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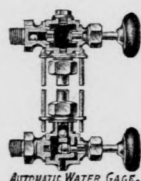
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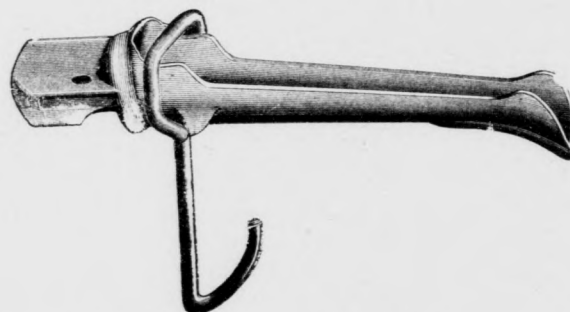
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MARCH 13, 1895.

NO. 599

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USE TRADESMAN'S WANTS COLUMNS

WEALTH AND ITS USES.

WEALTH. Mr. Gladstone has recently said, is the business of the world. That the acquisition of money is the business of the world arises from the fortunate fact that, with few unfortunate exceptions, young men are born to poverty, and therefore under the salutary operation of that remarkably wise law which enacts for their good: Thou shalt earn thy bread by the sweat of thy brow.

It is the fashion nowadays to bewail poverty as an evil, to pity the young man who is not born with a silver spoon in his mouth; but I heartily subscribe to President Garfield's doctrine, that "The richest heritage a young man can be born to is poverty." I make no idle prediction when I say that it is from that class among you from whom the good and the great will spring, and that the reputation of Union College in the future is to be not only maintained but enhanced. It is not from the sons of the millionaire or the noble that the world receives its teachers, its martyrs, its inventors, its statesmen, its poets, or even its men of affairs. It is from the cottage of the poor that all these spring. We can scarcely recall one among the few "immortal names that were not born to die," or who has rendered exceptional service to our race, who had not the advantage of being cradled, nursed and reared in the stimulating school of poverty. There is nothing so enervating, nothing so deadly in its effects upon the qualities which lead to the highest achievement, moral or intellectual, as hereditary wealth. And if there be among you a young man who feels that he is not compelled to exert himself in order to earn and live from his own efforts, I tender him my profound sympathy. Should such a one prove an exception to his fellows, and become a citizen living a life creditable to himself and useful to the State, instead of my profound sympathy I bow before him with profound reverence; for one who overcomes the seductive temptations which surround hereditary wealth is of the "salt of the earth," and entitled to double honor.

It is not the poor young man who goes forth to his work in the morning and labors until evening that we should pity. It is the son of the rich man to whom Providence has not been so kind as to trust with this honorable task. It is not the busy man, but the man of idleness, who should arouse our sympathy and cause us sorrow. "Happy is the man who has found his work," says Carlisle. I say happy is the man who has to work and to work hard and work long. A great poet has said: "He prayeth best who loveth best." Some day this may be parodied into: "An honest day's work well performed is not a bad sort of a prayer."

I will assume for the moment, gentlemen, that you were all fortunate enough to be born poor. Then the first question that presses upon you is this: What shall I learn to do for the community which will bring me, in exchange, enough wealth to feed, clothe, lodge, and keep me independent of charitable aid from others? What shall I do for a living? And the young man may like, or think that he would like, to do one thing rather than another; to pursue one branch or another; to be a business man, or craftsman of some kind, or minister, physician, electrician, architect, editor, or lawyer, and I have no doubt some of you in your wildest flights aspire to be journalists. But it does not matter what the young man likes or dislikes, he always has to keep in view the main point: Can I attain such a measure of proficiency in the branch preferred as will certainly enable me to earn a livelihood by its practice?

The young man, therefore, who resolves to make himself useful to his kind, and therefore entitled to receive in return from a grateful community whom he benefits the sum necessary for his support, sees clearly one of the highest duties of a young man. He meets the vital question immediately pressing upon him for decision, and decides it rightly.

So far, then, there is no difference about the acquisition of wealth. Every one is agreed that it is the first duty of a young man to so train himself as to be self-supporting. Nor is there difficulty about the next step, for the young man cannot be said to have performed the whole of his duty if he leaves out of account the contingencies of life, liability to accident, illness and trade depressions like the present. Wisdom calls upon him to have regard for these things, and it is a part of his duty that he begin to save a portion of his earnings and invest them, not in speculation, but in securities or in property, or in a legitimate business, in such form as will, perhaps, slowly but yet surely grow into the reserve upon which he can fall back in emergencies or in old age, and live upon his own savings. I think we are all agreed as to the advisability, nay, the duty, of laying up a competence, and hence to retain our self-respect.

Let me give a few rules, founded upon experience, as to competence and wealth, and how to win them.

First—Concentrate your mind and efforts upon one pursuit. It does not matter much what that pursuit is, so that it be useful and honorable, and be the first authority in that. Of course, you have heard the advice, "Don't put all your eggs in one basket." It is not long since I first told young men to reject that advice and pursue just the contrary course. "Put all your eggs in one basket and then watch that basket." More men fail to win competence and wealth from disregard of this advice, and from scattering one's shot, than from any other cause.

