

MICHIGAN TRADESMAN

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GRAND RAPIDS, JUNE 27, 1894.

NO. 562

MUSKEGON BAKERY
UNITED STATES BAKING Co.,
 CRACKERS, BISCUITS, CAKES.

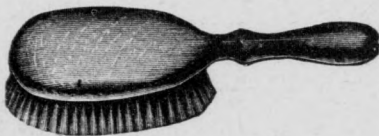
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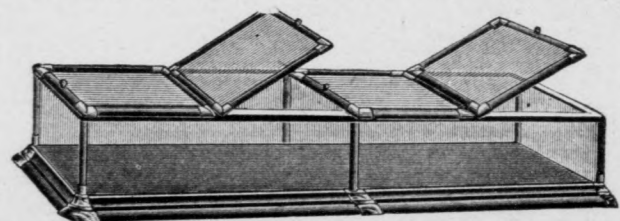
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JUNE 27, 1894.

NO. 562

Your Bank Account Solicited.

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GRAND RAPIDS, MICH.

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

IN SHAKE RAG ALLEY.

Shake Rag Alley was the toughest hole within the corporate limits. Into its short length was strained the quintessence of African wretchedness and poverty and crime, with a slight tincture of Caucasian deviltry. There were other distinctively negro quarters of the town. Across the canal, adjoining Limerick, was the aristocratic precinct of Egypt, where dwelt carriage drivers, butlers and the porters of Cotton Row; and there were, also, the outlying proletarian regions of Possum Hill and The Green Doors; but these latter, though of the genus slum both of them, paled into insignificance when compared with the abject misery and audacious lawlessness of Shake Rag. And Shake Rag lay in the heart of the city. Within sight rose the spire of the Church of the Good Samaritan, whose minister, the Reverend Paul Converse, once asserted with elation that never during his incumbency had he forwarded less than two hundred dollars monthly to fields of missionary labor abroad. And as he uttered the boast, a block away in one of the Alley's foulest dives Blue Gum Jake stabbed Catfish Charlie to death and that for a dime. It was wrong in Jake, of course, but then you see he wanted the dime. He was hungry, and the coin meant food.

Shake Rag, however, was not altogether ignored of the outside world. The King's Daughters, whenever the opportunity offered, which was seldom, strove gallantly to carry out the Master's precepts along its gutters. And sometimes, on pleasant Sabbath afternoons, enthusiastic Sunday school teachers and members of the Y. M. C. A. descended into the cul-de-sac and held open air services of prayer and song. Had their hearers been properly fed and clothed, these efforts might have borne appreciable fruit. But a body racked with hunger and cold diverts the mind from a contemplation of religious themes. And if the airs of the hymns that were sung lingered in the neighborhood, the words that were applied to them were usually the production of some local genius, descriptive of the fearless manner in which the latest celebrity had paid the penalty.

Pres. Ramsey was er brave man,
They hung him mighty high.
Says he: "Mister Jailer, thanky—
'There's restin' by an' by!"

To "die game," that was the prevalent ambition, and certainly it is better than forfeiting life to society and then dying like a craven.

A term of years in the state penitentiary—after a preparatory course of county chain-gang—was regarded by the Shake Ragians not as a calamitous possibility but one of the natural stages of existence. The gray granite walls of incarceration presented themselves—usually at the dawn of manhood—in place of the porticos of an *alma mater*—a cherishing mother, indeed, inasmuch as bread and raiment were

therein supplied, which was more than material maternity was wont to afford.

Such was Shake Rag Alley in ordinary.

There were, it is true, times when the sun which shineth upon the just less fiercely than upon their erring brothers, the same sun that elsewhere ripened smiling harvest fields flecked with shadows the lawns of luxurious suburban homes, and sparkled in the dancing waves of seaside pleasure resorts, blazed down in semi-tropical fury and bred fever and pestilence in its courts. Then the horrors of those garrets and cellars was unspeakable. Also there was an occasion when midnight waters swept terror and desolation adown the line of crazy tenements.

But such was the Alley in ordinary. And deep into its malodorous confines, Slouch Givens, a lean and ragged lad of twelve, darted one humid, stifling August noon. Fleeing as for life from the avenger of theft, in the person of a burly, blue-coated policeman, he naturally sought refuge at the horns of the altar, as typified by Shake Rag's numerous darksome dens. Homeless, half-starved and desperate, while shuffling up Royal Avenue's trim swept pavement a few minutes before, he had come suddenly face to face with a fairy vision of affluent childhood, in dainty garments, with sweet blue eyes and fluffy golden locks that crowned her like a halo. To snatch from either tiny hand the tempting candy and not less attractive purse had been the work of an instant, and then—flight.

The panting officer drew up at the mouth of the lane only to find that his prey had vanished, and, stalwart and courageous Hibernian though he was, did not feel inclined to prosecute the search any further. Slouch twisted around the first available corner, rushed through one hovel into the yard at the back, over a tumble-down fence, and into another open door at the rear of the next house, which led him to a room containing a bed, beneath whose shelter he slipped. From this retreat, an hour later, Black Maria, a strapping virago, the queen regnant of the rookery, haled him forth and demanded such account of himself and antecedents as a lively imagination and the precocious caution of the street Ishmaelite suggested on spur of the moment.

The stolen purse, however, was his most effective credential, and with its contents he was enabled to pay for food and lodging during the period that competent advisers considered it necessary for him to remain in hiding. And thus he became by degrees identified with the life of the Alley and enrolled in its motley band of juvenile free lancers.

There he lived through the weeks that followed; weeks of windless, persistent rain and a slowly rising river, until on the third Friday ordinary freshet mark had been reached and the low-lying portions of the city were already under water. The next day, however, was

clear, and the river began to subside, but on Sunday morning the flood-gates of heaven were opened again and a downpour ensued such as in that region had never been known before. This ceasing with sunset, a raging gale arose from the north that hastened the descent of the accumulated rainfall of the up-country, and through the long hours of the night a gallant sub-chief of the Fire Department rode with unflagging determination on a self-imposed mission of succor—now in advance of the creeping flood, giving timely warning, now breasting its waves and swimming his horse as he bore person after person from drowning homes to more elevated ground.

By noon on Monday the whole city was submerged. All lower stories were deserted, and in the small houses of the poor the roof alone, in most cases, afforded precarious refuge. Wrapped in total darkness, with the never-ceasing, soul-subduing roar of the mighty stream surging through the blackness, the old town that night underwent a baptism of dread that will ever linger in the memory of its people.

The subterranean warrens and one-storied huts of Shake Rag had been quickly vacated and a large percentage of its population temporarily dispersed, but the tottering height of "Crow Camp," with Black Maria for *chateleine*, offered delusive protection to many, and by midnight it fairly swarmed with anxious souls. The old house creaked and groaned and swayed to the sweep of the current that set directly athwart the city at that point, but the one overshadowing menace was the adjacent canal now brim full, with steady ripples ever and anon slipping across the banks on a level with the neighboring roofs. If those banks held all might yet be well; but if they gave way, even though the building chanced not to be immediately in the plunge of the escaping waters, it would be "all day in de mornin' wid Crow Camp," as Tar Heel, Maria's major domo, expressed it.

Amid the heterogeneous congregation of the Camp was one strikingly incongruous figure, a fairy vision of affluent childhood, in dainty garments, with sweet blue eyes and fluffy golden locks that crowned her like a halo. Early in the morning a colored nurse maid, whom the rapidly rising water prevented from returning from an errand, had drifted hither with her charge, and, later on, an acquaintance turning up with a boat and an offer to convey her to her own home in Egypt, had callously deserted the child. And thus little Lily Converse found herself in this den of iniquity, among surroundings that were strange and repulsive. She was wonderfully mature for her years, however, and possessed of an innocent trustfulness that was equivalent to self-reliance and boldness. Her winsome beauty and grave dignity gained her the admiration of the outlaws with whom she was caged, and though speedily despoiled of such trinkets and ribbons as she wore, she was not

otherwise molested, but allowed to wander at will about the house.

Left to herself as the fearful night dragged slowly by, the poor child, despite her uneasiness, was overpowered with sleep and would drowse fitfully for a moment and then wake in a sudden fright. It was after one of these startling returns to consciousness, toward morning, in a filthy, bare room lit by a guttering candle in the neck of a bottle, that she discovered herself again face to face with Slouch Givens. Recognition was instantaneous and mutual.

"You're a bad boy," said Lily, solemnly. "You're a thief."

Slouch sniffed. It was the easiest thing to do under the circumstances and might mean anything. So he merely sniffed by way of reply.

"You stole my purse and candy," continued the child. "Why did you do it? And *an't* you ashamed of yourself?"

Strange to say, he was, though he found it difficult to recognize the sensation.

"What made you do it, I say?" this time with an imperative stamp of the little foot.

"I—I was hongry," huskily. "I hadn't eat nothin' fur two days. I was mighty nigh starved."

"Oh, poor boy!" exclaimed Lily impulsively, with complete revulsion of feeling. "Why didn't you *ask* me for them? I would have given them to you gladly," and tears of sympathy rose to her eyes.

Slouch could have fallen down and worshipped her, had he known what worship meant. This lovely, elegantly dressed unreality was actually pitying and speaking kindly to *him*! Did he hear aright?

"L-lady," he faltered, "I—I'm sorry I done it."

"That's right," encouragingly. "And if you'll ask God—"

"Ask which?"

"Ask God—if you'll ask God, He'll forgive you. And you oughtn't to be so dirty. If you'll ask God that, too," with youthful orthodoxy, "He'll make you a nice, clean boy. You ought to have prayed when you were hongry, prayed to the Saviour—"

"Who's he?"

"The Savior?" in shocked surprise. "Why, Jesus Christ, the Son of God; don't you know? Haven't your father and mother told you? Where have you lived?"

Slouch hung his head, but continued to gaze in rapt admiration at his mistress.

"I-I think," he ventured, "I heard a cully—I mean a gent—tell about Him onct. I dunno nothin' much, lady; I ain't never had no chance. I uster live in de ate ward, an' maw an' sis worked in de factry an' I toted dinner to de han's. But maw, she died, an' sis went off wid de iron jawed man in de side show to de Exp'stion, an' then I lived about de wharf an' run wid de mule gang, till de cops nailed Foxy an' Major an' Butch an' broke us up. I reckon I'm a hard nut. I dunno—seems like I ain't never had enough to eat—but," producing the diminutive porte-monnaie, "here's yo' purse. I'm sorry I took it—an', I'm sorry, but the money's done spent."

"Oh, keep it; you can have it," interrupted Lily. Then, with earnest, if ungrammatical, commiseration, "It's me

that's sorry for you! To think that I have never known what it was to want."

But at that instant the steady thunder of the flood was swallowed up and lost in a sudden mightier rush and roar. No need to speculate as to its cause! The canal bank had broken, and in a moment with a jarring tremor, the whole structure began to rock and yield, while a mad uproar of shrieks and yells and oaths and snatches of prayer went up in the night. Several boats were moored at the different windows, and by their means, after a frantic fight for precedence, most of the inmates of the Camp effected their escape. But there would have been no place made for the two white children, and Slouch knew it well.

In less time than it takes to tell it, the plastering of the room commenced to crack and yawn and the flooring under their feet to oscillate. With one bound Slouch had Lily in the window; the next second, as the old house crumbled to its ruin, they were whirled away in a waste of frothing water filled with floating debris. The girl gave one wild scream of terror, and then clung, mute and numb with fright, to her protector. Slouch, the wharf rat, could swim like a fish, but his skill was of little avail in this fierce torrent that swept them as lightly as its own foam out of the Alley into a cross street. Here they were dashed against a tree, and the boy clutched it with the grip of desperation. It was hardly more than a sapling, but the less likely to be washed up for that reason, and there was room enough in its branches, that divided a few feet above the water, for his companion to rest in safety.

"If I boost you up into de limbs," he gasped, "will you hold on tight? It's mos' daybreak, an' somebody's *boun'* to come fo' long!"

"I'll try," wailed Lily, who with marvellous fortitude had retained consciousness. "I'll try. But don't leave me! Oh, *please* don't leave me!"

"I'll stick here long's I kin. There," crowding her securely between the yielding boughs, "take a tight hold. An', I say, next time you pray to—Him you made mention of, ask Him to make allowance fur a poor devil what never—"

But the sentence was never completed. A huge beam from the wrecked, dismantled Camp came driving end on and struck him fairly in front, tearing his grasp away. "Ask Him"—came faintly floating to her ears and then the darkness and oblivion from which he had emerged at birth took him back into its restful fold.

* * * * *

Lily was rescued within a few hours, and the river subsided after the flood had held two days of devastating sway.

Slouch's body, one of many, was found in the swamps below the city, a soiled, water-soaked little purse tightly clinched in the stiff left hand.

The following Sunday Rev. Paul Converse preached from the text, "Greater love hath no man than this," and the papers reported "a powerful effort." And then, it is to be feared, he ceased to think about the matter.

He continues, however, to electrify attentive audiences upon the subject of foreign missions, and sends a steadily increasing number of moral pocket handkerchiefs to the heathens who are fortunate enough to dwell beyond seas.

And Shake Rag Alley remains as before, the toughest hole within the corporate limits. VAL STAINES.

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Good Fruit for the

4TH

Big Bunches

that's what you will get if you order of us,

THE PUTNAM CANDY CO.

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We protect your interests by sending you nothing but good goods.

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Northern Michigan Retail Grocers' Association.

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Grand Rapids Retail Grocers' Association.

President, D. Vieregger; Secretary, E. A. Stowe. Official Organ—MICHIGAN TRADESMAN.

West Side (Saginaw) Retail Grocers' Association.

President, C. F. Alderton; Secretary, John Doerr.

Bay County Retail Grocers' Association.

President, Thos. Walsh; Secretary S. W. Waters.

Jackson Retail Grocers' Association.

President, P. W. Haefner; Sec'y, W. H. Porter.

Grand Haven Retail Grocers' Association.

President, John Boer; Secretary, Peter VerDuin.

Muskegon Retail Grocers' Association.

President, D. Christie; Secretary, F. B. Aldrich.

Jackson Retail Grocers' Association.

At the regular meeting of the Jackson Retail Grocers' Association, held on Thursday evening, June 21, President Haefner presided. Roll call showed all the officers present.

The Committee on Annual Excursion and Picnic reported progress.

The Committee on Protest against changes in hucksters and peddlers' ordinance, reported that a petition had been circulated and presented to the city council.

A committee of five members consisting of President Haefner and Messrs. Fleming, Casey, Peterman and Porter, were appointed to confer with the Mayor in regard to the peddlers ordinance.

The Committee on Hall was instructed that the Association preferred the Red Cross Hall as a place for meetings.

A letter was received from B. C. Hill and wife, returning thanks for flowers from the Association on the occasion of the death of their mother.

On motion, the Committee appointed to interview the Mayor was instructed to appoint one of their number to prosecute hucksters and peddlers in case the Mayor does not favor the ordinance.

The Secretary read an address in regard to association work for the benefit of visiting grocers as follows:

We have met this evening to discuss matters of interest to the retail dealer in groceries.

Let us first look backward, a little over three years, and start with our organization. It was prophesied at that time that we would not be in existence six months, but the "prophet was no good in his own country," for we have survived and prospered and bid fair to live for a long period yet. We do not need to say to those who have been active in the Association that the organization has been of great benefit, financially, as well as socially. To those who have not been active members, and to those who have not joined our ranks, we claim that we have saved them many dollars and been of great benefit to every grocer in the city by our work and by our influence. To those who have not been with us, and of us, we will say that in many instances, they have no knowledge of what was being done, but they have received the benefit, even without knowing it. When this organization was started it was for the purpose of correcting some of the existing evils in trade. We have accomplished some of the objects which have been undertaken. Some things are still in the hands of the Association, which will eventually be accomplished; and in a few instances our efforts have not been successful. The trade abuses and the many different things that were found to contend with at the time of our organization have multiplied so rapidly that, at the present time, it seems impossible to keep abreast of the tide while we act as individuals, and we sincerely believe that the time is at hand when associated effort is the only way by which a retail grocer can succeed in business. The wholesale grocers are firmly associated from the Atlantic Ocean to the Rocky Mountains, and it will be but a short time until every state and territory in our country will have a Wholesale Grocers' Association. The Wholesale Associations bind their members under

heavy penalty to maintain their rules. Some of their rules in effect at the present time are considered oppressive and unjust by the retailer. Many claim that they will not pay cartage, exchange or boxing charges, and can get goods without paying these charges. Granted that this is a fact, the agent, traveler or dealer who grants these concessions must, necessarily, be dishonest, as the firm or house they represent is pledged against such transactions; and if they deal unfairly and dishonestly in the one case will they not do the same in others? We know that the cartage, exchange and boxing rules are unfair and unjust, so long as we buy the goods at our place of business, or even if we go to the wholesale house for them; but would it not be better to pay the charges if quantity and quality require it than to make the salesman dishonest and compel us to watch him at every turn to keep him from evening up in some other way?

This wholesale end of our business is but one of the many things to be contended with. The candy manufacturers put up short count and short weight goods; the clothespin houses put up fifty-five dozen for five gross; the pickle houses put up 900 to 1,000 pickles for 1,200; and a large number of other things, that a grocer, who attends to his whole business, has to look after. Overproduction, sharp competition, dishonest practices by manufacturers and their agents to sell their goods keep the retailer "guessing where they are at" all the time, if they do their whole duty to their business. The methods used by tobacco manufacturers in putting their goods on the market are demoralizing and detrimental to the retailer. The soap powder market is overflowing—chewing gum, stove polish and hundreds of other things are crowded onto the retailer; and he is a good business man that can keep clear of dead stock these days, no matter how good an article is. A new house wishes to get its goods on the market and it offers a better scheme or a larger inducement and holds the trade until the next house crowds their way into the market. In brief, the retailer has to watch every turn, and needs the help of all his friends to keep clear of being squeezed by the wholesalers on one side and by the manufacturers' agents on the other side. Many people candidly believe that the retailer who is outside of an association will be quite at the mercy of the wholesaler or manufacturer. A proof of the necessity of associations is the fact, that the largest retailers are the most active members. There are many at the present time who claim to be independent, but get under the wing, and receive the benefit of the association, without giving any credit, or paying anything, for the benefits derived.

Bad debts is one of the greatest evils there is to contend with, but united effort will reduce this trouble to small dimensions, with honest effort on the part of the retailer. Why not prepare an alphabetical record of all the dead beat or bad pay customers on your books, bring it to the meeting and have it kept handy for reference; and if the grocers will be honest with themselves and their fellow members, in three months from this date it will be almost impossible for a dead-beat to get credit in Jackson. Concerted action will find a remedy for almost every evil that exists in trade, but the hardest part is the application of the remedy.

The evidence of the necessity of associations is found in the fact that new ones are being formed throughout the State and country, every trade journal showing work and increase of interest in associated bodies of retail grocers. Owosso and Hudson have recently organized. We note by THE TRADESMAN that on the 13th of this month grocers from Coleman, Clare, Shepherd, Leroy, Reed City, Ithaca, Big Rapids, and Mt. Pleasant met together and formed the Northern Michigan Retail Grocers' Association. I quote two of their resolutions which were adopted and shows that they are starting right.

