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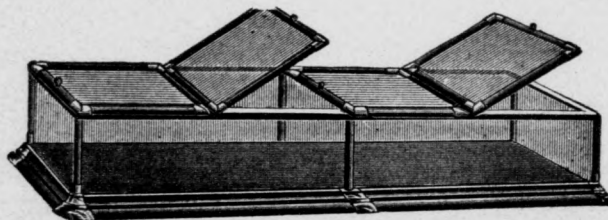
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VOL. XI.

GRAND RAPIDS, WEDNESDAY, AUGUST 8, 1894.

NO. 568

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TEMPEST IN A TEA-POT.

Widow Dorothy Dolphin stood before a brightly burning fire, in her quiet home, impatiently patting the warm rug with her slender foot. She had been very lonely since the death of her young husband, and perhaps if she had felt free to confess what was in her mind, she would have admitted that she would be willing to marry again if the right kind of opportunity presented itself.

On this particular afternoon, she had dressed with unusual care in her fashionably made dress of dark Henrietta cloth, and with her bright blonde hair arranged in a tasteful Greek coil, her white hands, clear complexion, and neck of ivory-like texture, her beauty enhanced by the dark hue of her apparel, she presented a most charming picture as she leaned against the fireplace, gazing downward at the glowing coals.

She was evidently expecting a visitor; it might have been the minister, who was in the habit of calling in occasionally to console the bereaved hearts of his lady parishioners; or the handsome young doctor, who was careful that none of his widow patients, particularly if they were pretty, went into an early decline. But, as it happened, it was neither of these estimable gentlemen. In fact, the expected caller was an utter stranger to everybody in the town, with the possible exception of Mrs. Dorothy Dolphin herself.

Her husband had left her a comfortable home, situated on the edge of a delightful country village, and a modest income that sufficed for all her necessities. Being an unusually pleasant as well as beautiful woman, she was considered a most desirable party by men who had matrimonial intentions, not a few of whom had attempted, but unfortunately failed, to secure her favorable consideration.

Previous to preparing herself to receive her expected guest, she had put her house in perfect order; for she was an excellent housekeeper, and having no children to keep it in perpetual disorder, everything about the place, from the little back kitchen to the guest-chamber, appeared neat and attractive. On this particular afternoon she had polished the windows until the glass in them appeared as clear as crystal, using for that purpose a piece of red flannel, which upon the completion of her work she had carefully washed and hung out through a little opening or window in the rear of the back kitchen, to dry.

Now the simple act of hanging that bit of red flannel out of the opening referred to was the most natural thing in the world for her to do; yet it was the means of causing one of the most sensational episodes ever chronicled in the history of the town in which she resided.

It was a warm, hazy, delightful September afternoon. The swallows, old and young, were circling through the air, preparatory to taking their Southern flight. A restful sense of peace seemed

to pervade the place, yet a storm was brewing that demure Widow Dorothy Dolphin little dreamed she would soon be called upon to encounter.

Lucinda Peak was the most meddlesome old maid in town: one of those shrunken, sharp-eyed, restless, inquisitive creatures, who go about from house to house in almost every rustic neighborhood, lending their helpful service in fomenting trouble and creating differences between neighbors. Once or twice in her career she had narrowly escaped being incarcerated for slander, but had been saved from that humiliation by reason of her prominence in the church, and her great pretensions regarding her own personal propriety. She was a woman of over fifty, somewhat stooping in form, with a very long, sharp nose, and pointed chin.

She usually wore an old bonnet and shawl that had been willed to her by a deceased grandmother, and carried in her hand a somewhat faded large gingham umbrella, which from its appearance must have been nearly as old as herself.

Now she happened upon this peaceful afternoon to be passing along the road that ran by Widow Dorothy Dolphin's unpretentious cottage. As she came to a point opposite the little back kitchen, she stopped with a sudden jerk, craned her neck cautiously over the fence, jabbed the sharp point of her umbrella into the ground, and braced herself resolutely for an observation. Her eyes had caught the glare of the brilliant bit of red flannel that hung flapping from the little window.

"Sumptin' wrong there?" she ejaculated, clutching the handle of her umbrella in both hands with a convulsive clasp. "Seech things as that don't hang floppin' from folkses' winders without a meaning', not 'f I know myself. When Si Skinkle's darter Kate ran 'way off with that drummer-chap from Chicago, she hung a red rag outer the winder, jest like that, to let him know how ter come when her par an' mar was away. Aha! Widder Dolphin. You may be mighty sly, an' all that; but 'f you think no one in this neighborhood hez got eyes but the one you hung that rag out for, you may be mistaken.

Fearing to call attention to herself, she turned and quietly passed on down the road; but feeling, no doubt, that it was her Christian duty to further investigate the matter which had attracted her attention and somewhat excited her curiosity, on arriving at the foot of the hill she climbed over a fence into an adjoining field, passed up a long ravine, ascended a little knoll, and secreted herself behind a clump of hazel-bushes, from which point of observation she could command an unobstructed view of the young widow's premises.

She might have been there an hour—to her it seemed two or three—when a gentleman came hurriedly walking across the field, glanced about him in a somewhat nervous manner, as if fearful of

being observed, walked up to the front door of the house, vigorously plied the knocker, and was immediately admitted.

This was sufficient to fill the inventive mind of Lucinda with a thousand evil conjectures. How long this most imprudent affair had been going on, she was unable to determine; but, from appearances, it must have been some time. Down the little hill, back into the ravine, over the fence, and into the road again, she hurried as fast as her trembling limbs could carry her, and in breathless haste proceeded at once to the home of her most intimate friend, Miss Priscilla Perkins, a maiden lady of about her own age. After greeting her cordially, Miss Priscilla saw at once, from the excited manner of her caller, that something unusual had happened.

Throwing herself into a cushioned rocking-chair, as soon as she could fully regain her breath Miss Lucinda Peak exclaimed,

"Priscilla, somewhat's up!"

Miss Priscilla threw up both hands, and elevated her eyebrows with a look of anxious inquiry.

"Somewhat's up!" repeated Lucinda, energetically emphasizing her exclamation by violently punching the floor with the point of her umbrella; "but, for goodness' sake! don't say I told you."

"What?"

"It may be all right. It ain't for me to criticise the goin's-on o' my neighbors an' townspeople; but I hev my suspicions—I hev my suspicions, Priscilla."

"You don't say so?"

"Yes, I do; an' more's the pity—more's the pity, Priscilla. I hev always thought young Widder Dolphin a right peart, likely young woman, an' a thorough-goin' Christian as well. It ain't for me to say that she ain't; but I hev my opinion o' her. It may all be wrong; but what one sees with her own eyes, can't be gainsayed."

Miss Priscilla elevated both hands with a look of horror.

"You don't say so?" she ejaculated.

Miss Lucinda looked to the right, then to the left, listened attentively for a moment to assure herself that no one but her auditor was within hearing distance, then, with a significant nod of her head, said impressively,

"Priscilla, I do!"

"Isn't it perfectly dreadful?"

"Dreadful?" repeated Lucinda, waving her hand as if to ward off some hideous phantom that was approaching her, "dreadful? It's scandalous!"

"I knew it," rejoined Priscilla. "I told Lem Goodins' wife so the very day that Frank Dolphin died. Dorothy always has seemed to me a perfectly giddy thing."

Lucinda again looked cautiously about her, and resumed:

"When Si Skinkle's darter Kate ran away off with that Chicago chap, you remember she hung a red rag out o' the winder to let him know when the coast was clear. When I come by Dorothy's

house to-day I seen a red rag hangin' out o' her back winder."

"You did?"

"Yes, Priscilla, I did." Again she nodded her head significantly. "An' more's the pity. 'Sumptin' wrong there,' sez I to myself."

Here followed a detailed description of the way in which she had made her subsequent observations.

"You saw him?" asked Priscilla, with mouth wide open with astonishment.

"I saw him, Priscilla, with these two eyes of mine, jest as plain as I see you sittin' here; but, for goodness' sake! don't say I told you."

Miss Lucinda, having relieved her mind of its burden, adjusted her shawl, bade her friend adieu, and returned to her humble home for further reflections.

As soon as she was out of sight, Miss Priscilla Perkins, who was becoming too full to much longer contain herself, resolved to call upon her friend Malvina Skeels, and take counsel with her in regard to the astonishing revelations she had heard.

II.

"I'm not one to misjudge my neighbors, but what I know, I know. I mayn't have seen it with my own eyes, but I hed my information from a perfectly reliable source. There's some duties we owe to ourselves; there's some we owe to others. If I can't say anything good about people, you may be sure o' one thing: I'm charitable enough not to say anything unkind."

Miss Priscilla Perkins turned half-way about in the chair in which she was sitting, crossed one leg deliberately over the other, gave her parasol a twirl, and winked her eyes significantly through her gold rimmed glasses.

"Do you mean to say that Clara Tupper—?"

"No: I wasn't hinting anything o' Clara Tupper at all," said Priscilla, sharply, interrupting Miss Malvina Skeels, who by this time was aware that something unusual had happened in the neighborhood. "I was simply about to say that it would be much better for Widder Dorothy Dolphin to receive her men-company openly, than in sech a sly and surreptitious manner ez that in which she is carryin' on down to her place."

Miss Malvina Skeels opened her mouth with an expression of mingled astonishment and alarm.

"Do you know that what you are sayin' is true?" she earnestly inquired.

"Do I know it? O' course I know it! A lady belongin' to our own church told me so. She saw it with her own eyes—saw her shakin' a red rag out o' the back winder at a man, who was a-hidin' in the brush up back o' the barn in the holler!"

"At a man?"

"Yes, a man!—and more's the pity. He came creepin' up to her place, alongside the back fence, and she let him in at the kitchen door. It's the most dreadful thing I ever heard on!"

Here Miss Priscilla gave her parasol another twirl, and winked again through her gold-rimmed spectacles.

"Priscilla," replied Malvina, with a firm tone of voice, "it's my 'pinion sumptin' ought to be done."

"O' course, sumptin' ought to be done. That's why I came here to talk with you about it. Dorry is a giddy, unsophisticated young thing. That man,

whoever he is, has got designs on her. Do you understand? *Designs*, I say. Do you know, I love that woman! The tears just came into my eyes when I found out about this dreadful affair to-day. I thought at first I wouldn't say a word about it—I'd let the matter drift along; but my conscience wouldn't let me keep still. I jest feel that I must do sumptin' to save that woman; but I don't jest know how to go about it."

Miss Malvina sighed.

"Yes. I don't jest know how to go about it. I thought I'd come up here an' take counsel with you."

Malvina stood for a time absorbed in deep reflection. The very thought that Dorothy had shaken a red rag out of a back window at a man, as she said to her visitor, "set her all in a tremor."

"I think," at last she replied, "that sumptin' ought to be done at once. Our pastor ought to know it. I wouldn't like to talk about sech a thing to him, but I tell you, Priscilla, what I'll do: I'll go at once and hev a long talk about it with his wife. You know how good and sympathetic she is. Who knows but that if we act upon this matter at once, we may prevent a great wrong being done to Dorry?"

"Yes: I think that's the properest way," returned Priscilla, somewhat nervously, for she began to feel that possibly she had gone a little too far in her statements. "But remember one thing, Malvina: when you tell this matter to our dear pastor's wife, for the land's sake! don't let her know that I told you. You know how particular I am about gettin' my name mixed up in sech matters."

Miss Priscilla, having completed her mission, returned triumphantly to her humble home, conscious that she had faithfully performed a duty which she owed to society.

III.

An hour later there was a sharp rap at the door of the parsonage. It was opened by the good-humored village preacher.

"Ah! Good afternoon, Miss Skeels. Do you wish to see me?" he said pleasantly.

Miss Malvina blushed to the very roots of her hair, and shook her little corkscrew curls excitedly.

"I wish to see your wife," she replied with great gravity.

"Very well. Walk right in. How are the folks down your way? Well, I hope."

"Oh, yes! well in their way," returned Miss Malvina, with a peculiar emphasis upon the word "way."

The pastor showed her into the pleasant parlor, and went to call his wife. She sat there pinching and pulling at her fingers and working herself into a perfect fever of excitement. It seemed to her as if the pastor's wife would never make her appearance. She walked nervously backward and forward in the room for several moments, and finally threw herself on the large sofa, where she sat nervously pulling at the wristbands of her dress. Presently the pastor's wife entered: a mild, care-worn woman, of middle age, whose patient, pleasant face seemed like a perpetual benediction. She crossed the floor, sat down beside her visitor, and placing her hand affectionately upon her shoulder, said,

"I am very happy to see you, Miss Malvina."

Her visitor frowned.

"You look as if there was something upon your mind that troubled you," continued the pastor's wife, in a pleasant tone of voice.

"Mrs. Paxton," she said with an emphatic nod of her head, "I'm 'most distracted!"

"Distracted!" repeated the pastor's wife, in surprise. "Why, I didn't suppose you had a care in the world."

"It's not for myself," answered Miss Malvina. "I'm not sech a selfish creatur' as to think only of my own comfort and happiness. The peace o' other people is of'en o' more consequence to me than my own."

"Why, are some of your friends in trouble? Is there anything I can do for them?" asked Mrs. Paxton anxiously.

"There's one o' them in serious trouble—or, leastwise, likely to be." She brought her foot down upon the rug with an emphatic stamp.

"Why, friend, tell me what this trouble is."

"I don't know as it's eny business o' mine. I'm not my sister's keeper. It's about as much as I can do to hold my own, an' not do anything foolish myself; but some people I know—or one, at least—is in a way that's likely to not only bring reproach upon herself, but upon our entire church!"

"Our church?" inquired Mrs. Paxton, with a look of real surprise.

"Yes, our church. It isn't the church that's to blame for the evils in it, but the people who b'long to it. There's one, at least, o' whom I might say that it were better for the church, I'm sure, if she were not a member of it; an' for my part, unless somethin's done in this matter 'fore long, I shall feel it my Christian duty to withdraw my membership." Here she brought her foot down with another emphatic stamp.

"Why—whom do you mean? and what's all this trouble about?" pleaded Mrs. Paxton.

"I don't like to talk about other people. I believe in lettin' folks find out things for themselves. I don't know as I ought to hev come here to-day. I reckon I hadn't; but sumptin' inside o' me kept saying over an' over, 'Malvina, it's a duty you owe to yourself, it's a duty you owe to your neighbors, an' a duty you owe to the society to which you belong, to do sumptin' to set this matter right:' so I came up here to hev a talk with you."

"Well," responded Mrs. Paxton calmly, "I am ready to hear what you have to say."

"I don't know as I ought to speak out," retorted Miss Skeels somewhat brusquely. "If I do, it is with the distinct understandin' that you're not to say a word to anybody o' the source from which your information came."

"Well?"

"You know Dorothy, Frank Dolphin's widder? A better-hearted woman than her never lived. I couldn't hev thought more o' my own daughter, 'f I ever'd married an' hed one, than I did o' her; but this thing happened, an' she's likely to get into serious trouble. There's an unprincipled, scheming, dishonest man that seems to hev got a claim on her somehow, an' is contrivin' his best to make 'way with her property. Some say she's been secretly marri'd to him, though I can't b'lieve matters hev gone so far without my findin' it out. The

news has come to me so sudden, it's jest set me all in a flutter; an' I came up to take counsel with you 'bout it. I'm too hot-tempered and excitable myself to go and talk with her about it, but I think 'f you'd go an' see her, talk with her an' get into her confidence, you could find out all 'bout it, and perhaps in some way help her out o' this terrible trouble."

"But are you sure," asked Mrs. Paxton, in a kind tone of voice, "that Dorothy has done anything so grave in its character that it is necessary to receive the attention of the church?"

"No: I'm not quite sure about that. In fact, I'm not sure o' anything: none o' us is sure o' much in this life. But that sumptin' is wrong down to her house, I hev'n't the slightest doubt. I want you to go yourself an' find out all about it, 'f you can. When you have satisfied yourself, an' you think it worth while, the matter could be brought up in the next church-meetin', and considered."

"But," said Mrs. Paxton mildly, "I hardly would know what to say to her, as you have made no definite charge."

"Say! You can ask her what she was a-shakin' a red handkercher for, out o' her back shed, at a man, this mornin'. There's a man in this case, Mrs. Paxton. Don't forget this fact—a man!"

Having freed her mind, Miss Malvina arose, shook out the skirt of her dress, buttoned her cloak about her, primped her curls for a moment before the big looking-glass in the parlor, and with a stiff bow took her departure.

Mrs. Paxton was greatly grieved by what she had heard; and while she was confident that there was nothing wrong, she determined to go at once to Dorothy, and discover, if she could, the origin of the unfavorable report. In the evening, accompanied by her good husband, she went to Dorothy's home, and was admitted into her presence. A bright fire was burning upon the hearth, imparting a rosy glow to the interior of the room, at one side of which a tall, handsome, middle-aged man was sitting. As the pastor and his wife approached the fireplace, he respectfully arose, and Dorothy, stepping forward, presented him to them.

"You have heard," she said, "of my Uncle Horace, who went to California a great many years ago. He has just returned to tell me of the good fortune that he met with there, and he wants me to sell my place and go back to live in his family. I received a letter from him a few days ago, stating that he would be here to-day, and I hurried to put my house in order to receive him."

"And this is the gentleman," said Mrs. Paxton with a laugh, "that you waved a red flag at from your back door?"

"Waved a red flag?" exclaimed Dorothy, in wonder.

They sat down by the fire, and the pastor's wife related the somewhat incoherent story she had heard, at which all laughed heartily. Suddenly Dorothy arose, ran to the little back room, and returned waving the tell-tale bit of flannel in her hands.

"It must have been this," she said, "that caused the mischief, for I remember that I wiped the windows with it to-day, after which I washed and hung it out of the window to dry. Some one must have seen it waving in the wind after I put it there."

For several days afterward, a wave of scandal swept over the town, the wonderful tale increasing in offensiveness with every repetition. When the real facts became known, no one could have felt more heartily ashamed of themselves than the three meddlesome gossips, whose zeal in regulating Widow Dorothy Dolphin's affairs caused such a frightful "Tempest in a Tea-pot."

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Greenville—M. B. Divine succeed Kent & Divine in the manufacture of cigars.

Hamilton—Chester Johnson, of Otsego, has opened a grocery store in the Sears block.

Carleton—Alex. Gee, undertaker and furniture dealer, has sold out to Frank Baker.

Detroit—Joseph A. Michenfelder succeeds J. A. Michenfelder & Co. in the tea business.

Holland—Jonkman & Dykema expect soon to open a branch clothing store at Saugatuck.

Bay Port—The Bay Port Store Co. will be succeeded Sept. 1 by the Bay Port Mercantile Co.

West Bay City—G. L. Wilton succeeds G. L. Wilton & Co. in the book and stationery business.

Bay City—Carroll & Rose succeed Carroll, Hurley & Co. in the wholesale grocery and produce business.

Farmington—Fred M. Warner has sold his general stock to Wilbur Cook & Co., retaining his hardware stock.

Spring Arbor—C. F. King will be succeeded by C. H. Rauch in the agricultural implement business Aug. 15.

Mancelona—J. A. Jackson has sold his jewelry stock to Herrick & Morse, who will consolidate the stock with their own.

McBain—Robert Ardis has put in a line of dry goods. The stock was furnished (through L. J. Koster) by Edson, Moore & Co.

Owosso—O. Gould has moved his drug stock from the corner of Washington and Main streets to Chas. Jackson's store, 117 west Exchange street.

Detroit—George J. Cotharin has become manager of Mabley & Company's shoe department. He has been with J. L. Hudson seven years.

