

# MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, FEBRUARY 13, 1895.

NO. 595

## ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

## The Salt that's all salt

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

### Diamond Crystal Salt

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

DIAMOND CRYSTAL SALT CO., ST CLAIR, MICH

## QUEEN \* FLAKE BAKING POWDER

THE ONLY HIGH GRADE BAKING POWDER  
SOLD AT THE PRICE \* 6oz CAN 10¢ 9oz CAN 15¢ 1lb CAN 25¢

NORTHROP, ROBERTSON & CARRIER  
LANSING, MICH. MANUFACTURERS. LOUISVILLE, KY.

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12, 14, 16 Pearl St., GRAND RAPIDS, MICH.



MANUFACTURERS AND JOBBERS OF

**BOOTS,  
SHOES,  
and  
RUBBERS.**

Our aim is to please our customers. We know what they want and have got it. Come and see. WE MAKE and handle the best lines in the market—everything up to date.

Agents for the Boston Rubber Shoe Co.

We carry as large a stock as any jobber. Orders filled promptly and always at best terms and discounts.

## CHAS. A. MORRILL & CO.,

Importers and Jobbers of

# TEAS

21 LAKE ST., CHICAGO, ILL.

## Duck Coats and Kersey Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,  
LANSING, MICH.

PERKINS & HESS,  
DEALERS IN

## Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.  
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.



## OYSTERS.

**Anchor Brand**

Are the best. All orders will receive prompt attention at lowest market price.

**F. J. DETTENTHALER.**

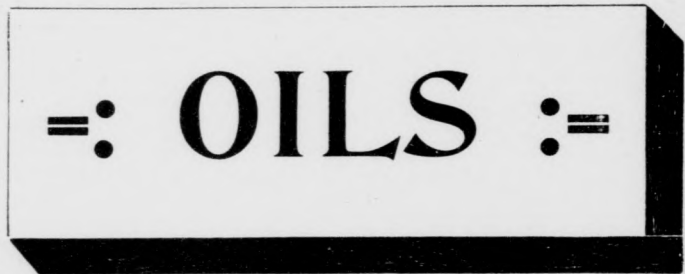
Use Tradesman's Wants Column.  
They Return Excellent Results.

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BIG RAPIDS,  
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MUSKEGON,  
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HOWARD CITY,

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CADILLAC,  
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Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

## Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

A rich, tender and crisp cracker packed in 1 lb. cartoons with neat and attractive label. Is one of the most popular packages we have ever put out.

Try Our

ENGLISH FRUIT CAKES

Handsome embossed packages, } 1 lb. \$2.40 per doz.  
packed 2 doz. in case } 2 lb. \$4.80 per doz.

These goods are positively the finest produced and we guarantee entire satisfaction.

New York Biscuit Co.,

S. A. SEARS, Manager,

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The Pride of the Household.

The Most for



the Least Money.

MANUFACTURED ONLY BY  
THE DANGLER STOVE & MFG. CO.,  
CLEVELAND, OHIO.

The Burner has the same flame and heating power as the "PROCESS", and will do the same amount of work, and consume much less fluid.

Made with our celebrated tank, which is neither LAY-DOWN nor ELEVATED, and regarded as the most CONVENIENT, RELIABLE and ABSOLUTELY SAFE tank ever made.

We Have the Agency for This CELEBRATED STOVE.

No. 415 3-Burner, High and Step, List - - \$12  
No. 414 2-Burner, High and Step, List - - 10  
Regular Gasoline Stove Discount.

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

LEMON & WHEELER COMPANY

Importers and

Wholesale Grocers

Grand Rapids.

# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 13, 1895.

NO. 595

**THE MICHIGAN TRUST CO.,** Grand Rapids, Mich.

Makes a Specialty of acting as

**Executor of Wills,  
Administrator of Estates,  
Guardian of Minors and In-  
competent Persons,  
Trustee or Agent**

In the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

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Fire & Marine Insurance Co.**  
Organized 1881.  
DETROIT, MICHIGAN.

**THE Grand Rapids FIRE INS. CO.**  
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Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members.  
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Everybody interested in patents or patent law to send his name; in return a book containing valuable information will be sent free by mail.

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Grand Rapids, Mich.

\* THE ACTIVE POWERS \*  
\* THE INVENTIVE GENIUS \*

**ARLOW BROTHERS**  
**BOOK BINDERS**  
**BLANK BOOKS**

5 AND 7 PEARL STREET.

**THE BACK OFFICE.**

Written for THE TRADESMAN.

The Brooklyn strike is, practically, one of the has beens. Many of the men have gone grumblingly back to work, the public is congratulating itself that the vexatious trouble is over, and the parties most interested are sitting down to count up the gains and the losses. After a respite, the grumbling will begin again, one side or the other, pushed to the wall, like the traditional worm, will turn, another strike or another lockout will be the result, the cars will be stopped, the soldiery will be called out and a few will get hurt, order will at last prevail, and the public, breathing freely once more, will go on again with the avocations of life.

It is an old-fashioned idea which comes to me, and, in comparison with modern management, it will provoke some good-natured laughter; but I have about come to the conclusion that what is needed most to-day, in the treatment of such public matters, is that for which the old ungraded school system was famous—the settlement of a case of discipline once and forever. A boy, big or little, knows when he's "licked," and, until he has all he wants, and one or two cuts thrown in as a clincher, that boy is going to make trouble. Settle him once and he is settled for all time, and you then have the most "likely" boy in the whole school. Let the job be left unfinished and you have an overbearing bully who will make more trouble than any ten pupils ought.

I don't believe, if I live to be as old as Methuselah, I shall ever forget the winter that Willis Berry taught the winter school in Scrambletown. He was a college student and, wanting funds, taught school winters to piece out funds for his college expenses. He was twenty-two or three, nearly six feet tall, straight as an arrow and strong as an ox, and, like many another farm boy who went to college, carried with him a determination to fight his own battles in his own way. The minute 'Lige Johnson set eyes on him he made up his mind that he was going to put him out of the schoolhouse. "These blame students are too dumb smart. They ain't one on 'em but what needs takin' daown," and that was a job after 'Lige's own heart. He early saw that rebellion in the schoolroom wouldn't do, for Berry got the good will of the scholars the first fifteen minutes after the school began. Finally, chance favored the rowdy, as it always does whoever is watching for it. At recess, a nine year old had been "plagued" beyond endurance by a sixteen year old, until the small boy bit and kicked his tormentor into a towering passion. The little one, of course, went into school crying, and the teacher, after settling the difficulty, laid down the law that, hereafter, whoever wanted that kind of fun must tackle one of his size.

The very next recess 'Lige Johnson took it upon himself not to follow that particular programme. A boy smaller

than he, in a spirit of mischief, tripped the heavy-beeled lubber, who, seeing that his time had come, beat the boy most unmercifully. The whole affair had been seen from the window by the teacher, and, when the boys came in, 'Lige was promptly called up to give an account of himself. Of course, he was impudent and ugly, and, of course, he was handsomely thrashed for that and for beating the boy who had tripped him. After 'Lige had his straightening out to Berry's satisfaction and that of the school—for the teacher was now more of a favorite than ever—and the pupils were settling down to work, to the astonishment of everybody, the boy who did the tripping was called up and, as he afterwards expressed it, "got the gol durndest wallopin' I ever got anywhere?" That done, the master—he had earned his right to the title—made a speech.

"This school," said he, "is a public institution, and what interferes with its success can't be allowed. Plaguing and fighting interfere and we can't have them. I never knew either to be going on without there being two parties, and the one that begins the trouble is just as bad as the other. Anyway, I'm going to settle such fusses by giving both a good trouncing. Do you understand that, 'Lige?"

"I aint going to have anybody trip me up!"

The teacher reached for his ruler. "Did you understand what I said?"

"Yes, sir" (tone and manner above reproach). And that was the last squabble of the kind for that winter in the Scrambletown school.

*Hec fabula docet* that the Brooklyn schoolhouse has some unmanageable boys. A big boy has been plaguing a little one beyond all endurance, and the little boy is going to kick and bite until his tormentor is willing to let him alone. After things are quieted down a little, the Mayor wants to take down that good stout hickory of his and warm the jackets of those fellows until they cry, "Enough!" Each deserves it. A city is a public institution and strikes interfere with it, and both the party that begins it and the party that helps carry it on should have their jackets dusted, for they are both to blame.

It sounds all right to say that whaling the ringleaders will settle the matter; but it won't settle the matter, unless the ringleaders on both sides are taken good care of. Debs got what he had been long aching for; but I haven't seen or heard, so far, that the ringleader on the other side has found it convenient—though a trifle ignominious—to take his meals standing! And, just so long as one boy in a squabble can taunt the other with, "You got a lickin' and I didn't," just so long there is going to be trouble in the schoolhouse. If the Brooklyn school-teacher can't manage his school, put him out and, for the good of the town, get somebody in there who knows his business well enough to know that there are always two in every fuss, and that the fuss is never settled until the two get the thumping which they richly deserve.

RICHARD MALCOLM STRONG.

**The Hardware Market.**

General trade is only fairly good. The extreme cold weather we have had has, in a great measure, interfered with trade. Business, however, for January seemed to be better than one year ago. Indications all point to a good spring trade. Prices remain firm and, in many lines, there is an indication of better values being secured. Manufacturers say it is impossible to make many goods at present ruling figures.

**Barbed Wire**—The extreme prices which have been made are withdrawn and an advance of from 5@10c has taken place in some mills. All manufacturers are loaded up with orders for spring shipment and it seems impossible that any lower prices than those at present prevailing should be made. We presume in many instances dealers will be disappointed in getting their wire just when wanted.

**Wire Nails**—Are moving along in sympathy with barbed wire, and the extreme quotations have been withdrawn. All the nail mills report more orders on hand than they can ship with promptness.

**Window Glass**—Many factories are closing down on account of the very cold weather, and it is doubtful if they will start up again, as the low price at which glass has been selling gives them very little encouragement to resume operations. We look for higher prices in window glass.

**Sheet Iron**—Both black and galvanized is in good demand.

**Tin**—American manufacturers claim that at present price their profits average only 8c per box, and, unless there is an improved feeling, they will have to cut wages or close down their mills.

**Spring deliveries**, in many lines of goods, such as steel goods, wire cloth, screen windows and doors, potato planters, etc., are being placed with a good deal of freedom.

If there is a hotel in the State which needs to be renovated and modernized, it is the Hibbard House at Jackson. This hostelry may have been a credit to the Central City a quarter of a century ago, but it is now so far behind the times that it is a disgrace to the city and a reflection on the people connected with it. The furniture is aged, the carpets are vile, the table is by no means first-class and the closets are a menace to the health of the guests. For such service—or lack of service—the public is mulcted to the tune of \$2.50 per day. Since the purchase of the Hurd House, the Hibbard House people have evidently acted on the assumption that they were in absolute control of the situation, but, judging by the adverse criticism of the traveling public, the time has arrived where forbearance has ceased to be a virtue. More anon.

Switzerland is about to establish a state bank at Berne, which shall have the exclusive right to issue bank notes and the national credit will stand behind the circulation.

FOUR YEARS' WORK.

Brief History of the Jackson Retail Grocers' Association.

JACKSON, Feb. 8.—The Jackson Grocers' Union was organized in the spring of 1891 at the store of Jacob Sagendorph, where, after repeated efforts, a few grocers assembled and decided to form an organization.

Mr. Sagendorph was chairman of the meeting and continued in that capacity until the formal organization was perfected on June 3, 1891, when officers were elected as follows:

- President—Chas. G. Hill.
- Vice-President—B. S. Mosher.
- Treasurer—H. H. Neesley.
- Secretary—O. A. Pierce.

A hard but eventful year it was for the faithful officers. At the time of the organization there were in the city about eighty grocery stores and of that number only twenty-six firms were represented in the Union. Of the original twenty-six charter members, nine have graduated and retired from trade. The first home of the Union was the old hall of the A. O. U., on the first floor from the roof, over Scratchley & McQuillan's store, where we remained until the next winter, when we moved to the A. O. U. W. hall in the Bennett block. We retained these quarters about two years, until a change in our night of meeting conflicting with other occupants of the hall, and we secured the hall over Sauer & Haetner's store; from there we moved into the front office on the floor below, where we are now located, the Secretary having a desk in a very comfortable and commodious room, which is large enough to accommodate all the regular business meetings of the Association.

Nov. 25, 1891, the Jackson Grocers' Union gave its first banquet. Tables were spread in the hall of the B. L. E. and a very pleasant and enjoyable affair it was, as a number who are here to-night can testify.

The worthy President, C. G. Hill, was toastmaster, and I only remember of one serious blunder he made that evening, and that was when he called upon me to respond to a toast. I don't know who was the most frightened, he or I. He acted as if he was pretty badly scared and I know I was. I haven't got over it yet. I do remember part of the programme, however, before he called on me; that is, the banquet was fine. (Parker & Fleming furnished it). H. S. Griggs waited upon a table and responded to a toast in behalf of the wholesale grocers. T. E. Howard was expected to speak for the commission men, but as he was veteran at banquets, he probably mistrusted he would be called upon to speak, and the idea of taking a table and light down by the fire in the banana room had not been thought of at that time, so he sent his city salesman, Wm. Engle, to represent him. If Mr. Engle ever did his firm a good turn he did it then. He made the hit of the evening. This first social gathering was a great success, both socially and for the Union, as a number of new members were obtained that night. The ice was broken and new life thrown into the organization. The grocers began to realize there was something else to live for besides striving for an opportunity to get the advantage of a competitor. They began to feel that there were other quite respectable fellows in the grocery business besides themselves. That was just what the Union was striving to accomplish—to make the retail grocers feel that they were brothers in trade, not enemies; that they could help one another and thereby help themselves. That they have accomplished something along that line this gathering to-night can testify.

Since that first banquet, the Association has had several social gatherings, but as my time is limited to one hour, I will not stop to mention any except the one given June 29, 1893, by the ladies. It was originated and perfected by the wives of the members and will long be remembered as one of the bright spots in the history of this organization. A fine literary and musical program was rendered. The principal address of the evening was given by Geo. W. Baker, on "The Consummate Business Man." If

Mr. Baker was not here this evening I should be tempted to say something about that address, but suffice it to say it was printed in full in THE MICHIGAN TRADESMAN and commented upon quite largely. After the literary exercises the guests were invited to the front hall where tables had been spread for nearly 200, and all partook of the delicious refreshments. A most delightful evening was spent. Right here let me suggest if there are any cakes left after this crowd has been filled, Mr. Baker is the best cake auctioneer I ever met. He made the people believe I bid a dollar for a 25 cent cake that night. He realized something like \$8 for cakes the ladies had left. I deserve to be excused this evening before he opens the auction. We have cakes to sell.

The most popular social features of the Association, however, have been our three annual excursions and picnics. These events are looked forward to not only by the grocers and their families, but their patrons as well. Even as early in the sea-on as this we have been asked, "Where are the grocers going for their excursion next summer?" It has become a recognized fact, if not an unwritten law, that the grocers are to have one play day each year, and it would be better for the social growth of trades people in general if more of the merchants in other lines of trade would join us and take a day off.

The first annual excursion was given Wednesday, Aug. 10, 1892, when two special trains were run to Bawbeese Lake, carrying 975 people, who expressed themselves as highly pleased with the Jackson grocers' first excursion. It was a big success. The records of the secretary show that the net profits from that excursion were \$127.80. It required a great deal of persuasion to make some of the dealers believe it was the thing to do to close up their stores for a whole day, but they finally consented, and, whether they went with us or not, their stores were closed. They found their patrons were all in sympathy with the movement, and since then the ones who were most opposed to it then are ready and willing to do all they can to make this popular feature a success.

The second excursion was given Thursday, Aug. 10, 1893, when two special trains took 1,800 people to the same delightful spot, Bawbeese Lake. The conductors paid us a compliment by remarking to their Superintendent that a more genteel and orderly excursion party had never been carried over the Lake Shore Railroad. The first year we furnished our own reports to the local paper. This second year both dailies and two of our weekly papers sent special reporters, and devoted from one to two and one-half columns each to their reports of the event.

So much for popularity. These grocers' picnics are being recognized as the popular events of the summer, not only in Jackson, but in Grand Rapids, where all the stores, including dry goods, clothing, hardware, etc., join with the grocers and make it a grand fete day. Saginaw, Bay City and other large towns of the State have their "Grocers' Day."

The Association cleared from this second effort \$252.80, besides the satisfaction of knowing it had conducted the largest excursion ever taken from the city by private enterprise, without a single accident of the slightest nature to mar the pleasure of anyone.

The third annual excursion was given Thursday, Aug. 9, 1894, and for a change the committee decided to go to Devil's Lake, where they had been assured every convenience would be provided for the comfort of their patrons, and that they could accommodate 5,000 people. They found, however, to their chagrin and disappointment, that the accommodations were very inadequate. The party from Jackson was not as large as the year before, but two special trains under the charge of the same efficient conductors were well filled. About 1,200 passengers from Jackson were joined by about an equal number from Hudson, the grocers of that place having been invited to join us in our third excursion. Had this been the first, everyone would have been satisfied, and declared they

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Palls.
Standard, per lb.	.....	5	7	7
" H. H.	.....	6	7	7
" Twist	.....	6	7	7
Boston Cream	.....	8 1/4		
Cut Loaf	.....		8	
Extra H. H.	.....	8 1/4		

MIXED CANDY.		Bbls.	Palls.
Standard	.....	5	6 1/4
Leader	.....	5 1/2	6 1/4
Royal	.....	6	7 1/4
Nobby	.....	7	8
English Rock	.....	7	8 1/4
Conserves	.....	6 1/2	7 1/4
Broken Taffy	..... baskets	7	7
Peanut Squares	.....	7	8
French Creams	.....		12 1/4
Valley Creams	.....		5
Midget, 30 lb. baskets	.....		5
Modern, 30 lb.	.....		

