of his fellow-citizens to be either fools or knaves. And yet, so complex and self-contradictory is human nature, we should find them all forgetting their differences should a foreign foe threaten the land with invasion.

MONOPOLY AND MONOPOLY.

Much is heard these days about monopoly. It is abused and called hard names by many newspapers and public speakers who appear to have decided the question, "What is monopoly?" It is, in the opinion of these people, such an institution as the Standard Oil Company, or the Sugar Trust. Sometimes a railroad corporation is called a monopoly; so is a telephone or a telegraph company. Operators of coal mines are called mo-

nopolists. Perhaps the appellation is suited to all these and many more, and then, again, perhaps it is not. It all depends on what is meant by the word "monopoly." Webster, who is sometimes quoted as an authority, gives, as a definition of the word, "the exclusive power, right or privilege of selling any commodity." According to this, the Standard Oil Company is, perhaps, a monopoly—it depends on whether it has the exclusive right to sell its peculiar product. The Sugar Trust may, also, be a monopoly; so may the telephone, telegraph and railroad corporations, if they possess exclusive rights in their own provinces. And even if they do not possess exclusive rights, but are striving to obtain them, they are rightly termed monopolists. Now if monopoly is an evil, *per se*, then the institutions mentioned are evils, but if their moral quality depends upon the results of the monopoly, then, perhaps, they are good and not bad.

Monopolies are not confined to commodities, whether industrial or commercial, nor to transportation or telephone or telegraph privileges. Indeed, the ways in which a monopoly may be established, or attempted to be established, are legion. One form of monopoly is to be found in the labor market, and in the product of unionism. The chief object of unions—the one thing for which they seem to exist—is to get control of the labor market. They object to any one not a unionist obtaining employment, and the methods by which they endeavor to attain their end are, like Bret Harte's heathen Chinese, peculiar. An attempt on the part of the makers of any product to get control of the market for their wares always raises a storm of protest from the unions. They do not stop to ascertain whether any one would be injured by the monopoly if established; they may have no knowledge whatever of facts; but a monopoly is sought to be established, and that is sufficient. They do not admit, of course, that they are attempting to monopolize the labor market—they are simply trying "to elevate the workingman," "ameliorate the hard lot of the toilers," "compel employers to do justice to their employes," etc. Sometimes, if the workingman they wish to elevate is not a unionist, they use dynamite as a lever; sometimes, in order to soften the hard lot of the (nonunionist) toilers, they will not allow them to work at all; and, sometimes, in order to compel employes to do what is right, unionists force employes to quit work at the point of a revolver. These methods may seem peculiar, but they are unionism, and are employed to "further the cause of human brotherhood," and so they must be right. Labor is a commodity; differing somewhat from other commodities, it is true, but a commodity just the same. Unions claim the exclusive right to the sale of labor. According to unionism, a man who is not a unionist has no right to sell his labor—that right belongs to the men who are members of an organization—a union. The Constitution of the United States says that "all men are created equal; that they are endowed by their Creator with certain inalienable rights; that among these are life, liberty and the pursuit of happiness;" but unionism says that the right to live belongs to unionists, and those who are not members of unions should not be allowed the

liberty to earn the necessary means of existence. They "interview" employers, and use every means and employ numberless arguments to convince employers that they should not employ nonunionist labor, and, when all else fails, "boycott" those who will not accede to their demands. The product of nonunionist labor must not be sold or used and he who handles it incurs the deadly hatred of unionists, who do all in their power to ruin the trade of the man who has the temerity to offer nonunionist goods for sale. May not unionists reasonably be termed monopolists? Surely. Then, are not the oft-repeated tirades of unionists and unionist organs a trifle wearisome?

The moral quality of a monopoly depends not so much on the results as on the method employed to obtain the results. If the result sought to be obtained is just and right, then the methods employed in pursuit of such result should be of the same character, for, if the result be evil, so will be the methods, and if the methods be evil so will be the result. Therefore, if the methods of the monopolist are evil, then the resulting monopoly is evil. It matters not whether it be a monopoly of the oil or sugar trade, or of labor that is sought to be established, if the methods employed to establish the monopoly are unjust and oppressive, then the result will be evil. Good never results from evil, and if it did it would be no justification for evil doing. Who will say that it is right and just to take away from a man the right to earn a living? Who will say that, to force an employer to employ none but members of an organization does not savor strongly of oppression? Who will say that the destruction of property, not to say of human life, is right, even though the result sought be a just one? Yet these are the ordinary, every-day methods employed by the unions to enforce their demands, and to establish their monopoly of labor. Is oppression any less oppressive when it is the act of the "laboring classes" than when it is the act of employers? Is arson, or murder, or any of the crimes which have been committed in the furtherance of the plans of "organized labor" any less criminal than when committed by individuals? If so, why? But crime is crime, no matter by whom committed, and, if the methods of monopolists are criminal, then the results of their methods are bad, because they are the results of crime. Unionism is a form of monopoly the most oppressive, the most outrageous the world has ever seen. The reason it has been tolerated so long is because our political institutions are somewhat "peculiar."

Considerable complaint comes to THE TRADESMAN over the action of certain country banks in deducting exchange from the proceeds of drafts, even when the exchange has been properly paid by the country merchant. This complaint has always been common against a syndicate of country banks owned principally by an Ionia county gentleman, and the same trouble has lately been experienced at Lansing and many other smaller towns. Such a practice is so manifestly dishonest and unbusinesslike that THE TRADESMAN proposes to make a list of those banks which persist in the practice and publish them from week to week as institutions unworthy of respect or confidence.

DEPLORABLE GROVELING.

Governor Rich is developing. He has been before the public so long as a "plain, practical farmer," that one can hardly credit the fact that he is something of a sociologist. But he is. He has evolved an idea, and it is Governor Rich's belief, at least, that his "crude plan" will solve the labor question. His plan is to give corporate powers to labor unions and thus give them certain privileges and at the same time put them under state control.

Governor Rich does not appear to appreciate the difference between a "corporation" organized for the purpose of carrying on an industrial or commercial enterprise in which the entire community is interested and a "union" of irresponsible individuals in which only a small number of people are interested. Suppose, in the first instance, it is a railroad company upon which corporate powers are conferred and over which the state proposes to exercise control. The basis of the state's claim to any measure of control over the affairs of the railroad company is the interest which all the people have in the success of such an enterprise. The public is interested in prompt and efficient service, for upon this largely depends the internal commercial and industrial business of the country. But in what way will the business interests of the country be helped by conferring corporate powers upon trades unions? The skill and efficiency of the individual is certainly a consideration of immense importance to the community; but where is the connection between the individual's skill as a mechanic and his membership in a union? If he be not an efficient workman, membership in a union will not help him, and if he is, he does not need the union. How, then, can the giving his union corporate powers be of any benefit to him? Then, too, the interest of the public in trade organizations is hardly the interest which it has in railroads and other corporations, and is not very flattering to the unions. As to giving unions a legal standing, and placing them under state control, it is nonsense. The individual members are each recognized by the law and their rights conceded and secured. These rights are the rights of every citizen and there is no reason for giving any citizen or any number of citizens special legal recognition or special powers. The state can exercise no control over any citizen except he, by his acts, becomes an outlaw, when he ceases to be a citizen and can use none of the privileges of citizenship. Neither can the state exercise any control over an organization of citizens, except so far as the acts or objects of the organization may be illegal or inimical to the rights of others.