Freeport—Geo. J. Nagler has added a line of dry goods to his grocery stock. Edson, Moore & Co. (through L. J. Koster) furnished the stock.

Marshall—The Holland Trust Co., which holds a mortgage of \$125,000 on the property of the Marshall Water Works Co., has commenced foreclosure proceedings in the United States Circuit Court at Detroit. Application was also made and granted for an order restraining the officers of the water company from collecting any accounts. Wm. H. Hand, of Adrian, has been appointed receiver of the company and is now in charge, having filed a bond in the sum of \$15,000.

Detroit—Donald Robertson has given a bill of sale of his stock of drugs and fixtures at 368 Fort street west to John B. Morris & Co. for a consideration of \$700.

Azalia—W. C. Reeves & Co., general dealers, have dissolved partnership, Mr. Reeves selling his interest to his partner, F. H. Noble, who will continue the business.

Vicksburg—E. C. Day, who has been a clerk in Manfred Hill's grocery store for the last ten years, has bought a half interest in the dry goods stock of C. B. Mason.

Detroit—John G. Hackney & Co., druggists at 91 Grand River avenue, have uttered a bill of sale of their stock and fixtures to Betsy Tilley. The consideration named is \$1,000.

Belding—Meloche Bros. have sold their drug stock to Wm. I. Benedict and Dr. I. S. Morris, who will continue the business at the same location under the style of Wm. I. Benedict & Co.

Alto—Chas. W. Williams, formerly engaged in the drug business at Clarks-ville, has removed the Harrison drug stock (which he recently purchased) from Lisbon to this place.

Vicksburg—A. P. Richmyer has sold his bakery stock to J. A. Northam, of Fulton, giving possession Aug. 1, Mr. Richmyer going to Battle Creek to engage in the same business.

Manistee—C. H. Dummer & Son, dealers in clothing and men's furnishing goods, were closed Saturday on a chattel mortgage of \$1,500, held by John and Gustave Dummer. Liabilities on stock are estimated at \$3,000, assets not known. The Manistee Building & Loan Association holds a mortgage of \$6,000 on the Dummer building. The failure is attributed to dull times.

MANUFACTURING MATTERS.

Clarence—The Clarence Lumber Co. expects to start its shingle mill this week. It has been shut down two months.

Muskegon—G. H. Bennink has bought Jacob Marena's interest in the Muskegon Hay Binding Co. and will continue the business as before.

Detroit—The Detroit Alaska Knitting Co. has filed articles of association with the county clerk. The capital stock is \$50,000; paid in, \$25,000.

Ludington—A. E. Cartier has recently purchased for Thos. R. Lyon about 30,000,000 feet of standing pine, the price being \$310,000, which would make the logs cost over \$13 at the mill.

Ovid—Dr. W. P. Beach has sold the machinery used to manufacture bee hives and berry boxes to A. C. Gardner, who will remove the machinery to Bennington, where he will manufacture bee hives, boxes and baskets.

Cadillac—The Cummer & Diggins band sawmills have been making some good records. July 21 their "Little mill" sawed 101,418 feet in ten hours, and mill No. 2, in Harristown, sawed 127,815 feet in the same number of hours.

Manistee—The Buckley & Douglas Lumber Co. is utilizing its dock at the mouth of the river on the north side for loading wood and bark and other stocks that come down by rail, which greatly relieves the pressure on its mill dock.

Owosso—The Silver Dandruff Cure Co. has filed articles of incorporation with a capital stock \$25,000. Otis Gould, M. D., is President of the company, H. S. Hadsall, Vice-President and O. K. Fitzsimmons Secretary and Treasurer.

Otsego—B. A. Nevins and Geo. C. Nevins have purchased the Pine Creek flour mills and water privilege of W. C. Edsell and will endeavor to put in an electric light plant, using the water power at the flour mill and carrying the electricity to this village and distributing it here as desired.

East Tawas—The sawmill strike here is ended, and about sixty men who went out are now hunting jobs elsewhere. They were getting \$1.50, and demanded \$1.75 a day; but there were hundreds of other idle men ready to step into their places. Some people never seem to learn anything by observation or experience.

Saginaw—W. R. Burt is one of the few lumbermen and capitalists who does not look for any boom. He has figured it out that the era of low prices, narrow profits and business small in volume has come to stay. He says that the days of rapid fortunes have gone by, that rates of interest must come down and business men must be satisfied with a profit of 4 or 5 per cent. upon their investments.

Manistee—Notwithstanding it is only the first of August business appears to be regaining its former volume. The first days of last week we had about the largest fleet of the season, and the inspectors had to have extra men, something unheard of so far this season. The fleet was a boon to the striking lumber shovers, some of whom have not worked an hour for three weeks, but as all had to get loaded there was little question made as to wages.

Grayling—About thirteen miles of logging railroad are to be constructed from Grayling into what is known as the "Waters pine," which is held by the Michigan Trust Company. There are 137 forties in the tract, estimated to cut 65,000,000 feet of timber. A force of about 100 men is to be employed in building the road, and as soon as it is finished, lumbering operations will begin. The logs will be rolled into the Manistee River and rafted down that stream.

Saginaw—The factories and planing mills here have been feeling the effect of the depression this month more sharply than at any time since the inauguration of the hard times. Orders are like angels' visits and it has been hard work to keep them going. One member of a large concern said that every blessed thing they had on hand last week to keep the concern in operation was an order for a car load of box shooks. The Linton Manufacturing Co. ran out of orders and shut down for a few days and a number of planing mills only run two or three days a week, as orders justify. There is a fair amount of building in progress in the valley cities and this furnishes local work for a few factories.

Rodney—The new town which has been platted at the forks of the Chippewa River, in Fork township, will probably be named Plato or Barryton. The D., L. & N. Railway will extend its Mecosta branch to the town site. The River is being dammed just below the junction of the two forks, furnishing an eight foot head of water, which will be utilized as a boomage for logs for the sawmills soon to be located there. Plato & Renwick have secured the right to floatage in both streams, so that they will control all timber coming down either branch. They are also erecting a two-story frame store building, 20x60 feet in dimensions, which they will shortly fill with a general stock. S. R.

Sage & Sons are erecting a building 20x50 feet in dimensions, which they will utilize as a hardware store. P. W. Bartlett is already on the ground with a small stock of general merchandise and in all probability, Frank Barry, owner of the plat and promoter of the town, will erect a store building and engage in trade there. As there is 125,000,000 feet of merchantable timber, principally hardwood, within a radius of eight miles of the town, the place is likely to be a point of considerable commercial importance. It is about sixteen miles from this place and about the same distance from Evart.

The one who sets scandal adrift would go in for lynching the man who would turn a wolf loose in the street.

PRODUCE MARKET.

Apples—Are good, bad and indifferent in quality, and bring from \$1.75@2.50 per bu. The commission men manage to secure the cream of the market for shipping.

Beans—Commission houses pay from \$1.50@1.65, holding at \$1.35@2 per bu.

Beets—Are worth 40@50c per bu.

Blackberries—Scarce and high. They bring \$1.25 per 16-qt. crate.

Butter—The dry weather is making pasturage poor, and butter is consequently on the rise. Best dairy is now worth 15@17c per lb. These were creamery prices not long ago. Creamery is now held at 24@22c per lb.

Cabbage—Bring 60c per doz.

Carrots—Are worth from 16@15c per doz. bunches.

Celery—Fair supply of home grown which is held at 18c per doz.

Cucumbers—Are getting a little over ripe for comfort but a limited supply of good pickling stock can still be secured. They bring 12c per doz., and 50c per bu.

Eggs—"Strictly fresh" does not mean much just at present, though good lots are not infrequently met with. They bring 11c per doz.

Green Corn—Is in good supply at 10c per doz.

Onions—The supply of ripe is only fair at 75@80c per bu. Green bring 12½c per doz. bunches.

Green Peas—Are still met with occasionally. They are held at 75c per bu.

Peaches—Good fruit has not yet reached the market, but may be expected shortly if the weather warms up sufficiently. Such as they are can be bought for \$1@1.25 per bu.

Potatoes—Are scarce, the late frosts having injured the crop to a considerable extent. They are held by dealers at 65@70c per bu. and may go higher yet.

Pears—California fruit, first class quality is now in the hands of the dealers. They bring \$2.25 per box—a scant bushel.

Radishes—In fair supply but strong and pithy. They are held at 1c per doz. bunches.

Squash—Are sold at 2½c per lb.

String Beans—(And they are nearly all string) bring 60c per bu.

Tomatoes—Are held at 75@81 per 4-basket crate.

Turnips—Are held at 40c per bu.

Watermelons—Are held at 15@20c.

Plums—California fruit of first class quality can be had for \$2.75 per box.

Muskmelons—Are in fair supply and are held at \$1.50 per crate.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

We call your attention to peaches, which are better this week and will be getting better still from now on. We are handling good shipping stock only and guarantee prices to be as low as possible on date of shipment.

We are also handling best quality apples, which we are billing out at \$1.50@2 per bu.

GRAND RAPIDS GOSSIP.

Martin Miller has opened a grocery store at Reed city. The stock was purchased at this market.

E. Baker has opened a grocery store on North College avenue. The stock was purchased at this market.

Jonkman & Kloet, hardware dealers at 317 South East street, have sold their stock and fixtures to Cornelius Huisenga.

John Sweedyk has opened a grocery store at 254 Plainfield avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Peter Marema has opened a grocery store on Grandville avenue. The Ball-Barnhart-Putman Co. furnished the stock.

Elon Murray & Co. have opened a grocery store near South Boardman. The stock was supplied by the Ball-Barnhart-Putman Co.

Sikkema & Mohrhard have purchased Herman Liesveld's meat market at 561 Cherry street and closed their old establishment on South East street.

E. C. Bemis, who some years ago clerked for George Voorhis, has succeeded H. N. Pettit in the grocery business at the corner of Hall and South Lafayette streets. Mr. Pettit has purchased a flour mill in Berlin, when he will reside in future.

The Michigan Bark & Lumber Co. has handled 1,033 carloads of bark and forty-seven carloads of lumber, shingles and wood since March 1. The corporation has also shipped during the summer forty-three cargoes of bark—aggregating 9,000 cords—from Ludington, Manistee and Frankfort to Milwaukee.

Thursday afternoon will be a general holiday with the wholesale and retail grocery trade of this market, as it will be the occasion of the annual picnic of the Grand Rapids Retail Grocers' Association. Both wholesale and retail grocery stores will be generally closed, so that both owners and employees may participate in the event.

Another new enterprise is in process of incubation, to be known as the Eureka Neckware Co. It is proposed to organize the company with a capital stock of \$45,000, one-third of which will be issued in exchange for the patents owned and controlled by Moses K. Bortree, who has been manufacturing neckware on a small scale in the New Houseman building for some months.

Two weeks ago Dwight Goss, an attorney of this city, published a communication in the *Daily Eagle* setting forth the particulars of a visit he once made to Geo. M. Pullman to collect a note he claimed to hold against that gentleman for the rent of a house occupied by the palace car magnate when he is alleged to have lived here. THE TRADESMAN of last week proved conclusively that Geo. M. Pullman never lived in Grand Rapids and that he never contracted debts which he did not pay. Mr. Goss' attention was called to the matter, but, so far, he has not furnished the *Eagle* with a second communication, either substantiating or refuting the charges made in the original communication. Is it possible that Mr. Goss as a politician is so completely under the domination of trades unionism that he dare not do justice to a man he has wronged?

The Grocery Market.

Bananas—Are plenty and sell for somewhat lower prices. The hot weather ripens the fruit very fast and local retailers can get good bargains, as when stock becomes too ripe to reship it must be closed out very soon. Demand will probably be light for the next month or six weeks while peaches and other domestic fruits have the preference.

Oranges—The Rodis keep up to high water mark, in spite of the hard times and large supply of other fruits. The Sorrentos are reported to be arriving in very bad order and, being more or less punky and without juice, sell slowly at half the price of luscious Rodis. Our market this week has the Fancy Imperials, 160s and the 200s, at prices ranging from \$5.25@6.

Peanuts—There is a good steady demand, in spite of which the price has not advanced as it seemed probable it would a few weeks ago. Since the output has got into the control of a syndicate, there seems to be a falling away from the old-time standard of quality and the different grades are a notch below what they were when individual brands were in open market, striving for recognition.

Lemons—The demand is better now than at any time since the Fourth. The numerous sales at the different receiving ports have kept the country well supplied and prevented any very high prices so far, but now that the trade is buying more freely and because so much of the fruit arrives unsound, a much firmer feeling is noticeable, and, as usual when the price gets above \$4 per box, the 360s are in the lead over 300s. The local market has a supply adequate for usual demands, most of which is from recent vessels and, therefore, fresh fruit. The prospects are that prices will be somewhat higher, especially if the hot weather to be expected at this season of the year materializes.

Brazil Nuts—The new crop is coming forward in large quantities and now is the time to buy in full sacks, as the wholesalers make low prices when the stock can be reshipped direct from cars, thus avoiding rehandling. There are two or three firms in New York who endeavor to corner the market on Brazils every year and it is rumored that the chances for doing so this season are good. Should they succeed the prices now ruling would drop out of sight in a jiffy and late buyers would pay the premium.

Pork—Receipts of hogs at the Chicago live stock market were for the week 184,241, a gain of 42,000 over the previous week and 99,000 over the corresponding period a year ago. The local market for packed meats did a fairly active business the past week, with prices firm and unchanged, except on hams, which have been enhanced from $\frac{1}{2}$ @1c per lb.

Purely Personal.

Will P. Granger, Treasurer of the Grand Rapids Packing & Provision Co., is spending a couple of weeks with his brother at Duluth. He began his summer respite last Thursday.

A. E. Webb, Eastern representative for C. G. A. Voigt & Co., is in town, on business with his firm. Mr. Webb reports business as fair in the East, and says the prospects for a good fall trade are good.

S. A. Howey, the Lake City hardware dealer, is recovering from a severe attack of rheumatism of the heart. So

critical was his condition that Dr. Barth was called to his bedside for consultation.

Sumner Wells, Secretary of the I. M. Clark Grocery Co., is putting in his fortnight's vacation at Hackley Park and other points along the lake shore. He will take up his work again about Aug. 20.

The statement, in last week's paper, to the effect that Wm. Judson assists Mr. Reeder in the management of the Reeder Bros. Shoe Co. is denied by friends of both gentlemen, who assert that Mr. Judson already has his hands full with his other enterprises, while Mr. Reeder's management of the shoe business is so successful that the business showed an increase in July of \$4,106.67 over the corresponding month last year.

If any customer of the Ball-Barnhart-Putman Co. or the Olney & Judson Grocer Co. finds his order twisted this week he can attribute it to the mangled condition of the employees of those houses, resulting from a match game of base ball last Saturday. No participant escaped injury of a more or less serious character and Monday morning both forces resembled in appearance the emergency ward of a hospital.

Gripsack Brigade.

N. A. Sampson, a traveling man stopping at the Hotel Cadillac, Detroit, while attempting to board an electric car Saturday evening, fell to the ground, breaking both bones of his right leg below the knee. He was taken to Harper hospital where his injuries were attended to.

L. M. Mills has invented and applied for a patent on an improved pill case, by the use of which a druggist may avoid the annoyance and inconvenience incident to the sale of this staple. The case is made in two sizes—twenty-four and forty compartments—and sold at a price which brings it within the reach of any druggist. It has a glass front and glass doors on reverse side and is so simple in construction and application that the dealer can obtain a box of any brand of pills desired without a moment's hesitation and also note the condition of his stock at a glance. The case evidently meets a long-felt want and will, in all probability, meet with a large sale.

Arrangements have been fully perfected for the annual picnic of the Grand Rapids traveling men at North Park on the afternoon and evening of Saturday, Aug. 18. The ball game will be called promptly at 3 p. m. Dr. Evans and his bandages and Joe Reed and his water pail will be on hand to administer to the bruises and thirst of the combatants. From 8 to 10:30 o'clock dancing will be indulged in on the second floor of the pavilion. Only those who have traveling men's badges will be permitted to participate in this feature of the day, as the committee in charge are determined that none but traveling men and their invited guests shall "trip the light fantastic." All traveling men are expected to be present and a cordial invitation is extended all visiting salesmen to join with the local travelers in celebrating the event.

The Drug Market.

Opium is very firm and active.

Morphia is unchanged.

Quinine is higher and advancing, on account of higher price for bark at the last sales.

Challenge Accepted.

GRAND RAPIDS, Aug. 6.—In behalf of the retail grocers "on the hill," we hereby accept the challenge of Ralph Rockwell to play a match game of base ball on the occasion of the grocer's picnic at Reed's Lake at such time and place as may be designated by the Committee on Sports.

VIERGEVER, FULLER, ET AL.

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.

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$1. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

FOR SALE—LARGE STORE, WAREHOUSE, barn, etc., with one-half interest in stock of general merchandise in the village of McBain, Missaukee county, Mich. For terms write to Gillis McBain, McBain, Mich. 578

WANTED—A GOOD SMALL SECOND- hand safe. Must be cheap. Write us particulars. Morden & Miner, Alma, Mich. 577

FOR SALE OR EXCHANGE—2400 ACRES of a No. 1 white and red oak and hickory timber in northwestern Louisiana, four miles from railroad one-half mile from another line, surveyed and partly built. Soil No. 1. Title guaranteed. For particulars address No. 576, care Michigan Tradesman 576

TO RENT—BEST LOCATION IN THE CITY. The new Waldron Building opposite union depot, 50x80 feet. Three stories and basement. Suitable for wholesale trade. Apply to Scribner Bros., 67 Lyon St. 575

WANTED—STOCK OF GROCERIES—NOT to exceed \$1,500—in exchange for cash and real estate in a thriving Nebraska city. Address F. H. Clark, Ashley, Ind. 573

WANTED—STOCK OF GOODS. WILL PAY spot cash. Must be cheap. Don't write unless you mean business. Address Warner & Dubbar, Parma, Mich. 574

TO RENT—NEW BRICK STORE, OPERA house block, 24x72, shelved complete. S. M. Gay, Milan, Mich. 570

FOR SALE—A COMPLETE STOCK OF drugs and fixtures. Will invoice about \$2,000. Corner store. Nice location. Rent, \$16.50 per month. I have just invented and patented a cash register and want to give my entire time to manufacturing same. Will sell stock at a sacrifice. It is a good opening for a young physician. It is in a thickly settled neighborhood and no doctor's office near. Address M. Blank, 416 West Bridge St., Grand Rapids, Mich. 569

FOR SALE—A FINE CONFECTIONERY store in Traverse City, the queen city of the North. Best location in town. Will invoice about \$1,800. Terms, one-half cash, balance on time with approved notes. Address No. 567, care Michigan Tradesman. 567

WILL PAY SPOT CASH FOR GENERAL stock of merchandise. J. H. Levinson, Petoskey, Mich. 568

A PHARMACIST, REGISTERED, WITH thirty-four years' practical experience in all kinds of pharmaceutical and mercantile works, wishes a situation of responsibility as clerk or manager. Has been in business for years for himself. Address "Pharmacist," care Michigan Tradesman. 566

WE HAVE 100 BUSINESS CHANCES. Send stamp for our list. We can find you a buyer if you want to sell. Mutual Business Exchange, Bay City, Mich. 565

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. 564

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

A BUSINESS CHANCE—FOR SALE OR EX- change 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. Hemmingson, Village Clerk, Grant, Mich. 553

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

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

LOADSTONES OF TRADE.

Some Suggestions That Could Be Adapted to Suit the Business.

From the Dry Goods Chronicle.