FANCY—in bulk		Palls
Lozenges, plain	.....	8 1/4
" printed	.....	9 1/4
Chocolate Drops	.....	11
Chocolate Monumentals	.....	12
Gum Drops	.....	5
Moss Drops	.....	7 1/4
Sour Drops	.....	8
Imperials	.....	9

FANCY—in 5 lb. boxes.		Per Box
Lemon Drops	.....	50
Sour Drops	.....	50
Peppermint Drops	.....	60
Chocolate Drops	.....	65
H. M. Chocolate Drops	.....	75
Gum Drops	.....	35 @ 50
Licorice Drops	.....	1.00
A. B. Licorice Drops	.....	75
Lozenges, plain	.....	60
" printed	.....	65
Imperials	.....	50
Mottos	.....	70
Cream Bar	.....	55
Molasses Bar	.....	50
Hand Made Creams	.....	8 @ 20
Plain Creams	.....	6 @ 30
Licorice Creams	.....	90
String Rock	.....	10
Burnt Almonds	.....	90 @ 25
Wintergreen Berries	.....	60

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

ORANGES.		
California Navels, 112	.....	3 1/2
" " 150	.....	3 5/8
" " 1 1/2, 200, 216	.....	4 0/8
" " 250	.....	3 7/8
Riverside Seedlings, 126	.....	2 7/8
" " 130, 176, 200	.....	3 0/8
" " 2 0	.....	2 5/8
Messinas, 200	.....	4 0/8

LEMONS.		
Choice, 300	.....	2 50
Extra Choice, 300	.....	3 1/8
Fancy, 300	.....	3 5
Choice, 360	.....	2 1/4
Fancy, 360	.....	3 50
Common	.....	2 50

BANANAS.		
Large bunches	.....	1 50
Small bunches	.....	75 @ 1 25

OTHER FOREIGN FRUITS.		
Figs, fancy layers 10 lb	.....	12
" " 20 lb	.....	14
" extra " 14 lb	.....	11
" bags	.....	6 1/2
Dates, Persia, 10 lb. box	.....	2 7
" " 50 lb.	.....	2 5
" Persian, G. M. 50 lb. box	.....	2 5
" 1 lb Royals, new	.....	6 7 1/2

NUTS.		
Almonds, Tarragona	.....	2 14
" " " "	.....	2 14
California, soft shelled	.....	2 12
Brazil, new	.....	2 7
Filberts	.....	2 11
Walnuts, Grenoble, old	.....	2 10
" French	.....	2 2
" Calif.	.....	2 13
" Soft Shelled Calif.	.....	2 14
Table Nuts, fancy	.....	2 10 1/2
" choice	.....	2 9
Chestnuts, Texas, H. P.	.....	6 @ 7 1/2
Hickory Nuts per bu., Mich.	.....	1 50
Cocoanuts full sacks	.....	4 00
Butternuts per bu.	.....	60
Black Walnuts, per bu.	.....	60

PEANUTS.		
Fancy, H. P., Suns	.....	2 5 1/4
" Roasted	.....	6 2 @ 6 1/4
Fancy, H. P., Flags	.....	2 5 1/4
" Roasted	.....	6 2 @ 6 1/4
Choice, H. P., Extras	.....	2 4 1/4
" Roasted	.....	5 2 @ 6

FRESH MEATS.		
BEEF.		
Carcass	.....	5 1/4 @ 7
Fore quarters	.....	4 @ 5
Hind quarters	.....	6 1/4 @ 8
Loins No. 3	.....	8 @ 10
Ribs	.....	8 @ 10
Rounds	.....	5 @ 6
Chucks	.....	3 1/4 @ 4 1/2
Plates	.....	3 @ 3 1/2
PORK.		
Dressed	.....	5 @ 5 1/4
Loins	.....	5 1/2
Shoulders	.....	5 1/2
Leaf Lard	.....	8
MUTTON.		
Carcass	.....	4 @ 5
Lambs	.....	5 1/2 @ 5
VEAL.		
Carcass	.....	6 @ 7 1/4

STEEL RANGE MAJESTIC.

What the Hardware Trade of Michigan Says of It.

The most prominent stove merchants in Michigan who have given a lifetime of study and observation to the subject of cooking apparatus, unite in saying that the Steel Range Majestic is the best constructed, the most economical in the use of fuel, the most perfect and satisfactory in its operation of any stove or range that has come within their notice.

Besides this, more than one hundred thousand housewives unite in saying that it is so far superior to other cook stoves and ranges they have used that their cooking by its use is made a positive pleasure.

The Steel Range Majestic is backed by the strongest and most sweeping guarantee ever made upon any commercial article.

MAJESTIC STEEL RANGE

100,000 housewives pronounce it the greatest cooking range. 1896 fire linings guaranteed for five years against burning; other parts for twenty-five years against breaking. Descriptive cook book, 2 cents.

MAJESTIC MFG CO., St. Louis, Mo.

COMMENTS OF THE TRADE.

Five Testimonials Selected From More Than a Hundred

The Majestic Steel Range is the finest article of merchandise to sell that I have handled in 30 years that I have been in the hardware business. Of all the ranges we have sold there is no positive one but what is giving perfect satisfaction. Our dealings with the Majestic Manufacturing Company, which have been more extensive than we had expected by a large degree, have been the most pleasant and satisfactory in every way that we could desire. They are honorable business men in every respect and it is not only profitable but a pleasure to do business with them. FRANK H. GRAVES, Manager Stove Department, Foster, Stevens & Co., Grand Rapids, Mich.

Before accepting the Majestic agency we investigated the merits of this range thoroughly. We expected great things of it from what we heard from others, but I must say in justice to the Majestic that every expectation has been more than realized. There are no other good steel ranges, but we believe that the Majestic is without a fault, as far as the ability of man can make it, and compared to other steel ranges it is perfection in itself. The method employed by the Majestic Manufacturing Co. in introducing this range to the public is the most original and effective I have ever seen in business. Our experience with the company has been very pleasant indeed and it has been a positive pleasure, as well as a benefit, to do business with so large and well conducted a firm.

WILLIAM SEYFFARDT, Sec'y, Saginaw Hardware Co., Saginaw, W. S., Mich. Our recent experience in selling the wonderful Majestic Steel Range has been most pleasant and profitable to us. Mechanically and scientifically the range is the cooking apparatus par excellence. There can be no economy in the household without a Majestic Steel Range upon which to do cooking and water heating. EBERBACH HARDWARE CO., Ann Arbor, Mich.

The experience of a lifetime in the general hardware business has yet to show me a cooking range that can be compared with the Steel Range Majestic. We sold a large number during the exhibit, and since then our patrons unite in praise of it. H. S. ME-SINGER, Pontiac, Mich.

It is simply absurd to compare any other cooking stove or cooking range that we have sold in our experience in the cook stove business with the Majestic in economy of fuel and facility and dispatch in properly preparing food for the table. DUNNING BIOS, Menominee, Mich.

The opinions of the above merchants, who have given a lifetime to the stove business, are above criticism and conclusively prove beyond a doubt that the Majestic is in every particular all that is claimed for it.

For further particulars address

J. W. JOHNSTON, Manager, Grand Rapids, Mich.

had had a delightful time. The profits from this excursion were \$231.92.

These are only a few of the happy social features which have resulted from our organization. As to what we have accomplished for the good of the trade which we represent, I will try and recall a few of the principal acts:

Early in the spring of 1892—April, I think—the Jackson Grocers' Union was incorporated under the laws of the State, and May 16 of that year it established the Bureau of Collection and Information, with Frank Cummings as Superintendent. While this was used to advantage and appreciated by a few of the members of the Union, enough of them did not realize its benefits and use it to make it self supporting. It was continued, however, until March 9, of the following year, when the burden was declared too heavy for the Union to longer bear, and it was disposed of to the superintendent, who is still conducting it as the Traders' Mercantile Agency, and a few of the old patrons of the Bureau are still enjoying the benefits of the agency.

Oct. 19, 1893, our present constitution and by-law were adopted, and our name changed to the Jackson Retail Grocers' Association.

Nov. 16, 1893, the Association adopted a resolution to discontinue the practice of giving Christmas presents to customers, which was becoming a very serious burden to some of the dealers of the city. A petition to that effect was circulated and, with one or two exceptions, every grocer in the city, whether a member of the Association or not, was glad to sign it, and, so far as we have heard, there has been no trouble in getting the signers to live up to that resolution.

Another effort of the Association that has not been lived up to quite as rigidly as the one just mentioned, but which has, without doubt, put more dollars into the pockets of the retail grocers of Jackson during the past two years than any other one thing that has been accomplished by this organization is that much abused little production, the Sugar Card, and I regret that there are any grocers in this city who do not realize the advantage to be derived by themselves as well as every other dealer, by maintaining a uniform price on that one great commodity. I do not advocate an exorbitant profit on sugar, but I do maintain that "the laborer is worthy of his hire" and that the grocer should be paid for the actual service rendered in putting up and delivering sugar to his customers, and his customers will be just as well and, perhaps, better satisfied, as it would remove that suspicion that he was making it up on something else.

One other matter of importance to every grocer in the city, that has been accomplished after a great deal of hard work and persistent effort upon the part of its officers and the committee having the matter in charge was the passage of the ordinance governing peddlers and hucksters, which was adopted by the Council March 19th, 1894, and approved by the Mayor the following date. It was afterward vigorously attacked by the hucksters, and it was feared at one time they might accomplish its repeal, but a compromise was effected, by this Association consenting to a reduction in the price of the license, and the ordinance still stands as one of the laws of our city. It only remains now for the grocers to see that it is enforced.

With the present efficient corps of officers at the helm, and the co-operation and support of the remaining forty members of the Association there is no reason why at least ninety per cent. of the grocers of this city should not join the procession, and become a power for good, not only to himself and the grocers in general, but to the community in which he lives. If this great branch of Jaxon commerce, which represent more capital invested, more people employed and more money expended each year for rent, taxes and insurance than any other one line of trade, is established upon a firm foundation, it cannot help but strengthen the commercial standing of this proud city of ours, and this can be accomplished if every grocer in this city will become an active member of the Jaxon Retail Grocers' Association. D. S. FLEMING.

The New Development of Trade.

From the New York Sun.

The addition of groceries to the variety of goods supplied by the so-called department stores, is only the latest extension of the range of their business, and it is not likely to be the last. Beginning on a comparatively small scale as dry goods stores furnishing material and articles for women's use more especially and almost exclusively, they have gradually extended their trade by introducing supplies of boots and shoes, clothing for men and boys, upholstery, carpets, furniture, china, crockery and glassware, kitchen appointments, harness and carriages, confectionery, hardware and cutlery, jewelry, traveling equipments, books and stationery, and now, finally, groceries. How much further this variety is to go will be determined solely by considerations of profit to the merchants. It will go as far as it pays them to carry it, even if it includes all departments of trade and business. Plumbing, carpentering, painting, the sale of coal and wood, catering, the renting of houses and rooms, the supply of servants, and whatever else they can make attractive of custom by serving the convenience of the public, and consequently profitable to themselves, they may be expected to add. The wider the range of their business, the more systematic it must be in its conduct, and the more readily can its machinery of organization be extended and adjusted to new and further uses.

This development having proceeded so far, its continuance may be accepted as inevitable, and business generally must accommodate itself to the changed conditions it is producing. There is no use of fighting against it, for it is going ahead under a law of progress which is irresistible. It cannot be profitable to the merchants engaged in it unless it is profitable to the public; and being thus advantageous nothing can stop it. It cannot be successful except by cheapening prices, and, doing that, society generally will lend assistance to accelerate its progress, though the consequences be disastrous to many smaller dealers unable to withstand the new competition.

Such an establishment serves the purpose which co-operative stores have tried vainly to perform in this country. The vast volume of its business enables it to buy its supplies at the lower cost at which great quantities are purchasable, and to sell them with a margin of profit so small that their prices to customers may be no higher than those which dealers with a narrow trade and a limited credit are obliged to pay for them to the jobber. Even such a disadvantage, however, need not be destructive of the multitude of shopkeepers who supply a contiguous demand, and therefore serve the convenience of many people who are too far away from the great bazaar to profit invariably by its lesser prices. The corner grocery, the neighboring thread and needle shop, and the near-by shoe dealer will thus always have an opportunity for a modest trade, though the great sources of supply will be establishments in which are concentrated all varieties of business.

Moreover, the means by which the development of these enormous concerns has been made possible still remain open for the employment of others. These concerns have been built up by advertising, from the time when A. T. Stewart started his little shop in lower Broadway until now; and only by the use of the same means can they secure the continuance and extension of their prosperity. Without exception they have been and they are now distinguished as the largest and most persistent advertisers in town, until they have made their names and places of business known to almost every citizen throughout the Union. The more they grow the more they increase their advertising, as the first necessity for progress. The method is no secret. It is patent to everybody. They have gained the profitable distinction they enjoy by liberal and unremitting advertising.

Try the new cigar, Signal Five, 5c.



Ideal Clothing Company,

26-28 Louis St.,

Grand Rapids, Mich.

Grand Rapids, Mich., Jan. 15, 1895.

We take pleasure in announcing that the corporate name heretofore existing as "The Michigan Manufacturing Company" has changed this day to

THE IDEAL CLOTHING COMPANY.

The change has been made with a view to obtaining a more significant name, and at the same time to bring into greater prominence the word "IDEAL," with which every garment is branded. The business remains the same throughout and the management continues unchanged. Thanking all for the favors bestowed under the old name, and assuring them of every effort to merit their continuance under the new, we remain, Yours truly,

THE IDEAL CLOTHING CO.,  
Successor to the Michigan Manufacturing Company.

Do You Sell Soap

IF YOU DO, WE CAN INTEREST YOU.



OUR

Will Increase Your Sales

Order from Your Jobber

OR

Grand Rapids Soap Works.

We Think

that we can truthfully say that never before has the demand for novelties in Jewelry of every description been so great in early season as this. We have the line to fill your wants. You cannot afford to be late in placing your order. Our line of Hair Ornaments, Belt Buckles and Czarina Buckles are as staple as your dress goods by the yard. Send us your order if our salesman has not called on you. Our customers can rest assured that whenever orders sent in for anything in our line they will receive our careful attention.

WURZBURG JEWELRY CO.,

76 Monroe St.,

Grand Rapids



We babbitt the Globe

The Globe Box Metal

pours like water and is as tough as tripe. Used in babbitting counter shafts, emery grinders, carving machines and all high speed machinery. Its trial costs you nothing if not satisfactory. If it proves its merit it is the cheapest high-grade babbit metal made.

Telephone 540.

J. M. HAYDEN & CO., Grand Rapids.

69 PEARL ST.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Marshall—W. H. Burke has opened a new cigar store.

Bravo—W. A. Nash succeeds Mrs. C. V. Nash in general trade.

Leslie—B. C. Fisher succeeds Henry Wood in the jewelry business.

Brooklyn—Palmer, Coulson & Co. succeed E. J. Ennis in general trade.

Springport—Latayette Seavey succeeds Pratt & Seavey in the meat business.

Grawn—Henry Anthony succeeds Anthony & Stone in the sawmill business.

Ann Arbor—Chas. Dwyer succeeds E. H. Andrews & Son in the grocery business.

Detroit—W. H. Gonne & Son succeed McLaughlin Bros. in the grocery and meat business.

Utica—Switzer & Stevens, druggists and grocers, have sold their drug stock to Fred Stevens.

Mulliken—Reed & Webster succeed Chas. A. Webster in the agricultural implement business.

Jackson—H. J. Davis & Co. are succeeded by Lambert B. Cowley in the boot and shoe business.

Hillsdale—Levi Gugenheim has sold one-half interest in his stock of clothing to Sanford Manheimer.

Kalamazoo—Harry B. Hoyt has sold his hat, cap and men's furnishing goods stock to Isaac B. Wentworth.

Detroit—Forsyth & McFeeters, grocers and meat dealers, have dissolved, G. Forsyth continuing the business.

Negaunee—Henry W. Bregstone has purchased the dry goods, clothing and boot and shoe business of Alex. Heyn.

Carson City—W. S. Daniels, who conducts a grocery store five miles north of this place, proposes to add a line of dry goods in the spring.

Sullivan—Hiram Munger has purchased the general stock of the Sullivan Lumber Co. and will continue the business at the same location.

Petoskey—Pauline Cole has sold her drug and stationery stock to her son, who will continue the business at the same location under the style of Vernon Cole.

Manistee—Chas. G. Anderson has purchased the drug stock formerly owned by Geo. S. Goldsmith and will continue the business at the same location, 351 River street.

Muskegon—Wm. McComb has retired from the grocery firm of Dow & McComb. The business will be continued by the remaining partner under the style of Matthew J. Dow.

Kewadin—A. Anderson & Son, who formerly conducted a general store at Clearwater, VanBuren and at this place, have dissolved. The business will be continued by the son, W. H. Anderson.

Traverse City—Frank Friedrich has sold his interest in the shoe stock and brick block of Friedrich Bros. to his brother, who will continue the business under the style of Alfred V. Friedrich. The retiring partner will re-engage in the shoe business about March 15.

Detroit—Articles of association of Sidney Corbett, Jr., & Co., limited partnership, have been filed with the county clerk. Katherine M. Corbett is the special partner, and has contributed \$15,000 to the common stock. The firm will conduct a general brokerage and mercantile business. The partnership began February 6, and lasts for three years.

Menominee—Local merchants who have their stock in sight every day and all the time are getting tired of the fly-by-night fellows who jump into town for a few days with bankrupt stocks, clean up a good sized roll of money and then leave the town, paying not a cent into the general treasury. They say they will organize and work hard to secure legislation compelling the skita game fellows to pay something toward the good government under which they prosper. Another thing the merchants object to, that the ordinary man seldom thinks about, is the fabulous amounts they pay for the desirable locations, which, of course, they rent but a short time. This compels the legitimate business men either to meet a price which they cannot not afford or move out.

## MANUFACTURING MATTERS.

Port Huron—Chas. E. Mudford succeeds Chambers & Mudford in the cigar manufacturing business.

Plymouth—The style of the Plymouth Iron Windmill Co. has been changed to the Daisy Manufacturing Co.

Lowell—The Globe Sprinkler Co. has begun the manufacture of sprinklers, plaster sifters, creaming cans and stove pipe holders in the building formerly occupied by Severy & Son.

Bay City—The Monitor Coal Co. has been organized with a capital stock of \$20,000. It will proceed to mine coal five miles west of the city, a vein of 5 feet 10 inches having been found at a depth of 130 feet.

Saginaw—The Palmerton Woodenware Co. is receiving an average of two log trains a day, and is operating a force of 300 men. The logs are cut into material for tubs, pails and other articles produced at the company's factory.

Somerset—L. T. Smith, of Addison, and C. E. Strong, of this place, have formed a copartnership under the style of Strong & Smith and will erect, equip and operate a cheese factory here, expected to be ready to begin operations by April 15.

Owosso—The Owosso Lumber, Land & Fuel Co. is extensively engaged in lumbering this winter on the line of the Toledo, Ann Arbor & Northern Michigan Railroad, in the vicinity of Cadillac. The stock is railed to this place. The company employs eighty men.

Coleman—The Michigan Head Lining & Hoop Co. has 2,000,000 feet of elm logs at the mill and a large stock of shingle timber. The hoop and lining mills run days and the shingle mill nights. The former will start March 1. The company employs nearly 100 men.

Jackson—The Bortree Corset Co. has been organized, with a capital stock of \$30,000, to continue the business of the defunct Bortree Manufacturing Co., having acquired the plant, patents and good will of the former concern. R. H. Emerson will act as President of the new company, C. W. Gregg as Secretary and S. H. Camp as Treasurer.

Saginaw—A. T. Brown, who purchased the Mitchell, McClure & Co. sawmill, at Zilwaukie, recently, will put in about 3,000,000 feet of logs on his own account, and has arranged for logs to cut for other parties. About the first of March he will begin to make some repairs to the mill, which was idle last season, and only cut about 5,000,000 feet of lumber in 1893.

Morenci—C. A. Conrad has purchased the Fountain Valley cheese factory of Benj. Roberts and will continue the business.

Belding—The Belding Cigar Co. has been organized by E. C. Watkins, R. L. Hale, M. B. Divine, F. A. Washburn, B. P. Angell and Geo. S. Kent with a capital stock of \$10,000, one-half of which has been paid in. Mr. Divine has been elected President and will act as traveling salesman; Mr. Hale will serve as Vice-President and E. C. Watkins will fill the dual positions of Secretary and Treasurer.

Plymouth—Jolliffe Bros., general dealers and proprietors of the Plymouth cheese factory, have closed negotiations with the Salem Butter and Cheese Manufacturing Co., at Salem, under the terms of which they will operate that enterprise as a cheese factory during the season of 1895. Jolliffe Bros. are successful cheesemakers and business men and will give the people of Salem value received.