Governor Rich's "idea" was probably the outgrowth of his fears. In common with many others he attaches an importance to labor organizations which does not belong to them, and so he is willing to truckle and fawn upon the workingman who is a member of a union, forgetting altogether the one who is not. Does not the Governor know that to give organizations of workmen a legal status, as such, would be either to compel all workmen to join the unions or to make them industrial or social outlaws, depending for existence even upon the "grace" of the unionists? Those

who refused to surrender their manhood into the keeping of the union demagogues would be given short shrift, if one may judge by the past conduct of the unions. Governor Rich is certainly developing, but the spectacle of a Governor getting down on all fours to truckle to a small circle of scheming demagogues whose chief weapons are the strike and boycott and who are ever ready to resort to incendiarism and murder to accomplish their ends, affords a striking example of the depth of degradation to which a "practical politician" will sink in the attempt to further his chances for a second term.

It appears that the Chinese are not very slow to learn the lessons of progress from the western peoples with whom they are brought in contact. Some Chinese mechanics who appear to have been to the United States, were engaged with a large number of others in making some extensive repairs to the government buildings in Pekin, and it struck them that it would be a good thing to get up a strike for short hours and long pay, "altee samee Melican man." They proceeded to persuade their fellow-workmen, and organized the strike. But they soon found that it would not work in that country. The Emperor published an edict, ordering the police and military to arrest every one who presumed to attempt preventing "scabs" from working. The walking delegates were ordered to be strangled to death on a charge of high treason, and the remainder were banished for three years. The big strike came to an ignominious conclusion, and several million patriotic people in America will join THE TRADESMAN in the hope that the time may come when the rulers of this country will see the necessity of punishing rioting and anarchy in the same summary manner.

There appears to be a conflict of opinion among those who have expressed themselves regarding the abolition of the three days of grace. It is said by some to be inherited from the past, in other words, that it is merely custom. Others assert that it rests upon a statutory enactment. In order to ascertain which position was the correct one, Senator Peter Doran was appealed to. Mr. Doran says there is no law on the subject but the law of custom; but, as the Michigan Supreme Court, in affirming the constitutionality of the Saturday half-holiday, distinctly recognized the existence of the three days of grace as determining the time when a note became due, the custom now has all the force of a statutory enactment. Perhaps the fact that the Supreme Court has so recognized the custom may account for the supposition that there was a law on the subject.

THE TRADESMAN presents, this week, a complete report of the proceedings of the convention of retail grocers held at Clare last Wednesday, and heartily commends the movement inaugurated at that time. In this connection THE TRADESMAN takes pleasure in reiterating the position it has taken on the subject of the organization of the retail grocery trade—that the retailer should follow the example of the wholesaler in organizing local associations in every community for the maintenance of legitimate profits on sugar and other staple articles. In this way the retail trade will be in a position to co-operate with the wholesale grocery trade in shutting off cutters, besides securing other advantages in the way of enforcing collections against bad pay customers and circumventing dead-beats.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Palls.
Standard, per lb.			6	7
" H. H.			6	7
" Twist			6	7
Boston Cream	8 1/2			
Cut Leaf				8 1/2
Extra H. H.	8 1/2			
MIXED CANDY.		Bbls.	Palls.	
Standard			6 1/2	
Leader			6 1/2	
Royal			7 1/2	
Nobby			8	
English Rock			8	
Moss Drops			8	
Broken Taffy			8	
Peanut Squares			8 1/2	
French Creams			9	
Valley Creams			13	
Midget, 30 lb. baskets			8 1/2	
Modern, 30 lb.			8	
FANCY—in bulk		Palls.		
Lozenges, plain		8 1/2		
" printed		9 1/2		
Chocolate Drops		12		
Chocolate Monumentals		12 1/2		
Gum Drops		5		
Moss Drops		7 1/2		
Sour Drops		8 1/2		
Imperials		10		
FANCY—in 5 lb. boxes.		Per Box		
Lemon Drops		50		
Sour Drops		50		
Peppermint Drops		60		
Chocolate Drops		75		
H. M. Chocolate Drops		80		
Gum Drops		40		
Licorice Drops		1 00		
A. B. Licorice Drops		80		
Lozenges, plain		60		
" printed		65		
Imperials		60		
Molasses		70		
Cream Bar		55		
Molasses Bar		55		
Hand Made Creams		85 00		
Plain Creams		80		
Decorated Creams		90		
String Rock		60		
Burnt Almonds		1 00		
Wintergreen Berries		60		
CARAMELS.		Per Box		
No. 1, wrapped, 2 lb. boxes		34		
No. 1, " 3 " "		51		
No. 2, " 2 " "		28		
ORANGES.		Per Box		
Fancy Seedlings, 96s		3 00		
Sorrentos, 160s		4 00		
" 20s		4 50		
Rodis, 160s		4 50		
" 200s		5 00		
Messinas, flats, 80s		2 00		
LEMONS.		Per Box		
Choice 300		4 00		
Extra choice 300		4 00		
Extra fancy 300		5 00		
Extra fancy 360		4 50		
BANANAS.		Per Box		
Large bunches		2 00		
Small bunches		1 25		
OTHER FOREIGN FRUITS.		Per Box		
Figs, fancy layers, 8b.		2 1/2		
" " 20b.		2 1/4		
" extra 14b.		2 1/2		
Dates, Pard, 10 lb. box		2 7/8		
" " 50 lb.		5 1/2		
" Persian, 50-lb. box		5 1/2		
" 1 lb Royals.		7 1/2		
NUTS.		Per Box		
Almonds, Tarragona.		2 1/2		
" Ivaca.		2 1/2		
" California.		2		
Brazils, new.		2 8		
Filberts		2 11		
Walnuts, Grenoble.		2 13		
" French		2 10		
" Calif.		2 12		
Table Nuts, fancy.		2 12		
" Choice		2 11		
Pecans, Texas, H. P.		2 7 1/2		
Chestnuts		2 7 1/2		
Hickory Nuts per bu.		1 25		
Cocconuts, full sacks		3 75		
PEANUTS.		Per Box		
Fancy, H. P., Suns.		2 5 1/2		
" Roasted		2 7		
Fancy, H. P., Flags		2 5 1/2		
" Roasted		2 7		
Choice, H. P., Extras		2 4 1/2		
" Roasted		2 6		
OILS.		Per Barrel		
The Standard Oil Co. quotes as follows:				
BARRELS.		Per Barrel		
Eocene		8 1/2		
XXX W. W. Mich. Headlight		7		
Naphtha		2 6 1/2		
Stove Gasoline		2 7 1/2		
Cylinder		2 80		
Engine		2 21		
Black, 15 cold test		2 8 1/2		
FROM TANK WAGON.		Per Barrel		
Eocene		4		
XXX W. W. Mich. Headlight		7		
POULTRY.		Local dealers pay as follows:		
LIVE.		Per 100		
Turkeys		7 0 8		
Chickens		6 0 7		
Fowls		5 0 6		
Ducks		8 0 9		
Geese		0		
DRAWN.		Per 100		
Turkeys		11 0 12		
Chickens		10 0 11		
Fowls		9 0 10		
Ducks		10 0 11		
Geese		10 0 12		
UNDRAWN.		Per 100		
Turkeys		9 0 9 1/2		
Chickens		7 1/2 0 8		
Fowls		6 1/2 0 7		
Ducks		8 0 9		
Geese		8 0 9		