The key-note to strike in creating an active business is in the establishing of as many features of attraction as possible. Every dry goods house should make a special effort to appeal to the admiration of lady customers and shoppers. As a rule, women purchase the dry goods for the entire family, and in many instances they do the buying for the male members of the family. The average woman allows no opportunities to pass for an excuse to go shopping. It is the greatest avenue for pleasure and recreation outside of a pleasant home. The duties of society are oftentimes arduous, as it is a matter of form; but she can spend one, two or three hours shopping, and be anxious to repeat the same thing the next day. While she is gratifying one of the greatest pleasures within her realm, yet she is blind as to the cause of it. She considers the vocation purely business, thereby not realizing the fascination which it has for the sex.

What class of establishments do they visit? Why, those that have attractions! When a lady goes shopping she visits the points of interest to her, and usually makes her purchases where she sees something to interest and please her. Women have great admiration for linens, laces, hamburg embroideries, ribbons, novelties in dress goods, and everything made for babywear. These departments should contain a good assortment; selected with an eye competent to appeal to woman's admiration, and should be displayed with artistic taste, where they can be seen. These departments would then prove regular loadstones, the magnetism of which would draw and control the business of a town or city. Customers who patronize the departments above referred to and are pleased, would naturally be in the right humor to be pleased in other departments.

No better single drawing card can be chosen than the establishment of an "infant department," where everything belonging to the baby's wardrobe may be found. The fair sex, from the little miss of 12 years of age, to even the spinster of 50, have a mania for seeing and handling anything intended for the "dear little dimpled darlings." A woman would go five blocks out of her way any time to simply see and handle some of those "cute little things." A juvenile department is not only a great stimulus to business, but if properly conducted will pay as large a percentage of net profit as any other department.

It is necessary to have a true conception of human nature, and to be an observer of things, and to take advantage of every opportunity, if a merchant expects to be a leader; otherwise he will be led.

The Value of Adversity.

From the Maritime Grocer.

Business economy is something which is best taught by force of circumstances, rather than a study of commercial ethics; and we venture to say that the business man who has passed through a period of straitened finances, wherein his physical and intellectual resources were taxed to the uttermost to improvise a way of meeting current liabilities, will afterward regard it as the wholesome lesson of a life-time. The lesson to a man who has had his nose on the grindstone of straitened circumstances counts for more in his future commercial knowledge of business management than the sunny smiles of fortune.

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 ten days' trial before purchasing elsewhere. It is the most complete cheap cash register in the market. It will record three or more lines or departments and each salesman's sales, which cannot be done on any other register.

Don't cash checks for strangers.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	5 1/2
Atlanta A.A.	6
Atlantic A.	6 1/2
" H.	6 1/2
" D.	5
" LL.	4 1/2
Amory	6 1/2
Archery Bunting	4
Beaver Dam A.A.	4 1/2
Blackstone O. 32.	5
Black Crow	5
Black Rock	5 1/2
Boot, A.L.	7
Capital A.	5 1/2
Cavanal V.	5 1/2
Chapman cheese cl.	3 1/2
Clifton C.R.	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.	5 1/2
Top of the Heap	7
BLEACHED COTTONS.	
A.B.C.	8 1/2
Amazon	8
Amberg	8
Art Cambric	10
Blackstone A.A.	7 1/2
Beats All	4
Boston	12
Cabot	6 1/2
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W.	7 1/2
Cleveland	6
Dwight Anchor	8
" shorts	8
Edwards	6
Empire	7
Farwell	7 1/2
Fruit of the Loom	8
Fitchville	7
First Prize	6
Fruit of the Loom %	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
Cabot	6 1/2
Farwell	7 1/2
CANTON FLANNEL.	
Unbleached	5 1/2
" B.	5 1/2
" C.	6
" D.	6 1/2
" E.	7
" F.	7 1/2
" G.	7 1/2
" H.	7 1/2
" I.	8 1/2
" J.	8 1/2
" K.	9 1/2
" L.	10
" M.	10 1/2
" N.	11
" O.	11 1/2
" P.	12 1/2
CARPET WARP.	
Peerless, white	17
" colored	19
Integrity	18 1/2
DRESS GOODS.	
Hamilton	8
" "	10 1/2
G.G. Cashmere	30
Nameless	16
" "	18
CORSETS.	
Coraline	89 50
Schilling's	9 00
Davis Waists	9 00
Grand Rapids	4 50
CORSET JEANS.	
Armory	6 1/2
Androsoggin	7 1/2
Biddeford	6
Brunswick	6 1/2
PRINTS.	
Allen turkey reds	5 1/2
" robes	5 1/2
" pink & purple	5 1/2
" buffs	5 1/2
" pink checks	5 1/2
" staples	5
" shirtings	3 1/2
American fancy	5 1/2
American indigo	4 1/2
American shirtings	3 1/2
Argentine Grays	6
Anchor Shirtings	4
Arnold	6
Arnold Merino	6
" long cloth B.	6
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballou solid black	10 1/2
" colors	7
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" oil blue	6
" green	6
" Foulards	5 1/2
" red %	9 1/2
" 4	10
" 3-XXXXX	12
Cochecho fancy	5
" madders	5
" XX twills	5
" solids	5
TICKINGS.	
Amoskeag A.C.A.	11 1/2
Hamilton N	8
" D.	8
" Awning	11
Farmer	8
First Prize	10 1/2
Lenox Mills	18
Atlanta, D.	6 1/2
Boat	6 1/2
Clifton, K	7
Arrow Brand	4 1/2
" World Wide	6
" LL	4 1/2
Full Yard Wide	6 1/2
Georgia A.	6 1/2
Honest Width	6
Hartford A.	6
Indian Head	6 1/2
King A.	6 1/2
King E.C.	5
Lawrence L.L.	4 1/2
Madras cheese cloth	6 1/2
Newmarket G.	5 1/2
" B.	5
" N.	6 1/2
" DD	5 1/2
" X	6 1/2
Noble R.	6
Our Level Best	6
Oxford R.	6
Pequot	7
Solar	6
Top of the Heap	7
Geo. Washington	8
Glen Mills	7
Gold Medal	7 1/2
Green Ticket	8 1/2
Great Falls	8 1/2
Hope	7 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
" OP	7 1/2
Lonsdale Cambric	10
Lonsdale	8
Middlesex	8
No Name	5
Oak View	7 1/2
Our Own	5 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
Nonpareil	10
Vinyard	8 1/2
White Horse	6
" Rock	8 1/2
Dwight Anchor	8

DEMINS.	
Amoskeag	12
" 9 oz.	14
" brown	14
Andover	11 1/2
Beaver Creek A.A.	10
" BB	9
Boston Mfg Co. br.	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br.	10
" XXX bl.	19
GINGHAMS.	
Amoskeag	5
" Persian dress	6 1/2
" Canton	7
" AFC	8 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	7
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Elfin	7 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarrie	7 1/2
Glenarven	6 1/2
Glenwood	7 1/2
Hampton	5
Johnson Chalon cl	5
" indigo blue	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	13
Stark	17
American	13
THREADS.	
Clark's Mile End.	45
Coats, J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	4
White Star	4
Kid Glove	4
Newmarket	4
RED FLANNEL.	
Ptremore	32 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windor	18 1/2
6 oz Western	20
Union B.	22 1/2
DOMEST FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	12 1/2
CANVASS AND PADDING.	
Slater	10 1/2
Brown	10 1/2
Black	10 1/2
Slate	10 1/2
Brown	10 1/2
Black	10 1/2
10 1/2	10 1/2
11 1/2	11 1/2
12 1/2	12 1/2
13 1/2	13 1/2
14 1/2	14 1/2
15 1/2	15 1/2
16 1/2	16 1/2
17 1/2	17 1/2
18 1/2	18 1/2
19 1/2	19 1/2
20 1/2	20 1/2
DUCKS.	
Severin, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
Per bale, 40 doz.	\$8 50
Colored " "	7 50
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best A.A.	12 1/2
" K.K.	10 1/2
G.	8 1/2
SEWING SILK.	
Corticeall, doz.	85
twist, doz.	40
50 yd. doz.	40
HOOKS AND EYES—PER GROSS.	
No 1 Bk & White	10
" 2	12
" 3	12
No 2-20, M.C.	50
" 3-18, S.C.	45
No 2 White & Bk	12
" 4	15
" 6	18
No 8 White & Bk	20
" 10	22
" 12	22
SAFETY PINS.	
No 2	28
No 3	38
NEEDLES—PER M.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4	1 75
6-4	1 65
7-4	1 55
8-4	1 45
9-4	1 35
10-4	1 25
11-4	1 15
12-4	1 05
13-4	95
14-4	85
15-4	75
16-4	65
17-4	55
18-4	45
19-4	35
20-4	25
21-4	15
22-4	5
23-4	0
24-4	0
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174-4	0

Keeping Track of Expenses.

I have found, in my long experience as a hardware dealer, considerable solid satisfaction in reviewing, after the close of the year, the individual items which are collectively known as "Store Expenses," and for this purpose I have a book properly arranged for convenience and time saving in which to enter the various items under their proper divisions. The principal items in my business are Rent, Wages, Taxes, Fuel, Gas, Insurance, Advertising, Cartage, Freight and Express, Stationery, Postage, Telephone, Interest, and a number of insignificant items which are classed under "Sundries."

These expenses are of two classes, the fixed expenses, which are the same throughout the year, and the fluctuating expenses, which are increased or decreased according to the volume of trade or other influencing circumstances; and it is of value to know, for guidance during the coming year, just what amount to proportion to each division to properly balance the total expenditure. In the same book I also keep a "Daily Sales Record," a "Monthly Sales Record," and a "Yearly Sales Record," each of these records being so arranged as to show at a glance the exact amount of cash and book sales for each day and month in the year, and the proportion which the cash sales bear to the book sales, and each to the total sales. When by prepaying an invoice for merchandise I secure a discount of one, two, or five per cent., I credit the saving to my interest account, and thus at the end of the year I am able to know how much was gained by prompt payment.

In this connection it is quite surprising to notice how large an aggregate these cash discounts amount to during a year. Sometimes they more than equal half my rent, and represent a respectable portion of the year's net profits. The "Sales Record" is a frequently examined account. It is a satisfaction when business has been duller than usual for a week to refer back to last year, and find that there was an equally dull period in the same month, and it serves to relieve one's apprehensions that things are going backward.

I have also in this "Special Accounts" book a division of the leading lines of goods which I handle, especially seasonable goods, and am able to know, without guessing, just what quantity of skates or window screens I purchased last year, and by consulting my stock I can intelligently decide upon the proper amount to purchase the coming season. Getting over-stocked was one of the peculiarly hard rocks I encountered when I first started in business, and the cause of many losses, and I find my present system of decided benefit. I also keep in this book a personal account, not of items, but of amounts of cash drawn out of the business by myself, and while I am forced to admit that the total amount grows larger with each succeeding year, still I have often been put on my guard by reviewing the past year, and the result of the annual inventory.

Only that man can fairly said to be rich whose income exceeds his outgo, the size of the income making little difference in too many cases.

W. B. JOHNSON.

Keep enough summer in your heart to thaw the winter in your veins.

A Practice Which Should be Discouraged.

From the Merchants' Review.

The practice resorted to by many manufacturers, of selling their goods to retail merchants, to be delivered by the jobbing house with whom they are in the habit of dealing, is becoming more and more distasteful to the wholesale trade. It is a species of coercion, which is productive of dissatisfaction, both to the jobber and his customer. The manufacturer's agent has no special interest in those from whom he solicits trade. He is not held to account for the goods delivered and, in many instances, makes misrepresentations which are not borne out by facts and guarantees sales which never take place. In canvassing the trade, a stranger is universally met in the same manner. He is informed that whatever is wanted in his line will be obtained through the local jobber, whereupon the retailer is asked to designate the house, and, upon so doing, he gives the agent another chance, who then assures him that any purchase will be delivered by the house named. If he succumbs, it is with the idea that it makes no difference anyway, that if the goods are unsatisfactory, they can be returned to the jobber, who will remunerate him, and he thereupon signs an order for the goods. By means of a number of orders, obtained in this manner, the jobber is persuaded to make a purchase, thinking to accommodate his trade and being assured that his stock will be sold by the manufacturer, which latter is often the case; but the end is not yet. The retailer displays his goods for sale until they become rusty and shop-worn when they are relegated to the back of the store and forgotten until the next stock-taking, or some chance incident brings them to mind. He then returns them to the jobber, and, if any exception is taken to this action, informs him that unless they are received, he will transfer his trade elsewhere. In some instances this is all right, as the jobber can call upon the manufacturer to stand behind his goods, but in many other cases the manufacturer is no more and the jobber must bear the loss or lose his customer, which latter alternative is seldom chosen, although the jobber was in no way responsible for the sale. The practice is ill-advised, at best, and, generally speaking, benefits none of the parties interested. Unpleasant relations are created between the retail and wholesale merchant, the jobber suffers loss in many instances, and the manufacturer, by causing a succession of difficulties, lessens his chances of introducing his goods. Every merchant is best suited to look after the wants of his own customers, and any interference on the part of outside agents, ostensibly in his behalf, is not considered by him with favor. The experience of merchants in this respect is universally the same, and it is with great reluctance that orders of this kind are accepted.

A New York dealer assures his customers that the eggs he is selling are fresh laid. Then he winks to the engineer of the cash register and says: "You know that eggs cannot be laid stale."

Hardware Price Current.

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

AUGERS AND BITS.	
Snell's	dis. 60&10
Cook's	40
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. Bronze	\$ 6 50
" D. B. Bronze	12 00
" S. B. Steel	7 50
" D. B. Steel	13 50
BARROWS.	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS.	
Stove	dis. 50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	
Cast Loose Pin, figured	dis. 70&10
Wrought Narrow, bright fast joint	40 60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	47&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	30
CARTRIDGES.	
Rim Fire	59
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	130 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 38
" 14x32, 14x56, 14x80	28
Cold Rolled, 14x56 and 14x80	23
Cold Rolled, 14x48	22
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DIPPING PANS.	
Small sizes, per pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Diston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	23
List 12 13 14 15 16 17	
Discount, 60-10	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
" P. S. & W. Mfg. Co.'s Malleable	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	Base 10
60	25
50	25
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
Fine 8	1 60
Case 10	85
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scotch Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs % per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
" " " "	3 1/4
" " " "	3 1/4
" " " "	3 1/4
Strap and T	dis. 7 1/2
HANGERS.	
Barn Door Kidder Mfg. Co. Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 73
Japanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS.	
Bulght	dis. 70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	dis. 7&10
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$3 50 \$9 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 55 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.	
List acct. 19, '86	dis. 50
SASH COED.	
Silver Lake, White A	list 50
" Drab A	55
" White B	50
" Drab B	55
" White C	50
Discount, 10	20
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 70
Annealed Market	70-10
Coppered Market	60-10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 70
" painted	2 30
HORSE NAILS.	
An Sable	dis. 40&10
Putnam	dis. 10&10
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&16
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clister	75&10
Screws, New List	70&10 610
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
60 pound casks	6 1/4
Per pound	7
SOLDER.	
40%	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	13
TIN—MELIN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC	7 50
10x14 IC	9 25
14x20 IC	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC	8 75
10x14 IC	8 25
14x20 IC	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC	5 50
14x20 IC	8 50
14x20 IC	13 50
14x20 IC	8 00
14x20 IC	7 50
14x20 IC	13 50
BOILER SIZE TIN PLATE.	
14x28 IC	\$14 00
14x31 IC	15 00
14x36 IC, for No. 8 Boilers, 1/2 per pound	10 00
14x30 IC	" 9

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at
100 Louis St., Grand Rapids,

— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, AUGUST 8, 1894.

IMPOTENCY OF THE BOYCOTT.

If the boycott does not amount to much it is not because the labor organizations have not imposed it often enough. They have boycotted everything in sight, until now it is next to impossible to find an article which has not been placed under the ban of their displeasure. The flour your baker uses and the meat your butcher sells have been boycotted and you must go hungry or eat against the will of the unions. Sit down under your own vine and fig tree to regale yourself with the latest news, and ten to one the newspaper has been boycotted. Perhaps, also, the chair upon which you are sitting has been placed under the ban. When you go to church—as, of course, you do—don't let the eloquence of the preacher or "the heavenly music of the choir" divert your mind from the thought that your comfortable chair—a "thing of beauty and a joy forever"—has been boycotted. Do you smoke? Be careful you do not incur the displeasure of "labor" by smoking a boycotted cigar. Of course, you do not drink, but if you did, you should know that your favorite beverage has been blacklisted—you must change your brand. If you buy it by the case there is only the beer to account for; but if you "go in with a friend," the costly bar against which you lean, and all the other grand and gorgeous bar fixtures have been boycotted—you should go elsewhere; but not to that big hotel, for its soft, plush-covered seats and magnificent furnishings are also "in the soup"—or would be if the boycott could put them there. You will be careful when "on the road" to secure a berth in a Wagner—Pullman's have been boycotted. And don't have your freight shipped by the P. D. Q. Railroad—it has been boycotted. And so on, clear down through the list of necessities and luxuries of life, for some reason (or no reason) about everything one needs or desires in this weary world has been interdicted by the unions. What a time there would be if people attached any importance to the boycott! But as it does not hurt anyone, and means nothing, there is no reason why the unions should not amuse themselves with it if they want to.

THE END OF COXEYISM.

The Coxeyites are in a bad way. Coxey, it appears, has gone home and left his followers to shift for themselves. Evidently this was all he could do; but it was a most miserable outcome to his absurd and useless scheme.

Coxey's notion was to march an army of unemployed men to Washington to overawe Congress, and thereby secure legislation which would result in the appropriation of a large amount of money to employ his followers. The men who followed Coxey, if they did not pin their faith to the project for appropriating many millions of dollars in order to employ millions of men in making roads all over the country, at least expected that Congress would vote money or rations for their support. But they were wholly disappointed, and got nothing.

After so signal a defeat in all his undertakings, there was nothing else for Coxey to do but desert. Without doubt he spent considerable of his substance on his army, and he believed that it would all end in making him one of the most conspicuous men in the world, and mark him, above all others, as the friend of the unemployed.

Of course, the chief cause of failure was the inability of Coxey to collect a large body of men at Washington. He calculated on gathering anywhere from 50,000 to 100,000 men at the national capital, and with this vast horde intimidate Congress. If 100,000 able-bodied and determined men had ever got together at Washington, there would have been very serious trouble. So many men, hungry and desperate, would have been capable of creating vast public disorder, and, when a disturbance was once started, there is no telling where it would have ended; but the multitudes could not be assembled, because there was no money with which to pay for food and transportation. Many men started for Washington, but their entire dependence was upon stealing their way on the railroads and in begging for the means of subsistence along the route. These means were wholly impracticable, and so the Coxey enterprise wholly failed.

When Coxey got to Washington with his handful of ragamuffins, he found a police force superior in strength and numbers to his ridiculous army, and on the first encounter he and his man Browne got in jail, and so a scheme which had all the possibilities of a tragedy in it became a most absurd farce. It is certainly all the better that matters turned as they did. Nothing is so potential to break down any serious undertaking as to make it ridiculous. For men who are in dead earnest to be laughed at in the hour of their supreme endeavor is to overwhelm them with defeat. Heroism can endure everything except ridicule. That kills it.