Frankfort—The Crane Lumber Co. will stock up this season heavier than ever before. This firm is the pioneer of the lumber firms in this locality. It has already put in 8,000,000 feet of maple and elm, and is banking 4,000,000 feet of hemlock. The company has had 500 men on the pay roll some of the time this season, and has paid out to date \$40,000. Last year over 2,000 acres of its lands were sold to actual settlers. This mill is being overhauled, and operations will be begun as soon as the ice goes out of the lake.

## PRODUCE MARKET.

Apples—Russets command \$1.50 per bbl., Baldwins and Spys \$3 and extra choice winter varieties \$3.50 @ 4.00 per bbl.

Beans—The market is still stronger and higher than a week ago, with every indication of going to the \$2 mark before warm weather. Local dealers hold at \$1.75 in carlots and \$1.75 in less than car lots.

Butter—The supply is ample, the price for dairy ranging from 16 1/2c, according to quality.

Cabbage—35 @ 50c per doz., according to quality.

Celery—Still higher in price, commanding 4 @ 30c per doz.

Cranberries—\$4 per crate.

Eggs—Sustained a sharp advance, owing to the prolonged cold weather. Picked have walked up to 18c, cold storage to 21c, while strictly fresh command all the way from 25 @ 0c per doz., according to the necessity of the buyer and the greediness of the seller.

Lettuce—14 1/2 @ 15c per lb.

Onions—Red Weatherfields and Yellow Danvers command 45c per bu. Yellow Globes command 55c and Red Globes are eagerly sought for on the basis of 60c. Spanish stock has declined to 9 c per box.

Parsnips—35c per bu.

Potatoes—Strong in the local market, but weaker at most of the outside markets. Present transactions are on the basis of 55c.

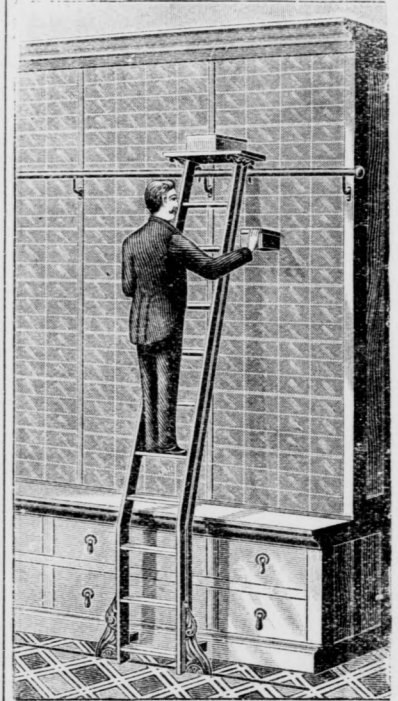
Radishes—Hot house stock commands 30c per doz. bunches.

Sweet Potatoes—Kiln dried Jerseys command \$3 per bbl. Kiln dried Illinois stock is held at 2c less.

Squash—Hubbard brings 1 1/2c per lb. if the quality is up to standard. Poor stock sell at 1/2 @ 1c.

**John Brechting**  
ARCHITECT  
79 Wonderly B'ld, Grand Rapids.  
Correspondence Solicited from all  
who intend to build.

M. R. ALDEN. E. E. ALDEN.  
**M. R. ALDEN & CO.,**  
Wholesale Produce  
Strictly Fresh Eggs and Choice Creamery and Dairy Butter a Specialty.  
76 So. Division St., Grand Rapids.  
We buy on track at point of shipment or receive on consignment. Phone 1300.

CYCLE  
STEP  
LADDER.

WRITE  
**HIRTH, KRAUSE & CO.,**  
MICHIGAN STATE AGENTS,  
for Catalogue.

Western  
Beef  
and  
Provision  
Co.

These prices are right at the time of going to press and are subject to market changes. We enter orders at market prices at the time received.

## Sausage.

Pork Sausage..... 6 1/2 @ 7 1/4  
Vermont Sausage in bags..... 9  
Bologna..... 4 1/2 @ 5

## Smoked Meats.

No 1 Hams..... 8 1/2 @ 9  
Picnic Hams..... 6 1/2 @ 6 1/4  
Breakfast Boneless Bacon..... 8 1/2 @ 8 1/4  
Dried Beef, Ham Sets..... 9 1/2

## Fresh Meats.

Beef Sides, cows and heifers..... 5 @ 6  
Beef Sides No. 1 Steers..... 6 1/2 @ 7  
Loins of Beef..... 8 @ 10  
Rib Roasts..... 7 @ 9  
Pork Loins..... 7 1/2

## Beef in Barrels.

Boneless Rump Butts..... \$ 9 25

## Barrel Pork.

Mess Pork..... \$11 00  
Boneless Pig. bean pork..... 11 80  
Extra Heavy clear back..... 13 00  
Short Cut..... 10 75 @ 11 25  
Standard Short Cut, clear back..... 2 50  
Medium, clear back..... 12 00

## Lard in Tierces.

Kettle Rendered..... 7 1/2  
Family..... 5 1/4  
Compound..... 4 1/2 @ 5  
Vegetole..... 5 1/4

Ask for prices on any provisions or fresh meats. Special attention to mail and telegraph orders.

Telephone 1254.

71 Canal St., Grand Rapids.

GRAND RAPIDS GOSSIP.

Patrick Keating succeeds H. J. Keenan in the grocery business at 796 South Division street.

W. A. Butzer, general dealer at Rothbury has added a line of hardware. Foster, Stevens & Co. furnished the stock.

L. S. Dickinson, whose hardware stock at Fennville was recently destroyed by fire, has resumed business at that place. Foster, Stevens & Co. furnished the stock.

C. Dogger, who conducted a grocery store at 70 Houseman street about two years, retiring from the business a year ago, has decided to re-engage in the same business at the same location. The Olney & Judson Grocer Co. has the order for the stock.

The Grocery Market.

The wholesale oyster dealers of this city have been on the anxious seat for the past week, as each day has chronicled an advance by the various packers at Baltimore and gave promise that the ability to procure stock would soon be overcome by the severe storms. The packers were charging 85c per gallon Thursday of last week; on Friday they advanced to 90c and Saturday quotations ranged from \$1@1.10 and local dealers were loathe to place orders for more than immediate wants for fear that a slump would come before they could work out of a surplus. Monday morning telegrams naming prices all the way from \$1.20@1.40 per gallon for standards came in and played havoc with the quotations sent out Saturday and caused a hasty edition of postals to be sent out advising of the advance. Our merchants are slow to put up the price of goods, but, in the present instance, they have been forced to and the trade who draw their supply of oysters from Grand Rapids may be sure of getting stock at the closest price that can be made. It is to be hoped that the storms will abate and the supply of oysters soon become adequate for the demand at the old prices. Those being asked now will tempt captains and other men to rake the bottom of the beds if possible for a boat to be out.

Oranges—Nothing has been coming into our market during the past week, on account of the severe cold weather, and the same may be said as to shipping fruit out. City trade has been taking what the commission men and fruit dealers had to offer and, until the trains get to running more regularly, there will be a scarcity. The various California fruit exchanges are now making daily quotations and report that they can make shipments promptly. Riverside Seedlings are the cheapest thing offered while navels are the best. The Messinas are in good order, as a rule, but most too tart to please the general taste. A few moderate days will stimulate shipments and, possibly, result in a reduction of price.

Lemons—The majority of the stock coming forward is very fine and handsomely packed and, withal, very cheap. Nothing warrants the belief that good fruit can be picked up at better prices later on than present quotations and it may be that with the better demand which will come with moderate weather, prices will be advanced. Stock that is free from frost will make the buyer money at present prices.

Bananas—There is a little stock in the hands of local commission men, but, as the weather is too cold to risk reshipment, sales are few and confined exclusively to city trade.

Figs—The demand continues to be fairly good. Arrivals are falling off and prices are stiffening up a little. Bag stock goes very slowly, as street vendors who take much of it cannot do business when the mercury drops so far down in the tube.

Dates—Are moving freely as the price is very low and has evidently touched bottom.

Purely Personal.

J. F. Cook, the Martin general dealer, was in town Monday.

C. C. Philbrick (Foster, Stevens & Co.) is now in Mexico, on a trip combining pleasure and the pursuit of health.

L. C. Hayden (J. M. Hayden & Co.) is spending a week at Tecumseh, Adrian and other Southern Michigan points.

W. E. Nesbitt, who has been with the Michigan Grocery Co., of Kalamazoo, as salesman, has taken a similar position with Neil & Higgins, of Chicago.

Chas. F. Alderton, the Saginaw City grocer and meat dealer, submitted to an operation for appendicitis last Thursday. He is doing as well as could be expected under the circumstances.

J. W. Marvin, formerly with Allan Sheldon & Co., of Detroit, has engaged with Voigt, Herpolsheimer & Co., and is covering the Chicago & West Michigan and the Michigan Central.

Chas. S. Withey, the merchandise broker, submitted to an operation at the U. B. A. Home last Friday and nearly lost his life through loss of blood resulting from the puncturing of an artery. He rallied later, however, and is now considered out of danger.

Edwin Densmore, formerly of this city, but now a resident of Los Angeles, Cal., has recently embarked in the manufacture of surgeons' splints and splint material from the yucca plant. Jos. H. Spires, formerly of this city, is associated with Mr. Densmore in the business.

The Grain Market.

The wheat market showed considerable strength during the past week and closed very firm, under diminished receipts in grain centers and demand from exporters. While exports have not been up to previous weeks, there will probably be more exported, providing this blizzard weather lets up. Farmers' deliveries are, also, small, owing to the snow blockade and extremely cold weather. The visible is expected to show another 1,000,000 bushel decrease, against about one-quarter the amount for the corresponding week last year. Taking everything into consideration, the wheat market looks firm and higher prices are in sight.

Corn has, likewise, taken an advance of 2@3c, owing to Eastern demands and small receipts, making holders firm in anticipation of still further advances.

Oats have advanced a trifle and are very strong, with an upward tendency.

Receipts of wheat were 38 cars, being rather below the average, which is partially owing to the superabundance of snow. There were 29 cars of corn received, which is rather an unusually large amount. Oats received were 3 cars.

C. G. A. VOIGT.

Signal Five cigar, all imported stock, 5c.

Financial Condition of Post E.

At the regular meeting of Post E, held at Elk's Hall last Saturday evening, Treasurer Dawley presented his financial report, as follows:

ENTERTAINMENT FUND.	
Receipts	\$1,817 95
Disbursements	1,766 77
Balance on hand	\$ 51 18
GENERAL FUND.	
Received for Post dues	\$ 50 20
Disbursements to date	15 10
Balance on hand	\$ 35 20

The social party following the business meeting was one of the most pleasant of the series, albeit the attendance was not as large as was anticipated, owing to the prevalence of the prolonged "cold spell."

The Drug Market.

Gum opium is dull and lower.

Morphia and quinine are unchanged.

Carbolic acid has been advanced by manufacturers 1c per pound. Higher prices are looked for when spring demand opens.

Gum gamboge has declined.

Gum kino is almost out of market and extreme prices rule.

Cod liver oil has advanced \$8 per barrel of 30 gallons and higher prices are indicated, on account of small supply.

Linseed oil is very firm and higher prices are looked for.

Property Owners' Protection.

The Commercial Credit Company has on file over 40,000 reports of the paying ability and general character of residents of Kent county. These reports are correct up to date and show individual's records for many years back. Landlords who are seeking tenants and purchasers can thoroughly rely upon these reports being the best obtainable and without the inconvenience of waiting for reports to be gathered. Their office is over 65 Monroe street.

The Oyster Supply.

F. J. Dettenthaler, of this city, receives information that the oyster beds are all frozen up and that they are liable to stay frozen for some time to come. The market price of oysters is increasing every hour and, before the week ends, there may be no oysters in the market. All dealers should mail or telegraph their orders in at once for supplies. Mr. Dettenthaler will have them if any one does.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Sullivan Lumber Co., Wailin. Bates & Trautman, Moline. Sterken Bros., Zutphen. Hamilton Clothing Co., Traverse City. J. L. Covey, Reno. John Westover, Fruitport.

A Large Demand.

Smith—The real estate market must always be active. I should think.

Brown—Why so?

Smith—There are so many fellows nowadays who want the earth.

The recent damage by fire to the Y. M. C. A. building, of this city, was satisfactorily adjusted through the office of the Grand Rapids Fire Insurance Company. Losses through this agency are always promptly settled, as there is no delay in waiting for an outside adjuster.

A Baltimore man stole a cat, and when brought before the court was discharged on the ground that a cat cannot be considered as property.

A German manufacturer advertises, "If any person will show that my tapioca is adulterated, three boxes will be sent him free of charge."

Wants Column.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—T. LE FACTORY, LOCATED in a live town of 2,000 inhabitants. Plant includes boiler engine, kilns, sawmill and necessary machinery to manufacture tables or other lines of furniture. Town has three railroads, furnishing excellent shipping facilities. Plant cost \$17,000 and is well worth \$10,000 but will be sold for \$5,400, owing to inexperience of owner. Address No. 97, care Michigan Tradesman. 697

FOR SALE OR TRADE—FOR SMALL STOCK of goods—shoe stock preferred—two tracts of land, one of forty and the other ten acres, Address Lock Box 984, Big Rapids, Mich. 699

WANTED—TO EXCHANGE AN IMPROVED farm in Southern Michigan for a stock of merchandise. Address Box 290, Plainwell, Mt. H. 695

GOOD NINE ROOM HOUSE NICELY LOCATED in Mt. Pleasant, Mich. Will exchange for stock groceries. Address Box 87, Stanton, Mich. 696

TO EXCHANGE—FRUIT FARM IN OCEANA county for general merchandise. Address No. 694 care Michigan Tradesman. 694

A GOOD STORE BUILDING AND \$1,000 stock general merchandise, to exchange for \$1,000 worth \$5,000. For particulars, address No. 686 care Michigan Tradesman. 686

GROCERY STOCK FOR SALE—INVOICING about \$7,000, in a hustling town of 8,000. Everything cash. The only grocery that made money last year. Reasons other than usual. Address No. 691 care Michigan Tradesman. 691

FOR SALE—DRUG STOCK, CLEAN AND fresh, new shelving, counters, show cases, soda fountain and safe, the finest location in good business town. Will take \$4,000, payable half cash and balance on short time. Address for particulars, No. 685, care Michigan Tradesman. 685

TO EXCHANGE—FOR STOCK GROCERIES, boots and shoes or clothing, ten acres of nice land in first ward, Coldwater, Mich. Address S. Spruick, Shrewsbury, Mich. 688

FOR SALE—FIRST CLASS GORE ERY STOCK and fixtures nearly new. Good location, good town. Good reason for selling. Great opportunity for the right man. Address No. 683, care Michigan Tradesman. 683

FOR RENT—HOTEL TO RENT, PARTLY furnished, good bar and bar fixtures, excellent location; good chance to the right party. Inquire 67 Carrier St., Grand Rapids. 674

STOCK OF CLOTHING AND GENTLEMEN'S furnishing goods, to trade for real estate. Address No. 660, Care Michigan Tradesman. 660

GOOD FARM NEAR STATE CAPITOL, clear title, to exchange for boots and shoes. G. W. Watrous, Lansing, Mich. 659

IF YOU WANT TO BUY OR SELL REAL estate, write me. I can satisfy you. Chas. E. Mercer, Rooms 1 and 2, Widdicombe building. 653

FOR SALE—A SHOE BUSINESS, OR HALF interest in same, on one of the principal streets in Grand Rapids. New stock good trade, location all. Address No. 624 care Michigan Tradesman. 624

SITUATIONS WANTED.

WANTED—POSITION BY A GROCERY clerk having city experience. Can come well recommended. Address stating salary, P. S. Hendershott, Tecumseh, Mich. 618

MISCELLANEOUS.

THE CITIZENS OF DORR WILL PAY A LIBERAL bonus to any party who has a small capital to invest in a building lot in Dorrr. For further information write J. C. Neuman, Dorrr, Mich. 693

WANTED—TEA LEAD IN ANY QUANTITIES from everywhere. Address, stating price J. M. Hayden & Co., 69 Pearl St., Grand Rapids, or telephone 540. 694

I HAVE THE CASH TO PAY FOR A GOOD clean stock of hardware located in an A1 town. Address No. 687, care Michigan Tradesman. 682

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or commission. If offer is satisfactory address at once with particulars concerning yourself. U. S. Chemical Works, Chicago. 617

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 8-86 South Division St., Grand Rapids. 673

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. 54

WANTED—VERY 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 \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

FARM FOR MERCHANDISE.

The Michigan Hardwood Land Co., of Mancelonia, will trade best farming lands for stock of general merchandise.

A Deal (?) in Crackers.

Written for the Tradesman.

J. H. Van Zolenberg is a reputable dealer of Petoskey, and Willis P. Townsend sells crackers for M. E. Christenson, of Grand Rapids.

Long and faithfully has Willis laid the siege at the door of the Van Zolenberg grocery, for he was anxious to have its proprietor introduce the crackers and the sweet goods and the pretzels of the little Canal street bakery.

For a long, long time Mr. Van Zolenberg couldn't see it that way. He was satisfied with the goods he was handling, the people of whom he bought were using him well, he disliked a change.

W. P. may not be the handsomest man that makes his home in the Valley City but he is persistent. He can sit down on a man's neck, ride there till the train starts, then take an order for goods and catch his car at the last crossing.

Mr. Van Zolenberg is a church member good and true, and Willis' voice is as soft and low and touching as a love-lorn maiden's sigh; so, finally, through his perseverance, his apparent piety and his soothing speech, he began to impress the veteran dealer, who one day told the drummer that he might bring in his grip after supper.

Willis does not always take the trouble to change his samples when he is in the house, so it occurred to him that, as he had carried the same crackers for a number of weeks, they might be getting a trifle stale. At the hotel, therefore, he induced the landlady to warm his triple X butters in the oven and they were soon returned to him in a much improved condition. The prospect of making a new customer lent inspiration to his tired feet and he was soon standing before the merchant.

"Now, Mr. Van Zolenberg," gurgled Willis, deftly removing the trays from his grip the white, "in judging the quality of these crackers, you must take into consideration the fact that they are old samples. You know as well as I that crackers which have knocked about the country for three or four months are not as good as when first baked."

"Of course," answered the grocer. "Now, Mr. Van Zolenberg, I am very sorry that I haven't a fresh sample of our superior crackers to show you, for I should like to have you compare them with those of our would-be competitors. But I will gladly submit my samples here to a comparison with anything that you may happen to have that has been baked equally long." And Mr. Townsend triumphantly laid before his customer the tray of butter crackers.

Mr. Van Zolenberg looked critically at the goods and stirred them around a little with his hand.

"Humph!" said he. "Nice looking, ain't they?" bubbled Willis, unblushingly. "Sorry they're not fresh; but just try them. You'll find that they're not half bad, as it is." And he beamed joyfully upon the store-keeper, his face wreathed in that heavenly smile for which he is known and noted from Michigan to the North Pole.

"How long did you say these crackers have been baked?" queried the grocer, looking Willis fairly and squarely in the eye.

"Four months at the very least calculation."

"Wonderful, young man, wonderful!" exclaimed Mr. Van Zolenberg, as he gave the crackers a final stir and then leaned listlessly back in his chair.

