

# MICHIGAN TRADESMAN

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NO. 565



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TIMOTHY F. MOSELEY.

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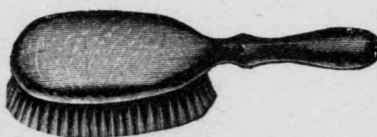
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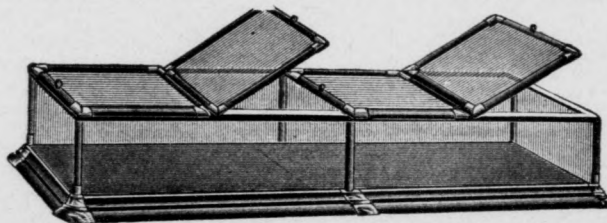
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, JULY 18, 1894.

NO. 565

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## THE JUNIOR PARTNER.

The problem of getting something to do is one that seriously puzzles many young men. But if a young man has a few hundred or a few thousand dollars he can get something to do very easily, and in the end is apt to be "done" himself. The victims are not many, for most young men looking for work haven't a penny, and can only offer their strong arms and excellent intentions as a fair equivalent for salary received. But there are a certain class of men who are constantly on the lookout for the young man with a small capital, willing to go in and learn the business. To the person of a certain experience this proposition at once inspires caution, although it need not occasion distrust. Not long ago, a youth of 22 went to Detroit from the country with about \$3,500, and with great ambition to amount to something. As his experience in his first battle with the world is similar in the main to many others, it may be related.

He was a young fellow of good habits and filled with an energy which, if properly applied, would have made him a fortune in a short time. His first task was to hunt up a boarding house, and he finally selected one where the rates were quite moderate and the fare good. Then he commenced economically, for he had no intention of spending his little in riotous living. Once settled in his boarding house he started out on a still hunt to find work. He began at the foot of Jefferson avenue and worked his way up the thoroughfare until he reached the residence portion of the city. His efforts were of no avail. So with the same quiet determination—for he was made of the proper material—he began at the river and worked his way up Woodward avenue till he came to the railway crossing. He felt a little discouraged by this time, for the same replies greeted him everywhere. But there were plenty of side streets to be traversed, and he plunged into them in the same systematic manner and finished his task, a canvass of the town in about a month. Then he breathed a sigh and said to himself: "It doesn't look as though the city was such a great place for a country boy, after all." For a time he was cast down, but his natural exuberance of feeling and the hopefulness of youth buoyed him up, and he remarked: "Perhaps I missed a few business houses."

His expenses had amounted to about \$5 a week. During the time he had been in the city he had expended fifty cents but once to go to the theater and had given away forty cents in church contributions. He regretted the first extravagance only. So his capital was not seriously affected. However, it jarred upon him to remain idle. To know that the dollars and cents were going out and that nothing was coming in was a source of much discomfort to him. It chanced that on the particular night in question, when his future looked dubious, he read an advertisement to the effect that a gentle-

man who had a well-established business wanted a partner with about \$2,000 to go in with him. Heavy returns were promised. The offer was made simply because the proprietor needed someone who was extremely energetic to take some of his business cares from his shoulders. The next morning the young man called upon the gentleman. He found him a well-dressed, middle-aged person, with rather gray hair and a manner that inspired confidence with a stranger.

"I called to see about your advertisement, sir," said the young man.

"Have you \$2,000?" asked the other.

"If so, we will talk business."

"Yes. I have the money. I am looking for something to do. I have tried every place in town and have not succeeded in finding any work."

"Well, if you are willing to invest I will give you the chance of your life. It isn't every young man that I would take in with me, but I like your looks, and perhaps we can do business together."

"I hope so," said the other, cautiously, for the money had represented many years of hard saving on the part of his father and he did not mean to let it go lightly.

"I am very careful whom I have around me," continued the business man. "The last young man in my employ I had to discharge because he drank too hard. He lost a chance of his lifetime, for I would have made him a rich man. You are from the country?"

"Yes."

"Good! Country boys have fewer vices than city boys as a rule. Do you drink?"

"Nothing stronger than cider."

"Smoke?"

"No."

"Chew?"

"No."

"Play cards?"

"No."

"That is well. The last young man had nearly all those vices, I am sorry to say. How he deceived me! I thought him an exemplary young fellow and would have put my entire business in his hands if he had proved trustworthy. You go to church, do you not?"

The young man said that he made it a point to go to church at least once every Sunday, and sometimes twice. The nature of the business was then explained. The middle-aged man was engaged in the manufacture of paper boxes and he showed his books to explain that the business offered every opportunity of big profits if properly worked by some one outside. The middle-aged gentleman would remain inside and attend to the work there. What was needed was a hustling young fellow, with a good eye to business, a fine address and indomitable patience. Under the circumstances, he would give him a quarter interest. The middle-aged man would also keep the books, and that would do away with the expense of a bookkeeper. "But we want to leave all the money in the business," continued the proprietor. "In

that way we can build up and branch out."

"But what salary am I to draw?" asked the visitor.

"Nothing the first six months, and after that you will be entitled to your quarter interest in the profits, while the funds which shall have accumulated will be placed to your credit." The other thought for a while and said that he would give his answer later. The middle-aged man looked at his watch. "Lunch time," he said; "we will go out together, and we can talk the matter over while we are eating."

They went into a restaurant, and the young man ordered a plate of buckwheat pancakes and a glass of milk.

"Ah, you are frugal," said the middle-aged man. "That is good. Be saving, and you will be as well off as I am some day." Then the middle-aged man ordered a black bass, half a duck, vegetables, pudding, pie, and took several glasses of port. He apologized for the wine, remarking that his doctor had ordered him to drink it for medicinal purposes. "All forms of intoxicants are bad for a young man," he remarked, "but they are sometimes life to us old fellows, when the springs are a little rusty." Before the dinner was over the middle-aged man fixed up the springs so well that they were evidently in prime working order. Every now and then he took a sip from his glass to the new firm, and related many pleasing anecdotes which showed what wide acquaintance he enjoyed among business men of importance. "Oh, by the way," he said, after the fourth glass. "There is a little difficulty in the way."

"What is that?" asked the other.

"Why, I had partly given my promise to another young man. He is very anxious to go in. Quite a hustling young fellow. Dear me! I told him if he wanted to come in to bring the money before noon to-morrow. I had quite forgotten."

"Perhaps he won't come," suggested the young man.

"If he only wouldn't! But I am certain he will. Said that it was the greatest chance in his life, and was so eager that he wanted to run right over to the bank and draw out the cash. He would have done it, but I reminded him that it was after banking hours, and that to-morrow would do."

"I am sorry for that. I had made up my mind to go in."

"Dear me, dear me! I don't really see what we can do! And I like your appearance so much! You neither drink, smoke, nor chew, and go to church every Sunday. Bless me, bless me; it is an awkward predicament. I don't see my way out of it. He will be there at noon, and that will be the end of it. It's too bad."

"But," said the young man, "suppose that I came before noon and deposited the cash with you. Then couldn't you truthfully say that you already had a partner?"

"Bless me, bless me, you are shrewd. I was not wrong when I said that you would make a good business man. You have all the elements for success in you."

"But do you like my plan?"

"Yes, perhaps I could do what you suggest. I will think over the matter tonight, and you come around in the morning bright and early with the money, and we will see. But the other young man will be so disappointed. I am really quite sorry for him."

Then the middle-aged man drank another glass of wine, and they left the restaurant, shook hands and parted. The next morning the young man and the cash were duly forthcoming.

The six months that followed was a period of great hustling for the junior partner. He worked early and late. He lived frugally, and got a good many orders. Still the public seemed to be afraid of dealing with the firm. The young man did not pay much attention to the books. His partner was fully capable of looking after them. But while the junior partner was drawing nothing, the other was living on the fat of the land. He dined at the best of the restaurants, and it also seemed necessary for him to drink more wine as the weeks went by. Possibly the doctor had increased the prescription. Anyhow he varied it frequently, for the smell of whisky filled the office at times when the junior partner came in weary from his hard day's work at canvassing. Then the senior partner would express surprise at the number of orders, and tell his young friend that he was bound to succeed some day. He would smoke his cigar and encourage him with words of good advice. The junior partner's heart was filled with gratitude over these kind words, and he pitched in and worked twice as hard. The more he worked and the faster that the firm made money, the more the senior partner plunged into extravagance of all kinds. After four months he induced his young friend to invest \$1,300 more in the business, as it was necessary for them to enlarge. The money went in, but there were no signs of enlargement. The senior partner grew rosier in the face daily, but he never ceased his words of kind advice to his friend on the evils of intemperance. All this lasted for six months and at the end of that time when the junior partner came to draw out his first week's salary, he found there was nothing coming. The senior partner had kept the treasury properly depleted. There were also numerous debts, and the firm was declared insolvent. They closed out, and it was whispered that the senior partner made a nice little sum on the side by the failure racket. He parted with regret from his young friend. He gave him some more good, straight talk about not being discouraged over his first failure, and was at an interesting point in his little speech when the young man quietly and calmly threw him out of the door. The middle-aged partner wiped off his clothes and then, with a last reproachful glance and a few muttered words about ingratitude, disappeared. Now that young man is earning a fair salary, and, like the good, honest fellow that he is, is trying to pay off some of the debts which were incurred in his name by the kindhearted old gentleman. He will yet succeed, too, and will probably realize the prophecy of the senior partner that he will be a rich and influential man.

#### EARLY DAYS AT GRAND HAVEN.

Reminiscences of Ottawa County by  
Hon. T. D. Gilbert.

Hon. Thos. D. Gilbert recently related some amusing incidents in connection with the early settlement of Ottawa county to a TRADESMAN reporter, as follows:

"Ottawa county was, until 1839, a part of Kent county, but in that year limits were established and the new county organized. A certain judge from the Eastern portion of the State came over to set the judicial machinery in motion. I was called on the first grand jury drawn in Ottawa county. I have a very distinct recollection of the event, because in the evening, after adjournment, the Judge beat me out of my fees at poker. A friend had been giving me points on the game and I thought I could play, but the Judge was too much for me. That was my first and last game of poker.

"There was a little frame building in the village that was used ordinarily as a school house. Religious services were held in it on Sundays and the sessions of the court were held there also. I was drawn on a petit jury and was chosen as its foreman. The case we were trying was a very serious one, the accused being charged with murder. The case was given to the jury late Saturday afternoon and we were locked up. Late Sunday forenoon we concluded to report to the Judge that we could not agree, as two of the jurors would not come in with the rest. Court was called and Judge and jury went to the school house. Preaching was in progress when we arrived, but the preacher was turned out of the pulpit and the Judge took his place. The jury occupied two seats, being seated six in a row. Just as the clerk rose up to ask if the jury had agreed on a verdict, the two recalcitrants, who were sitting directly behind me, leaned over and whispered to me that they would come in. So, instead of reporting a disagreement, we rendered a verdict. They had evidently talked the matter over on the way up to the school house and concluded to go with the majority.

"There were only two present at the dedication of the court house at Grand Haven, July 4, who were active participants in the early settlement of Grand Haven—Miss Mary A. White and myself. Miss White came to Grand Haven in 1835 with her brother. She started the first school in that town, having about a dozen scholars. She is now an old lady about 80 years of age and still resides in Grand Haven. I reached Grand Haven on the same boat that brought six brothers of Rix Robinson. These, with their families, comprised a party of about forty persons.

"I noticed one great improvement at Grand Haven—the draining of the swamp land down by the river. I was told that about 500 men now make a living raising celery on that reclaimed land. They have built dykes, such as they have in Holland, and erected windmills which pump the water from inside the dykes. In dry season the windmills are utilized to pump water the other way and irrigate the celery trenches. Grand Haven was considerable of a lumber town a few years ago, but she has got over that and now depends upon other industries for her prosperity."

Use Tradesman Coupon Books.

#### TO THE RETAIL CLOTHING MERCHANTS -----

In consequence of rumors having been circulated that the eminent firm of Michael Kolb & Son, Wholesale Clothing Manufacturers, Rochester, N. Y., is going out of business. I am requested to contradict most emphatically any such rumor and to state that this well-known and upright firm, with a 37 years' good record, never dreamed of retiring. I ought to add that I think I have discovered how such an unfounded report got circulated. It is well-known amongst the trade that Michael Kolb & Son rank among the very highest manufacturers in Rochester, and their name has been connected with that of Stein, Bloch & Co., also of Rochester, which firm, J. W. Rosenthal, formerly of Grand Rapids, has publicly announced, are going out of business.

I still continue to represent Michael Kolb & Son, and shall be pleased to call upon anyone with my elegant line of fall samples, of which everyone who handles them say there is none better made, or better fitting, and sold at such low prices as to meet all classes of trade.

Address,

WM. CONNOR, Box 346, Marshall, Mich.

I shall be at Sweet's Hotel, Grand Rapids, on Thursday and Friday, July 19 and 20.

## New Japan Teas.

We are now receiving daily choice lines of Japan teas of our own selection and importation, which we are offering to the trade at from 2 to 3 cents per pound lower than the same grades have ever been sold in this market. Our tea department has always been one of our strongest features and no dealer should place his order without first inspecting our samples and prices.

# Ball Barnhart Putman Co.

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if they do sell for that in Chicago. We bought at fair prices and give customers the benefit. Get our prices before buying.

THE PUTNAM CANDY CO.

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COMMITTEES.

TRADESMAN COMPANY.



## SEVEN YEARS HENCE.

## How Arbitration Revolutionized the Industrial Situation.

Written for THE TRADESMAN.

Looking backward from the year of grace, 1901, to the year of the great labor riots in Chicago, the last and culminating effort of union labor to free itself from the shackles which capitalistic greed had fastened upon it, one is struck with astonishment that for so many years the question of how to arrange a settlement of the disputes between workmen and their employers remained unanswered. Now that strikes and boycotts, with their attendant train of horrors, have been relegated to history, and all through the application of one simple principle, it is indeed a matter of astonishment that not only did the country suffer for years from labor troubles and their dire effects; but it actually opposed, strenuously and vehemently, the introduction of the only remedy that promised any measure of relief. That remedy was arbitration, and so complete and radical is the change its application has wrought that, short though the time is since its injection into the body politic, one is inclined to regard the experiences of the past as a horrible nightmare from which the country has happily awakened.

Not that we have no disputes now; human nature is to-day what it was at the time of the last great strike, but disputes between employers and their employees are never allowed to proceed to the striking point—they are nipped in the bud, so to speak, by the operation of the Arbitration Act, to which all such disputes are referred. Perhaps the best feature of the act is that it is compulsory. An employe must take his complaint or grievance to the Board of Arbitrators; if he does not, but attempts a settlement independently of the Board, he is guilty of contempt of court and is punished accordingly. On the other hand, no employer can take refuge in the claim that there is nothing to arbitrate—that is a point to be decided by the Board, and a heavy penalty is exacted from the man who dares to arrogate to himself any of the functions of the Board of Arbitrators. Another good feature of the Act is that the decisions of the Board are final. No appeals are allowed, and no one has, so far, even disputed the fairness and impartiality of the decisions; and when one takes into consideration the complex and delicate nature of the duties of the Board and the conflicting interests which must be harmonized while justice must be meted to all, this is truly surprising. It speaks well for the temper and intelligence of both the people and the Board.

One fact is particularly worth noting: Since the Act went into operation disputes between employers and employees have decreased fully 75 per cent. This is accounted for by some in this way: Much of the trouble of the past was brought about by the self-styled labor leaders and walking delegates, who for personal ends, sought to foment discord and discontent in the ranks of workmen; but since the passage of the Arbitration Act, making the submission of all disputes and grievances to the Board of Arbitrators compulsory, it has been impossible for these men to make capital out of these differences; consequently, the "labor leader" and the "walking delegate" have disappeared into that obscurity which their peculiar talents and personal character so well fitted them to

adorn. There was absolutely nothing for them to do, and no place for them in the new economy. So it would seem that workmen's grievances were largely a fiction, to put it mildly, of the imagination of the leaders.

The dry, matter of fact records of the Board make very interesting reading to the student of industrial economics. He learns from those records how much the average workman has to contend with, how multifarious are the annoyances to which he is daily subjected, and with what long-suffering forbearance he submits to his oppressors. Only when patience has ceased to be a virtue and to longer submit would mean surrender of his manhood and self-respect does he appeal to the Board. On the other hand it would seem from the records that employers have little to complain of, the only recorded instance of their appearing before the Board being when depression in business has (according to them) made a reduction in wages a necessity. What a compliment to the industry, intelligence and general rectitude of conduct of the bone and sinew, as it were, of the Republic—the American workman! Perhaps some of our readers may not have had access to the records of the Board, and, if so, a transcription of some of the cases appearing there may not be uninteresting.

The first case appearing on record is the complaint of a man who said he was not receiving enough pay to support his family. He explained to the Board that his wife was delicate, that he had a large family and was constantly running behind. His grievance was considered a legitimate one, and one calling for the interference of the Board. The verdict was to the effect that his employer should raise his wages to a sum sufficient to cover his expenses; his second plea that he be paid sufficient over and above his expenses to enable him to lay by something for a rainy day was not entertained, as his case was considered exceptional. The finding of the Board was made to cover any similar cases which might arise in the same establishment.

The next case was that of a servant girl who complained that her mistress objected to her having her regular company in the house more than twice a week, and that she was not permitted to eat with the family. The finding of the Board in this case was as follows: "While, ordinarily, it is to be accepted as true that the course of true love does not run smoothly, it is still the duty of this Board to remove as many obstacles from the pathway of the young and ardent admirers of each other as possible. Therefore the Board finds that the respondent in the cause has no right to interpose any obstacle to the frequent meetings of these yearning hearts and is surprised that she has so soon forgotten the experiences of her own youth and young womanhood. On the second plea the Board finds that the appellant has been unlawfully excluded from the family table and directs that henceforth she be considered by the respondent as one of the family."

The next case was that of a bricklayer who, in his plea, claimed to be worth more to his employers than he was receiving, by reason of the fact that he could lay three bricks while other workmen were laying two. The Board decided this case in favor of the appellant by decreeing that henceforth he lay no

more bricks than any other man on the job. To disobey would be to subject himself to prosecution for contempt of court.

The young lady clerks in a large mercantile establishment came before the Board with a long list of grievances. They were not allowed to chew gum during business hours; they were not allowed to "see company" during business hours; they were only allowed 30 minutes twice a day to "do up" their hair; they were treated just as were the young men of the store, and were not allowed any special privileges; none of them were ever invited to their employer's house to tea, or to any other meal for that matter, and this was not treating them as ladies had a right to expect; the floor-walker did not treat them with that delicate deference due from a gentleman to a lady; and last, but by no means least, they were actually expected to earn their salary. All these grievances were held by the arbitrators to constitute a sufficient justification for an appeal to the Board, and every point but that relating to seeing company during business hours was conceded. On that point the arbitrators advised the young ladies either to arrange with their company to see them after hours or get married; but, in the meantime, pending such an arrangement as they might make, their employer was to interpose no obstacle to their seeing their company at stated hours.

The next case on the record was the complaint of a farm laborer. He was only receiving \$30 per month and his board. He thought he ought to have \$31. Then he was compelled to sleep in the same room with his employer's sons on the second story; he thought he ought to have a room to himself on the ground floor. He kicked on the food, too. They only had fresh meat twice a week and chicken on Sunday; salt pork disagreed with him and he was compelled to ask the Board for relief. Lastly, he had seen pie on the table but twice in the three weeks he had worked on the farm. There was no lack of cake, but he did not care for cake and he did like pie, and he gave it as his opinion that the reason there was so much cake was because he liked pie. They took this method of showing their dislike of the hired man. The Board animadverted somewhat strongly on the conduct of the respondent in the case, characterizing his treatment of the appellant as tyrannical and oppressive in the extreme—bordering on the barbarous. A farm hand who was not worth \$31 a month was not worth anything and he must be paid that wage until the end of the season. On the second point the Board said the treatment the appellant had received was enough to drive a man to strike. Did the respondent mean it to be inferred that they considered the appellant was not a gentleman because he was a hired man. The appellant was a gentleman, no matter what might be the opinion of the respondent, and no gentleman cared to occupy a sleeping apartment with a number of others. The idea that he must was monstrous and deserved the severest reprobation. The appellant must have a room to himself and on the first floor if possible. The appellant's complaint about the food placed the respondent in a still worse light. What did he mean by compelling his help to eat food that he disliked?

Had he no heart, no conscience? Did he want his name to go whirling down the corridors of time as that of an oppressor of the poor? Was it true, as suspected by the appellant, that his opinion of the laboring man was shown by the food he gave him to eat? If he must evince his dislike, could he not do it in some less barbarous manner? Think of getting pork three times a week and pie but twice in three weeks, with unlimited cake, for a man who did not like pork or cake but did like pie! Well for the respondent that this Board had no penal function, or he would be made to feel the weight of their displeasure in a way he would be likely to remember. In the future he must give the appellant such food as he desired, consulting his taste so far as practicable, remembering that it was better to err on the right side than on the wrong.

## Discouraged Under Defeat.

Every man or woman who feels the responsibility of making the best use of opportunities, and who has high standards of work, feels at times a great depression from a sense of falling below the level of occasions and of doing the worst when the occasion called for the best. It happens very often to such persons that, after the most thorough preparation, the performance falls lamentably below the aim and leaves behind it a sense of utter disappointment. This humiliation of spirit, which is the lot at times of all sensitive people who care more for their work than for themselves may either become a source of weakness or a source of strength. It is the evidence of the divine possibilities of life that the defeats of to-day may be made the forerunners of the victories of to-morrow, and that the consciousness of failure may become in itself a new element of success. It was said of Peter the Great that he learned the art of war at the hand of his enemies, and that he was taught how to win victories by suffering a long and discouraging series of defeats. To say this of a man is to pay him the very highest tribute. As a student in the great school of life, it is to credit him with that openness of mind, that forgetfulness of self, and that absence of personal vanity which characterize the true learner in any field. For failure, if it comes through no fault of our own, drives us back upon our hold on ultimate aims. It makes us aware how variable and uncertain is our own strength and it teaches us to rely, not upon ourselves, but upon the greatness of the things with which we identify ourselves. A great object persistently pursued has power to unfold a noble out of a very commonplace man or woman, and to develop an almost unsuspected strength out of a mass of weakness. The shocks to our pride drive us out of ourselves into the greatness of the causes which we espouse; and the defeats which we suffer, if we take them aright, confirm us in our loyalty to the things for which we fight. It is painful to fail when we have made every preparation to succeed; it is humiliating to produce an impression of weakness when we wish to make an impression of strength; but the supreme thing in life is to get our work done and to make the truth which we love prevail, and if the discipline of failure can be made to work for this end, it is a discipline neither to be dreaded nor to be avoided.