But Coxey had none of the qualities of a leader. He was merely a mountebank. He was kind of heart and had a certain sympathy for the people he tried to help. He spent considerable money on them; but his scheme was entirely impracticable, and he goes on record as a figure utterly ridiculous, leading a lot of foolish people upon a most absurd quest. Coxey could never have accomplished anything, no matter how large an army of followers he might have assembled; but suppose, instead of Coxey as the world has seen him, there had been a leader, rash, desperate and wholly resolved to capture

the national capital, loot the treasury, burn the city, and, in the midst of the terrible confusion that would necessarily ensue, disperse his men, and so escape into the country before they could be caught, or even recognized. No matter what had been the result, there could have been something very tragic done. There would have been something very serious done. Let the whole population be very thankful that Coxey was a harmless mountebank. The only people who have suffered were the poor people foolish enough to believe in him.

THE WELLMAN POLAR EXPEDITION.

The supposed loss of the Chicago *Herald's* polar expedition is an event to be expected, but it is by no means proved. While the dangers of Arctic exploration are great, it is a fact that it is but seldom an expedition has been wholly lost. The most conspicuous if not the only polar expedition that finally and fatally has been wrapped in hopeless mystery was that of Sir John Franklin, who sailed in 1845 to find a northwest passage through the Arctic waters.

It is now a settled belief that, despite the theories concerning the existence of an open polar sea, it is impossible to reach the pole in a ship that would have to force its way through the ice. In all probability there is land around the poles. It is also possible that Greenland is not an island, but extends under the ice which covers it to the immediate polar locality. At any rate, there is a region around the pole which is covered with solid ice, and that once reached, it would be possible for men properly supplied with necessities to travel on the ice to the place of northernmost latitude.

This is the notion upon which the Chicago *Herald's* expedition has proceeded. Walter Wellman, a journalist, was at its head. He had no experience in polar travel, but was assisted by a number of Norwegians who were navigators and ski or snowshoe runners. He engaged a whaling ship, the *Ragnvald Jarl*, to carry his party and stores to the edge of the solid ice, and then the journey northward was to be made by aluminum boats and sledges combined.

The expedition sailed from Tromsø, Norway, May 1. A depot of supplies was made on Dane's Island, near the north coast of Spitzbergen, and left in charge of Prof. Oyen, a Swedish scientist, who was seen there with his dog by several vessels cruising in those seas. Dane's Island is between 500 and 600 miles from the pole, and if solid ice could be reached by the ship, the possibility of completing the journey is certainly in reason. The greatest danger was from having his ship crushed in moving ice fields. This is what has been foretold of the expedition, but such a fate is by no means certain. Let us hope that the brave men will be crowned with success, and return safely home. Everybody wants to know the mystery of the pole. All honor to those whose courage and enterprise will penetrate the secret so zealously guarded. There are several expeditions now engaged in the daring quest, and sooner or later it will be successful.

Since the above was in type cablegrams from Europe announce the return of some of the crew to Norway with the intelligence that the vessel has been destroyed by the ice, but that the explorer would push on toward the goal of his ambition.

RAILWAYS A GAUGE OF BUSINESS.

There are a few very rich men who have become so by wrecking railways, or by robbing those Pacific roads to which the United States Government loaned its bonds, who always come into public view when mention is made of railroads. These are the men whose association with railways have done more than anything else to prejudice the American people against those necessary corporations.

When strikers stop the operations of a railroad, they may think they are getting their revenge out of the great railway kings, as those persons are termed, but they are not the sufferers. They simply speculate in the stocks, and, when it suits their purposes, they have a road which they have probably bankrupted sold out at United States marshal's sale for a tithe of the debts it owes. The debts are canceled, and the wreckers buy back the road for a song and carry on their speculations in its stock. The people who are really ruined are the creditors and the humble employees.

The losses to the railways in the first six months of 1894 have been enormous, compared with the same period for 1893. The situation was aggravated by the great coal strike, the railway strike and an aggregation of unfavorable industrial and commercial conditions which have prevailed throughout the season. The *Railway Age* sums up the losses in railway traffic due to the conditions mentioned. For example, in the month of May the earnings of 140 roads fell from \$288,500,000 to \$240,900,000 in round numbers, a decrease of \$47,600,000 gross; while, what is more significant, their net earnings, which were \$79,500,000 in May, 1893, decreased no less than \$16,263,000. The Pennsylvania system alone suffered a comparative loss of \$2,904,000 in gross and \$1,685,000 in net earnings; the Atchison, Topeka and Santa Fe lost \$1,141,000 gross and \$1,116,000 net; the Union Pacific, \$587,944 gross. For June the falling off will be found still greater when the returns are all in; the Illinois Central, for example, which earned \$1,952,405 in that month last year, showing a decrease of \$603,000 last month; while the few statements for the first weeks of July are almost incredible, the Atchison system, for instance, falling off \$477,700 in the first week and \$341,700 in the second, or over \$819,000 in two weeks.

As the railways only carry the business which is created for them by all commerce and industries, this statement of railroad losses simply means that the railroads have suffered because all other branches of business suffered. The railway losses gauge the depression in every other sort of business. Railways are the commercial and industrial index. When the railways are in a bad way, all other industries are also in a bad way. To rejoice in the losses of the railways is to rejoice in the general distress.

Lakeview and Saranac have passed through the scourge of fire during the past week. While their losses are heavy and their deprivations great, the business men of both towns are plucky and invincible and will emerge from disaster with undaunted courage and renewed energy.

Square bushel and peck measures are now being manufactured and introduced. They are pronounced in every way more convenient than the old cylindrical style.

POLITICAL DISHONESTY IN CITIES.

The enormous amounts of public money handled, and the extraordinary opportunities for jobbery and plunder by officials entrusted with the handling of public funds and public franchises have naturally attracted unprincipled and dishonest men, with every energy directed towards gaining control of this money. With these opportunities it is not strange that in nearly every city of large size in the Union public affairs are chiefly under the hands and in the power of unscrupulous and self-seeking men.

It has been said that the ingenuity and skill of the burglars keep full pace with the science and progress of the lock and safemakers, so that if the construction of burglar-proof vaults is one of the problems to which the highest mechanical genius is devoted, there are men with just as much mechanical ability who are constantly seeking to overcome and neutralize the work of the safemakers. These men are robbers; they are criminals, and they do not pretend to be anything less. But if treasure vaults are robbed despite the extraordinary efforts to make them secure and to guard their contents, how vastly easier it is for bad men who devote themselves to the work to secure control of city governments, and, by consequence, of the people's money and the public franchises? This is so, because there is no effort to guard public interests from the robbers who, seizing without resistance upon the machinery of elections, falsify their results so as to let in only themselves and their tools, and exclude all who are not under their influence.

What is everybody's business is practically nobody's business, and thus those classes that are commonly supposed to constitute the good citizens hold their hands and regard with more or less indifference the seizure and ravishing of public affairs by a band of trained political brigands. Once in place, they are able to remain there against all peaceful and constitutional methods that may be adopted to remove them, and it is not oftener than once in a generation that judicial measures will avail to oust the robbers. In fact, it is only when they have become emboldened by their success and escape from punishment and they have abandoned all caution and have become careless of the laws and indifferent to public opinion that the rascals betray themselves and furnish proof of their crimes, so that the hand of justice may be laid upon them.

It has become an ordinary maxim of the political jobber that if he can only keep out of the penitentiary he is all right. He hesitates at no crime by which his selfish interests may be advanced. He is solicitous only to so cover up his tracks as to leave no clew upon which the arm of the law can be laid. Of course, not every member of a corrupt municipal administration is dishonest. Far from it; there are always honest and good men among the rascals. It is the majority that is made up of bad men, and thus it is the majority that gives color and quality to the entire administration.

The minority has no power, and the good men who make it up are unconsciously used as stool-pigeons for the robbers. What an excellent effect it has to be able to say, when charges of political corruption are made: "There are A, B and C. Do you think they are dishonest?"

Does anybody think they would steal, either from the city or from private individuals?" Thus it is that, when accusations are made, the honest men are always put forward as a sample of the men who are running public affairs, and, of course, such men would not intentionally do a public or private wrong. But, unintentionally, they are doing great public wrong, and doing it all the time. They are protecting the rascals through the fact of being honest men, associating with official freebooters, having good reason to believe that crimes are being committed, and yet failing to expose them from the dread of being considered spies upon those with whom they have to work.

Such a notion springs from good motives and a certain sense of honor; but it is wholly wrong-headed. Every public official and representative of the people is the custodian of a public trust. He is on guard, placed there to watch over great public interests. He might be brave and devoted to the last degree to defend his trust from outside assaults; but how about treason among his fellow-officials and co-representatives? Is not such a public guardian bound to protect his trust, even from a colleague? If so, and a majority of his colleagues engage in the spoils business, is not that faithful guardian, if even there be but one, bound to denounce the robbers, no matter who they may be? The reply to this question is not difficult. A man who recognizes his duty is bound always to perform it as nearly as he possibly can. A watchman set to protect great trusts, public or private, can know no difference between thieves that would prey on his trust. He must fight them all and bring them all to justice, without exception. That is all of it.

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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.

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THE IRON LAW OF WAGES.

Early in the present century the celebrated David Ricardo, in his treatise upon Political Economy, laid down the proposition in regard to wages that "the natural price of labor is that price which is necessary to enable the laborers, one with another, to subsist and to perpetuate their race without either increase or diminution." He further said that the market price, or the price actually paid for labor as wages, has a tendency to conform to the natural price by rising and falling toward it according to demand and supply. His remarks have been interpreted as meaning that wages constantly tend to decline to the smallest amount upon which the laborer can keep himself and his family alive, allowing them nothing for the luxuries or even the comforts of life. Thus understood he has been severely condemned by writers of strong humane feelings, and he has been denounced by the German Socialists, led by Ferdinand Lasalle, Karl Marx, Adolph Held, and others like them, for having formulated a brazen, or, as English translators render it, an "iron" law of wages, discreditable alike to his head and to his heart.

Precisely why Ricardo, or any other person, should be reviled merely for advancing an abstract proposition, which is susceptible of refutation if false and of confirmation if true, it is not easy to discover. Some of the elementary precepts of the Gospel were assailed in like manner when the Savior first enunciated them, as "hard" sayings, not to be borne by weak humanity; but nobody now for that reason disputes their truth. The question is one, not of Ricardo's personal character, but of his intellectual sagacity, and the efforts of his opponents should be directed not to his vilification, but to the exposure of his error. What makes their conduct, however, absolutely indefensible is that they usually overlook a further remark of his following that which they condemn, and which gives quite a different color to it:

It is not to be understood that the natural price of labor, estimated even in food and necessities, is absolutely fixed and constant. It varies at different times in the same country and very materially differs in different countries. It essentially depends on the habits and customs of the people. An English laborer would consider his wages [to be] under their natural rate, and too scanty to support a family, if they enabled him to purchase no other food than potatoes and to live in no better a habitation than a mud cabin; yet these moderate demands of nature are often deemed sufficient in countries where "man's life is cheap" and his wants easily satisfied. Many of the conveniences now enjoyed in an English cottage would have been thought luxuries at an earlier period of our history.

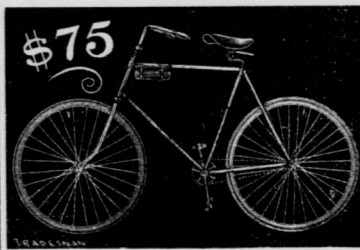
With this explanation, Ricardo's so-called "iron law" amounts to no more than the assertion of a well-known fact. When in any country the wages actually paid for labor fall below the amount which is necessary to enable laborers to live as they want to live, their number diminishes through death, immigration, and less frequent marriages, until it is reduced to a point at which the lessened supply of their labor raises its market price to what Ricardo calls its natural price. When, on the other hand, the market price of labor exceeds its natural price, the number of laborers increases by immigration and by births until the supply equals the demand and the

market price falls again to its natural level. The process in either case is slow, and often goes on in one direction for many years. Thus, in this country, notwithstanding the high cost of living, the wages actually paid have been, ever since the close of the late civil war, sufficient to enable wage earners both to meet all their wants and to lay aside a surplus, either in the form of deposits in savings banks to the amount of thousands of millions of dollars, or in the purchase of homes and farms. This has continued, too, notwithstanding that our prosperity has caused a large increase of the supply of labor, not only by the birth of children, but by an immigration from foreign countries, especially from Germany and Italy, where both the standard of living and the market price of labor are lower than they are here. So great, indeed, have been the attractions of our country as a labor market that we have found it necessary to impose artificial barriers to immigration from China, and if the natives of India also had sufficient intelligence and enterprise to emigrate hither we should have to take measures against them, too. In their case, as in that of the Chinese, their wages at home are low, because they live poorly, and, as they are prolific of offspring, the supply of their labor always more than equals the demand for it, and is kept down only by famine and pestilence. They ask for no more food than a few cents' worth a day of rice, millet, or some other cheap grain; their clothing is cotton cloth; their shelter consists of bamboo huts, and they use fuel only for cooking. Consequently, with them the natural price of labor is low, say ten cents per day of our money, more or less, and the market price conforms to it.

It begins to look as if we had come to a halt in this country in the continued expansion of industry and the increasing demand for labor, and that a reverse process was about to commence. A full year has now elapsed since last summer's financial and industrial crisis, and no indications of a recovery from it are yet visible. Should this recovery be delayed, as now seems probable, a year or more longer, Ricardo's iron law must necessarily assert itself, and the market price of labor will not only cease to afford the American laborer a surplus above his customary expenditure, but will fall below it. The result will be a cessation of immigration, which has already begun, and a decrease in the number of laborers from an excess of deaths over births.

The value to the laborer of his wages is measured not by the dollars and cents paid him, but by the quantity of commodities necessary to his mode of living which those dollars and cents will buy. We cannot use greenbacks and bank notes as clothing and fuel, nor eat and drink gold and silver coin. We must exchange them for suitable commodities before we can make them available for our necessities. Consequently the total amount of wages in any country cannot exceed the total product of its industry, and the particular amount received by each individual will be that share of the total product which he is able to secure for himself in the struggle for existence. It is in adjusting these shares that the conflicts, of which we unhappily witness so many, arise, not only between em-

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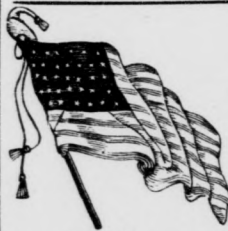


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ployers and employed, but also between the different classes of the employed. The employer naturally seeks to retain all he can of the product of labor as compensation for his enterprise and his services, for the risks and expenses of the business, and for interest on the capital he either owns or borrows. The employed, on the other hand, seek to get as large a share as possible of the results they contribute to produce, and it is evident that the more each one gets the less remains not only for his employer but for others of the employed. The nation as a whole is a great co-operative industrial organization, of which the members labor not merely for themselves but for their fellow members. Whether a man makes clothing, shoes, hats, hardware, bricks, machinery, or any other commodity, he can consume personally only a small fraction of his product. The rest he exchanges by paying out the money he earns by his own labor for the commodities produced by others. Money being the common measure of value, the more money his wages come to the more he can buy, and the higher his wages are the higher will be the price of what he produces and the less other laborers can procure of them with their wages.

It follows from this that strikes for higher wages are aimed, not, as appears to be the case, against the employer by whom they are in the first instance paid, but really against the rest of the community. Other laborers can, it is true, retaliate by demanding higher wages for their own labor, and thus make its product higher in value in comparison with other products, and, so long as every laborer is fully employed, this struggle for high wages results, in the long run, to no advantage to any one, and does no harm to any one. But when, as we see now, thousands of laborers are unemployed, and are living upon their savings, the continued payment of high wages to those who are lucky enough to be kept employed is a serious hardship to the rest. Even those who are employed, but whose wages have been reduced, suffer somewhat by getting for their own labor less of the commodities produced by labor paid for at higher rates than theirs. How long this disparity will be allowed to continue it is impossible to foretell, but as in good times wages advance all round from the competition among employers and from the exactions of laborers, so in these hard times, with the competition for employment and the necessities of the unemployed, they must sooner or later fall. The laborers who are now in excess of the demand for their services cannot die all at once, and but few of them can emigrate. They may continue to live for a while, as they are now living, on their savings or upon the savings of others, but eventually they will insist on sharing the industrial products of the nation with those who now monopolize them, and the first step toward accomplishing this result will be an offer to labor for reduced wages.

That such a reduction of wages will be unpleasant to those who have to submit to it is not to be denied, but that it is better for the community to have all its members productively occupied in earning even low wages, than to have a part only earning high wages and the rest lying idle, is equally undeniable. The total product of the nation's labor will be increased by setting every laborer at

work, and while the shares of some will be diminished, the aggregate of the shares of all will be increased. Whatever becomes of the tariff bill, and whatever other legislative measures may be adopted, this is the only way in which the present stagnation of trade and industry can be broken, and even a moderate degree of activity be made to take its place.

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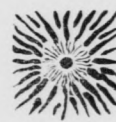
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THE WORLD GROWS BETTER.

The fatal defect in the philosophy of the reformers of the present time is that it ignores the most significant historical facts. It assumes that civilization is a failure, and that things are constantly going from bad to worse. This complete and persistent pessimism is a contradiction of truths that are familiar to all intelligent people, and that count for more as a basis of logical analysis and reflection than all the theories by which they are discarded and discredited. There can be no rational doubt about the steady improvement of the conditions of human existence. The process of betterment can be traced in a cumulative way from the earliest period down to our own day. Each age has shown an advance over the preceding one, not merely in special relations, but in a general sense, and according to a systematic plan of development. There has been no retrograde movement, strictly speaking; the revolutions have not gone backward; the blessings have not been diminished, but multiplied, and extended in all directions.

We need not go back to the primitive era for the materials of definite and satisfactory comparison in this respect. The story of what has taken place in the present century furnishes ample proof of the fact that the world grows better as it grows older. Never before have so many beneficial acquisitions been made in the course of a hundred years. Those who have lived during this time have seen miracles of progress, unmatched in all previous history. It is impossible to contemplate the list of achievements in all branches of profitable service without a feeling of profound wonder, as well as a conviction of the potency of sound and wholesome influences in the affairs of mankind. Not simply in material gains have former centuries been surpassed, but also in scientific, political, social and moral triumphs. The spread of knowledge has corresponded to the increase of physical comforts; the enlargement of the opportunities of labor and enterprise has been accompanied by a like expansion of the facilities of education and the appliances of charity and philanthropy. All things considered, in short, life was never so well worth living as it is at present; and this is due to the reformatory spirit which has been a part of human nature from the beginning, and which has gradually wrought changes of striking and permanent value. It is not only that we are possessed of the railroad, the telegraph, labor-saving machinery, and improved methods of production. These gains count for a great deal, to be sure, and have served to wholly change the external aspect of life; but they are not more remarkable than the progress that has been made in the adjustment of general intelligence to higher uses and in the substitution of honest and humane motives for selfish and cruel ones. Plans of action that were once tolerated in spite of their wickedness are now condemned by public opinion, and the individuals who venture to pursue them are looked upon with scorn and contempt. The standards of personal conduct are far above those of one hundred years ago. Public men are held to a much more rigid accountability. The popular conscience has been quickened in discriminative power and in earnestness of protest against corrupt and improper

proceedings. It is becoming more difficult every day for a man of loose habits or doubtful integrity to succeed in any profession or business. Less is every day forgiven in cases of moral delinquency. The test of responsibility for deviations from the path of rectitude, in small matters as well as large ones, has never before been so distinct, so strict, and so imperative.