"Wonderful?" queried Willis. "What do you mean by that? Are they so much better than those you have been selling?"

"Oh, no; but it strikes me as one of the strangest things I ever heard of. Here these crackers have been out of the oven for four long months, and they haven't cooled off yet!"

GEO. L. THURSTON.

Dry Goods Price Current.

Table of Dry Goods Price Current. Includes sections for UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, UNBLEACHED FLANNEL, BLEACHED FLANNEL, DRESS GOODS, COBSETS, CORSET JEANS, COTTONADES, PRINTS, SEWING SILK, NEEDLES-PER M., and TICKINGS.

Table of Cotton Drill, Demins, Gingham, and other fabric prices. Includes sections for COTTON DRILL, DEMINS, GINGHAMS, KNITTING COTTON, CANVASS AND PADDING, DUCKS, WADDINGS, SILK, HOODS AND EYES-PER GROSS, TABLE CLOTH, COTTON TWINES, and FLAID OSNABURGS.

Dry Goods.

New Fabrics for Spring of 1895.

Imperial Zephyrs, 28 inch, plaids and stripes, fifty patterns, a beautiful gingham to retail at 10c.

Parkhill Zephyr, 28 inch, plaids and stripes, thirty patterns, retail at 12 1/2 c, formerly sold for 15c.

Normandia Ginghams for '95 are rich, the new effects will certainly make them big sellers, as heretofore.

Caraleigh is the name of the new 5c gingham, twenty styles.

Flutter Ducks, 28 inch, piece dyed, put up in half pieces, in navy blue and light colors to retail at 12 1/2 c, they are shown in all neat effects, stripes and small figures.

Corean Crepe, 30 inch and entirely new fabric, woven designs.

Serpentine Crepe and Art Novelties in high colors.

Percales, we have over one hundred styles in fancy and white grounds, all fast colors, 36 inches wide.

Jaconet and Morley Lawns and Dimities.

Pacific and Scotch Lawns in stripes and floral effects.

Aniline plain black satines, we will show BC, TT, Berlin, Mulhouse, Export Pacific and Coecheo lines.

Fancy Satines, black ground in floral and striped effects, all grades, over a hundred patterns to show.

Bates seersuckers open up with new styles and colorings.

Cameo Drapery, cream grounds.

Pacific Twills, cream and colored grounds, also plain.

Pacific Challi and Scotch Lawns.

Pacific Black Ground and Fancy Prints are among the best made. We shall open 25 cases Jan. 10th. also a new line of American Indigos, Shirtings and wide goods; also showing Simpsons, Coecheo, Allens, Hamilton, Garners, Manchesters, Harmony and Merrimack goods.

In Dress Goods we shall carry Pacific Plain Cashmeres, 5 grades to retail from 12 1/2 to 50c per yard.

Pacific fancies, 32 and 36 inch goods.

Stevens', Flannel Dress Goods, mixtures, beautiful new weaves. 27 to 50 inch same widths in plain colors.

Atlantic Serges, 45 inch, all colors.

28 inch, double-fold novelties, exact copies of the better goods in Swivel Silk effects, stripes and plaids to retail at 12 1/2 are beauties and should be a first-class leader in the dress goods department.

28 and 30 inch Swivel Silks, never shown by jobbers before in this market. We will have 25 patterns, goods to retail at 45 to 50c, very best quality, they make beautiful waists.

Lace effect gingham should be seen to be appreciated, they are made in all the high colors and are marvels of American manufacturing art.

White Goods. We show sample lines of it now, a complete assortment.

If our men do not call on you in time, step into the store whenever you are in the city and we will take pleasure in showing you the best assortment of the above named goods ever shown in Grand Rapids.

P. STEKETEE & SONS, Wholesale Dry Goods, Grand Rapids, Mich.







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

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

E. A. STOWE, Editor.

WEDNESDAY FEBRUARY 13.

#### HANDWORK VS. MACHINERY.

THE TRADESMAN gave place, last week, to a communication from an occasional contributor, "Radix," deploring the curtailment of labor brought about by the introduction and use of labor saving machinery. Commenting on this contribution, a reader of THE TRADESMAN suggests that, as a solution of the problem, the people discard the elaborate mechanisms now in use and return to the antiquated processes of hand-labor originally employed, assuming that such a step backward will furnish labor for the people whom machinery has displaced in manufacturing and has turned out of employment.

Revolutions never go backward, because people never adopt a new idea and undertake to substitute it for the old, unless they are convinced that there is an advantage in it; and when a great majority of the people engage in a revolution, it is impossible for a mere minority, no matter how conservative, to stop the movement. It is as impossible to dam up a great flood of human energy as it would be to stop, by any human opposition, the flow of the Mississippi River. Machinery has become necessary to the world's progress, and, so far from being abandoned, its use and potentiality will be constantly increased.

The civilized races of men are not going to give up steam and electricity, and go back to the slow and painful processes of horse power and speed for the transmission of merchandise, passengers and the news. They are not going to discard the wonderful mechanisms which are now considered indispensable in every sort of industry and return to handwork; but the movement will be constantly forward to new triumphs of science and progress. This is the verdict of all the millions of the civilized races, and it is useless to talk of a single backward step.

But it cannot be controverted that, although the mission and functions of machinery were from the very first beneficent to the workers themselves, as well as to the balance of the population, there is a point where the use of mechanism operates to displace human workers who can find no place or market for their services, and, with the multiplication of such machines, this process of displace-

ment will go on until large numbers of competent people will be driven to idleness.

Such a state of things presages much misfortune to those who shall be so turned out of the means of earning an honest living by their labor. But the number of such sufferers will be small compared with those who will enjoy the assistance given by machinery, and so the minority will be forced to submit to the situation, because the vast and overpowering majority will have it so. Moreover, the abolition of machinery would not make employment for all who are able to work.

The extraordinary cheapness with which many things that were once articles of luxury are now produced by machinery has vastly increased their consumption by the masses, and if any attempt were now made to produce them with handwork, the supply would decrease and the price go up so high that only the rich could purchase them. But science, with the aid of machinery, chemistry and electricity, has succeeded not only in being able to cheapen the processes of manufacture of almost every article of luxury, as well as of necessity, but in so increasing the quantity that they can be procured at the lowest possible prices and made available to all.

One of the most common as well as important contributions by science to the needs of the working classes is the electric street railway, which, for an extremely small cost, furnishes the laborer a luxurious carriage in which to travel to and from his work. Without the aid of this modern magic such a thing would be impossible. Unfortunately, the dream of the latterday Arcadian, that he can spend all his time in study and amusement, while an ingenious machine does all his work, is impossible of realization, because he is not able to possess the machine. A manufacturing establishment is a vast system of machinery and scientific processes, created by combinations of capital; but it is powerless to accomplish the purposes for which it is intended unless combined with human skill and intelligence, and, therefore, machinery which is a creation of science, encourages and stimulates the intelligence of the men who operate it, emphasizing the fact that brain is more potential than muscle.

But so long as it deprives men of their places in industry, and finally ceases to furnish new employment for them, machinery, great blessing as it is, is not unmixed with evil, and it becomes necessary for statesmanship and philanthropy and patriotism to find some remedy for that evil. What shall it be? Heretofore, in the history of the world, when a population became too numerous to be subsisted in a country, the excess of inhabitants were disposed of partly by destructive wars, partly by deadly epidemics of disease, which formerly invaded every country and carried off millions of the people. But the most efficient source of relief from the evils of a superabundant population was the discovery of new and sparsely settled countries, into which floods of peoples overflowed and found homes and the means of livelihood.

But conditions have changed. Population increases as rapidly as ever; while wars are less frequent, and certainly epidemics of disease are vastly fewer and less deadly. As to emigra-

tion, all the new countries have been discovered. They have not yet been filled up, but they are all filling up. It is well known that there are no more extensive lands on the globe available for human habitation. The polar regions are not to be thought of; but the Americas and Australia will yet accommodate many millions more of people. And it is possible in all these vast countries for every family to have a home.

If every family possessed a patch of ground with shelter on it, there would be only food and clothing to be earned. Something like that seems to be the solution of the population problem. Let it be remembered that there never has been before an age of machinery and it is that which has cheapened the cost of living so enormously. In ancient times when population increased, the prices of necessities rose. To-day, by the aid of machinery, the increase of population does not raise the price of clothing and provisions, because mechanism and science produce those articles faster than they can be consumed.

People are lamenting at the low prices of necessities, but really that is one great compensation for the miseries of a season of great commercial depression. And this cheapening of necessities will go on. Science will renovate the worn-out fields and make them as productive as virgin lands. New machines will plant, tend and gather the crops with increased saving of labor. All food is composed of a few gases, fluids and earthly salts, and chemistry will draw these from the air, earth and water, and combine them into bread and beef, without the intervention of the farmer or the cattle grazer, and as the elements which compose bread and beef exist in unlimited quantities, the cost of feeding the people will be constantly cheapened.

Science has wrought the evil of displacing men from the field and from the factory, but it should not be doubted that science will solve the problem of taking care of them. Electricity has just begun to develop its, perhaps, infinite economic potentialities, while chemistry is truly modern magic and is capable of producing all the wonders that were wrought by Aladdin's lamp and the beneficent genii of Oriental story. Science will work out the industrial problems of such intense importance to-day; but it must be supplemented by statesmanship, philanthropy and patriotism.

#### WHY THE ADVANCE?

One effect of the President's message, announcing the purchase of gold with bonds at 3½ per cent., was a decided downward movement of all Wall Street securities. The last bonds had been sold at 2.8 per cent. and it could not be otherwise than that such an advance in the rate of interest should create a sensation. The only explanation seems to be that the last transaction is not justifiable on business principles. There has been no sufficient explanation of the fact that the purchase of gold in exchange for bonds was made privately and no opportunity given for bids.

The responsibility is thrown upon Congress of an opportunity of ten days in which to exchange these for fifty year bonds, payable explicitly in gold, at 3 per cent., but even this is a higher rate than the less favorable bonds sold for in open market a few weeks ago.

#### THE TREASURY PROBLEM.

In the defeat of the administration currency bill, last Thursday, the last possibility of currency legislation by this Congress is destroyed, and the prediction of THE TRADESMAN several weeks ago that there would be no such legislation becomes a certainty. The reason for this result is not far to seek. It is simply that there is already ample and suitable provision in the existing legislation on this subject for the relief of the embarrassment of the Treasury. It is evident that the belief that the present laws are sufficient and that there is, consequently, no need of action for temporary relief, prevents agreement on any measure that carries with it a plan for currency reform, because it is too near the end of the session for a sufficient consideration of this question.

Immediately following the defeat of this bill the President negotiated the purchase of enough gold to restore the reserve to the \$100,000,000 limit, at a price three-fourths of 1 per cent. higher than if the time had been made fifty years instead of thirty, and if the law had read "gold" instead of "coin." This last is merely a pretext, as no one thinks for an instant that this Government will ever pay its bonds in anything not equivalent to gold.

France and other countries which have been the most prosperous in their financial affairs would have raised any amount of money needed by a popular subscription or the sale of bonds to their own financiers, thus putting into use their own capital. But because gold has been going to Europe in quantities seemingly large, although comparatively insignificant, in the alarm there is nothing to be done but to have it back at any cost, regardless that our own idle millions of wealth are crying for employment. Vastly better to have paid this immense amount of interest into the channels of trade of our own country, rather than employ the surplus wealth of Europe at our expense.

It will be remembered that Judge Gaynor, of the Brooklyn Supreme Court, in a recent decision of a mandamus case makes the assertion that the striking of the employes of a street railway company is no excuse for even a temporary interruption of business and that to prevent a strike any demands as to wages must be acceded to, and then, as opportunity should offer, the men might be discharged and replaced by cheaper ones—a proceeding that any one of sense familiar with labor combinations must know would invariably precipitate a strike. It has been said that this decision put a premium on the disorders and riots of that city and that it was evidently dictated by a wish to curry political favor. This inference is substantiated by the fact that this same judge, in his capacity as a private citizen as he explains, comes out with a manifesto to the State Board of Mediation and Arbitration reciting that the manipulations of Wall Street and the combinations and inflation of Brooklyn street railway capital are responsible for the strike. That this learned judge should feel it incumbent upon himself to champion the cause of anarchy as a private citizen will go far to neutralize any influence his remarkable decision might have carried.

**THE DRIFT OF SOCIETY.**

Much comment has been directed to several social scandals which have recently come to light in several of the wealthiest American families, and the conclusion has been drawn from them that the standard of American morals is deteriorating.

It would be manifestly unjust to predicate of the great body of the American people what has been observed in a few individuals whose high social prominence is chiefly due to their extraordinary material wealth. There is no more reason that those people who are the possessors of many millions of dollars should be better than other people than that they should be worse.

Persons of great wealth and conspicuous social position constitute but a small part of any community, and they cannot be considered as peculiarly representative of the American people. Nevertheless, it cannot be denied that, in the absence of social distinction created by law, there is a growing disposition to set up a class with social precedence based on riches, and so establish a moneyed aristocracy.

There is no question that such conditions exist to a far greater degree in the great cities of the country than in the country towns. When a man in any section of the country amasses a large fortune and comes to be a multi-millionaire, he finds that the provincial towns and cities where he made his money grow too narrow for his increasing financial scope, and so he removes to a wider field of operations.

In this way most of the owners of great material wealth have gathered from all parts of the country at that city which is the American metropolis, and there in the rivalry and struggle for ascendancy, they are classified according to their riches and claim social station in the ratio of their money power. Thus has been formed that much-vaunted social circle known as New York's Four Hundred, and while the claims of "blue" blood and ancient descent are not wholly disregarded by the members of the Four Hundred, it is certain that no family not possessed of a great fortune can maintain the outward state and display required of those who belong to the charmed circle, and even in that there is a select coterie composed of the supereminently wealthy.

Thus it comes about that the wealthy classes acquire a superior conspicuousness, not only in the community in which they live, but throughout the country, and their acts seem specially to call for admiration or condemnation, and naturally the examples of social morality set by such people must exert considerable influence on others below them in the financial scale.

But it is not the effect of wealth on mere social amenities that is of importance. The influence of money upon business and politics is of vastly more moment. It is not necessary to enter into details. It is merely needed to mention the growing tendency of the money power to form great and overpowering commercial monopolies, and to control national, State and municipal legislation in their interest, while the power of money to thwart and defraud and defy justice is too well known to require comment.

It is not surprising, then, that the vast power of money has excited the envy,

the cupidity, the fear and the jealousy of many who have never heretofore been considered grasping or avaricious. They realize that money has more than ever grown to be a tremendous social and political power, the greatest power in all human economy, and that everybody wants it. Men see that money is all that can save them from virtual slavery. It means home, competency, independence. It means comfort and social respectability for their families, and it means the easiest way to social and political advancement.

The result is that, within a few decades, there has grown up the inordinate desire to accumulate wealth which now exists throughout the population. In order to get money, men who are considered honest and upright do not hesitate to take every possible advantage in finance. They speculate and take desperate risks in business in the hope of making lucky turns. Men in public office do not hesitate to use their official influence and position to acquire wealth, and they push their enterprise far past the boundary which separates honesty from crime, so that any class of violators of law can purchase immunity from punishment.

This is a serious situation, but it is the situation all the same. And the consequence is a steady, if not swift, drifting away from the highest standards of public and private morals. Many men only take care in their struggle for wealth not to overstep the line on the other side of which is the door of a felon's cell. All they ask is to be able to keep out of that; while others who have crossed the fatal boundary only hope by the use of their money to buy their way to safety.

Is there, then, any general decay of morality and a falling away from the old landmarks of honor and honesty? The prospect is not inviting. It is, on the contrary, forbidding. It is easy to see that there has been a great lapse from the ancient standards; but, then, the observer does not see the whole people. He sees only the conspicuous examples of degeneracy. But he hears a deep and growing murmur of dissatisfaction among the masses. There are no opportunities, or even hopes, of acquiring wealth for them, and they are demanding that the Government shall interpose in their behalf, either to seize on the vast accumulations of capital and make a new distribution, or else create money and hand it out to the working classes. The seriousness of the situation calls for the profoundest consideration of statesmen and philanthropists.

**The Beauty of Niagara**

can never be described and it has never been pictured so adequately and satisfactorily as in the splendid portfolio just issued by the Michigan Central, "The Niagara Falls Route." It contains fifteen large plates from the very best instantaneous photographs, which cannot be bought for as many dollars. All these can be bought for ten cents at the Michigan Central Ticket Office. 595

Why impose on a confiding public with cheap, tasteless, insipid Chicago Jelly, when you can buy Mrs. Withey's Home-made Jellies, which are really fine flavored, nice and tart, at such low prices? See this week's price list of Edwin Fallas on last page in this paper.

The retailer's friend, Signal Five, 5c. cigar.

**EVERY MERCHANT WILL ADMIT**

that he occasionally loses money by failing to charge goods sold on credit; and where he hears of one case there are twenty occur which he does not discover.

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**CHAMPION CASH REGISTER CO., Grand Rapids, Mich.**

**Commercial Aspect of the Bicycle.**

Written for THE TRADESMAN.

The establishment of the third bicycle factory in Grand Rapids impresses one with the fact of what an immense amount of business has been done in this line during the past two years.

The bicycle has passed the age in which it was simply used for sport, and is now considered by all who have become acquainted with its usefulness as a time and money saver, and as one of the necessities of life. All classes of people use the wheel, both for business and pleasure. It has even invaded the ranks of New York's swell Four Hundred, who have organized an exclusive bicycle club, which now has a membership of over 300 millionaires and their families.

The bicycle trade is a peculiar one. Outside of four or five of the largest cities in the country, exclusive bicycle stores are rarely, if ever, found. Wheels are carried as a side line to any other business in which a man wishing to take an agency may happen to be engaged. In the smaller towns of Michigan bicycle agencies have been placed with photographers, jewelers, grocers, hardware and furniture dealers, carriage repositories—almost every kind of a business house that could be mentioned. They sell as well in one place as in another, and they are a money-making line of goods for any man to carry who has business ability in his make-up. They are easy to handle, no large stock being necessary. The agent simply orders a sample wheel of the line he intends to handle. This he puts on exhibition at his place of business, with catalogues describing its general mechanical construction. If a customer likes the machine and price, he leaves his order, which is sent to the factory and in a few days the wheel arrives. In small towns the buyer is almost always a cash customer, while the agent has thirty or sixty days in which to pay for the goods he orders. Thus, if he is in a town of any size at all (say 1,500 inhabitants) and can sell but half a dozen wheels in a season, he has, practically, no money invested, and, if his customers are all cash, he actually has the use of the manufacturer's or jobber's money from the time he sells the wheel to the time his bill comes due. They are given these easy terms by the manufacturers and jobbers, because of the custom—or, rather, necessity—in the larger cities and towns, of selling wheels on a time interest-bearing contract. The necessity arises from the fact that so many wheels are sold to men who draw salaries weekly or monthly, spending their money as they go and never having enough saved up to pay cash down for a wheel. Paying cash and selling on time would inevitably swamp an agent who did not have a large capital to draw on, if he sold very many wheels; and, in order to do business, the manufacturer gives his agent long time and easy terms, even going so far, sometimes, as to carry the contracts himself. In the country it is different, as the rural customer almost always pays cash, and the agent gets the advantage of the long time and a discount for cash besides.