## Not Distinguishable.

Three bosom friends started out one evening to have a good time, and when the time for going home came they were so drunk that walking was difficult. They finally reached the home of Brown, and made noise enough to waken the neighborhood. A window was raised, and a feminine voice said:

"What on earth's wanted?"

In thickened accents came the answer: "Will Mish Brown please come down and pick out her husband?"



## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Hastings—Schumann & Tucker have opened a new meat market.

Detroit—Arthur M. Parker is closing out his wholesale grocery stock.

Ypsilanti—Stone & Carpenter succeed Stone & Bell in the jewelry business.

Fanton—W. E. Morrison has opened a stock of groceries in the Andrews block.

Lake City—J. E. Gleason has sold a half interest in his grocery stock to E. W. Murray.

Iron Mountain—A. Cruse & Co. have added a stock of groceries to their meat market.

Lowell—Rudolf Van Dyke has purchased the grocery business of Archibald McMillan.

Albion—J. E. Gary succeeds Reynolds & Gary in the drug, stationery and wall paper business.

Fenton—G. W. Whitman & Co. succeed Cole & Whitman in the furniture business.

Onondaga—W. H. Baldwin has put in a stock of groceries and provisions at this place.

Kalamazoo—Peter F. Swanson has purchased the business of the Chase Mantel Co.

St. Joseph—The St. Joseph Iron Works has been incorporated under the same style.

Jackson—Gilson & Toole, boot and shoe dealers, have dissolved, Jas. M. Toole succeeding.

Fairfield—Grandy & Grandy, meat dealers, have dissolved, W. H. Grandy continuing business.

Charlotte—Clark & Milner, lumber dealers, have dissolved, Hollis Clark continuing the business.

Davison—Moss & Green, general dealers, have dissolved, Chas. S. Moss continuing the business.

Bay City—Schweikle Bros. succeed Schweikle Bros. & Mangold in the cigar manufacturing business.

Kalamazoo—L. Hollander & Co., coal dealers, have dissolved, Cornelius Vandelaar continuing the business.

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

Mancelona—P. Medalie, general dealer, has purchased the general stock of L. F. Hamilton, at Bellaire. His brother, Alex. Medalie, will act as manager of the branch store.

Vernon—W. D. & A. Garrison, general dealers, bankers and millers, have disposed of their milling business to the Vernon Mill Co.

Fremont—A notice of dissolution and accounting has been filed in the Circuit Court against C. G. Pearson & Co., general dealers.

Saginaw (W. S.)—The dry goods firm of H. Bernhard & Sons has been dissolved, Paul and Emil Bernhard retiring. The business will be continued for the present by H. Bernhard.

Detroit—The capital stock of D. M. Ferry & Company has been increased from \$750,000 to \$800,000 and the number of shares from 30,000 to 32,000.

Reading—Heyman Sheyer, formerly engaged in the clothing and boot and shoe business at Saginaw, has engaged in the same business at this place.

Bellevue—Fred Cole, who has had long experience as a clerk and is most popular withal, will shortly open a grocery store here on his own account. The

stock will be furnished by W. J. Quan & Co., through their Central Michigan salesman, Frank H. Clay.

Gobleville—Ed. M. Bailey, the druggist at this place, was arrested last Thursday for violation of the local option law. He pleaded not guilty and his examination will take place July 19.

Saginaw (W. S.)—When Charles F. Alderton reached his grocery store at 416 Hancock street, last Friday morning, he was surprised to see one of the large plate glass windows in front of the store so badly broken that he could easily walk through the hole. He feared that he had been the victim of a burglary and hurriedly glanced over his stock, but was happily surprised. He found that the window had been accidentally broken by two fellow grocery men while trying to put up a job on him. They had passed his store late at night and attempted to place one of the benches in front of the store against the window. The result was that the corner of the bench went through the glass, doing about \$100 damage, which the jokers paid without a whimper. They will be more careful next time, however.

## MANUFACTURING MATTERS.

Cadillac—The contract has been let for the erection of the handle factory of the Cadillac Handle Co., to replace the one recently burned. It will be equipped with better machinery than before, including a band saw.

Clarence—The mills and camps of the Clarence Lumber Co. have shut down indefinitely on account of its not being able to market the product. It is stated as a fact that many firms can purchase shingles at less than the actual cost of manufacture.

Detroit—The Detroit Cycle Shade Co., with a paid up capital stock of \$60,000, has filed articles of association. The incorporators are Oscar O. Walmoth, Fred. A. Ruff, Thomas A. Kidd, Chas. R. Roney and Chas. Spengler, each of whom hold 500 shares.

Empire—The Empire Lumber Co. has this year shipped sixty-six cargoes of lumber, slabs, edgings, and bark, and has 7,000,000 feet of lumber on dock. The company employs 200 men about the mill and 150 in the woods. The monthly pay roll is \$9,500.

Saginaw—Col. A. T. Bliss has sold to J. W. Fordney a tract of pine land on the Yellow Dog and Salmon Trout rivers in the Upper Peninsula, estimated to cut 30,000,000 feet. The logs will be cut and the greater portion of them manufactured at Duluth. The consideration was \$75,000 and the purchaser considers it a good deal.

Manistee—The salt output for June was 163,360 barrels, of which the Peters concern contributed 48,992, the State Lumber Co. being next with 32,489 barrels. Sands has his new well in operation and is pumping good brine and has just started a third well. He is increasing his grainer capacity so as to be able to make about 1,200 barrels daily.

Corunna—Frank Westcott has been appointed receiver for the Leaver & Vance box crate factory. J. M. Leaver, who resides in Bay City and is the owner of the patent on which the crates are manufactured, owns \$10,000 of stock in the factory, and says he offered to sell out to the other owners on fair terms rather than carry the existing differences into the courts.

Saginaw—Wages in lumbering are on the lower level, and it is likely to be a long time before the old-time schedule is restored. Men are being hired here at \$13, and the very best offered is \$16 a month. No longer than two years ago the range was \$18 to \$30. There seems to be no difficulty in obtaining men at this low inducement, although there is not as good a class of labor for woods work here as formerly, as a whole, for the reason that the decline of lumbering in this district has rendered it necessary for skilled labor to look elsewhere. Large numbers of men have been hired here for upper Michigan, Wisconsin, Minnesota and the south, as well as Canada. Just now the greater number hired are for Canadian operations. If the tariff on lumber goes through as expected, those holding timber in Canada will operate quite extensively the ensuing winter, and a number of firms are quietly arranging to start into the woods early, even with the prevailing dullness. It is argued that the country cannot long be kept down, and that another season is likely to see much better conditions.

## The Necessity of an Occasional Respite From Business.

If there is one thing more than another of modern American business it is its eternity. It is on the spin for evermore. One by one, or squad by squad, the racers on the track fall out of line, but the race goes on merrily and the entries never end. The problem of perpetual motion has had its American solution. "Get there!" is the national motto. We carry shop on the brain, and though we ride home on a street car, we read the paper and sleep, or, what is more truthful, put ourselves in a horizontal position under the cash box.

It is needless to say that this stress on the grey matter we carry under our hats and the nerves that radiate from our spines, is a trifle or perhaps a ton more than the law allows. In a financial sense the milk may pay for the killing of the cow; beating the record for butter offsetting the scissors on our birthdays.

The modern estimate of life value is not so much in what you do as in what you make, and the best way to ensure a mile of buggies at your funeral, a crowd of social friends before you need it, and a column of biographical data in the daily papers before the undertaker sends in his bill, is to distinguish a short life by an accumulation of bonds, stocks, greenbacks and the ineffable diamond stud. There the canonization ends so far as this world goes.

There is probably a change on the other side. Of course, it is all fantasm. It is not in weight or value the substance or worth of a last year's rainbow or the wing of a dead bee, but for the elder boys and girls in whiskers and corsets it counts for more than any moral glory that can be piled on the top of a human spine.

If it were not for this rose-tinted and delicious delusion there would be fewer men to-day deliberately sacrificing soul and body in making a third story and a mansard roof to their money pile.

Now, while it is perfectly plain that in the modern conditions of business no plums can fall in the mouth of a sleeper, and that for an average business man to hold his own he must be free from flies and moss, it is no reason that he should

become a bundle of diseased nerves in order to succeed. He did not get plated with nickel-steel when he rented a store or built a mill; his brain was not made labor-proof, nor was his soul condemned to be the smallest pea in the pod for the benefit of his pocket.

He wants his rest like other men; his body has the same claims and his higher nature the same rights. He can abuse these if he dare, but take the consequences whether he chooses or not. It may take time before the collector comes around with the bill, but whether it be with his body, soul or spirit, the day of settlement is as fixed and sure as the phases of the moon and the ebb and flow of the tides. He could as easily creep out of his skin as escape this inevitable payment.

Sin against yourself and the hell thereof is in your own ribs. This may not be a compliment or a comfort, but it is as hard a fact as human nature can rub against. If we could only compile a census of the physical wrecks and the mortal skeletons that have their chins on check books and their souls in purgatory, it would be an object lesson to some of our over-worked and over-worried business men that would keep some of them from skating on thin ice.

We have repeatedly insisted that Rest is one of the lost words in the modern business vocabulary; we repeat it again, and we shall be a nation of aged young men, dyspeptics, nervous wrecks and business firecrackers until we value rest more than we do.

It is customary with many at this season of the year to attempt mental recuperation in a change of scene. With some of these the shop is left behind and the usual vacation crowd avoided. It is, however, a fact, that with the bulk as are found in our national summer resorts, recreation and rest with the shop left out are practically unknown.

The saddle has grown on the back of the horse; if he sleeps he sleeps in his harness; the bishop peddles books on the cars and the promenade; the manufacturer talks tariff and prices, the machine man carries his circulars, the real estate man his maps and the merchant his price list, and so the national farce of taking a rest keeps its nose on the Almighty Dollar, and its busy but foolish head out of the nightcap.

FRED WOODROW.

## An Unfailing Test.

Senior Partner—I think that new traveling man of ours will make a great success.

Junior Partner—How so?

Senior Partner—He was in the office with his wife this morning and she didn't get a chance to speak for ten minutes.

The Seely Manufacturing Co. was established in 1862 by the late J. M. Seely, who was one of the pioneers in the manufacture of flavoring extracts in this country. In 1877 the business passed into the hands of Geo. H. Smith and Justin E. Smith and in 1889 the present four-story and basement building, 50x130 feet in dimensions, was erected with special reference to the business of the Seely Co. The house furnishes employment to twelve traveling salesmen in this country and two in Canada, the Michigan trade being covered by Geo. W. Jenks (Fenton), J. A. Fisher (Marlette) and C. H. Mahany (Homer). The company claims to have the finest perfume plant in the country.



## GRAND RAPIDS GOSSIP.

Horace J. Watters has purchased the wood and coal business of W. H. Hand & Co. at 37 West Bridge street.

Wm. R. Burton has opened a grocery store at 319 West Bridge street. The Ball-Barnhart-Putman Co. furnished the stock.

G. Gringhuis has taken the sole agency for the Rhodes cash register, manufactured here by the Rhodes Manufacturing Co.

The manufacture of uppers heretofore carried on by the firm of Hirth, Krause & Wilhelm will hereafter be conducted by Hirth, Krause & Co.

A. LeBaron has purchased the grocery stock of J. M. Jordan, at 323 South Division street, and will continue the business at the same location.

Jacob Wilhelm has retired from the firm of Hirth, Krause & Wilhelm, proprietors of the Valley City Upper Factory, and has embarked in business on his own account at 60 Pearl street under the style of Wilhelm & Co. He will also carry lines of findings and shoe store supplies.

Geo. S. Putnam, who conducted a confectionary, fruit and cigar business at 36 South Division street under the style of G. S. Putnam & Co., assigned Monday to M. L. Dunham. The liabilities are given out at \$6,000, but no statement of the assets will be made until an inventory of the stock is completed.

The Crystal Springs Water Co. has changed its name to the Crystal Springs Water and Fuel Co. The office of the company has been removed from 52 Pearl street to 65 Monroe street. Mrs. W. H. Fowle, who has had charge of the office work of the Grand Rapids Ice & Coal Co. since its organization—a period of thirteen years—has resigned to accept the position of Secretary and Treasurer of the new company.

If there are hard times anywhere in this vicinity they are not to be found in the neighborhood of Elliott & Co's grocery store on Monroe street. The inside of the store is being entirely rearranged and refitted. A new office has been built in the rear of the store at an elevation of about six feet above the floor of the store. Other changes are being made, which will add to the appearance and convenience of the establishment. A. J. is unrecognizable, even by his nearest friends at present, but, when he gets things into shape, and has time to turn round, he will throw off the appearance of a coal heaver and appear in all his pristine beauty.

## The Grocery Market.

Sugar—The improvement of the industrial situation has increased the demand and the market is strong, even at the advance of 3-16@5-16c. Indications are not lacking that very much higher prices will soon rule.

Fruit Jars—The prospects for an active trade on these goods in this State are very good, owing to the large fruit crop, but the smallness of the crop in other parts of the country, together with the prevailing business depression, have reduced prices to that extent that the quotations made in this week's paper are the lowest that have ever been quoted in this market.

Coffee—Brazilian grades are a little lower at primary markets, but manufacturers of package brands have advanced their quotations  $\frac{1}{4}$ c.

Pork—The Chicago hog market is in operation and business is brisk. Receipts for the past week were 42,100, being an increase of 37,200 over the previous week. The outlook is encouraging, and, unless new industrial complications arise, it will not be long before business reaches its normal condition. There has been another advance of 50c per bbl. on pork all along the line, due to the scarcity of beef and the consequent extra run on pork. The price is not unreasonably high, however. Business in the local market is reported good. Hams have advanced  $\frac{1}{2}$ c on all except picnic and boneless. Shoulders are up  $\frac{1}{4}$ c. Dried beef and brisquets are also up  $\frac{1}{2}$ c.

Bananas—Our market has been without a bunch of this most popular fruit for nearly a week, as several cars intended for different houses here were "hung up" in transit, owing to stoppage of freight trains during the labor troubles. Stock held at the time they began sufficed for the demand of a few days and the break was caused by the failure or rather inability of the importers to send their cargos so far West. Two cars were received here Saturday afternoon and supplied home dealers with ripe fruit and enough more will arrive during the present week to fill all orders from outside. During the scarcity prices have ruled high, but, with full regular shipments coming in, they will recede to a point favorable to all dealers.

Oranges—Virtually out of market—this market—at present. They don't seem to be missed much, however, as really good stock is not to be had and there is such an abundance of California and small domestic fruits that any one line of fruit can easily be replaced with something equally as satisfactory. A few Rodis can be had and do sell to stand trade, but very slowly.

Lemons—Very low, considering the time of year, and local wholesalers say the demand is very moderate. They predict that higher prices will prevail now that the hot season is at hand and that a noticeable activity will be manifest. Present prices are \$4.50 per box for extra choice sound stock and \$5 for fancy, either size.

Peanuts—Have moved up a notch and, as the season of picnics and county fairs is approaching, the demand is likely to be brisk and another advance is not unlikely.

Foreign Nuts—Are easy. The demand is light and spot buyers can get the big end. Los Metos Walnuts alone show an advance.

## The Retail Grocers at Mt. Pleasant.

The retail grocers of Northern Michigan should not forget that the first semi-annual convention of the Northern Michigan Retail Grocers' Association will be held at Mt. Pleasant on Tuesday, Aug. 7, beginning at 2 o'clock p. m. The indications are that the convention will be largely attended and that the proceedings will be along the line of progress. All grocers doing business north of the D., G. H. & M. Railway are cordially invited to attend the meeting and give those present the benefit of their experience and advice. Further particulars of the convention will be noted from week to week by THE TRADESMAN.

## Gripsack Brigade.

Dick Savage succeeds Jas. B. McInnes as city salesman for Hawkins & Company.

A. D. Baker has returned from his vacation and resumed his visits to his trade Monday morning.

Alfred V. Wood, formerly city salesman for the Voigt Milling Co., has taken the position of Grand Rapids representative for the Swedish Importing and Exporting Co., of Chicago.

Jas. N. Bradford will be homeless and forlorn for the remainder of the heated term, his wife and children having gone to Ravenna for a brief visit, whence they proceed to Hess Lake for the balance of the season.

Secretary Mills, of the Michigan Knights of the Grip, is mailing another death assessment to the members this week—the third \$1 assessment which has been levied this year. It is due and payable on or before Sept. 20.

T. H. Royston, who came here from Adrian a year ago to take the position of traveling salesman for the Royston Straw Works Co., has engaged to travel for the Northwestern Straw Works Co., of Milwaukee. A successor with the local company has not yet been decided upon.

New York Shipping List: Some of our contemporaries are making war against commercial travelers, and they bring into use an old piece of ammunition in the shape of the statement, "The money used in a single year to foot the salary and expense bills of the traveling salesmen of the United States would pay off the entire national debt and leave a few dollars over." The statement cannot be verified, and it may be a gross exaggeration by some enemy. But even if the statement were true, it can be no reflection on the traveler system. On the contrary, the figures only help to emphasize the importance of the salesmen on the road, and the importance of keeping up the ranks. The houses employing outside salesmen find them a necessary adjunct to the business or they would not continue the expense. The men seem to make themselves indispensable in all branches of trade, and no concerted movement could remove them. That has been tried several times, but the travelers always won the fight.

## Purely Personal.

Christian Bertsch and family are spending a week at Ne-ah-ta-wanta.

Henry Vinkemulder is spending a week among the patrons of his wholesale department in Northern Michigan.

E. C. Blanchard, junior member of the firm of O. D. Blanchard & Son, general dealers at Casnovia, was in town one day last week.

Cole Bros., the live Kalkaska grocers, were in town last Friday for a few hours—the first time they have both been away from their business at the same time.

O. A. Ball and Willard Barnhart are spending a week at their resort at White Birch Point, on Bear Lake, fishing and concocting fish stories of huge dimensions.

The Chicago anarchist strike is very disgusting to Central American countries that send bananas here to be thrown away. They think we have no government, and are in constant revolution.

One often wonders why baggage men, obliged to handle the big Saratoga trunks, do not strike; they do not; they let the trunks strike.

## The Incongruity of Arbitration.

In view of the rant now indulged in by demagogues and demagogic newspapers on the subject of arbitration, THE TRADESMAN craves the privilege of reprinting a short editorial on the subject, which appeared in its issue of Aug. 30, 1892:

The idea of arbitration, as a means of adjusting conflicts between employer and employe, is rapidly growing into disfavor, as conservative men look upon it as an unwarranted interference with the rights of both parties to a controversy. To be just and intelligent, arbitration must involve a knowledge of the business on the part of the arbitrators superior to that of both parties to the controversy. Where is this qualification to be found? And when an employer is already paying all the business will warrant and all the employe is worth to that business, there is no middle ground between the existing rate of wages and the demands of striking workmen. To insist upon arbitration, in such cases, is equivalent to the introduction of socialism.

Arbitration, however, has its legitimate field and uses. It may often be profitably employed to save lawyers' fees and the befogging influences of lawyers' pleas. But its use is never pertinent or practically possible in any case that could not be the subject of legal discussion; and there are few who will contend that the price of work, any more than the price of wheat, shall be decided by law.

Attention is directed to the advertisement of Manufacturer, who desires supplies of red oak and black ash lumber. The advertiser is one of the largest consumers of these woods in the country and is in the market for any quantity.

## 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

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 554

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room mouldings for sale. Reason for selling, death of proprietor. Good paying business in a very desirable location. All new stock, invoicing from \$2,500 to \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 561

FOR SALE—ON ACCOUNT OF THE DEATH of my husband I offer for sale clean stock general merchandise inventorying \$6,000. Will sell cheap for part cash and good security. Will rent building. Address No. 562, care Michigan Tradesman. 562

A BUSINESS CHANCE—FOR SALE OR EXCHANGE for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, store and 39 acres of land, a good water power, 22 foot fall, side track into mill, plenty of hardwood timber. This is a good chance for anyone wishing to engage in any kind of mill business. For further particulars address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 559

CANNING FACTORY WANTED—A PARTY with some capital and who understands the business, to build and operate a canning factory at Grant, Newaygo Co., Mich. For particulars write to H. C. Hemingsen, Village Clerk, Grant, Mich. 553

WANTED—WELL-SEASONED RED OAK and black ash. Address "Manufacturer," care Michigan Tradesman. 554

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

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

**PECK'S HEADACHE POWDERS**

Pay the best profit. Order from your jobber.



## The One-Price System.

The following remarks, the fruit of a long and practical experience, were contributed to the hand book of the Retail Merchants' Association of Illinois by Mr. Herman Alschuler, a member of the Executive Committee of the association: "For forty years I have been advocating and practicing the one-price system and feel satisfied that it is the only correct way to do business. In doing so, I kept my self-respect and gained the respect of my customers and of the community in which I lived. This seems to me to be very desirable and of great importance to a new beginner as well as to an established dealer. It is additional capital to any merchant to be considered and known as a man of good repute and good standing in the community, whose word is considered as good as his bond, and the meaner and more unscrupulous the opposition to contend with, the more successful the one-price dealer will be in attracting the better class of customers and the fair-minded portion of any community, who will be apt to become permanent customers and will not be likely to quit at the least provocation, or when there is a new store opened in the vicinity. Indeed, if I was commissioned to select a place for a new beginner under the one-price system, I would select a place where there was very little one-price business done.

"The one-price system does away to a very large extent with the unpleasant habit of looking around before purchasing, because the purchaser knows by instinct that in a one-price store the goods are marked out at the lowest selling price; it is take it or leave it, and he gets into the habit of placing more confidence in such an establishment. A number of merchants will say, 'Oh, I am doing very near a one-price business, at least seven-eighths of it.' Then, I told a prominent clothier, why not do it altogether? The same dealer, in Muscatine, Iowa, adopted the one price system and told me afterwards he would not go back again to his former system for \$5,000. Of course, the merchant must use good judgment in marking his goods. Staple articles of large consumption and used by laborers who receive small pay, should be marked at a small margin of profit. Higher-priced articles, more of a luxury and more seldom purchased and more subject to change of fashion, can bear a better margin of profit. In my judgment it is not the correct thing to mark everything at the same percentage of profit. In my own business I have not deviated five cents in ten years, and would quit the business rather than break the rule. At the same time most all of my customers have not been accustomed to buying at one-price, but they seem to be entirely reconciled to it and seem to like it. If I can sell clothing, hats, and gent's furnishing goods in this way, then it seems to me that any other line of goods can be sold in the same way.

"Remember that honesty is the best policy in the long run, even if it does take a long run."