There is room for further improvement, of course. Nobody contends that the work of amelioration has been completed, or that all suggestions of reform are to be regarded with indifference. It is maintained, however, that the showing of increased sources of prosperity and happiness is an adequate proof of the efficiency of present means of relief, and a satisfactory assurance of continued advancement. The lot of the average citizen will be better a hundred years hence, just as it is now better than it was a hundred years ago, but the time will probably never come when reformatory opportunities will be exhausted. With access of new advantages, there comes the discovery of other chances in

that respect, which is only to say that civilization is constantly creating new necessities by extending the scope of knowledge and the sphere of activity. Most of our present wants are due to what we have already obtained. They would not exist, in other words, if we had not gained advantages of which they are the logical consequences. The more we get, the more we desire. It is not the province of wisdom to make us contented with our situation, but to disturb our complacency and stimulate our hopes and endeavors. That is the great secret of progress, the supreme lesson of the history of those successive changes by which the world has been pushed forward through all the ages.

HENRY KING.

Collecting a Debt.

There are debts and debtors, and to get the former out of the latter sometimes requires a good deal of ingenuity. The case of a livery stable keeper and a poor paying patron indicates that fact, and as one is dead and the other in Europe, the story may be told. The patron had run up a big bill on the liveryman and neglected to pay.

It amounted to \$93, and had he so wished, the debt could have easily settled at any time. But he didn't wish. He knew that his creditor would not sue, because such course, for various reasons, would be unwise.

Appeals were in vain, threats were unheeded, and the creditor was at his wits' end. Finally he hit upon a scheme. He had his bookkeeper make out a bill for \$930, and sent it to his debtor by messenger, with a request for immediate payment of the whole amount. Then he sat down and waited.

In less than twenty minutes the office door was thrown open and a man entered. It was the debtor, and he was mad clear through. "You swindling villain!" he howled, shaking his fist under the liveryman's nose. "What do you mean by sending me a bill for \$930? I don't owe you anything like that amount, and I'll not pay it. I'll have you understand that I'm too fly for you. Here's \$93, and you'll not get a cent more."

Saying this he threw the money on the desk, and glared at the liveryman with hatred in his eye. No one answered him, however, and then he demanded a receipt. It was given him in silence, he left the office, banging the door after him, and then the liveryman chuckled. Then he laughed. Then he roared. His scheme was a success.

The President of the United States of America,

To

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

GREETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor

CURRENT CRITICISMS.

Debs declares that he will never again unite with a strike organization. Well, his friends will be glad to receive even this slight evidence of his sanity.

* * *

The Pullman Car Works have resumed operations. Perhaps the labor leaders may soon have sufficient evidence to convince them that the strike has ended.

* * *

They have "cost" sales in France, sometimes, but they do things differently over there from what is done in this country. When a merchant offers his goods at cost, a government inspector calls and verifies the figures placed on them, and then the dealer is compelled to sell at cost.

* * *

Santo Caserio has been sentenced to the guillotine. How much better it would have been for France and humanity if he had lost his head before he killed Carnot.

* * *

China and Japan are actually at war with each other. There are 450,000,000 of Chinese and not more than 40,000,000 Japanese, yet the struggle is not nearly so unequal as it looks.

* * *

It has been discovered that four of the relatives of Caserio, the assassin of President Carnot, died in lunatic asylums. The Government of France will save Santo from a like terrible fate.

* * *

Herr Johan Most declared the other day in New York that the different governments were trying to drive the socialists into the sea. That would be tough on the sea.

* * *

There is about as much affinity between a socialist and water as there is between day and night, and about the hardest kind of punishment that can be given a socialist is to compel him to take a bath.

* * *

A good many people seem to be kicking against "machine politics." Is that variety any worse than the hand made variety? Because if it is somebody ought to kick.

* * *

One of the big hotels in this city had three bars for accommodation of the delegates to the Democratic State convention. It had just that number for the Republican State convention. Now, will someone kindly inform an anxious public how the Republicans figure out such a big majority over the "other fellows?"

* * *

The daily papers of this city are scrapping over the question as to which is the best newspaper. They should quit jawing and toss up for it. That is the only way to settle the question.

* * *

Now that the world's fair is over, the buildings burned down, and the Pullman boycott ended, Chicago should take a good, long vacation from any sort of public disturbance of the peace.

Public Order and Private Patriotism.

The entire burden of the protection of property and the maintenance of law and order in the United States rests on the militia.

The small army of the United States, less than 20,000 strong, would be a mere handful if it had to contend with any widespread disorder. Of course, there is no other resource in such a case than to call out the militia.

There is always an element of weakness in militia in the event that the citizen soldiers should sympathize with the disturbers of the peace. It was so in South Carolina in the late whisky war there, and it was so in California in the recent railway strike.

But this is not the most serious weakness of militia. When a majority of the people of a State are opposed to the enforcement of a law, it is to be expected that the militia will be in sympathy with their fellow-citizens, and in such case the law will have to go by the board. All power begins at the people, and when the people rebel against a law or regulation of any sort, that fact settles the matter.

But there is a worse feature than this. It is found in the fact that the militiamen, being young men and for the most part employes of commercial and industrial establishments, are apt to lose their employment and means of support when called into the military service. There is not nearly so much patriotism in the country as has been commonly supposed. At least it does not appear among the older men, although among the younger there is no lack of it. And this fact is cropping out all the time in connection with the use of the militia in the recent troubles in Chicago. Merchants and business men are reported to be turning off their employes who are absent on militia duty.

It is reported by the Chicago papers that many of the militiamen who have obeyed the call to turn out in support of the civil authorities, to assist in protecting private property and in maintaining public order, have become sufferers through their patriotism and devotion to duty. In most instances the ones to suffer can least afford it. As a general thing, they were comparatively small wage-earners, and many of them have families to support. Their pay stopped as soon as they quit work to go into the field. Furthermore, some of the employers added insult to injury by saying in their letters they could not afford to be incommoded through the employment of soldiers to look after their business; that they preferred men who are not subject to the military orders of the Governor and who can be relied upon when their services in the office, shop or store are needed. By far the greater number have received threatening notes, which naturally make them feel uncomfortable. The information conveyed in these notes is to the effect that unless the receiver can find it convenient to report for duty within a certain specified time, his place will be filled by another.

This is a most serious position for any man who has a family to support to be placed in. Next time he will be sure not to join a volunteer company, and he will tell his experience to others in his circumstances, and they will not join volunteer companies. Such treatment of the men who answer the call of military duty is fearfully demoralizing. Suppose it should have the effect of breaking up all the volunteer companies and all the organized militia. In such a case there would not be any embodied force to appeal to in an emergency. Of course, all able-bodied men between the ages of 18 and 45 years are bound to do military service; but if they are not enrolled, told off in companies, organized into regiments and battalions, and,

above all, if they are not armed and equipped and accustomed to some sort of discipline, militia are wholly unavailable for an emergency.

It requires a long time to bring unenrolled and unorganized militia into shape, and, if there are no organized volunteer companies, the entire country would be practically defenseless against foreign attack or internal disorder. In all probability the taxpayers of Chicago will have to foot up a big bill of damages; but it might have been vastly greater but for the presence of the militia. When the selfish, hard-hearted citizens shall succeed in disorganizing all the militia companies, they may have an opportunity to learn how much cheaper it will be to let their young clerks and other employes do military service than to have half their city laid in ashes and all its industries stopped.

It is certain that no country can long subsist without patriotism on the part of its people. When citizens prefer their private interests to public order and public protection, they will soon come to realize that they have lost all that is worth having, whether public or private. Young men will not go out to fight for the property and rights of a lot of human hogs.

FRANK STOWELL.

The Wheat Market.

Wheat has during the past week exerted itself in the markets, slowly, to be sure, but it advanced in the face of large receipts at the primary markets. Even at this slow option it will not be long ere it is at the price where it ought to be, up in the seventies. We cannot expect to see dollar wheat right off, as the price has been abnormally low for the past eight months. The signs now point for higher prices, notwithstanding the large visible supply at present, as there are many causes operating to bring the market where it belongs after the first rush of spring wheat is over, for there are always some farmers who will sell for one reason or another, and, after that, receipts will drop off and the trade will wonder how it was possible that the price was so low for so long a time. Michigan farmers are very conservative in moving their crop. The fact is there is not as much to move as in former years, consequently they are in no hurry. Corn has taken another step up and it looks as though, owing to the very unfavorable weather for this crop, much higher prices may be expected. Oats are not as strong as they were but, owing to the short crop, will hold at present prices and probably go higher in the near future. All the mills have all the orders for flour, etc., they can take care of for thirty days or more. Receipts here were 68 cars of wheat, 25 cars of corn, 4 cars of oats.

C. G. A. VOIGT.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

65 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.	6	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8 1/2		
Cut Loaf		8 1/2	
Extra H. H.	8 1/2		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5 1/2	6 1/2	
Leader	5 1/2	6 1/2	
Royal	5 1/2	6 1/2	
Nobby	7	8	
English	7	8	
Conserves	7	8	
Broken Taffy		8	
Peanut Squares	7 1/2	8 1/2	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8 1/2	
Modern, 30 lb.		8	
FANCY-In bulk			
		Palls.	
Lozenges, plain		8 1/2	
" printed		9 1/2	
Chocolate Drops		12	
Chocolate Monumentals		12 1/2	
Moss Drops		7 1/2	
Sour Drops		8 1/2	
Imperial		10	
FANCY-In 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		60	
" printed		65	
Imperial		60	
Motives		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		55	
Plain Creams		80	
Decorated Creams		90	
String Rock		60	
Burnt Almonds		1 00	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3		51	
No. 2, " 2		28	
ORANGES.			
Fancy Seedlings, 96s.		6 00	
Rodis, 160s		5 25	
Rodis, 200s.			
LEMONS.			
Choice 300		4 50	
Extra choice 300		4 50	
Extra fancy 300		5 00	
Extra fancy 360		5 00	
BANANAS.			
Large bunches		1 75	
Small bunches		1 00	
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8b.		2 12 1/2	
" 20b.		2 12 1/2	
" extra 14b.		2 15	
Dates, Fard, 10-lb. box		2 7	
" 50-lb.		2 5 1/2	
" Persian, 50-lb. box		2 5	
" 1 lb Royals		8 1/2	
NUTS.			
Almonds, Tarragona		2 16	
" Ivaca		2 15	
" California		2 8	
Brazil, new		2 11	
Pilberts		2 11	
Walnuts, Grenoble		2 12 1/2	
" French		2 10	
" Calif.		2 12 1/2	
Tabie Nuts, fancy		2 12	
" choice		2 11	
Pecans, Texas, H. P.		2 7 1/2	
Chestnuts			
Hickory Nuts per bu		4 00	
Cocoanuts, full sacks			
PEANUTS.			
Fancy, H. P., Sunb.		2 5 1/2	
" Roasted		2 7	
Fancy, H. P., Flagg		2 5 1/2	
" Roasted		2 7	
Choice, H. P., Extras		2 4 1/2	
" Roasted		2 6	
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene		8 1/2	
XXX W. W. Mich. Headlight		7	
Naptha		2 6 1/2	
Solve Gasoline		2 7 1/2	
Cylinder		2 36	
Engine		2 21	
Black, 15 cold test		2 8 1/2	
FROM TANK WAGON.			
Eocene		7	
XXX W. W. Mich. Headlight		5	
POULTRY.			
Local dealers pay as follows:			
LIVE.			
Turkeys, hens		60 1/2	
" Toms		5 1/2	
Fowls, hens		3 1/2	
" roosters		3 1/2	
Spring chickens		7 1/2	
Spring ducks		7 1/2	
DRAWN.			
Turkeys			
Chickens			
Fowl			
Ducks			
Geese			
UNDRAWN.			
Turkeys			
Chickens			
Fowls			
Ducks			
Geese			

Drugs & Medicines.**State Board of Pharmacy.**

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred W. R. Perry, Detroit.
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. Schrouder

THE CUTTER AND THE REMEDY.

The druggist, dealing as he does in medicines and medical appliances, seems to be the natural channel for the distribution of proprietary remedies. The retail prices of these goods are fixed by the manufacturer, and the public have willingly paid the established prices without murmur or complaint. When we remember that many of them are slow sellers, that they must be kept and are often dead stock on the dealer's hands, the margin of profit they have afforded was none too much. Within recent years, however, the cutting of the prices of these preparations has been inaugurated, and that it has been an injury to the trade is beyond question, as druggists have been compelled to handle this class of goods without any margin of profit whatever.

That there must be legitimate profit in all business will be readily admitted, for without it the business man could not live, pay his clerks, his taxes, and the obligations he owes to his family. When some of our inventors succeed in discovering a way by which we may dispense with the "butcher, the baker, and the candlestick-maker," not to say other necessary craftsmen, we may hope to do business without profit and sustain life.

Various plans have, from time to time, been proposed to prevent cutting in prices of these so-called patent or proprietary medicines, but thus far without producing the desired results. To suggest a remedy now seems almost a hopeless task. The old adage that "Fools rush in where angels fear to tread," may find a parallel in the task I have undertaken in proposing a remedy for this evil of cutting.

We are assured by our friends, the wholesale dealers, that even with a margin of 10 per cent. profit which the rebate system gives them on this class of goods, they are handling them at a loss; and we do not doubt their statements. If this be so when the sales run up into the tens of thousands of dollars and where a margin of 10 per cent. yields quite a large return, how much greater is the loss of the retailer whose sales are but small and who is compelled, through this cutting of prices, to sell at actual cost? You may ask: Why does he handle the goods? Simply because he is compelled to do so. People come to his store for them, and when there possibly purchase something else. If he does not keep them, they will not come to his place at all, and the trade he may have in other lines of legitimate pharmacy will be lost to him. Hence he keeps them, not from choice, but from necessity.

That the many plans proposed to overcome this evil have not been successful, is due to several causes, not the least of which is the indifference of some of the

manufacturers, if not their quiet encouragement of the cutters, for, no matter at what price the goods are retailed, they get their full prices for them. Then, too, we have some of the jobbing trade who are only too glad, despite all efforts to the contrary, to supply the cutter in the hope of securing his general trade and thereby making some profit out of him.

That many of these preparations are worthless, not to say harmful, is unquestioned; and that by skillfully worded advertising they lead to many imaginary diseases and injurious dosing of the system, is an indisputable fact. There is no doubt the general health of the public would be improved were there a disuse of these patent nostrums, many of which are compounded by persons who have no medical or pharmaceutical knowledge, and a return to the old practice of consulting an intelligent physician and following his advice.

Instead of making our stores the repositories for the thousand and one nostrums of which we know absolutely nothing, the abolition of them would relieve us of much unemployed capital, bring back pharmacy to its legitimate channel, and be a positive benefit to the pharmacist, the physician, and the public.

It is my purpose to present two propositions for the cure of this cut-rate evil; and whether you agree with me or not, if I but set you to thinking, and eventually to acting, I shall have accomplished something and the preparation of this paper will not have been in vain.

First: We should endeavor by national legislation to so amend our trade-mark law as to give no proprietorship in medicines or medical preparations. I believe this is the case in France. When this is done we will not have any one adopt fanciful names for old and well-recognized preparations, and endeavor to prevent their manufacture by others. Nor will we have two or three well known chemicals combined, and foisted on the public at a price twenty times their actual cost. A patent covers a period of fourteen years, but a trademark, like Tennyson's brook, goes on forever.

My second proposition is, to secure, by State legislation, the enactment of a law making it an offense, punishable with fine or imprisonment, or both, for any person to sell or offer for sale any so-called patent or proprietary remedy the sworn formula of which is not registered with the Secretary of the State Board of Pharmacy, which shall be open to inspection, unless such preparations, under certain restrictions, are prepared by a citizen registered under the State Pharmacy Law. When we have legislation such as is here indicated, may we hope to place pharmacy where it properly belongs, and we shall have the dawning of a new era for the pharmacist and a benefit to the public which they will learn to appreciate more and more as the years roll round.

J. H. REDSECKER.

How to Keep an Index.

The astonishing demand in the drug business for articles not mentioned in Pharmacopoeia or text-book, whose only claim or merit, so far as known, is the advertisement, leaves the pharmacist to recall the wonderful compound a quack had made from butternut bark, of which he said: "The bark from the tree scraped down is a physic, scraped up an emetic, but mixed just right is a powerful good medicine."

To attempt to keep in mind all the synthetical scrapings of the day is a terrible tax on one's memory, and leads me to inquire what is the best way to keep an index. I suggest the following:

When reading our journals or papers, any article we may wish to consider mark it with a blue pencil; if it is thought best to use it for reference, mark it with a red pencil; then make a card catalogue, stating on card the particular point of interest; this should be filed in an envelope, under a letter or substance as its importance may indicate. This routine takes but little time, is a "memory peg," and if carefully followed will keep one in touch with the topics of the day.

J. H. MANNING.

A Valid Excuse.

Employer—Late again, John. Can't you manage to get here on time?

Employee—I can't sleep nights, sir, and am apt to be late in the morning.

Employer—H'm! Sleeplessness. Why don't you consult a doctor and find out the cause?

Employee—I know the cause, sir; it is six weeks old.

Employer—Oh!

Edward W. Bok thinks that from the very start boys should be put into the particular line of business for which they have the most talent.

Nine persons out of ten are better than we give them credit for.

BALD HEADS

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

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

PROF. G. BIRKHOLZ, Room 1311 Maschio Temple, CHICAGO

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 Wrapper.

Sold at \$85 per 1,000

By the Manufacturer.

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

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)

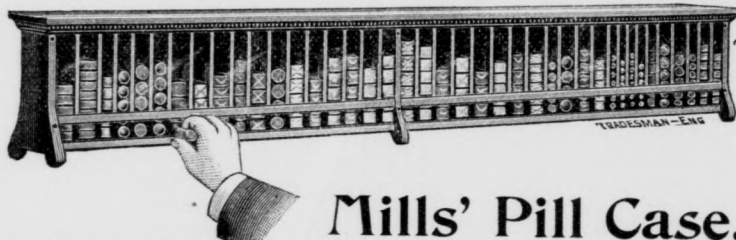
	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

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

Correspondence Solicited

SEELY MFG. CO., Detroit, Mich.

Use Tradesman Coupon Books.



Mills' Pill Case.

EVERY DRUGGIST

Knows how inconvenient it is to keep his pills in drawers or cigar boxes, necessitating the handling of the entire lot to find the kind wanted at each sale, and also when ordering new stock. Being out of sight of customers they never suggest a sale of themselves.

The Mills' Pill Case does away with all the above objections, and offers many new attractive features to the trade.

Has 24 and 40 separate compartments, holding from 1/2 to 1 dozen boxes each.

Easily filled.

Protected from dust and pilferers.

Always in sight.

Glass front and rear.

Increases sales.

Can be placed on show case, counter or shelf.

You can see at a glance how stock is.

Costs no more than ordinary drawers.

You draw a box out of the opening at rear bottom, when sold, and the next drops into same place. Its a very useful and ornamental addition to any drug store.

Finely finished, complete, and securely packed for shipment and made regularly at following prices:

No. 1, 40 Compartments, Natural or Antique Oak	\$7 00
No. 3, 24 " "	5 00
No. 2, 40 " Imitation Cherry, Walnut, Mahogany or Ebony	6 00
No. 4, 24 " "	4 00

Made special on orders, in all popular woods, finishes and sizes, to match store interiors.

L. M. MILLS, Inventor and Manufacturer, Grand Rapids, Mich.

Advanced— Declined—

TINCTURES.