"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 deadbeats 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."

Thoughts govern the world, necessities produce thought. We will add a few words about the past, present and future. The Civil War of the country went further toward civilizing and enlightening the world, within the past thirty years, than all other causes combined in a hundred years. Of the hundreds of thousands that formed our armies, a large proportion had scarcely ever been outside of their own town or county, and every step to them was a revelation and an education. They had no ideas beyond their daily work and their neighborhood. They saw things that they had never heard of, their power of thought was increased and enlarged, and but a few years after the close of the war we find our people extending civilization to every known portion of the globe and struggling hard to find places which had never been reached.

We need not record the advance in art, science, invention, and manufacture, only to say that by far the greater part of the progress of the United States has been within the past thirty years. Civilization has extended further and faster than in any other period of the world's history. In fact, the boom that has been forcing civilization to all parts of the world has had to slacken its speed. Heathen nations that had none of the benefits, or even knowledge of the ways of the world, have become enlightened. In the land of pigtailed, rice and rats, we learn from Frank G. Carpenter's letters that the Chinese are manufacturing their own cannons, comparing favorably with the wonderful works of Krupp in Germany. They are rolling their own railroad iron, and as wonderful as it may seem, the heathens are making engines that compare favorably with our best American manufacture. Other nations are prospering in like manner. Civilization has reached nearly over the known world. Agriculture has kept pace with everything else. Countries that had no grain, or had to use grain shipped from America, now raise more than this country. We can only depend upon exporting such an amount as can be sold in competition with other countries. This is one of the great causes of the dull times of to-day. This country is not alone in the panic, many of the older countries being worse off by far than we are. The world seems to have come to a standstill on the lines that have been followed for the past quarter of a century, and in the future we will find that science and invention will turn toward improving things that are made, rather than adding so rapidly to new inventions. The days for picking up fortunes in a day or a year in this country are passed. As a rule, money will come slow. Economy will be necessary and wealth will be acquired only by diligent, careful methods; and it is our belief that association of interest and careful study of our business will be necessary in the future for even a limited success in the retail grocery trade. We will have to drop negative methods, and institute positive ways in our business. The wholesale trade is friendly to our interests and will help us, the same as it helps the Retail Grocers' Association in Grand Rapids, if we allow them to do so.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Elk's Hall, Monday evening, June 18, President Vieregger presided.

The Executive Committee asked for further time in which to decide upon a suitable location for the picnic, which was granted.

The Committee on Flour was also given further time to report.

The Secretary presented the report of

the financial outcome of the food show as follows:

RECEIPTS.	
Sale of booths.....	\$1,017 26
House receipts.....	237 50
Outside sales.....	148 75
	\$1,403 51
DISBURSEMENTS.	
Advertising.....	\$ 143 50
General expenses.....	1,537 14
	\$1,670 64
RECAPITULATION.	
Disbursements.....	\$1,670 64
Receipts.....	1,403 51
	\$ 267 13

On motion the report was accepted, the chairman congratulating the Association that the loss sustained was guaranteed by an outsider and would not fall upon the Association.

On motion of Mr. Elliott, the guarantor, Chas. B. Knox, of Johnstown, N. Y., was tendered a hearty vote of thanks for the persistent efforts he made to render the affair a success, and the members of the Association pledged themselves to show their appreciation of his efforts by pushing the sale of his goods at all times and under all circumstances.

J. H. Goss moved that the grocers keep their stores closed all day July 4.

J. J. Wagner moved as an amendment that the stores be closed at noon, which was adopted.

E. White was unprepared to present a paper on the subject of "Location of the Public Market," but spoke in favor of a market over the River, located midway the stream, between Pearl and Bridge streets, with entrances from each bridge.

A. J. Elliott stated that he would bring the matter before the Municipal League, with a view to ascertaining the sentiment of that body on the question.

J. Geo. Lehman remarked that if Alderman Emmer had put the same energy into a public market that he did into the electric light question it would be far better for the city.

The same gentleman suggested that it would be a good idea to reiterate the question discussed two or three years ago, prohibiting the return of empty berry boxes to the grocers.

Mr. Wagner stated that he had made it a rule not to return the boxes, as he had discovered that only second-class growers wanted their boxes back. He offered the following resolution, which was unanimously adopted:

WHEREAS—The sale of the package with the fruit is conducive to both health and convenience; therefore

Resolved—That we reaffirm our belief in the rule adopted by the Association several years ago, prohibiting the return of berry packages to growers.

Mr. Elliott brought up the matter of a uniform basket and the inspection of fruit, asserting that he would like to see every basket of fruit inspected and stamped.

Mr. Lehman referred to the pleasure in handling a uniform fruit package and suggested co-operation with the fruit growers on this question. He would like to know what style of package the grocers preferred.

Mr. Elliott stated he preferred a package one deep.

Mr. Vinkemulder said he preferred a twelve basket crate for home use and a twenty-four basket crate for shipping purposes.

Mr. Goss thought the twelve basket crate preferable to the twenty-four in one respect—that the buyer can see what he is getting.

On motion of Mr. Elliott, the following resolution was unanimously adopted:

Resolved—That we recommend the adoption of a uniform package of standard size and also the appointment of an inspector of fruit and vegetables to reject unwholesome goods and stamp fruit and packages of approved standard.

On motion of Mr. Goss, the Secretary was instructed to place the substance of this action on the next sugar card.

On motion of Mr. Lehman, the Secretary was instructed to collect the annual dues for this year, rebating one-half of the amount, in view of the fact that the treasury of the Association is in excellent condition.

Treasurer Lehman reported a balance on hand of \$355, and the meeting adjourned.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Paw Paw—Harry Longwell, of Longwell Bros., druggists, is dead.

Palmyra—Hart & Pifer succeed Hart & Steik in the meat business.

Nessen City—Sarah L. Hogg succeeds Wm. Hogg in the grocery business.

Ludington—Jas. S. Lovely has sold his music stock to Ray Campbell & Co.

Vandalia—J. D. Bonine has purchased the drug stock of L. L. Lavenburg.

Escanaba—Harry Murray, dealer in hardware, has removed to Boone, Ia.

Marquette—Henry Mack, Jr., succeeds Mack & Billings in the meat business.

Elkton—Flack & Blakely succeed R. (Mrs. Alois) Klein in general trade.

Oxford—E. C. Edgerty has opened a grocery store in F. C. Barber's building.

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

Ellsworth—R. Gidley succeeds Gidley & Boltze in the drug and stationery business.

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

Iron River—E. V. Hopkins is succeeded by Rudolph Steller in the drug business.

Kalamazoo—Cornelius Vandervliet succeeds L. Hollander & Co. in the coal business.

Eagle—Eugene Brya has purchased the grocery and hardware stock of Hunton & McCrumb.

Sullivan—K. C. Osborne's sawmill burned Sunday. Loss, about \$500; no insurance.

White Pigeon—Louis Rhoades, of Rhoades & Son, grain and produce dealers, is dead.

Fenwick—Bennett & Osborne, agricultural implement dealers, have dissolved, Wm. H. Bennett succeeding.

Grand Blanc—E. A. Salisbury, formerly of Flint, succeeds F. R. Anable in the grocery and meat business.

Plainwell—S. B. Smith has rented a store in the opera house block which he will occupy with a notion and bazaar stock.

Lake City—The grocery firm of J. V. Moran & Co. has dissolved. J. V. Moran will continue the business in his own name.

Three Rivers—M. Hack succeeds Craig & Hack in the meat and general market business. Mr. Craig retires on account of poor health.

Sonoma—Benjamin Trethrick has sold his interest in the Baker & Trethrick drug and grocery stock to his partner, Dr. J. I. Baker.

Sturgis—Geo. H. Klesert succeeds Passehls & Klesert in the grocery business. Mr. Passehls returns to Chicago to travel for a wholesale liquor house.

McBain—Wm. Lodewyk has purchased a half interest in the general stock of B. Lodewyk. The new firm will be known as B. Lodewyk & Son.

Dushville—Geo. W. Layman is erecting a new frame store building, 22x50 feet in dimensions, which he expects to occupy with his drug stock in about thirty days.

Altona—Eli Lyons is erecting a store building, 18x24 feet in dimensions, detached from the building containing his general stock to which he will remove his drug stock.

Cheboygan—It is Geo. H. DeGereaux, not Arthur R. Gerow, who will shortly embark in the wholesale and retail confectionery business at this place.

Marshall—The Peters hardware stock has been purchased by Chas. Ricketts, of this city, and Frank French, of Burlington, who will continue the business at the same location.

St. Louis—Clinton Satterlee has purchased the grocery stock of H. Harrington and leased the store at East St. Louis, and has consolidated his two grocery stocks in the Harrington building.

Cadillac—J. Cornwell & Sons have under consideration the erection of a three-story brick building, 44x50 feet in dimensions, which they will occupy, when completed, with their wholesale grocery stock.

Menominee—E. Lewis & Co. have purchased the undertaking business of D. Barclay & Co., and the furniture business of Brace & Hornbrook and will combine the two stocks into one business.

Wayland—Henry K. Gleason, formerly engaged in the drug business at Fennville, is erecting a double store building at this place, one side of which he will occupy with a drug stock as soon as completed.

Elwell—Phelps Bros. have sold their general stock to Jay Gee, who will continue the business at the same location. They still retain their drug stock, but will dispose of it as soon as a purchaser can be found. The Messrs. Phelps began business fourteen years ago with \$500 capital. They now own a 400 acre farm of excellent soil, stocked with some of the best bred animals in the State and are surrounded with every comfort and convenience within the realm of reasonable expenditure—all of which goes to show that fidelity to business behind the counter brings its own reward.

MANUFACTURING MATTERS.

Dundee—The Buckeye Churn Co., manufacturers of tables, has been closed under mortgage.

Tawas City—The Tawas City creamery was a failure, but it has been changed into a cheese factory and is now receiving a good patronage.

Plainwell—The Plainwell Church Furniture Co. is building an addition to its factory, 20x60 feet in size, which will enable it to double its output.

Manistee—White, Friant & Co. have started their sawmill and think they will have enough logs from now on to keep them at work for the balance of the season. They are to saw for Ward & Root, who pile all their cut for yard trade.

Otter Lake—The Otter Lake Creamery Co. is following the footsteps of over 100 "scheme creameries" established in this State by enterprising Chicago supply houses. Davis & Rankin hold the building and real estate, while Norman M. Stark, of this place, has been given a chattel mortgage of \$452.10 on machinery to satisfy debts he footed while the company ran the plant. The machinery is now offered for sale by virtue of this mortgage.

Mancelona—The festive creamery agent is endeavoring to interest the farmers in this vicinity in a \$4,000 factory creamery. In all probability the farmers will conclude not to invest, as a little investigation will satisfy them that

a creamery outfit adequate to the needs of this community can be put in for \$600 or \$800, and that a building suitable for the purpose can be erected for \$800 or \$900 more; moreover, the present price of creamery butter to-day in New York is about the same as that of farmers' butter at home, which offers meager encouragement to factory creameries.

Marquette—Bice & Sons and the Hager & Johnson Manufacturing Co., the two loading wood working plants of this city, have been consolidated under the title of the Bice Manufacturing Co., with a paid up capital stock of \$100,000. The Bices, who are well skilled and successful in their line, will take the management of the new concern under their personal supervision, and try to make the big plant known as the Polygonal works what it has not yet been, a paying success. They have also plans in immediate prospect which will greatly increase the working of dressed lumber at this point. The change is looked on as a good one for the stockholders and the city in general.

Manistee—Louis Sands has just completed his second salt well after 5½ months' work, and will begin immediately to sink a third. He has recently increased the capacity of his block so that when the second well gets to pumping brine of full strength he will turn out 1,000 to 1,200 barrels daily. Manistee has struck her regular summer gait on salt and is turning out more than one-third of the salt produced in the State. Tom Percy, of Ludington, aims to take the crown away from Peters, and says he will be the salt king of Michigan before long, and is going to have a capacity to turn out 2,500 barrels of salt every day. He is reckoning without his host if he thinks he is going to get ahead of R. G. that way, should the business get back into R. G.'s hands another year, of which there now seems to be every indication.

Purely Personal.

Harry L. Hall, manager of the city department of the Hazeltine & Perkins Drug Co., is spending a fortnight's vacation at Whitehall.

Frank C. L'Hommedieu, a member of the drug firm of Bassett & L'Hommedieu, of Detroit, died last Friday of consumption. He was raised in Cuyahoga Falls, Ohio, but came to Detroit when a young man. He was employed until six years ago by Farrand, Williams & Co., but left their employ to enter the retail drug business. He has resided in Tucson, Ariz., much of the time since 1892, when his health commenced to fail. In hopes of recovering he returned to Detroit last month. He was 44 years of age, and is survived by a widow and three children. He was a member of the First Presbyterian Church Society.

The peculiar character noted on the streets of Grand Rapids of late is none other than Harry Hawkins, the Wayland druggist, who is about as eccentric as the world-famous George Francis Train. Pending the addition of a second story to his store building at Wayland, he has closed his drug store, come to Grand Rapids, rented a house in the suburbs, and, while his wife is plying her profession as a dressmaker, Harry is walking the streets, with the avowed intention of seeing all there is to be seen in Grand Rapids. His long black ulster, broad brimmed white hat and Dickinsonian whiskers render him a conspicuous figure

on the streets, but few people would imagine from his appearance that he is one of the largest owners of government bonds in this part of the State. Such is a fact, however, as was attested by his appearing before the proper officers in Allegan county a few years ago for the purpose of swearing down his assessment. It is asserted that he is now the owner of \$30,000 worth of bonds, and, as he never spends a cent unnecessarily, it is natural to infer that he is adding to his collection regularly.

The Wheat Market.

The cereal was lifeless and fluctuations narrow during the week. Exports were only 2,000,000 bushels, against 3,563,000 bushels for the corresponding week last year. To be sure there were reports from Austro-Hungary, Russia and the Argentine Republic of damage to crops by frost and wet weather, but this did not have any effect on the general market. Another factor which seems to depress wheat is the anti-option bill, which passed the House last week. This will have the very opposite effect on wheat prices from what its promoters intended or expected, as it will surely be the cause of depressing, instead of enhancing, the price. Mr. Hatch and all those in favor of the anti-option bill should know that America cannot do much exporting unless futures can be dealt in, but time will settle that question. I do not look for much decrease in the visible supply, owing to small exports. The demand for flour has been good; exporters offer about the same prices as the local market, while wheat is about 2 cents above shipping basis. Mill feed is in good demand. Corn and oats have been very irregular and of the boomish order. Oats reached 53 cents, but receded to 48 cents. Corn seems, also, to be high, taking into consideration the fine growing weather. Receipts for the week were, wheat, fifty-eight cars; corn, twelve cars; oats, two cars.

C. G. A. VOIGT.

Grace Legalized by Statute.

GRAND RAPIDS, June 25—THE TRADESMAN misquoted me last week. I did not understand you to ask if the giving of grace on notes and drafts was a statutory enactment; I thought your question had reference to how it originated. While the giving of three days of grace originated in custom, it was made obligatory by legislative enactment in this State in 1846. The law was passed more for the purpose of limiting the application of grace than to make the custom a law. It had that effect, however, and what at first was a matter of grace between creditor and debtor is now a matter of law. Here is the law (Howell's Annotated Statutes, Chap. 35, Sec. 1581-1582): On all bills of exchange payable at sight, or at a future day certain, within this State, and on all negotiable promissory notes, orders and drafts, payable at a future date certain, within this State, in which there is not an express stipulation to the contrary, grace shall be allowed, except as provided in the following section, in like manner as it is allowed by the custom of merchants, on foreign bills of exchange, payable at the expiration of a certain period after date or sight. The provisions of the last preceding section shall not extend to any bill of exchange, note or draft payable on demand.

A large number of people think that this matter rests entirely on custom, and it is, perhaps, just as well that the matter should be cleared up. As to the abolition of the custom, or rather the repealing of the law, I think it ought to be done. There is not a single reason for its retention.

PETER DORAN.

GRAND RAPIDS GOSSIP.

W. J. Carlyle & Co., wall paper and paints, have moved from 498 S. Division street to 457 S. Division street.

Bender & Ragan succeed Williams & Bender in the grocery business at the corner of Spring and Oakes streets.

Adam Ludwig has engaged in the grocery business at Elkhart, Ind. The Musselman Grocer Co. furnished the stock.

Chas. R. Visner and Thos. Visner have opened a butter depot at 290 South Division street under the style of Visner Bros.

Gady & Faulhaber, dry goods and notions, 58 W. Leonard street, have closed out their stock and gone out of business.

Geo. W. Williams has opened a grocery store at the corner of East and Union streets. The Musselman Grocer Co. furnished the stock.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association has established the retail price of granulated sugar at 5 cents straight for the present.

Fred Sargent and W. R. Buss have formed a copartnership under the style of the Grand Rapids Feed Co. and engaged in the flour, feed, grain, hay, wood and coal business at 140 Elsworth avenue.

Joseph Houseman is one of the strongest opponents to the proposed Saturday half holiday for bank clerks, both as a clothing merchant and as a director in the Grand Rapids National Bank. Mr. Houseman says it would be a great inconvenience to his clothing establishment to be unable to make a deposit after noon of Saturday, as it frequently happens that they take in more money between 11 and 3 o'clock Saturday than any other two days in the week; moreover, the ability to get change from the bank up to the hour of closing is sometimes absolutely essential. Mr. Houseman says he was recently called upon by a gentleman representing the bank clerks, who informed him that, unless he changed front on the closing question, the sixty-five bank clerks of the city would boycott him. In response to this threat, Mr. Houseman informed the gentleman that the bank clerks might boycott him and be blanked, or words to that effect. As both the Grand Rapids National Bank and the People's Savings Bank decline to join in the movement, the matter is probably shelved for this year; and, considering the underhand methods some of the clerks have used to bring about the half day closing movement, it deserves to be shelved for all time.