## How to Win Trade.

"You've got to push yourself out at times to win trade," said a clerk to a *Dry Goods Reporter* scribe. "What's the use of saying that if you've the goods they'll sell themselves? I know better. Give me my pick of the clerks along the street and with ordinary goods and ordinary prices, I'll agree to put a new store in shoes, clothing or groceries on its feet in any city in a year's time. The clerks I should select are people who have learned how to forget their own likes and dislikes, and cater to the whims of the people who buy and make those whims valuable for their employers. A disagreeable salesman who feels it his duty to consult his own preference and put forward his own personality at all times, is a bad man in a store. He will not only lose sales—he will drive trade out of the store, never to return. The clerk who succeeds needn't bow down to a customer and sacrifice his own self-respect, but he can't lord it over customers and insist on doing their buying for them, and he can't pick and choose customers and deal pleasantly with this one and be sharp and crabbed with one he doesn't like."

## Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	7	Arrow Brand	4 1/2
Argyle	5 1/2	World Wide	6
Atlanta A A	6	LL	4 1/2
Atlantic A	6 1/2	Full Yard Wide	4 1/2
" H	6 1/2	Georgia A	6 1/2
" P	6	Honest Width	6
" D	6	Hartford A	6
" LL	4 1/2	Indian Head	6 1/2
Amory	4 1/2	King A	6 1/2
Archery Bunting	4 1/2	King E C	5
Beaver Dam A A	4 1/2	Lawrence L L	5
Blackstone O, 32	5	Madras cheese cloth	6 1/2
Black Crow	5 1/2	Newmarket G	5 1/2
Black Rock	5 1/2	" B	5
Boat, A L	7	" N	6 1/2
Capital A	5 1/2	" DD	5 1/2
Cavanat V	5 1/2	" X	6 1/2
Chapman cheese cl.	3 1/2	Nolbe R	6 1/2
Clifton C R	5 1/2	Our Level Best	6
Comet	6 1/2	Oxford R	6
Dwight Star	6 1/2	Pegot	7
Clifton C C C	5 1/2	Solar	6
		Top of the Heap	7
HALF BLEACHED COTTONS.		COTTON FLANNEL.	
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	6	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A A	7 1/2	Great Falls	6 1/2
Beats All	4	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	6 1/2	King Phillip	7 1/2
Cabot, %	6 1/2	" OP	7 1/2
Charter Oak	7 1/2	Lonsdale Cambric	10
Conway W	7 1/2	Lonsdale S	8
Cleveland	8	Middlesex	6 1/2
Dwight Anchor	8	No Name	7 1/2
" shorts	8	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8	Sunlight	4 1/2
Fitchville	6	Utica Mills	8 1/2
First Prize	6	Nonpareil	10
Fruit of the Loom %	7 1/2	Vinyard	8 1/2
Fairmount	4 1/2	White Horse	8
Full Value	6 1/2	" Rock	8
		Dwight Anchor	8
		Farwell	7 1/2
UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Housewife A	5 1/2	Housewife Q	6 1/2
" B	5 1/2	" R	7 1/2
" C	6	" S	7 1/2
" D	6 1/2	" T	8 1/2
" E	7	" U	9 1/2
" F	7 1/2	" V	10
" G	7 1/2	" W	10 1/2
" H	7 1/2	" X	11 1/2
" I	8 1/2	" Y	12 1/2
" J	8 1/2	" Z	13 1/2
" K	9		
" L	10		
" M	10 1/2		
" N	11		
" O	21		
" P	14 1/2		
CARPET WARP.		DRESS GOODS.	
Peerless, white	17	Integrity colored	18
colored	17	White Star	17
Integrity	18 1/2	" colored	19
Hamilton	8	Nameless	20
"	9	"	25
"	10 1/2	"	27 1/2
G G Cashmere	30	"	30
Nameless	16	"	32 1/2
"	18	"	35
CORSETS.		CORSET JEANS.	
Coraline	50	Wonderful	84 50
Schilling's	9 00	Brighton	4 75
Davis Walsts	9 00	Bortree's	9 00
Grand Rapids	4 50	Abdominal	15 00
PRINTS.		TICKINGS.	
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	5 1/2	Charter Oak fancies	4
" buffs	5 1/2	DelMarine cashm's	5 1/2
" pink checks	5 1/2	" mourn'g	5 1/2
" staples	5	Eddystone fancy	5 1/2
" shirtings	3 1/2	" chocolat	5 1/2
American fancy	5 1/2	" rober	5 1/2
American indigo	4 1/2	" sateens	5 1/2
American shirtings	3 1/2	Hamilton fancy	5 1/2
Argentine Grays	6	" staple	5 1/2
Anchor Shirtings	4	Manchester fancy	5 1/2
Arnold	6	" new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
" long cloth B	9	Merrim'ck shirtings	5 1/2
" century cloth 7	7 1/2	" Repp furn	8 1/2
" gold seal	10 1/2	Pacific fancy	5 1/2
" green seal TR 10 1/2	10 1/2	" robes	6
" yellow seal	10 1/2	Portsmouth robes	6 1/2
" serge	11 1/2	Simpson mourning	5 1/2
" Turkey red	10 1/2	" greys	5 1/2
Sallon solid black	10 1/2	Washington indigo	6 1/2
" colors	10 1/2	" Turkey robes	7 1/2
Bengal blue, green,	6	" India robes	7 1/2
red and orange	6	" plain T'ky X	8 1/2
Berlin solids	5 1/2	" X	10
" oil blue	6	" Ottoman Tur-	6 1/2
" green	6	key red	6 1/2
" Portlands	5 1/2	Martha Washington	7 1/2
" red %	9 1/2	" Turkey red %	7 1/2
" 4 1/2	10	Martha Washington	7 1/2
" 3-XXXXX 12	12	Turkey red	9 1/2
Cocheco fancy	5	Riverpoint robes	5 1/2
" madders	5	Windsor fancy	6 1/2
" XX twills	5	" gold ticket	10 1/2
" solids	5	Indigo blue	10 1/2
		Harmony	4 1/2
TICKINGS.		COTTON DRILL.	
Amoskeag A C A	11 1/2	A C A	11 1/2
Hamilton N	8	Pemberton AAA	10 1/2
" D	8	York	10 1/2
" Awning	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	10 1/2	Warren	12 1/2
Lenox Mills	18	Conostoga	16
		Atlanta, D	8
		Stark A	8
		No Name	7 1/2
		Top of Heap	9

## DEMINS.

Amoskeag	12	Columbian brown	12
" 9 oz	14	Everett, blue	12 1/2
" brown	14	" brown	12 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC	7	Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence 9 oz	13 1/2
" blue 8 1/2	13	" No. 250	13
" d & twist 10 1/2	10 1/2	" No. 250	11 1/2
Columbian XXX br. 10	10	" No. 280	10 1/2
" XXX bl. 19	19		

## GINGHAMS.

Amoskeag	5	Lancaster, staple	5
" Persian dress 6 1/2	6 1/2	" fancies	7
" Canton	7	" Normandie	7
" AFC	8 1/2	Lancashire	6
" Teazle	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	7	" Normandie	7
Arlington staple	6 1/2	" Normandie	7
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dress	7 1/2	Rosemont	6 1/2
" staples	6	Slattersville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	" seersucker	7 1/2
Ellin	7 1/2	Warwick	6
Everett classics	8 1/2	Whittenden	8
Exposition	7 1/2	" heather dr	7 1/2
Glenarie	6 1/2	" indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	5	"	10
Johnson Chalon cl	5	Windermeer	5
" indigo blue 9 1/2	9 1/2	York	6 1/2
" zephyrs	16		

## GRAIN BAGS.

Amoskeag	13	Georgia	13 1/2
Stark	17		
American	13		
THREADS.			
Clark's Mile End	45	Barbour's	95
Coats, J. & P.	45	Marshall's	90
Holyoke	22 1/2		

## KNITTING COTTON.

No.	White. Colored.	No.	White. Colored.
6	33	14	37
8	34	16	38
10	35	18	39
12	36	20	40

## CAMBRICS.

Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid Glove	4	Wood's	4
Newmarket	4	Brunswick	4

## RED FLANNEL.

Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	FT	27 1/2
Talbot XXX	30	J R F, XXX	35
Nameless	27 1/2	Buckeye	32 1/2

## MIXED FLANNEL.

Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R P	18 1/2
6 oz Western	30	Flushing XXX	33 1/2
Union B	22 1/2	Manitoba	23 1/2

## DOMEST FLANNEL.

Nameless	8 @ 9 1/2	"	9 @ 10 1/2
"	8 1/2 @ 10	"	12 1/2
CANYAS AND PADDING.			
Slate. Brown. Black. Slate. Brown. Black.			
9 1/2	9 1/2	9 1/2	10 1/2
10 1/2	10 1/2	10 1/2	11 1/2
11 1/2	11 1/2	11 1/2	12
12 1/2	12 1/2	12 1/2	20

Severin, 8 oz	9 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	" 10 oz	12 1/2
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2

## WADDINGS.

White, doz	35	Per bale, 40 doz	83 50
Colored, doz	20	Colored "	7 50
SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	9	Dundie	9
" Best	10 1/2	Bedford	10 1/2
" Best A A	12 1/2	Valley City	10 1/2
" "	8 1/2	KK	10 1/2
G	8 1/2		

## SEWING SILK.

Corticelli, doz	85	Corticelli knitting,	
twist, doz	40	per 1/2 oz ball	30
50 yd, doz	40		

## HOOKS AND EYES—PER GROSS.

No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2 "	12	" 8 "	20
" 3 "	12	" 10 "	25

## PINS.

No 2-20, M C	50	No 4-15 & 2 1/2	40
3-18, S C	45		
COTTON TAP.			
No 2 White & Bl'k	12	No 8 White & Bl'k	30
" 4 "	15	" 10 "	22
" 6 "	18	" 12 "	28

## SAFETY PINS.

No 2	28	No 3	35
NEEDLES—PER M.			
A. James	1 40	Steamboat	40
Crowley's	1 35	Gold Eyed	1 50
Marshall's	1 00	American	1 00

## TABLE OIL CLOTH.

5-4	1 75	6-4	1 65
5-4	1 65	6-4	2 30

## COTTON TWINES.

Cotton Sall Twine	28	Nashua	14
Crown	12	Rising Star 4-ply	17
Domestic	18 1/2	" 3-ply	17
Anchor	16	North Star	20
Bristol	13	Wool Standard 4 ply 17 1/2	
Cherry Valley	15	Powhattan	16
I X L	18 1/2		

## PLAID OSNABURGS.

Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Onetida	5
Angusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6 1/2
Georgia	6 1/2	Riverside	6 1/2
Granite	5 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5	Otis checks	7 1/2

## WE HAVE MADE

H. SCHNEIDER CO.,  
GRAND RAPIDS, M



## SOME CAUSES OF UNREST.

No thoughtful citizen can, in view of recent events at Chicago and elsewhere, dismiss from his mind some feeling of apprehension. Not all the acts of violence were committed by the strikers, but the entire blame properly rests on the heads of the strikers and their leaders for inciting riot and applauding acts of violence by whomsoever conceived and executed.

All, except anarchists, or the more euphemistically termed individualists, will agree that a civilized people must maintain some form of government, and that behind this government there must be a potential force—a force capable of compelling obedience to laws and respect for the rights of others when necessary. It is probable that there are—and perhaps always will be—those who must feel this force occasionally, but when it becomes necessary to employ it too often or too much, or against great numbers of people, then it is time to do some thinking, whatever of fighting it may also be necessary to do.

It is easy for those of us who can at present manage to keep ourselves comfortably fed, clothed and housed, to simply demand the prompt imprisonment, shooting or hanging of law breakers, and when that is done imagine the whole difficulty settled. But blood poisoning cannot be cured by surgery alone; there must be treatment to cure the blood poisoning else there will be only a succession of surgical operations and final dissolution. It is our firm belief that ours is the best form of government yet devised by man, but no sane man can think it is perfect or that by it the nearest possible approach to justice, and the greatest good of the greatest number are always secured.

It is an indisputable fact that the security of government such as ours, and the prosperity of the people as a whole rests, and must continue to rest, finally upon what we are accustomed to regard as the lower stratum—the common laborer, and it can scarcely be denied that in legislation and in the courts this class and others similar, have been neglected; that money, especially when massed together, has wielded too great an influence; that there has been too much "representing millions of dollars," and too little representing millions of men with an inalienable right to life and the pursuit of happiness.

It is desirable, it seems to us, that a sharp line of demarcation should be drawn between the capitalist or the manufacturer on the one side, and the monopolist or manipulator on the other. Sometimes the same man may assume all these characters, but it is our belief that the manufacturer, pure and simple, is in these days, being charged with oppression, extortion and other sins, of which he is in no wise guilty, simply because the distinction is not made between manufacturing operations, pure and simple, and the operations of monopolies, trusts, and other combinations equally as reprehensible.

FRANK STOWELL.

## Selling Bicycles.

The competition for the bicycle trade has become so marked that no less than four active factors are at work in the field. These include in the order of their importance, first and naturally, the hardware dealers, the carriage men,

the regular agencies, and, last, least and ridiculously, the sewing machine agents. As a matter of fact, these latter gentry, or many of them, are endeavoring to sell bicycles direct to the users, and their organ has come out with the argument, such as it is, that they are particularly adapted to the trade and should claim it as their own. This is, of course, absurd, and is founded on no better reason than that because the bicycle is a wheel and the sewing machine has also a wheel the two trades should be made to go together.

The actual fact of the matter, as we have pointed out before, is that the sale of bicycles does not belong or pertain to any line of business exclusively. But we argue and believe that the hardware dealers are better able to advance and enlarge their sale than is any class of business men who are at all apt to handle them. They are assuredly in a better position to handle them than are the carriage men, with whose goods the bicycles come in direct competition, and can do better service, through being enabled to carry a diversified line, than any of the direct agencies which are limited to the sale of one make of wheel. The question is not so much the ownership of the trade as it is one of the resulting profit. Sewing machine agents make more money from their sales than do the manufacturers. As they have now gone into the business of selling bicycles, it naturally follows that they have sized up the situation and know about how much they can make in their new venture. What they can make as a class, the hardware dealers can double, beside giving to the trade a more substantial character than is possible from itinerant salesmen like the sewing machine agents or even from those who handle the wheels as agents for the manufacturers.

## The Kind of a Clerk Lincoln Was.

As a clerk in a country store in Illinois, Abraham Lincoln quickly became known for his honesty. He was truthful in what he said about the goods, he gave good weight, and, in particular, he lost no time and spared no pains in correcting mistakes.

He was closing the store one evening when a woman called for a half-pound of tea. In the morning he saw from the weight in the scale that he had given her only a quarter of a pound. Leaving everything else, he weighed out the other quarter and carried it to her.

Another customer paid him six and one-quarter cents more than was his due and when the store was closed at night he hastened to correct the mistake, although she lived two miles away.

Use Tradesman Coupon Books.

## Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60x10	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50x10	
AXES.		dis.
First Quality, S. B. Bronze	8 50	
" " D. B. Bronze	12 00	
" " S. B. Steel	7 50	
" " D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$12 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	8 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright cast joint	40 60x10	

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60x10
CRADLES.	
Grain	40x10
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	59
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	35
CHALK.	
White Crayons, per gross	130x12x dis. 10
COPPER.	
Planished, 14 or cut to size	per pound 28
" 14x52, 14x56, 14x60	28
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
DIPPING PAN.	
Small sizes, per pound	6x
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis. 40
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$36	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	dis. 25
FILES—New List.	
Diston's	60x10-10
New American	60x10-10
Nicholson's	60x10-10
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.	
Mosely & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOKES.	
Adse Eye	\$15.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 60x10
Stebbin's Genuine	60x10
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	10
50. . . . .	25
40. . . . .	25
30. . . . .	25
20. . . . .	35
16. . . . .	45
12. . . . .	45
10. . . . .	50
7 & 6. . . . .	60
4. . . . .	75
3. . . . .	1 20
2. . . . .	1 60
Fine 3. . . . .	1 60
Case 10. . . . .	65
" 8. . . . .	75
" 6. . . . .	75
Finish 10. . . . .	75
" 8. . . . .	75
" 6. . . . .	1 10
Clinch 10. . . . .	70
" 8. . . . .	80
" 6. . . . .	90
Barrell 7. . . . .	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Sciota Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50x10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/40 per pound extra.	

HAMMERS.		dis.
Maydole & Co.'s	dis.	25
Kips	dis.	25
Yerkes & Plumb's	dis.	40x10
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40x10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3	dis. 60x10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4x 14 and longer	3x	
Screw Hook and Eye, 1/4"	net 10	
" " " "	net 8 1/4	
" " " "	net 7 1/2	
Strap and T. " "	net 7 1/4	
HANGERS.		dis.
Barri Door Kidder Mfg. Co., Wood track	50x10	
Champion, anti-friction	60x10	
Kidder, wood track	40	
HOLLOW WARE.		dis.
Pots	60x10	
Kettles	60x10	
Spiders	60x10	
Gray enameled	40x10	
HOUSE FURNISHING GOODS.		new list 70
Stamped Tin Ware	25	
Japanned Tin Ware	25	
Granite Iron Ware	new list 2x	
WIRE GOODS.		dis.
Blight	70x10x10	
Screw Eyes	70x10x10	
Hook's	70x10x10	
Gate Hooks and Eyes	70x10x10	
LEVELS.		dis. 70
Stanley Rule and Level Co.'s		
ROPES.		7
Sisal, 1/4 inch and larger		
Manilla	01	
SQUARES.		7x10
Steel and Iron		
Try and Bevels	7x10	
Mitre	20	
SHEET IRON.		Com. Smooth. Com.
Nos. 10 to 14	\$3 50	\$2 50
Nos. 15 to 17	3 50	3 80
Nos. 18 to 21	4 06	2 70
Nos. 22 to 24	3 55	2 80
Nos. 25 to 28	3 65	2 90
No. 27	3 75	3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis. 50
List acct. 19, '86		
SASH CORD.		50
Silver Lake, White A.	list 50	
" " Drab A.	55	
" " White B.	55	
" " Drab B.	55	
" " White C.	55	
Discount, 10.	10	
SASH WEIGHTS.		per ton \$25
SAWS.		dis.
" " Hand	20	
" " Silver Steel Dia. X Cuts, per foot	70	
" " Special Steel Dia. X Cuts, per foot	50	
" " Special Steel Dia. X Cuts, per foot	30	
" " Champion and Electric Tooth X		
Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60x10	
Onelda Community, Newhouse's	35	
Onelda Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz	
WIRE.		dis.
Bright Market	70-10	
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.		dis.
An Sable	40x10	
Putnam	dis. 05	
Northwestern	dis. 10x10	
WRENCHES.		dis.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x16	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Claster	75x10	
Screws, New List	70x10x10	
Casters, Bed a d Plate	50x10x10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65x10	
METALS.		dis.
PIG TIN.		36c
Pig Large	28c	
Pig Bars	28c	
ZINC.		6x
Duty: Sheet, 24c per pound.		
600 pound casks	6x	
Per pound	7	
SOLDER.		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.		per pound
Cookson		13
Hallett's		
TIN—MELT GRAD.		7 50
10x14 IC, Charcoal		
14x20 IC, " "		7 50
10x14 IC, " "		9 25
14x20 IC, " "		9 25
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRAD.		75
10x14 IC, Charcoal		
14x20 IC, " "		6 75
10x14 IC, " "		8 25
14x20 IC, " "		9 25
Each additional X on this grade \$1.50.		
ROOFING PLATES.		6 50
14x20 IC, " Worcester		
14x20 IC, " " "		8 50
20x28 IC, " " "		13 50
14x20 IC, " Allway Grade		6 00
14x20 IC, " " "		7 50
20x28 IC, " " "		12 50
20x28 IC, " " "		15 50
BOILER SIZE TIN PLATE.		\$14 00
14x21 IC, " "		
14x21 IC, " "		15 00
14x21 IC, for No. 8 Boilers, " "		10 00
14x20 IC, " " g		





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E. A. STOWE, Editor.

WEDNESDAY, JULY 18, 1894.

## THE RIGHT TO WORK.

Everybody recognizes the indubitable right of people to work or not to work at their own pleasure. Of course, people who, for any reason, being able-bodied and able to find employment, but who voluntarily refuse to work, must not become burdens upon the community. But in every sense the right of work-people to go out on a strike is acknowledged by the law and justified and established in public opinion.

If an attempt were made to force a striker to work, the person or persons so attempting would be either guilty of assault or of false imprisonment, and would be amendable to the law for their acts. Thus the law protects a striker or any other person in his right to be idle, while any attempt to reduce anybody to a state of slavery where he would be forced to work against his or her will is expressly forbidden in the constitution of the United States. Thus it is that a striker knows that he is free from any force or interference by any former employer.

The right to work ought to be as thoroughly protected as is the right to be idle. But it is not. The enforced labor, which is denominated "slavery," is expressly forbidden by the constitution of the United States, in amendment XIII, and if any attempt were made to coerce a striker into such servitude, the machinery of the United States courts and the entire power of the Government, is necessary, could be put in motion to rescue the subject of such oppression.

But there is no such protection to the right to work. The man who wishes to earn his living by the sweat of his brow must fight his way as best he can. Let some poor fellow attempt to work in a place left vacant by a striker, and commonly he does so at the risk of his life. For his protection, neither Federal nor State courts are invoked, and neither Federal nor State troops are turned out. He is denounced as a scab, and he may be stoned or otherwise beaten by strikers every day in the week for any protection he will get from any source. Of course, if such a man should be killed outright, somebody might be called in

question; but never, if his life be spared, has anybody been punished for depriving, by violence and force of arms, any man of his right to work when in a place made vacant by the voluntary retirement of a striker.

Of course, when by a strike the public are greatly incommoded; when property is being destroyed and commerce is obstructed, and a general state of social disorder and disorganization exists through the violence of strikers, posers are sworn in, the troops are called out, and extraordinary means are taken to preserve order; but nothing is ever done to protect men in the right to work. And what is the result of it? Why, plainly, that although there may be plenty of men to take the places of strikers, they will not, as a general thing, come forward, because they know they will not be protected. That is the experience in this city; it is the experience everywhere. The troops will fire on mobs engaged in wrecking and burning railroad cars and buildings; but when the outlaws confine themselves to beating and intimidating men who are exercising their right to work, it is entirely another matter.

Strange as it may seem, this is a fact, and equally strange that nobody proposes a remedy for it. Is there no sympathy for the man who seeks to exercise his right to work?

## FIGHT AGAINST THE ANARCHISTS.

Every country in Europe is now busy in devising means of crushing out the anarchists and guarding against anarchist outrages. The numerous crimes which have taken place in all parts of Europe, culminating in the assassination of President Carnot, of France, have thoroughly aroused the governments of the various countries to the necessity of adopting special measures to deal with the anarchists. It has been generally recognized that the ordinary legal procedure would not suffice to meet the anarchist evil. France was the first country to realize this fact, and already two years ago special laws were passed making attempts or causing destruction of buildings by means of explosives a capital offense. More recently other laws were enacted, dealing with conspiracy and the like.