Morphia, S. P. & W.	2 06	2 30	Seidlitz Mixture.....	2	30	Linseed, boiled.....	59	62
" S. N. Y. Q. &	1		Sinapis.....	2	18	Neat's Foot, winter		
C. Co.	1 90	2 30	" opt.....	2	30	strained.....	65	70
Moschus Camm.....	2	40	Snuif, Maccaboy, De			Spirits Turpentine.....	37	40
Myristica, No 1.....	55	70	" Voce.....	2	35			
Nux Vomica, (po 30).....	2	10	" Scotch, De Voce.....	10	11	PAINTS.	bbl.	1
Os. Sepia.....	15	18	Soda Borax, (po. 11).....	1	22	Red Venetian.....	1 1/2	2 1/2
Pepsin Saac, H. & P. D.			Soda et Potass Tart.....	24	25	Ochre, yellow Mars.....	1 1/2	2 1/2
Co.....	2	20	Soda et Potass Tart.....	1 1/2	2	" Ber.....	1 1/2	2 1/2
Picls Liq. N.C., 1/2 gal			Soda Carb.....	2	5	" strictly pure.....	2 1/2	2 1/2
doz.....	2	00	Soda, Bi-Carb.....	2	2	Vermillion Prime Amer-	2 1/2	2 1/2
Picls Liq., quarts.....	2	00	Soda, Ash.....	3 1/2	4	ican.....	13	16
" pints.....	2	85	Soda, Sulphas.....	2	2	Vermillion, English.....	65	70
Pil Hydragr., (po. 80).....	2	50	Spts. Ether Co.....	50	55	Green, Peninsular.....	70	75
Piper Nigra, (po. 25).....	2	3	" Myrcia Dom.....	2	25	Lead, red.....	6	2 1/2
Piper Alba, (po 32).....	2	3	" Myrcia Imp.....	2	30	white.....	6	2 1/2
Pil Burgun.....	2	7	" Vinl Rect. bbl.			Whiting, White Span.....	2	70
Plumbi Aca.....	14	15	Lead, gal, cash ten days.....	2	31 1/2	Whiting, Guicler.....	2	96
Pulvis Ipecac et opti.....	1	00	Strychnia Crystall.....	1	40 1/2	White, Paris Amer.....	1	00
Pyrethrum, boxes M			Sulphur, Subl.....	2 1/2	3	Whiting, Paris Eng.		
" P. D. Co., doz.....	2	25	" Roll.....	2	2 1/2	cliff.....	1	40
Pyrethrum, pv.....	20	30	Tamarinds.....	8	10	Universal Prepared.....	1	00
Quassia.....	8	10	Terebenth Venice.....	2	30	Swiss Villa Prepared		
Quinia, S. P. & W.....	34 1/2	39 1/4	Theobromae.....	45	48	Paints.....	1	00
" S. German.....	27	37	Vanilla.....	9	00		1	30
Rubia Tinctorum.....	12	14	Zinc Sulph.....	7	8			
Saccharum Lactis pv.....	12	14				VARNISHERS.		
Salacin.....	2	10				No. 1 Turp Coach.....	1	00
Sanguis Draconis.....	4	50	OILS.			Extra Turp.....	1	00
Sapo, W.....	12	14	Whale, winter.....	70	70	Coach Body.....	2	75
" M.....	10	12	Lard, extra.....	50	85	No. 1 Turp Furn.....	1	00
" G.....	2	15	Lard, No. 1.....	42	45	Eutra Turp Damar.....	1	50
			Linseed, pure raw.....	56	59	Japan Dryer, No. 1		
						Turp.....	7	70

HAZELTINE & 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 drunk freely and in almost unlimited quantities.

10 Cent Bottle Makes 5 Gallons.

HAZELTINE & PERKINS DRUG CO.
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6 00 Jastor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00	Apricots. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 40 F. & W. Blackberries 90 Cherries 1 10 Pitted Hamburg 1 10 White 1 50 Erie 1 35 Damsons, Egg Plums and Green Gages 1 20 California 1 40 Gooseberries 1 25 Common Peaches 1 10 Maxwell 1 50 Shepard's 1 50 California 1 60 Monitor 1 75 Oxford 1 25 Domestic Pears 1 25 Riverside 1 75 Common Pineapples 1 00 Johnson's sliced 2 50 Booth's sliced 2 50 Quinces 1 10 Common Raspberries 1 10 Red 1 10 Black Hamburg 1 40 Erie black 1 25 Strawberries 1 25 Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Blueberries 85 Corned beef Libby's 2 10 Roast beef Armour's 1 80 Potted ham 1 25 Tongue 1 35 Chicken 1 35 Vegetables 1 00 Beans 1 15 Hamburg stringless 1 15 Lima 1 35 Lima green 1 25 Soaked 1 70 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn 1 25 Hamburg 1 25 Livingston Eden 1 30 Purity 1 30 Honey Dew 1 40 Morning Glory 1 40 Peas 1 40 Hamburg marrowfat 1 80 Early June 1 50 Champion Eng 1 40 Petit pois 1 40 Fancy sifted 1 90 Soaked 65 Harris standard 75 VanCamp's marrowfat 1 10 Early June 1 30 French 1 25 Mushrooms 1 25 Pumpkin 1 25 Squash 1 15 Hubbard 1 15 Succotash 1 40 Hamberg 1 40 Soaked 80 Honey Dew 1 50 Erie 1 35 Tomatoes 1 35 Hancock 1 35 Excelsior 1 35 Eclipse 1 35 Hamburg 1 35 Gallon 1 35 Baker's 1 35 German Sweet 23 Premium 37 Breakfast Cocoa 43 Amboy 10 Acme 9 1/2 Lenawee 9 1/2 Riverside 10 Gold Medal 9 1/2 Skim 50 7/8 Brick 15 Adam 1 00 Laiden 22 Limburger 22 Pineapple 22 Roquefort 22 Sap Sago 22 Schweizer, Imported 22 domestic 21 1/2	CATSUP. Blue Label Brand 2 75 Half pint, 25 bottles 4 50 Pint 3 50 Quart 1 doz bottles 4 50 Triumph Brand 3 50 Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75	COUPON BOOKS. "Tradesman" 1 00 "Superior" 2 50 "Universal" 3 00 "One Cent" 1 00 "Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " 10 " 20 " 1000 " 20 "	Foreign. Currants 2 Patras, in barrels 2 1/2 " in 1/4 bbls 2 1/2 " in less quantity 2 1/2 cleaned, bulk 4 cleaned, package 4 1/2 Peel 4 1/2 Citron, Leghorn, 25 lb. boxes 13 Lemon 25 " 10 Orange 25 " 8 Raisins 7 Ondura, 29 lb. boxes 5 2 7 Sultan, 30 " 7 1/2 2 8 Valencia, 30 " 7 1/2 2 8 Prunes 6 California, 100-130 6 80x100 25 lb. bxs 6 1/2 80x90 " 7 70x80 " 7 1/2 60x70 " 8 Turkey 5 Silver 5	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon 2 oz 75 4 oz 1 50 Regular Vanilla 2 oz 2 40 4 oz 4 80 XX Grade Lemon 2 oz 1 50 4 oz 3 00 XX Grade Vanilla 2 oz 1 75 4 oz 3 50
BAKING POWDER. Acme 45 10. cans 3 doz 75 1 lb. 1 00 Bulk 10 Arctic 55 1/2 doz 4 doz 1 10 1 lb. 2 doz 2 00 5 lb. 1 doz 9 00 Cream Flake 45 3 oz 6 doz 45 4 oz 4 doz 60 6 oz 4 doz 80 9 oz 4 doz 1 20 1 lb. 2 doz 2 00 1 lb. 1 doz 9 00 Red Star 1/2 lb cans 40 1 lb 75 Telfer's 1/2 lb cans 45 1 lb 1 50 Our Leader 1/2 lb cans 45 1 lb cans 1 50	BATH BRICK. 2 dozen in case 90 English 80 Bristol 70 Domestic 70	CLOTHES PINS. 5 gross boxes 40 45 COCOA SHELLS. 35 lb. bags 23 Less quantity 23 1/2 Pound packages 6 1/2 27 COFFEE. Green 18 Rio 19 Fair 19 Good 19 Prime 21 Golden 21 Peaberry 23 Santos 19 Fair 19 Good 20 Prime 20 Peaberry 23 Mexican and Guatemala 21 Fair 21 Good 22 Fancy 24 Maracalbo 23 Prime 23 Milled 24 Interior Java 25 Private Growth 27 Mandehling 28 Mocha 28 Imitation 25 Arabian 28 Roasted 25 To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage.	COUPON PASS BOOKS. (Can be made to represent any denomination from \$10 down.) 20 books \$1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50	ENVELOPES. XX rag, white 1 75 No. 1 6 1/2 1 60 No. 2 6 1/2 1 60 No. 1 6 1/2 1 60 No. 2 6 1/2 1 50 XX wood, white 1 35 No. 1 6 1/2 1 35 No. 2 6 1/2 1 25 Manila, white 1 08 6 95 Mill No. 4 1 00	Jennings. 2 oz regular panel 75 4 oz 1 50 6 oz 2 00 No. 3 taper 1 35 No. 4 taper 1 50 Northrop's Lemon, Vanilla 2 oz 1 10 3 oz 1 20 2 oz regular 85 4 oz 1 60
BLUING. Arctic, 4 oz ovals 3 60 " 8 oz 6 75 " pints, round 9 00 " No. 2, sifting box 2 75 " No. 3 4 00 " No. 5 8 00 " 1 oz ball 4 50 Mexican Liquid, 4 oz 3 60 " 8 oz 6 80	BROOMS. No. 2 Hurl 1 75 No. 1 2 00 No. 2 Carpet 2 25 No. 1 2 50 Farlor Gem 2 80 Common Whisk 1 00 Fancy 1 00 Warehouse 2 75	CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft per doz 1 25 " 50 ft 1 40 " 60 ft 1 60 " 70 ft 1 75 " 80 ft 1 90 " 90 ft 2 10 " 100 ft 2 30 Jute 60 ft 1 00 " 72 ft 1 00	CRACKERS. Seymour XXX 5 Seymour XXX, cartoon 5 1/2 Family XXX 5 Family XXX, cartoon 5 1/2 Salted XXX 5 Salted XXX, cartoon 5 1/2 Kenosha 7 1/2 Boston 7 Butter biscuit 6 Soda 5 1/2 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 1/2 Long Island Wafers 11 Oyster 11 S. Oyster XXX 5 1/2 City Oyster XXX 5 1/2 Family Oyster XXX 5 1/2 Strictly pure 30 Telfer's Absolute 30 Grocers 15 25	FARINACEOUS GOODS. Farina 3 1/2 100 lb. kegs 3 1/2 Hominy 3 1/2 Barrels 3 00 Grits 3 1/2 Lima Beans 4 2 1/2 Maccaroni and Vermicelli 55 Domestic, 12 lb. box 10 1/2 Imported 10 1/2 Oatmeal 5 65 Barrels 200 5 65 Half barrels 100 2 95 Pearl Barley 2 60 Peas 1 75 Green, bu 3 Split per lb 3 Rolled Oats 25 00 Half bbls 90 25 75 German Sago 4 1/2 East India 5 Wheat 3 1/2 Cracked 3 1/2	GUNPOWDER. Rifle-Dupont's 3 25 Kegs 11 00 Half kegs 1 90 Quarter kegs 30 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's 4 25 Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 17 lb. pails 57 15 " 53 30 " 90 LICORICE. Pure 80 Calabria 25 Sicily 12 Root 13 LYE. Condensed, 2 doz 1 20 " 4 doz 2 25 MINCE MEAT. Mince meat, 3 doz. in case 2 5 Pie preparation, 3 doz. in case 00
CANDLES. Hotel, 40 lb. boxes 10 Star, 40 9 Paraffine 10 Wickling 24	CANNED GOODS. Fish 1 20 Clams 1 90 Clam Chowder 2 25 Standard, 3 lb 2 25 Cove Oysters 75 Standard, 2 lb 1 35 Lobsters 2 45 Star, 1 lb 3 50 Picnic, 1 lb 2 00 " 2 lb 2 90 Mackerel 1 10 " 2 lb 2 10 Mustard, 2 lb 2 25 Tomato Sauce, 2 lb 2 25 Soured, 2 lb 2 25 Salmon 1 80 Columbia River, flat 1 05 " " 1 05 Alaska, Red 1 25 " pink 1 10 Kinney's, flats 1 95 Sardines 4 1/2 5 American 4 1/2 7 Imported 2 10 Mustard 1 50 Boneless 21 Trout 2 50 Brook, 3 lb 1 20 Fruits 1 20 York State, gallons 4 00 Hamburg, 4 00	CONDENSED MILK. 4 doz. in case. N. Y. Condensed Milk Co's brands 7 40 Gall Borden Eagle 6 25 Crown 5 75 Daisy 4 50 Champion 4 25 Magnolia 4 25 Dime 3 35	CREAM TARTAR. Strictly pure 30 Telfer's Absolute 30 Grocers 15 25 FLY PAPER. Thum's Tanglefoot 3 60 Single case 3 50 Five case lots 3 50 Ten case lots 3 50 Less than one case, 40c per box DRIED FRUITS. Domestic 12 1/2 Sundried, sliced in bbls 2 50 " quartered 1 30 Evaporated, 50 lb. boxes 12 1/2 California in bags 4 40 Evaporated in boxes 1 00 In boxes 1 00 70 lb. bags 1 00 25 lb. boxes 1 00 Peaches 1 00 Peeled, in boxes 1 00 Cal. evap. 1 00 In bags 1 00 California in bags 1 00 Pitted Cherries 1 00 Barrels 1 00 50 lb. boxes 1 00 25 " 1 00 Prunelles 1 00 Raspberries 1 00 In barrels 1 00 50 lb. boxes 1 00 25 lb. 1 00 Raisins 1 00 Loose Muscatels in Boxes 1 00 2 crown 1 00 3 " 1 00 4 " 1 00 Loose Muscatels in Bags 1 00 2 crown 1 00 3 " 1 00 4 " 1 00	FISH--Salt. Bloaters 10 1/2 Yarmouth 10 1/2 Cod 10 1/2 Pollock 10 1/2 Whole, Grand Bank 4 1/2 5 1/2 Boneless, bricks 6 1/2 Boneless, strips 6 1/2 Halibut 10 1/2 Herring 10 1/2 Holland, white hoops keg 65 " " bbl 9 50 Norwegian 2 50 Round, 1/4 bbl 100 lbs 1 30 " 1/2 " 40 " 1 30 Scaled 19 Mackerel 10 1/2 No. 1, 100 lbs 10 00 No. 1, 40 lbs 4 40 No. 1, 10 lbs 1 00 No. 2, 100 lbs 7 00 No. 2, 40 lbs 3 10 No. 2, 10 lbs 80 Family, 90 lbs 1 00 " 10 lbs 1 00 Russian, keg 55 Trout 1 00 No. 1, 1/4 bbls, 100 lbs 4 75 " 1/2 bbl, 40 lbs 2 25 No. 1, kits, 10 lbs 63 No. 1, 8 lb kits 53 Whitefish 1 00 No. 1 family 1 00 1/4 bbls, 100 lbs 8 25 25 " 40 " 2 80 120 10 lb. kits 78 40 8 lb. " 65 35	MEASURES. Tin, per dozen 1 75 1 gallon 1 40 Half gallon 70 Quart 45 Pint 40 Half pint 40 1 gallon, for vinegar, per doz 7 00 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap 14 Sugar house 16 Ordinary 16 Porto Rico 20 Prime 20 Fancy 30 New Orleans 18 Fair 22 Good 27 Extra good 32 Choice 32 Fancy 40 half-barrels 3c extra

PICKLES.

Barrels, 1,300 count...	24 00
Half bbls, 600 count...	22 50
Small.	
Barrels, 2,400 count...	5 00
Half bbls, 1,300 count...	3 00

PIPER.

Clay, No. 216...	1 70
" T. D. full count...	70
Cob, No. 3...	1 30

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...	75
" No. 1...	70
" No. 2...	60
Pepper, Singapore, black...	10
" white...	20
" shot...	16
Pure Ground in Bulk.	
Allspice...	15
Cassia, Batavia...	18
" and Saigon...	35
Cloves, Amboy...	22
" Zanzibar...	18
Ginger, African...	16
" Cochin...	20
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	22
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	34
Sage...	30
" Absolute" in Packages.	
Allspice...	1 1/2
Cinnamon...	1 1/2
Cloves...	1 1/2
Ginger, Jamaica...	1 1/2
" African...	1 1/2
Mustard...	1 1/2
Pepper...	1 1/2
Sage...	1 1/2

SILVER SOAP.

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

SEEDS.

Anise...	2 1/2
Canary, Smyrna...	4
Caraway...	8
Cardamom, Malabar...	90
Hemp, Russian...	4
Mixed Bird...	5 1/2
Mustard, white...	10
Poppy...	9
Rape...	5
Cattle bone...	80

STARCH.

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

SUGAR.

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

SODA.

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

SALT.

Diamond Crystal.	
Cases, 243 lb. boxes...	1 60
Barrels, 320 lbs...	2 50
" 115 2 1/2 lb bags...	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags...	65
" 30 14 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "	2 25
Worcester.	
115 2 1/2 lb sacks...	84 00
60 5 lb "	3 75
30 10 lb "	3 50
22 14 lb "	3 30
320 lb. bbl...	2 60
8 lb sacks...	32 1/2
5 lb line 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
Manistee...	80

SALERATUS.

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

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 30 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.

1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "

Rococo—Second Grade.

Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.

Allen B. Wrisler's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 90
White Borax, 100 1-lb.	3 65

Laundry.

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

Dingman Brands.

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

Jas. S. Kirk & Co.'s Brands.

American Family, wrp'd.	\$4 00
" plain...	2 94

N. K. Fairbank & Co.'s Brands.

Santa Claus...	4 00
Brown, 60 bars...	2 40
" 80 bars...	3 25

Lautz Bros. & Co.'s Brands.

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

Thompson & Chute Co.'s Brands

Scouring.	
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...	5 31
Cut Leaf...	5 31
Cubes...	4 87
Powdered...	4 87
XXXX Powdered...	5 12
Granulated...	4 62
Fine Granulated...	4 62
Extra Fine Granulated...	4 75
Mould A...	4 87
Diamond Confec. A...	4 62
Confec. Standard A...	4 50
No. 1...	4 37
No. 2...	4 37
No. 3...	4 37
No. 4...	4 31
No. 5...	4 25
No. 6...	4 12
No. 7...	4 00
No. 8...	3 94
No. 9...	3 87
No. 10...	3 81
No. 11...	3 75
No. 12...	3 69
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 34
Dust...	10 12

Fair...	2 17
Good...	2 20
Choice...	2 24
Choicest...	2 34
Dust...	10 12

BASKET FIRED.

Fair...	2 18
Good...	2 20
Choice...	2 24
Choicest...	2 34
Extra choice, wire leaf...	2 40

GUNPOWDER.

Common to fair...	25 25
Extra fine to finest...	25 65
Choicest fancy...	25 85

OOLONG.

Common to fair...	23 30
Common to fair...	23 26
Superior to fine...	30 35
Young Hyson...	30 35
Common to fair...	18 26
Superior to fine...	30 40

ENGLISH BREAKFAST.

Fair...	18 22
Choice...	28 28
Best...	40 50

TOBACCO.

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...	23 30
Can Can...	27 27
Nellie Bly...	24 25
Uncle Ben...	24 25
McGinty...	25 25
4 1/2 bbls...	29
Dandy Jim...	29
Torpedo...	24
" in drums...	23
Yum Yum...	28
1892...	23
" drums...	22

Plug.

Sorg's Brands.	
Spearhead...	39
Joker...	37
Nobby Twist...	40
Scotten's Brands.	
Kyle...	26
Hiawatha...	38
Valley City...	34

Pinzer's Brands.

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

J. G. Butler's Brands.

Something Good...	38
Out of Sight...	24
Wilson & McCaulay's Brands.	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27

Smoking.