MICHIGAN CENTRAL

"The Niagara Falls Route."
(Taking effect Sunday, May 27, 1894.)
Arrive. Depart
10 20 p m. Detroit Express 7 00 a m
5 30 a m. Atlantic and Pacific 11 20 p m
1 50 p m. New York Express 6 00 p m
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a. m.; returning, leave Detroit 4:35 p. m., arriving at Grand Rapids 10:20 p. m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).
A. ALQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

May 27, 1894
AND WEST MICHIGAN R. Y.
GOING TO CHICAGO.
Lv. G'd Rapids 7:25am 1:50pm *11:30pm
Ar. Chicago 1:25pm *6:45am
RETURNING FROM CHICAGO.
Lv. Chicago 7:35am 4:55pm *11:45pm
Ar. G'd Rapids 2:25pm 10:30pm *6:25am
TO AND FROM MUSKEGON.
Lv. Grand Rapids 7:25am 1:50pm 5:45pm
Ar. Grand Rapids 9:15am 2:35pm 10:30pm
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:30pm 8:15pm
Ar. Traverse City 12:40pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.
PARLOR AND SLEEPING CARS.
To Chicago, Lv. G. R. 7:25am 1:50pm *11:30pm
To Petoskey, Lv. G. R. 7:30am 3:15pm
To G. R., Lv. Chicago 7:35am 4:55pm *11:45pm
To G. R., Lv. Petoskey 5:00am 1:30pm
*Every day. Other trains week days only.

DETROIT

FEB. 11, 1894
LANSING & NORTHERN R. R.
GOING TO DETROIT.
Lv. Grand Rapids 7:00am *1:30pm 5:25pm
Ar. Detroit 11:40am *5:30pm 10:10pm
RETURNING FROM DETROIT.
Lv. Detroit 7:40am *1:10pm 6:00pm
Ar. Grand Rapids 12:40pm *5:15pm 10:45pm
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:40am 10:55pm
TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:00am 1:20pm 5:25pm
Ar. from Lowell 12:40pm 5:15pm
THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
*Every day. Other trains week days only.
GEO. DELHAVEN, Gen. Pass'r Ag't

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

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

WESTWARD.
For Grand Haven and Intermediate Points 17:35 a. m.
For Grand Haven and Muskegon 11:00 a. m.
" " " Chicago and Milwaukee, Wis. 7:30 a. m.
For Grand Haven and Milwaukee, 10:05 p. m.
For Grand Haven (Sunday only) 8:00 a. m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a. m., 12:50 p. m., 4:35 p. m. and 10:00 p. m.
Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 10:50 p. m. Sunday, only 8:00 a. m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana

TRAINS GOING NORTH. Leave going North
For Mackinaw 7:40 a. m.
For Traverse City and Saginaw 4:50 p. m.
For Mackinaw 10:25 p. m.
TRAINS GOING SOUTH. Leave going South
For Cincinnati 7:00 a. m.
For Kalamazoo and Chicago 2:30 p. m.
For Fort Wayne and the East 2:30 p. m.
For Cincinnati 7:40 p. m.
For Kalamazoo and Chicago 11:40 p. m.
Chicago via G. R. & I. R. R.
Lv. Grand Rapids 7:00 a. m. 2:30 p. m. *11:40 p. m.
Ar. Chicago 2:00 p. m. 9:00 p. m. 7:10 a. m.
2:30 p. m. train has through Wagner Buffet Parlor Car and coach.
11:40 p. m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago 6:50 a. m. 3:30 p. m. 11:30 p. m.
Ar. Grand Rapids 2:00 p. m. 9:15 p. m. 6:55 a. m.
3:30 p. m. train has through Wagner Buffet Parlor Car.
11:30 p. m. train daily, through Wagner Sleeping Car.
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7:35 a. m. 9:40 a. m.
4:40 p. m. 5:20 p. m.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. E. Ferry, 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. 4 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

OUR IDLE CURRENCY.

The exports of gold, which have now been going on at the rate of \$5,000,000 to \$6,000,000 per week for several weeks, and amount for the year to not much less than \$50,000,000, have had an effect upon the rates of interest for money, which are lower than they have been at any time since the cessation of last summer's panic. In Europe, too, as here, the banks are overflowing with gold. The Bank of England has \$180,000,000, the Bank of France \$350,000,000, and the Bank of Germany, allowing \$30,000,000 of its reported coin to be silver, \$175,000,000. The Austro-Hungarian Bank, also, as well as the national treasury of Austria-Hungary, has accumulated a large amount of gold to prepare for the approaching resumption of specie payments in gold and the establishment of that metal as the standard of value in place of silver, to be completed during the year.

As usual, the comment is made upon this state of things by many people that it is unprecedented, but they either forget the past or have had no experience of it. As a matter of fact, money was loaned in New York City in 1888 at 1 per cent., and the same thing also happened in 1885, 1877 and 1876. While, therefore, the present volume of idle currency and the low compensation paid for its use are unusual, they by no means occur for the first time in our financial history.

This lapse of memory is, however, not surprising. We are all liable to it, and the more so the older we grow. While they last, cold weather is always the coldest and hot weather the hottest we think we ever knew, and nothing but the record can convince us to the contrary. So, too, every calamity that happens to us is the worst that we ever suffered, though we said the same thing of the one just before it, and will say it again of the next one after it. It is fortunate for us that this is so. If we retained a lively recollection of all our sorrows their accumulated weight would crush us. As it is, we shake off the effects of one before we have to encounter another, and thus take them, as it were, in detail, instead of having to endure them all at the same time.

This trait of human nature excuses, though it does not justify, the lamentations that we continually hear, especially from politicians and professional agitators, over the hard times. They are hard, to be sure, but they are not the hardest that ever prevailed, nor are they special proofs of depravity and corruption among our rulers and lawmakers. I was looking through the other evening what to an old New Yorker is a most fascinating book, the "Diary of Philip Hone," published a few years ago. Mr. Hone was a distinguished merchant of

New York City, who, in 1820, when he was but forty years of age, retired from business with what was then accounted a large fortune, and devoted himself to travel, study, and a generous hospitality to eminent Americans and foreigners. Some of those who read these lines may have known him personally, though their number must be small, since it is now forty-three years since he died. From 1827 to 1851, the year of his death, he kept the diary I speak of, and in it he set down not only a record of events immediately affecting himself, but also his reflections and opinions upon matters and things in general. They are all exceedingly interesting, but what he says about the great commercial revulsion which began in 1837 and lasted until 1845 is for the present moment the most so. I resist the temptation to cite portions of his remarks, but any one who cares to look them up will find in them the same denunciations of the corruption and folly of the Government, the same complaints of the extravagance and rapacity of private citizens, and the same dismal forebodings of the future that we hear now.