A feature of the present depression is the large number of girls and young women who are out of employment. Some of these are stenographers and typewriters, some are book-keepers, while others are book-keepers after a fashion, but the great majority know just enough about office and store work to unfit them for other kinds of work. Girls have an idea that office work is more "genteel" than house work; that there is something degrading about the latter, while the former will give them a certain standing in society. They do not like to be called "menials;" they

prefer to take their chances in competition, not only with other girls, but with young men in the uncertainties of commercial life, with low wages, long hours and the thousand and one discomforts and annoyances inseparable from the office or store. A girl accustomed to housework, and especially a good cook, is almost always sure of a good place, with all the comforts of a home, comparatively easy work, short hours, all things considered, and wages much better than the majority of girls receive in office or store; but most girls prefer clerking to housework, and for the reason stated, that most of them are enamored of the shabby gentility which seems to be one of the perquisites of the last named positions. In this connection the words of a business man of this city are interesting. He said: "I advertised for a stenographer last week, and in one day received no less than forty applications for the position. A few of these owned their own typewriters, but most of them would rent a machine for \$5 a month if engaged. Now, if the thirty-nine who got left would turn their attention to housework and cooking, they would stand a show of getting work; as it is, it will be months before some of these will get anything to do. When one of these girls gets married she must hire a girl, for, as a rule, she knows nothing about housework; her high-flown notions of things stick to her and she still objects to being called a servant girl. Mrs. Rorer said while here that good cooks were at a premium; they were one of the vital essentials of civilized life; they were, as a rule, well paid; the work was light and pleasant, but they were the scarcest commodity in the market. There are salesladies, and lady stenographers, and lady book-keepers until you can't rest; but cooks—good cooks who can be depended upon to get up a meal that won't give a man chronic dyspepsia, or cause him to raise a whole herd of nightmares—are like angel's visits—seldom heard of, and, when they are, not very well authenticated. Now, I can't afford to pay a girl more than \$5 a week; what I actually need is an office boy, but I have some work for a typewriter. Suppose the young lady I have engaged were a good cook, or proficient in housework, she would command better wages, and, in addition, have a good home. I don't mean to say that all girls could secure good places as cooks, but many of them could, and there would still be enough to fill all the available positions in offices and would, perhaps, stiffen the market for those who remain. Just think of it! Forty applications for one little position paying \$5 a week and the whole country crying out for good cooks!"

Slightly Inconsistent.

A prominent Monroe street shoe dealer sent an order to a well-known Chicago department store for a quantity of canned goods for his own use. His order was filled, but, on the receipt of his goods, he found that, besides paying fully as much as he would have paid at home, many of the articles were not what he had ordered. He had paid the bill, however, and there was nothing to do but to keep the goods. The shoe man went to a local grocer and asked him to take some of the goods off his hands. The grocer told him that he was stocked up in canned goods and could not help him

out. He would have been a "chump" if he had. That shoe dealer probably expects Grand Rapids people to buy their shoes at home, not to go to Chicago for them. That is exactly what they ought to do. As good shoes at a reasonable price can be bought in Grand Rapids as in Chicago, and, other things being equal, our people should buy their foot wear at home; but if shoe dealers go to the Windy City for their groceries, what is the matter with grocers buying their shoes there? What is fair for one is for another, and that particular dealer in pedal coverings can find no fault if he gets no trade from Grand Rapids grocers. The assurance of that shoe dealer is refreshing—sending to Chicago for his canned goods and then, when he finds he has something he does not want, asking a home grocer to take his useless stock off his hands!

A lady recently entered a Monroe street grocery and asked the price of certain small fruits. On hearing the price, she exclaimed, "Why, I can get them very much cheaper from the farmers. I won't pay you any such price." It is supposed that she went to the farmers for her fruit, as she bought none at the groceries. She is one of a number of ladies who are continually soliciting subscriptions for various objects—all more or less worthy, no doubt, but all dependent almost entirely upon the benevolence of the business men of the city. If a business man subscribes money to any institution the amount must come out of the profits of his business, and if the people of the city do not patronize him, but go outside to do their buying, he cannot be blamed if he does not subscribe. It has been said that "one good turn deserves another." If this is true, then Grand Rapids people should spend their money in the city, even if the dealers do make a little money out of their business. But can city merchants be expected to give much to the many institutions which live on the bounty of the people while their promoters are spending their money out of the city? There is considerable of that sort of thing going on in the city, and those who are doing it should, at least, refrain from asking Grand Rapids business men to contribute to any charitable or other institution which must draw its life from the pockets of home dealers.

An Assorted Stock.

It was in a little New Hampshire village among the mountains where the country store served as post office, circulating library, shoe store, grocery store, dry goods store and everything else combined, that a Boston lady, glancing over the books, inquired, "Have you Browning?"

"No," said the attendant somewhat regretfully, and not knowing just what kind of an article Browning might be, "we have not." Then, more brightly, "But we have blacking and bluing and have a man who does whitening. We occasionally do pinking. Would any of these do?"

Annual Meeting of the Clark Grocery Co.

At the annual meeting of the stockholders of the I. M. Clark Grocery Co., M. J. Clark, Frank Jewell, Sumner M. Wells, Fred B. Clark and W. D. Weaver were elected directors of the corporation for the ensuing year. At a subsequent meeting of the directors officers were elected as follows: President—M. J. Clark. Vice President—Frank Jewell. Secretary—Sumner M. Wells. Treasurer—Frank B. Clark.

According to the advertisements in medical journals, chewing gum impregnated with various antiseptics is offered by the Germans as an agreeable and effective prophylactic against throat affections, particularly for children, young folks, and people generally who are sensitive to attacks of cold, catarrh, etc. The idea is a good one, and we may soon look for similar preparations from our gum-makers.

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

FOR SALE—A WELL EQUIPPED MACHINE shop in Detroit, Michigan. Good tools, suitable for building or repairing heavy or light machinery. Good business location and low rent. Suitable terms to responsible parties. Particulars from Charles Steel, Administrator, box 46, Wyandotte, Michigan. 647

EXCLUSIVE RIGHT GIVEN ONE GROCER each county; staple article; large profits. R. Givens, grocer and commission merchant, Corpus Christi, Tex. 649

FOR SALE—FINE BAKERY, RESTAURANT, ice cream parlor and soda fountain in one of the best locations in a good lively town in Northern Michigan. Twenty years established. Population 6,000 to 7,000. Good chance for a smart man. Address No. 648, care Michigan Tradesman. 648

WANTED—TO PURCHASE, A CLEAN drug stock, few fixtures. Must be cheap for spot cash. Address W., care Michigan Tradesman. 650

GOOD OPENING FOR A BOOT AND SHOE business at Traverse City. Store, 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—CLOTHING AND GENTLEMEN'S furnishing goods stock at a bargain. Will rent store to parties purchasing if so desired. Address Lock box 270, Charlotte, Mich. 642

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

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

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

MICHIGAN DRUG EXCHANGE, H. E. Grand Rapids, Proprietor. I have on my list several drug stores for sale, ranging from \$500 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 OCCUPIED BY E. J. Ware, druggist, corner Cherry and East streets. Also meat market, east end same building, with good ice box. John C. Dunton, old County building. 618

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

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

C. A. CONNOR,

Manufacturer of

ICE CREAM.

Owosso, Mich.

Orders for Fancy Brick Cream Filled on Short Notice.

UNHEALTHY OCCUPATIONS.

The saying to the effect that one-half the world is ignorant as to how the other half lives receives confirmation in some of the reports, in relation to labor, that find their way into print; not the least interesting being those in relation to the effect of different occupations upon the health of those who follow them, these reports being prepared by medical men after careful observation.

For example, it is popularly believed that insanity, paresis, and kindred diseases principally affect those who are designated as brain-workers, in contradistinction to those who work with their hands. That these diseases do affect brain-workers for the most part is undoubtedly true enough, but the trouble is in understanding who works the brain hardest. There is reason to doubt that it is always, or generally, the business man or the professional man. As throwing some light on this, Dr. Spratling, of New York, writes upon fifty-seven cases of insanity amongst the operatives in silk mills in a single city in New Jersey, finding that brain stress was the cause in nearly every instance. That is, the brain had been overtaxed by long hours in managing complex and delicate machinery, "one person sometimes doing the work of two or more in order to increase his earnings." The trouble appears to be that the brain is kept in an almost constant state of high tension, there being little relaxation in the grinding effort to make a living, the effect upon the brain being intensified by bad air and poor food.

Now, we venture to say that few ever thought that a favorable place to look for insanity and diseases of the brain was amongst the operatives in silk mills, yet such seems to be the case.

Outside of silk mills, it is, of course, well known that there are many unhealthy occupations, working at which men and women live but a few years at the most, and it becomes a question how far the State should interfere in the direction of ameliorating the condition of those compelled in their search for a living to work at such occupations. It is true—and will always be under present conditions—that men and women prompted by necessity will work under almost any conditions imposed upon them, conditions that result in physical wreck. If society has no other interest in the matter, it has a selfish interest in future generations that will spring up as the result of such conditions—the interest of self-preservation. Society has a right to demand interference for its own protection, and nowhere is this more essential than in this country, where there can be no class that is not of the ruling class.

In older countries a good deal of attention has been given to this subject. This is undoubtedly in part due to a greater necessity, owing to the more crowded conditions of these countries. Eventually, the matter will receive more attention in this country. So far as efforts have already been made, they have been in a measure successful; successful in a degree proportionate to the persistency of the efforts. This is notably true in relation to coal mining. An example of where but little has been accomplished is in the instance of the sweating system—so called—in the manufacture of clothes. There is room in many cities for energetic work in this direction, as well as in some other directions.

FRANK STOWELL

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, CORSET JEANS, PRINTS, CARPET WARP, and TICKINGS.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DECKS, WADDINGS, SILESIAS, SEWING SILK, HOOKS AND EYES—PER CROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES—PER M, TABLE OIL CLOTH, COTTONTWINES, and PLAID OSNABURGS.



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.

Warranting Edged Tools.

One of the most vexatious and temper trying episodes which occasionally arise in a retail hardware store is the return of articles which have been warranted by the merchant. As a rule, a dealer will guarantee a knife, shears, plane-bit, hatchet, axe, etc., free from flaws in the manufacture, should they break while legitimately used and the point of fracture shows a flaw—which is readily detected; he will hand out a new article, retain the faulty one, charging it to the jobber or manufacturer from whom he bought it. But impositions have been so frequent by customers, that merchants are careful how and to whom they warrant goods. A case in point—one within the writer's ken—may be of interest to hardware dealers. It was in a store at a county seat not sixty miles from Chicago, and during the hard and severe winter of 1876-7. A couple of farmers came in for axes. We kept Lippincott's, Blood's and Hunt's. They were hard to suit, but finally selected two of Hunt's make, 4 1/2 and 4 3/4 pounds respectively. While they were being wrapped up they were particularly anxious as to the warrant, which was as follows: "Free from flaws, should they break and the fracture show it, new axes will be furnished." This appeared satisfactory. Several days afterward the men returned with both axes broken—a crescent shaped piece being broken out of the blade of each. One of these showed a slight flaw in the steel—a dark burned appearance at the point of fracture; this was accepted and a new axe provided. The other was broken out of the solid steel. On questioning the man, he said he had been merely chopping, the same as his partner, but, on being pressed, admitted he had been cutting into a frozen knot on a fallen oak. Of course, his request for a new axe was refused, and the man was as mad as a wet hen, emphatically asserting that he would never buy another thing from that store, and no amount of reasoning could shake his opinion that "Mr. So and So's warrant didn't amount to chucks." The writer afterwards learned that the same man had victimized several other hardware stores out of new axes by protesting that he had been doing straight chopping. Other cases might be cited, but the foregoing is sufficient to serve the purpose—care in wording the warranty on edge tools.

In fifty-four towns and cities of England the garbage is used for fuel to run electric light plants. It makes the light come cheaper than when coal was used, and does away with the garbage difficulty.

A New York cigar dealer recently advertised for a "live Indian" to serve as a cigar sign and 1,000 men of all colors and races applied for the job.

SWISS VILLA MIXED PAINTS.

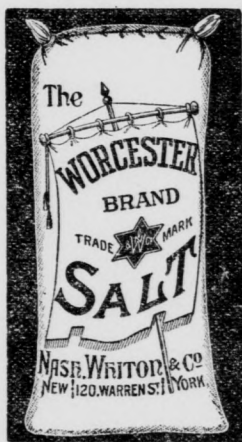
We are T. H. Nevin Co.'s agents for Michigan for this well-known brand of Paints.

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.

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.
Established 1868.

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

Practical Roofers
In Felt, Composition and Gravel,
Cor. LOUIS and CAMPAU Sts.,
Grand Rapids, Mich.
H. M. REYNOLDS & SON
Hardware Price Current.

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

ADGERS AND BITS.	
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	net 30 00
BOLTS.	
Stove	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	dis.
Wrought Narrow, bright 5ast joint	40 00&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	43
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	40&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	58
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tauged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	132 12 1/4 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 30; 22 and 24; 25 and 26; 27	28
List 12 13 14	15 16 17
Discount, 60-10	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10.
MILLS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60	Base Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
Fin 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch; 10	70
" 8	80
" 6	90
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 2 40
Scota Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 10-10
Copper Rivets and Burr	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkos & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/4	net 10
" " " "	net 8 1/2
" " " "	net 7 1/2
" " " "	net 7 1/4
Strap and T	dis. 50
HOLLOW WARE.	
Pots	50&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japaned Tin Ware	25
Granite Iron Ware	new list 25
WIRE GOODS.	
Bight	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPE.	
Sisal, 1/4 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	7 1/2
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$3 50 \$2 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 26	3 65 2 90
No. 27	3 75 3 00
All sheets No. 19 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH COED.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 55
" Drab B	" 55
" White C	" 70
Discount, 10.	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dex X Cuts, per foot	50
" Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	15c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	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, nickleod	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75&10
Screws, New List	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 2/4	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, "	7 50
10x14 IX, "	9 25
14x20 IX, "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, "	6 75
10x14 IX, "	8 25
14x20 IX, "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, Worcester	6 50
14x20 IX, "	8 50
20x28 IC, "	13 50
14x20 IC, Allaway Grade	6 00
14x20 IX, "	7 50
20x28 IC, "	15 50
20x28 IX, "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 3 Boilers,	per pound 10 00
14x60 IX, " " "	per pound 10 00

MICHIGAN TRADESMAN

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

Published at
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— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

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E. A. STOWE, Editor.

WEDNESDAY, JUNE 27, 1894.

THE DRAIN OF GOLD.

The summer exodus to Europe has commenced. It is a regular business to go abroad for a summer vacation, and it need not cost much more than is spent by the summer wanderer in a tour through the seaside, lakeside or mountain resorts of this country. While this is true, it is no less a fact that a trip abroad makes a vast difference to the finances of the country. Tourists in our own wide continental area only circulate their money from one State to another. The same greenbacks are good money all over the country, and so is a silver dollar. But to cross the water one must have gold. Greenbacks and silver are out of the question.

All of the money thus expended goes to foreigners. All the ships which carry passengers, with a very few exceptions, are foreign vessels, and thus a vast amount of money is taken out of the country. The exports of gold in the month of May alone were \$32,000,000, largely caused by the exodus of travelers to Europe. Some suggestive figures are given in this connection. The total number of cabin passengers leaving New York for Europe in 1893 was 71,859, of whom 48,456 were adult males. Allowing that the men, singly and as heads of families, expended \$1,000 each—which is a low estimate—nearly \$48,500,000 in gold was required for the expenses of those 71,850 tourists.

In addition to the value of money spent by American tourists abroad, is the amount sent by relatives to members of their families left in the old countries. It is also noticed that thousands of aliens who immigrated to this country a longer or shorter time ago are returning to their native places. Reports from the railroad offices, says the *Chicago Herald*, show that 7,000 or 8,000 of these persons from all parts of the West have bought tickets in Chicago for European points. These people came to the United States, not for a permanent residence, but to make a fortune to carry back to Europe. They have made their fortunes and are going home. Usually it is but a few thousand dollars, or a few hundred even; but, be the sum large or small, it goes out of this country, and always in gold.

Another way in which large amounts of gold are sent out of the country is for rents of property in this country owned in Europe. There is a vast deal of property in this country owned by foreign landlords. They seldom make any improvements, save what is absolutely necessary to keep the buildings habitable, while all the rents are taken away as fast as they are earned.

This country, rich as it is, would never have been able to sustain such a constant and enormous drain of gold but for its rich mines. At the time California gold began to come into circulation, it is doubtful if \$20,000,000 of gold was to be found in the entire length and breadth of the Union; but then there were few American tourists abroad, and the commerce of the country was only required, as far as importations were concerned, to supply the wants of some 23,000,000 of population living in the old-time frugal way. But the discovery of the rich mines of the West made gold plenty, and since then these United States have been able to endure the drain which has grown to such enormous proportions.

But the gold mines are rapidly being worked out, and the production of the yellow metal has vastly decreased within a brief period, while the habits of the American people are daily growing more and more luxurious and extravagant in their demands for foreign products and for foreign travel. With the growing lack of gold, its absence must be made up either by increasing the amount of our exports or by decreasing the imports. The most certain and reliable export business is in cotton, timber and petroleum. Grain and meats fluctuate in amount, according to the crops and labor conditions in Europe. The largest amount of any single article imported from foreign countries is in sugar. It is possible to produce in the United States all the sugar consumed here. When the time shall come that this country shall lose the greater part of its gold supply and be stripped of its stock of the yellow metal, it will become necessary to adopt some efficient economic measures to stop the outflow of gold.

Then statesmanship will be called in to act in the stead of the blind and foolish policy that has for so many years been driving the richest country in the world to financial ruin.

EVOLUTION DOWNWARD.

The "self-made man" is always and justly proud of his success in the world. He did not enjoy the advantages of a liberal education; but, in all probability, whatever of intellectual culture he was able to get was in spite of the greatest difficulties and by his own extraordinary exertions. He did not have wealthy or influential friends to help him along in business; but, on the contrary, he started in the lowest place, and by his own pluck and devotion to his work, by his energy, industry and almost incredible exertions, he has attained wealth and distinction.

Such is the self-made man, and there is no wonder that he feels his superiority to all who may have had vastly greater advantages of assistance and opportunity and yet have not been able to reach anything like the measure of success attained by him. It is impossible to contemplate the examples of men who have made themselves great without ex-

pressions of the greatest surprise and admiration on the part of those who know how difficult it has been, with the aid of every advantage they could employ, to gain even the moderate success they have attained. The man who is made by adventitious and specially favorable circumstances is a mere creature; but the man who makes himself is a sort of god.

It is very much this pleasing reflection which is enjoyed by those theorists who hold that man in his highest intellectual estate is the result of inherent and potential forces which he was able to use through a long course of evolution in raising himself constantly to higher and higher pinnacles, always resolved on the attainment of a higher position of excellence, congratulating himself that he is self-made, that all his progress is the work of his own hands, so that, while less ambitious spirits may be willing to accept the humbler lot of having been made by God, the evolutionist enjoys the greater distinction of being a god who has made himself.

Such a proud reflection is a source of satisfaction to the discoverers of the self-creative power of matter and motion. With the power of self-creation is the power to propagate and perpetuate, and this system of perpetuation all leads on to a higher state of development and perfection, or, at least, it ought to do so. But nothing is more disgusting to the creator of a beautiful system of scientific development than to have to contend with a lot of facts that persistently refuse to fit into the general plan. The best way in such cases is to disregard them, ignore them, cast them out bodily. Facts in such cases must be considered foes to what ought to be true if it is not, and, therefore, a beautiful system should not be bothered with facts.

In this enlightened age it is taken for granted that all progressive thinkers believe in the power of matter to create and develop itself, making things better and journeying on by a sure and undeviating road to perfection. Matter having created itself, and man, having started in a cell of jelly, having developed himself by the monkey route into the states of the highest of all animals, arrives at a point where it is necessary to reason and to possess a moral nature. He proceeds, of course, to supply those wants. But everywhere along the route he is beset with opposing forces. The development is not all in the same direction. The laws that govern it are often confusing and contradictory.