There is a second rule: You must not be content with simply performing the part assigned to you; you must do something beyond that, and watch your employer's interest at every point, no matter whether it is in your special province or not, and do not hesitate to apprise him promptly of anything that you see in any part of his business which does not commend itself to your august approval. You have heard, "Obey orders if you break owners." Do not let the graduate of Old Union be so stupid. Break them any time if you are clear that breaking orders will save owners, and then go boldly to your employer and point out to him how foolish he has been in giving such an order. Believe me, the young man who does not know the business of his special department much better than his employer can possibly do has not the elements of the future millionaire in him.

There is another point: Never try to make too good a bargain either for yourself or for your employer. Be always fair, avoiding anything like sharp practice. It is a poor bargain when both parties to it are not benefited, and therefore happy at having made it. Every unjust advantage taken in business sooner or later proves a serious disadvantage. Men who become great millionaires, co-operating as they must with others, must secure and hold the implicit confidence of their associates and bear a reputation as being, in all things, fair, liberal and considerate; their word must be better than their bond, and their desire to do the fair and liberal thing better than either word or bond.

Never speculate. The man who gambles in stocks in Wall street is not more culpable than he who gambles at Monte

Carlo, but he has much less sense, because the chances between winning and losing are not as equally divided in New York as at the regular gambling establishment. The life of a speculator, of course, is the life of a gamester, and this is fatal to the development of the reasoning and judging faculties in man. It is a life of intense excitement fatal to thought and to study. There are but few instances of men who have won a fortune upon the exchange.

It is indispensable that the future competence-maker or millionaire should begin to save a portion of his earnings early, no matter how small these earnings may be. It is a great mistake, gentlemen, to think that good habits and ability go unrecognized in this age. The millionaire employer is constantly keeping his eye open just for these qualities in young men. It is not capital that he desires, but ability, character, and good, thrifty habits. Begin to lay by a portion of your earnings every month, and keep up that habit, and I should like to insure, at a very low rate, your future millionairiship.

You always hear that drinking liquor is the dangerous rock in the path of the young. This is true; perhaps the most serious temptation to which a young man is exposed. Believe me, my young friends, there is nothing that so completely spoils a young man's career as giving way, even once, to intemperance. Avoid intemperance as you would vice. Obedience to these things is requisite to win competence and wealth.

Now what is wealth? How is it created and distributed? There are not far from us immense beds of coal which have lain for millions of years useless. Through some experiment, or perhaps accident, it was discovered that black stone would burn and give forth heat. Men sank shafts, erected machinery, mined and brought forth coal, and sold it to the community. It displaced the use of wood as a fuel, say at one-half the cost. Immediately every bed of coal became valuable because useful, or capable of being made so, and here a new article worth hundreds, yes, thousands of millions, was added to the wealth of the community. A Scotch mechanic one day, so the story goes, gazing into the fire upon which water was boiling in a kettle, saw the steam raise the lid, as hundreds of thousands had seen before him, but none saw in that sight what he did—the steam engine, which does the work of the world at a cost so infinitely trifling, compared with what the plans known before involved, that the wealth of the world has been increased one dares not estimate how much. The saving that the community makes is the root of wealth in any branch of material development. Now, a young man's labor or service to the community creates wealth just in proportion as his service is useful to the community, as it either saves or improves upon existing methods. Commodore Vanderbilt saw, I think, thirteen different short railway lines between New York and Buffalo, involving thirteen different managements, and a disjointed and tedious service. Albany, Schenectady, Utica, Syracuse, Auburn, Rochester, etc., were heads of some of these companies. He consolidated them all, making one direct line, over which the Empire State express flies fifty-one miles an hour, the fastest time in the world, and a hundred passengers patronize the line where one did in the olden days. He rendered the community a special service which, being followed by others, reduces the cost of bringing food from the prairies of the West to your doors to a trifling sum per ton. He produced, and is every day producing, untold wealth to the community by so doing, and the profit he reaped for himself

was but as a drop in the bucket compared with that which he showered upon the State and the nation.

Now, in the olden days, before steam, electricity, or any other of the modern inventions which unitedly have changed the whole aspect of the world, everything was done upon a small scale. There was no room for great ideas to operate upon a large scale and thus produce great wealth to the inventor, discoverer, originator, or executive. New inventions gave this opportunity, and many large fortunes were made by individuals. But in our day we are rapidly passing, if we have not already passed, out of this stage of development, and few large fortunes can now be made in any part of the world, except from one cause, the rise in the value of real estate. Manufacturing, transportation both upon the land and upon the sea, banking, insurance, have all passed into the hands of corporations, composed of hundreds and in many cases thousands of shareholders. The New York Central Railroad is owned by more than ten thousand shareholders between New York and Buffalo; the Pennsylvania Railroad is owned by more people than the vast army which it employs, and nearly one-fourth of the number are the estates of women and children. It is so with the great manufacturing companies; so with the great steamship lines; it is so, as you know, with banks, insurance companies, and, indeed, with all branches of business. It is a great mistake for young men to say to themselves, "Oh, we cannot enter into any business." If any of you has saved as high as \$50 or \$100, I do not know any branch of business into which you cannot plunge at once. You can get your certificate of stock and attend the meetings of stockholders, make your speeches and suggestions, quarrel with the president, and instruct the management of the affairs of the company, and have all the rights and influence of an owner. You can buy shares in anything, from newspapers to tenement houses; but capital is so poorly paid in these days that I advise you to exercise much circumspection before you invest. As I have said to workmen and to ministers, college professors, artists, musicians and physicians and all the professional classes: Do not invest in any business concern whatever; the risks of business are not for such as you. Buy homes for yourselves first, and if you have any surplus, buy another lot or another house, or take a mortgage upon one, or one upon a railway, and let it be a first mortgage, and be satisfied with moderate interest.