At the same time it must be confessed that in the present juncture many things conspire to make it hard for men to be courageous and hopeful. Not only is Congress wasting time in interminable debate over a tariff which the country clamors to have agreed upon one way or another, but too much evidence exists that the delay is purposely protracted for private and selfish ends. In New York City we are compelled to listen to proofs of corruption among the guardians of the public peace which goes far to destroy the respect for authority which is the safeguard of life and property. In various parts of the country thousands of workmen are both voluntary idle themselves and murderously keeping those of their fellow workmen who want to work idle also, while neither sheriffs, governors, nor soldiers are able to repress them. Naturally, the bankruptcies of railroad companies and financial institutions are followed by those of private individuals, and the list of them grows longer day by day. Europe is undergoing a like affliction. The Panama scandals in France find their counterpart in the complicity of high Italian statesmen in bank frauds, while even in Great Britain a cabinet minister has just been compelled to resign his office in consequence of his connection with business transactions which a court of justice has pronounced disgraceful. Nevertheless, I still maintain that the world is not hopelessly ruined, and that we shall eventually emerge successfully from our present troubles. As we survived the crash of 1837, and those of 1857, 1860, 1873 and 1884, so shall we survive that of 1893 and others yet to come.

But to go back to what I began speaking of—the accumulation of idle currency at the great financial centers of the world. While it is an unfavorable symptom, in that it shows a diminution of activity in business, it is, nevertheless, a valuable practical refutation of the fallacy so often repeated and so vehemently insisted upon, that there is not currency enough in the country to meet the requirements of trade, as well as that other fallacy, equally often repeated and vehemently asserted, that the world's stock of gold is not sufficient

for its business needs. It is true that during last summer's panic currency was scarce and a premium was nominally paid for it—that is, checks upon banks which refused to honor them in currency were sold at a discount—but this scarcity was the result of a hoarding which the panic inspired, and it disappeared as soon as the panic had spent its force. At no time before or since was there any lack of the currency necessary for business transactions, and if at the time enough currency could have been created by any magical process to satisfy those who asked for it merely to hide it away in safes and vaults the stock of it now lying idle would be at least double what it is, if not more. That the panic was not the result but the cause of a lack of currency is proved by the fact that in three years previous to it the silver purchases under the Sherman act had created \$150,000,000 in legal tender notes, and that the exports of gold to which it is ascribed by some were not as great when it commenced as they have been this year without creating the slightest alarm.

Nevertheless, the agitation for more currency goes on and probably will go on so long as any considerable number of our citizens are unable to beg, borrow or steal as much of it as they desire. The drift of the arguments recently made in the House of Representatives in favor of repealing the present prohibitory 10 per cent. tax on State bank circulation was that the tax denies to the farmer and the planter the privilege of borrowing as much money as he wants. What need the farmer or the planter has to borrow at all was not explained, nor what he would do with the money borrowed if he got it. If he spent it in paying his debts he would be no better off than he is now, and if he laid it out in improving his land he could not repay it on demand, so that the bank that lent it to him could not pay its depositors when they asked for their money, if, indeed, it could get any deposits from among a community where everybody is a borrower. So, too, various political conventions, including that of the Pennsylvania Republicans, have declared in favor of swelling the volume of the national currency by re-establishing the free coinage of silver, and a bill is about to be introduced into the House of Representatives for an increase of paper currency by the issue of State bank notes guaranteed by the national Government. If the currency inflation craze, of which these things are symptoms, shall be cured by a continuance of the present dull times, they will not be an unmitigated evil, and until it is cured in some way we cannot expect long-continued business prosperity. MATTHEW MARSHALL.

More Particulars of the Pharmaceutical Meeting.

DETROIT, June 10—The twelfth annual meeting of the Michigan State Pharmaceutical Association will take place Sept. 18 to 21 at Detroit, during the State Fair. This was decided upon as the wisest plan, considering the present hard times, as it would allow members to come at reduced rates. Our Association numbers 600 and is on the increase. Many valuable papers have been promised, as well as reports on various interests. Every member will receive due notice of the program of the meeting, but it is hoped that this notice will be heeded and plans made to attend the meeting. Please give this a prominent place and oblige, Yours truly, F. A. THOMPSON, Sec'y.

She Belonged to the Union.
Domestic—"How much do you pay, mum?"
Mrs. Hiram Daly—"I'll pay you what you are worth."
Domestic—"I don't work for no starvation wages. Good day, mum!"

Use Tradesman Coupon Books.

SWISS VILLA MIXED PAINTS.

We are T. H. Nevin Co.'s agents for Michigan for this well-known brand of Paints.

Figures can be given to compete with any sold. The goods are guaranteed. We have sold them for many years. Write us and secure the agency for same.

HAZELTINE & PERKINS DRUG CO.

Wholesale Druggists,
GRAND RAPIDS, MICH.

Typewriter Supply Office.

H. B. ROSE, Manager.

STATE AGENCY FOR THE

Franklin Typewriter

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

Y. M. C. A. Building,

Grand Rapids, Mich

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

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

Correspondence Solicited.

SEELY MFG. CO., Detroit, Mich.

Wholesale Price Current.

Advanced—Linsed Oil. Declined—Morphia, Sub Nitrate Bismuth, Sub Carbonate Bismuth, Oxylchloride Bismuth.

Table listing various chemical and medicinal products such as Aceticum, Benzoficum, Boracis, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tartaricum, and others, with their respective prices.

Table listing various medicinal and chemical products including Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, Myristica, Nux Vomica, Os. Sepia, Peppin Saac, H. & P. D., Picis Liq., Aloces, Arnica, Asafoetida, Atrope Belladonna, Benzoin, Sanguinaria, Barosma, Cantharides, Capsicum, Ca damon, Castor, Catechu, Cinchona, Colubina, Conium, Digitalis, Ergot, Gentian, Guaiaca, Zingiber, Hyocyamus, Iodine, Ferric Chloridum, Kino, Lobelia, Myrrh, Nux Vomica, Opil, Camphorated, Deodor, Auranti Cortex, Quassia, Rhatany, Cassia Acutifol, Serpentina, Stromonium, Tolutan, Valerian, Veratrum Veride, Ether, Spts Nit, 3 F., Alumen, Annatto, Antimoni, Antipyrin, Antifebrin, Argent Nitras, Balm Gilead Bud, Bismuth S. N., Calcium Chlor, Cantharides Russian, Capsici Fructus, Caryophyllus, Carmine, Cera Alba, Cera Flava, Coccus, Cassia Fructus, Centaria, Cetaceum, Chloroform, Chloral Hyd Crst, Chondrus, Cinchonidine, Corks, Creatinum, Creta, Emery, Ergota, Flake White, Galla, Gambler, Gelatin, Glassware flint, Glue, Glycerin, Grana Paradis, Humulus, Hydrarg Chlor Mite, Liquor Arsen et Hy, Liquor Potass Arsenitis, Magnesia, Sulph, Mannia, S. F.

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., Ladd & Coffin, Swinton, Foote & Jenks.