The confusion and contradiction are introduced as soon as the moral and intellectual powers which man has created for his own use come into play. They refuse to work in harmony with the physical evolution. If the law of physical evolution is that those physically fittest always survive, then, in harmony, those morally fittest ought also to survive. But they do not. Crimes, such as murder and robbery, do not have any natural punishment attached to them, and no punishment at all in many cases. The moral punishment of remorse is by no means universal, but is only the result of particular moral or religious teachings. Actions which are immoral and wicked do not necessarily cause any pain or trouble to those who perpetrate them. It is only when a vice, like drunkenness or debauchery, damages the physical constitution that there in any

necessary sting to it under the rule of evolution. The vicious and criminal classes not only are not exterminated by the laws of physical development, but they grow, increase and thrive.

This fact becomes extremely inconvenient to the material theory of morality, and the conviction forces itself on the observer that moral and spiritual laws are not identical with physical laws. The self-made man is confronted with the fact that, although he is so much of a god as to have created himself, he cannot rule and control his own creation. He cannot govern himself. It is hard to have so perfect a system as physical evolution marred by the insuperable difficulties of harmonizing it with the moral principle, and unless some way out of the difficulty be discovered, it may become necessary to discard the entire moral element. After all, a mere animal has no business with a moral nature.

The article from the pen of Rev. H. P. De Forest, D. D., which appears elsewhere in this issue, is heartily commended to the careful attention of every reader of THE TRADESMAN. Fearless yet moderate in tone, and sound in theory and logic, Dr. De Forest's positions are unassailable, and his arguments unanswerable. It might be expected that such plainly spoken truths would bring down upon the head of the speaker the wrath of unionist demagogues, and the Dr. has been assailed on every hand in the most shameful and vindictive manner. He has been challenged to a debate of the labor question by one of the labor leaders, but declined the contest, knowing that he would stand little chance against the mendacious and unscrupulous methods of debate invariably employed by the trades unionist orators. That a man occupying a position of such commanding influence should speak out in such a fearless tone on a subject upon which both press and pulpit have been shamefully silent, is a matter of congratulation, and his example is worthy of emulation. The element which dominates the trades unions is composed of the worst and most vicious of the criminals who come to this country. They are, many of them, anarchists of the most lurid stripe. They have no respect for law or order themselves and do all in their power to inoculate others with the views of their peculiar and destructive tenets. Those men are not working-men—they are loafers and vagabonds, ably seconded by the army of tramps who are always to be found under the agis of the trades union banner.

The *Michigan Merchant* is the name of a likely-looking weekly publication emanating from the Saginaw market and designed to set forth the advantages of the several Saginaws in a jobbing way. The initial issue is a creditable one and gives promise of a career of usefulness.

The walking delegate, who lives on the earnings of men who work, is no more of a man than the creature who lives on the earnings of his wife.

The Drug Market.

Gum opium has advanced on account of cable received reporting damage to the growing crop.

Morphia is unchanged.

Quinine is steady.

Linseed oil again advanced 2 cents and is scarce.

FOREIGN FINANCE FIGURES.

In the matter of finances a nation is much like an individual. Its credit depends on its ability to pay.

A nation's revenue, like the income of an individual derived from rents, crops or other sources, is not always available for use at the moment it is needed, and so the nation or the individual is able to borrow money on the faith of being able to make good the loan when its or his revenue comes in.

The only source of revenue which a nation has is taxation. It distributes among the people the burden of paying the debts of the nation. The people will pay the taxes as long as they are not excessive nor make too heavy a burden on private means; but when taxation passes a limit that causes the impoverishment of the people, the danger line is reached and trouble will ensue. Nearly all the popular revolutions in the world were revolts against excessive taxation. People are willing to pay something for the government under which they live, provided it gives them corresponding benefits. The function of government is to protect the rights, liberties, lives and property of the people from foreign foes, and as much as possible from internal enemies. For this protection the people must give military service and pay taxes. It is only when the exactions made upon the people largely outweigh the benefits that are derived from the maintenance of the government that the people rebel.

These observations are suggested by a statement from the eminent publicist, M. G. Mullhall, in regard to the finances of the various European countries. He declares that in the past decade, or since 1885, taxes in Europe have increased 21 per cent., while the public debt has grown to the extent of 17 per cent. He holds that taxes have reached their limit, and bankruptcy in several countries must shortly ensue. He shows how the expenditures in the several countries overgo the revenues, as follows. The figures must be read as so many million pounds sterling:

	Revenue.	Expenditure.	Debt increase.
France.....	128	138	89
Germany.....	145	165	183
Russia.....	90	105	132
Austria.....	80	88	73
Italy.....	60	63	30
Spain.....	32	34	17
Portugal.....	9	11	20
Other States.....	52	56	36
Total.....	596	660	590

From the above it will be seen that there is not an important country in Europe that is not increasing its debt and living far beyond its income. Much of the money has been spent in building railways, telegraphs and in armaments for the public defense; but there are no sources of revenue developed that will enable any such country to make up its deficiencies of revenue. In the decade mentioned there have been expended in Europe:

For state railways.....	£336,000,000
For telegraph lines.....	16,000,000
For military and naval armaments.....	228,000,000

Making a total of..... £580,000,000

Railroads represent valuable productive assets, but for all the balance of the expenditures there is very little in the way of visible wealth to show. If the European Governments were sold at sheriff's sale, it would be found that the aggregate debt is £4,050,000,000, while the railroads would stand for £1,091,000,000, or about one-fourth of the whole; while the other three-fourths would have nothing to show for them. The

debts and the enormous annual deficits of revenue, if paid at all, must be paid by laying additional taxes on the people. It is safe to say the debts cannot be paid, and it is a question of the patience and endurance of the people whether they will or can pay the yearly increasing taxes.

When the people reach a point when they can or will pay the taxes no longer, they overturn the government under which they live, and in such a contingency they would repudiate their debt and begin anew. There is nothing strange in this idea, as the people of the several States of the American Union have already done a great deal of repudiating or wiping out of public debts. In any case, the creditors will be helpless to prevent such a catastrophe.

Does Christianity Pay in Business?

From Business.

When Christianity is dragged into business to make a part of a man's business career; when Scriptural texts are scattered around offices and stores; when a great parade is made of one's connection with churches—if that is to be called Christianity it certainly does not pay in any sense of the word. It is, in the eyes of every man who sees and reads, a direct attempt to use the religion of Christ for mercenary business purposes. It is bringing high things down for base purposes. It is a deliberate, though possibly ignorant, use of a man's moral convictions for purely business things. On this account it is to be condemned in the most uncompromising manner.

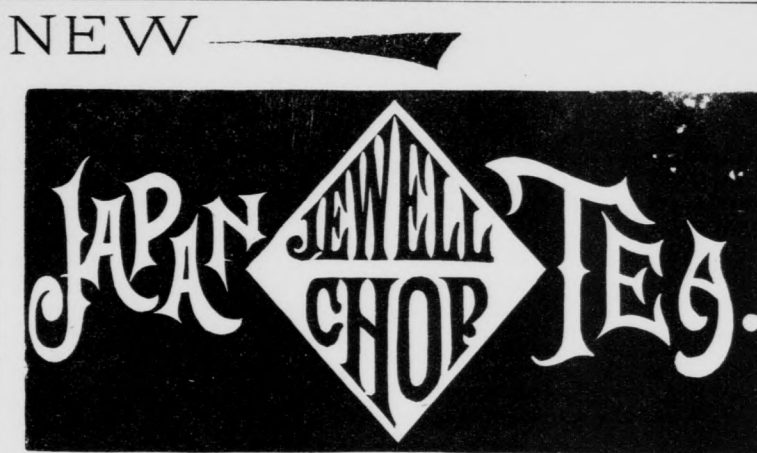
But there is a way in which Christianity can be carried into business, and in fact carried into every act of life, which is the highest degree honorable and commendable. The men who most completely exemplify their Christian beliefs and doctrines in their work are not those who hang Scriptural texts on the walls and who begin their morning business with prayer meetings, but they are men who, with honesty of purpose, do what their hands find to do with all their might. Such men are honest. They are honest because honesty is right, and not because they consider it good business policy to be honest. If they are manufacturers their goods go out of the establishment absolutely up to their represented grade. They take neither mean nor unfair advantages of customers. Their words are as good as their bonds. They are what the world calls "perfectly square" men. This kind of Christianity is the only kind that is justifiable in business, and it is the only kind that is called for by the founder of the Christian religion.

Benjamin Franklin's famous moral, "Honesty is the best policy," is only another way of saying that the business man ought to be a good Christian for business reasons if for no others. "Boss" McKane of Gravesend seems to have been of that class of men who for a certain time seem able to successfully use religion as a business of practical capital. It is such men who largely aid in bringing disgrace upon religion anywhere and everywhere. Such men do more, infinitely more harm in the world than those who openly and boldly proclaim their intentions to do wrong because wrong is for their interests. We believe whenever we see pronounced external evidence of religion in a business establishment that the proprietor is in his heart either a bad man or one who is so woefully mistaken that his actions are likely to be no better than those of a rascal.

A machine, to do its work well, requires three distinct properties: Good material, good workmanship and motive power. The human machine to do its work in the world properly, needs character, education and energy.

The war of labor against capital is really a war of cause against effect, for capital is but the product of labor.

Ignorance is a road that leads to repentance.



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It is Enough to Make a



Horse Laugh

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

Tradesman Company,
Grand Rapids, Mich.

AGRICULTURE AS A CAREER.

There is a very general misconception of the scope of farming by people not identified with the occupation. A primitive method of tilling the soil under favorable conditions of climate like that delineated by St. Pierre in his account of the way the Mothers of Paul and Virginia maintained their simple households, does not even remotely indicate the equipment necessary to success in agriculture.

The farmer of to-day, who, while attaining a fair degree of financial success shall secure an amount of enjoyment commensurate with the possibilities of his calling, must have a wide range of knowledge in the sciences which lie at the foundation of his art in manipulation; sciences which are developing so rapidly that some of their findings grow old in a generation and often inapplicable in a decade. This requires him to be a student of contemporaneous scientific history while it is making. Success does not depend upon a knowledge of the processes by which scientific truths are developed, but an intimate knowledge of the truths themselves.

It does not require a very smart man to maintain himself in a very comfortable condition if he has nothing to do but check on a bank account and expend the money. So it does not require a man of great knowledge and skill in agriculture to take a rich, virgin soil and grow crops upon it for a living if only the daily necessities are considered, with no regard to the future. The rich soil is the farmer's bank account and thrift and success demand that while utilizing it he must not deplete its fertility.

Let us glance at some of the problems of the farm that the farmer must be equipped to solve. He must so understand the nature of his soil as to know while he is drawing upon its fund of fertility, how, by nature's processes, to restore what he takes away and still add to his other resources. He must understand what elements are utilized and eliminated by certain crops, and what crops are restorative to the land in larger measure than the draft they make upon it.

The method of improving seeds and plants and the laws of life that control variation and heredity are of vital importance to the farmer and unless he has some understanding of them he is not fitted to take advantage of the processes that are at the foundation of agricultural progress and success. Fortunes have been made by taking advantage of ability to distinguish values in the variation of plants and often the margin in growing crops at periods of low prices turns upon the selection of variety or breed. The adaptability of breeds of animals to soil and climatic conditions and the relation of stock to the economy of farm life, as well as the successful selection and breeding of animals suited to the various methods in agriculture, modified by proximity to market or wants of special markets, requires a knowledge and judgment of a very high order which can only be obtained by as careful preparation in laying the foundation as solving knotty problems in law or diagnosing complex cases in the practice of medicine.

The question of seed and insect distribution and methods of combatting noxious insects and vile weeds, and the ability to distinguish between friends

and foes to crops require knowledge of botany and entomology that is not merely superficial but technical. To be a successful farmer, one must be able to distinguish readily the enemies that are on every hand; and, in order to avoid making serious blunders, a thorough understanding must be had of the balance of nature, and, with artificial conditions, how to maintain it.

By this I mean that the habits of animals and plants must be so well understood as to lead the one engaged in farming to save his allies in warring against his foes; while destroying the potato beetle to protect the ichneumon flies, whose special occupation is to diminish the number of potato beetles; while destroying the pestiferous English sparrows to protect the birds whose lives are given up to eating noxious insects. We seem now to be in an epoch when injurious fungi are combatting the best interests of the farmer. To make a successful fight with these lower forms of life, one must know them and their habits, must be equipped for battle before his products are destroyed. This assumes a considerable knowledge of chemistry and the use of chemicals, for one is dealing with dangerous poisons in using fungicides and may destroy instead of protecting his crops. Lack of this knowledge has swept away incomes, and willful neglect in attaining this knowledge has rendered the pursuit of agriculture precarious.

The influence of forest growth upon climatic conditions, the modifying effects of bodies of water, immunity from frost as a result of altitude, the influence of the average annual rainfall upon the selection of crops to grow, the importance of free circulation of air to prevent mildews, the relation between the depth of the water-table beneath to soil to method of culture and immunity from frost, and hundreds of other important matters connected with meteorology, are indicative of what a farmer needs to know of this science and the use this knowledge can be to him in growing crops successfully.

Then there is the intimate acquaintance with farm economics that must accompany a successful business career upon the farm. Every farmer must vote upon questions of policy that have a great influence upon the outcome of his business. This involves a knowledge of the history of prices for farm products through long terms of years, as influenced by laws of trade, monetary conditions and the development of regions specially adapted to certain agricultural specialties.

The technical knowledge of manual operations is by no means unimportant as an equipment for farm life. There are so many diverse things to do on the farm that ability to do them well and to know what is a day's work for others to do, often marks the foundation for a successful career. Hence the necessity of apprenticeship in the hand work of the farm. A knowledge of all science and philosophy and history will not take the place of this skill, which rises above everything else in importance, whether upon the small garden where one does all his own work, or upon the great farm employing hundred of laborers and great capital.

I am an enthusiast concerning rural life and I believe farming to be one of the safest, most enjoyable and most in-

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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 an limited 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.

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

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

Correspondence Solicited.

dependent occupations in the world. I am imbued with the idea that in the successful prosecution of farming as a business, because of one's intimate connection with nature's laws, there is the opportunity for the development of the best part of man's nature rarely found in other occupations.

Agriculture, well followed, tends to develop in man a catholic spirit, and the physical and mental training which girls and boys secure upon the farm fits them to develop grandly in any occupation or profession in life.

The life of a farmer has often been called a life of drudgery. There is no occupation that has a larger ratio of inspiring labor to one whose tastes are in harmony with rural life.

The weak point in American farming has been the lack of appreciation of the equipment necessary to a successful career. Too many men have been willing to be thieves of the soil's resources that they might swell their bank accounts.

To the young man or woman, fairly well educated, who will add some technical knowledge of our special schools of agriculture to their requirements, there is no more promising field of enterprise than farming; but to insure that satisfaction in its prosecution which makes any occupation enjoyable, business spirit must be put into it and toil must be sweetened by an appreciation of the attributes which make rural life attractive.

CHAS. W. GARFIELD.

The Collegés and Their Graduates.

Between the first and last days of June hundred of colleges and universities turn out their graduates, bachelors of arts, science and literature. These are nearly all young men, and in the aggregate there are some thousands of them.

It is customary to sneer at the young professionals, graduates in law or medicine, licensed, as it has been said, to cozen or to kill; but much more is it the rule to sneer at the youths who have merely studied books without learning any trade or profession, and are equipped with no technical knowledge that may be used directly in earning a living.

Every self-educated or uneducated man who has got along in the world is ready to speak contemptuously of the college graduate. Even a great-souled and broad-minded man, like Horace Greeley, could not resist the temptation, and the venerable editor of the *New York Sun*, the most eminent and successful journalist on the hemisphere, himself a college graduate, has told how, when he and Greeley were young men and worked at journalism together, his college training was always a subject for contemptuous comment by the great commoner of American newspaperdom.

The young graduate must expect to meet just such a reception everywhere in the big world of work; but he must not suffer himself to be discouraged, or to be ashamed of his learning, any more than that he should be foolishly vain of it.

The value of an education is commonly appraised from the standpoint of every man's estimate of what is the most important object in life. Not a few of what are known as the solid men of every community—in other words, rich men—will say that the chief business of life is to get rich, and to do this a boy,

as soon as he is able to "read, write and cypher pretty smart," should go into some commercial establishment and learn business. From such a point of view, the years that have been spent in preparing for and passing through college are wasted.

Because some illiterate men have achieved wealth, it does not by any means follow that a well-trained mind, or a knowledge of the history and literature of the chief nations of the world, or of science and art, unfits a man for a career of business. On the contrary, it will be found that every man who has by his own exertions attained to the first rank in wealth was either educated or he entertained a high respect for mental culture, and lost no opportunity to improve his mind outside of his business. To-day the men who stand in the highest places as financiers, either in Europe or America, are men of culture, refinement and a wide range of knowledge. It is not among such men that contempt for educational requirements is to be found.

In fact, the alleged contempt for college training is vastly more a shallow pretense than anything else. It is a remarkable fact that the uneducated men who have become prosperous are extremely solicitous about the education of their own sons, and never fail to send them to college. Nor should it escape particular observation that the greatest number of the men who have founded and endowed colleges and universities in the United States were not themselves educated, but realized, in the course of important and successful commercial careers, that the lack of culture and of a college training was a serious loss to them. It is only necessary to mention such names as Ezra Cornell, Matthew Vassar and Cornelius Vanderbilt, of New York; John McDonogh and Paul Tulane, of Louisiana; Stephen Girard, of Philadelphia; John S. Hopkins, of Baltimore; Cyrus McCormick, of Chicago, and James Lick, of California, to prove this. Not one of these men had enjoyed a college training; but, while each had acquired great wealth, in all probability he felt the lack of such an education, and so much were they impressed with the need of such advantages that each of them devoted large sums of money to providing such an education for others, and thus each bequeathed his name to posterity and immortality.

But, after all, what is the real good to be derived from teaching Greek and Latin, science and philosophy to our young men? Is there, after all, any good reason for the sneers with which the young scholars are so commonly greeted? If they have a mission, what is it?

This is an important question, and it deserves consideration. The man who should proclaim the worthlessness of the higher education would convict himself of enormous stupidity and ignorance. Only a survivor of the Dark Ages, of the period of gloom and mental starvation which followed the irruption of the Vandals into civilized Europe, would seek to blot out the colleges and universities. These institutions are the lamps that are lighting man's way through the centuries, and the scholars they turn out are the beams and coruscations which those lamps of civilization have given forth and have wrought into a galaxy of

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intelligence and progress that has covered the human race as with a halo.