Catlin's Brands.	
Kiln dried...	17 1/2
Golden Shower...	19
Huntress...	26
Meerschaum...	29 30
American Eagle Co.'s Brands.	
Myrtle Navy...	40
Stork...	30 32
German...	15
Frog...	32
Java, 1/2 foil...	32

Banner Tobacco Co.'s Brands.

Banner...	16
Banner Cavendish...	38
Gold Cut...	28

Scotten's Brands.

Warpath...	14
Honey Dew...	26
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...	23 32
Red Clover...	32
Spaulding & Merriek.	
Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Plow Boy...	30 32
Corn Cake...	16

VINEGAR.

40 gr.	7 25
50 gr.	8 25
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
Riamond...	75
Royal...	90

WOODENWARE.

Tubs, No. 1...	6 00
" No. 2...	5 50
" No. 3...	4 50
Pails, No. 1, two-hoop...	1 30
" No. 1, three-hoop...	1 50
Bowls, 11 inch...	90
" 13 "	1 25
" 15 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	

Baskets, market...	35
" shipping bushel...	1 15
" full hoop "	1 25
" willow cl'ths, No. 1...	5 25
" " No. 2...	6 25
" " No. 3...	7 25
" splint "	10 3 75
" " No. 2...	4 25
" " No. 3...	4 75

INDURATED WARE.

Pails...	3 15
Tubs, No. 1...	13 50
Tubs, No. 2...	12 00
Tubs, No. 3...	10 50
Butter Plates—Oval.	
No. 1...	250 1000
No. 2...	60 2 10
No. 3...	70 2 45
No. 4...	80 2 80
No. 5...	100 3 00
Washboards—single.	
Universal...	2 25
No. Queen...	2 50
Peerless Protector...	2 40
Saginaw Globe...	1 75

Double.

Water Witch...	2250
Wilson...	2 55
Good Luck...	2 7
Peerless...	2 55

HIDES, PELTS AND FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green...	2 2 1/2
Part Cured...	2 3
Full...	2 3 1/2
Dry...	4 2 1/2
Kips, green...	2 3
" cured...	2 5
Calfskins, green...	5 6 1/2
" cured...	5 6 1/2
Deacon skins...	10 25
No. 2 hides 1/4 off.	
PELTS.	
Shearlings...	5 2 20
Lambs...	25 2 60
WOOL.	
Washed...	12 2 16
Unwashed...	8 2 12

MISCELLANEOUS.

Tallow...	3 1/2 4
Grease butter...	1 2 2
Switches...	1 1/2 2
Ginseng...	2 00 2 50

GRAINS AND FEEDSTUFFS.

SEVEN YEARS HENCE.

How Arbitration Revolutionized the Industrial Situation.

III

It will be remembered that in the year 1894—the year of the last great strike—the feeling against moneyed men and capitalists who were employers of labor was very strong, amounting almost to positive hatred. It has been claimed by some authorities on social economics that this was almost entirely the fault of employers themselves. They generally refused to accede to the reasonable, or what appears at this hour to be reasonable, demands of their men. The men, who might be supposed to know what was best for their own interests (and he would be a brave man who would now say they did not know) asked, time and again, that the hours of labor be shortened, without a corresponding decrease in wages; workmen in a particular calling demanded that only so many apprentices be kept at work; that only workmen who were members of the trade organization be engaged, and that what may be termed the discipline of the shop and the control of the men be left in the hands of the union. These demands employers refused to grant, and the consequence was that strikes and lockouts and labor disputes and endless bickerings and strife were the order of the day. The men claimed that business, industrial and commercial, was the concern of all the people, and should be so conducted as to promote the greatest good to the greatest number. A manufactory, for instance, was not “run” solely in the interest of the man whose brain devised and whose money built it. The employees were equally interested with the proprietor, and being in the majority (the greatest number) they claimed the right to practical control of the business. Otherwise they would be slaves, coming and going at the beck and call of their master. This was not to be endured for a moment, and so, as has been said, labor troubles were frequent; but with the inauguration of compulsory arbitration disputes for the reasons stated have entirely ceased, and the few there are are caused by the difficulty which employers have in adjusting themselves to the new conditions. It has been definitely settled that, since the men employed in a given industry are the ones most interested, they should be allowed to make the rules governing the shop or factory, whether in regard of the number of hours which should constitute a day's work or whether it be in regard of anything else affecting the welfare of laboring men. This point settled, there remained only the minor points of difference and most of these were developments, so to speak, of the new order of things established by the introduction of compulsory arbitration. The act itself clearly defines the relationship existing between employer and employee—a matter of the utmost importance, since ignorance on this point caused most of the trouble between capital and labor in the past. Now it is clearly set forth in the act of Congress creating the Board of Arbitration that the industrial enterprises of the country exist not alone for the men whose business ability and energy conceived them and whose capital is their bones and sinews, so to speak, but “they exist equally for all the individuals in the community and especially for the workmen who are laboring within

their walls. All have an equal right to the benefits to be derived from the conduct of these enterprises, although no exception is taken to the capitalist whose money is invested getting a good return for his outlay.”

Such is the language of a recent decision of the Board of Arbitrators. The case was one brought by a mechanic in one of the largest manufactories in the country, whose complaint was that his employers were in possession of many comforts which it was impossible for him, on his salary, to procure. This case is very similar to the one considered last week, but, going, as it does, deeper into the question of the relation of employer and employee, and showing, too, the gradual development of the functions, so to speak, of arbitration, it is worthy of consideration. “In this case” reported the arbitrators, “no specific demand is made, but the appellant complains that he has not as many of the comforts of life as has his employers. This raises a point upon which, even now, different opinions are held. There can be no question that, for ages past, the chief obstacle to the advancement of the race, intellectually and morally, has been class distinctions. These were founded in the fallacy that the possession of wealth conferred certain privileges which were the property of their possessors by divine right, as it were, and that wealth, also, made certain distinguishing differences which forever made intercourse between the wealthy and the poor, except only as the master might hold intercourse with his servant, an incongruity—almost an impossibility. The wealthy arrogated to themselves the learning and the culture by which alone the race was to be civilized and humanized. The luxuries, the comforts and the ease which are such a large proportion of the sum of human happiness were not for the poor, but for the rich. The part of the poor in the economy of living was to eat and sleep and work, work and sleep and eat, and if their fare were the coarsest and their couch the hardest, what mattered it since the ‘privileged’ class were enjoying life? If life be, as claimed by some, a struggle from which only the fittest shall emerge and survive, then the fewer there are in training for the conflict the better, and the finer will be the resulting product. Such and similar was the reasoning of many, perhaps of most, in years gone by, but to the credit of this nation, at least, be it recorded, we do not reason in that inhuman manner to-day. Perhaps only the fittest will survive, but all the people, and not merely a few, have a right to compete for places in the ranks of the ‘coming race,’ and that right is founded in their manhood, and not in the possession of wealth be it much or little. The possession of wealth confers no privileges that are not equally to be enjoyed by all. All that culture and education can do for any man, all men have a right to expect. The nation is a unit, a body, and the neglect of any member of the body, is an injury to the whole. The many members of the body should each receive equal care and consideration, for the development of the various and complex powers and functions of the body, its beauty and symmetry, depend upon the treatment which each member receives. It is, therefore, necessary that each individual in the community enjoy equal privileges with every other indi-

vidual, in every direction in which privileges may be supposed to and do extend. But education, ease, refinement, are not to be considered as privileges, primarily, but as means to an end, and the end the elevation of all the people; the comforts and conveniences, which modern science and enterprise and ingenuity have given to us, ease and even luxury, and everything that differentiates civilization from savagery are all working out the same benign purpose. These things being true it becomes the duty of every citizen to make the most of his opportunities, to take advantage of every circumstance that will in the least degree enhance his manhood, and thus assist the nation in its race toward the goal of perfection. To do less than this is to prove himself recreant to the trust reposed in him and unworthy of his affluent endowment and heritage as a man. Now comes the question, can he make proper use of his opportunities or, rather, can he be said to have opportunities—such opportunities as, if taken advantage of, would result in his advancement, morally, intellectually and materially—when his resources are barely sufficient to purchase the necessities of life. His opportunities in this instance mean dollars, and without them he is powerless; he cannot rise, but must remain forever in the lowlands of achievement and enjoyment. It is not fair to him that he should be thus hampered, it is not for the best interests of the nation—the body of which he is a member. He must have more than the bare necessities of life in the shape of food and clothes—he needs more than these, for he is not merely an animal, he is a man. He must have money if he is to have what he needs and his needs will be in direct ratio with his position in the ranks of civilized humanity—the more advanced the civilization the more numerous and pressing will be his needs. Now to the main point: The appellant complains in effect that he does not (for lack of means) enjoy the comforts and conveniences of life to the extent to which he is entitled to them. He is, therefore, not in a position to do justice to the powers with which he has been endowed, neither is he in possession of the privileges to which he is entitled. Some employers still cling, apparently, to the obsolete notion that they have absolute proprietary rights in the industries which they have established. This is true so far as the mere money value of the enterprises is concerned, but it is a fallacy when we come to consider the ultimate object of all industry, which is as stated above.” (Then follows that portion of the report first quoted.) “What has been said above being true, it follows that, if each individual in the community is to have equal opportunities for advancement and enjoyment, while it may not make equal incomes a necessity, it is absolutely essential that each individual be given what he considers sufficient for his needs. It will not do to leave the question of wages to the caprice or cupidity of employers, who, in any event, are not in a position to know the needs of their employees. So the complaint of the appellant is well founded, and it is hard to understand why his employers made it necessary for him to bring the matter before the Board. The finding of the Board is that the respondents pay the appellant such salary as the appellant may deem just and right.”

Enough has been said to show how radically have the relations existing between capital and labor been revolutionized. Labor is king to-day, not by right of material conquest, but by force of circumstances. There was no denying the fact that for years the poor were in a pitiable plight by reason of the unfeeling withholding from them by their employers of the fruits of their toil. But now all this is changed, and equally with the rich the poor are in the enjoyment of all that makes life so well worth the living. There are no exclusive privileges to-day and privileged classes are a thing of the past, and so soon as the class which has always regarded itself as specially privileged shall have adapted itself to the changed conditions, and, indeed, it may be said, so soon as the class which for so long has been denied so many of its rights shall have become accustomed to their new liberties, then it may truthfully be said that the Millenium has come, the Golden Age has been reached. All this from the introduction into our national policy of the principle of arbitration.

DANIEL ABBOTT.

NEM OF MARK.

Chas. F. Moore, President of the Diamond Crystal Salt Co.

Charles F. Moore, of St. Clair, was born in St. Clair 52 years ago. His father, who was a native of New Hampshire, came to Michigan in the early days and engaged in lumbering. Chas. F. was educated in his native town, where he has always resided. His father died before Chas. F. attained his majority, and, having had experience in lumbering, he turned his attention to that pursuit, which he followed for some years, both in St. Clair county and in the Saginaw Valley, where he did business for eighteen years. In 1866 he bought a farm on the outskirts of St. Clair, where he was for some years engaged in raising thorough-bred Shorthorn cattle, but, later, turned his attention to dairying, to which purpose the farm is still devoted. Not caring to follow lumbering into the far North, Mr. Moore, seven years ago, began the manufacture of table and dairy salt and has succeeded in putting an article on the market that is meeting with general approval. The salt works, as at present operated, have a capacity of about 40,000 barrels a year. Mr. Moore is a member of the State Board of Agriculture, which has control of the Agricultural College. He is a member of the Congregational church, and an earnest advocate of and contributor to all the benevolent enterprises of the church. He was married 27 years ago and is the father of four children—two sons and two daughters. Mr. Moore is a close student of current events and keeps fully abreast of the times in all that pertains to the political welfare of the country in general, and his native State in particular. On the subject of salt he is peculiarly at home, being known as an expert and being often consulted on matters pertaining to the salt industry. What he has to say on salt is always “fresh” and to the point.

The talent of success is nothing more than doing what you can do well, and doing well whatever you do without a thought of fame. If it comes at all it will come because it is deserved, not because it is sought after.

Don't fail to carry sufficient insurance to protect you in the event of fire.

THE MORNING MARKET.

How the Fruit Feature Recalled Tender Memories.

IV

There is no pleasanter sight anywhere than the rows of wagons laden with fruit which are to be seen almost any morning on the market, unless it be the fruit on the trees, but not many of us have the pleasure of gazing upon the growing fruit. Some of us "city folks" don't know whether apples grow on trees or vines, and have an idea that pumpkins grow on vines, instead of on bushes, as everyone ought to know they do. Not much general farming or fruit growing is done in this city, however, so perhaps our ignorance may be condoned or excused. Anyway we like to look at fruit, so many of us get up with the lark (if we haven't been up all night on one) and hie us down to Louis street and feast our eyes on the bounties which the generous goddess Pomona has provided. It is a good thing we can satisfy our appetite for fruit by feasting our eyes, for at this stage of the season the price puts most of the fruit where our neighbor's apples were in boyhood—out of reach. Only as we pass from wagon to wagon we "sample" the contents unrebuked, the drivers being afraid to say anything for fear we may be buyers. We have this consolation, too, that the fruit is nearly always very sour at this time of the year. But, "as I said before," it is a beautiful sight and one well worth the trouble it would cost to see it.

Not because they are first in point of importance, but because of the tender memories clustered about them, apples are put at the head of the list of fruits. In the first place, it was an apple which, when the earth was young and youthful nature smiled aloud in its gladness and innocence, plunged the world into darkness and despair and made of this peaceful, happy, beautiful earth a vale of tears. What the result would have been if the old lady had eaten some other kind of fruit—a persimmon, for instance—theologians have never informed us. Now, if the eating of one little apple—what's that? It wasn't an apple? Well, now, it was, and we can prove it, and that it was a green apple, at that. Piled away back on the dusty shelves of our capacious memory are large chunks of experience with the treacherous and deadly green apple. For instance, it would have been a bright moonlight night only for the heavy dark clouds which obscured the fair face of the goddess of night. On the night aforesaid several boys, small and otherwise, might have been seen (but they were not) creeping stealthily along the dusty highway, like criminals plying their nefarious trade. Ever and anon, as the moon escaped from the pursuing clouds, and shot silvery rays upon the scene, it disclosed the fact that the boys were four in number and that they were headed due north. Not a word was spoken, but in silence so deep that the bottom could not be seen, they continued on their course. Halting finally beside a fence enclosing what, in the dim, uncertain light, appeared to be a number of trees, the boys hastily clambered over the fence and proceeded with renewed caution. Suddenly upon the still night air rose the baying of a distant dog, or was it the distant baying of a dog? Nobody knows, but "hist!" hissed the largest of the boys, and every boy in the party hissed so suddenly that

he could be heard a block away. As the baying seemed to keep its distance, the quartette resumed their devious way; but not for long. A short walk brought them beneath the branches of a wide-spreading Astrakippin tree. Breaking the silence with one motion of his powerful jaws the leader said: "Now is the hour of revenge. Now shall the low-born son of a gun-wad be despoiled. To your respective places, O my worthy companions; as for me, I will ascend and you shall see and taste that or those for which your souls long." Grasping one of the lower limbs, he swung himself lightly up among the branches and in a brief space of time the marauders on the ground were stowing the fruit away in the capacious receptacles with which every well regulated boy is provided. Just about here on the programme occurred something not down on the regular bill. There was a sound, not as of revelry by night, but as of a heavy body making its way through the long grass. Whatever it was it appeared to be in a hurry to reach the scene before the curtain was rung down, and it did. There was a short, sharp bark, and the dog, for it was he, was upon them. There was no struggle. The boys were totally unprepared for the attack, and fled in every direction, that is, every direction but the right one. With the usual intelligence of the dog, instead of chasing all the boys, the knowing animal singled out one and started for him. He caught him, too; caught him on the identical spot where his mother had so often caught him with her slipper. But his mother had only drawn tears; the dog drew blood. Perhaps the dog didn't love him as his mother did. He—that is, the dog—let go, or rather, the seat of the boy's pants did, and with a speed born of despair the boy continued his headlong flight for the fence. He reached it and climbed over with more speed than grace, and painfully and much more slowly made his way toward the paternal domicile. Satisfied with his achievement on the person of the boy just mentioned, the dog turned his attention to another. It was easy to tell in what direction they were going, for they made as much noise as an elephant in a jungle, and following the noise, the brave beast soon found his second victim. When the seance closed that boy registered a solemn vow that he would not sit down for a month, but would take his meals standing, and he kept his vow. He was a very truthful boy. The third boy reached a fence finally, reached it so suddenly and with such force, that he thought a mule had kicked him. His nose was broken, both eyes blacked, and he was otherwise ornamented. Much as he disliked to, he took his face home with him, and he was plastered and patched until he looked like a Chinese laundry bill. And the fourth boy? He wasn't born yesterday. He waited until all was still, and then slowly and cautiously made his way to the ground, then to the fence and so home. He had some apples, too, and as he walked he ate, until when he reached home he had satisfied his longing for them. But he was not the only one who had a longing. His father had been in the longing business, evidently since early in the evening, to judge by the amount of yearning he had accumulated. Taking the boy by the arm and leading him out to a sequestered spot in the woodshed, he proceeded to yearn over

him in a manner to leave a pleasant taste in his mouth for years. He never knew before how tenderly his father loved him, and to-day, after the lapse of nearly thirty years, the remembrance of the hour when his father gave him such a tangible token of his affection almost brings tears to his eyes. But the interesting episode was not to end in that touching manner. The all but worn-out boy finally retired to his downy couch, lying on his face to hide his emotion, when in a short time the apples began to get in their work. Just a gentle rumbling at first, like the muttering of an approaching storm. Then, like the storm, bursting in fury upon a devoted land, those apples went for that boy. They doubled him up like a two-foot rule, and opened him out like the hind feet of a mule released from confinement. They turned him and twisted him until he looked like a professional contortionist, or a base ball pitcher playing to the grand stand. They stood him on his head and on his feet and on all parts of his anatomy at once, and just as the first gray streaks of dawn were stealing over the distant horizon, they left him, a sadder and wiser boy.

Did you ever hear of peaches or pears, or any other kind of fruit but apples being the cause of so much misery and woe in a boy's internal and external economy? You never did, and if such a thing ever occurred it is unrecorded in history. Wrapped up in that little green apple is enough misery and wretchedness and general cussedness to supply a whole community, and, as a rule, it discharges its entire cargo into one poor little boy whose only fault is too much confidence in the guilelessness and good intentions of the green apple. It follows, therefore, "as the night the day," that it was an apple that deceived and led astray old Mother Eve, and from that day to this all her children without regard to sex or condition, have been sinning and suffering through the illusive and delusive attractions of the green apple.

Apples are not the only fruit on the market, however, as you would have seen by this time if the green apple had not again been true to its nature and diverted us from the straight and narrow way.

An Infallible Test for Butter Substitutes.

Take a spoonful or two of the sample, put it in a narrow cup and quickly heat to the boiling point. If it is true butter it will boil quietly and foam up in a mass of bubbles, often overflowing over the sides of the cup. If it is oleomargarine or butterine, the sample, when heated, will foam up but little, but will crackle and sputter as it boils. After one or two trials, any one can decide with certainty what the sample offered consists of. No fraud can escape this test.

Don't place temptation in the way of your employees. Place safe guards for mutual protection.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart
10:30 p.m. Detroit Express 7:00 a.m.
5:30 a.m. Atlantic and Pacific 11:20 p.m.
1:30 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 10:30 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

July 1, 1894.

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. Grand Rapids 7:25am 1:25pm *11:30pm

Ar. Chicago 1:25pm 6:50pm *6:45am

RETURNING FROM CHICAGO.