We have a complete line of SEELEY'S EXTRACTS and SPECIALTIES. We also manufacture LAVENDER WATER, VIOLET WATER, FLORIDA WATER, 4 ounces, FLORIDA WATER, 8 ounces.

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

PICKLES.

Medium.

Barrels, 1,200 count	24 00
Half bbls, 600 count	22 50
Small	5 00
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	32
Zanzibar	18
Ginger, African	16
Cochin	30
Jamaica	32
Mace Batavia	65
Mustard, Eng. and Trieste	22
Trieste	35
Nutmegs, No. 2	75
Pepper, Singapore, black	16
white	24
Cayenne	20
Sage	20
"Absolute" in Packages	1/8

SAL SODA.

Granulated, bbls.	1 1/2
75 lb cases	1 1/2
Lump, bbls	1 15
145 lb kegs	1 1/4

SEEDS.

Anise	15
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 1/2
Mustard, white	10
Poppy	9
Rape	5
Cuttle bone	30

STARCH.

Corn.

20-lb boxes	5 1/2
50-lb boxes	5 1/4

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

SCOTCH, IN BLADDERS.

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

SODA.

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

SALT.

Diamond Crystal.

Cases, 24 1/2 lb. boxes	1 60
Barrels, 320 lbs.	2 50
115 2 1/2 lb bags	4 00
60 5 lb "	3 75
30 10 lb "	3 50
Butter, 56 lb bags	65
24 1/2 lb bags	3 50
280 lb bbls	2 50
224 lb "	2 25
Worcester.	
115 2 1/2 lb sacks	4 00
60 5 lb "	3 75
30 10 lb "	3 50
24 1/2 lb "	3 30
230 lb. bbl.	2 50
28 lb sacks	3 1/2
5 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. 8 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 "
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SOAP.

Laundry.

Allen B. Wrisley's Brands.

Old Country, 80 1-lb.	3 20
Good Cheer, 60 1 lb.	3 90
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

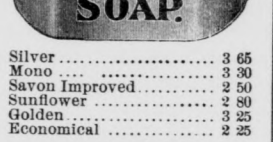
N. K. Fairbank & Co's Brands.

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
Master	4 00

Thompson & Chute Co's Brands



Scouring.

Sapolio, 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 06
Powdered	4 56
Granulated	4 25
Extra Fine Granulated	4 37
Cubes	4 56
XXXX Powdered	4 81
Confec. Standard A	4 12
No. 1 Columbia A	4 00
No. 5 Empire A	3 94
No. 6	3 87
No. 7	3 75
No. 8	3 69
No. 9	3 62
No. 10	3 50
No. 11	3 44
No. 12	3 37
No. 13	3 30
No. 14	2 94

SYRUPS.

Corn.

Barrels	18
Half bbls.	20

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	4 55
small	2 65

TEAS.

JAPAN—Regular.

Fair	17
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, wireleaf	40

GUNPOWDER.

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

COLOGNE.

Common to fair	23
Imperial	23
Superior to fine	30

YOUNG HYSON.

Common to fair	18
Superior to fine	30

ENGLISH BREAKFAST.

Fair	18
Choice	24
Best	40

TOBACCOS.

Fine Cut.

P. Lorillard & Co's Brands.

Sweet Russet	30
Tiger	30

D. Scotten & Co's Brands.

Hiawatha	60
Cuba	32
Rocket	30
Spaulding & Merrick's Brands	
Sterling	30

Private Brands.

Bazoo	20
Can Can	27
Nellie Bly	24
Uncle Ben	24
McGinty	27
1/2 bbls.	25
Dandy Jim	29
Topedo	24
In drums	23
1892	23
drums	22

Plug.

Sorg's Brands.	
Spearhead	39
Joker	27
Nobby Twist	40

Kyo, Scotten's Brands.

Kyo	26
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 Crowns	37

J. G. Butler's Brands.

Something Good	28
Out of Sight	24
Wilson & McCauley'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

Scotten's Brands.

Warpath	15
Honey Dew	26
Gold Block	30

F. F. Adams Tobacco Co's Brands.

Peerless	26
Old Tom	18
Standard	22
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

VINEGAR.

40 gr.	7 28
50 gr.	8 29
\$1 for barrel.	

WET MUSTARD.

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

YEAST.

Magie	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	
13 "	90
15 "	1 25
17 "	1 50
19 "	2 40
21 "	2 40

Baskets, market.

shipping bushel	1 15
full hoop	1 25
willow c'ths, No. 1	5 25
No. 2	6 35
No. 3	7 25
splint	No. 1 3 75
No. 2	4 25
No. 3	4 75

INDURATED WARE.

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

Butter Plates—Oval.

No. 1	250 1000
No. 2	60 2 10
No. 3	70 2 45
No. 5	80 2 80
No. 5	1 00 3 50

Washboards—single.

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

Double.

Water Witch	2250
Wilson	2 55
Good Luck	2 75
Peerless	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
Klips, green	2 2
cured	2 4
Calfskins, green	4 5
cured	4 6
Deacon skins	10 2 25
No. 2 hides 1/2 off.	

PELTS.

Shearings	5 20
Lambs	25 2 60

WOOL.

Washed	12 @17
Unwashed	2 @13

MISCELLANEOUS.

Joker	4 @ 4 1/2
Grease butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 2 50

GRAINS and FEEDSTUFFS

WHEAT.

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

MEAL.

Bolted	1 40
Granulated	1 65

FLOUR IN SACKS.

*Patents	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 \$15 00
Screenings	12 00 12 00
Middlings	14 50 15 50
Mixed Feed	17 50 17 50
Coarse meal	17 00 17 00

CORN.

Car lots	45
Less than car lots	48

OATS.

Car lots	45
Less than car lots	48

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	2 8
Trout	2 8
Black Bass	12 1/2
Halibut	2 15
Ciscoes or Herring	2 4
Bluefish	2 10
Fresh lobster, per lb.	15

DAYS OF GRACE.

Their Abolition Recommended by Local Bankers.

The time-honored custom of giving three days of grace on notes and drafts will probably soon be a thing of the past. Several States, including New York, have abolished the custom by act of the Legislatures, and other States are now agitating the subject. There seems to be no sufficient reason for the retention of the days of grace. The mere fact of its having been a custom for many years is not a consideration. It is an anomaly in business and without foundation in reason. A note given for thirty days, or any other specified time, is itself an accommodation to the maker and why he should be given the right to demand time beyond the date of the note it is hard to understand. If it be urged that this became customary in the days when the facilities for traveling were few and interferences with it many, and that, for this reason, many men with the best intentions in the world were frequently unable to meet their notes when they became due, and the three days of grace were extended to meet such a contingency, the reply is simply that such a condition no longer exists, and if there is no better reason for the continuance of the days of grace they ought to be abolished. It is a privilege which means nothing, and to take it away would not be a "deprivation of the masses" as some one has called it. It is not a matter of sentiment; if it were the fact that they "have enjoyed the privilege from time immemorial" might cut some figure. It is purely a matter of business and should be so considered. This is the opinion of THE TRADESMAN, and is the opinion, also, of the leading bankers of the city, as the following interviews will show:

H. J. Hollister (President Old National Bank): I have seen the matter of abolishing the days of grace referred to in the papers, and am also aware that New York has passed a law abolishing the custom, for that is all it is; but, then, custom is oftentimes as binding as law and it is so in the case of the days of grace. There was never any statutory enactment concerning it, but people have for so many years been allowed three days beyond the date of a note that even the courts have sustained them in the enjoyment of the privilege. There is absolutely no reason for it and, sooner or later, it will be done away with. I do not know of any movement in this State looking to its abolition, but, perhaps, now that THE TRADESMAN is ventilating the matter, some one will introduce it at the next convention of bankers, and the Legislature be asked to pass the necessary legislation. I certainly am in favor of doing away with the days of grace.