Education is charged with a royal mission. It is to raise the intellectual and spiritual part of man's nature to its highest goal. Man is more than an animal. He is more than a creature made only for the gratification of sensual appetites. There are for him divine heights, if he will but rise to them. There is for him a lofty and noble destiny, if he will but achieve it. There is a vast problem of progress and development in honor, virtue and liberty. He must solve it. There are in store for him fame and immortal glory, but he must win them. How is this to be done? By scaling all the heights of knowledge reached by his predecessors, and then rising to heights still more sublime. Apostle of human progress and of liberty, he must know and beware the dangerous and devious paths in which former generations were blindly groping and were lost, and he must search out the way for the onward march of man in the ages which are before him.

Only they who know all the past can give warning and counsel for the future. It is to this grand destiny every college boy insensibly dedicates himself. Even if he be no more than a mere atom in the great wave of progress, he still goes forward and makes a part of the grand onward movement.

It is the business of the colleges and universities of this great country to put its young men on the road to the highest liberty and the truest enlightenment, to instill the noblest principles and the grandest sentiments of honor. Let them see that they do it.

FRANK STOWELL.

PECULIARITIES OF YEAST.

Interesting Experiments Made by a Brewer's Chemist.

From the New York Sun.

Yeast plays such an important part in all civilized life that it is difficult to see, not only how we should get along without it, but, also, how we have gotten along for so many generations, or rather centuries, with it—that is, with the kind of yeasts which we have in use. Three, at least, of the greatest interests of the world depend absolutely upon the use of yeast—bread making, brewing, and wine and liquor making.

Probably the earliest of these was wine making, for the yeast plant that converts the sugar of the grape into alcohol grows apparently upon the skin of the grape, and when the grapes are crushed sets up in business for itself within the liquor at once. Even if the grapes are not broken, but are allowed to hang on the vine, this fermentation begins, and many a luscious iced brandy drop has been gathered in that form from the grapevine after the grapes have hung on until pretty nearly Christmas time.

History does not tell us when leavened bread was not in use and the yeast came from the dregs of the wine. But it is only with the vast extension of the delicate processes of lager beer brewing that research has been made by practical working chemists into the various kinds and characters of yeast plants, and attempts made to cultivate these in pure varieties, as florists and horticulturists do choice plants.

It was not until 1680 that the cause of fermentation was known, when the yeast plants were discovered in the dregs of beer by Leeuwenhoeck, a German expert, with a microscope, and it was nearly 200 years later, in 1837, that Cagniard de la Tour followed this up and found that it was really the yeast plant that produced fermentation and made alcohol of sugar. To-day more than 100 different yeast plants are known and recognized. They are as different from one another as the individuals in the crowd of people which streams over Brooklyn Bridge every morning and night, and as various in their dispositions and effects.

Who has not heard the housewife complain that the bread would not rise? Was it because the yeast was bad, or was the dough too cold? Whatever it was, it was pretty sure to spoil a batch of bread and make trouble in the family until the next baking.

With the brewer any trouble of that sort is a more serious matter. No man can tell how a brewing of beer will turn out. That was why in the old days, when the winter's brew was tapped in the spring, the event was made a sort of beer festival, when every one went around trying the different brews, and the brewers began the free-lunch business by serving bockwurst to the customers.

Why was one beer better than another when both were brewed in the same manner and of the same materials? Brewers' chemists know that some unbidden yeast plant had come to the feast and ruined the beer that had harbored him. Bacilli and yeast fungi seem to be everywhere. They lie dormant, perhaps for years, until just the right conditions surround them, and then away they go, budding out, multiplying, and working changes all around them. How to keep just the right plants at work and to get rid of the others is the problem.

J. C. Pennington, a chemist of this city, believes he is close to a practical solution of it, and many of the things which he has observed are interesting. He was brewing yesterday, and on a window sill, where they have been exposed to air and light for months, lay bottles of beer, made with pure yeast plants, and now being put to an indefinite test as to their keeping qualities. Mr. Pennington's experiments have convinced him that he will be able to produce with certainty any kind of fermented drink he pleases by simply using a sterilized wort and a pure yeast plant.

His wort is made in much the usual way. The crushed malt is macerated in hot water until all its soluble qualities are taken out, strained into a kettle, and boiled with the hops. Here begins the difference of his process from the usual one. The kettle he uses is closed, and the steam passes out through a tube filled with cotton wool, which intercepts any floating yeast plants or microbes that may be in the air which enters the kettle when the wort is cooled. From that time until the beer is finished free air is never allowed to touch it. It is cooled by running through pipes, instead of over them, and eight or ten hours after the first boiling it is boiled again. This, Mr. Pennington says, thoroughly sterilizes it.

"The yeast plants," he said, "are simple cells, and are propagated both by budding and by spores. I can kill all the cells and buds by bringing to a boil the first time, but the spores remain. By giving these time to germinate and not enough time to produce new spores, I can kill all the ferment in the wort by bringing it to the boiling point a second time. This interval should be from eight to ten hours."

Perhaps our wives, who find that preserves don't keep, would find a second boiling at the same interval would preserve them.

The wort is ready now for the yeast. The preparation of that was begun long before. In separate flasks Mr. Pennington has yeast which will produce entirely different results. Here, for instance, is one which will produce all. The parent yeast cell which has produced the millions which are in this flask was once floating around in a drop of ale dregs. Into that drop Mr. Pennington dipped the ends of many glass tubes. Each tube was about as big as a hair, but flat, and the hole within it so minute that when fifty of them had filled themselves with beer the drop that they had sucked from seemed no smaller than at the beginning. But up that tiny pole, not more than one-thousandth part of an inch wide and not a tenth part as deep, the beer had gone until the tubes were full, carrying with it the germs of fermentation.

Now began the work of selection. Under the microscope, with a power of 350 diameters, the yeast cells were plainly visible, each one looking to be perhaps one-fourth of an inch across. Here were bacteria looking like linked sausages, and yeast cells of many sorts, some round, more oblong, some dotted, and each distinct in kind. The yne sought for, the true ale yeast, is egg-shaped and not dotted, and of medium size. The tube has been clipped off from time to time, until now the ale yeast cell is almost at the end of it. Making sure that no wrong cell is near, the tube is grasped in tweezers, the end introduced through cotton wool into the neck of a flask of sterilized wort, and broken off. One live cell is enough. In ten days it will have filled the half pint of wort in the flask, and that will be enough to ferment several barrels of beer. When the ferment is actively at work, Mr. Pennington says it doubles the numbers of its cells every half hour, and in twelve hours he has enough for a brewery. One of his most interesting experiments was in producing Bavarian lager beer.

In the dregs from some of that kind of beer he found three peculiar kinds of cells. One was long and double, as if a bud projected from the end; one was oval and spotted, and the other round and spotted. The third one was apparently dead, but a brew made with the other two made a beer which was almost like the Bavarian, and the fermentation was conducted at the ordinary temperature of Mr. Pennington's laboratory instead of near the freezing point, as is customary in lager beer brewing.

Western brewers are ahead of those in the East, and many of them are using a patented process of fermenting in closed porcelain-lined iron vats, where a partial vacuum is constantly maintained over the beer. It produces excellent results.

There is one purpose for which Mr. Pennington says pure yeast is not useful. That is bread making. "The yeasts one buys," he says, "are from the distilleries, and contain more false ferments and bacteria than any other kind, but they seem to be needed in making dough rise. I have tried my pure yeasts and they won't do it."

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

The Grocery Market.

Sugar—The strong position of the market culminated last Friday in an advance of 1/8c on powdered, granulated and mould A. In regard to the tariff bill, it is believed that the Senate will change the date when the sugar schedule will go into effect to correspond with the date when the President signs the bill, while the 1-10 cent discriminating duty against sugar, imported from countries that grant a bounty, may be withdrawn when the schedule comes to a final vote.

Pork—The Chicago hog market opened strong, but the week closed with a somewhat weaker tone. Prices averaged about 5c higher. The week's receipts were 151,000, being a decrease of 16,600 from the previous week, and an increase of about 16,000 over the corresponding week last year. The local market for hog products reports a fair week's business. Prices on all packed meats, except 20 lb. and 16 lb. hams, which are up 1/4c, remain stationary.

Oranges—Are very scarce at present and the few that are being offered are not such as would please the people. As a rule—although now anything that resembles an orange is accepted and resold without much complaint—the extremely hot weather causes them to shrink rapidly, and stock that leaves the shippers' hands perfectly sound shows quite a percentage of decay when opened up by the retailer a few days later. This should be borne in mind, and, if one does not wish to assume a certain amount of the risk, it is better not to order, as the wholesalers decline to stand behind them after taking shipping receipt "in good order." In 160s and 200s size, Naples fruit is offered this week at from \$4 to \$4.50 per box.

Bananas—As the outside trade will remember, there has always been a tremendous overstock of bananas in this market just before the Fourth and fruit has sold for anything offered, and then, just at a time when everybody wanted nice bunches for Fourth of July trade, the market would be as bare as the back of your hand and everyone would be kicking. This season has been no exception, so far as the glut is concerned, as for the past two weeks local wholesalers have been loaded, and the ripe fruit sold at prices which barely covered the freight charges. Now, however, the market is all cleaned up on ripens, and there are enough cars due to arrive in Grand Rapids this week to supply all who may order; and the retail dealers adjacent to our city are assured of getting just what and all they want by sending their orders to this market.

Lemons—The demand has been very large during the past two weeks. Every day the weather has been getting warmer and every day has marked an advance in the price; and, as a majority of the Western dealers held only limited stocks, they found themselves short early in the game and had to buy, and orders have been pouring into New York and other entry ports in a steady stream; consequently, the bidding by the jobbers and brokers who had a fist full of orders to execute was spirited, and the push and scramble to get "in" must, certainly, have been gratifying to the importers. The old cuttings are well cleaned up and the fresh fruit now coming forward is really worth more money than withered stock. If the hot spell con-

tinues there is no doubt but that prices will be still higher before July has passed. There are 78,000 boxes to be sold in New York this week, and, while that seems a large quantity, if one stops to consider the area which they are to be spread over, it will be apparent that there is nothing in the fact to cause a decline or surfeit, as the daily consumption is considerable during weather like the present. By comparison it will be noted that Grand Rapids quotations are nearly on a par with those of Eastern jobbers, which denotes that our fruit men are not caught napping and forced to buy at extreme prices. It also means that the retailers who buy from this market get a better grade of fruit for the same money, as early purchases were selected from the best (the importers, being anxious to sell, would allow this); but, when the demand became brisk and prices boomed, things were reversed and anything with a lemon skin went, it being a matter of price rather than of quality with eleventh hour buyers. It's a cold day when Grand Rapids doesn't get a slice from the best that is offered, as "hustle and get there" is a characteristic of the men who make her fame.

Cocoanuts—Sell fairly well, and for this week prices have been reduced to enable and encourage outside dealers to order freely for Fourth of July trade. One house at this market states that in its entire experience as distributors of this article it never sold so many in an entire season as it has since January 1, which shows that the demand is growing.

Gripsack Brigade.

Arthur Fowle's raffle for a Traverse City lot will be held at Reynold's cigar store Friday evening, July 6.

W. L. Vandercook, of Manton, has engaged to travel in Western Michigan for A. T. Morris, jobber of cigars at Cincinnati.

THE TRADESMAN is threatened with another libel suit. Max Mills complains that his occupation as a Fourth of July orator has been ruined since THE TRADESMAN published a graphic sketch of his last effort, at Blanchard, several years ago, showing Max sawing the air and twisting the eagle's tail on the platform, while the people within the sound of his voice were hurriedly taking to the woods. It is not so much the financial loss which Mills complains of (as his regular charge for an oration is only \$1.75 and expenses), but he bewails the loss of the opportunity such an occasion affords to ride at the head of the procession, be cheered by sturdy swains and gazed at admiringly by rugged country lasses whose cheeks have no need for the cosmetics whose merits he expounds in larger towns. It is late in the day for Mills to come at THE TRADESMAN with a bluff of this kind—"Find me a job for July 4 or take a libel suit!"—(especially as the libel editor of THE TRADESMAN is contemplating a trip to Europe and doesn't wish to be haunted by visions of law courts and lawyers' bills) and THE TRADESMAN herewith makes an earnest appeal to its friends in some small town to come to its rescue in this emergency—get up a celebration, with Lloyd Maximilian Mills as the star attraction, making draft on this paper for the orator's fee and expenses, including \$12 worth of fireworks. This is a little expensive for THE TRADESMAN, but a

great deal cheaper than it would be to retain a lawyer to defend such an action as Mills insists on bringing unless he is given a chance to re-deliver his oration before it rusts out.

He was a bright young Chicago traveler, and he was somewhat of a lady killer. He was not proud of the fact, but then again he was not ashamed of it. It was not his fault, and if the girls would insist on flirting with him he could not be expected to frown down one and all of them, especially if they should happen to be pretty ones. That was the way he looked at it until recently. Now he would not smile at the brightest blonde or the most buxom brunette in the whole, wide world. His hair used to be a glossy brown. Now it is streaked with white. All these changes were brought about in one afternoon. It was on a train, and the young man was reading a morning paper, when he noticed that a pretty girl, who was sitting alone in the seat across the aisle, was smiling at him. He made a heroic effort to resist the temptation, but he finally smiled back. The girl's smile broadened. So did his. A few minutes later he had given up his paper and was sitting beside the pretty girl, talking about nothing in particular. The girl took a great interest in whatever he said and whenever he made a joke, or what he thought was a joke, and very frequently when he did not, she giggled appreciatively. The bright young man thought she was the best natured and brightest girl he had ever met, and congratulated himself on making such a conquest. He told her all the funny stories he could think of, and she kept up one continuous stream of rippling laughter to reward his efforts. She did not say much, but showed such appreciation of what he said that he was sure she was very clever. The mutual good time continued until the brakeman announced the station of Dunning. Then a big bearded man in the seat behind the girl arose and seized the young lady's arm. "Come," he said roughly, "we get off here." Then turning to the young man he said grimly: "I thank you very much, young man, for entertaining my patient so pleasantly. I had been having trouble with her all the way until I met you, and expected to continue to have until I got her into the asylum." That is when the white hairs appeared among the dark ones on the young man's head, and that is why he is not talking to any young ladies who may smile at him on the train any more.

From Out of Town.

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

- C. K. Hoyt, Hudsonville.
- C. S. Comstock, Pierson.
- Geo. Schichtel, No. Dorr.
- B. Lodewyk & Son, McBain.
- Ball & Devine, Stanwood.
- Frank E. Pickett, Wayland.

The Wool Market.

The market is dull and flat. There is some wool coming in, as growers have little hope of better prices and are not holding on as they did last year, and last year's clip is being marketed. The price has receded somewhat since last week, as will be seen by a reference to the market columns.

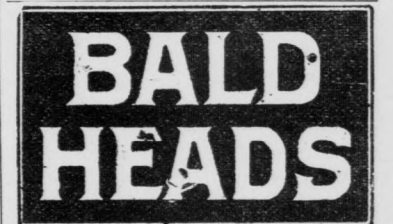
Honesty is a poor policy when it is only policy.

The Valley City Milling Co. to Be Merged Into a Corporation.

The Valley City Milling Co. is out with a prospectus to the trade, soliciting subscriptions to the capital stock of a corporation to continue the business heretofore conducted under the form of a co-partnership under the same style. The prospectus sets forth the fact that the business was organized Feb. 1, 1884, by C. G. Swensberg, Wm. N. Rowe, M. S. Crosby and Richard M. Lawrence under copartnership papers covering a period of ten years. Mr. Lawrence subsequently retired from the business, when his interest was absorbed by the other partners in equal proportions. This relationship continued until last September, when the death of Mr. Crosby necessitated a change in the business, owing to the desire of the heirs of the deceased to withdraw from active business pursuits. It is, therefore, proposed to form a corporation with a capital stock of \$350,000, \$100,000 of which will be taken by Messrs. Swensberg and Rowe, \$25,000 by the clerks, book-keepers, salesmen and millers of the company, the remaining \$225,000 to be placed among the customers of the company in amounts ranging from \$500 to \$2,000. The prospectus sets forth the value of the various properties owned by the Valley City Milling Co. as follows:

Valley City mills.....	\$123,000 00
Globe mills.....	33,000 00
Model mills.....	65,000 00
Seven run water power.....	23,100 00
Grain elevator at Hudsonville.....	900 00
Flour on hand.....	25,228 38
Grain on hand.....	10,938 12
Accounts receivable.....	60,321 49
Bills receivable.....	4,573 53
Cash on hand.....	2,989 00
Horses and drays.....	3,500 00
Total.....	\$352,461 41

It was the original intention to file the incorporation papers July 1, but, owing to the closeness of the times, it has been deemed best to postpone the formal incorporation until Sept. 1, by which time it is confidently expected that a sufficient number of outside subscriptions will have been made to render the project feasible. In case the deal can be consummated, the company will realize enough from the sale of stock to pay its entire indebtedness, both fixed and floating, so that it will not be compelled to borrow money on which to do business. The projectors of the movement confidently claim that the company will be able to pay, at least, 7 per cent. cash dividends; and some of those on the inside of the enterprise assert that in good years it is not at all unlikely that 20 per cent. dividends may be paid, basing their belief on the handsome earnings of the Voigt Milling Co. (Crescent Mills) and C. G. A. Voigt & Co. (Star Mills), both of which properties stand high in the list of dividend payers.



NO CURE. NO MUSTACHE. 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. BIRKHOIZ, Room 1011 Masonic Temple, Chicago

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Star Island, June 25 and 26;
Houghton, Aug. 29 and 30; Lansing, Nov. 6 and 7.

Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.
Vice-President—A. F. Parker, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—S. A. Thompson, Detroit.

Grand Rapids Pharmaceutical Society

President, Walter K. Schmidt; Sec'y, Ben. Schröder

THE IDEAL PHARMACIST.

Is Oscar Oldberg's Picture Too Highly Colored?

In so far as the article from the pen of Oscar Oldberg, which appeared in THE TRADESMAN of June 13, is calculated to incite young men entering the profession of pharmacy to higher aims and loftier aspirations, no fault can be found with it; but it is doubtful if there be another pharmacist in the country who, like Mr. Oldberg, has reached an altitude where "purely commercial" considerations have ceased to be a motive in the business of dispensing drugs. However desirable such a condition of things may be, in the abstract, it is to be feared that the hard, concrete truth will always be that men will continue to engage in the drug business for the same reason that they take to selling groceries or dry goods—for what there is in it. Not that pharmacists ought not to strive for the highest skill possible in their profession—this they certainly ought to do—but dollars and cents are a necessity even for a pharmacist of the highest skill, and their acquisition may be expected to exercise a controlling influence over him. The skill and learning of a man in any profession, while they may be a never-failing spring of enjoyment to their possessor and a matter of satisfaction to the "profess," are, after all, only means to an end, and that end, harsh and sordid as it sounds, is money getting. Here and there, no doubt, may be found an individual who "practices" his profession from pure love of it, but even such an one is forced by his bodily necessities, for the sake of "dear life," to "turn his talents into gold." He may be another Dominie Sampson, so far as "erudition" is concerned (and it won't hurt him if he is); he may be the most skillful pharmacist in the profession; but if he be not at the same time a business man, able to appreciate and strong enough to meet the "purely commercial competition" of his rivals, he will find his learning and skill of little avail. It is hard to understand just how Mr. Oldberg figures out that "purely commercial competition" is degrading, although it be met with in connection with the "business of furnishing medicines to the sick." Competition is not incompatible with honest dealing in the drug store any more than it is in the grocery. Why should it be? Are druggists any more prone to employ dishonest business methods to overcome this effect of competition than are dealers in other lines? If they are not—if they are as honorable in their business relations and methods as the average dealer in other lines—how can competition degrade them? There will always be competition even in the "business of furnishing medicines to the

sick," because there is money in it, and a pharmacist has a right, and ought to exercise it, to employ all honorable methods to meet competition and get the trade if he can.