Lv. Chicago 8:15am 5:00pm *11:45pm

Ar. Grand Rapids 3:05pm 10:35pm *6:25am

CHICAGO VIA ST. JOE AND STEAMER.

Lv. Grand Rapids 1:25pm *6:30pm

Ar. Chicago 8:00pm 2:00am

Lv. Chicago 9:30am, ar Grand Rapids 5:25 pm

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:35am 1:35pm 5:30pm

Ar. Grand R. 9:55am 3:05pm 5:35pm 12:35pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 5:45pm 11:15pm

Ar. Manistee 12:30pm 10:35pm

Ar. Traverse City 11:20am 11:10pm 4:55am

Ar. Charlevoix 1:00pm 7:27am

Ar. Petoskey 1:25pm 7:55am

Ar. Bay View 1:30pm 8:00am

Local train making all stops leaves Grand

Rapids 7:45am. Trains arrive from north at

6:00am, 11:50am, 1:00 pm and *10:00pm.

PARLOR AND SLEEPING CARS.

Parlor cars leave for Chicago 7:35am and 1:25

pm. For north 7:30am and 5:45pm. Arrives from

Chicago 3:05pm and 10:35pm. From north 11:50

pm and 1:00pm. Sleeping cars leave for Chicago

11:30pm. For north 11:15pm. Arrive from Chi-

cago 6:25. From north 6:00.

*Every day. **Except Saturday. Others week

days only.

DETROIT,

June 24, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids 7:00am 1:30pm 5:55pm

Ar. Detroit 11:40am 5:30pm 10:40pm

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 1:45pm Ar. G. R. 11:40am 10:45pm

TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids 7:00am 1:30pm 5:55pm

Ar. from Lowell 12:40pm 5:15pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rap-

ids and Detroit. Parlor car to Saginaw on morn-

ing train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave +No. 14 +No. 16 +No. 18 *No. 82

G'd Rapids, Lv 6:45am 10:20am 3:25pm 11:00pm

Ionia 7:40am 11:25am 4:27pm 12:35am

St. Johns Ar 8:25am 12:17pm 5:20pm 1:25am

Owosso Ar 9:00am 1:20pm 6:05pm 3:10am

E. Saginaw Ar 10:50am 3:45pm 8:00pm 6:40am

Bay City Ar 11:32am 4:35pm 8:37pm 7:15am

Flint Ar 10:05am 3:45pm 7:05pm 5:44am

Pt. Huron Ar 12:05pm 5:50pm 8:50pm 7:30am

Pontiac Ar 10:53am 3:05pm 8:25pm 5:37am

Detroit Ar 11:50am 4:05pm 9:25pm 7:00am

WESTWARD.

For Grand Haven and Intermediate

Points 7:35 a. m.

For Grand Haven and Muskegon 7:10 p. m.

" " " Chicago and Milwau-

kee, Wis. 7:30 p. m.

For Grand Haven and Milwaukee, 10:05 p. m.

For Grand Haven (Sunday only) 8:00 a. m.

+Daily except Sunday. *Daily.

Trains arrive from the east, 6:35 a. m., 12:50

p. m., 4:35 p. m. and 10:00 p. m.

Trains arrive from the west, 6:40 a. m., 10:10

a. m., 3:15 p. m. and 10:50 p. m. Sunday, only,

8:00 a. m.

Eastward—No. 14 has Wagner Parlor Buffet

car. No. 18 Parlor Car. No. 82 Wagner Sleeper.

Westward—No. 11 Parlor Car. No. 15 Wagner

Parlor Buffet car. No. 81 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North

For Cadillac & Saginaw 7:00 a. m.

For Mackinaw 8:00 a. m.

For Traverse City and Saginaw 4:45 p. m.

For Mackinaw 10:35 p. m.

TRAINS GOING SOUTH.

Leave going South

For Cincinnati 7:00 a. m.

For Kalamazoo and Chicago 2:30 p. m.

For Fort Wayne and the East 3:30 p. m.

For Cincinnati 7:40 p. m.

For Kalamazoo and Chicago 11:40 p. m.

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

Lv. Grand Rapids 7:00 a. m. 9:30 p. m. *11:40 p. m.

Ar. Chicago 8:00 p. m. 9:00 p. m. 7:10 a. m.

2:30 p. m. train has through Wagner Buffet Parlor

Car and coach.

11:40 p. m. train daily, through Wagner Sleeping Car

and Coach.

Lv. Chicago 6:50 a. m. 3:30 p. m. 11:30 p. m.

Ar. Grand Rapids 2:00 p. m. 9:15 p. m. 6:55 a. m.

3:30 p. m. 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

7:15 a. m. 8:25 a. m.

1:40 p. m. 1:15 pm

4:40 p. m. 8:45 pm

General Passenger and Ticket Agent.

C. L. LOCKWOOD

Grand Rapids & Indiana.

Buildings, Portraits, Cards and Stationery

Headings, Maps, Plans and Patented

Articles.

TRADESMAN CO.,

Grand Rapids, Mich.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Aug. 4.—The finding of the Senate Sugar Investigating Committee that no member of the honorable body has been guilty of dabbling in sugar stock created no surprise, as it has been thought all the time that the charges made by the New York *Herald* were more for an advertising dodge than for any patriotism possessed by that journal. The *Herald* is the only paper in this city that made no editorial comment during the recent great strike one way or the other. On the contrary, it took up plenty of space telling of the coaching parties of "Wales and company" in Europe, and discoursed at its usual length about the weather. It always waits to "see which way the cat will jump," and goes with the crowd, and then says, "As we predicted," etc. Happily, this is the exception among the newspapers of New York. As a rule, they speak with no uncertain sound, and, whether they agree or not, they have decided opinions.

A good deal of talk is going on in the grocery trade regarding the war in China, and most dealers are pleased that the seat of complications has been transferred from Chicago to the other side of the world. If Debs would only go to Corea now, he might make a great success in life.

Of course if the hostilities are long drawn out, they may exert an influence upon the price of the products from the countries involved—rice, silk, tea, cassia, etc.; and it may be taken for granted that no chance will be lost by the wide-awake American to put a few pennies in his purse at the earliest opportunity, whether the circumstances justify a rise in prices or not. Sympathy is almost universally on the side of Japan, and if China is whipped it will be a distinct gain to civilization.

It is said that the present Senate bill, if passed, will make a reduction of 66 per cent. on the duty now paid on fire crackers, and we may expect more noise than ever on the Fourth of July, 1895. The duty on raisins will be lowered 40 per cent.; peanuts, 73 per cent.; apples, 53 per cent.; lard, 50 per cent. Why has there ever been any duty on the latter?

Reports from the packing districts of Maryland continue to be to the effect that the pack of nearly everything is being seriously lowered by the drought, and standard 3 lb. tomatoes are now selling there at 80c, and firmly held at that.

In this market nothing of interest is transpiring in canned goods. New York gallon apples are worth \$3.25@ \$3.40; No. 3, \$1.10; New York State corn, 70@80c. A good crop of peaches is said to be sure in Hunterdon county, New Jersey, the banner peach county of the State.

Cheese is dull and the market is decidedly unsatisfactory. The very highest price is 9½c for some fancy small State colored stock. Large sizes are difficult to dispose of at 8½@8¾c.

The provision market maintains great strength, and so does that of grain. It is thought by many that reports of the corn failure have been greatly exaggerated. The Cincinnati *Price Current* says we shall have as large a crop as last year.

Butter has taken a tremendous jump, and 23c is now wanted and obtained for the best grades of Elgin and Pa. Under grades, while not showing quite so much strength, still sell readily, and holders feel that they are safe in holding on to stock.

The lemon market is fairly active. Oranges are selling in an everyday manner. Bananas are slow sale and are worth 90c@\$1.12 per bunch for firsts. This is a decided drop from a month ago.

Domestic dried fruit is firm, and the promise is that it will be a good investment.

The quality of green apples is so poor that they are scarcely salable.

Sugar is selling fairly well, but there is not a particle of speculation in the article. Democrats and Republicans are buying stock as they "see an opening," but the retailer and jobber are not loading up with the manufactured article.

Altogether the situation among the grocery trade at the close of this week is rather more favorable than for some time past. Prices seem to have really touched bottom, a few signs of manufacturing revivals are seen, and dealers are gathering hope every day. JAX.

Interesting Meeting of the Jackson Association.

The regular meeting of the Jackson Retail Grocers' Association was held Aug. 2 with President Haefner in the chair. A large number of the members were present and a good deal of enthusiasm was shown in regard to the third annual excursion and in regard to the credit system adopted at the last meeting. The names of over 300 persons were presented on the inter-change report blanks. The near approach of the annual excursion and the amount of work necessary in condensing reports made it necessary that the Secretary should have more time, and it was decided that the full report should not be issued until the first meeting in September. The Committees on Excursion reported everything progressing in good order, and the outlook for a grand affair on the 9th of August to be very promising.

Correspondence from the Secretary of the Hudson Business Men's Association was received, showing that they will be at our picnic with 1,000 or more people. Every store, shop, factory and bank—in fact, everything in the city except one retail drug store and some saloons—will be closed and the town will be at Devil's Lake—that is, the people will.

The Committee on Trade Interests made a report in regard to sugar card and also regarding the cutting of prices and read some correspondence relating to the subject from the Secretary of the Michigan Wholesale Grocers' Association.

The Committee was instructed to invite representatives from the wholesale trade to act with them and to call upon the dealers who are selling sugar at less than cost and ask them to maintain card rates.

The peddlers' ordinance came to the front again, and, after discussion, a committee of five was appointed to look to the enforcement of it.

W. H. PORTER, Sec'y.

From Dictator to Tramp.

He was dressed as becomes a pilgrim on the dusty highways of life and Kansas, and looked as if his pilgrimage had been long and tiresome.

"Sir," said the pilgrim, to a passerby who was hurrying along as though he were going to his mother-in-law's funeral and was afraid it was all a mistake; "sir, will you kindly donate a paltry 25 cents to relieve the pressing necessities of a brother man who has not tasted food for six days, and whose thirst is large enough for a national convention?"

"Who are you, and why should I give you a quarter?" was the brutal answer.

"Sir," replied the pilgrim, drawing himself to his full height, and speaking in stilted majestic tones, "I am one before whom the greatest in the land cowered and trembled like leaves in the wind. At my command commerce stopped, the wheels of industry ceased to whirl, railroads were tied up and blood flowed like water. I am Debs."

"Rats!" was the unfeeling reply. "Who is Debs?"

"Who is Debs! Great Heavens, sir, do you ask who is Debs?" Why, sir, it is but a few years since I inaugurated the greatest strike in the history of union labor; my name was in all the papers and on several court records and I was

known as the President of the A. R. U., and yet you ask, who is Debs? Is it possible that you never heard of Debs?"

"Debs, Debs," reflected the passerby, "seems to me I have heard of Debs; but, hang it all, stranger, I can't be expected to remember the name of every crank who gets his name in the papers. Here's a quarter, I'm in a hurry."

And the pilgrim who called himself Debs took the coin mechanically, and seating himself upon the top rail of the fence, ruminated sadly upon the fleeting nature of the bubble fame. "Sic transit gloria mundi," he murmured brokenly, as he got off his perch and wended his way toward the nearest saloon, clutching the quarter tightly in his travel-stained hand.

The Wool Market.

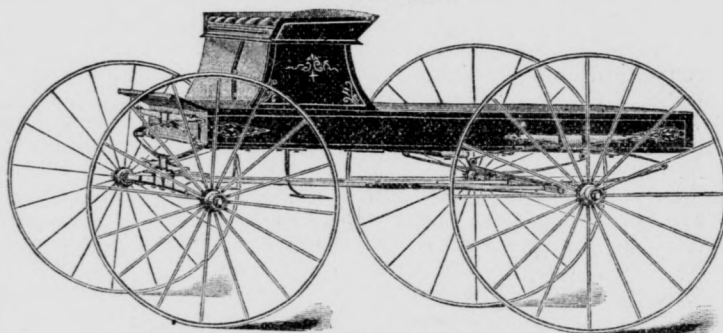
There will be a shortage of about 180,000,000 pounds this year, at least that is the expectation. This is due to the slaughtering of sheep by farmers, who say it does not pay to keep them, and to the great falling off in imports. The market in the East is active and strong, with a strong upward tendency. Enthusiastic dealers say this condition is bound to continue, as it is impossible for the present Congress to pass a tariff measure, and that if wool is left under the McKinley schedule, nothing can stop the market on the up grade to prosperity. The local market is fairly active, and prices on the better grades have advanced.

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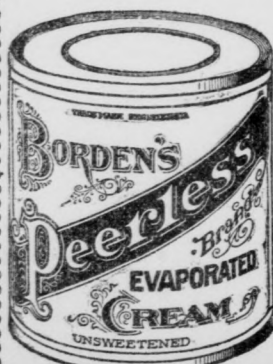


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Body, 9½ ft. long, 36 in. wide, drop tail gate..... 48 00

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The New York Condensed Milk Company takes pleasure in announcing that the trade is now prepared to supply you with

Borden's Peerless Brand Evaporated Cream,

UNSWEETENED; guaranteed to keep under all conditions of temperature. The process used is far in advance of any other method of preserving milk without sugar. Our new plant is constructed especially for this branch of business, and is unequalled in equipment for the various processes employed. Having thoroughly tested all the important points in connection with the milk referred to, we are now prepared to offer the trade, through the jobbing houses, Borden's Peerless Brand Evaporated Cream, unsweetened, with entire confidence that it will prove, like our celebrated Gail Borden Eagle Brand Condensed Milk, to have no Equal. It is thoroughly guaranteed in every respect, and this guarantee is substantial, as every one knows.

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.

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IS
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We have them from 12
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Our line of Fishing tackle
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& CO. **MONROE**
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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.

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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

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BEST
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Sears

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

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BEST.

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ROYAL TOAST
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SOMETHING NEW
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Watch out for our new spring novelties. They are
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"Magna Charta Bond."

We control it in this locality.

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It's first-class stock.
It's easy to write upon.
It's always the same.
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It always gives satisfaction, and, compared with other
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TRADESMAN COMPANY,

Seasonable Goods

From
LEONARD'S.

Mason Fruit Jars.

SPECIAL PRICES.

Subject to change without notice.

Packed Regular Way in Cases.

PINTS.	QUARTS.	HALF GAL.
\$4.75 gro.	\$5.25 gro.	\$7.25 gro.

Mason Fruit Jars.

New Style Patent Boxes.

Packed One Dozen in Each Box.

PINTS.	QUARTS.	HALF GAL.
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Extra Caps, \$2.25 gro. Rubbers, 35c gro.

Flint Glass Jars, 25c per gro. advance.

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GLASS COVERS--SELF SEALERS.

Only Perfect All Glass Jar on the Market

PINTS.	QUARTS.	HALF GAL.
\$10.50	\$11.00	\$14.00

No charge for package or cartage on fruit jars or jelly tumblers.

Jelly Tumblers.

$\frac{1}{2}$ Pints, 6 doz in Box (box 00) per Box	\$1.64
$\frac{1}{2}$ Pints, 24 doz in Bbl (bbl 35) per Doz	23
$\frac{1}{2}$ Pints, 6 doz in Box (box 00) per Box	1.80
$\frac{1}{2}$ Pints, 18 doz in Bbl (bbl 35) per Doz	26

Common Tumblers.

$\frac{1}{2}$ Pint, Plain, 6 Doz in Box (Bx 00) per bx	\$1.80
$\frac{1}{2}$ Pint, Plain, 20 Doz in Bbl (Bbl 35) per doz	.27

Assorted Package.

Engraved Tumblers.

Thin Blown.

6 Doz in Box (bx 00) Per Box \$3.00

NOW IS THE TIME TO BUY.

BOTTOM PRICES.

**KEEP YOUR STOCK READY FOR THE
DEMAND IS SURE TO COME,**

Stoneware.

**BUTTER JARS,
PRESERVE JARS,
FRUIT JARS,
MILK PANS.**

COMMON STONEWARE.

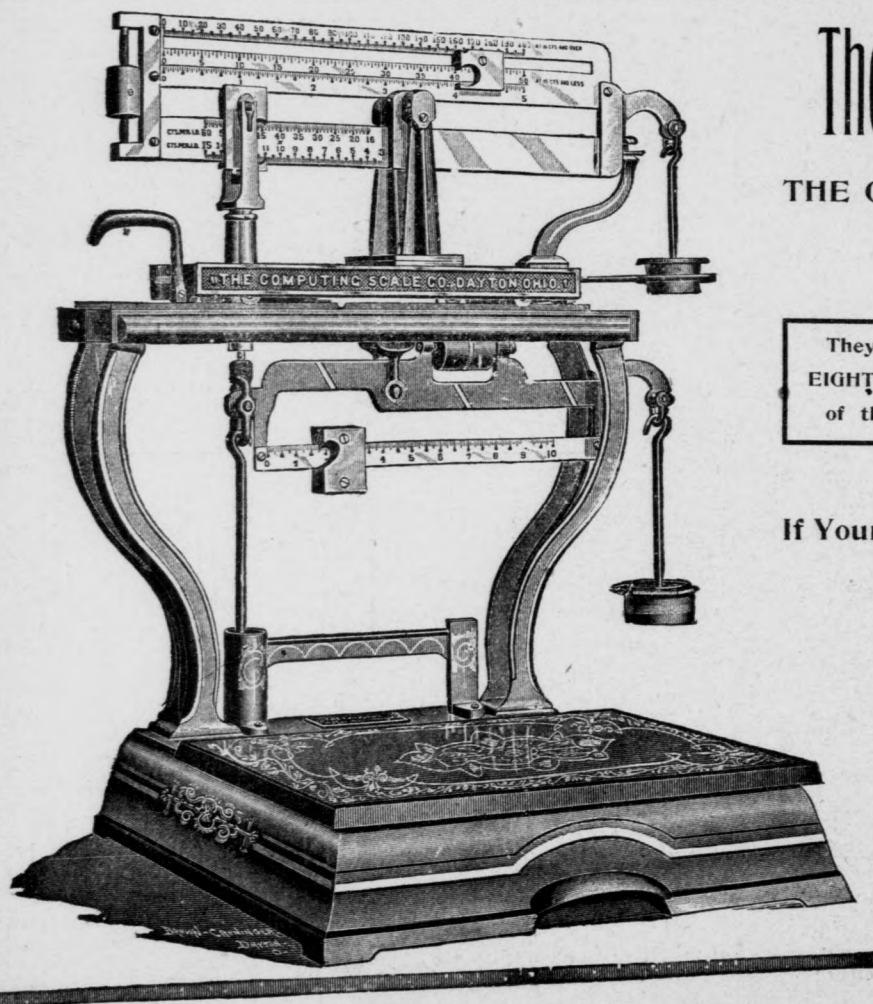
Stone Butter Jars, $\frac{1}{2}$ Gal. per doz	.60
Stone Butter Jars, 1 Gal. each per gal	.06
Stone Butter Jars, 2 Gal. per gal	.06
Stone Preserve Jars and Covers, $\frac{1}{2}$ Gal. per doz	.90
Stone Preserve Jars and Covers, 1 Gal. per doz	1.40
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Stone Milk Pans, 1 Gal. each	.06

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1 Gal. Fine White Milk Pans, per gal	.08
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$\frac{1}{2}$ Gal. Fine Black Milk Pans, per doz	.65
1 Gal. Fine Black Butter Crocks, per gal	.07
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$\frac{1}{2}$ Gal. Fine White Butter Crocks, per doz	.75

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