Geo. G. Whitworth (Treasurer Peninsular Trust Co.): Grace on commercial paper ought to be abolished. It is a relic of the past which, however useful it may have been, has long ago ceased to serve any good purpose. Its retention is a mere matter of sentiment—it is a time-honored custom. As a business principle it is a fallacy, for the simple reason that the three days of grace are always paid for. This is an age of progress, and progress is the simplification of business methods as much as in anything else. We have no time to do even a second's unnecessary work, and

the aggregate of the time wasted by the business world in computing the interest on the three days of grace is enormous. Besides, no one wants "grace" on a note or draft to-day; if they want time beyond the date of the note they ask for it.

Frank M. Davis (Cashier Grand Rapids National Bank): I say, abolish the days of grace, not only in Michigan but throughout the Union. It has long since ceased to be of any benefit if it ever was any good.

Henry Idema (Vice President Kent County Savings Bank): Our institution would be in favor of the abolition of the three days of grace, and I am myself in favor of its abandonment. There is no reason for its retention, except that it has been a custom for many years. Other states are abolishing it and so ought Michigan.

F. A. Hall (Cashier Grand Rapids Savings Bank): You may write me as in favor of its abolition, and in as emphatic terms as you please. The thing is out of date and ought to have been abolished long ago. A good many people are of opinion that the three days extension is "grace," pure and simple; but it isn't, for the extra term is always accounted for in computing the interest.

C. B. Kelsey (Cashier Peoples' Savings Bank): The custom of giving three days of grace has come down to us from the time when people were imprisoned and had their goods confiscated if they didn't pay their debts. They were given three days in which to arrange their business. It has continued from that time to this, although the custom long ago lost all significance. An attempt was made at the last session of the Legislature to do away with it, but because the members of the Legislature were afraid of the farmer vote, nothing was done. The fact that several states have abolished the days of grace, while the time varies in others, creates no end of confusion. The law on the subject should be made uniform throughout the Union, and, since there is no sense in giving three days beyond the date of a note or draft, the custom should be abolished; I want to see it abolished.

Chas. F. Pike (Cashier State Bank of Michigan): It is as senseless as a second tail on a dog. Days of grace were of some utility years ago, no doubt, and even in the country when it was young and traveling was bad it was a great boon; but its usefulness has departed and it ought to be abolished. For some reason unknown to most of the members the Legislative Committee of the Bankers' Association, which was instructed to see that the abolition of the days of grace and the Saturday half-holiday were pushed through the Legislature failed to carry out its instructions, and only the half holiday went through. It is a curious thing; a man tells another one to draw on him at sight, and that sight draft runs three days after sight. A note is given for 30 days. It actually runs 33 days. I think if a man gives a note and wants 33 days he ought to say so. If he does not he should be prepared to pay the note when it comes due. It won't be long before it is abolished in this State.

Lewis H. Withey (President Michigan Trust Co.): The idea of giving a man three days beyond the date of a note or draft is utterly senseless. What good does it do him? He must pay the note anyway, or have it protested, and it is

just as easy for him to pay it in 30 days as in 33 days. You are wrong, however, in supposing that it is a mere matter of custom; there is a statutory enactment giving the maker of a note three days beyond the date of the note. What right has any man to make a note for 30 days and then demand three days longer in which to pay it? If he wants 33 days, let him make his note for that time. Banks, of course, in computing the interest on a note add interest for the three days of grace, but if the maker of the note prefers payment at the expiration of the 30 days, he can not be compelled to pay interest on the extra three days. I hope to see the thing abolished.

J. F. Baars (Cashier National City Bank): I think we inherited the three days of grace from England, and, perhaps, in that country, years ago, it was a convenience to the public; but it serves no good purpose in our day in this country and ought to be abolished. It is as broad as it is long, anyway, for we charge interest for the three days. It creates a good deal of perplexity and trouble, especially in connection with sight drafts from several of the States that never did allow grace on that kind of paper. When a sight draft comes to us from New York for collection, we are compelled to give the man on whom the draft is drawn his three days grace, while, if we send a draft to New York, it is due on sight. Then there is the trouble of computing the extra three days' interest which, in the course of a year's business, is a considerable item. I say, abolish grace altogether, in all the states.

W. H. Fowler (Cashier Fifth National Bank): I was in favor of the abolition of the three days of grace when the matter was under discussion two years ago and I am in favor of it now; but I don't think that it makes as much difference now as it did before the passage of the Saturday half-holiday law, for even without the three days of grace, if a note falls due on Saturday it must go over until Monday on account of Saturday being a half-holiday and a note cannot be protested until Monday. If not more than one-seventh of the notes held by the bank for collection are affected, you can see that the two days' interest on that proportion of the year's business amounts to considerable. I believe that the three days of grace will in a short time be abolished in every State in the Union.

The concensus of opinions given by the authorities quoted, it will be observed, is in favor of the passage of such legislation as will abrogate the custom of giving three days of grace. This is not the sentiment of Grand Rapids financiers only, however, but the leading financial authorities of the country have expressed themselves to the same effect, and the fact that several States have already legislated against the custom will add weight to these opinions and, probably, hasten action on the part of the Michigan Legislature. The failure of the Legislature to act last year was, no doubt, due to the indifference of the committee of bankers who had the matter in charge. They seemed to think it would have been too much to expect the Legislature to pass two bills from the bankers at one session, and for some reason unknown the committee preferred to push the Saturday half-holiday bill, which went through. Now, however, there is no



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HIRTH, KRAUSE & CO.

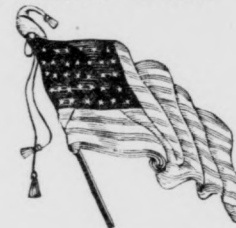
A NEW IDEA

You will remember that Goliath was very much surprised when David hit him with a stone. He said that such a thing had never entered his head before. A good many retail grocers are in the same predicament as Goliath was before he rubbed up against David—they have never gotten acquainted with the merits of the best selling brand of soap on the market. It is called ATLAS and is manufactured only by

HENRY PASSOLT,

SAGINAW, MICH.

The Globe Match Co..



MANUFACTURERS OF

MATCHES and MATCH MACHINERY.

WE CAN DO YOU GOOD. SEND FOR SAMPLES and PRICES

GRAND HAVEN, MICH.

See quotations in Price Current.