When Mr. Oldberg speaks of a "standard of education," it is not quite clear whether he is speaking generally, or whether he means the standard of professional education. If it is the former, then it can only be said that the pharmacist is as well read as the average business man; perhaps he has had not more than the ordinary difficulties in securing what education he has, but, at any rate, he has had no better opportunities than his neighbor, who sells groceries or dry goods, yet his stock of knowledge will compare favorably, in extent and variety, with his neighbor. It is safe to say that the majority of the men who own the 40,000 drug stores of the country owe what measure of success in life they have achieved to no fortuitous circumstances but to their own exertions. They, like most of our successful men, have had to struggle with the "bread question" while getting an education, and if they are not classical scholars; if their knowledge of "current philosophy" is scant; if they are not up in the "ologies;" if in other words, they know no more than the average individual in other professions, who shall blame them? They could easily be more erudite than the physician one meets in everyday life, or even than the average lawyer or minister, but, if they are not, the fault is hardly attributable to them. If the standard of education for the pharmacist is too low, it is only what may be said of all classes of dealers. This in not put forward as an excuse for the ignorance of the pharmacist, if he be ignorant, but he can hardly be expected to make for himself a standard higher than that of the general community. However desirable it may be to have it otherwise, and no one will dispute its desirability, the standard for pharmacists will be no higher than it is for ordinary citizens. The trouble is not that the standard of education for any one class is too low, but that among all classes too light a value is placed upon education, and the materialistic tendency of the times is responsible for it. If Mr. Oldberg refers to the standard of professional education, it is still more difficult to see the ground for his complaint. If it be true that druggists are not as proficient or skillful in the practice of their profession as they might be, or as they once were, the reason seems to be plain. The drug business is subject to the same conditions and mutations as other lines of trade, and, in common with other lines, has been almost completely revolutionized within the past twenty-five years. The enormous quantity of proprietary remedies with which the market is flooded, and the large number of pharmaceutical preparations which are now generally prescribed by physicians instead of the old fashioned "mixed" prescriptions, have, apparently, made an intricate knowledge of drugs and chemistry unnecessary. I say apparently for, as a matter of fact, the pharmacist of to-day requires to be just as skillful, and to have as good a knowledge of his business as he ever did. Furthermore, I think that, as a class, the pharmacist of to-day will compare very favorably with their predecessors of any day in, point of professional skill and

knowledge. Perhaps the standard of professional education is too low, but Mr. Oldberg may reflect with satisfaction that every year it is being raised higher, in Michigan at least. This year, out of a class of seventy-four, only twelve came through with their feathers on, and the danger seems to be now that a graduating diploma will be put out of reach of all but a very few. Perhaps this may not be a misfortune. I agree with Mr. Oldberg that the standard of education is too low among pharmacists and I deplore the fact that this is true not only of pharmacists but of the people generally.

Grand Rapids, June 25.

Sweeping Changes Contemplated in German Pharmacy.

There is nothing singular in the discontent which has long embittered a large class of pharmaceutical assistants in Germany against the extraordinary privileges enjoyed by their employers. Possessing a valuable franchise or "concession," protected by the Government against undue competition, and heretofore enjoying the right to peddle, barter, lend, donate or speculate in their concessions, the proprietors of pharmacies have shown a striking likeness to the American office-holder—few die and none resign. Nay, more—death simply transmits the franchise to the heirs or legatees of the deceased possessor.

The only means of acquiring the right to open an apothecary shop (save for the slow increase in the number of concessions as population multiplies) has accordingly been limited to purchase. But purchase means considerable capital; for German pharmacies, especially in the large cities, are highly profitable enterprises, and the apothecaries have shown a not unreasonable reluctance to yield up their loaves and fishes without a fair consideration.

Thus a large and growing number of educated pharmacists have found themselves without a future. Possessing an expensive university education, thoroughly equipped for scientific work, they have yet been condemned to spend their best years drudging as assistants, and sowing that others might reap.

Discontent and unrest have, accordingly, grown apace. The *Pharmaceutenverein* (Pharmacists' Union) has been the chief agitator of the assistants' grievance, and has made much capital of the speculation in concessions which has been one of the fruits of the German paternalistic system. The organization further protests against a *regime* which creates a class of governmental favorites and builds up for the protection of its darlings a bulwark against the competitions which rage so fiercely and freely in every other sphere of life.

So great has been the force of this feeling that the German Ministry of Culture now announces its purpose of transforming the apothecary concession system. As gradually as possible, allowing a long period of time in order to lessen the inevitable losses to present proprietors, it is designed to wipe out absolute, permanent ownership in pharmacies, and to introduce in its stead the personal franchise—one which cannot be sold or alienated, and which ceases with the life of the franchise-holder. All new concessions are to be accorded on this basis; existing absolute franchises are to be very gradually modified. A period of twenty-five years will be ample, it is supposed, to effect the entire transformation.

Naturally there is great howling in Rome over the proposed innovation. Its first effect will be an enormous shrinkage in valuable properties. Men who have paid inflated, speculative prices for concessions will now be barred from realizing on the "good will" and future profits of their trade, and must accept, in the event of sale, a price based on the actual value of the premises, inventory of stock, and computed worth of fixtures and outfit. Making a very conservative estimate, Dr. E. Mylius declares that the total shrinkage or loss to present proprietors will far exceed three hundred and

fifty-two millions of marks! For this enormous injury no indemnity whatever is offered. What wonder, then, that on every hand sharp, bitter protests are heard against this measure as an outrageous violation of fundamental rights in property?

Its injustice and hardship will be most severely felt by the proprietors whose holdings are mortgaged. Capital is proverbially timorous. At the first intimation of shrinkage in the value of his securities, the prudent mortgagor will promptly demand payment; it will not be possible to borrow elsewhere on the depreciated security; and foreclosure with attendant ruin will stare the apothecary in the face.

Great ado has been made about flagrant speculation in concessions. Who have suffered from this evil? Manifestly, the speculators—not the public, for the German consumer of medicine is protected by the tariff or schedule of charges, established by the Government, stringently enforced, and effectively preventing the slightest extortion; and now it is proposed to finish the flaying of the victims who have already parted with much of their cuticle in paying an exorbitant price for their purchase! A parallel case would be afforded by an American law seeker to compel the buyers of watered stock to suffer an arbitrary reduction in its market value, on the plea that stock-jobbing is an evil. To the ungermanic mind this seems much like punishing, not the culprit but the victim—and pouring salt on his wounds.

Regarded from any point of view, the German apothecary is obviously the victim of a system. Do what the Government may, discontent will still be rife. The whole problem is assuredly as delicate an affair as could be devised for the perplexity of the Imperial authorities. Whatever may be done or omitted, imprecations loud and deep will be the Government's harvest. From present appearances the measure will not become a law.

But Two Ways.

From the New England Grocer.

We note that some of our exchanges, among other suggestions given as to how the retail grocer may lessen his losses on account of running accounts with customers, mention cutting off credit whenever a customer fails to settle his account at the expiration of a certain number of days. This would, of course, prevent bills from becoming larger and would very materially reduce a grocer's losses; but it would not prevent much loss in the aggregate of small bills. There are but two ways of taking effective precaution. One is to be extremely careful as to the ability and disposition to pay, of customers, and the other, to sell strictly for cash.

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 corksew at same price if preferred.

Correspondence Solicited.

SEELY MFG. CO., Detroit, Mich.

Wholesale Price Current.

Advanced—Linseed Oil, Opium. Declined—

Table listing various commodities such as ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, and SYRUPS with their respective prices.

Table listing TINCTURES, MISCELLANEOUS, and OILS with their respective prices.

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.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora 55 doz 6 00 Castor Oil 50 doz 7 00 Diamond 50 doz 5 50 Frazer's 75 doz 9 00 Mica 65 doz 7 50 Paragon 55 doz 6 00

BAKING POWDER. Acme 1 doz 1 10 1/2 doz 2 00 1 lb 1 80 Bulk 10 10 Arctic 1/2 doz 55 1/2 doz 4 doz 2 00 1 doz 2 00 5 doz 9 00 Cream Flake 3 oz 45 4 oz 60 6 oz 80 9 oz 1 20 1 lb 2 00 Red Star 1/2 doz 75 1 doz 1 40 Telfer's 1/2 lb cans 45 1 lb 35 Our Leader 1/2 lb cans 45 1 lb cans 1 50

BATH BRICK. English 90 Bristol 80 Domestic 70

BLUING. Arctic, 4 oz ovals 3 60 8 oz 6 75 No. 2 Carpet 2 25 No. 1 2 50 Parlor Gem 2 75 Common Whisk 80 Fancy 1 00 Warehouse 2 75

BROOMS. No. 2 Hurl 1 75 No. 1 2 00 No. 2 Carpet 2 25 No. 1 2 50 Parlor Gem 2 75 Common Whisk 80 Fancy 1 00 Warehouse 2 75

BRUSHES. Stove, No. 1 1 25 No. 2 1 50 No. 3 1 75 Rice Root Scrub, 2 row 85 Rice Root Scrub, 3 row 1 25 Palmetto, goose 1 50

CANDLES. Hotel, 40 lb. boxes 10 Star 40 9 Paraffine 10 Wicking 24

CANNED GOODS. Fish. Little Neck, 1 lb 1 30 Standard, 3 lb 2 25 Cove Oysters, 1 lb 75 2 lb 1 35 Lobsters, Star, 1 lb 2 45 2 lb 3 50 Picnic, 1 lb 2 00 2 lb 2 90 Mackerel, Standard, 1 lb 1 10 2 lb 2 10 Mustard, 2 lb 2 25 Tomato Sauce, 2 lb 2 25 Soured, 2 lb 2 25

CHOCOLATE. Baker's, German Sweet 23 Premium 37 Breakfast Cocoa 43 CHEESE. Amboy 7 1/4 Acme 7 1/4 Lenawee 7 1/4 Riverside 8 Gold Medal 50 7 Skim 15 Brick 10 Edam 1 00 Leiden 22 Limburger 2 25 Pineapple 2 25 Roquefort 2 25 Sap Sago 2 20 Schweizer, imported 2 24 domestic 2 14

APRICOTS. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 40 Blackberries, F. & W. 90 Cherries, Red 1 10 21 25 Pitted Hamburg 1 50 White 1 30 Erie 1 30 Damsons, Egg Plums and Green Gages, Erie 1 20 California 1 40 Gooseberries, Common 1 25 Peaches, Pie 1 10 Maxwell 1 60 Shepard's 1 60 California 1 60 21 75 Oxford 40 Pears, Domestic 1 25 Riverside 1 75 Pineapples, Common 1 00 21 30 Johnson's sliced 2 50 grated 2 75 Booth's sliced 2 75 21 75 grated 2 75 Quinces, Common 1 10 Raspberries, Red 1 10 Black Hamburg 1 46 Erie, black 1 25 Strawberries, Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Whortleberries, Blueberries 85 Meats, Corned beef Libby's 2 10 Roast beef Armour's 1 80 Potted ham, 1/4 lb 1 25 1/2 lb 1 35 3/4 lb 1 35 tongue, 1/4 lb 70 1/2 lb 75 chicken, 1/4 lb 95 Vegetables, Beans, Hamburg stringless 1 15 French style 2 00 Limas 1 35 Lima, green 1 25 soaked 70 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn, Hamburg 1 25 Livingston Eden 1 30 Purity 1 40 Honey Dew 1 40 Morning Glory 75 Soaked Peas, Hamburg marofat 1 30 early June 1 50 Champion Eng. 1 40 petit pois 1 40 fancy sifted 1 90 Soaked Harts standard 75 VanCamp's marofat 1 10 early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms, 192 21 Pumpkin, 80 Hubbard 1 15 Succotash, 1 40 Soaked 80 Honey Dew 1 50 Erie 1 35 Tomatoes, Hancock 75 Excelsior 75 Eclipse 75 Hamburg 75 Gallon 3 50

COFFEE. Fair, Rio 18 Good 19 Prime 21 Golden 21 Peaberry 23 Santos, Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatamala, Fair 21 Good 22 Fancy 24 Maracaibo, Prime 23 Milled 24 Java, Interior 25 Private Growth 27 Mandehling 28 Mocha, Imitation 25 Arabian 28 Roasted, To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package, McLaughlin's XXXX 23 30 Bunola 21 80 Lion, 60 or 100 lb. case 23 30 Extract, Valley City 1/4 gross 75 Felix 1 15 Hummel's, full, gross 1 65 tin 2 85

CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz 1 25 50 ft. 1 40 60 ft. 1 60 70 ft. 1 75 80 ft. 1 90 Jute 60 ft. 85 72 ft. 1 00 CONDENSED MILK. 4 doz. in case.

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

CONDENSED MILK. Peerless evaporated cream 5 75 CREDIT CHECKS. 500, any one denom'n 83 00 1000, " " 8 00 2000, " " 8 00 Steel punch 75

CATSUP. Blue Label Brand, Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 3 50 Triumph Brand, Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes 40 45 COCOA SHELLS. 35 lb. bags 23 Less quantity 23 1/2 Pound packages 6 1/2 47

COFFEE. Fair, Rio 18 Good 19 Prime 21 Golden 21 Peaberry 23 Santos, Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatamala, Fair 21 Good 22 Fancy 24 Maracaibo, Prime 23 Milled 24 Java, Interior 25 Private Growth 27 Mandehling 28 Mocha, Imitation 25 Arabian 28 Roasted, To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 per cent. for shrinkage. Package, McLaughlin's XXXX 23 30 Bunola 21 80 Lion, 60 or 100 lb. case 23 30 Extract, Valley City 1/4 gross 75 Felix 1 15 Hummel's, full, gross 1 65 tin 2 85

CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft. per doz 1 25 50 ft. 1 40 60 ft. 1 60 70 ft. 1 75 80 ft. 1 90 Jute 60 ft. 85 72 ft. 1 00 CONDENSED MILK. 4 doz. in case.

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

CONDENSED MILK. Peerless evaporated cream 5 75 CREDIT CHECKS. 500, any one denom'n 83 00 1000, " " 8 00 2000, " " 8 00 Steel punch 75

CONDENSED MILK. Peerless evaporated cream 5 75 CREDIT CHECKS. 500, any one denom'n 83 00 1000, " " 8 00 2000, " " 8 00 Steel punch 75

COUPON BOOKS. TRADESMAN 1 CREDIT COUPON TRADESMAN 5 CREDIT COUPON "Tradesman," 1 books, per hundred 2 00 2 2 2 50 3 3 3 00 4 4 4 00 5 5 5 00 "Superior," 1 books, per hundred 2 50 2 2 3 00 3 3 3 50 4 4 4 00 5 5 5 00

ONE CENT COUPON. Universal, 1 books, per hundred 3 00 2 2 3 50 3 3 4 00 4 4 5 00 5 5 6 00 6 6 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " 10 " 1000 " " 20 "

COUPON PASS BOOKS. [Can be made to represent any denomination from \$10 down.] 20 books 1 00 50 2 00 100 3 00 250 4 00 500 5 00 1000 6 00 CRACKERS. Seymour XXX 5 Seymour XXX, cartoon 5 1/2 Family XXX 5 Family XXX, cartoon 5 1/2 Salted XXX 5 Salted XXX, cartoon 5 1/2 Kenosha 7 1/2 Boston 7 Butter biscuit 6 Soda, XXX 5 1/2 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Water 10 1/2 Long Island Water 11 Oyster, S. Oyster XXX 5 1/2 City Oyster, XXX 5 1/2 Farina Oyster 6

CREAM TARTAR. Trifler's pure 30 Trifler's Absolute 30 Grocers' 15 25 FLY PAPER. Thum's Tanglefoot, Single case 3 60 Five case lots 3 50 Ten case lots 3 40 Less than one case, 40c per box DRIED FRUITS. Domestic, Apples, Sundried, sliced in bbls. 1 1/2 quartered 1 1/2 Evaporated, 50 lb. boxes 12 1 1/2 Apricots, California in bags 1 1/2 Evaporated in boxes 1 1/2 Blackberries, In boxes 1 1/2 Nectarines, 70 lb. bags 2 1/2 25 lb. boxes 2 1/2 Peaches, Peeled, in boxes 1 1/2 Cal. evap. 1 1/2 in bags 1 1/2 Pears, California in bags 1 1/2 Pitted Cherries, Barrels, 50 lb. boxes 25 " 25 " Prunelles, 30 lb. boxes 2 1/2 Raspberries, In barrels 1 1/2 50 lb. boxes 1 1/2 25 lb. 1 1/2 Raisins, Loose Muscatels in Boxes, 2 crown 1 00 3 " 1 00 4 " 1 00 Loose Muscatels in Bags, 2 crown 4 1/2 3 " 4 1/2

FOREIGN. Currants, Patras, in barrels 2 " in 1/4 bbls 2 1/2 " in less quantity 2 1/4 cleaned, bulk 4 cleaned, package 4 1/2 Peel, Citron, Leghorn, 25 lb. boxes 13 Lemon 25 " 8 Orange 25 " 10 Raisins, Ondura, 29 lb. boxes 5 @ 7 Sultana, 30 " 7 1/2 @ 8 Valencia, 30 " 7 1/2 @ 8 Prunes, California, 100-130 6 1/2 30x30 25 lb. bxs. 6 1/2 70x80 " 7 1/2 60x70 " 8 Turkey 5 Silver 5

ENVELOPES. XX rag, white, No. 1, 6 1/2 1 75 No. 2, 6 1/2 1 60 No. 1, 6 1/2 1 65 No. 2, 6 1/2 1 50 XX wood, white, No. 1, 6 1/2 1 35 No. 2, 6 1/2 1 25 Manila, white, 6 1/2 1 08 6 1/2 95 Mill No. 4 1 00

FARINACEOUS GOODS. Farina, 100 lb. kegs 3 1/2 Hominy, 3 00 Barrels 3 00 Grits 3 00 Lima Beans, 4 @ 4 1/2 Maccaroni and Vermicelli, Domestic, 12 lb. box 55 Imported, 10% @ 11 Oatmeal, Barrels 200 5 75 Half barrels 100 3 00 Pearl Barley, Kegs 3 Peas, Green, bu 1 15 Split per lb 3 Rolled Oats, Barrels 180 25 50 Half bbls 90 28 83 German 4 1/2 East India 5 Wheat, Cracked 3 1/2

FISH-SALT. Bloaters, Yarmouth 10 @ 12 Herring, Holland, white hoops keg 60 " " bbl 9 50 Norwegian, Round, 1/4 bbl 100 lbs 2 50 " 1/2 " 40 " 1 30 Scaled 17 Mackerel, No. 1, 100 lbs 10 00 No. 1, 40 lbs 4 40 No. 1, 10 lbs 1 00 No. 2, 100 lbs 7 50 No. 2, 40 lbs 3 30 No. 2, 10 lbs 90 Family, 90 lbs 10 lbs 25 Sardines, Russian, kegs 55 Trout, No. 1, 1/4 bbl, 100 lbs 4 75 No. 1 1/4 bbl, 40 lbs 2 20 No. 1, kits, 10 lbs 63 No. 1, 8 lb kits 53 Whitefish, No. 1 1/2 25 1/2 bbls, 100 lbs 25 1/2 40 " 2 80 10 lb. kits 78 40 8 lb. 85 35

MATCHES. Globe Match Co.'s Brands, Columbia Parlor 81 25 XXX Sulphur 1 00 Diamond Match Co.'s Brands, No. 9 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00

MEASURES. Tin, per dozen, 1 gallon \$1 75 Half gallon 1 40 Quart 1 10 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap, Sugar house 14 Cuba Baking, Ordinary 16 Porto Rico, Prime 20 Fancy 30 New Orleans, Fair 18 Good 22 Extra ood 27 Choke 32 Fancy 40 One-half barrel is 3 extra.