In most cases the small agent orders but one wheel, that being all that is absolutely necessary, but, if he wishes to be somewhat pretentious, he orders three or four, all of one line but no two alike. They will be the light and heavy models and a lady's model. If there are any

young men in his town who have athletic aspirations, he orders a racer to show them; which, generally being the most carefully and finely built of any of the line, takes their fancy—also their coin, if they happen to have any. A man can, in this way, do quite a business, in addition to his regular trade, on a very small capital and clear from \$20 to \$50 on every wheel he sells. Occasional losses will be met, it is true, but to the careful and businesslike agent their total is so small as to amount to almost nothing.

Many men, although understanding the money-making capability of the bicycle trade, hesitate to enter it because they cannot ride a wheel themselves and do not understand its mechanical construction. At first, this would, of course, be of some disadvantage, as, not being able to ride, one could not give his personal experience of the easy running qualities of the wheel he represented, and could not explain some things about it he would be supposed to know; and, as he would not comprehend the meaning of his catalogue descriptions, which are couched in the technical terms of the trade, he would be bothered in replying to the questions of would-be purchasers. But it takes but a day or two to learn to ride a little, and he would be surprised at the agility he developed in this line in a week, and at the glibness with which he would learn to rattle off "catalogue talk" to a prospective customer.

As stated above, a line of bicycles may be added to any business profitably, but the best place of all with which to place an agency is with a hardware dealer. Several makers and jobbers of hardware also manufacture and handle lines of bicycles, thus making them an appropriate line of goods for a retail hardware dealer to carry. His business relations with the manufacturer will enable him to take advantage of the liberal discounts generally allowed in the hardware trade. Some of those firms make very good wheels, too, though, as a rule, a bicycle made as a side issue to some other line is not strictly high grade. They are usually listed high—much higher than the article made in an exclusive bicycle factory—which gives plenty of leeway for the agent to take advantage of in selling for cash.

It is not necessary to sell a high-grade wheel in order to be successful. It is estimated that there are over 200 bicycle manufacturers in the United States. Out of the whole lot there are just five who can honestly be said to be sending out an absolutely high-grade bicycle. There are dozens of others whose output cannot, with propriety, be classed as low grade, but there are some half a dozen or more weak points about the wheels which debar them from the class of "top notch." The very highest grade wheels are made in factories which have in use all the improved machinery on the market. While making, the wheels are thoroughly tested, piece by piece, before being put together. One firm even makes a chemical analysis of samples of all the steel they buy before any of it is allowed to go into their machines.

It is such fine details as these which constitute the essential requirements of a strictly high-grade bicycle and which make it cost so much more than others. But the price of a wheel does not always denote its quality. Very few makers but claim that theirs is the best wheel ever made. They are all listed at the price

# PALACINE.

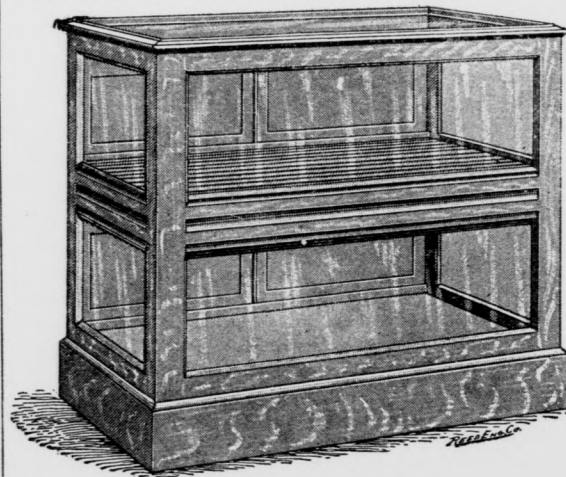
Has proved itself the only perfect illuminating oil.

**Why?** BECAUSE it gives a clear, bright light.  
BECAUSE it does not cloud the Chimneys.  
BECAUSE it does not char the wicks.  
And last but not least, does not emit a bad odor.

For sale by all first-class dealers, and refined only by

**SCOFIELD, SHURMER & YEAGLE.**  
Grand Rapids.

Telephone 865.



NEW CIGAR SHOW CASE.

**Heyman  
Company.**

Write for Prices of Any Kind.

63-65

Canal St.,

GRAND RAPIDS,

MICH.



SEE QUOTATIONS

## IT IS WRONG TO THINK

that you cannot buy goods right and the right goods in Grand Rapids. Our lines are "up to date."

**Voigt, Herpolsheimer & Co.,**

WHOLESALE

DRY GOODS, NOTIONS, ETC.

New  
Specialties  
in

# CANDY



Now in.

Oranges, Lemons, Nuts, Figs, Dates, Etc. always in stock and of the finest quality.

A. E. BROOKS & CO., 5 & 7 Ionia St., Grand Rapids, Mich.

set by the leaders in the business, in order to give them the advantage of being able to give larger discounts on their less expensively made goods. In selling for cash the agent for a cheap wheel thus has a decided advantage over the man who is handling a strictly high-grade one, for he can claim that his wheel is just as good as any on earth, and then quote a cash price which will net him a handsome profit on his sale, and which would be simply suicidal to the agent for a high-grade wheel attempting to meet it. The latter has the advantage over the former in the fact that his wheels will invariably give perfect satisfaction, and that they will always have a ready market in the old riders who want new wheels, and who have learned by experience that the best is cheapest in the end. And so it is a pretty even thing all around.

The enormous strides lately taken by the business indicate that it will soon be one of the leading industries of the country and the motto of every one will be, "Get a Bicycle." It doesn't matter much what kind so long as they "get a bicycle," and the man who enters this line of business will, very probably, never have cause to regret it. MORRIS J. WHITE.

**Prospects for Hardware During 1895.**

As a rule and with but few exceptions, the purchases of miscellaneous hardware by the country trade throughout the past year have been very conservative, so much so in some sections, that in goods of a specially seasonable character three, four and five orders in as many weeks have been noted from the same merchant and practically for the same quantities. While this may have been an exceptional instance, yet in all cases the cautiousness which characterized buying in all departments has been the subject of comment by all trade journals, and was unquestionably justified by the generally depressed condition of business. The promise of the year before the trade now is better in every respect than that which confronted it in 1894, when business of all kinds was at low tide; but signs of revival on all sides are seen as the result of renewed confidence, and "very hard times" will soon be relegated to the past along with its cousin-german, adversity. All jobbers in Chicago report that salesmen's orders in many lines now being taken for future delivery are indicative of resumption of enterprising aggressiveness on the part of country merchants, and that trade will be pushed with its accustomed vigor. Traveling salesmen also state that doubt and distrust on the part of merchants are giving way to a more hopeful and confident feeling for the future. Manufacturing industries of all kinds are wakening up to the "signs of the times," and at many of them extensions and improvements long contemplated are being pushed to completion—progressiveness appears on all sides. Renewal of activity in manufacturing means more employment for labor—skilled and otherwise—and a freer distribution of money, a large proportion of which will be absorbed by the "butcher, the baker and the candlestick maker." Hence the outlook for 1895 grows decidedly more encouraging as the weeks roll by, and barring unforeseen calamity, the prospects for the new year are hopeful and, promising in all branches of the hardware trade.

**WORLD'S FAIR SOUVENIR TICKETS**

ONLY A FEW LEFT.

Original set of four - - - - - 25c  
Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company.

**Your Bank Account Solicited.  
Kent County Savings Bank,  
GRAND RAPIDS, MICH.**

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

Transacts a General Banking Business.  
Interest Allowed on Time and Savings Deposits.

DIRECTORS:  
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,  
T. J. O'Brien, A. J. Bowne, Henry Idema,  
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier

Deposits Exceed One Million Dollars.



WE WANT  
**BEANS**

and will pay highest market price for them.

If you have any stock you wish to dispose of, seek headquarters for an outlet.

**The Bradstreet Mercantile Agency.**

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

**H. M. Reynolds & Son,**

Jobbers of

STRAW BOARD,  
BUILDING PAPERS,  
BUCKSKIN and MANILLA  
WRAPPING PAPER,  
ROOFING MATERIALS,  
COAL TAR and ASPHALT;  
also

**Practical Roofers,**

Corner Louis and Campau Sts.,

Grand Rapids, - - - - - Mich.

**Coal** reconsigned from Grand Rapids to all points north on short notice.

**S. P. BENNETT FUEL & ICE CO.**

Grand Rapids, Mich.



**HEROLD-BERTSCH SHOE Co.,**  
5 and 7 Pearl St.,  
Our Line for 1895 is

Greater in variety and finer than ever attempted before. Every one of the old Favorites have been retained.

Your inspection is kindly solicited when in the city.

Our representatives will call on you early and will gladly show you through.

Keep your eye on our Oil Grain line in "Black Bottoms."

Headquarters for Wales-Goodyea Rubbers.

**WHOLESALE  
OYSTERS**

**OSCAR ALLYN,**  
106 Canal St.

For Fish, Game and Poultry telephone 1001.

Office Telephone 1055.

Barn Telephone 1059.

**SECURITY Storage and Transfer Co**

257-259 OTTAWA ST.

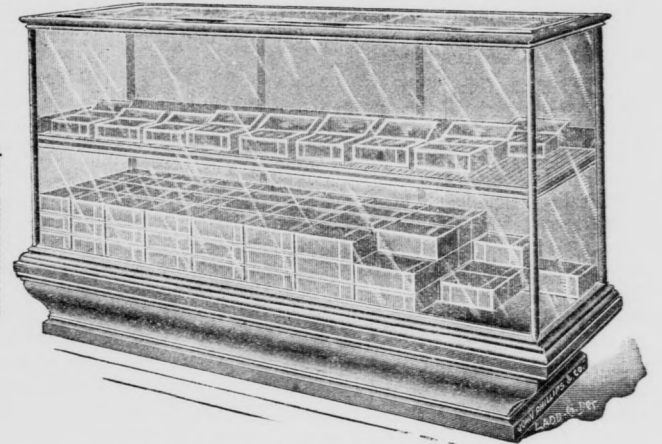
**Moving, Packing, Dry Storage.**

Expert Packers and Careful, Competent Movers of Household Furniture. Estimates Cheerfully Given. Business Strictly Confidential. Baggage Wagon at all hours. F. S. ELSTON, Mgr.

*Silent Salesman*  
TRADE MARK

**Show Cases,  
Store Fixtures,  
Etc.**

BUY  
**PHILLIPS' CASES.**  
ESTABLISHED 1864.



Silent Salesman Cigar Case. Send for Circular.

**J. PHILLIPS & CO., Detroit, Mich**

Back to the  
**Old Price**

**P. & B. OYSTERS**  
Beat Them All.

**P. & B. Standards**

PER GALLON, \$1.10.

CLEANLINESS and NEATNESS characterize our goods and packages.

**The Putnam Candy Co.**

**SWEET'S HOTEL**

MARTIN L. SWEET has assumed control of Sweet's Hotel, retaining the Messrs. Irish as manager. Extensive improvements have been made throughout the house. Steam heat has been put in every room, and the office, remodeled and newly decorated, is one of the handsomest in Michigan.

DEVIUS PATHS.

Written for THE TRADESMAN.

The question has been asked, Are not merchants more to blame than their customers for the large amount of adulterated and fraudulent goods now on the market all over the country? Of course, there is, occasionally, a demand for them, but seldom more than once by the same person. It would seem to be the duty of every dealer to discourage the sale of inferior goods of any kind, as it is only a question of time when the sale of such articles will "return to torment him." But, says one, "If I do not keep what is wanted, another will, and I shall lose a sale." People, however, do not want factitious goods of any kind; they simply want a lower grade of a good article, and which you can generally furnish them, and convince them that it will answer their purpose until a better can be afforded. If cloth of any kind, it will outwear and look better than any "shoddy," if not quite as warm; if groceries or provisions, it is then a question of health, as well as economy, and no adulterated food should be used at any price.

"Look at this coat you sold me six weeks ago!" said a man who stepped into a clothing store the other day. "Why, the cloth is all dropping apart and isn't worth the stuff it was made with, and yet you told me it was a pretty good coat."

"I said it was a pretty good coat for the price I asked," answered the dealer. "Of course, I have better ones."

"Well, you should be ashamed to sell this one at any price," retorted the customer, and one would readily agree with him.

The store contained coats at the same price, made of far better quality of cloth, although not as heavy as this one, which was really shoddy. All this might have been explained to the customer and a satisfactory sale made him, even if not quite as remunerative to the dealer, who lost the profit of several coats in this transaction.

It is the same in all departments of cheap goods, and, in using the word "cheap," I do not mean simply less than their value, but poor, worthless and trashy. If it is deemed indispensable that such stock should be kept, let it be in the background, to be brought forward only as a last resort, and then better under-rate than over-rate such to the customer; then, should a sale be made, you will not be blamed. Far better to say, "I will sell you a really good spring or fall coat at the price of this, and with which you will be better satisfied even during winter weather;" or, if it is groceries he is buying, frankly tell him that the tea for which he asks is not profitable for him, and recommend a less quantity of better goods. Any sensible person will soon learn that you are anxious to look after his interest a little as well as your own. Really good articles always speak for themselves, and the store keeping them in stock is certain to be remembered and visited again; besides, a majority of people talk to others about a good article of merchandise, and, in praising it, are doing you good service in advertising, which is often worth more than all the profits you may make from any one customer.

FRANK A. HOWIG.

Signal Five cigar is Spanish hand-made, 5c.

Conflict between Law and Justice.

There is no misunderstanding the latest decision of the Kentucky Court of Appeals on the subject of dispensing liquor, as set forth in the interesting opinion of Judge Hazelrigg. The case (Commonwealth, appellant, v. Fowler, appellee) has excited a keen interest among the entire Kentucky trade, and the present decision compels the druggist to pay.

The statute under which Mr. Fowler, a respectable druggist of Louisville, was indicted, requires a fifty-dollar license ere the druggist may sell spirituous liquors in quantities not less than a quart, the liquor not to be drunk on or near the premises; for quantities less than a quart, a physician's prescription and a license are the conditions of legal sale. Mr. Fowler sold a pint of whisky without a prescription and without a license.

The lower court looked upon the statute as a revenue statute, and declared it unconstitutional, since it singles out for purposes of taxation a particular commodity necessarily handled as a part of the druggist's line, and encumbers that commodity with a specific tax. The legislature may tax the drug business, but not a drug—it may tax the whole, but not the parts—it may require a license to practice pharmacy, but not a license to sell a particular medicine.

The Court of Appeals reversed the ruling and now contends that the Act was not intended as a revenue measure; that it simply contemplates the exercise of the ordinary police power of the Government. While the legislature has no power to prohibit the prescription and sale of liquors for medicinal uses, the State, in the exercise of its police powers, may place watches over the traffic in whisky, may enact all sorts of police regulations, may require license and establish strict police surveillance. Judge Hazelrigg quotes approvingly the decision in Woods v. State, 36 Ark., 36, wherein the Court held that the defendant druggist could not lawfully, without a license, sell spirits even as medicine upon the prescription of a physician.

We have here a striking illustration of the chasm which yawns between law and justice. Legally the ground taken above seems to be unassailable; but from the view-point of equity it is an outrage to place the reputable pharmacist on a level with every keeper of a dramshop. But, as a learned Judge maintains, the remedy for unwise or unjust legislation is not to be provided by the judiciary. Vicious laws may be good law; a detestable statute may be constitutionally and judicially beyond reproach, and the hardship must be removed by effecting a repeal of the obnoxious measure in the legislature. The druggists of Kentucky have no right to feel bitter against the latest ruling—it is certainly no severer than the precedents cited; and if they properly resent the implication that druggists and saloonkeepers are worthy of equal suspicion in the eyes of the State, their only recourse is agitation and pressure made to bear on the Kentucky Legislature until the present statute is no more.

My maple syrup is very fine. Now is the time to sell it and get a good profit. See price list on last page of this paper.

EDWIN FALLAS.

Use Tradesman Coupon Books.

Poultry Raisers, Attention!

Thoroughbred Fowls,  
Buff Wyandottes,  
Buff Brahmas,  
Buff Plymouth Rocks,

Buff Columbians,  
White Plymouth Rocks,  
White Wyandottes,  
Light Brahmas,

Barred Plymouth Rocks,  
White Leghorns,  
Eggs, \$2 per setting.

Cut clover, green food, Bowker's Animal Meal, Sheridan's Condition Powders, Lambert's Death to Lice. Correspondence solicited.

G. H. BEHNKE & SONS,  
30 E. Bridge St., Grand Rapids.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR  
The Lycoming Rubber Company,

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

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

Send me a trial order for  
a mixed car of  
**Flour,  
Feed,  
Hay,  
Etc.**

G. H. Behnke,

30 East  
Bridge Street,  
Grand Rapids, Mich.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—  
Green or Dry.

Office and Yards, 7th St. and C. & W. M. R. R.  
Grand Rapids, Mich.

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

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

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN R'Y.

GOING TO CHICAGO.

Lv. G'd Rapids ..... 7:15am 1:35pm \*11:30pm  
Ar. Chicago ..... 1:25pm 6:50pm \*7:30am  
RETURNS FROM CHICAGO.  
Lv. Chicago ..... 8:25am 5:00pm \*11:45pm  
Ar. G'd Rapids ..... 3:05pm 10:25pm \*6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids ..... 7:25am 1:25pm 5:30pm  
Ar. Grand Rapids ..... 11:45am 3:05pm 10:25pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids ..... 7:30am 3:15pm  
Ar. Manistee ..... 12:20pm 8:15pm  
Ar. Traverse City ..... 1:00pm 8:45pm  
Ar. Charlevoix ..... 3:15pm 11:10pm  
Ar. Petoskey ..... 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.  
\*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. Detroit ..... 7:40am 1:10pm 6:00pm  
Ar. Grand Rapids ..... 12:40pm 5:30pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:35am 10:45pm

TO AND FROM LOWELL.

Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
Ar. from Lowell ..... 12:40pm 5:20pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.  
Trains week days only.  
GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains	Le	ve	†No. 14	†No. 16	†No. 18	*No.
G'd Rapids, Lv	6:45am	10:20am	8:25pm	11:00pm		
Ionia, Ar	7:40am	11:25am	4:27pm	12:35am		
St. Johns, Ar	8:25am	12:17pm	5:20pm	1:25am		
Owosso, Ar	9:00am	1:20pm	6:05pm	3:10am		
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am		
Bay City, Ar	11:30am	4:35pm	8:37pm	7:15am		
Flint, Ar	10:06am	3:45pm	7:05pm	5:40am		
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	7:30am		
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am		
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am		

WESTWARD.

For Grand Haven and Intermediate Points ..... \*7:00a. m.  
For Grand Haven and Muskegon ..... \*1:00 p. m.  
" " " " Mil. and Chi. .... \*5:35 p. m.  
†Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:00 p.m.  
Trains arrive from the west, 10:10 a.m., 3:15 p.m. and 9:15 p.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 Traverse City, Petoskey and Saginaw ..... \*7:40 a. m.  
For Saginaw and Mackinaw ..... \*5:00 p. m.  
For Petoskey and Mackinaw ..... \*6:25 p. m.

TRAINS GOING SOUTH.