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 Filter, 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.

reason why a bill for the abolition of the days of grace should not be introduced at the next session of the Legislature and its passage secured. Opposition to such a measure would come, no doubt, from the farmer element of the Legislature, as farmers are accustomed to considering bankers their most deadly enemies; but, if the matter is presented to the Legislature in the right light, there ought not to be much difficulty encountered in securing the abolition of the three days of grace. The time to begin the agitation against the anomaly is now and the bankers are the men to do the agitating.

Goatskins or Sealskins.

It is said that sealskins are going out of fashion, and perhaps the United States are going to a deal of unnecessary trouble and expense in guarding the preserves of the sealskin monopoly in Behring Sea. Certain it is that last winter a great many of the fashionables of Europe, who formerly never appeared out of doors in cool weather unless arrayed in sealskins, appeared in other furs, notably the skins of the Thibetan goat, which is a very handsome fur. It is hinted that the parsimony of the North American Commercial Company is largely to blame for this fact. While the Alaska Commercial Company controlled the output of Behring Sea, it was accustomed, it is said, to make its wares popular by making sure that the royalties of Europe, the opera queens and other people, who set the fashions, had sealskin sacques and overcoats of the finest skins and latest cut, and all for nothing. The past year, under the present management, the free list was entirely suspended, and it is asserted that not a single complimentary jacket was received at the court of St. James. Ladies of fashion waited in vain for their customary tip, and in revenge for the neglect proceeded to array themselves in goat and other furs. It seems rather hard to have to give expensive furs to the people who are best able to pay for them. But it is the way the world over. Those best able to pay are the ones that do not have to.

The Department Store.

From the St. Paul Trade Journal.
There is one sure way of meeting the competition of the department store, and that is by starting another one. The department store is generally simply a co-operative store in which several or many dealers club together to pay expenses and reduce cost and freight. A grocer, a butcher, a baker, a dairyman can anywhere make one rent, one gas, one fuel bill, and one advertising con-

tract give them better quarters, light, conveniences, and sales at lower prices, than they can compass separately. A grocer, a dry goods dealer, a clothier, a boot and shoe dealer, a milliner and a hardware merchant could throw two stores into one in almost any town, and at once make it lively for any combination store. This course is already being taken, and any merchant who suffers from such competition should take for his motto, "United we stand—Divided we fall," and try to induce his fellow sufferers to confederate their interests, pool their expenses, and fight fire with fire. Real estate would suffer some, it is true, but in the end less harm would ensue than is caused by the many failures of men "frozen out" in trying "to go it alone."

John L. Stoddard,

The world-famous traveler and lecturer, has enjoyed unexampled opportunities for the collection of the finest and best selected photographs of American scenery, the choicest of which are published in a series of sixteen portfolios, with eloquent descriptive sketches from his own pen. In connection with this work, **OUR COUNTRY AND OUR NEIGHBORS**, the publishers offer a large new steel plate of **NIAGARA FALLS**, the finest ever engraved, and which can be procured in no other manner, both for the absurdly low price of \$3. Call at the Michigan Central ticket office and see them.

The bed of the retail hardwareman is not altogether one of roses. Out in Concordia, Kan., there is one now undergoing a boycott because he lets one of his customers clean his pipe with shingle nails and then sells the nails to carpenters who hold them in their mouths.

JAVA OIL

RAW AND BOILED

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

Purely Vegetable,

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

Free From Sediment.

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

This Oil is a Winner!

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

H. M. REYNOLDS & SON.

GRAND RAPIDS, MICH.

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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.

NEW



Japan Teas

Just Arrived

Zum Yum

I. M. Clark Grocery Co.

PLEASES EVERYBODY.



PRICES FOR 1894.

40 CENTS A BOX.
\$3.60 PR 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 Girl in Commercial Life.

Written for THE TRADESMAN.

The girl of to-day is being educated by the side of her brother. She is being taught that she has an equal right with him to earn her own living if necessity compels or she has a desire to be independent.

The last two decades have witnessed almost a revolution in many features of this question—whether for better or worse, depends upon the standpoint from which the matter is viewed.

Twenty years ago, if a woman was compelled to earn her own living, there were about one of four fields open to her: If she had sufficient education and influence, she might be a school teacher or governess; otherwise, keeping boarders, washing or doing house work was all that was left her. To-day if she is past 40 and suddenly thrown upon her own resources, with an occasional exception, she has not advanced far beyond the last three. If young and willing to work for a few dollars a week, the fields are almost unlimited. She can find work where men, women and boys fail. Not a few instances could be cited where all the support the family are receiving is from comparatively young girls.

Is this as it should be? That also depends upon from what standpoint the matter is viewed. If from the girl's standpoint, the answer would be, "Yes, only we would like to receive more for our labor," seemingly unconscious that that is the very reason for her holding the position. Should the answer come from the man who has anxiously sought work, only to be met by position after position filled by girls who work from a quarter to a half less than he thinks is necessary for the support of his family, his answer would be, "Fill the places first with men."

It is quite the fashion, from a working man's standpoint, to hurl anathemas at the men who come from other countries, work for less, live better, and save more than would be upon twice the wages, and in many cases he will walk the streets in a vain search for work, while his own daughter will underbid a boy or a man for a position, will thus secure it, and his own bread will be furnished by her earnings.

The equal suffragists ask that equal wages be paid women for equal work with men. Are the girls not largely to blame for the present state of affairs by being not only willing but anxious to work for the low compensation they receive? Might not that be the solution of the question from a business point of view? The position would fix its own wages, the competent person—be it man or woman, boy or girl—would secure it. That would throw many of the girls out of present positions; possibly, many of them ought to be in school. Do they not do as good work as men or boys in the same positions? Generally, yes; sometimes, better. But they would then stand upon merit alone and, if valuable to their employer, they would undoubtedly hold their own.

Girls have come to be considered as an element in the business world. When a man, or woman, goes into business of any sort, one of the problems which confront them is the hiring of help. They are going to secure the best help for the least money. The positions that can be filled with girls at low wages—without detriment to their own chances of suc-

cess—will be just so much money saved; so they are employed, as a matter of course.

Do the girls receive enough? As a rule, they will receive what they make themselves worth, as compared to some other girl who would do equally good work, and considering their own necessities. When a man applies for work he asks for wages to support his family. When a girl asks for work she asks for her own support and is willing to take what she thinks necessary for that.

It is barely possible that American girls, like American men, are living too fast, are pushing themselves too far into the avenues of business, and leaving the home too far behind them. It is getting to be very old-fashioned for a girl to be a homemaker. As soon as she is old enough to get her head well above the counter, her ambition is to be a cash girl, or, if not that, to "do something" to earn as much as her brother who carries papers. The ambition to "do something," "to earn," is all right and we would not, if we could, deprive the girls of this; but do they not lose sight of the fact that saving is earning; that it is not all or the best of life to earn a few dollars for personal adornment? There is an old proverb that "one penny saved is two pennies earned." If some of the girls would educate themselves to be home-keepers, in all that that means, learn to cut off the avenues of waste and extravagance, to do many things for themselves and other members of the family that are often hired, in many cases they would easily save to the family the amount of their own wages and enjoy a great deal more of health, comfort and happiness. The strength of a country is largely in its home life. Are not the girls pushing themselves, or being pushed, out of the home into the business world to return to a house poorly kept by a much-overworked mother, or a caseless, ignorant servant, who is generally extravagant and wasteful?