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

SOUDERS' FLAVORING EXTRACTS. REGULAR VANILLA. 2 oz doz \$1 20 4 oz doz \$2 40 XX Grade Lemon, 2 oz doz \$1 50 4 oz doz \$3 00 XX Grade Vanilla, 2 oz doz \$1 75 4 oz doz \$3 50

JENNINGS. Lemon, Vanilla, 2 oz regular panel 75 1 20 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's Lemon, Vanilla, 2 oz oval taper 75 1 10 3 oz " 1 20 1 75 2 oz regular " 85 1 20 4 oz " 1 60 2 25

GUNPOWDER. Rifle-Dupont's, Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choce Bore-Dupont's, Kegs 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's, Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15

INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 17 lb. pails 54 30 " @ 81 LICORICE. Pure 30 Calabria 25 Sicily 12 Root 13 LYE. Condensed, 2 doz 1 20 4 doz 2 25

NEW ENGLAND MINCE MEAT. T. ED. DUGHERTY, CHICAGO, ILL. & PORTLAND, ME.

MEASURES. Tin, per dozen, 1 gallon \$1 75 Half gallon 1 40 Quart 1 10 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2

MOLASSES. Blackstrap, Sugar house 14 Cuba Baking, Ordinary 16 Porto Rico, Prime 20 Fancy 30 New Orleans, Fair 18 Good 22 Extra ood 27 Choke 32 Fancy 40 One-half barrel is 3 extra.

PICKLES. Medium. Barrels, 1,200 count. 24 00. Half bbls, 600 count. 22 50.

PIPES. Clay, No. 216. 1 70. T. D. Full count. 70. Cob, No. 3. 1 20.

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

RICE. Domestic. Carolina head. 6. No. 1. 54. No. 2. 5. Broken. 4.

Imported. Japan, No. 1. 54. 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.

Pure Ground in Bulk. Allspice. 15. Cassia, Batavia. 18. Saigon. 25. Cloves, Amboyna. 22.

Mace Batavia. 80. Nutmegs, fancy. 75. No. 1. 70. No. 2. 60.

SAL SODA. Granulated, bbls. 1 1/4. Lump, bbls. 1 1/5. 145 lb kegs. 1 1/4.

SEEDS. Anise. 21 1/2. Canary, Smyrna. 4. Caraway. 8.

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

SODA. Boxes. 5 1/2. Kegs, English. 4 1/2. Diamond Crystal. Cases, 24 3 lb boxes. 1 60.

SALT. Diamond Crystal. Cases, 24 3 lb boxes. 1 60. Barrels, 320 lbs. 2 50.

Worcester. 115 2 1/2 lb sacks. 34 00. 60 5 lb. 3 75. 30 10 lb. 3 50.

SALERATUS. Packed 60 lbs. in box. Church's. 3 30. DeLand's. 3 15.

SEELY'S EXTRACTS. Lemon. 1 oz. F. M. 3 90 doz. 810 20 gro. 2 " N. S. 1 20 " 12 60 " 2 " F. M. 1 40 " 14 40 "

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

Soap. Single box. 3 65. 5 box lots, delivered. 3 85. 10 box lots, delivered. 3 75.

Scouring. Sapollo, kitchen, 3 doz. 2 40. hand, 3 doz. 2 40.

SUGAR. Below are given New York prices from the market in which he purchases to his shipping point, including 30 pounds for the weight of the barrel.

SYRUPS. Corn. Barrels. 18. Half bbls. 20. Pure Cane. Fair. 19.

TABLE SAUCES. Lea & Perrin's, large. 4 75. small. 2 75. Halford, large. 3 75.

TEAS. JAPAN-REGULAR. Fair. 217. Good. 230. Choice. 24.

SUN CURED. Fair. 217. Good. 230. Choice. 24. Choicest. 24. Dust. 10.

TOBACCO. Fine Cut. P. Lorillard & Co's Brands. Sweet Russet. 30.

Plag. Spearhead. 39. Joker. 27. Nobby Twist. 40.

Smoking. Kiln dried. 17@18. Golden Shower. 19.

FISH AND OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish. 8.

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

YEAST. Magic. 1 00. Warner's. 1 00. Yeast Foam. 1 00.

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

WOODENWARE. Tubs, No. 1. 6 00. No. 2. 5 50. No. 3. 4 50.

INDURATED WARE. Pails, No. 1. 3 15. No. 2. 13 50. No. 3. 12 00.

Wool. Washed. 12. Unwashed. 8. Tallow. 4 @ 1/4.

WHEAT. No. 1 White (58 lb. test). 53. No. 2 Red (60 lb. test). 53.

FLOUR IN SACKS. *Patents. 2 05. *Standards. 1 55. Bakers'. 1 35.

MILLSTUFFS. Bran. 11 00. Screenings. 12 00. Middlings. 14 50.

OATS. Car lots. 45. Less than car lots. 48.

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

OYSTERS-CANS. Fairhaven Counts. 245. F. J. D. Selects. 2.

OYSTERS-BULK. Extra Selects, per gal. 60. Selects. 50.

PROVISIONS. The Grand Rapids Packing and Provision Co quotes as follows: PORK IN BARRELS. Mess. 12 50.

BEEF IN BARRELS. Extra Mess, warranted 200 lbs. 7 50. Boneless, rump butts. 9 50.

DRY SALT MEATS. Butts. D. S. Bellies. 8. Fat Backs. 7 1/2.

FRESH BEEF. Carcass. 5 1/2 @ 6 1/4. Fore quarters. 4 @ 4 1/2.

FRESH PORK. Dressed. 6 1/2 @ 6 1/2. Loins. 8. Shoulders. 6 1/2.

LAMP BURNERS. No. 0 Sun. 45. No. 1. 50. No. 2. 75.

LAMP CHIMNEYS. Per box. No. 0 Sun. 1 75. No. 1. 1 88.

LAMP WICKS. No. 0, per gross. 2. No. 1. 28.

STONEWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal. 0.

THE RIGHTS OF THE POOR.

It is a tendency attested by history that as wealth and luxury increase there should come a widening of the chasm between classes and a louder clamor against privilege. We are experiencing now a social conflict which is bitter and unappeasable by ordinary means, and which, in the opinion of some of the wisest thinkers of the country, threatens revolution unless checked. It is striking at the very roots of our republican methods of government and smothering individual rights under the tyranny of organization.

The remedy for this state of things cannot come, as the socialists dream, from any violent overturning of present conditions, or the adoption at once of any new theories of the state or of society. All our theorists utterly ignore the prime factor with which any social theory must deal—the existence of laziness, shiftlessness, vice and crime in the individuals who help to make society at any given time. They assume that if organizations or governments could only conduct all things for the individual, he would at once acquiesce, and fall into line, and be as easily managed as an automaton; but all history shows that forever the individual is the most important factor in either progress or decline; that his energy and enterprise, protected in their exercise by just laws, have made all advance; and that his resistance, inspired by his selfishness, his laziness or his criminal conduct, has been the most serious check on the development of the race. Real progress is possible only when the resistant elements of society are in sufficient control to allow business to go on and enterprise to seek its legitimate ends, in subordination to the good of the whole.

We need no revolution to produce a better social condition. Revolution cannot do it. What we do need is a higher sense of responsibility on the part of the privileged and the capable, to lead them to use their opportunities, their education and their wealth for the betterment of the whole body. We need no less a higher moral standard among the less fortunate members of the social fabric and a conviction on their part that it is for their interest to be honest and frugal and humane, while lying and cheating and stealing and dictation are worse foes to labor than all wealth or combinations of wealth whatsoever.

It seems to me that much of the confusion of the time is due to the fact that the air is so full of finespun theories which no man can understand, not even those who advocate them; and that it may help those who really desire to work towards the solution of the problems of the hour to clear away the rubbish and look at one or two plain and simple truths, as old as the experience of the human race.

How comes oppression? Not by wealth of itself. Wealth that is won by legitimate means—that is the product of effort and industry and self-sacrifice and honorable dealing—helps in the development of the race and the elevation of society. All classes in the community are better off for the existence of such wealth. The attacks of labor agitators upon wealth, as such, are sheer idiocy.

Oppression comes only when wealth is acquired by base means that crush others in the process and is held without any sense of the responsibility expressed in

the fine old motto, "noblesse oblige." It comes in a marked degree in the tendency of our own time towards unjust combinations which, for the sake of purely selfish gain on the part of a few, crush out the small tradesman and the small manufacturer and interfere with the freedom of individual striving and energy. Oppression exists when wealth and privilege take no measures for the relief of need, or for the bettering of unjust social conditions.

But there is another source of oppression that does not come from wealth at all, and is heavier by far than any other at the present time.

Combination is not in itself an evil. The combinations of capital are unjust only when they interfere with the rights of free men, and it is legitimate enough that when capital combines in its own interests labor should do the same. Within their legitimate sphere labor unions are a good thing. But, to say nothing about their relations to capital, they are, as conducted to day, the heaviest tyranny that the workingman has. They not only dictate terms to capital, but they dictate action to the laborer and enforce their mandates by violence. The spirit of Anglo-Saxon freedom, for which our fathers contended, is that every man has the right to work and do the best he can for himself. The labor unions say to him, "You shall only work when we say you may, no matter if you and your family are starving and work lies at your hand waiting for you; if we say strike, strike it is;" and if any independent working man attempts to use his right to do the work the strikers refuse, he is dubbed a "scab" and his head is broken for his industry.

The difficulty at the bottom of the whole business is that we are living in the age of the bogus workingman. For the real workingman we have the highest respect. His industry honors him and never demeans him; but the real workingman of the older day, who still exists, is not the workingman that is heard from in the present state of affairs. The heel of the imitation laborer is on his neck and his freedom is a thing of the past.

The bogus workingman is of two kinds: First, there is the shiftless and incompetent workman, largely an importation from the slums of Europe, who outnumbers the competent and energetic workman sufficiently to demand that the labor unions shall be handled in his interests, so that laziness and incompetency shall have the same pay as ability and steadfastness. To turn off a laborer for poor work or incorrigible laziness is a crime in the eyes of the bogus workingman, which is speedily punished by the union which he manages. The righteous premium on industry and skill is rendered null and void.

The other bogus workingman is the agitator who makes speeches in our Arbeiter Hall and elsewhere, and tries to inflame the ignorant masses against the legitimate laws of society and set them on to riot and bloodshed. He is seldom ready to do any work himself, but much prefers to live well on the profits of his appeal to angry passions. Were he well out of the way there might be some chance of getting the workingman to listen to reason, but to a mass of people, led by their feelings and unused to clear thinking, he is the spark that touches off

the powder magazine and plunges the ignorant mob to its own destruction.

The labor union, as it is to-day, is the workingman's worst enemy. It was meant to be his friend; it has become his tyrant, and every intelligent and thrifty laborer knows it. It says to the boys, "You shall not learn a trade except at our dictation, and in our way." Some gentlemen in our city were interested a year or two ago in the formation of a manual training school, to be conducted under the oversight of the city, where boys might have a chance to learn to work in wood and iron and fit themselves for high usefulness in the trades. These gentlemen were ready to put generous sums of money into the foundation of the school as a matter of public interest and welfare. The scheme was broken up by the trades unions. And so crafty are the trades unions, in their control of votes, that the politician, who is lord of the earth to-day, will not lift his finger to control or limit their power.

Add to this power for evil the actual reign of violence so often inaugurated by the unions, as in our riot recently at Connor's Creek and in the coal strikes and miners' strikes, which have defied law and snapped their fingers in the face of state authorities, and it needs no more evidence to show where the worst tyranny under which the workingman and the poor man labors is situated.

What can we do about it? Three things can be done at least: Give every man a chance for free, untrammelled action within the limits of public safety. If the gentlemen who are sent to make laws for us could be persuaded, by the force of indignant public sentiment to stop long enough in their lining of their own pockets and their promoting of their own political ambitions to attend a little to the interests of the nation, that could be done.

Then to use the scientific method in our measures of relief would help much. We squander thousands in "charity" which only helps to make paupers and encourage tramps. New Haven (Conn.) found last winter that there were only 175 more applications for relief from their own citizens than in the previous winter, but 2,607 more from tramps. Baltimore, by the institution of lodging houses, where work was required to pay for board, reduced the number of tramps applying for lodging at the police stations from 320 daily on Jan. 1, to zero on Feb. 3—not because the tramps wanted to work and went to the lodging houses, but because the police sent them there and so they fled the town. Absolutely demoralizing is all relief which does not develop instead of crush manhood.

Most of all the remedy for the existing injustice and feverishness will be found in the attendance of every educated and privileged man on his duties. The present social condition and also most of the remedies suggested for it are a direct menace to our freedom, bought with bloody sacrifice. Yet how many men who know it will not even vote! How few will speak out in a trying time the words of honest conviction! When the agitators of every sort are sending broadcast the leaflets and papers that teach social heresy, what are we doing to enlighten the ignorance of the poor in regard to the laws of society that are eternal, founded in the experience of the race? When governors are recreant and the strong arm of the law paralyzed, how

many who mourn over it lift their voices in protest, and how many, in those states where public officials are violating their trust, will rebuke them at the polls if it means deserting their petty partisanship to do it?

There is need of organization, not to constitute another tyranny, but to consult on wise measures, to secure incorrupt government, and to diffuse intelligence. I believe this is imperative. Desultory warfare is vain. In union only is strength.

H. P. DE FOREST, D. D.,
Pastor Woodward Ave. Congregational Church, Detroit.

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS OF TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO., GRAND RAPIDS, MICH.

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.

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The Leading Nickle Cigar
Made in this Market.

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

This Cigar is made with Long Mixed
Filler, Single Connecticut Binder
and Sumatra Wrappcr.
Sold at \$35 per 1,000

By the Manufacturer,

G. J. Johnson, 347 South Division St.
Grand Rapids,
Mich.
Telephone 1205.

THE OTHER SIDE.

How Business Men Regard the Three Days of Grace.

That there may be two sides to every question is so true as to need no argument. Therefore, in considering the advisability of abolishing the days of grace given beyond the date of a note or draft, it may be found that the banks are not to have it all their own way. Officers of all the banks in the city have expressed themselves on the subject, and without a single exception desire to see the law (for such it proves to be) repealed. It is the opinion of THE TRADESMAN, also, that the law ought to be repealed; but there may be another side to the question. Business men generally are interested, and, perhaps, they may not agree with the bankers. Whether they do or not, they have a right to be heard, and so THE TRADESMAN representative called on a number of the leading business men in the city, with the result as given below:

John A. Covode (Berkey & Gay Furniture Co.): The three days of grace is a relic of past ages, of the days of the stage coach and the many hindrances and obstacles to travel. It undoubtedly served a good purpose in those days, but its usefulness is gone and it ought to be abolished. Why should not the date of a note or draft mean just as much as the amount? If a note is given for 30 days, why should it not be collectible in 30 days instead of 33 days? I don't think it makes much difference to the banks, though it is very often a cause of annoyance. But there is no sense in making a note for 30 days and then expecting it to run three days longer.

Chas. H. Berkey (Royal Furniture Co.): I have never given the matter a thought, and so perhaps my opinion may not be worth much. We always manage to take care of our paper when it comes due, but I can understand how the three days of grace may help a man. He may be expecting a remittance which for some reason is belated and the additional three days of grace help him out. But if a man expects something to happen that may interfere with his paying the note at the end of 30 days he could make it for 33 and that would serve the same purpose as the days of grace. After all I don't see what good it does, so perhaps it would be as well to repeal the law.

C. G. A. Voigt (Star Mills): I think it would be a good thing to abolish grace on notes and drafts. In our business, when wheat is shipped to us, the sender draws on us at sight; the draft reaches us several days before the wheat and the three days of grace allows the grain to come forward and be examined before the draft is due. But that would be easily arranged between buyer and seller in such a way as to make the days of grace unnecessary. I think the business world can get along without the three day soft grace.

H. M. Amstden (New England Furniture Co.): I don't see why the law should not be repealed. Of course it might take some time for business men to adjust themselves to the new condition, but there would be no difference in the end. We would have to look a little sharper after our paper, that is all. Now in addition to the notice from the bank we have the three days of grace; if the law were repealed we would still have the notice without the three days.

Henry Spring (Spring & Company): I think it is a great accommodation to the business public. I don't want the law repealed, because I think it is good enough as it is. As to making a note for 33 days instead of 30, as was suggested, it is not always that we want the three days, and when we do it is generally because of some contingency arising after the note is given. If we could always see what was ahead of us it would be all right to abolish the three days of grace, but as we can't, I think we had better let the law alone.

Wm. T. Hess (Perkins & Hess): I say, abolish it; it serves no good purpose and is only an incumbrance. In the days when there were no railroads, or telegraphs or express companies, and a man had to carry his money in person to his creditors, the law was all right, but now we have all these quick methods of transportation, and the old stage coach methods are a thing of the past. A note can be left until the last hour and though it has to travel fast it can get there on time. We don't need more time than the face of the note calls for.

Amos S. Musselman (Musselman Grocer Co.): There is no sense in it. If a man wants 93 days instead of 90, let him say so, and not make a note for 90 days and then demand 93. If he has to hustle to get the money, let him do his hustling before the note becomes due. He can do it before just as well as after. I say repeal it.

Ben. W. Putnam (Putnam Candy Co.): Inasmuch as the banks always figure interest on the extra three days, I don't see how the public is benefitted to any great extent. So far as its being an accommodation, what difference does it make to a business man, so long as he has to provide for his paper, whether it is for 30 or 33 days? Occasionally it may be a benefit, but I think that, as a rule, it is more of a nuisance. I believe in repealing it.