Leave going South  
For Cincinnati ..... \*7:25 a. m.  
For Kalamazoo and Chicago ..... \*2:15 p. m.  
For Fort Wayne and the East ..... \*2:15 p. m.  
For Cincinnati ..... \*6:40 p. m.  
For Kalamazoo and Chicago ..... \*11:40 p. m.

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

Lv Grand Rapids ..... 7:25 a.m. 3:15 p.m. \*11:40 p.m.  
Ar Chicago ..... 2:40 p.m. 9:00 p.m. 7:10 a.m.  
2:15 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 ..... 6:50am 3:30pm 11:30pm  
Ar Grand Rapids ..... 2:50pm 9:15pm 7:20am  
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.  
7:25 a.m. 9:50 a.m.  
1:00 p.m. 1:15 p.m.  
5:40 p.m. 5:20 p.m.  
C. L. LOCKWOOD,  
General Passenger and Ticket Agent.

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery  
Headings, Maps, Plans and Patented  
Articles.

TRADESMAN CO.,  
Grand Rapids, Mich.

DANGER AHEAD.

Michigan Merchants Must Be Active to Defeat Inimical Legislation.

LANSING, Feb. 11—Referring to your friend, the Dairy and Food Commissioner, I wonder if your attention has been called to any of the various propositions now before your Legislature to increase his power and emoluments.

My objection to that spirit of paternalism in government, which promotes the appointment of office holders with that power to enter and search, which is generally so offensive to American citizens, is that, when once started, it is difficult to limit or control it. My belief has always been that it is much wiser to find remedies for many evils without appealing to political patronage; for the moment a new fountain of political "pap" is placed "on tap," there is no end to the ingenuity in devising means to increase the supply. So, now that the Dairy and Food Commissioner has gotten into saddle, he is, apparently, pressing the Legislature to increase his powers, and especially, his patronage and emoluments, by means of assistants and liberal appropriations.

House Bill No. 2 now proposes to amend the Act which created the office of Dairy and Food Commissioner by proposing that "it shall be unlawful to sell any kind of compounded article for food or drink or any kind of cooking purpose without first putting on a label giving the formula printed in English and placed in a prominent place on each and every package, with the true analysis of the exact proportion of each ingredient used in the manufacture or in compounding the same."

Just imagine, for instance, the manufacturer of Worcestershire Sauce being obliged to give away his recipe in this manner to his competitors. Or imagine, if you please, every bake shop which sells "manufactured" or "compounded" bread, pie or doughnuts, being obliged to label as above prescribed. You can go through any grocery store in Lansing and find anywhere from a dozen to a hundred "compounded" articles of food which, according to this law, must be labeled in this ridiculous manner in Michigan, as is not required anywhere else in the civilized world, to say nothing about the destruction of the rights of an enterprising manufacturer who has gotten up a new article of food, more convenient, more economical and more wholesome for the use of any intelligent cook or housewife, and who must immediately advertise and give away his recipe to his indolent or unscrupulous competitor. Can you imagine anything more absurd?

Another bill, known as No. 1 in the Senate and No. 8 in the House, proposes the most outrageous and unheard of regulations for almost every kind of business you can think of. Section 18, for instance, provides that compound lard shall be sold only under the name of "lard substitute," giving ground for the belief that the measure originated in the fertile mind of some lithographer, who realizes the new labels such a change of name will involve. The next section requires that when anybody sells any "lard substitute" (compound) he must hand the purchaser "a card upon which is distinctly and legibly printed the name of the article and a list of the several components of the mixture together with the relative proportions thereof."

I have cited only a few instances of the harsh and uncalled for provisions embodied in the measure proposed and fathered by the Dairy Commissioner, but enough has been said to convince the trade that, unless these obnoxious bills are defeated, it will be decidedly unpleasant to conduct a grocery or meat business in this State, as every dealer will be subjected to an espionage which is decidedly offensive to the American idea of freedom. RADIX.

THE TRADESMAN pleads guilty to the charge of being responsible, in some small measure, for creating the sentiment which resulted in the creation of the office of Dairy and Food Commis-

sioner, but right there the responsibility ends. In agitating the matter of better food laws, THE TRADESMAN acted on the assumption that whenever the office of Food Commissioner was created by the Legislature, the Governor would see to it that it was filled by a competent person. Instead of doing so, however, the executive saw fit to appoint a man who knew nothing about the subject and does not appear to be inclined to increase his knowledge; and even after the Governor had had an opportunity to note the inefficiency of his appointee, he re-appointed the same individual for the full term of two years. It is a common remark that ignorance is the hardest thing with which to deal and that an ignorant man is the most difficult to control, and the experience of the people with the present Food Commissioner is an apt illustration of this truism. As proof of the inefficiency and inexcusable ignorance of the present Commissioner, the merchants of Michigan have only to peruse the Brundage bill, so-called, which was prepared in the office of the Food Commissioner, and may, therefore, reasonably be supposed to represent his ideas (or lack of ideas) on the subject. The bill as a whole is a compilation of all of the crudities, mistakes and vicious features which have been tried in other states, and have been, or are being, rapidly abandoned altogether, because of their injustice and impracticability. If any dealer is inclined to doubt this statement, he has only to send to his Senator or Representative for a copy of the bill, and THE TRADESMAN guarantees that a perusal of the measure will cause him to use his best endeavors to accomplish its defeat, for in case it is enacted into a law no dealer, reputable or otherwise, will be safe from constant annoyance and expense of persecution and prosecution. \* \* \*

At the annual meeting of the Michigan Dairymen's Association, held at Adrian last week, the pure food bills were discussed at some length, culminating in the adoption of the following resolutions:

Your Committee, to whom was referred the consideration of the pure food and dairy bills now pending in the Legislature, so far as they refer to the manufacture and sale of butter and cheese and all imitations thereof, respectfully reports that it has had the same under consideration and submits the following recommendations as a result thereof:

1. We recommend the enactment of a law similar in all essential particulars to the Massachusetts law recently upheld by the United States Supreme Court in the case of Cone vs. Plumley. The bill introduced in the House of Representatives by Hon. C. K. Hoyt, of Hudsonville, meets our approval in this particular.

2. We approve Sec. 8 of House bill No. 30, file No. 8, in relation to the sale of oleomargarine, etc.

3. We recommend the enactment of the Massachusetts law regulating the use of butter substitutes by keepers of hotels, restaurants, eating saloons, boarding houses, etc., which requires actual notice of such fact to be given to guests.

4. We recommend the imposition of a revenue tax of, at least, 2 cents per pound on filled cheese.

5. We recommend the enactment of Sec. 13 of House bill No. 31, File 8, in reference to the prohibition of the manufacture and sale of filled cheese.

6. We recommend the adoption of only one brand for Michigan cheese, which shall be "Michigan Full Cream Cheese," and that the adoption of the same be made optional with the manu-

facturer, similar to the laws now in operation in New York, Ohio and Minnesota.

7. We disapprove of the naming of a minimum percentage of fat to constitute full cream cheese; but favor any proper legislation which will prevent and punish the voluntary removal of any fat or cream from milk made into full cream cheese.

A Wisconsin woman, after getting a divorce from her husband on the ground of desertion, learned that he had been dead for two years.

Only men of small minds and prejudiced and envious dispositions engage in the outlawry of boycotts.

Gas making was invented by a Frenchman in 1802. He made gas by the dry distillation of wood.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2	Quires, 160 pages	.....	\$2 00
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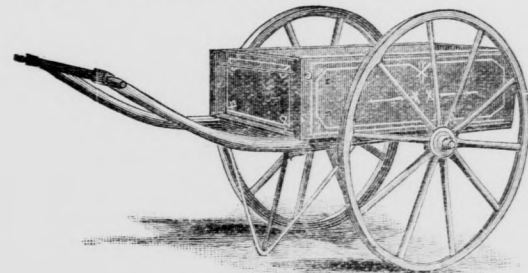
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80 Double Pages, Registers 2,880 Invoices... \$2 00

TRADESMAN COMPANY, Agents,

Grand Rapids, Mich.

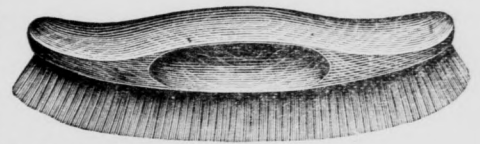
DO YOU WANT A HAND CART?



	Diam. of Wheels.	Size of Box Outside.	Price Each.
No. 0	42 in.	48x28 in.	\$10 50
No. 1	36 in.	40x23 in.	9 00
No. 2	30 in.	32x20 in.	8 25

Carts of this kind are growing in popular favor daily. Painters, Carpenters, Bill Posters, Masons, etc., find that they are ahead of anything else for carrying tools and light material. Farmers, too, use them to good advantage in the orchard or garden. Box easily adjustable. Handles on carts No. 0 are not bent. Made also with springs and third wheel. Write for catalogue. LANSING WHEELBARROW CO., Lansing, Mich.

GRAND RAPIDS BRUSH COMPY,



MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

Michael Kolb & Son, Clothing Manufacturers

Rochester, N. Y.

Wm. Connor will be at Sweet's Hotel, Grand Rapids, Wednesday, Feb 13; also Thursday and Friday, Feb. 21 and 22, with his full line of samples in Men's, Youth's, Boys' and Children's Clothing; also an elegant line of Spring Overcoats. Customers' expenses allowed.

MICHAEL KOLB & SON.

Buckwheat Cakes Are Ripe.

This stinging cold weather reminds us of Buckwheat Cakes when we get up in the morning. Absolutely pure and unadulterated Buckwheat Flour made from sound and well-cleaned grain is an essential and we make it and put it in up in barrels, 24 and 10-lb. sacks. Quality guaranteed the best. Prices right. Write us.

The Walsh-DeRoo Milling Co. Holland, Mich.

**Drug Department.**

**State Board of Pharmacy.**

One Year—Ottmar Eberbach, Ann Arbor.  
 Two Years—George Gundrum, Ionia.  
 Three Years—C. A. Bugbee, Charlevoix.  
 Four Years—S. E. Parkill, Owosso.  
 Five Years—F. W. R. Perry, Detroit.  
 President—Fred'k W. R. Perry, Detroit.  
 Secretary—Stanley E. Parkill, Owosso.  
 Treasurer—Geo. Gundrum, Ionia.  
 Coming Meetings—Detroit, Jan 8; Grand Rapids  
 March 5; Detroit (Star Island), June 24; Lansing, Nov 5

**Michigan State Pharmaceutical Ass'n.**

President—A. S. Parker, Detroit.  
 Vice-President—John E. Peck, Detroit.  
 Treasurer—W. Dupont, Detroit.  
 Secretary—F. C. Thompson, Detroit.

**Grand Rapids Pharmaceutical Society.**

President, John E. Peck; Secretary, B. Schrouder.

**THE LANGUAGE OF TRADE.**

**Words Which Do Not Describe the Things They are Applied To.**

From the New York Sun.

"Your cloth is better than that," said the tailor to the customer, placing two pieces of worsted diagonal side by side.

"What's the difference?" asked the customer.

"Well," said the tailor, "the other is good part cotton."

"And mine's all wool?" asked the customer.

"Yours is mostly wool," replied the tailor, looking at the customer with evident surprise at his innocence.

The cant phrase "all wool and a yard wide" has come to mean half cotton and twenty-seven inches wide. Some persons believe that the difference between phrase and fact is to be attributed to the high tariff on woollens and worsteds, but such discrepancies run through all branches of trade, whether they are affected by the tariff or not. Every real thing has come through modern ingenuity to have an admirable counterfeit bearing the real thing's name, and so meaningless have names become in trade that the retailer sells the counterfeit under the name of the real with little or no consciousness of untruthfulness. Male customers usually fail to understand this, and are outraged on discovering that the thing does not correspond to its name, but women who are born shoppers long ago accepted the situation and adopted the false nomenclature. They do not resent as dishonest the conduct of the grocer that offers "fresh eggs" at so much and "strictly fresh new laid eggs" at fifty per cent. more. Every woman knows that the shops sell for silk material that has a cleverly made surface of pure silk on a back of cotton. Women judge not by the name, but by the price, the "feel," and the other indications to which men are blind. It was discovered a few years ago that many imported silks were made with only a small percentage of real silk along with clay for weight and soap for luster, while American manufacturers were turning out the real thing and finding it despised.

There is a regularly recognized set of substitutes in every department of trade, just as the druggists have substitutes that are made to serve when some unimportant ingredient in a prescription is not at hand. The word porcelain has actually lost its true significance, save, perhaps, in the fine arts, and cooking utensils are glibly sold as "porcelain-lined" that have merely an inner surface of coarse glazed clay. A Philadelphian invented, a good many years ago, a sort of white glass for lamp shades and called it hot-cast porcelain, and now many forms of white glass are sold as porcelain. It has ceased to be a lie, because all the world knows that the term is purely conventional.

The phrase "antique oak" has gradually come to mean, in the language of the cheap furniture makers, stained ash, or even poorer material, and the rug importers have contributed to trade the verb "to antique," with its past participle "antiqued," the form commonly used. "Mahogany" will soon mean in the language of the cheap furniture trade any wood stained into distant imitation of new mahogany. Of course the latter, in turn, is stained to imitate old mahogany, and is sold as such. Celluloid has become a counterfeit for almost anything, and its protean devices are immeasura-

ble. It goes as often as not as ivory, and doubtless there are shopkeepers that sell it as such with no sense of fraud.

The terminology of the hardware trade is in a chaotic state by reason of the way in which counterfeits have obtained currency. "Steel hatchets," made of cheap iron, are sold at 25 cents, and the substitution of iron for steel runs all through the trade. The merchant gauges his customer, and offers the counterfeit or the real, as the case seems to demand, without any sense of dishonesty. Electro-plated iron goes for bronze, and cast iron goes for wrought iron. The fraud is so transparent to any one buying with his eyes open that it scarcely seems worth quarrelling about. The merchant acknowledges the nature of the counterfeit when pressed, and takes no shame in the acknowledgment. Perhaps some of them never see the real thing, and are innocent of even constructive fraud.

When it comes to leather goods the same system of counterfeiting prevails. You may get what is technically called an "alligator skin" traveling bag at any price you wish to pay, but no man with an eye in his head is ever deceived by the transparent device, and the dealers deem it an innocent trick to please persons in search of what they cannot buy.

You find the far east side shops a grotesque mimicry of fashionable shops in Broadway and Fifth avenue. Things in the latter are reproduced in counterfeit in the former at prices to suit customers.

It is possible to furnish an east side house and clothe an east side family in the queerest counterfeits of the articles that go to furnish a fashionable home and clothe its inmates. The thing long ago ceased to be a reprehensible fraud because it was too transparent, and when the east side customer wishes the real thing he pays the real price without grumbling. The language of trade has ceased to be a lie and has become a huge joke.

**The Manufacture of Wooden Shoes.**  
Written for THE TRADESMAN.

Grand Rapids can boast of a unique industry, which is recognized all over the country, although little known here, and has not its duplicate in Michigan. This is the Wooden Shoe Factory.

It was started in a small way, on Goodrich street, by the present manager, J. H. Ten Braak, in 1873. Six years ago he moved into the present building, corner Spring and Bartlett streets. Six men are now employed there. The trade has steadily increased, and has been especially prosperous the past two years when people have substituted wooden shoes for leather ones for outdoor work. The work is done by hand and the methods and tools employed seem peculiarly foreign to an American.

Only such woods as basswood, soft maple and willow are used, and a cord a day is required. The blocks, which are twelve to fourteen inches in length, are split into several sections, the number depending on the diameter of the wood.

With a few seemingly careless strokes of a hatchet and a queer tool called a "distel," the chunk assumes the general shape of a shoe. A "broad-knife" gives the curves of grace—if the term may be applied to such an ungainly object as a wooden shoe. To an outside observer the most interesting part of the work is the "digging out." Spoon-shaped bores of different sizes are deftly manipulated, making the shavings fly, and in a few minutes lo! there is room for the foot. Then comes the polishing of the shoe with glass and it is ready for the market.

Each man can make ten pair of these shoes in a day, and so the capacity is three hundred and sixty pair weekly.

The shoes are in sizes to fit men,

women and children, and their corresponding prices at wholesale are 25, 20 and 15 cents, with 5 cents added for retail. Only 3 per cent. are sold in Grand Rapids, and these are mostly worn by Hollanders and some Germans.

Such shoes last from six months to a year. Farmers, gardeners, engineers, firemen and workers in breweries find them especially desirable, on account of their protection from moisture and from fire.

Large quantities of these shoes are shipped to eighteen states of the Union, and smaller quantities to nearly every other state. Recently, a pair was made and sent to President Cleveland to use on his fishing tours—if he so desires.

Z. E. U.

Mr. J. C. Shaw: Your name File Book has become a necessity with us. "So say Pettit Brothers, the well-known grocers of this city. "Valuable time is saved for personal attention to customers."

Some \$143,000,000 worth of property passed through the Salt Ste. Marie canal during the last season.

**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.



<b>Seely's Lemon.</b> (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
<b>Seely's Vanilla</b> (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.



Mail and telegraph orders receive special attention.

# VAN TWILLER

The Best 5c Cigar Ever Put in a Box

Wellauer & Hoffman Co., Milwaukee, Wis.,  
 Wholesale Distributors.

J. A. Gonzalez, Michigan Representative.

**Chas. Pettersch,**  
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**Imported and Domestic Cheese**  
 Swiss, Brick and Limburger a Specialty.  
 161-163 West Bridge St, Telephone 123  
 GRAND RAPIDS

**A. B. KNOWLSON,**  
 Wholesale Shipper  
**Cement, Lime, Coal, Sewer Pipe, Etc.**  
 CARLOTS AND LESS  
 GRAND RAPIDS, MICH.

Deaf and Dumb Men

## DO THIS



when they want the  
**BEST 5c CIGAR**  
 on the market.  
**S. C. W.**

is sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids Ask your Jobber to send you a sample with next order or apply to  
 G. J. JOHNSON,  
 GRAND RAPIDS, - - MICH.

## Signal Five

Best Havana Filler 5c Cigar.

Manufactured by  
**Ed. W. Ruhe,**  
 47 Dearborn St., Chicago.

Represented by  
 F. E. Bushman,  
 523 John St., Kalamazoo, Mich.



Wholesale Price Current.

Advanced—Carbolic Acid, Gum Kino, Cod Liver Oil. Declined—Gum Gamboge, Gum Opium.

Table of chemical and medicinal products under various categories: ACIDUM, AMMONIA, ANILINE, BACCAR, BALSAMUM, CORTEX, EXTRACTUM, FERRU, FLORA, FOLIA, GUMMI, HERBA, MAGNESIA, OLEUM, POTASSIUM, RADIX, SEEMEN, SPONGES, SYRUPS, and TINCTURES.