Germany in now debating the advisability of adopting special measures. Some of the German papers advocate the revival of the old anti-socialist laws which Prince Bismarck used to administer with an iron hand. In Great Britain uncommonly stringent measures have been resorted to to guard against anarchist outrages, and a bill has been proposed in Parliament to amend the immigration laws so as to prevent anarchists from using British territory as an asylum.

Without doubt the main measure relied upon by the European Governments for the suppression of the anarchist trouble is the international agreement, now understood to exist, which prevents anarchists, accused of outrages or suspected of complicity in outrages, from finding an asylum anywhere.

THE TRADESMAN heartily commends the gathering of retail grocers, to be held at Mt. Pleasant, August 7, and trusts the proceedings of the convention will mark genuine progress for the retail grocery trade.

Rand, McNally & Co., of Chicago, have been boycotted by the trades unions. The concern has a capital of \$1,000,000 and a surplus of over a million. If the boycott is pursued aggressively, the surplus will be increased to \$2,000,000 inside of three years. Loyal Americans take this means of showing their dislike of the favorite weapons of trades unionism—murder, incendiarism, intimidation, the strike and the boycott.

Arbitrating the amount of money a man shall receive will never be a success until arbitration shall also establish how much brains he shall carry around in his head.

## Was It Worth While?

From the New York Tribune.

So, Debs, it's over. Well, it's sooner by a few hours than we expected. We counted too much on the permanence of your cure of neurasthenia. It was obvious several days ago that the backbone of the strike was affected by neurasthenia, but we did not look so soon for the collapse of your own. The language you were engaged in throwing off led a great many persons unfamiliar with the phenomena of your malady to believe that your spinal column was the stiffest thing on the continent. Some of them, we presume, are disappointed. They were in hopes that you would continue to assert your superiority to the Government of the United States until you compelled it to back down. They were curious to see what you would do with it when you once got it subjugated; what limitations you would place upon it, or whether you would abolish it altogether. Their confidence in your spinal column was increased when they observed that you had been reinforced by Sovereign. For they know Sovereign as a Champion of Labor who carries between his nose and chin the capacity for keeping all the industries of the country going, when coal, steam, water power and natural gas fail, by simple wind. And now some of them are thinking that, instead of helping you with his wind, he blew your backbone over.

But now that it is over, and you are willing to let the Government of the United States continue business at the old stand for a while at least, the *Tribune* would like to ask if, when you calmly review your career, you think it was really worth while? You've been very lucky, Debs. They hanged a man in Chicago Friday for committing only one murder. He knew less than you do. He sinned against less light. There's a dead engineer, Debs, lying under his locomotive in the ooze of a river bottom, away yonder on the Pacific Coast, who wouldn't have been there but for you. And he never did you harm. There was nothing the matter with his backbone. He was trying to do his duty as he understood it, and he didn't weaken under threats. So the men whom you enlisted, whom you guided, and whose willing obedience you commanded, stealthily and murderously entrapped him to his death. There's a good deal of significance as well as pathos, Debs, in that dead engineer lying there in the ooze with his hand on the throttle. Means a great deal more, Debs, for the dignity of labor; for its honor; for the trust that can be reposed in it; for its knightly character and heroic courage—the dead hand on the throttle does—than all the sounding proclamations that have gone out under your hand during the last fortnight.

Others are lying dead over the whole stretch of country on which your influence has burned its track who would have been living but for you. Thousands are idle who but for you would have been reaping the fruits of industry in contentment. Thousands of families are in distress and misery who a fortnight ago were comfortable and happy, and might have continued so had you not ordered the bread-winners to throw down their tools and walk out into vagrancy and vagabondage. Through your orders business has been suspended, trade and commerce brought to a standstill, and all productive industry discontinued through

whole neighborhoods and over a wide extent of country. No man ever did so much mischief, ever brewed such trouble, spread abroad such distress and misery, ever caused such a sacrifice of life and made so many families wretched with so little personal inconvenience or loss and so little personal peril. For through it all your salary has gone right on. Gone on just as though it were not wrung from your victims.

And what have you got for it, Debs? Your picture has been printed in a great many newspapers. Your proclamations and pronouncements in a great many more. You are known by name to-day wherever the English language is spoken. It's a wide notoriety. Don't mistake it for fame, Debs. For it isn't. It is an unwholesome, nauseating notoriety. You have had a stomachful of it. And now that you are about to pass out of it into the obscurity from which you should never have emerged, we ask you in all candor, Was it worth while?

## The Wheat Market.

The market during the past week has been a waiting one, the longs watching the outcome of the harvest and the shorts thinking it rather risky to put out new lines at present low prices. There has been no wheat moving from first hands, as farmers are busy harvesting and threshing will be next in order. Our prediction that this year's crop would be but 80 per cent. of the average will turn out to be true, as the State crop report puts the yield at 17,500,000 bushels, while last year it was in excess of 22,000,000 bushels—rather a large decrease. Futures in wheat were lower and corn and oats declined more than wheat, owing to the better outlook for oats and the exceedingly good promise for corn. The future price of wheat depends entirely on the outcome of the spring wheat crop, which at this time does not promise any too well in the Dakotas and Minnesota on account of the extremely hot weather; but this may change at any moment. Should they have rain in these States wheat and oats will be all right yet. Receipts for the week were: wheat, fifty-four cars; corn, eight cars; oats, four cars. The price of wheat in the local market remains unchanged.

C. G. A. VOIGT.

## Corporation Gossip.

At the annual meeting of the directors of the Traverse City State Bank, held July 7, a dividend of 8 per cent. was declared on the business of the past year and \$10,000 carried to the surplus fund. The old officers were re-elected.

A block of stock in the Kent County Savings Bank (Grand Rapids) was recently sold at 205. A. J. Bowne was the seller and W. H. Anderson was the purchaser.

The Grand Rapids Fire Insurance Co. has begun doing business in Indiana. It will pull out of Colorado and Nebraska at the end of the year, owing to the expense of inspecting risks and adjusting losses at so great a distance from the home office. This change will confine the field of the company to seven States, all within convenient reach of the home office.

At the annual meeting of the stockholders of the Hannah & Lay Mercantile Co. (Traverse City), a cash dividend of 7 per cent. was disbursed and \$9,000 carried to the surplus fund. The old officers were re-elected, H. Montague continuing in the position of Secretary and General Manager.

The best work need not look for common credit.



## THE NICARAGUA CANAL.

The present is pre-eminently an age of commerce in contradistinction to the age of war for conquest which characterized national policy up to the last part of the present century.

From the earliest times a poor nation sought to enrich itself by robbing some other which it might be able to overcome. Rome conquered every country in its reach and grew enormously rich upon the plunder. Such examples were followed by every other nation, until the growth of a number of great powers made impossible the pillage and partition of other countries, and then the nations were driven to commerce for the wealth which they had been accustomed to take by force.

To-day the genius of statesmanship in every great country is devoted to increasing trade, in improving every process of production and in opening new markets. Colonizing Africa, building transcontinental railways and inter-oceanic ship canals are the order of the day. The shortening of commercial routes becomes a matter of the greatest importance in this age of keen mercantile competition. The greatest work of this sort is the construction of an inter-oceanic ship canal through the American Isthmus. The failure of the effort by a French company to pierce the Panama crossing has fixed upon the United States the burden of making the crossing, and the route is obviously through the Nicaragua Isthmus.

The Atlantic and Pacific Oceans are separated by two vast continental masses, but while that comprising Europe, Asia and Africa is enormously wide that which embraces the three Americas is, at its middle part, extremely narrow. Continental expanses, thousands of miles wide, narrow down to a few score of miles, as if the route for a canal to connect the two oceans were specially marked out by the power and intelligence that created the planet on which these conditions are found.

The arguments which urge the construction of a canal at that place are too familiar to need repetition, and too potential and convincing to be gainsaid. They embrace every consideration of commercial policy and every demand for the public defense. If the people of the United States propose to continue in competition with the other great powers for the commerce of Asia and of the western coast of South America and of Oceania, they must open this canal. If they should ever become involved in a foreign naval warfare they will discover that for the lack of such a canal they will be placed at a disadvantage tremendous and terrible.

But it is needless to dwell on these points. If the United States shall neglect the urgent duty which devolves on this country to build the Nicaragua Canal the prize will be snatched up by some other power. That is all there is to it. The opportunity is now and the duty is urgent. The Congress which is now in session should never conclude its sittings until the Nicaragua Canal shall be provided for.

## RAILWAY CONSTRUCTION IN 1894.

The year 1894 will be memorable for the great financial panic that started in 1893 and continued far over into the next twelve months, its evil effects being enormously aggravated by the strike of the coal miners and of the railway men.

The railways are the gauge and index of all other business, and the effects of such an aggregation of financial misfortunes is seen not merely in the tremendous losses scored by those vast agencies of commerce, but also in the remarkable stoppage of railroad construction.

The Chicago Railway Age has footed up the returns of railway construction for the six months of 1894, and finds that it is the worst showing made in thirty years past. The work done figures up for the six months of 1894, ending June 30, only 525 miles on 51 lines in 25 States.

In 23 States and territories no new track has gone down in the last six months; in 17, only a single line has been added in each; 2 have 2 new lines each; 2 have added 3; 1 has built 4; 2 boast 5, and 1 (Pennsylvania) can claim 7 new lines, but they average only 6 miles each. The largest mileage has been laid in Colorado, 54 miles, chiefly in the construction of 2 roads to reach the Cripple Creek mining camp; South Carolina adds 50 miles, Florida 48, West Virginia and Louisiana 46 each, Pennsylvania 42, New Jersey and Texas each 34; the rest much smaller amounts. The largest extension this year is a branch of the Atlantic Coast Line in South Carolina, 44 miles; the next, the Jacksonville, St. Augustine and Halifax River extension to Fort Worth, Fla.; the next, a stretch of 40 miles on the Florence and Cripple Creek in Colorado. Not a single trunk line of any importance increased its length. The work has been confined to the completion of work previously under way or to building little branches which seemed imperatively demanded.

From the present outlook, the Age forecasts that the new railway mileage of 1894 will not exceed 1,500 miles. No year since 1865, when civil war had checked progress, has shown so insignificant a total. In 1893 the construction amounted to 2,635 miles, in 1892 it was 4,200 miles, in 1887 it reached nearly 13,000 miles, or possibly ten times the meager mileage which this year will contribute. Yet there is a demand for many more railways.

What with Debsism, Coxeyism and the many terrible blows that have been struck at every industry and enterprise in the country, it will be wonderful if another mile of railway shall be built in the country for a long time to come.

## Had a Presentiment.

William Brummer, a 16-year-old boy employed by a druggist at Union Hill, N. J., when he came to the store last Tuesday morning told his employer that he had a strange presentiment that something serious would happen to him before the end of the day. The druggist laughed away his fears, telling him that his digestion was probably out of order, and he had better go home and go to bed. He refused to go, however, and presently was as cheerful as ever, and had apparently forgotten all about the matter. In the afternoon he went into the back room of the store, and in a moment the druggist heard a tremendous explosion. He hurried into the room and found that a small cannon, which he had there, had exploded, the contents lodging in the abdomen of the unfortunate youth, who lay on the floor in the agonies of death. The druggist says that the cannon was unloaded, and it is supposed that the boy had undertaken to load it, with fatal results.

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## Free Speech and Its Abuse.

Written for THE TRADESMAN.

The founders of this nation held certain truths to be self-evident—to wit, that all men were created equal and endowed with rights that should be sacredly respected. In the first amendment to the Constitution, Congress is prohibited from passing laws that shall "abridge the freedom of speech, or of the press." The constitution of Michigan has a similar restriction, and, to make the idea of individual liberty in this respect more emphatic, adds, "but every person may freely speak, write and publish his sentiments on all subjects, being responsible for the abuse of such rights."

At the time these authoritative expressions concerning the freedom of speech were put on record they were considered a sufficient protection for every citizen from a tyranny common to all lands not having a republican form of government. The abuse of this right was provided for in Article VI, Section 25, but referred only to the law of personal libel, and did not contemplate the control of treasonable speech. Courts have, from time to time, established a uniform construction on all the laws passed in harmony with the above article; and so far justice and social order are fully satisfied. Were it not for conditions that have been gradually changing within the past generation or two, by which new and powerful dangers appear in connection with the abuse of free speech, the power of law as a protector of individual rights would still be sufficiently effective.

It is not strange that our wisest statesmen of revolutionary fame failed to foresee and provide for the changes that a century has accomplished. From the time when the flow of immigration to our shores began, and every facility was extended to augment our population in a greater ratio than was possible by natural increase, causes were set in motion that, at first with glacier-like slowness, but later with obviously accelerated motion, have brought us face to face with an evil that it is folly to ignore.

There was a time when free speech was as harmless as the ingredients that enter into the manufacture of gunpowder before they are skillfully mixed. There was, too, a time when the elements that form a modern anarchist were separate and innoxious, like chemicals in a crude state, and, therefore, safe from all dangerous effects that can only be developed by combination. There was also a time when the people of this land were of a character not liable to be inflamed by appeals such as the anarchists of to-day are by speech and press, distributing among the tinder of human passions made more susceptible to conflagration by the warm rays of Liberty's sunshine.

That every man is a sovereign, and free to give expression to his thoughts, wishes or opinions has been by some considered the saving element of a republican form of government. Many even insist that it is contrary to the spirit of our institutions to make mere words, however rash, hostile or venomous, when uttered against the peace of society subject to legal repression by penal statute. They consider threats made to the ears of an excited crowd of peace disturbers, unless accompanied by some overt act, as not deserving interference by state,

national or municipal officers sworn to preserve public tranquility.

But late experience in the last decade has clearly shown that unless controlled by the same power that punishes its abuse when directed against individuals, free speech may be the means of destroying our system of self government—founded, as we fondly hoped, on a basis firm enough to withstand the vicissitudes of fate for all time. Such speeches as have been made to crowds of laboring men not only in secret council but openly in mass meetings, attracting the most ignorant and discontented classes, are as deadly as the torch of an incendiary applied to buildings in the compact blocks of cities. If we cannot, consistently with present legal limitations, protect the life of the republic from treasonable speech, or printed threats that fire the passions of the ignorant and lawless, thus destroying respect for our constitutional government, all the sacrifices made by patriots hitherto will have been in vain. Troy fell because the agent of destruction was introduced in harmless guise. Unless we awake to the real danger in time, free speech will prove to be the Trojan horse through which the citadel of liberty may be captured by the inveterate enemies of all forms of government. One who has been taught that he has a natural right to say what he pleases is pretty sure to go further and insist, as a natural sequence, that he may do as he pleases if he gets the power into his own hands. It is easy to descend from liberty to license, as every strike of labor unions in the last score of years fully proves.

Crimes committed during these strikes, confessedly to enforce the claims of labor, whatever their number or magnitude, no longer shock the public mind as they ought. On the other hand they are looked upon as the common incidents of the day. They make the newspapers more interesting to readers, who never seem to care so much for the reproach they cast on our national reputation as they do for the inconveniences suffered by themselves in the matter of transportation facilities. Men of national repute are often disposed not only to condone them, in a desire for popularity, but even to lay the guilt on the acts of capitalists or government. They forget that if their charges were true, under a government of law one wrong can never excuse another. If every man is to maintain his rights by force, either singly or by combination, civil war is the resulting condition. To repress this war and restore social order the government must rely on the military power. But where that force has to be recruited largely from combatants or sympathizers with the lawless element the task is difficult if not hopeless, and the end is anarchy.

It is apparent to every careful observer that to the abuse of free speech may be charged most of the crimes lately committed by men enrolled under the standard of labor. The leaders, it is true, disavow such unlawful acts, and claim to be loyal to the laws of the land. They openly command their followers not to overstep the bounds which protect persons and property, but to depend only on fair persuasion and argument. But the instruments used are not amenable to reason, because the passions of some have been previously excited by appeals to the baser instincts of human

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nature, and the judgment of others has been corrupted by sophistries which wholly smother the promptings of humane feelings.

One may as well ask the ball not to kill after it leaves the gun, as to order the brutish element, largely dominant in every large strike to forego its sweet revenge, where the bow of organized authority releases the arrow of ultimatum as the signal for attack. The mischief is done by those who in speech and print lay the fatal train, requiring but a tiny spark to produce the catastrophe.

A great part of the expense of our government is incurred either in trying to correct former mistakes that should have been avoided, or in repairing their natural consequences. The power that is now used to protect individual character from unjust attack by speech or press, if framed into law and enforced as impartially as the statutes defining libel, could be made more effective in preventing unlawful acts of irresponsible men, than scores of sworn deputies, or regiments of armed militia. Unless some general method is devised to reach and destroy the root of evils based on a false theory of economics, they will, like a swollen river overflowing its banks, soon find wider channels of mischief and sweep away every constitutional barrier that protects national existence from the chaos sure to be the result of destructive human passions. Whatever may then be left of our boasted autonomy will be an object of derision to civilizations over which we once prided ourselves as superior, and of compassion to friendly monarchies where the success of our theory of government has been a matter of doubt.

Business men are too apt to overlook the real issue in question where their prosperity becomes endangered by the struggles between labor and capital. Fear of consequences instead of patriotic sentiment leads some to side with the law-breakers by silently approving language and action that is contrary to their better judgment and to the principles on which alone business can be safely conducted. A few have even discharged employes for answering as citizen soldiers the call to sworn duty. Many others, indirectly affected, or just enough to cause a little personal inconvenience, thoughtlessly echo complaints against what they please to call capitalistic greed, without caring to know which party is in the right. Every one of these blind criticisms is a plain misuse of free speech, and invariably adds to the fuel agitators have prepared to fire the passions of their dupes and strengthen unlawful purpose.

Every man who has an interest in his country's welfare and an atom of influence should add his mite to the volume of patriotic protest against all malicious or careless use of free speech by voice, pen, or type, that engenders distrust in the minds of the ignorant and lawless concerning the beneficence of our system of self-government as it has been so long administered. That protest will surely be effectual when the present clamor has had time to subside and men learn wisdom from the object lessons of bitter experience. In time we shall have a public sentiment powerful enough to insist that both speech as well as action in a republic must be subject to the will of the majority expressed in constitutional law, wisely interpreted by judicial rea-

son. Then what our orators have to say on the 4th of July will not be merely spread eagle enthusiasm, but truth inspired by exact justice that will live and animate the American people throughout the year.

S. P. WHITMARSH.

#### Manufacture of Macaroni.

D. R. Cone in American Miller.

There are many secrets connected with the manufacture of macaroni and vermicelli, which the average person does not learn, for it is very difficult to obtain admittance to a factory where these goods are manufactured, and when one does get on the inside, he is looked upon by all connected as a spy trying to learn their secrets. The manufacturer of macaroni and vermicelli resembles a miller in some respects. Each has his own peculiar way of trying to improve his goods. The machinery used is of a special character, and with the exception of one firm in this country, is made only in foreign countries. The experts are Italians and Germans. It has recently become quite a business in this country, and of late, foreign competition has suffered severely. The reason of this falling off of imported goods is that most all of the factories here put up for the trade what is called a domestic and an imported brand. The imported goods are nothing more than domestic put up in foreign looking packages, with a peculiar brand to deceive the people. The jobber understands, of course, what the imported brand is, and, as a rule, does not pay any more for it than for domestic, but what about the customer?

Both macaroni and vermicelli are made wholly from flour with the addition of water and coloring matter. This coloring matter is not, as many suppose it is, made from eggs, but is a combination of chemicals.

The flour used is of the greatest importance. It should be made from spring wheat and contain as little starch as possible. The more gluten and the stronger it is the better the quality of the product. It requires very strong and heavy machinery to mix this stock, as there is only enough water mixed in to make it cling together.

From the mixing it is taken out and run through a chaser, a machine much used by paint people for mixing putty, etc. When through with the chaser it is run through a set of smooth rolls. There is no differential to these rolls; they both run the same speed. The object in running it through these rolls is to size it up and make it firm and compact. From here it goes to the presses, which are made similar to the cylinder of an engine standing upright with a piston rod forcing the dough down through the cylinder. Here the dough comes in contact with a set of dies. These dies are designed to make the different kinds of shapes, sizes, etc.

There are other machines used for making noodles, stars and many other delicate little figures. The goods being taken from the presses are laid out on paper covered boards and put in the drying room. This room is so constructed as to have good ventilation, and no artificial heat whatever is used.

The time required to prepare these goods for the market is about two weeks. Macaroni and vermicelli will keep fresh for a long time if kept from the sunlight and dampness. I have been told by dealers that it is often carried in stock from six to eight months. The daily capacity for a medium sized plant is about 3,000 pounds per day.

All these facts seem to be of little importance to millers, but I know of two millers in this country who are so much interested that they use up a good part of the mills' product in manufacturing these goods, and I hope in the near future to explain how a miller can connect a baking business with his mill with profit.

There is one thing to be said in favor of the cigarette. While the dude is smoking it he isn't trying to talk.

The love of money is often followed by the divorce of character.



## Flags —

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

MUSLIN flags on sticks, sizes from Nos. 1 to 12. These pay the retailer from 75 to 100 per cent. profit.

Red, white and blue bunting by the yard for trimming store fronts, halls and schools; also tri-colors in each piece. Prices range from 3 to 10c per yard.

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

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

## A Panacea for Dull Times.

The safest, speediest and most effective cure for dull times is the liberal use of printers' ink. The business man who keeps himself before the public controls the magnet that attracts trade. Reward follows those possessing the courage to buffet the tide of adverse circumstances.

Let the line of trade with which you are identified know that you are still at the old stand and ready for patronage. If you have anything new let the printer help you make it known.

We are experts in all branches of typography and engraving. Long established, excellent facilities, perfect equipment, and bottom prices for the best class of work. You can rely on our promptness.

**Tradesman Company,**

Grand Rapids, Mich

## CLEAN UP

the odds and ends left from last month's business and

## STOCK UP

with new goods.

## BUSINESS

will pick up some and those who have plenty of goods on hand will reap the benefit.