W. A. Stowe (wholesale paper): I can't see why a man who gives a note for 30 days can expect to get even three days more. It's a nuisance, not only to the banks, but to business men, because of the extra work accompanying it and because it means nothing. It may be an accommodation sometimes, but if the law was repealed business would soon adjust itself to the new way of doing things.

O. A. Ball (Ball-Barnhart-Putman Co.): How many makers of notes ever think of the three days of grace? The bank sends out a notice and tells the maker of the note that his note falls due on a certain day; that is always the last day of grace, and if the law were repealed, the banks would only send out the notices a few days earlier. If a man wants 33 days instead of 30 he should make the date of his note accordingly. I think it would look better. Repeal the awby all means.

A. J. Elliott (Elliott & Co.): I think that, if as the bankers say, the repeal of the law would simplify business, it would be just as well to abolish three days of grace. If it is any benefit at all, it is very little, and every purpose would be served by putting extra time on the note. But I think there are few merchants who want very long dates on their paper.

E. J. Herrick: Personally I have no interest in the subject. But I don't see why any man in business should want

three days or one day's grace on his paper. He must pay it at the end of grace, and could just as well take care of it at the expiration of the time. I think the banks are right. The law ought to be repealed.

Frank Jewell (I. M. Clark Grocery Co.): I have never given the matter any thought, but speaking on the spur of the moment, I think the repeal of the law would tend to simplify business. It occasions an extra amount of figuring and is sometimes a source of annoyance. It would have the effect of shortening time on notes and that is an important consideration. A 30 day note now runs 33 days, giving the maker that much extra time, of course, but once used to the new condition the difference would not be noticed.

A. Heyman (Heyman Company): I don't see what reason the banks have to kick against the three days of grace; they get paid for it. Personally I cannot see that it serves any purpose whatever, except, perhaps, in the case of sight drafts. They usually come in unexpectedly and the three days give one a chance to get into shape to meet them. On notes there is nothing gained by having three days beyond the date. A note must be paid in any event, and generally that will be as easily done in 30 days as in 33. I think the law is better off the statute book than on.

Wilder D. Stevens (Foster, Stevens & Co.): I should be glad to see that senseless law repealed. It is a relic of past ages, and should have no place among the progressive business methods of our day.

A. W. Ferguson (R. G. Dun & Co.): So far as my observation goes the sentiment of business men is in favor of the repeal of the law. Rhode Island passed an Act on May 11 last abolishing grace on notes and drafts; New York had already done so, as had several other states, and the movement in Michigan is simply in the direction of uniformity of financial regulation over the whole country.

Henry Royce (Bradstreet's): I don't see what use the three days of grace are to any one. A man who knows that he has three days beyond the date of his note will always calculate on the last day, and if he did not have the three days he would prepare for payment just the same. As to whether it ought to be repealed or not, that is for the people most interested to say—the bankers and business men.

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 office and see them.

If the dynamite fiends who are always wanting to kill innocent people would try to blow up the icebergs and wrecks that are in the way of ocean steamers they might be doing some good.

If a person would do only what he knows he can do well, there would be fewer failures in the world.

Use Tradesman Coupon Books.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart
10 20 p.m. Detroit Express 7 00 a.m.
5 30 a.m. Atlantic and Pacific 11 20 p.m.
1 50 p.m. New York Express 6 00 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQVIST, Ticket Agent,
Union Passenger Station.

CHICAGO

May 27, 1894

AND WEST MICHIGAN R.V.

GOING TO CHICAGO.

Lv. G'd Rapids 7:25am 1:50pm *11:30pm
Ar. Chicago 1:25pm 7:15pm *6:45am
RETURNING FROM CHICAGO.
Lv. Chicago 7:35am 4:55pm *11:45pm
Ar. G'd Rapids 2:25pm 10:30pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:50pm 5:45pm
Ar. Grand Rapids 9:15am 2:35pm 10:20pm
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids 7:30am 3:15pm
Ar. Manistee 12:30pm 8:15pm
Ar. Traverse City 12:40pm 8:45pm
Ar. Charlevoix 3:15pm 11:10pm
Ar. Petoskey 3:45pm 11:40pm
Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m.

PARLOR AND SLEEPING CARS.

To Chicago, Lv. G. R. 7:25am 1:50pm *11:30pm
To Petoskey, Lv. G. R. 7:30am 3:15pm
To G. R., Lv. Chicago 7:35am 4:55pm *11:45pm
To G. R., Lv. Petoskey 5:00am 1:30pm
*Every day. Other trains week days only.

DETROIT,

FEB. 11, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

TO AND FROM BAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:40am 10:55pm
TO LOWELL VIA LOWELL & HASTINGS R. R.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:40pm 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. DEHAVEN, 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 20am	3 25pm	11 00pm
onia Ar	7 40am	11 25am	4 27pm	12 35am
St. Johns Ar	8 25am	12 17pm	5 20pm	1 25am
Owosso Ar	9 00am	1 20pm	3 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 05pm	8 05pm	7 30am
Pontiac Ar	10 53am	3 05pm	8 25pm	5 37am
Detroit Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.
Points 7:35 a. m.
For Grand Haven and Muskegon 7:10 p. m.
" " " " " " 7:45 p. m.
" " " " " " 7:30 p. 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.....	.....	8:50 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.....	.....	7:50 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..... 2:40 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..... 2:40 p.m. 9:15 p.m. 6:55 a.m.
3:30 p. m. 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.
6:40 p.m. 5:20 p.m.

O. L. LOCKWOOD,
General Passenger and Ticket Agent.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, June 23.—Seldom does N. Y. have such an intolerably hot spell at this time of year which is so long drawn out. Visiting merchants—what few of them are here—do not tarry longer than necessary, but are off to the seaside to take a cooling dip. Salesmen are taking matters as easily as possible and the usual dullness is made doubly stagnant by the tremendous rays Old Sol is pouring out upon us. It is a consolation to think that the surplus heat is doing good to growing crops, thus putting "money in our pockets."

Erastus Wiman, whose sentence is just beginning, probably had as many warm friends as any man in New York. He knew nearly every merchant, and his personal magnetism seems to hold them in his power even now. Expressions of sympathy are heard on all sides, yet it is generally conceded that the verdict is a just one. A man who is getting \$80,000 a year, it is argued, certainly ought to be pretty well satisfied without making use of other men's names. There was one redeeming feature, however—whatever money he spent, or would have spent, went not merely for personal uses, but he seemed to be looking out for the largest number, and, if he had succeeded in his enterprises, thousands of workmen would have had reason to have called him blessed.

This week sees the passing of the name of Thurber from the grocery trade of the city after a period of nearly or quite forty years. Forty years of struggles and triumphs and final failure! There is something sad in contemplating the affairs of men who have built themselves up by hard, personal work until the summit is reached, and then to see the labor of years undone, with nothing left but to begin the long route over again, lacking that important essential—youth. Frank B. Thurber is truly a man of undaunted energy. He has done three men's work and still seems able to carry on another vigorous fight for fortune—and everybody wishes him success.

The new firm is to be called the American Grocery Co., but is not to be confounded with the old reliable trade journal, the American Grocer. It is likely that the two companies may find their mail "mixed together up," but there is absolutely no connection between the two, and the American Grocer will count, measure, weigh and gauge for the next quarter of a century, just as in the past, "fearing no foe."

The grocery trade, in sympathy with all others, is waiting for something to turn up, hoping that the thing will not be an income tax; but, from all appearances, this is just what will happen.

Rio coffee is quite well held at 16 1/4 c. and the feeling is that this price will be no lower for some time. An average amount of trade is being done, but no more. Mild sorts are selling fairly well, with Mocha at 23 1/2 @ 24 c.

Teas are smitten with more than a midsummer dullness and sales are on a very low basis, indeed. Purchasers are only taking supplies from hand to mouth, and the outlook is not encouraging to any one interested.

Granulated sugar is not attracting more than the average amount of attention. Of course, there is always a better sale for the article at this season of the year, but no purchases are being made as a speculation—that is only done by United States Senators who dabble in sugar stocks.

The rice market has taken on a firmer tone than existed a fortnight ago, and high qualities are almost scarce. Foreign grades are selling fairly well at hardening values.

Spices are dull, as is natural at this season. Pepper is quoted below 5c to arrive.

Canned goods are dull for the whole line. Future gallon apples are reported as selling at \$2; spot stock, \$3.75; supply limited.

Lemons seem to be looking for the glorious Fourth. At any rate they are

selling unexpectedly well—one effect of the hot wave. Choice Sicily are worth at the moment \$3.50 for 300s, and this is about inside rate. Oranges, too, are well held, and the rate of \$4@5 is paid for desirable stock. Pineapples, bananas and coconuts are all meeting with good demand; but it is, of course, but temporary in its nature.

Butter is doing better, and so is cheese. Both are showing the effects of the hot weather. Eggs are in limited demand, and no one eats an egg without some qualms of conscience at this time. For Michigan, Northern Ohio, etc., 12c is top.

Domestic fresh fruits are becoming plenty, the festive water melon selling from \$20@35 per hundred.

Apropos of the effect of the general dullness upon manufacturing towns, there are 2,300 vacant residences in Newark N. J., against 400 ordinarily. The better part of the city shows a larger number, proportionately, than the poorer sections. The population is about 150,000 when everything is busy.

While the tariff discussion seems to have neared the end, the outcome seems to please no one, and probably the next Congress will be in for it again; but it is hardly likely that it will bear meddling with for some time to come.

The week closes dull and apathetic. The grocery trade is holding its own better than most any other, and for this we give thanks. JAY.

In Hard Lines.

The Consumers' Wholesale Grocery Co., of Detroit, which has caused much annoyance to country merchants by selling goods direct to consumers at alleged wholesale prices, appears to be playing to hard luck, having uttered a chattel mortgage for \$1,100 on its stock, fixtures, horses and wagons to Chas. L. Beagle as security for two notes for even amount. Judging by this circumstance, the sale of groceries at "wholesale" prices to farmers is no more lucrative to the seller than to the buyer.

An effort is being made by the planters of Ceylon to find an English market for the seeds of the tea plant. They contain some 35 per cent. of an oil which resembles olive oil in appearance and flavor.

PRODUCE MARKET.

Apricots—Royals, \$1 per 4-basket crate. Beans—The market is firm for dry at \$2 for hand picked; wax, \$1.50 for full boxes and \$1.25 for two-third boxes. Beets—Home grown are now worth 20c per doz. bunches. Butter—Best dairy, 11@12c; creamery, 16@17c. Cabbage—Home grown, 50c per doz. Celery—Is in fair supply and brings 25c per doz. Cherries—Bring about \$1 per 16 qt. case in open market. They will be much lower in a few days. Cucumbers—25c per doz.; \$1 per box. Carrots—15c per doz. bunches. Eggs—Are bought for 10@11c, and held at 12c. Field Seeds—Medium and mammoth clover, \$6@6.25; Alsike, \$8@8.50; Alfalfa, \$6.75@7.50; Timothy, \$2.15; Red top, 75c; Orchard Grass, \$1.80; German Millet, 80@90c; Common Millet, 70@85c; Hungarian Grass, \$1.10@1.20. Greens—Beets, 40c per bu.; Spinach is about out of the market. Honey—White clover, 14c; buckwheat, 12c. Lettuce—By the bu. basket, 30c; 3c per lb. Onions—Californias, \$2.50 per 2 bu. sack. Louisianas, \$2 per 1 1/2 bu. sack; green, 12 1/2 per doz. bunches. Peaches—\$1 per box of 30 lbs. Peas—Are unchanged at \$1 per bu. Pineapples—Large, \$1.75; small, \$1.50. Potatoes—Old are unquotable; New bring \$2.25 per bbl. of 2 1/2 bu. Pie Plant—So nearly out of the market as to be unquotable. Squash—Illinois summer are held at 3c per lb. and \$1 per bu. Strawberries—Are up to \$1.50@1.75 per 16 qt. crate. They will be lower later in the week. Tomatoes—Mississippi are held at \$1.25@1.40. Watermelons—The first car of Georgias reached this market Monday morning. They are of fine quality and bring \$35 per hundred or 35c apiece.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table with columns: Standard, per lb., Cases, Bbls., Palls. Items include H.H., Twist, Boston Cream, Cut Leaf, Extra H. H.

Table with columns: Standard, Bbls., Palls. Items include Leader, Royal, Nobby, English Rock, Conserves, Broken Taffy, Peanut Squares, French Creams, Valley Creams, Midget, 30 lb. baskets, Modern, 30 lb.

Table with columns: Fancy-In bulk, Palls. Items include Lozenges, plain, printed, Chocolate Drops, Chocolate Monumentals, Gum Drops, Moss Drops, Sour Drops, Imperials, Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Chocolate Drops, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Plain Creams, Decorated Creams, String Rock, Burnt Almonds, Wintergreen Berries.

Table with columns: No. 1, wrapped, 2 lb. boxes, No. 1, No. 2, 2 " "

Table with columns: Fancy Seedlings, 96s, Sorrentos, 100s, 200s, Rodia, 160s, 200s, Messinas, flats, 80s.

Table with columns: Choice 300, Extra choice 300, Extra fancy 300, Extra fancy 360.

Table with columns: Large bunches, Small bunches.

Table with columns: Figs, fancy layers, 8 lb., " " 20 lb., " extra " 14 lb., Dates, Fard, 10-lb. box, " 50-lb., " Persian, 50-lb. box, " 1 lb Royals.

Table with columns: Almonds, Tarragona, Ivaca, California, Brazil, new, Filberts, Walnuts, Grenoble, " French, " Calif., Tabie Nuts, fancy choice, Pecans, Texas, H. P., Chestnuts, Hickory Nuts per bu, Coconuts, full sacks.

Table with columns: Fancy, H. P., Suns, Roasted, Fancy, H. P., Flags, Roasted, Choice, H. P., Extras, Roasted.

Table with columns: Eocene, XXX W. W. Mich. Headlight, Naptha, Stove Gasoline, Cylinder, Engine, Black, 15 cold test.

Table with columns: Eocene, XXX W. W. Mich. Headlight.

Table with columns: Turkeys, Chickens, Fowls, Ducks, Geese, Turkeys, Chickens, Fowls, Ducks, Geese.

FOR SALE. Store Building and Interest in General Stock.

Mrs. Alice Hughston owns a large two-story store building and an undivided interest in a stock of general merchandise in the village of McBain. Being desirous of retiring from active management of the business, she has placed the property in my hands for sale. The upper story is finished off into comfortable living rooms. There is a large ware room, barn, etc. Will sell the buildings separate if desired. For terms, etc., address GILLIS MCBAIN, McBain, Mich.

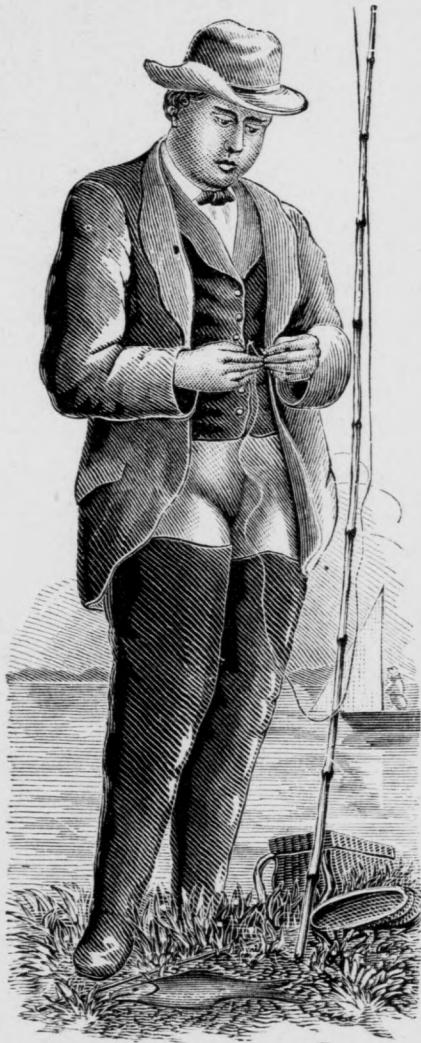
SEED BUCKWHEAT Choice Stock. \$1 PER BUSHEL. W. T. LAMOREAUX CO., GRAND RAPIDS. Typewriter Supply Office. H. B. ROSE, Manager. STATE AGENCY FOR THE Franklin Typewriter

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.

Have you seen our "Sunbeam" line of Machine Sewed Children's and Misses' Shoes? Dongola Patent Tip, Heel or Spring. 6 to 8 @ 65c-8 1/2 to 11 1/2 @ 75c-12 to 2 @ 90c... HIRTH, KRAUSE & CO.



FISHING TACKLE!



OUR STOCK
of
**JAPANESE
CANE
FISH
POLES**
IS
COMPLETE.

We have them from 12
to 20 feet long.

Our line of Fishing tackle
is equal to any one's.

Send for Catalogue.

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MONROE
ST.

The Salt that's all salt

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

Diamond Crystal Salt

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

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

THE NEW YORK BISCUIT CO.

The
BEST

are
the
CHEAPEST.

Sears Iced Coffee Cakes,
Michigan Frosted Honey,
S ymour Butters,
Graham Crackers,

are
the
BEST.

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

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

New York Biscuit Co.,

S. A. SEARS, Manager,
GRAND RAPIDS, MICH.



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

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

VOIGT MILLING CO., Grand Rapids, Mich.



ASTORE DO YOU RUN ONE?

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

TRADESMAN COMPANY, GRAND RAPIDS, MICH.

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**



The Dandy.

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 adapted 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.

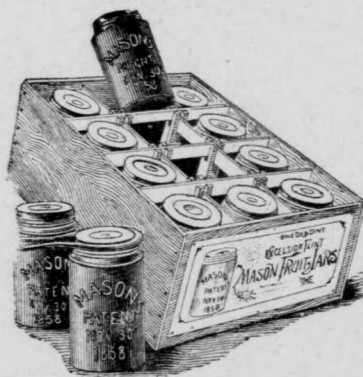
Enterprise Cherry Stoner.

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.

WRITE FOR PRICES.



Mason's Cans. Packed One Dozen in a Box.

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.

Queen City Fruit and Jelly Press

Is something that every family needs during the canning season. Made in four sizes.



Enterprise Fruit Press.

SEE PAGE 43 IN OUR 115 CATALOGUE.



Queen City Fruit Press.

H. LEONARD & SONS, Grand Rapids, Mich.

HOW TO SECURE AND HOLD

the best trade is a perplexing problem to some people, but its solution is simple.

FIRST. Make the best goods possible; not once in a while, but always.

SECOND. Let the people know of it, early and often.

THIRD. Don't neglect details.

Attention to these principles has placed the

Gail Borden Eagle Brand

CONDENSED MILK at the head, and

Borden's Peerless Brand

EVAPORATED CREAM is sure to obtain an equally high place in the consumer's favor, because it has **INTRINSIC MERIT.**



IT HAS NO EQUAL.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO.



ABSOLUTELY PURE.

Don't fail to order a supply now.

FOR QUOTATIONS SEE PRICE COLUMNS.