Table of medicinal products including: Morphia, S. P. & W., C. Co., Moschus Canton, Myristica, Nix Vomica, Aconitum Napellis R, Aloes, Arnica, Asafetida, Atropine Belladonna, Benzoin, Cantharides, Capsicum, Castor, Catechu, Cinchona, Columba, Conium, Cuba, Digitalis, Ergot, Gentian, Guaiac, Zingiber, Hyoscyamus, Iodine, Ferr Chloridum, Eino, Lobelia, Myrrh, Nux Vomica, Opil, Camphorated, Deodor, Aurant Cortex, Rhafany, Rheal, Cassia Acutifol, Sesquiterp, Strophanthum, Tolutan, Valerian, Veratrum Verde, Ether, Spts Nit, Alumenum, Annatto, Antimon, Antipyrin, Antifebrin, Argent Nitras, Arsenicum, Balm Gilead Bud, Bismuth S. N., Calcium Chlor, Cantharides Russian, Capsici Fructus, Caryophyllus, Carmine, Cera Alba, Cera Flava, Coccus, Cassia Fructus, Cantharida, Octacum, Chloroform, Chloral Hyd Crst, Chondrus, Cinchonidine, Corck, Creosotum, Creta, Ether Sulph, Eumery, Ergota, Flake White, Galls, Gambier, Gelatin, Glassware flint, Glycerin, Grana Paradisi, Humulus, Hydragr, Ichthyobolla, Indigo, Iodine, Resnub, Iodoform, Lupulin, Lycopodium, Macis, Liquor Arsen et Hydragr, Liquor Potass Arsenitis, Magnesia Sulph, Mannit, S. F., Meisnitz Mixture, Sinapis, Snuff, Maccaboy, Soda Boras, Soda Et Potass Tart, Soda Carb, Soda, Bl Carb, Soda, Ash, Soda, Sulphas, Spts, Ether Co, Myrcia Dom, Myrcia Imp, Vinyl Rect, Tamarinds, Terbenith Venice, Theobromae, Vanilla, Zinc Sulph, Whale, winter, Lard, extra, Lard, No. 1, Linsed, pure raw, Linsed, boiled, Neat's Foot, winter, strained, Spirits Turpentine, PAINTS, Red Venetian, Ochre, yellow Mars, Putty, commercial, Vermillion Prime American, Vermillion, English, Green, Peninsular, Lead, red, white, Whiting, white Spain, Whiting, Gliders', White, Paris American, Whiting, Paris Eng, Universal Prepared, VARNISHES, No. 1 Turp Coach, Extra Turp, Coach Body, No. 1 Turp Furn, Extra Turk Damar, Japan Dryer, No. 1, Turp.

HAZELTINE & PERKINS DRUG CO. We Sell for Medicinal Purposes Only.

Canada Malt Whisky

A Pure Medicinal Whiskey Distilled for Us from the Best Grain. Price \$4.00 per doz. 7.50 per case of 2 doz.



HAZELTINE & PERKINS DRUG CO., Manufacturing Chemists, 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.

Table listing various grocery items such as Axle Grease, Baking Powder, Bath Brick, Bluing, Brooms, Brushes, Candles, Canned Goods, Cheese, and others with their respective prices.

Table listing various grocery items such as Apricots, Blackberries, Cherries, Peaches, Raspberries, Strawberries, and others with their respective prices.

Table listing various grocery items such as Cream Tartar, Catsup, Clothes Pins, Cocoa Shells, Coffee, Chicory, Clothes Lines, Condensed Milk, and others with their respective prices.

Advertisement for Coupon Books, featuring 'Trade' and 'Superior' brands, and Coupon Pass Books. Includes images of coupon books and a 'One Cent Coupon'.

Table listing various grocery items such as Peel, Raisins, Prunes, Envelopes, Farinaceous Goods, Lima Beans, Peas, Rolled Oats, Fish-Salt, and others with their respective prices.

Advertisement for Flavoring Extracts, featuring 'Souder's' and 'Jennings' brands. Includes an image of a Souder's Vanilla bottle and a list of products like Lemons, Vanillas, and Gunpowder.



Peerless evaporated cream, 5 75

PICKLES. Medium. Barrels, 1,200 count. 2 40

PIPES. Clay, No. 216. 1 70

POTASH. 48 cans in case. Babbitt's. 4 00

RICE. Domestic. Carolina head. 5 1/4

Imported. Japan, No. 1. 5 1/4

SPICES. Whole Sifted. Allspice. 6 1/4

Pepper, Singapore, black. 10 10

Mustard. Eng. and Trieste. 25 25

Nutmegs, No. 2. 75 75

Sage. "Absolute" in Packages. 4 00

SAL SODA. Granulated, bbls. 1 1/4

SEEDS. Anise. 13 13

STARCH. Corn. 30-lb boxes. 6

SNUFF. Scotch, in bladders. 37

SODA. Boxes. 5 1/2

SALT. Diamond Crystal. 8 1 60

Butter, 56 lb bags. 65

115 2 1/2 lb sacks. 24 60

100 3-lb. sacks. 2 10

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

SEELY'S EXTRACTS. Lemon. 1 oz. F. M. \$ 90 doz. \$10 20 gro

G. R. Soap Works Brands. Concordia, 100 3/4 lb. bars. 3 50

Best German Family. 60 1-lb bars. 2 25

Concord. 3 45

Single box. 3 95

American Family, wrp d. \$3 33

Acme. 3 65

Silver. 3 65

Mono. 3 30

Savon Improved. 2 50

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. \$4 69

Cut Leaf. 4 69

Cubes. 4 31

Powdered. 4 31

Extra Fine Granulated. 4 60

Mould A. 4 31

TEAS. JAPAN—Regular. Fair. \$17

SUN CURED. Fair. \$17

BASKET FIRED. Fair. \$18

GUNPOWDER. Common to fair. \$25

ENGLISH BREAKFAST. Fair. \$18

P. Lorillard & Co.'s Brands. Sweet Russet. \$30

D. Scotten & Co.'s Brands. Hiawatha. 60

Bazoo. \$30

Can Can. \$27

Nellie Bly. \$24

Uncle Ben. \$24

McGinty. \$25

Something Good. \$38

Wilson & McCaulay's Brands. Gold Rope. \$43

Happy Thought. \$37

Messmate. \$32

No Tax. \$4

Let Go. \$31

WOODENWARE. Tubs, No. 1. 5 75

Perkins & Hess pay as follows: Mink. 30 @ 1 00

Green. 3 1/2 @ 3 1/4

Part Cured. 2 1/4 @ 4 1/4

Full. 2 1/4 @ 5 1/4

Dry. 5 @ 7

Klips, green. 3 @ 4

Washed. 12 @ 15

Unwashed. 8 @ 12

MISCELLANEOUS. Tallow. 3 @ 3 1/4

Grease butter. 4 @ 2

Switches. 1 1/2 @ 2

Ginseng. 2 @ 2 25

GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test) 48

No. 2 Red (60 lb. test) 45

Bolting. 1 40

Flour in sacks. 1 65

\*Patents. 1 65

CROCKERY and GLASSWARE. LAMP BURNERS. No. 0 Sun. 40

LAMP CHIMNEYS.—6 doz. in box. No. 0 Sun. 1 75

First quality. No. 0 Sun, crimp top, wrapped and labeled. 2 10

XXX Flint. No. 0 Sun, crimp top, wrapped and labeled. 2 60

Pearl top. No. 1 Sun, wrapped and labeled. 3 70

La Bastie. No. 1 Sun, plain bulb, per doz. 1 25

Rochester. No. 11, lime (65c doz) 3 40

Electric. No. 2, lime (70c doz) 4 10

Miscellaneous. Junior, Rochester. 50

Nutmeg. 15

Illuminator Bases. 1 00

Barrel lots, 5 doz. 90

7 in. Porcelain shades. 1 00

Case lots, 12 doz. 90

Mammoth Chimneys for Store Lamps. No. 3 Rochester, lime 1 50

No. 3 Rochester, flint. 1 75

No. 3 Pearl top or Jewel gl's. 1 85

No. 2 Globe Incandes. flint. 1 75



SILVER SOAP. 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. \$4 69

Cut Leaf. 4 69

Cubes. 4 31

Powdered. 4 31

Extra Fine Granulated. 4 60

Mould A. 4 31

Diamond Confec. A. 3 94

Confec. Standard. A. 3 87

F. F. Adams Tobacco Co.'s Brands. Peerless. 18

Old Tom. 26

Standard. 22

Globe Tobacco Co.'s Brands. Handmade. 40

Leidersdorf's Brands. Rob Roy. 26

Uncle Sam. 28

Red Clover. 32

Tom and Jerry. 25

Traveler Cavendish. 38

Buck Horn. 30

Plow Boy. 30

Corn Cake. 16

40 gr. \$17

Half bbls. 19

Pure Cane. Fair. 17

Good. 20

Choice. 25

Lea & Perrin's, large. 4 75

Small. 2 75

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

Diamond. 75

Royal. 90

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

Diamond. 75

Royal. 90

WET MUSTARD. Bulk, per gal. 30

Beer mug, 2 doz in case. 1 75

YEAST. Magic. 1 00

Warner's. 1 00

Yeast Foam. 1 00

WET MUSTARD. Bulk, per gal. 30

Beer mug, 2 doz in case. 1 75

YEAST. Magic. 1 00

Warner's. 1 00

Yeast Foam. 1 00

Diamond. 75

Royal. 90

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

Diamond. 75

Royal. 90

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

ELECTROTYPES ENGRAVINGS & TYPE FORMS TRADESMAN CO. GRAND RAPIDS, MICH.

**The Root of the Currency Trouble.**

Nobody familiar with the predominating sentiment of both Houses of Congress can have been disappointed because the President's message failed of leading to legislation for the relief of the Treasury. Had the President confined himself to asking for nothing but plain and indisputable authority to do what he has undertaken to do under the cover of the old Resumption act—namely, sell bonds for gold with which to redeem the legal tenders—he might perhaps have succeeded. But, having loaded down this request with suggestions for the retirement and cancellation of the redeemed notes, for the creation of additional bank currency, and for an increased use of silver certificates as money, he aroused opposition in so many different quarters that it was impossible for him to overcome it.

The embarrassment in which the Treasury finds itself conspicuously demonstrates the confusion that prevails in our currency laws and the necessity for their revision and thorough reconstruction. The root of the trouble is that Congress has never been even approximately united in its views of what the currency ought to be, and that every act passed in relation to it has been the result of compromise and patchwork. The Resumption act itself was purposely ambiguous as to the disposition intended to be made by it of the legal tenders then outstanding. According to the obvious meaning of its language, they were not only to be redeemed, but cancelled. This was the view which Secretary Bristow took of the matter, but when the act was under debate in the Senate a motion to make cancellation compulsory beyond dispute was voted down, Senator Sherman arguing that the point had better be left open until the act went into effect. When, in 1878, a few millions of the notes had been cancelled upon the theory that to "redeem" meant to extinguish, Congress hastily passed, without debate, an act forbidding a continuance of the process, and ordered the notes thereafter redeemed to be reissued. Then came the Bland-Allison Silver Coinage act, which, purporting to be an act restoring silver to use as a money metal, really did no more than create a metallic legal tender currency, depending for its value principally upon its legal tender quality and the limited volume of its issue. Next came the famous Sherman act of 1890, which, for the sake of raising the price of silver, has saddled the country with some thousands of tons of the metal purchased with \$150,000,000 of promises to pay either gold or silver at the discretion of the Government, and which also were made legal tenders. The purchasing clause of this act again was repealed in 1893, but nothing has been done toward paying off the notes previously issued under it, nor even toward replacing them with notes uniform in character with the old legal tenders. Now, the President, after having issued \$100,000,000 of 5 per cents, nominally for redemption purposes, but really to fill a gap in the national revenues, is about to issue \$100,000,000 4

per cents, this time really for redeeming the legal tenders, but, instead of complying with the letter of the law and making them run thirty years to maturity, he proposes to shorten the term to twelve years and a half.

The lack of concentration upon a single meritorious measure, and the coupling with it of others not only unimportant but detrimental, which is displayed in the President's message, also reflects the divergence that reigns in regard to financial measures all over the country. In New York the financiers have gone mad with the idea that not only must gold payments be maintained, but that the legal tenders must be cancelled by the sale of interest-bearing bonds and the whole business of issuing paper money turned over to the banks. Many, like the President, would be content if the currency thus to be issued by the banks were based upon Government bonds, but a large number clamor for the abolition of even this safeguard, and would leave the bank notes unsecured, except by a small special deposit of national money, and make them dependent for the rest of their value upon naked bank credit. This is a beautiful scheme for increasing bank profits, and in the East it might not occasion loss to the public, but we cannot have one law for the East and another for the West and the South. All sections must be treated alike, and no sane man who will calmly consider the probable consequences of allowing the 3,750 scattered national banks to control the volume of the currency and to assume the exclusive responsibility of providing for its redemption in gold can possibly favor the proposition. Still less can he favor the further extension of the business to the 3,000 State banks now existing, and to the thousand more that would be organized under the stimulus of prospective profits, especially if the requirement of Government bonds as security be dispensed with and the issue of currency be permitted upon bank credit in major part or entirely.

**WANTED.****Beans, Potatoes, Onions.**

If you have any to offer write us stating quantity and lowest price. Send us sample of beans you have to offer, car lots or less.

**MOSELEY BROS.**

26 28, 30 and 32 Ottawa St., GRAND RAPIDS, MICH.

**GRAND RAPIDS STORAGE and TRANSFER CO., Ltd.,**  
General Warehousemen and Transfer Agents.

Dealers in

Carriages, Wagons, Agricultural Implements and Binder Twine.  
General Office, 83 South Division street, Grand Rapids.

**COLD and DRY STORAGE.**

General Office, Telephone 945.  
Warehouse, Telephone 954.

**E. J. BROOKS, Man'g.**

**California  
Navel  
Oranges.**

**All Sizes. Lowest Prices.**

The Putnam Candy Co.

**THEY ALL SAY**

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

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

**JOBS IN RUBBERS!**

Just the thing for

- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

Address **G. R. MAYHEW, Grand Rapids, Mich.**

Aside, too, from its intrinsic demerits, the scheme of converting the legal tenders into interest-bearing bonds, even though those bonds should not be used as a basis of bank circulation, is, as I have several times lately pointed out, extremely offensive to the majority of our citizens outside of bank stockholders and bank officers, especially at the West and Southwest. It is impossible to make them see any advantage in paying forever interest on \$500,000,000 which the nation now gets for nothing, and in turning over that interest to the banks. The more the legal tenders are denounced, the more firmly do their friends cling to them, and the reasoning by which it is sought to prove that they have been more costly to the country than the same amount of interest-bearing bonds would have been is so palpably sophistical and unfair that it works in their favor. At the time they were issued they took the place of an equal amount of 6 per cent. gold interest bonds, for which we could not have obtained 50 cents on the dollar in gold. Computing the interest that would have been paid on these bonds, and the cost of redeeming them at par in gold, it can easily be shown that they would have been even more expensive than the greenbacks have been. Besides, it is not now a question of the past. We are dealing with the future and with the proposition to pay \$15,000,000 a year without any necessity for it.

On the other hand, many of our Western and Southwestern fellow citizens are making upon Congress demands which no honest man can approve. They are suffering from the low prices of their great agricultural staples, and they want to have those prices increased by diminishing the purchasing power of the currency. Some of them seek to do this by admitting silver to free coinage at the ratio of 16 to 1, and thus substituting for the present gold dollar a silver dollar worth only half as much. By this means 5-cent cotton would become 10-cent cotton and 50-cent wheat \$1 wheat. Others clamor for a dilution of the paper currency, which would have a similar effect in raising prices, and, curiously enough, they agree with the Eastern bankers in favoring an unlimited issue of bank notes, so elastic in volume that prices shall never fall, no matter how great may be the quantity of commodities offered for sale. A suspension of gold payments and a consequent currency premium on gold would please both them and the silver men. Every cent of increase in the rate of foreign exchange produced by a gold premium would cause a corresponding rise here in the price of exportable products, and would thus afford their producers a measure of relief. Hence, both they and the silver men view with complacency the withdrawal of gold from the Treasury, and would rather assist it than prevent it.

So long as this conflict of views and aims continues it is in vain to expect any permanent financial system to be adopted by the nation. We have to settle, first, whether gold shall be the sole standard of value, or whether we shall try and add silver to it, with the probability amounting to certainty that if we do, silver will drive out gold and remain master of the field. Bimetallism is a delusion and a snare. It is only silver monometallism in disguise, and that its advocates are secretly conscious that it is so appears from their constant clamor for it as a

means of raising the prices of commodities. No legislation can lower the commercial value of gold nor raise that of silver, and if silver is once adopted as the standard for measuring prices, they will surely adapt themselves to it. Next, after deciding between gold and silver, we must choose whether our paper currency shall be issued by the Government or by banks, and if by banks whether it shall be secured by Government bonds, by a safety fund, or by the assets of each bank alone.

Meanwhile, the turmoil and controversy in which we are engaged and the alarms to which we are from time to time subjected, as we are at present, are having an educational effect which, though costly, is beneficial. For the moment we seem to have escaped the catastrophe of a suspension of gold payments, and, since any legal tender notes which may be hereafter redeemed will not be needed to pay current expenses, they can be retained in the Treasury. Their retention, by curtailing the bank reserves, will contract credits as well as the currency, and will thus tend to raise the rate of interest here and stop the outflow of gold. In fact, the President could long ago have produced this result merely by issuing not only bonds enough to provide both for redemption and for current expenses, but enough to lock up so great a quantity of legal tenders as to contract the volume of currency. If, for example, a year ago he had sold \$200,000,000 of bonds instead of \$100,000,000, he would have been able practically to cancel, say, \$150,000,000 of legal tenders. It is true that the act of 1878 requires him to reissue them, but it does not require him to throw them away, and so long as he had enough other money to meet appropriations he need not pay them out.

The rate of interest talked of for the forthcoming loan is not flattering to our national pride. British consols are selling upon a 2½ per cent. basis, and the French 3 per cents are at a premium. For us to have to give 3¼ or 3½ per cent. for a trifling loan of \$100,000,000 indicates a lack of confidence, not in our ability to repay the money, but in our will to do it. Indeed, unless Congress authorizes the bonds to be made expressly payable in "gold" and not merely in "coin," I do not see how any financier of repute can safely recommend them to his European customers. The fight for free silver coinage is by no means yet ended, and if at some future date the purchasers of bonds payable in "coin" should get back silver for the gold they have given, they will not have very friendly feelings for the men who have led them into making the investment.

MATTHEW MARSHALL.

Whose Teeth?

A well-known dentist tried hard to collect a bill of a shoe seller who didn't keep his stock up, and after many ineffectual efforts said to the debtor:

"I do not intend to send you any more bills, and I don't intend to sue you; but there is one thing I want to tell you. Every time you cut off a piece of beefsteak, and pass it to your wife, I want you to remember she is not masticating that with her teeth, nor with your teeth, but with my teeth."

In two or three days he received a check. The motion of those doubly also teeth in his wife's mouth was too much for the debtor.

No drugs, a healthy smoke, Signal Five.

# All Great Men

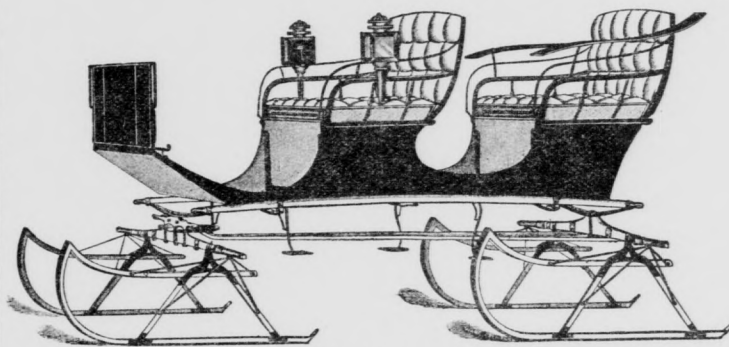
Have Made Mistakes.