Some must, of necessity, go out to earn a living. Let them, therefore, fit themselves well for what they wish to do, do it well, and get for their labor all it is worth; but that does not always mean that all the girls of a family should be "business girls" in the sense that

their business faculties should be employed for some one's else profit. It is argued that the home girl does not receive her proportionate share of the family wages for the work she does. There is an opportunity for education. She ought to be considered in the adjustment of family expenses; perhaps, if this were more generally considered, more girls would be willing to devote themselves to making homes. American women ought not to allow their homes to become simply lodging and eating houses. They would live longer, be happier, and leave to future generations a better legacy, if they would adopt simpler modes of living, teach the girls to make homes as well as means of earning a livelihood, and it would not necessitate so many girls being pushed out to earn the superfluities.

"It is a good divine that follows his own preaching; it were easier to tell twenty what were good to be done than be one of the twenty to follow mine own teaching."

That is the trouble. Women are not willing to do these things themselves. They have run headlong into the present state of affairs and the very force of habit and circumstances are holding them there. It would not be retrograding as some might think. It would be supplying the greatest good to the greatest number. Is it not worthy of consideration?

MRS. HENRY J. FELKER.

The Equality Plan.

From the American Grocer.

At last the equality plan of selling sugar is in force in all territory east of the Rocky Mountains. It is gratifying to note the triumph of this "live and let live policy." The slight profits which the jobber gets means a more equitable distribution of general merchandise, and this is a direct gain to retailers. The struggle to secure the general adoption

of the equality plan has been long and tedious, but the principles involved and the pecuniary rewards were well worth the effort. The trade is to be congratulated upon the victory. Time will strengthen the plan in the favor of its opponents.

PRODUCE MARKET.

Much has been said and written about the benefits to farmers arising from a visit to the city and an inspection of the markets. It is quite as important for commission men to visit the country and see what farmers have to sell and how they raise it. It would create a better understanding all around and increase the knowledge each should have to conduct business in any line of products successfully. There is much for farmer's to learn in the city and quite as much for commission men to find out in a trip through the country. Both can do no better than to visit each other.

Asparagus—Is down to 25c per doz. The cold spell of the first of the week may "bull" it some.

Beans—Dry, strong and advancing. Strictly hand picked command \$1.95@2. Wax, \$1.75 for full boxes and \$1.40 for two-third boxes.

Beets—New Illinois, 35c per doz. bunches.

Butter—Best dairy, 11@12c; creamery, 16@17c.

Cucumbers—25c per doz.

Eggs—Are bought for 10@11c, and held at 12c.

Field Seeds—Medium and mammoth clover, 8@8.25; Alsike, 8@8.50; 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, 50c per bu; spinach, 40c per bu.

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

Lettuce—Has dropped to 5c per lb.

Onions—Californias, \$2.50 per 2 bu. sack. Louisiana, \$2 per 1½ bu. sack; green, 12¼ per doz. bunches.

Peas—On the down grade. They are held now at \$1 per bu.

Pineapples—Large, \$1.75; small, \$1.50.

Pie Plant—Nearly out of the market. Is bought for ½c per lb. and sells for 1c.

Radishes—Unchanged at 8c per doz. bunches.

Squash—Illinois summer are held at 3c per lb. and \$1 per bu.

Strawberries—The hot weather brought strawberries forward with a rush and the market has been well supplied. Dealers pay \$1@1.25, holding at \$1.25@1.40 per 16 qt. crate.

Tomatoes—The price is well sustained, being now \$1.90@2 per 4 basket crate.

Potatoes—Old are held at 90c@\$1 per bu. but are about played out. New are held at \$3.25 per bbl or \$1.10 per bu.

Do They Raise Poultry in Your Neck of the Woods?

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

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

THEY ALL SAY

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

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

The Salt that's all salt

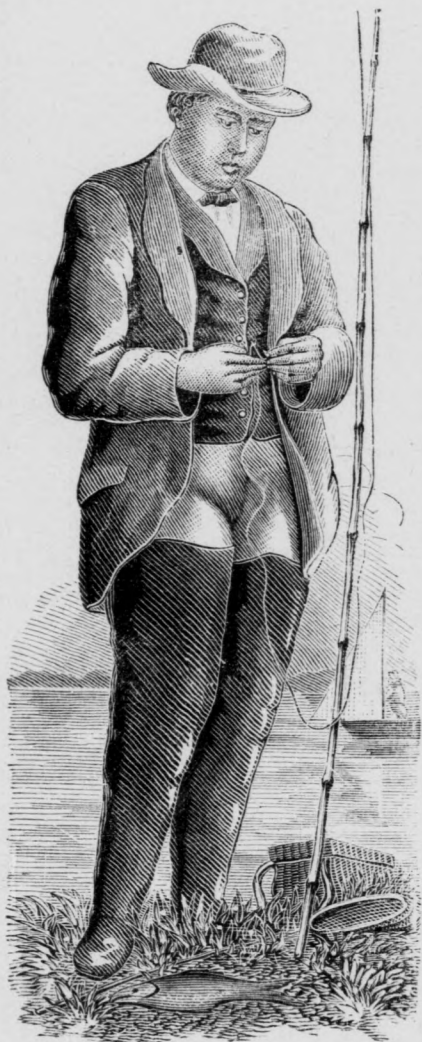
is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

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

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

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We have them from 12
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Iced Coffee Cakes,
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Watch out for our new spring novelties. They are
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S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

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now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the **Peerless Brand** is a good article to purchase and a reliable one to sell.

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FOR QUOTATIONS SEE PRICE COLUMNS.



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WHY DIDN'T YOU TELL US That the price of Fruit Jars was going up, is the question asked us every year by dealers who don't take advantage of the low spring prices and always pay more than their neighbor.

We are still selling **Jars** at the **lowest spring prices** Send us your orders **at once** or write for quotations for **immediate shipment.** **PRICES NOT GUARANTEED**



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The Dandy.

The only perfect sealing glass top Fruit Can in the market. It is perfectly air tight and for simplicity in opening or closing it has no equal. Especially adopted for canners and preservers as it will vent itself as the fruits, vegetables or meats are cooking by leaving fastener on first step. If you have any demand for a Good Jar try a few boxes of Dandies.

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We can recommend this as the Best in the market. It will be found rapid in its work and a decided improvement over any other. Can be adjusted to fit different sized cherries.



Enterprise Cherry Stoner.

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The Mason

Is without question the most popular and Best selling Fruit Can in the market. We are prepared to ship them either packed one dozen in a box or put up six and eight dozen in a case.

Write for quotations for immediate shipment.

Enterprise Combination Fruit and Wine Press

Has no equal for pressing fruit for Wines or Jellies.



The Mason.

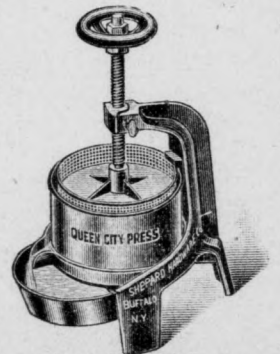
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Enterprise Fruit Press.

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Queen City Fruit Press.

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