**THE PUTNAM CANDY CO.**

## For a Dislocated Jawbone

Consult the Doctor

## But for Fits

In footwear

Consult the old reliable firm

**Rindge, Kalmbach & CO.**

GRAND RAPIDS

**The Man Who Is Sociable.**

The sociable man is the most favored of mortals, it he who is always cheerful and happy can be said to be favored; and who shall hold to the contrary? It does not necessarily follow that the sociable man is always a source of cheerfulness or happiness to those with whom he comes in contact. On the contrary, a very little of him is sometimes quite enough, while very much of him is cloying, not to say wearing. But the sociable man is ever upon the best of terms with himself, and it is impossible for him not to obtrude his buoyancy where it is not absolutely yearned for. The sociable man, were he a book that could be shut up at one's pleasure, would be a comfortable man to know, but one is not always in the mood to read the most interesting or the most diverting of books; and so with the sociable man—his sociability is at times unattuned to our feelings, and then is he a distraction rather than a diversion, an annoyance, instead of a benefaction. It is true that he always has to say what he considers the proper thing for the occasion. If it is a sweltering summer day he remarks how hot it is, which cannot be otherwise than comforting to one who is nearly melted. If you are pale, or abnormally flushed, he very appropriately informs you that he never saw you looking so bad, and then perhaps endeavors to reassure you by narrating how Mr. Soandso was taken the same way you seem to be taken only a week ago, and that he was buried yesterday. All this is told in his own sociable way, and if it does not immoderately interest you, it is a pleasure, or should be, to see how it interests him. Then the sociable man has a way of worming out of you the story of your daily life, with all its care and care, and in doing this he seems to be performing a disinterested service, inasmuch as it is a relief to have an ear at hand into which to pour the tale of our troubles and disappointments; and the sociable man, in thus casting his bread upon the waters, has it all returned to him, not after many days, but immediately, and so he has the wherewithal to be more sociable than ever to others in rehearsing what you have told him. The sociable man is seldom profound. His tongue is not idle sufficiently to give him the opportunity for reflection. So he is not given to thinking; talking is his forte, and one who is always talking can hardly be expected to do anything else. The sociable man is, in short, just the kind of a man that one likes to meet once in a great while, the longer between whiles the better; not that you do not appreciate his worth, but because you do not feel that it is right to monopolize his talents when perhaps others may be suffering to enjoy them.

## Do You Want Your Autograph?

These are samples of autographs we engrave to order. Can be used for all kinds of printing.

**PRICE \$1.50**

If desired we can furnish rubber stamp of same and pad for \$1 Extra.

In ordering write name two or three times in ink.

**TRADESMAN  
COMPANY**

*James Blair*

*E. P. Maldron*

*E. Pierce*

*W. Fred M. Bain*

*Fred H. Ball*  
*Lucy*

## THEY ALL SAY

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

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

## WALTER BAKER & CO.

The Largest  
Manufacturers of

**COCOA and  
CHOCOLATE**

IN THIS COUNTRY,  
have received from the  
Judges of the

**World's  
Columbian  
Exposition**

**The Highest Awards**  
(Medals and Diplomas)

on each of the following articles,  
namely:

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

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

**SOLD BY GROCERS EVERYWHERE.**

**WALTER BAKER & CO.,  
DORCHESTER, MASS.**



PLEASES EVERY BODY.



PRICES FOR 1894.

40 CENTS A BOX.  
\$3.60 PER CASE.  
\$3.50 PER CASE, in Five-  
Case Lots.  
\$3.40 PER CASE, in Ten-  
Case Lots.

# TANGLEFOOT Sealed STICKY FLY PAPER.

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

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

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

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



SOLD BY ALL JOBBERS

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



## MODERN MAGIC.

From the earliest recorded times a belief was held that all the forces and objects in nature were presided over each by its special divinity, genius, fairy or spirit, and, if it were possible, to gain an influence over or control of those deities or genii they could be persuaded or coerced to obey the commands of the possessor of the special influence.

The entire realm of nature was supposed to be peopled with these airy, earthy, watery or fiery beings, who held dominion in their special domains; but it was possible for men, by the use of certain spells and arts, to subdue these spirits and make obedient servants of them. The knowledge requisite to gain the mastery over these spirits was termed "magic," from the Oriental Magians who were celebrated practitioners of the occult arts. King Solomon was credited with having known all the mysterious learning of the East, whereby he was able to control all the genii and spirits of the underworld, besides knowing the languages of all living creatures of the animal kingdom.

Those who possessed a knowledge of these occult mysteries were able, by rubbing a lamp or a ring, or by the use of some other charm, to summon spirits who would uncover the treasures of earth and sea and reveal all the secrets of nature. In the Middle Ages earnest men, under the names of alchemists and rosicrucians, sought to uncover the mysteries of magic, and their remarkable researches finally brought forth the modern sciences of chemistry and physics, so that to-day there is a magic quite as potential and not a whit less wonderful than was that of the golden days of that most gorgeous and romantic personage, Haroun Al Raschid, the celebrated Caliph of the East.

The magicians of to-day are the chemists, the engineers, the electricians. At their command the spirits of air, water, earth and fire do man's every bidding. They flash his news around the globe; they propel his great ships, his thousands of railway trains, and his millions of machines. They illuminate his cities and houses; they create for him, in the tropics, ice to cool his drinks and preserve his food, while they fan the fiery atmosphere into refreshing breezes. All the fairies and genii of the underworld could not have done more for King Solomon in all his glory. It is not at all likely that they did as much.

But this is only a beginning of the power of modern magic. It is plunging into the innermost recesses of nature and tearing out secrets that have been hidden there from the very beginning of what we know as civilization. It has learned to separate every substance into its constituent elemental components, and it is learning, although somewhat slowly, to recompound and recreate them. To analyze is to take apart and separate into its component parts something which already exists. Analysis is a certain and every-day achievement of the chemist. That is easy enough. What he is now earnestly seeking to do is to learn how to put these constituent parts together and recreate the object that had been analyzed. To recompound is more difficult than to decompose; nevertheless men are learning its mysteries, and they will master them, too. Human power will only stop at original creation. That function is divine. To

create is reserved for supreme knowledge and power. But to rebuild, to recreate, to restore that which has heretofore existed in an organized state, but whose organization has been broken up, is within the power of man.

The scientist having advanced far enough to be able to determine the chemical composition of every important article of consumption, he next essays to reproduce them. Take bread, for instance. It is composed of a given number of parts of oxygen, hydrogen, nitrogen and carbon. Then there is a suggestion of phosphorus, a little lime, a small proportion of potash, and mayhap some other items. All these substances are vastly abundant. Most of them are in the air and water. Carbon is stored up in untold quantities in every tree and plant, and where there is no vegetable life there is coal, which is impure carbon. Lime and potash are also to be had in enormous quantities.

Apparently, enough material for the composition of bread exists to feed the whole human race, even if there were not left a stalk of grain on the face of the earth, and the articles in question are, in most cases, as cheap as dirt. Why, then, should anybody starve? The same sort of facts may be stated of meat, milk, eggs and vegetables. Why, then, should there be any starvation if the chemist, who knows the composition of every article of food, can go into his laboratory and convert a hog's head of water and a ton of coal into bread enough to feed an army?

The trouble is that the chemist lacks one element of power which he has not yet attained. He can mix together the requisite proportions of oxygen, hydrogen, carbon, nitrogen, and add a pinch of lime and potash to his bread, a dash of sulphur to his eggs, some phosphorus to his meat and wheat bread; but the mixtures will not resolve themselves into beefsteaks, hot rolls, yellow butter, milk and eggs. So far from this, those compounds will not even be fit to eat; they will not contain a single particle of nourishment. Why not? That is the question.

The vital principle that formed the material of the grains of corn and wheat, that elaborated the juicy steak, that organized the milk and eggs, is lacking. What is that vital force? Possibly it is electricity. It is, at least, some vivid and vivifying power which so combines and unites the material in question as that they are transformed into nourishing and agreeable articles of food. This is the last step for the modern magician to take. He has not made much progress in this direction, but the field is open.

The problem of recombining the elemental bodies into articles of food seems by no means impossible. About a century ago, Robert Malthus created a sensation by predicting that the day will come when the population of the world will be so great that it will be impossible to feed the superabundant people. He pictured the lands worn out by excessive culture, so that they will not produce a crop or furnish any vegetable substance for man or beast. But the chemist has demonstrated that is impossible. There is always material with which the lands can be fertilized, so that they will always respond to the labor of man. There is no reason that lands should ever be worn out. But

with improved processes of manufacture, waste material is saved and utilized for food. Already tallow, oil and a little milk can be converted into excellent factitious butter. Why shall not the day come when roasts of beef, hot rolls, fragrant butter and all the material of dinner or breakfast shall be elaborated out of the contents of a coal bin, combined with the water of Grand River, which we now spurn because of its supposed contamination? This will be one of the triumphs of modern magic, all in good time.

## The Hardware Market.

General Trade—July opens up fairly well, although it takes several days to get over the Fourth. Dealers are buying but little, as farmers are busy in the fields at this time of the year. Changes are but few, except where values are affected by some unforeseen cause. We were no sooner over with the coal strike than the railroad trouble began, which has had more or less to do in preventing the starting up of some factories, and has materially interfered in the transportation of merchandise, causing serious loss and inconvenience in many cases. It is to be hoped that this is the last of our troubles and we do not hesitate to say that we believe this strike marks the low water limit of this long depression and that from now on we may look for a general revival all along the line.

Wire Nails—Still firm at \$1.25 rates, if shipped from the mill, and \$1.35@1.40, if shipped from stock. The difficulty is that nearly all the nail factories are closed down and stocks are about depleted, and jobbers, as a rule, are declining to accept orders except subject to stock on hand.

Barbed Wire—The demand is limited and prices are stationary at \$2.20 for painted and \$2.60 for galvanized.

Rope—Much firmer and prospects of higher figures soon. Jobbers now quote 7@7½¢ for sisal and 9½¢ for manilla.

Window Glass—As all of the glass factories are closed, present quotations are firmly held. If any change is made it will be for higher prices.

Farming Tools—Cradles are in good demand at \$17@18 for wood and wire brace. Rakes and forks move freely.

Cherry Stoners—A good crop of cherries has made a large demand for the Enterprise cherry stoner. We quote japed at \$7.50 per doz. and galvanized at \$9, less 20 and 10.

## The Same Old Gang.

SPRINGPORT, July 14—On June 28 the Shoppers' Paradise, conducted under the style of Dunlop & Co., was closed by Edwin Dunlop, who held a chattel mortgage on the stock for \$725. The stock invoiced \$924 and was sold July 6 to E. Dunlop for \$725. The only other bid was for \$200. The Dunlops came here from Camden, where, I am informed, they also had financial trouble. They are now moving to Kalamazoo, where they will do business under the name of E. Dunlop. These people have been in this kind of business for about fifteen years back and I write you these facts, that you may post people, if you desire to do so.

C. Reports from Kalamazoo are to the effect that the Dunlops are there and will shortly open for business—and creditors—at the former location of F. E. Jebb. THE TRADESMAN exposed the peculiar methods of these people about ten years ago and sees no reason why the verdict should be reversed at this time.

## CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.	5½	6	7
" H. H.	6	6	7
" Twist	6	6	7
Boston Cream	8½		
Cut Loaf			8½
Extra H. H.	8½		

## MIXED CANDY.

	Bbls.	Pails.
Standard	5½	6½
Leader	5½	6½
Nobby	6½	7½
English Rock	7	8
Conserves	7	8
Broken Taffy	7	8
Peanut Squares	7½	8½
French Creams		9
Valley Creams		13
Midget, 30 lb. baskets		8½
Modern, 30 lb.		8

## FANCY—In bulk

	Pails.
Lozenges, plain	8½
Chocolate Drops	9½
Chocolate Monumentals	12
Gum Drops	12½
Moss Drops	5
Sour Drops	7½
Imperial	8½

## FANCY—In 5 lb. boxes.

	Per Box
Lemon Drops	50
Sour Drops	50
Peppermint Drops	60
Chocolate Drops	75
H. M. Chocolate Drops	80
Gum Drops	80
Licorice Drops	100
A. B. Licorice Drops	100
Lozenges, plain	80
" printed	65
Imperial	60
Mottees	70
Cream Bar	55
Molasses Bar	55
Hand Made Creams	85@95
Plain Creams	80
Decorated Creams	80
String Rock	80
Burnt Almonds	100
Wintergreen Berries	60

CARAMELS.			
	No. 1, wrapped, 2 lb. boxes.	No. 1, " 3 " "	No. 2, " 2 " "
	34	51	28

ORANGES.			
	Fancy Seedlings, 96s.	Sorrentos, 160s.	Rodis, 200s.
			5 00

LEMONS.			
	Choice 300	Extra choice 300	Extra fancy 300
			5 00
			5 00

BANANAS.			
	Large bunches	Small bunches	
	2 30	1 50@1 75	

OTHER FOREIGN FRUITS.			
	Figs, fancy layers, 8lb.	" " 30lb.	" extra " 14lb.
	12½	12½	12½
	Dates, Pard, 10-lb. box	7	
	" 50-lb. "	5½	
	" Persian, 50-lb. box	5	
	1 lb. Royals.	7½	

NUTS.			
	Almonds, Tarragona	Ivaca	California
	16	15	2
	Brasils, new	8	
	Filberts	11	
	Walnuts, Grenoble	13½	
	" French	10	
	" Calif.	12½	
	Table Nuts, fancy	12	
	" choice	11	
	Pecans, Texas, H. P.	7½	
	Chicknuts		
	Hickory Nuts per bu		
	Cocoanuts, full sacks	3 50	

PEANUTS.			
	Fancy, H. P., Suns	" Roasted	" Roasted
	5½	7	5½
	Fancy, H. P., Flags	5½	7
	" Roasted	7	
	Choice, H. P., Extras	4½	
	" Roasted	6	

## OILS.

The Standard Oil Co. quotes as follows:

BARRELS.			
Eocene		8½	
XXX W. W. Mich. Headlight		7	
Naphtha		6½	
Stove Gasoline		7½	
Cylinder		27	
Engine		31	
Black, 15 cold test		31	

## FROM TANK WAGON.

Eocene		7	
XXX W. W. Mich. Headlight		5	

## POULTRY.

Local dealers pay as follows:

LIVE.			
Turkeys		7	2 8
Chickens		12	2 14
Fowls		5	2 6
Ducks		8	2 9
Geese			2

## DRAWN.

Turkeys		11	2 12
Chickens		10	2 11
Fowls		9	2 10
Ducks		10	2 11
Geese		10	2 12

## UNDRAWN.

Turkeys		9	2 9½
Chickens		7½	2 8
Fowls		6½	2 7
Ducks		8	2 9
Geese		8	2 6

## Drugs &amp; 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—Houghton, Aug. 29 and 30; Lansing, Nov. 6 and 7.

## Michigan State Pharmaceutical Ass'n.

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

## Grand Rapids Pharmaceutical Society

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

## WHAT IS A POISON?

One of the remnants of the dark ages to which many people of the present day still cling with great tenacity, is the use of the word *poison* in designating such substances as arsenic, strychnine, corrosive sublimate and the many others that cause serious effects when absorbed by the human system in comparatively small quantities.

The English language affords scarcely a word that has caused so much diversity of opinion respecting its real meaning as has the word "poison." As might be expected, the views on this subject maintained by professional men differ greatly from those held by the laity. Quite as marked, however, are the differences in opinion prevailing among the professional men themselves. In courts of law, for instance, the defendant in cases of murder by poisoning has been known to escape on technical grounds arising from wrangles among medical witnesses as to what really constitutes a poison. In law an adequate definition of this word is scarcely ever prescribed for the guidance of authorities, and many have been the inconveniences, not to say difficulties, arising on this account.

All persons have well fixed individual opinions as to whether this or that substance is poisonous, but the fact that the same substance can be turned to value and use in its proper relation to man does not seem to bear much weight with them. Thus, certain people are very fond of mushrooms and know full well that the genuine article cannot possibly be injurious, while others insist this fungous growth is poisonous under all circumstances, and would not think of touching it, even though it is a nourishing food in constant use. In some localities people eat pokeberry pie and think no more of it than of drinking water, while in other places these berries are supposed to be fraught with all manner of poisonous principles and their proximity is dreaded. The general prevalence of the impression that substances like arsenic or strychnine are deadly poisons under all circumstances, further illustrates how firmly the masses hold to such unwarranted prejudices. Many people hold up their hands in holy horror when they learn that their physician has prescribed these medicinal agents for them.

Two distinct schools have naturally developed among those who differ as to the correct meaning of this word "poison."

The one holds that a substance only becomes a poison when, by its innate chemical nature, it causes impairment or destruction of function.

The other asserts that only a certain fixed class of substances, such as hydrocyanic acid, corrosive sublimate, morphine, and others that are capable of

causing serious effects when absorbed by the human system in comparatively small quantities, can be termed poisons; and that drugs of this class possess certain native properties for the destruction of function not found in substances reputed inert.

The latter description, it would seem, is entirely too narrow and restricted. If we accept it as the logical definition, then all those substances not included among the arbitrary poisons must, of course, be reported as innocuous—and many of those substances reputed inert operate in precisely the same manner as those termed virulent, when taken into the system in unusual quantities. For example, opium, when absorbed by the system in overdoses, causes death for the reason that it then becomes a narcotic poison; strychnine, because it becomes a narcotico-irritant, and arsenic an irritant poison. Now the mode of operation of one-half pound of common salt, when taken into the stomach, is precisely the same as that of five grains of arsenic. Both cause death for the reason that in the quantities mentioned they act as powerful irritants on the sentient extremities of the nerves of the lining membrane of the blood vessels, thereby producing a fatal impression sympathetically upon the general nervous system. In this instance, why shrink from calling common salt a poison, simply because a much larger quantity of it than of arsenic is necessary to act fatally? Both of these substances in the quantities mentioned operate in precisely the same manner, causing suspension of life by overcoming the vital forces. The natural conclusion is, therefore, that a substance is a poison in relation to man, in the actual sense of the word, only when by its innate chemical nature it causes impairment or destruction of function; and from this it must be decided that no substance can be termed a poison *per se*.

Among medical men the following has generally been accepted as an authentic definition of this word "poison." It reads: "A poison is a substance capable of destroying life when taken internally or applied to the surface of the body, without acting as a purely mechanical irritant." This, however, is open to the same objection that it at once fixes a distinct class of substances as poisons under all circumstances.

The words "*a deadly poison*" form a phrase very generously abused in newspaper accounts of casualties by poisoning. Ammonia-water, copperas, or salts of tartar are made to suffer under the same horrid epithet as the dangerous alkaloids or mercurials, when accidentally responsible for serious results. This term should be used only in describing those drugs that are poisonous in very small quantities.

The old aphorism, "One man's food is another man's poison," is nicely illustrated in the fact that many valued articles of food, such as fish, oysters, rice, strawberries, cranberries, apples and many others, often cause a form of poisoning characterized by eruptions of the skin termed "urticaria," when ingested by certain persons who are incapable of properly assimilating these palate-pleasing foods.

When this word "poison" is considered in its more general significance, independently of its relation to man, the fact of its being an indefinite relative word with only an approximate meaning

is clearly demonstrated in the circumstance that certain species of birds satiate themselves with the berries of the deadly nightshade, finding in them nourishment, and goats eat with impunity the leaves and pods of stramonium—so dangerous to man; this herb is to them, as it were, a rare and tempting delicacy. ALBERT N. DOERSCHUK.

## "Pills" and the Towel.

Pharmacist Edward Forester of Williamsburg, N. J., had a little pup known to the wide circle of his acquaintances as "Pills." About one month ago Pills began to teeth. He was given the usual rubber arrangements to chew on, but he discarded them. Then the druggist tried a number of decoctions, but still Pills continued to teeth. Poor Pills seemed bent on tearing all the towels he could find, and would pass many a happy hour in chewing on them.

It was on Friday afternoon, when Mr. Forester stood behind his prescription counter at ten minutes to four o'clock rubbing his hands upon a small towel. Then he turned around and hung the towel on a hook. About the facts up to this date there isn't a shadow of a doubt. After that point there was dire mystery. Edward Forester went right along with his drug business for ten minutes, put up another prescription, and then turned around and reached for the towel. It was gone. Any well regulated towel would have laid on the floor under the hook. This one didn't, nor was it among the bottles under the counter, nor anywhere else where man would think of searching for it. Edward Forester had been all alone with the towel during these ten minutes. He had not been watching it, it is true; but then he didn't have to. At least it never occurred to him that he had to, and its absence troubled him.

Edward Forester is a man of advanced liberal ideas, and he does not believe in spooks, but he actually had to support these negative convictions with a tonic wink or two. Two days crept away after that and Pharmacist Forester looked at the vacant hook five hundred times, half expecting to see that towel hang itself up again and give him positive proof that it had been there all the time. It did not come back.

Then a change seemed to come over sportive Pills. It looked distressed, and refused to touch even the daintiest morsels. But he didn't grow thinner; on the contrary, he waxed painfully rotund. Finally, seeing that the end was approaching, Pills was put in a Hostetter's Bitters box, where it breathed away its gentle soul.

The mystery of the case was as deep as the profound sorrow of the master of the dead pup, and although the weight of medical opinion inclined to appendicitis, the result of the conference was the decision to institute autopsy. Poor Pills was rolled over, the keen scalpel swished along the linea alba, the abdominal viscera bulged into sight, and—"B'gosh, my towel!" was all Mr. Edward Forester could utter.

## Put the Best Foot Forward.

From the Age of Steel.

It is not the fellow who goes around whining about unkind fate and the wreck that it has worked in his individual case that is going to help things out of the mire, but the man who recognizes that his contriving brain and strong right arm are a part—and no mean part, either—of

fate; who goes to work to gather up what is left and put the best face possible on an ugly situation. Such are the brave and cheerful spirits who in every crisis of whatever kind tread down the nettle danger and pass flyingly over the wrecks of past imprudence.

Established 1868.

## H. M. Reynolds &amp; 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, Oils.

## Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

## ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery  
Headings, Maps, Plans and Patented Articles.  
TRADESMAN CO.,  
Grand Rapids, Mich.

## 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.

## Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.

Seely's Lemon.  
(Wrapped)

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

Seely's Vanilla  
(Wrapped)

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

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

Correspondence Solicited



SEELY MFG. CO., Detroit, Mich.