## We Made One

In Our Last Week's Ad.



### ADJUSTABLE RUNNERS.



For Buggies, Surries, Hacks, Hearses and Express Wagons.

Can be attached in a few minutes and your Vehicle is converted into a sleigh ready for the road.

To Fit	½ Axles	List	
"	"	"	\$13 00
"	1	"	13 00
"	1 ¼	"	14 75
"	1 ½	"	14 75
"	1 ¾	"	17 25
"	2	"	17 25
"	2 ¼	"	18 75
"	2 ½	"	18 75

NOTE—In ordering give size of Axle, and length of Axle Box in the Hub.

### BROWN, HALL & CO.,

20 and 22 Pearl St., Grand Rapids.

MANUFACTURERS OF CUTTERS, SLEIGHS AND VALLEY CITY BENT KNEE BOBS.

CURRENT COMMENT.

G. R. Pearsons, a capitalist of Fort Dodge, Iowa, several years ago drained Owl lake, in Humboldt county. He obtained a title to the ground, and, after spending a good deal of money, managed to make tillable ground of the bed of the lake, amounting to some 1,000 acres. Now, under the advice of lawyers, several persons have settled on the land, claiming that, as the lake was a meandering body, the land belonged to the Government and was open to homesteaders. Other attorneys hold that the squatters had no rights, but that the adjoining landowners had riparian rights. Pearsons is likely to spend more money before he enjoys the fruits of his labors.

The post office authorities have interrupted the career of a swindler in Cleveland, Ohio, who was making a bushel of money by a nice little scheme. He was publishing a little magazine called the Ladies' Monthly Gem. In this he advertised that everyone who solved an easy riddle would be entitled to purchase, for \$3.50, a fine gold watch and get the magazine for a year. So many letters came in that the department became suspicious and investigated the business. For several days all letters received have been detained and the contents of them show that the concern was taking in cash at the rate of \$50,000 a month. The "gold watches" which were sent out were found to be brass things, worth not to exceed \$1.

M. Pictet, a French physician, has invented a new remedy for dyspepsia, which has the advantage of being very simple. He noticed that when animals were exposed to great cold, the external heat of the body was not lowered, and argued that it must be because the cold acted as a stimulus to the vital activities of the system. He was suffering with a stomach affection, which made eating a torture to him, and determined to experiment on himself. Clothed in a thick pelisse, he entered a pit where the air was kept at 10 degrees below zero. At the end of four minutes he commenced to feel hungry, and at the end of eight minutes M. Pictet, who had forgotten what appetite meant, was ravenous. After eight similar trials, lasting about ten minutes each, he was cured. Dr. Pictet has since adopted the plan of retiring for a few minutes before each meal to his ice cellar. For his patients he is fitting up an ice parlor for the same purpose. This new method of curing indigestion has received the name of frigitotherapy.

According to a report from the United States Consul General at Frankfort a result of the tariff war with Germany is that the imports of American wheat into that country fell from 6,302,130 tons in 1892 to a little over 3,000,000 tons in 1893 and to still less in 1894, while the German imports from Argentine Confederation of that cereal increased to almost the extent of our loss. The tariff war of 1893 between Germany and Russia reduced the imports of wheat from Russia from 2,572,991 tons in 1892 to 216,362 in 1893. The settlement of the war put the imports up to an amount in 1894 nearly equal to that of 1892.

The reason for the removal of Mr. Greenhut from the receivership of the Whisky Trust—that he was interested in

private speculation in its stock, so that it was for his interest it should depreciate in value—reveals a condition of things most reprehensible and suggests the question as to how much the wide fluctuations of that stock the past few years has been caused by the manipulation of its President and to what extent such manipulation may have been a factor in the final failure.

Hypnotism is rather a dangerous thing to play with. At a young people's party at Rockford, Ill., the other evening the conversation turned on the subject, and one of the young men said that he could hypnotize anybody in the room. A young woman, Lena Molsine, offered herself as a subject. In a minute he had her unconscious, but when he attempted to restore her he found that he was powerless to do so. The guests became alarmed, shook her, threw cold water in her face and shouted frantically, "Right, right," but she would not come "right." Finally Matt Cleary, another amateur hypnotist, happened in and brought her out of her trance.

A protest against the decadence of forests in order to secure material for railroad ties is made in a report issued by the Agricultural Department on the use of metal railroad ties and preservative processes and metal tin plates for wooden ties. It shows that about 20 per cent. of the railroad mileage of the world, outside of the United States and Canada, is laid on metal. In the United States little practical progress in metal ties is reported. The proportion of track laid with metal ties to the total length of railways throughout the world has increased from 7 per cent. in 1890 to 10 per cent. in 1894.

Some people appear to act on the assumption that the way to build up their home town is to bestow on other places the patronage which should be accorded local enterprises. This is an erroneous theory and the man who practices it will ultimately learn, to his regret, that he has made the mistake of his life.

The police justice of Haverhill, Mass., must be a keen observer of men and methods. During the trial of a number of trades unionists for assaulting non-union men during the recent strike at that place, he remarked that the "object of a strike is to gain notoriety for the leaders who go about in dress coats stirring up strife."

While we are wrangling about whether we ought to submit to an income tax or not, the people of Victoria, Australia, are making an experiment in a like direction. They exempt all incomes up to \$1,000. From that upward they classify incomes into those derived from personal exertions and those derived from property. The former are taxed 3 pence on the pound from \$1,000 to about \$11,000, and 6 pence from that amount upward. The incomes derived from property are taxed at just double those rates.

It is claimed that much of the terrible suffering in Nebraska during the cold term might have been alleviated by the proper distribution of the supplies forwarded from the East and South. A fearful responsibility rests on whoever had it in their power to see that the supplies went to their proper destination without delay.

In the attempts of Congress in the way of legislation for the relief of the Treasury the mistake has been made of confounding the question of currency reform with the question of revenue or a provision to meet the rapidly increasing deficit. If, as the Treasury officials assert, the revenues now provided will soon change the deficit into a surplus, there is no need of legislation to meet the temporary requirements. If the revenues are not enough, any amount of juggling with the currency will not avail—they must simply be increased.

Barroom Profits in the United States.

From Bonfort's Wine and Spirit Circular. Over in Canada the tax on one of our proof gallons is about \$1.80, if we are not misinformed, and yet the best grades of Canadian whiskies retail in the leading saloons of Toronto and elsewhere at five cents per drink. This, too, notwithstanding the fact that the grog of Canada calls for more spirits than the toddy of this country.

In the United States the retailer charges the consumer fifteen cents and higher in all of the better places, and even then hands out a cheap grade of stuff to the average customer. Saloon men in this country are not unlike the balance of our population, in that they want to grow rich in a year, and they are always on the lookout for short cuts. They will fit up a saloon regardless of expense, put mirrors up for ceilings, pave the floor with mosaics and \$20 gold pieces, finish in the most expensive hardwood, and decorate with artistic bric-a-brac, pictures, etc. And yet this very place will not hesitate to pass a \$1.50 per gallon whisky over the bar and charge 15 cents per drink for it.

The trouble is that distillers pay no attention to the retailing of their liquors in this country, while in Canada they give much attention to this matter.

Pertinent Hints to Salesmen.

A salesman, to be of any value, must be alive and energetic, prolific in ideas and possessing the judgment to turn those ideas to account when the favorable time comes around. If the employer does not recognize his service, it is only a matter of time before another will. Merit will meet its reward in the long run. The salesman who would be something more than a mere machine must study the customers and must know how to cater successfully to their likes or dislikes. It is the clerk who uses his brains that the "old man" takes into partnership.

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE  
COCOAS AND  
CHOCOLATES



on this continent,  
have received  
HIGHEST AWARDS

from the great  
Industrial and Food  
EXPOSITIONS  
IN  
Europe and America.

Unlike the Dutch Process  
no Alkalies or other Chemicals or Dyes  
are used in any of their preparations.  
Their delicious

**BREAKFAST COCOA**  
is absolutely pure and soluble, and  
costs less than one cent a cup.

SOLD BY GROCERS EVERYWHERE.  
WALTER BAKER & CO. DORCHESTER, MASS.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORE IN BARRELS.	
Mess.	10 75
Short cut	11 00
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	12 25
Boston clear, short cut	12 50
Clear back, short cut	12 50
Standard clear, short cut, best	12 75
SAUSAGE.	
Pork, links	6 1/2
Bologna	5
Liver	6
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	7 1/2
Cranger	7 1/2
Family	5 1/2
Compound	5 1/2
Cottolene	6 1/2
Cotosuet	6 1/2
0 lb. Tins, 1/2 c advance.	
0 lb. pails, 1/2 c	
50 lb. " 3/4 c	
25 lb. " 1/2 c	
13 lb. " 1 c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 00
Extra Mess, Chicago packing	6 75
Boneless, rump butts	9 45
SMOKED MEATS—CANNED OR PLAIN.	
Hams, average 20 lbs.	9
" " 16 lbs.	9 1/2
" " 12 to 14 lbs.	9 3/4
" picnic	6 1/2
" best boneless	8 1/2
Shoulders	6 1/2
Breakfast Bacon boneless	8 1/2
Dried beef, ham prices	9 1/2
DRY SALT MEATS.	
Long Clears, heavy	6 1/2
Briskets, medium	6 1/2
PICKLED PIGS' FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90
TRIPLE.	
Kits, honeycomb	75
Kits, premium	85

OYSTERS

Note New Prices.

Daisy Brand, Favorites, per can	14
Daisy Brand, Standards, per can	16
Daisy Brand, Selects, per can	24
Solid Brand, Standards, per can	18
Solid Brand, E. F., per can	20
Solid Brand, Selects, per can	24
Solid Brand, Extra Selects, per can	26
Standards, per gal.	90
Extra Standards, per gal.	1 00
Oysters fine and cans well filled.	
The Queen Oyster Pails at bottom prices.	
Mrs. Withey's Home Made Jelly, made with boiled cider, very fine:	
30-lb. pail	65
40-lb. pail	50
17-lb. pail	45
15-lb. pail	40
1 quart Mason Jars, per doz	1 40
1 pints Mason Jars, per doz	95
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6 1/2
10-lb. pails, per lb.	6 1/2
2-lb. cans, per doz	1 40
5-lb. cans, per doz	3 50
Pint Mason Jars, per doz	1 40
Quart Mason Jars, per doz	2 25
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	10
New Pickles, medium, barrels	5 00
New Pickles, 1/2 barrel	2 75
New Sauer Kraut, barrels	4 00
New Sauer Kraut, 1/2 barrels	2 50
Maple Syrup, pint Mason Jars, per doz	1 40
Maple Syrup, quart Ma-on Jars, per doz	2 25
Maple Syrup, tin, gallon cans, per doz	9 00
Peach Marmalade, 20-lb pails	1 00

EDWIN FALLAS,  
Grand Rapids, Mich.

Blank Books,  
Tablets,  
Stationery.  
EATON, LYON & CO.  
20 & 22 Monroe St.,  
GRAND RAPIDS.

## "Jess" what you want.

We are always on the lookout for something to please our trade and put dollars in their pockets; and, after thorough investigation, and many tests have secured a plug tobacco that just suits everybody. It is called "JESS," is a club shaped plug, 2x12, spaced for 3 cuts and shows a good margin to the retailer. It weighs 16 ounces to the plug and the consumer gets full value for his money. We propose to push it to the front and make it the leading plug tobacco of Michigan. Ask our salesman to give you a chew, and show you the goods and you will buy. Everybody is taking it. Why? Because it is "Jess" what they want and have been looking for.

Musselman Grocer Co., Grand Rapids, Mich.

## Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

There are a great many Butter Crackers on the Market—only one can be best—that is the original

## Muskegon Bakery Butter Cracker.

Pure, Crisp, Tender, Nothing Like it for Flavor. Daintiest Most Beneficial Cracker you can get for constant table use.

Nine Other Great Specialties Are

Muskegon Toast,  
Royal Fruit Biscuit,  
Muskegon Frosted Honey,  
Iced Cocoa Honey Jumbles,  
Jelly Turnovers,  
Ginger Snaps,  
Home-Made Snaps,  
Muskegon Branch,  
Milk Lunch

ALWAYS ASK YOUR GROCER FOR MUSKEGON BAKERY'S CAKES and CRACKERS

## United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon, Mich.

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks, Notions, Ribbons, Hosiery, Gloves, Underwear, Woolens, Flannels, Blankets, Gingham, Prints and Domestic Cottons.

We invite the Attention of the Trade to our Complete and Well Assorted Stock at Lowest Market Prices.

## Spring & Company.

# Horse Sausage

Is something we do not care to talk about. Horse Feed is what we wish to discuss this week and we will use horse sense in doing so.

**Do You Sell Feed?  
Do You Buy Feed?  
Do You Use Feed?**

If so, note this: Lots of people make feed. Lots of people make poor feed. We make Good Feed.

## OUR SPECIAL SALE

Will continue for one week more and you will be wise if you take advantage of it. We guarantee satisfaction. Our feed has never been excelled. If you handle feed send in your order now and be ready to reap the harvest. Don't wait till the demand for feed is all gone before filling your bins. We send out quotations regularly every two weeks. If you want them sent in your address and we will put your name upon our list.

Valley City Milling Co., Grand Rapids Mich.

**A.C. MCGRAW & CO. DETROIT**  
**RUBBER DEPARTMENT.**

**BOSTON RUBBER SHOE CO.**

WE STAND AT THE HEAD OF RUBBERS AS WE CARRY THE LARGEST STOCK.

MERCHANTS **NOTE OUR TERMS**

ALL RUBBERS SHIPPED DURING JAN. FEB. OR MARCH ARE NOT PAYABLE UNTIL MAY 1ST 1895.

OUR SOUVENIR BOOK "FROM THE FOREST TO THE FOOT." SENT FREE UPON APPLICATION.



TROJANS,

## MICHIGAN BARK AND LUMBER CO.,

GRAND RAPIDS, MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.  
W. D. WADE, Vice-Pres.  
C. U. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1895.

Correspondence Solicited.



# WHY NOT

buy an assorted Package of the finest pattern of **Engraved Ruby Glassware** on the market—we are selling it at bottom prices. **It's a Hummer.**



15016 Ruby Engraved Assorted Package.

OR THIS

2 dozen Engraved 2.....	\$ 50	\$ 1 00
2 " " 4.....	50	1 00
2 " " 11.....	50	1 00
Box 35c.		\$ 3 00

## No. 15016 -- Ruby Engraved Assorted Package New Glassware.

1-6 dozen 4 piece sets.....	\$ 9 00	\$ 1 50
1-6 " 1/2 gallon Jugs.....	9 00	1 50
1 " Tumblers.....	1 00	1 00
1-6 " Celeries.....	3 00	58
1-6 " Oils.....	4 00	67
1-6 " Molasses Cans.....	4 50	75
1-2 " Salts.....	90	45
1-2 " Peppers.....	90	90
1-12 " 8 inch Berry Nappies.....	9 00	75
1 " 4 1/2 inch Berry Comports.....	1 20	1 20

Package 35c.

\$ 8 85

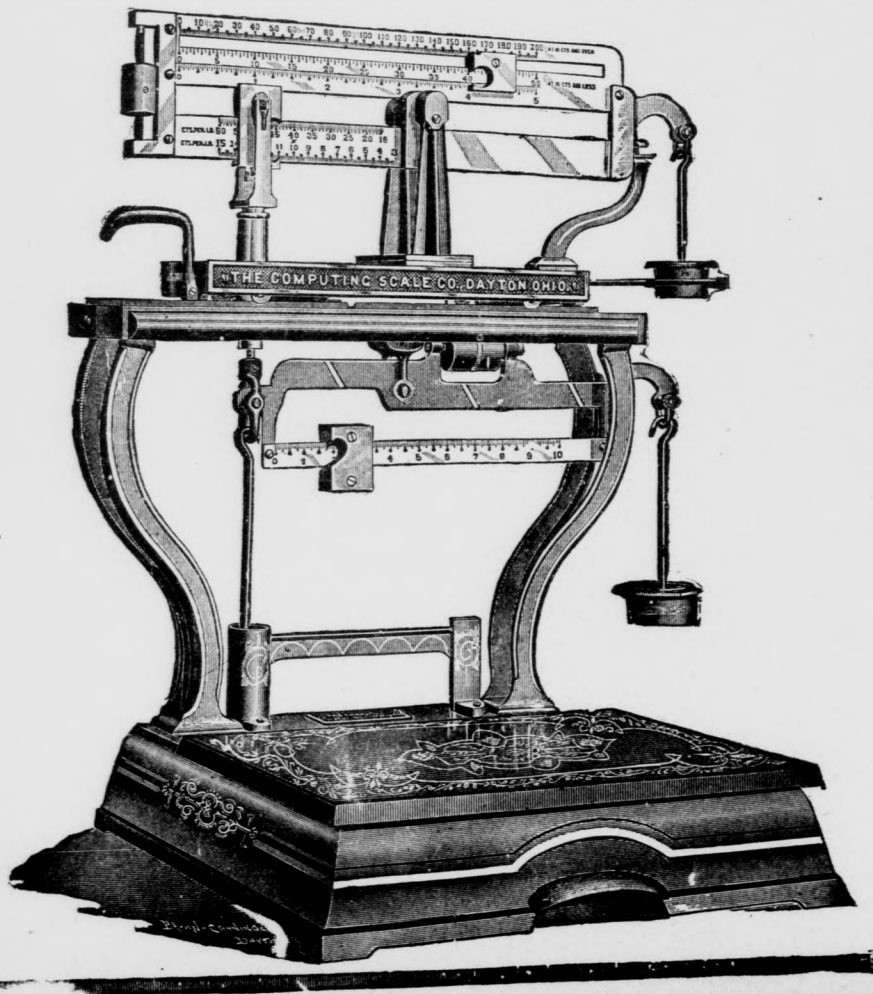
## Assorted Package Flint Blown Engraved Tumblers.



Robin Assortment.

Try One Package of Each of These and Be Happy.

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



## THE DAYTON COMPUTING SCALE

**WARNING == To Users of Scales.**

The trade are hereby warned against using any infringements on **Weighing and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letters Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law. The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent. Respectfully

THE COMPUTING SCALE CO.

Be Sure You Buy the **DAYTON COMPUTING SCALES.**

### SEE WHAT USERS SAY:

We are delighted with it. The Jos. R. Peebles Son's Co., Cincinnati.  
 Would not part with it for \$1,000. Dan W. Charles, Hamilton, O.  
 It saves pennies every time we weigh. Charles Young, Adrian, Mich.  
 They are worth to us each year five times their cost.  
 Raup & Hayman, Constantine, Mich.  
 We are very much pleased with its work.  
 Henry J. Vinkemulder & Bro., Grand Rapids.  
 Since the adoption of your scales have made more money than ever before.  
 Frank Daniels, Traverse City, Mich.  
 I take pride in recommending them to ever user of scales.  
 Chas. Railsback, Indianapolis.  
 I heartily recommend them to all grocers who wish to save money.  
 Geo. F. Kreitline, Indianapolis.  
 It is the best investment I ever made.  
 I. L. Stultz, Goshen, Ind.

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General Selling Agents,  
**Dayton, Ohio**