## Wholesale Price Current.

Advanced—Alcohol, Canary Seed, Coriander Seed. Declined—Balsam Fir, Canada, Gum  
Opium, Gum Opium, po., Po., Ipecac rt, Celery Seed

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	50
Benzolcum German.	65 75	" F.	50
Boracic	20 30	Aloes	60
Carbolicum	20 30	" and myrrh.	60
Citricum	52 55	Arnica	50
Hydrochlor.	30 5	Asafetida	50
Nitrosum	10 12	Atrope Belladonna.	60
Oxalicum	10 12	Benzoin	60
Phosphorilum dil.	20	" Co.	50
Salicylicum	1 25 61	Sanguinaria	50
Sulphuricum	1 1/2 61	Barosma	50
Tannicum	1 40 61	Cantharides	75
Tartaricum	30 33	Capiscum	50
AMMONIA.		Ca damon	75
Aqua, 16 deg.	40 6	" Co.	75
" 20 deg.	60 8	Castor	1 00
Carbonas	12 14	Catechu	50
Chloridum	12 14	Cinchona	50
ANILINE.		" Co.	50
Black	2 00 25	Columba	50
Brown	30 21 00	Conium	50
Red	45 60	Cubeba	50
Yellow	2 50 23 00	Digitalis	50
BACCAR.		Ergot.	50
Cubee (po 36)	25 30	Gentian	50
Juniperus	80 10	" Co.	60
Xanthoxylum	25 30	Gualca	50
BALSAMUM.		" ammon	60
Copaiba	45 50	Zingiber	50
Peru	22 25	Hyocyanus	50
Terabin, Canada	40 45	Iodine	75
Tolutan	35 50	" Colorless	75
CORTEX.		Ferri Chloridum	35
Abies, Canadian	18	Kino	50
Cassia	11	Lobelia	50
Cinchona Flava	18	Myrrh	50
Eucynus atropurp.	30	Nux Vomica	50
Myrica Cerifera, po.	20	Opil	85
Prunus Virgini.	12	" Camphorated	50
Quillaja, grd.	10	" Deodor.	2 00
Sassafras	12	Aurant Cortex	50
Ulmus Po (Ground 15)	15	Cassia	50
EXTRACTUM.		" Co.	50
Glycyrrhiza Glabra	24 25	Serpentaria	50
" po.	33 35	Stromonium	60
Haematox, 15 lb. box	110 12	Tolutan	60
" 15	130 14	Valerian	50
" 14	140 15	Veratrum Veride	50
" 1/8	160 17	MISCELLANEOUS.	
FERRU.		Ether, Spts Nit, 3 F.	25 30
Carbonate Precip.	2 15	" 4 F.	30 34
Citrate and Quina	2 50	Alumen	24 3
Citrate Soluble	2 80	" ground, (po.	30 4
Ferrocyanidum Sol.	2 50	Annatto	55 60
Solnt Chloride	2 15	Antimony, po.	42 5
Sulphate, com'l	90 2	Antipyrin et Potass T	55 60
" pure	2 7	Antifebrin	21 40
FLORA.		Argenti Nitras, ounce	2 25
Arnica	180 20	Arsenicum	50 7
Anthemis	30 35	Balm Gilead Bud	38 40
Matricaria	50 65	Bismuth S. N.	1 65 61 75
FOLIA.		Calcium Chlor, 1s, (1/4s	12; 1/4s, 14)
Barosma	180 50	Cantharides Russian,	21 00
Cassia Acutifol, Tin-	25 28	po	21 00
nelly	35 50	Capici Fructus, af.	2 25
Salvia officinalis, 1/4s	15 25	" po.	2 28
and 1/4s.	80 10	" B po.	2 20
Ura Ursi	80 10	Caryophyllus, (po. 15)	10 12
GUMMI.		Carmin, No. 40	23 75
Acacia, 1st picked	2 60	Cera Alba, S. & F.	50 55
" 2d	2 40	Cera Flava	38 40
" 3d	2 30	Cocculus	40
" sifted sorts	2 20	Cassia Fructus	2 25
" po	60 60	Centaria	10
Aloe, Barb, (po. 60)	50 60	Cetaceum	40 40
" Cape, (po. 30)	2 12	Chloroform	60 62
Socotri, (po. 60)	2 50	" scutibba	21 25
Catechu, 1s, (1/4s, 1/4s,	2 1	Chloral Hyd Crst.	1 25 61 50
15)	2 1	Chondrus	20 25
Ammoniac	50 60	Cinchonidine, F. & W	15 20
Assafetida, (po. 35)	40 45	Corks, list, dia. per	3 1/2 12
Benzoinum	50 55	cent	75
Camphore	40 50	Cresacotum	2 35
Euphorbium po	30 10	Creta, (bbl. 75)	2 2
Galbanum	2 50	" prep.	50 5
Gamboge, po	70 75	" precip.	90 11
Gualacum, (po. 35)	2 30	" Rubra	2 8
Kino, (po. 1 75)	2 17	Crocus	35 40
Myrrh	2 80	Cudbear	2 24
Myrrh, (po. 45)	2 40	Cupri Sulph.	5 6
Opil (po 3 40 23 60)	2 15 25 25	Dextrine	10 12
Shellac	35 42	Ether Sulph.	70 75
" bleached	33 35	Emery, all numbers	2 6
Tragacanth	40 1 00	" po	2 6
HERBA—In ounce packages.		Ergota, (po.) 75	70 75
Absinthium	25	Flake White	12 15
Eupatorium	20	Galla	2 23
Lobelia	25	Gambler	7 2 8
Majorum	25	Gelatin, Cooper	2 60
Mentha Piperita	25	" French	30 50
" Vir.	30	Glassware Flint, by box	80.
Rue	30	Less than box 75.	
Tanacetum, V.	22	Gline, Brown	20 15
Thymus, V.	25	" White	130 25
MAGNESIA.		Glycerina	140 20
Calcined, Pat.	50 60	Grana Paradisi	2 22
Carbonate, Pat.	30 22	Humulus	25 55
Carbonate, E. & M.	20 25	Hydraag Chlor Mitte.	2 75
Carbonate, Jennings.	35 36	" Cor	2 65
OLEUM.		" Ox Rubrum	2 85
Absinthium	2 50 23 00	" Ammoniatl.	2 95
Amygdalae, Dulc.	45 75	Unguentum	45 65
Amygdalae, Amarae	8 00 25	Hydrargyrum	2 65
Anil.	1 80 21 00	Icthyobolia, Am.	1 25 61 50
Aurant Cortex	1 80 22 00	Indigo	75 21 00
Bergamit	3 00 23 20	Iodine, Resubl.	3 80 23 30
Cajuputi	60 65	Iodoform	24 70
Caryophylli	75 80	Lupulin	23 25
Cedar	35 65	Lycopodium	70 75
Chenopodii	21 60	Macleis	70 75
Cinnamomi	1 10 21 15	Liquor Arsen et Hy-	2 27
Citronella	2 45	drag Iod.	10 12
Conium Mac	35 65	Liquor Potass Arsenit	10 12
Copaiba	80 90	Magnesia, Sulph (bbl	24 4
		1 1/2)	60 2 58
		Mannia, S. F.	

Morphia, S. P. & W.	2 05 22 30	Seidlitz Mixture	20	Linseed, bottled.	59	62
" S. N. Y. Q. &		Sinapis	20	Neat's Foot, winter		
C. Co.	1 90 22 20	" opt.	18	strained	65	70
Moschus Canton.	2 40	Snuff, Macaboy, De	30	Spirits Turpentine	37	40
Myristica, No 1	65 70	Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po 20)	10	Snuff, Scotch, De Voes	35	Red Venetian	1 1/2	3 23
Os. Sepia	15 18	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2	3 24
Pepsin Saac, H. & P. D.	22 00	Soda et Potass Tart.	24 25	" Ber.	1 1/2	3 23
" Co.		Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2 23
Picls Liq, N. C., 1/4 gal		Soda, Bl-Carb.	5	" strictly pure	2 1/2	2 1/2 23
Pils Liq, quarts	22 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-		
" plnts	21 00	Soda, Sulphas.	2	ican	13 16	
Pil Hydrarg, (po. 80)	2 85	Sps. Ether Co	50 55	Vermilion, English	65 70	
Piper Nigra, (po. 22)	2 1	" Myrcia Dom.	23 25	Green, Peninsular	70 75	
Piper Alba, (po 5)	3	" Myrcia Imp.	23 00	Lead, red	6	6 1/4
Plix Burgun.	7	" Vini Rect. bbl.	2 31 2 41	" white	6	6 1/4
Plumbi Acet.	14 15	Less 5c gal., cash ten days.		Whiting, white Span.	6	6 1/4
Pulvis Ipecac et opil.	1 10 21 20	Strychnia Crystal	1 40 21 45	Whiting, Gilders	6	6 1/4
" & P. D. Co., doz	21 25	Sulphur, Subl.	2 1/2 2 1/2	White, Paris American	1	
Pyrethrum, boxes	21 25	" Roll	2 2 2 1/2	Whiting, Paris Eng.	1	
Pyrethrum, pv.	30 30	Tamarind	80 10	cliff	1 40	
Quassia	80 10	Terebenth Venice	28 30	Pioneer Prepared Paint	1 20 21	
Quina, S. P. & W.	34 42 39 1/2	Theobromae	45 48	Swiss Villa Prepared		
" S. German	27 37	Vanilla	9 00 216 00	Paints	1 00 21 20	
Rubia Tincturum	12 14	Zinc Sulph.	70 8	VARNISHES.		
Saccharum Lactis pv.	12 14			No. 1 Turp Coach	1 10 21 20	
Salicin	2 10 22 50			Extra Turp.	160 21 70	
Sanguis Draconis	40 50			Coach Body	2 75 23 00	
Sapo, W.	12 14			No. 1 Turp Furn	1 00 21 10	
" M	100 12			Extra Turp Damar	1 55 21 60	
" G	2 15			Japan Dryer, No. 1		
				Turp.	70 75	

## HAZELTINE &amp; PERKINS DRUG CO.

Grand Rapids, Mich.

HARRY'S  
ROOT BEER

Is manufactured from Roots and Herbs of well-known medicinal qualities, which are carefully selected for the purpose. It will be found highly beneficial as a

## Blood Purifier

and as a

## General Stimulant

for the system. It is a delicious beverage and can be drank freely and in almost unlimited quantities.

10 Cent Bottle Makes 5 Gallons.

HAZELTINE &amp; 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.

<div>AXLE GREASE.</div> <div><div>Aurora, doz gross 55 6 00</div><div>Jastor Oil, 60 7 00</div><div>Diamond, 50 5 50</div><div>Frazer's, 75 9 00</div><div>Mica, 65 7 50</div><div>Paragon, 55 6 00</div></div>	<div>Apricots.</div> <div><div>Live oak, 1 40</div><div>Santa Cruz, 1 40</div><div>Lusk's, 1 50</div><div>Overland, 1 40</div></div> <div>Blackberries, 90</div> <div>Cherries, 1 10 25</div> <div>Red Pitted Hamburg, 1 10 25</div> <div>White, 1 50</div> <div>Erie, 1 25</div> <div>Damsons, Egg Plums and Green Gages, 1 20</div> <div>Erie, 1 20</div> <div>California, 1 40</div> <div>Gooseberries, 1 25</div> <div>Common, 1 25</div> <div>Peaches, 1 10</div> <div>Maxwell, 1 50</div> <div>Shepard's, 1 50</div> <div>California, 1 60 21 75</div> <div>Monitor, 1 20</div> <div>Oxford, 1 25</div> <div>Pears, 1 25</div> <div>Domestic, 1 25</div> <div>Riverside, 1 75</div> <div>Pineapples, 1 00 1 30</div> <div>Johnson's sliced, 2 50</div> <div>White, 2 75</div> <div>Booth's sliced, 2 50</div> <div>grated, 2 75</div> <div>Quinces, 1 10</div> <div>Common, 1 10</div> <div>Raspberries, 1 10</div> <div>Red, 1 40</div> <div>Black Hamburg, 1 40</div> <div>Erie, black, 1 25</div> <div>Strawberries, 1 25</div> <div>Lawrence, 1 25</div> <div>Hamburg, 1 25</div> <div>Erie, 1 20</div> <div>Terrapin, 1 05</div> <div>Whortleberries, 85</div> <div>Blueberries, 85</div> <div>Meats.</div> <div><div>Corned beef Libby's, 2 10</div><div>Roast beef Armour's, 1 80</div><div>Potted ham, 1/2 lb., 1 25</div><div>1 lb., 70</div><div>tongue, 1/2 lb., 1 25</div><div>chicken, 1/2 lb., 75</div></div> <div>Vegetables.</div> <div><div>Beans.</div><div><div>Hamburg stringless, 1 15</div><div>French style, 2 00</div><div>Limas, 1 35</div></div><div>Lima, green, 1 25</div><div>soaked, 70</div><div>Lewis Boston Baked, 1 25</div><div>Bay State Baked, 1 35</div><div>World's Fair Baked, 1 25</div><div>Picnic Baked, 1 00</div></div> <div>Corn.</div> <div><div>Hamburg, 1 25</div><div>Livingston Eden, 1 30</div><div>Purity, 1 40</div><div>Honey Dew, 1 40</div><div>Morning Glory, 75</div><div>Soaked, 75</div></div> <div>Hamburg marrofat, 1 80</div> <div>early June, 1 10</div> <div>Champton Eng, 1 40</div> <div>pett pois, 1 40</div> <div>fancy sifted, 1 90</div> <div>Harris standard, 75</div> <div>VanCamp's marrofat, 1 10</div> <div>early June, 1 30</div> <div>Archer's Early Blossom, 2 25</div> <div>French, 2 25</div> <div>Mushrooms, 19 21</div> <div>Pumpkin, 75</div> <div>Squash, 1 15</div> <div>Succotash, 1 40</div> <div>Hamburg, 1 40</div> <div>Soaked, 80</div> <div>Honey Dew, 1 50</div> <div>Erie, 1 35</div> <div>Tomatoes.</div> <div><div>Hancock, 8 1/2</div><div>Excelsior, 8</div><div>Scipio, 8 1/2</div><div>Hamburg, 7 1/2</div><div>Brick, 50 15</div><div>Edam, 1 00</div><div>Leiden, 22</div><div>Limburger, 2 15</div><div>Pineapple, 2 25</div><div>Pamport, 2 35</div><div>Sag Sago, 2 20</div><div>Schwitzer, imported, 2 24</div><div>domestic, 2 14</div></div> <div>CHOCOLATE.</div> <div><div>Baker's.</div><div><div>German Sweet, 23</div><div>Premium, 37</div><div>Breakfast Cocoa, 43</div></div></div> <div>CHEESE.</div> <div><div>Amboy, 8 1/2</div><div>Acme, 8</div><div>Lenawee, 8</div><div>Riverside, 8 1/2</div><div>Gold Medal, 7 1/2</div><div>Swiss, 50 15</div><div>Brick, 15</div><div>Edam, 1 00</div><div>Leiden, 22</div><div>Limburger, 2 15</div><div>Pineapple, 2 25</div><div>Pamport, 2 35</div><div>Sag Sago, 2 20</div><div>Schwitzer, imported, 2 24</div><div>domestic, 2 14</div></div> <div>BAKING POWDER.</div> <div><div>Acme.</div><div><div>1 lb. 3 doz, 45</div><div>1 lb. 1, 1 60</div><div>Bulk, 10</div></div><div>Artic.</div><div><div>1/2 cans 6 doz case, 55</div><div>1/2 lb. 3 doz, 1 10</div><div>1 lb. 2 doz, 2 00</div><div>5 lb. 1 doz, 9 00</div></div><div>Cream Flake.</div><div><div>3 oz 6 doz, 45</div><div>4 oz 4 doz, 60</div><div>5 oz 2 doz, 9 00</div><div>9 oz 4 doz, 1 20</div><div>1 lb 2 doz, 2 00</div><div>1 lb 1 doz, 9 00</div></div><div>Red Star, 1/2 cans, 40</div><div>1/2 lb. cans, 1 40</div><div>Teifer's, 1/2 lb. cans, 45</div><div>1 lb. cans, 85</div><div>1 lb., 1 50</div><div>Our Leader, 1/2 b cans, 45</div><div>1/2 lb cans, 75</div><div>1 lb cans, 1 50</div></div> <div>BATH BRICK.</div> <div><div>2 dozen in case, 90</div><div>English, 80</div><div>Bristol, 80</div><div>Domestic, 70</div></div>	<div>CATSUP.</div> <div><div>Blue Label Brand, 2 75</div><div>Half pint, 25 bottles, 4 50</div><div>Pint, 4 50</div><div>Quart 1 doz bottles, 3 50</div></div> <div>Triumph Brand, 1 35</div> <div>Half pint, per doz, 4 50</div> <div>Pint, 25 bottles, 4 50</div> <div>Quart, per doz, 3 75</div>	<div>CLOTHES PINS.</div> <div><div>5 gross boxes, 40 45</div></div>	<div>COCOA SHELLS.</div> <div><div>35 lb bags, 2 3</div><div>Less quantity, 2 3 1/2</div><div>Pound packages, 6 1/2 27</div></div>	<div>COFFEE.</div> <div><div>Green.</div><div><div>Fair, 18</div><div>Good, 19</div><div>Prime, 21</div><div>Golden, 21</div><div>Peaberry, 23</div></div></div> <div>Santos.</div> <div><div>Fair, 19</div><div>Good, 20</div><div>Prime, 22</div><div>Peaberry, 23</div><div>Mexican and Guatemala, 23</div></div> <div>Good, 22</div> <div>Fancy, 24</div> <div>Maracaibo, 23</div> <div>Prime, 23</div> <div>Milled, 24</div> <div>Java, 24</div> <div>Interior, 25</div> <div>Private Growth, 27</div> <div>Mandehling, 28</div> <div>Mocha, 28</div> <div>Arabian, 28</div>	<div>Roasted.</div> <div><div>To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage.</div></div>	<div>Package.</div> <div><div>McLaughlin's XXXX, 22 80</div><div>Bunola, 21 30</div><div>Lion, 60 or 100 lb. case, 22 80</div></div>	<div>Extract.</div> <div><div>Valley City 1/4 gross, 75</div><div>Felix, 1 15</div><div>Hummel's, foil, gross, 1 65</div><div>tin, 2 35</div></div>	<div>CHICORY.</div> <div><div>Bulk, 5</div><div>Red, 7</div></div>	<div>CLOTHES LINES.</div> <div><div>Cotton, 40 ft., per doz, 1 25</div><div>50 ft., 1 40</div><div>60 ft., 1 60</div><div>70 ft., 1 75</div><div>80 ft., 1 90</div><div>90 ft., 1 55</div><div>72 ft., 1 60</div></div> <div>Jute, 60 ft., 1 55</div> <div>72 ft., 1 60</div>	<div>CONDENSED MILK.</div> <div><div>4 doz. in case.</div><div></div></div> <div>N. Y. Cond'n's'd Milk Co's brands</div> <div><div>Gail Borden Eagle, 7 40</div><div>Crown, 6 25</div><div>Daisy, 5 75</div><div>Champion, 4 50</div><div>Magnolia, 4 25</div><div>Dime, 3 35</div></div>	<div></div> <div>Peerless, evaporated cream, 5 75</div>	<div>CREDIT CHECKS.</div> <div><div>500, any one denom'n, 83 00</div><div>1000, " " " " 5 00</div><div>2000, " " " " 8 00</div><div>Steel punch, 75</div></div>	<div>COUPON BOOKS.</div> <div><div>TRADESMAN.</div><div><div>1</div><div>5</div></div><div>CREDIT COUPON.</div><div><div>1 books, per hundred, 2 00</div><div>2 " " " " 2 50</div><div>3 " " " " 3 00</div><div>4 " " " " 3 50</div><div>5 " " " " 4 00</div><div>6 " " " " 4 50</div><div>7 " " " " 5 00</div><div>8 " " " " 5 50</div><div>9 " " " " 6 00</div></div><div>"Superior."</div><div><div>1 books, per hundred, 2 50</div><div>2 " " " " 3 00</div><div>3 " " " " 3 50</div><div>4 " " " " 4 00</div><div>5 " " " " 4 50</div><div>6 " " " " 5 00</div><div>7 " " " " 5 50</div><div>8 " " " " 6 00</div></div><div>ONE CENT COUPON.</div><div><div>Universal.</div><div><div>1 books, per hundred, 83 00</div><div>2 " " " " 3 50</div><div>3 " " " " 4 00</div><div>4 " " " " 4 50</div><div>5 " " " " 5 00</div><div>6 " " " " 5 50</div><div>7 " " " " 6 00</div><div>8 " " " " 6 50</div><div>9 " " " " 7 00</div></div></div><div>Above prices on coupon books are subject to the following quantity discounts:</div><div><div>200 books or over, 5 per cent</div><div>500 " " " " 10 " "</div><div>1000 " " " " 20 " "</div></div></div>	<div>COUPON PASS BOOKS.</div> <div><div>[Can be made to represent any denomination from \$10 down.]</div><div>20 books, 1 00</div><div>50 " 2 00</div><div>100 " 3 00</div><div>250 " 6 00</div><div>500 " 10 00</div><div>1000 " 17 50</div></div>	<div>CRACKERS.</div> <div><div>Butter.</div><div><div>Seymour XXX, 5</div><div>Seymour XXX, cartoon, 5 1/2</div><div>Family XXX, 5</div><div>Family XXX, cartoon, 5 1/2</div><div>Salted XXX, 5</div><div>Salted XXX, cartoon, 5 1/2</div><div>Kenosha, 7 1/2</div><div>Boston, 7</div><div>Butter biscuit, 6</div></div></div> <div>Soda.</div> <div><div>Soda, XXX, 5 1/2</div><div>Soda, City, 7 1/2</div><div>Soda, Duchess, 8 1/2</div><div>Crystal Wafer, 10 1/2</div><div>Long Island Wafers, 11</div></div> <div>Oyster.</div> <div><div>S. Oyster XXX, 5 1/2</div><div>City Oyster, XXX, 5 1/2</div><div>Farina Oyster, 6</div></div>	<div>CREAM TARTAR.</div> <div><div>Strictly pure, 30</div><div>Teifer's Absolute, 30</div><div>Grocers' 150 25</div></div>	<div>FLY PAPER.</div> <div><div>Thum's Tanglefoot.</div><div><div>Single case, 3 60</div><div>Five case lots, 3 50</div><div>Ten case lots, 3 40</div><div>Less than one case, 40c per box</div></div></div>	<div>DRIED FRUITS.</div> <div><div>Domestic.</div><div><div>Apples.</div><div><div>Sundried, sliced in bbls, 12 1/2</div><div>quartered, 13 00</div></div></div><div>Evaporated, 50 lb. boxes 12 1/2</div><div>California in bags, 4 40</div><div>Evaporated in boxes, 1 00</div><div>No. 1, 10 lbs., 5 50</div><div>No. 2, 100 lbs., 2 50</div><div>No. 2, 10 lbs., 70</div><div>Family, 90 lbs, 40</div><div>10 lbs, 10 00</div><div>Sardines, 55</div><div>Russian, kegs, 4 75</div><div>No. 1, 1/4 bbls, 100 lbs., 2 20</div><div>No. 1, 1/2 bbls, 40 lbs., 63</div><div>No. 1, 8 lb kits, 53</div><div>Whitfish.</div><div><div>No. 1 family, 25</div><div>1/4 bbls, 100 lbs., 25</div><div>1/2 " 40 " 28</div><div>10 lb. kits, 78</div><div>8 lb., 65</div></div></div> <div>Mackerel.</div> <div><div>No. 1, 100 lbs., 10 00</div><div>No. 1, 40 lbs., 4 40</div><div>No. 1, 10 lbs., 1 00</div><div>No. 2, 100 lbs., 5 50</div><div>No. 2, 40 lbs., 2 50</div><div>No. 2, 10 lbs., 70</div><div>Family, 90 lbs, 40</div><div>10 lbs, 10 00</div><div>Sardines, 55</div><div>Russian, kegs, 4 75</div><div>No. 1, 1/4 bbls, 100 lbs., 2 20</div><div>No. 1, 1/2 bbls, 40 lbs., 63</div><div>No. 1, 8 lb kits, 53</div><div>Whitfish.</div><div><div>No. 1 family, 25</div><div>1/4 bbls, 100 lbs., 25</div><div>1/2 " 40 " 28</div><div>10 lb. kits, 78</div><div>8 lb., 65</div></div></div> <div>Mackerel.</div> <div><div>No. 1, 100 lbs., 10 00</div><div>No. 1, 40 lbs., 4 40</div><div>No. 1, 10 lbs., 1 00</div><div>No. 2, 100 lbs., 5 50</div><div>No. 2, 40 lbs., 2 50</div><div>No. 2, 10 lbs., 70</div><div>Family, 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## PICKLES.

Barrels, 1,200 count...	24 00
Half bbls, 600 count...	22 50
Small...	
Barrels, 2,400 count...	5 00
Half bbls, 1,200 count...	3 00

## PIPES.

Clay, No. 216...	1 70
" T. D. full count...	70
Cob, No. 3...	1 20

## POTASH.

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

## RICE.

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

## SPICES.

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

## SAL SODA.

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

## SEEDS.

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

## STARCH.

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

## SNUFF.

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

## SODA.

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

## SALT.

Diamond Crystal...	
Cases, 24 1/2 lb. boxes...	1 60
Barrels, 320 lbs...	2 50
" 115 1/2 lb bags...	4 00
" 60 1/2 lb "	3 75
" 30 1/2 lb "	3 50
Butter, 56 lb bags...	65
" 24 1/2 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "	2 25
Worcester...	
115 1/2 lb sacks...	84 60
60 1/2 lb "	3 75
30 1/2 lb "	3 50
22 1/2 lb "	3 30
320 lb bbl...	2 50
8 lb sacks...	32 1/2
5 1/2 lb line n sacks...	60
Common Grades...	
100 3-lb. sacks...	82 10
60 5-lb. "	2 00
28 10-lb. sacks...	1 85
Warsaw...	
56 lb. dairy in drill bags...	30
28 lb. "	16
Ashton...	
56 lb. dairy in linen sacks...	75
Higgins...	
56 lb. dairy in linen sacks...	75
Solar Rock...	
56 lb. sacks...	22
Common Fine...	
Saginaw...	80
Manitowish...	80

## SALERATUS.

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

## SEELY'S EXTRACTS.

Lemon...	
1 oz. F. M. \$ 90 doz...	\$10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla...	
1 oz. F. M. 1 50 doz...	16 20 gro
2 " N. S. 2 00 "	21 80 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade...	
Lemon...	
2 oz. .... 75 doz...	8 00 "
Vanilla...	
2 doz. .... 1 00 doz...	10 50 "

## SOAP.

Laundry...	
Allen B. Wisley's Brands...	
Old Country, 80 1-lb...	3 20
Good Cheer, 60 1-lb...	3 50
White Borax, 100 1/2-lb...	3 65
Proctor & Gamble...	
Concord...	3 45
Ivory, 10 oz...	6 75
6 oz...	4 00
Lenox...	3 65
Mottled German...	3 15
Town Talk...	3 25
Dingman Brands...	
Single box...	3 95
5 box lots, delivered...	3 85
10 box lots, delivered...	3 75
Jas. S. Kirk & Co.'s Brands...	
American Family, wrp'd...	\$4 00
" plain...	2 94
N. K. Fairbank & Co.'s Brands...	
Santa Claus...	4 00
Brwn, 60 bars...	2 40
" 80 bars...	3 25
Lautz Bros. & Co.'s Brands...	
Acme...	3 75
Cotton Oil...	6 00
Marseilles...	4 00
Master...	4 00
Thompson & Chute Co.'s Brands...	

Concord...	3 45
Ivory, 10 oz...	6 75
6 oz...	4 00
Lenox...	3 65
Mottled German...	3 15
Town Talk...	3 25

Single box...	3 95
5 box lots, delivered...	3 85
10 box lots, delivered...	3 75
Jas. S. Kirk & Co.'s Brands...	
American Family, wrp'd...	\$4 00
" plain...	2 94
N. K. Fairbank & Co.'s Brands...	
Santa Claus...	4 00
Brwn, 60 bars...	2 40
" 80 bars...	3 25
Lautz Bros. & Co.'s Brands...	
Acme...	3 75
Cotton Oil...	6 00
Marseilles...	4 00
Master...	4 00
Thompson & Chute Co.'s Brands...	

Concord...	3 45
Ivory, 10 oz...	6 75
6 oz...	4 00
Lenox...	3 65
Mottled German...	3 15
Town Talk...	3 25

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



Silver...	3 65
Mono...	3 30
Savon Improved...	2 50
Sunflower...	2 80
Golden...	3 25
Economical...	2 25
Passol's Atlas Brand...	
Single box...	3 65
5 box lots...	3 60
10 box lots...	3 50
25 box lots del...	3 40

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

## SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight, buyer pays from the market, in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino...	85 31
Cut Leaf...	5 31
Cubes...	4 75
Powdered...	4 75
XXXX Powdered...	5 00
Granulated...	4 50
Fine Granulated...	4 50
Extra Fine Granulated...	4 62
Mould A...	4 75
Diamond Confec. A...	4 50
Confec. Standard A...	4 37
No. 1...	4 25
No. 2...	4 25
No. 3...	4 25
No. 4...	4 18
No. 5...	4 12
No. 6...	4 00
No. 7...	3 94
No. 8...	3 81
No. 9...	3 75
No. 10...	3 75
No. 11...	3 69
No. 12...	3 62
No. 13...	3 18
No. 14...	3 00

## SYRUPS.

Corn...	
Barrels...	19
Half bbls...	21
Pure Cane...	
Fair...	19
Good...	25
Choice...	30

## TABLE SAUCES.

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

## TEAS.

JAPAN—Regular...	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 32
Dust...	1 10
SUN CURED...	
Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 32
Dust...	1 10
BASKET FIBED...	
Fair...	2 18
Choice...	2 25
Choicest...	2 35
Extra choice, wire leaf...	2 40
GUNPOWDER...	
Common to fair...	2 25
Extra fine to finest...	2 50
Choicest fancy...	2 75
OOLOONG...	
Common to fair...	2 23
IMPERIAL...	
Common to fair...	2 23
Superior to fine...	2 35
YOUNG HYSON...	
Common to fair...	2 18
Superior to fine...	2 30
ENGLISH BREAKFAST...	
Fair...	2 18
Choice...	2 24
Best...	2 40

## TOBACCOS.

Fine Cut...	
P. Lorillard & Co.'s Brands...	
Sweet Russet...	30 32
Tiger...	30
D. Scotten & Co.'s Brands...	
Hiawatha...	60
Cuba...	32
Rocket...	30
Spaulding & Merriek's Brands...	
Sterling...	30
Private Brands...	
Bazoo...	24 30
Can Can...	27
Nellie Bly...	24 25
Uncle Ben...	24 25
McInty...	27
1/2 bbls...	25
Dandy Jim...	29
Torpedo...	24
" in drums...	23
Yum Yum...	28
1892...	23
" drums...	22
Flag...	
Sorg's Brands...	
Spearhead...	39
Joker...	27
Nobby Twist...	40
Scotten's Brands...	
Kylo...	26
Hiawatha...	38
Valley City...	34
Finzer's Brands...	
Old Honesty...	40
Jolly Tar...	32
Lorillard's Brands...	
Climax (8 oz. 41c)...	39
Gr'en Turtle...	30
Three Black Crows...	27
J. G. Butler's Brands...	
Something Good...	38
Out of Sight...	24
Wilson & McCauley's Brands...	
Gold Rope...	43
Hoppy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27
Smoking...	
Catlin's Brands...	
Kiln dried...	17 1/2 18
Golden Shower...	19
Huntress...	26
Meerschaum...	29 20
American Eagle Co.'s Brands...	
Myrtle Navy...	40
Stork...	30 22
German...	33
Frog...	32
Java, 1/2 foli...	32
Banner Tobacco Co.'s Brands...	
Banner...	16
Banner Cavendish...	38
Gold Cut...	28
Scotten's Brands...	
Warpath...	24
Honey Dew...	36
Gold Block...	30
F. F. Adams Tobacco Co.'s Brands...	
Peerless...	26
Old Tom...	18
Standard...	22
Globe Tobacco Co.'s Brands...	
Handmade...	41
Leidersdorf's Brands...	
Rob Roy...	26
Uncle Sam...	28 32
Red Clover...	32
Spaulding & Merriek...	25
Tom and Jerry...	38
Traveler Cavendish...	38
Bruck Horn...	30
Plow Boy...	30 32
Corn Cake...	16

## VINEGAR.

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

## WET MUSTARD.

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

## YEAST.

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

## WOODENWARE.

Tubs, No. 1...	6 00
" No. 2...	5 50
" No. 3...	4 50
Pails, No. 1, two-hoop...	1 30
" No. 1, three-hoop...	1 50
Bowls, 11 inch...	90
" 13 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	
Baskets, market...	35
" shipping bushel...	1 15
" full hoop...	1 25
" willow c'ths, No. 1...	5 25
" " No. 2...	6 25
" " No. 3...	7 25
" splint " No. 1...	2 75
" " No. 2...	4 75
" " No. 3...	4 75

## INDURATED WARE.

Pails...	3 15
Tubs, No. 1...	13 50
Tubs, No. 2...	12 00
Tubs, No. 3...	10 50
Butter Plates—Oval...	
No. 1...	250 1000
No. 2...	60 2 10
No. 3...	70 2 45
No. 4...	80 2 80
No. 5...	1 00 3 50
Washboards—single...	
Universal...	2 25
No. Queen...	2 50
Peerless Protector...	2 40
Saginaw Globe...	1 75

Water Witch...	225
Wilson...	2 50
Good Luck...	2 75
Peerless...	2 85
HIDES PELTS and FURS...	
Perkins & Hess pay as follows:	
Green...	2 2 1/2
Part Cured...	2 3
Full...	2 3 1/2
Dry...	4 2 1/2
Kips, green...	2 3
" cured...	4 4
Calfskins, green...	4 5
" cured...	4 1/2 6
Deaconskins...	10 2 25
No. 2 hides 1/2 off...	
PELTS...	
Shearings...	5 2 20
Lambs...	25 2 60
WOOL...	
Washed...	12 2 15
Unwashed...	8 2 11

MISCELLANEOUS...	
Tallow...	3 1/2 4
Grease butter...	1 2 2
Switches...	1 1/2 2
Ginseng...	2

## THE MORNING MARKET.

Some Peculiarities of the Business—  
Buyers and Sellers.

Saturday morning on the Grand Rapids market—very early in the morning, at that—but, early as it is, and chilly, too, there are already a number of wagons in position, with more coming. As they arrive they back down against the curbstone, or what would be the curbstone if the street were what it ought to be. As each wagon takes its position in the line the driver arranges his stock so as to display it to the best advantage and—waits for customers. He does not have long to wait, for the grocers and commission merchants must be out and about betime if they would emulate the early bird and catch the first worm. It is but little after 4 o'clock, and yet quite a number of grocers are on the market, examining with a critical eye the contents of the various wagons, making purchases here and there as they see something that takes their fancy. But, "it is too early yet; the growers roost too high. Their ideas will shrink inside of an hour." That was the way a grocer put it to the reporter.

To see the market at its best one must be on hand not later than 5 o'clock. By that hour Louis street, from below Spring street up to the Eagle Hotel, and Spring, Ionia and Ottawa streets for some distance on each side of Louis street, are lined with wagons loaded to the gunwale with choice vegetables of all kinds. There are wagons of all sorts—double deckers, single deckers and wagons with no decks at all; old ramshackle affairs which have been voting for years; brand new wagons in all the glory of fresh paint and stripes, and even one-horse covered buggies, loaded heavily with a bag of potatoes or a bushel basket of peas. The drivers are as "various" as their rigs. Here is an old man, bent with age and labor, who ought to be at home meditating upon his past life and preparing for the next, instead of driving sharp bargains with his fellowmen for the necessities of life; but he will keep it up, very likely, until his other foot slips into the grave with its mate. There is a young man whose short experience at bargain driving has, evidently, not yet taken the conceit out of him. He is as fresh as a June morning, but not quite so inspiring. A few years from now he will be able to wander around in the empty chambers of his mind and wonder where he will get tenants for them. That little woman is one of the best sellers on the street. Don't try any of your "business principles" on her—they won't work. She knows just what her stock is worth and all about how the market is going; she meets all your cuts and drives with a smile which ought to disarm the hardest hearted buyer in town. Her stock is always clean, handsomely arranged and inviting, and she never lacks for customers. But her neighbor to the right is a woman of another sort. Big and brawny, she is one to arouse a feeling of uneasiness in the average masculine breast, and bargains are generally concluded as quickly as possible. Here is a little boy, of not more than twelve years, who has finished a half day's work before the ordinary boy has opened his eyes. "He ought to be at home and in bed," remarked a matronly looking woman, later on, with a market basket

on her arm. Well, madam, he is one of thousands who are to be found all over this broad land; boys whose boyhood and youth are spent in the hardest of hard work, with little or no recreation and few pleasures. A few years more and he will either be a prematurely old and decrepit man, like his father before him, or he will have become disgusted with "life on the farm," and gone to join the ranks of the army of the unemployed in the great cities—merely a piece of driftwood on the sea of life. Such is the fate of legions of boys good as he, so what would you? Most of the sellers, however, are hard-fisted, hard-headed men of middle life, whose one object is to make the most possible out of their opportunities. They are "in it" for money and he is a good one who gets ahead of them. From daylight until dark they dig and delve, with little to relieve the dull drab of their existence. They earn every dollar they get several times over.

When you come to the buyers, that's where you get your "motley throng"—from the well-dressed, portly, prosperous looking commission dealer to the impecunious, tatterdemalion peddler who does business on a permit from the Mayor. There are high Dutch and low Dutch; Russian, German and Polish Jews who, by every look and gesture, appear to be apologizing for being on the earth instead of in it; there are Irish and Scotch; Dagoes and darkies, and one lone Arabian. Every mother's son is doing his level best to "bear" the market. The produce men and retail grocers come first. They want the best the market affords, so they come early and secure the cream of everything. The skim milk is left for the peddlers, who want the price right—the quality not being a consideration. Not so with all the peddlers, however. There goes our old friend E—, who wants the best of everything and will have it, no matter what the price may be. There are a few more like him, be it said, for the credit of their ilk; but, for the most part, they want the cheapest they can buy. By buying away below the regular market, they are enabled to realize a better profit and still sell below legitimate dealers.

As a rule, prices are high on Saturday morning, as a double quantity must be purchased by housekeepers, and Sunday's dinner must be of the best. Grocers, too, must buy larger than on any other day. The growers are well aware of this, so prices are put up and held up until the last minute, when they usually come down with a rush.

There is no better place on earth in which to study human nature than on a market, where each individual has his eye fixed on the main chance. If there is any selfishness in a man it will come out on the market. More than the Irish have "licked the Blarney stone," as one will hear by keeping his ears open on the market. Sharpness and shrewdness are necessary qualifications if one would make a good bargain on the market. One can see decision and hesitation, the positive and the negative, and all the other characteristics which go to make up that curious compound called human nature, by watching the men and women who do business on the market. If you doubt it, get up with the dawn some morning and take in the "sights and sounds" of one of the largest markets to be found in Uncle Sam's broad domain.

## FOR SALE.

Store Building and Interest  
in General Store

Mrs. Alice Hughston owns a large two-story 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.

## MASON FRUIT JARS.

Packed 1 Doz. in Box.

Saves Time, Labor, Litter and Breakage, at a small advance over old-style package. Caps with each Jar. One wrench in each Box.



Packed in Patent Partition Case.

Pints,	1 dozen in box	.....\$5 50
Quarts	1 " " "	..... 6 00
Half-gallon	1 " " "	..... 8 00
Rubbers, extra,	1 gro. in bundle	..... 35

No charge for package or cartage on Fruit Jars. No delay in freights from Grand Rapids.

H. LEONARD & SONS

## Drug Stock for Sale.

The Right Place for

The Right Man.

The Right Goods for

The Right Place.

The Right Price if taken at

The Right Time.

That means now. Call or write and see if this is not right.

Will Z. Bangs,

Prop. of Magi Celery and Pine Cones.

GRAND RAPIDS, MICH.



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

HIRTH, KRAUSE & CO.

WHAT  
IS  
TWO  
CENTS



TO AN OLD CUSTOMER

or

TO A NEW CUSTOMER

or

To YOU for that matter.

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

TRADESMAN COMPANY,  
Grand Rapids, Michigan.

## The Poorest Man

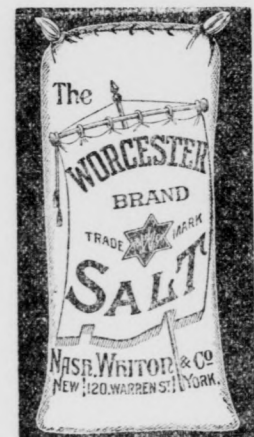
On Earth

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.

## 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.



## Arbitration, Pro and Con.

The idea of arbitration, as applicable to the settlement of disputes, is by no means a new one. There are many instances recorded in history of nations resorting to it, instead of to the arbitrament of war. This country and England have three times appealed to arbitration—in connection with the settlement of the Alabama claims, the fisheries dispute and the Bering Sea difficulty—and each time with conspicuous success. Many times, too, the attempt has been made to settle disputes between employers and their employees by means of arbitration. These attempts have, except in a few unimportant cases, failed, and for obvious reasons. In the first place, if it is a question as to how much the workman is to receive, there can be no dispute. The employer knows how much he can afford to pay, and the workman knows, or ought to know, how much his labor is worth. If they can agree a bargain can soon be made; if not, there is absolutely no question for a third party to pass upon. If, after a bargain is struck (whether it be one year or one minute after does not matter) the workman becomes dissatisfied with his bargain, and asks for more pay, or shorter hours, or makes any other demand upon his employer, not in accord with the original agreement, there is still nothing to arbitrate, for, though the conditions may have changed for the workman, it is not likely they have for the employer, and the workman is at liberty to take his labor to another market. If an employer, after agreeing to pay a certain sum as wages to his employees, attempts to change the rate of wages and pay a lower sum, the agreement by which each party was bound ceases to have any binding force and the employee is at liberty to seek another field of labor. If there are other features of the case; if, as is asserted in connection with the trouble between Pullman and his workmen, wages have been reduced to the starvation point, while rents have been kept at top figures, and living expenses have not been reduced, while it says very little for Pullman's humanity, and may make this particular instance exceptional, it has no bearing on a discussion of the question of whether the principal of arbitration as applied to labor troubles is right or wrong. That is a question which must be decided apart from a consideration of any existing trouble and upon the principles which govern the relations of one business man to another. It is easily conceivable how the existence of certain conditions in a given case—such as the Pullman trouble—might make a submission of the case to arbitration the best possible solution of the difficulty for all concerned; it is just as easy to understand how perhaps one party to the controversy might find this a very unpleasant method of settling a difficulty and the results be anything but satisfactory. One can understand, too, how, both parties consenting, arbitration of the question at issue might result beneficially; but, granting all that is claimed in behalf of arbitration; admit that it is the best possible method of settling disputes between employers and their employees—the question of the justice of compelling any person or company to submit their books and business to examination by disinterested parties remains untouched. Such examination is

absolutely necessary if the arbitrators are to give a fair judgment in the premises, and it is not always that a business man cares to have an outsider see the inside of his business. No one has the right to compel him to submit his books to such an examination. It may be said that the Inter-state Commerce Commission is empowered by law to examine the books and papers of any firm or individual, but that body is for all practical purposes, a United States Court and is clothed with all the authority of a court. In addition its chief duty is to investigate and prosecute violations of the Inter-state Commerce act. To put the Pullman trouble on a par with such offences, it will be a necessary to prove that Pullman has committed an offence against the law. This cannot be shown. It would, therefore, seem as if the idea of applying the principle of arbitration to the settlement of labor trouble is wrong in principle. Moreover, keeping in mind the character of the men who form so large a part of labor organizations, what guarantee would the country have that the decision of the arbitrators would be a final settlement of the difficulty? And even if they were to abide faithfully by the decision of the arbitrators, in a given case, there is the likelihood that, as disputes are constantly arising, the work of the arbitrators would be endless; so it would almost seem as if the establishment of a court of arbitration for the settlement of labor troubles would be impolitic and not in accord with the dictates of common sense.

DANIEL ABBOT.

## Price Discrimination.

From the Dry Goods Reporter.

One of the customs prevailing to a greater or less extent in numbers of stores and which has come to be a positive evil in many instances is that of discriminating between customers and making special concessions in prices, particularly to those of long standing and who buy goods in quantities. This is almost sure in the long run to give trouble and to result in displeasing instead of pleasing the one to whom a concession is made. If you cut the price on one staple to a customer she expects a corresponding reduction on others, particularly if she makes a considerable purchase of them. If you give her a special price on a certain article or piece of goods at one time she will be disappointed if you do not do so when she comes in to buy the same goods again. There are many customers who think if they make purchases of \$15 or \$20 worth of goods at a time they should be given prices much below the regular ones. A wise merchant should not foster this impression. A pleased customer is always an energetic advertiser of the house she has purchased from. If she has been given a special price on a piece of goods or an article she is almost certain to tell her friends of it. They are apt to come around and demand the same price and will feel discriminated against if they are not given it. They will not take into consideration that their friends probably purchased so extensively as to make the merchant feel that he was warranted in giving her some advantage over smaller purchasers. The best and safest way undoubtedly is to maintain the regular prices fixed by the store. If a reduction from marked or fixed prices is made it should be only in consideration of a large purchase of the same goods and should be given uniformly to all.

Only Twenty-five Dollars.

If you are thinking of purchasing a cash register, send to G. Gringhuis, 403 West Bridge St., Grand Rapids, for a Rhodes' register on a week's trial before purchasing elsewhere. It is the most complete cheap cash register in the market.

## Reeder Bros' Shoe Co.,

STATE AGENTS FOR

## The Lyscoming Rubber Company,

keep constantly on hand a full and complete line of these goods made from the purest rubber. They are good style, good fitters and give the best satisfaction of any rubber in the market. Our line of Leather Boots and Shoes is complete in every particular, also Felt Boots, Sox, etc.

Thanking you for past favors, we now await your further orders. Hoping you will give our line a careful inspection when our representative calls on you, we are

REEDER BROS' SHOE CO.

## GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages	\$2.00
3 " 240 " "	2.50
4 " 320 " "	3.00
5 " 400 " "	3.50
6 " 480 " "	4.00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 invoices...\$2.00

## TRADESMAN COMPANY,

Agents,

Grand Rapids, Mich.



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

I will take Contracts to grow hair on the head of 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. BIEKHOLTZ,

## S. C. W.

The Leading Nickle Cigar  
Made in this Market.

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

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

By the Manufacturer,

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

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

## MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart  
10 20 p.m. Detroit Express 7 00 a.m.  
Ar. Chicago 1 25 p.m. \*Atlantic and Pacific 11 20 p.m.  
1 50 p.m. New York Express 6 00 p.m.  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.  
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.  
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)  
A. Almquist, Ticket Agent,  
Union Passenger Station.

## CHICAGO

May 27, 1894

AND WEST MICHIGAN RY.

## GOING TO CHICAGO.

Lv. 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 10:20pm \*6:25am

## TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:50pm 5:45pm  
Ar. Grand Rapids 9:15am 2:35pm 10:30pm  
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.  
Lv. Grand Rapids 7:30am 3:15pm  
Ar. Manistee 12:20pm 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,

June 24, 1894

LANSING &amp; NORTHERN R. R.

## GOING TO DETROIT.

Lv. Grand Rapids 7:00am 1:30pm 5:55pm  
Ar. Detroit 11:40am 5:30pm 10:10pm  
RETURNING FROM DETROIT.  
Lv. Detroit 7:40am 1:10pm 6:00pm  
Ar. Grand Rapids 12:40pm 5:15pm 10:45pm

## TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:00am 4:54pm Ar. G. R. 11:40am 10:45pm  
TO LOWELL VIA LOWELL & HASTINGS R. R.  
Lv. Grand Rapids 7:00am 1:20pm 5:55pm  
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.  
Trains week days only.  
GEO. DEHAVEN, Gen. Pass'r Ag't

## DETROIT, GRAND HAVEN &amp; MILWAUKEE Railway.

## EASTWARD.

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

## WESTWARD.

For Grand Haven and Intermediate Points  
For Grand Haven and Muskegon 7:35 a. m.  
For Grand Haven and Milwaukee 11:00 p. m.  
" " " Chicago and Milwaukee 7:45 p. m.  
" " " Chicago and Milwaukee 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 10:40 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 &amp; Indiana.

## TRAINS GOING NORTH.

Trains	Leave going North
For Mackinaw	7:40 a. m.
For Traverse City and Saginaw	4:50 p. m.
For Mackinaw	10:25 p. m.

## TRAINS GOING SOUTH.

Trains	Leave going South
For Cincinnati	7:00 a. m.
For Kalamazoo and Chicago	2:30 p. m.
For Fort Wayne and the East	3:30 p. m.
For Cincinnati	5:40 p. m.
For Kalamazoo and Chicago	11:40 p. m.

## Chicago via G. R. &amp; I. R. R.

Lv Grand Rapids 7:00 a.m. 2:30 p.m. \*11:40 p.m.  
Lv Chicago 2:00 p.m. 9:15 p.m. 7:10 a.m.  
3:30 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 3:00 p.m. 9:15 p.m. 6:55 a.m.  
3:30 p.m. train has through Wagner Buffet Parlor Car.  
11:30 p.m. train daily, through Wagner Sleeping Car.  
Muskegon, Grand Rapids & Indiana.  
For Muskegon—Leave. From Muskegon—Arrive  
7:35 a.m. 9:40 a.m.  
8:40 p.m. 5:30 p.m.  
O. L. LOCKWOOD,  
General Passenger and Ticket Agent.



## GOTHAM GOSSIP.

## News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, July 14—New York is a good town to spend a vacation in. The climate is cool, the attractions are many, and bargains are to be picked up between times. Notwithstanding all this, we are not overcrowded with buyers from far-off points. Many of our merchants and heads of departments are off to mountain and lake resorts, and the town wears a Sunday appearance. Prophets are doing a good business, however, and, for a wonder, their talk generally is of better times. Now that the great strike is over, workmen are beginning to feel that another winter is coming and that they must save money from now on in order that last winter's scenes may not be repeated.

The sales of fireworks were tremendous this year. They almost swamped the stores and it was hard to get through the crowds of purchasers.

A. E. Whyland, of the old house of Thurber-Whyland Co., is seriously ill and has been for some time. Probably financial troubles have greatly worried him, although he shows no signs of it when in conversation.

The markets are dull, but there is a daily improvement along the line of California fruits and other goods which have been so long delayed in transit. Supplies are becoming more liberal and the outlook is for a lively trade within a very few days.

The coffee market is looked at with a good deal of confidence in higher prices and holders announce themselves as being fairly pleased with the future. For No. 7, 16½¢ is being paid. Mild sorts seem to be wavering, and the state of the growing crops is somewhat uncertain. Mocha is worth 23½¢ @ 24¢ and Javas 21½¢ @ 22½¢; Central American, 18¢ @ 20½¢.

Teas are still in the dumps, but there certainly exists a better feeling and the outlook for fall is rather more promising than for some time past.

Syrups and molasses are moving fairly well, but the extremely hot weather has retarded trade to quite an extent. The supplies of choice grades of molasses suitable for grocers is certainly not large and holders are firm.

Rice is doing better and the whole tendency is toward a higher plane. Full rates for domestic are asked and obtained.

Foreign fruit is doing well, as there is a better outlet at the West; but as the supply of California increases we shall undoubtedly see the foreign take a drop. Lemons are worth from \$3 to \$4.25.

Canned goods are in limited request and neither for spots nor futures is there any great anxiety shown. No change of note has occurred in prices. The pack promises to be large in almost everything.

Butter is hardly as firm as last week and as soon as the supply increases the probabilities are that a decline will set in. For best sorts 19¢ is top price and buyers are not scrambling for it at this.

Cheese is in good demand and the market is strong for best grades. Full cream, large size State easily fetch 9¢.

Eggs are dull and lower. The market is unsettled and a large share of the arrivals are in "bad odor," or, at least, not fresh.

Dried fruits dull, as is naturally the case at this season, fancy evaporated apples being quotable at 14¢ @ 14½¢.

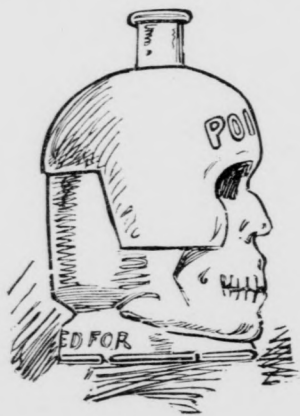
Upon the whole, there is certainly a better feeling in the trade generally, and, as it is always darkest before dawn, we may hope to see daylight soon. JAY.

Cincinnati Commercial Gazette: A lady commercial traveler registered at the Palace Hotel recalls the fact that female representatives of commercial houses are becoming quite popular. They may be found almost any time at some of the hotels. They usually sell a line of goods that is best handled by ladies, and are said to find better sales than gentlemen drummers in the same line of business. Then, again, it is claimed that women can be employed for less money than men, and this fact is an inducement.

## Ingenious Device for Preventing Mistakes in Dispensing Poisons.

To obviate the danger of substituting poison for some harmless drug, either by the druggist or user, a man living in that suburb of Boston known as Jamaica Plains has invented a bottle which effectually conveys the necessary information as to the deadly nature of its contents so that not only he who runs may read, but he who cannot read may understand.

The bottle is of blue glass, in order that the contents may better resist being affected by light, and it is molded into the shape of a skull with the cross bones



underneath. The word "poison" is placed in raised letters on the forehead, and at the base of the skull a space has been left for the red label that tells the nature of the drug. The hollow eye-sockets, the jaw-bones and the teeth would tell its purpose to a blind man, and ghastly as it may seem to those who are blessed with sight, it is better to be frightened than to die. That at least is the philosophy of the inventor, who is not a druggist or doctor, by the way, but a plain everyday jobber in boots and shoes.

## Arrangements for the Fourth Annual Picnic.

SAGINAW, July 14—At a regular meeting of the Saginaw Retail Grocers' Association, held last evening, the following committees were appointed to arrange for the fourth annual picnic:

Transportation—A. D. Spangler, Geo. Holcomb, Herbert Borden.

Printing—C. F. Alderton, Fred Brueck, C. F. Zwerck.

Music—J. W. C. Pendell, H. B. Burdick, J. J. Keho.

Games—Geo. Holcomb, J. W. C. Pendell, Fred Brueck, J. M. Brechtelsbauer, Fred Gregory.

Executive—A. D. Sprangler, C. F. Alderton, J. W. C. Pendell, S. McBratnie, Geo. Holcomb.

Soliciting Committee to Secure Prizes for Games—J. McBratnie, Ed. Mann, Seth Davis, Erasmus Christensen, Wm. Grossman, J. S. Smart.

An adjourned meeting will be held Friday, July 20, at 8 p. m., to which all dealers in groceries, wholesale and retail, and also commission dealers, are invited. The time and place for the picnic will then be decided on.

JOHN DOERR, Sec'y.

## From Out of Town.

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

Bates & Troutman, Moline.  
Frank Smith, Leroy.  
W. D. Struik, DeBri.  
O. D. Blanchard & Son, Casnovia.  
Jas. L. Felton, Burnip's Corners.  
A. B. Paine & Son, Muskegon.  
A. L. Campbell, Schoolcraft.  
Geo. E. Marvin, Clarksville.  
I. F. Slesman, Alpine.  
Cole Bros., Kalkaska.

## The Drug Market.

Gum opium is dull and low.

Morphia is unchanged.

Quinine is steady.

Alcohol has again advanced. The present price is as follows:

Barrels.....\$2 31  
½ barrels.....2 36  
10 gallon lots.....2 38  
5 gallon lots.....2 41

All less 5 cents per gallon for cash in 10 days.

Canary seed is advancing, on account of short crop.

Coriander seed is also in small supply and higher.

Balsam Peru has advanced and will be higher.

Ipecac, po., is in large supply and lower.

Celery seed is lower, on account of large arrivals.

Balsam fir, Canada, is declining, as new supplies come to hand.

There has been no interruption to business here on account of the strike, but many goods have been slow in coming forward, but are arriving promptly now.

Sub nitrate and other salts of bismuth have declined 15¢ per pound. This change comes too late to alter figures in quotation columns, but should be borne in mind by the careful buyer.

## The Wrong Customer.

She was a trim, well-dressed and good looking young woman, and she wanted to see something in outing flannels. The clerk threw down a bolt of material on the counter, deftly unrolled a yard or two, draped it into graceful folds, struck an attitude and glibly rattled off the following:

"There, madam! Just what you want—one of our newest pieces of goods—extra fine quality—lovely pattern—warranted fast colors and wont show the dirt!"

"Indeed!" said the young woman, coldly. "Now let me see something that will show the dirt. I always like to know where it is, so that I can have it removed," and the remainder of the transaction was conducted in comparative silence.

## A Clam Pearl.

The clam business will doubtless experience a big boom since the discovery recently made by a New York policeman. As he was going on duty the other morning an itinerant clam vendor persuaded him to invest 25 cents in some clams, and when he began opening and eating them he discovered in one of them a veritable pearl, of enormous size, perfect water and great value. A dealer to whom he showed it found that it weighed 65 grains and was "dumbfounded." He said that he had never heard of so large a one. It is a little remarkable that a New York policeman was willing to "buy" clams or anything else, and it is also remarkable that this pearl was discovered at the very opening of the clam season. A clam is not a fish, but the tale sounds fishy.

## The Wool Market.

The Chicago strike has unsettled the wool market, as it has every other line of business. Manufacturers are shy of stocking up while business is in so unsettled a condition. Then, again, it seems absolutely certain that wool will be put on the free list when the Wilson bill finally becomes law—which event cannot be much longer delayed—so that it is not surprising that no transactions of any importance were reported last week. The local market is correspondingly depressed, with no business to speak of.

Rand, McNally & Co.'s publications can be obtained of the Tradesman Company in any quantity desired.

## The Country Grocery.

"By-the-way, Miss Handy—I meant to tell you last Sunday to meetin'—ye know that last lot o' sugar ye bought o' me?"

"Do I? Waal, rather. Made a cake with it, an' all the family took sick."

"Well, I forgot to tell ye. It was rat-pizen ye took 'stead o' sugar, an' it's five cents more a pound."

## PRODUCE MARKET.

The back of the strike has been broken, and freights have begun to move with something like their old-time activity—that is, from Chicago and middle Western points. In California the situation, so far as the movement of freight is concerned, is unchanged. No California fruit has been received in this market for some time past and none is expected for some time to come.

Apricots—Tied up by the strike.  
Beans—Dealers pay \$1.89 for handpicked, holding at \$2 per bu.

Beets—Brought 5¢ @ 10¢ on the market; they are held by dealers at 20¢.

Butter—Best dairy is held at 15¢ per lb. Creamery is firm at 18¢.

Cabbage—Are worth 50¢ per doz.—a rise of 10¢ during the week.

Carrots—Are unchanged at 10¢ per doz. bunches.

Cucumbers—The supply is somewhat limited, but the price remains the same, 35¢ per doz.

Cherries—Are scarce and high. They are held by dealers at \$2 per bu.

Eggs—Strictly fresh are worth 12¢. Dealers pay 10¢ per doz.

Onions—The supply of ripe is only medium. They bring \$1 in open market. Dealers hold them at \$1.3. Green are held at 12½¢ per doz. bunches.

Potatoes—The collapse of the strike in Chicago and the supply of home-grown have borne the market down to 75¢ per bu. There is no reason now why the market should not be well supplied from this time, and at a fair price. The people must have potatoes and during the prevailing industrial depression, at least, the price ought to be reasonable.

Peas—The supply is good at 10¢ @ 50¢ per bu.

Peaches—Are a California fruit.

Squash—None in the market.

Tomatoes—Are held at \$1.25 per 4-basket crate.

Watermelons—Have been shaded slightly during the week, the price being 15¢ @ 20¢.

String Beans—Have fallen off \$1 during the week, being held at \$1.50 per bu.

Currants—Red are worth \$1 per 16 qts.

Celery—Is unchanged at 25¢ per doz.

Radishes—.00 per doz. bunches.

Raspberries—Red bring 8¢ @ 12¢ per qt.; black, \$1 per 16 qts.

Turnips—Are held at 10¢ per doz.

Gooseberries—Supply is fair at \$1 per 16 qts.

Apples—Not many to be had yet. They are held at \$1.75 per bu.

## FRESH MEATS.

BEEF.  
Carcass.....5 @ 6  
Fore quarters.....4 @ 8  
Hind quarters.....7 @ 8  
Loins No. 3.....10 @ 12  
Ribs.....8 @ 10  
Rounds.....6 @ 6½  
Chucks.....3½ @ 4  
Plates.....3 @ 3½

PORK.  
Dressed.....6½ @ 7  
Loins.....8  
Shoulders.....6½  
Leaf Lard.....9½

MUTTON.  
Carcass.....6½ @ 7  
Lambs.....7 @ 7½

VEAL.  
Carcass.....5½ @ 6

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

418, 420, 445 and 447 So. Division  
St. Grand Rapids.

I handle all kinds of Fruits and Produce, being present on the Grand Rapids market every morning to select the freshest and choicest stock. I solicit correspondence and mail orders, agreeing to give same my personal attention. I employ no traveling salesmen and am thus enabled to bill goods at lower prices, besides guaranteeing quality.



# The Salt that's all salt

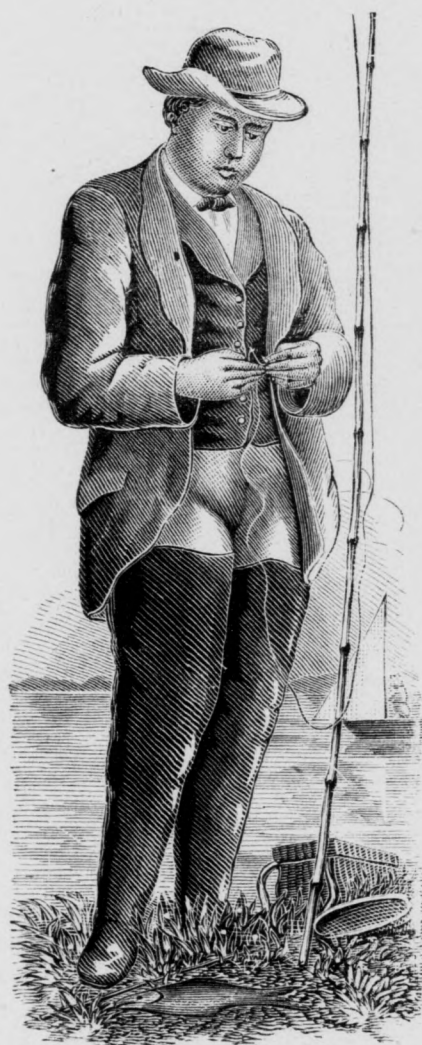
is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

## 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.

## 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.

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

## DON'T ECONOMIZE

IN  
YOUR  
STATIONERY

IT'S "PENNY WISE AND POUND FOOLISH"

Look  
For the  
Watermark

"Magna Charta Bond."

We control it in this locality.

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

USE  
IT  
ON

Your Note Heads.  
Your Letter Heads.  
Your Legal Blanks.  
Your Checks and Drafts

It always gives satisfaction, and, compared with other  
stock, the price is nothing.

TRADESMAN COMPANY,

## THE NEW YORK BISCUIT CO.

The  
BEST  
are  
the  
CHEAPEST.

Sears  
Iced Coffee Cakes,  
Michigan Frosted Honey,  
Sylvan Butters,  
Graham Crackers,

are  
the  
BEST.

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

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

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

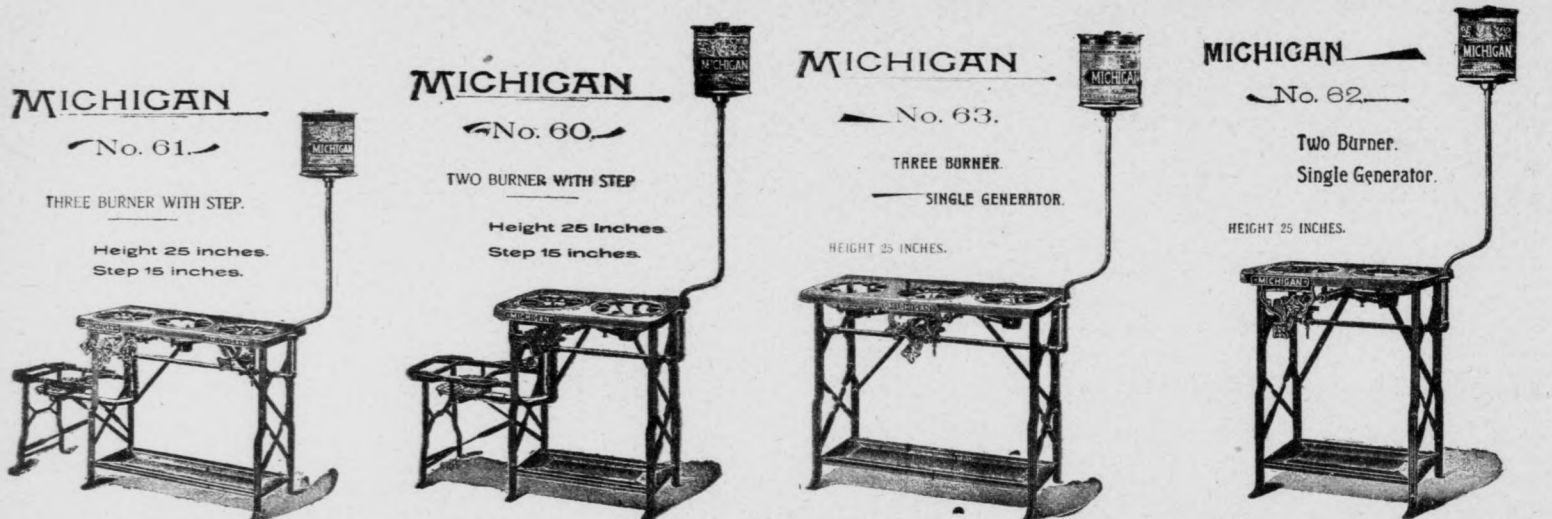
# THE MICHIGAN VAPOR STOVE

The Best Selling Stove in the Country.

It is the only **Single Generator** stove made at this price.

Every stove is provided with a **Safety Take Off Tank**, thus absolutely preventing accident.

It is the only generator stove made where the failure of any one burner does not interfere with the perfect workings of the others.



No. 61 Michigan Stove, only ..... List \$14 00  
 No. 61 Stove and Tin Oven ..... 16 75  
 No. 61 Stove and R. Iron Oven ..... 17 50  
 No. 61 Michigan Stoves have an Individual Burner on the right which is independent of the generator.

No. 60 Michigan Stove, only ..... List \$12 00  
 No. 60 Stove and Tin Oven ..... 14 75  
 No. 60 Stove and R. Iron Oven ..... 15 50  
 No. 60 Michigan Stove is the only step stove in the market having a single generator at this price.

No. 63 Michigan Stove, only ..... List \$10 00  
 No. 63 Stove and Tin Oven ..... 12 25  
 No. 63 Stove and R. Iron Oven ..... 13 00  
 No. 63 Michigan is the only three burner high stove made with single generators and jet burners.

No. 62 Michigan Stove, only ..... List \$8 00  
 No. 62 Stove and Tin Oven ..... 10 25  
 No. 62 Stove and R. Iron ..... 11 00  
 No. 62 Michigan Stove is the only two burner high stove in the market with a single generator at less than \$14 list.

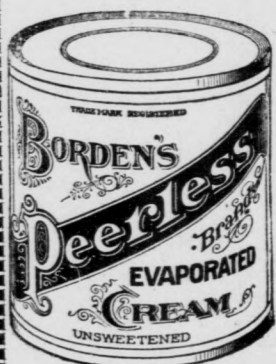
Liberal discount to the trade and exclusive agency given to any dealer who will place an order with us for the easiest selling stove in the country. For discount and catalogue write to the state agents,

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

CONSUMERS WANT IT.

DON'T FAIL

TO ORDER AT ONCE FROM YOUR JOBBER A QUANTITY OF



Guaranteed Absolutely Pure.

**Borden's  
 Peerless Brand  
 Evaporated Cream,**

A PURE, WHOLESOME, THOROUGHLY STERILIZED UNSWEETENED CONDENSED MILK, ON WHICH YOU CAN MAKE A GOOD PROFIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO., New York.

SOLD BY ALL THE LEADING WHOLESALE GROCERS.

FOR QUOTATIONS SEE PRICE COLUMNS.



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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.**

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