The principal complaint against our industrial conditions of to-day is that they cause great wealth to flow into the hands of the few. Well, of the very few, indeed, is this true. It was formerly so, as I have explained, immediately after the new inventions had changed the conditions of the world. To-day it is not true. Wealth is being more and more distributed among the many. The amount of the combined profits of labor and capital which goes to labor was never so great as to-day, the amount going to capital never so small. While the earnings of capital have fallen more than one-half, in many cases having been entirely obliterated, statistics prove that the earnings of labor were never so high as they were previous to the recent unprecedented depression in business, while the cost of living, as you all know, or perhaps you college young men do not yet know this, the necessities of life, have fallen in some cases nearly one-half. Great Britain has an income tax, and our own country is to be subject to this imposition for a time. The British returns show that during the eleven years from 1876 to 1887 the number of men receiving from \$750 to \$2,500 per year increased more than 21 per cent., while the number receiving from \$5,000 to \$25,000 actually decreased 2½ per cent.

You may be sure, gentleman, that the question of the distribution of wealth is settling itself rapidly under present conditions, and settling itself in the right direction. The few rich are getting poorer, and the toiling masses are getting richer. Nevertheless, a few excep-

tional men may yet make fortunes, but these will be more moderate than in the past. This may not be quite as fortunate for the masses of the people as is now believed, because great accumulations of wealth in the hands of one enterprising man, who still toils on, are sometimes most productive of all the forms of wealth. Take the richest man the world ever saw, who died in New York some years ago. What was found in his case? Why that, with the exception of a small percentage used for daily expenses, his entire fortune and all its surplus earnings were invested in enterprises which developed the railway system of our country, which gives to the people the cheapest transportation known. Whether the millionaire wishes it or not, he cannot evade the law which, under present conditions, compels him to use his millions for the good of the people. All that he gets during the few years of his life is that he may live in a finer house, surround himself with finer furniture and works of art which may be added; he could even have a grander library, more of the gods around him; but, as far as I have known millionaires, the library is the least used part of what he would probably consider "furniture" in all his mansion. He can eat richer food and drink richer wines, which only hurt him. But truly, the modern millionaire is generally a man of very simple tastes and even miserly habits. He spends little upon himself, and is the toiling bee laying up the honey in the industrial hive, which all the inmates of that hive, the community in general, will certainly enjoy.

The bees of a hive do not destroy the honey-making bees, but the drones. It would be a great mistake for the community to shoot the millionaires, for they are the bees that make the most honey, and contribute most to the hive even after they have gorged themselves full. Here is a remarkable fact, that the masses of the people in any country are prosperous and comfortable just in proportion as there are millionaires. Take Russia, with its population little better than serfs, and living at the point of starvation upon the meanest possible fare, such fare as none of our people could or would eat, and you do not find one millionaire in Russia, always excepting the Emperor and a few nobles who own the land, owing to their political system. It is the same, to great extent, in Germany. There are only two millionaires known to me in the whole German Empire. In France, where the people are better off than in Germany, you cannot count one half dozen millionaires in the whole country. In the old home of our race, Britain, which is the richest country in all Europe—the richest country in the world save one, our own—there are more millionaires than in the whole of the rest of Europe, and its people are better off than in any other. You come to our own land; we have more millionaires than in all the rest of the world put together, although we have not one to every ten that are reputed so. I have seen a list of supposed millionaires, prepared by a well-known lawyer of Brooklyn, which made me laugh, as it has made many others. I saw men rated there as millionaires who could not pay their debts. Many should have had a cipher cut from their \$1,000,000.

The inventions of to-day lead to concentrating industrial and commercial affairs into huge concerns. You cannot work the Bessemer process successfully without employing thousands of men on one spot. You could not make the armor for ships without first expending seven millions of dollars, as the Bethlehem Company has spent. You cannot make a yard of cotton goods in competition with the world without having an immense factory and thousands of men and women aiding in the process. The great electric establishment in New York succeeds because it has spent millions and is prepared to do its work upon a great scale. Under such conditions it is impossible but that wealth will flow into the hands of a few men in prosperous times beyond their needs. But out of fifty great fortunes which Mr. Blaine had made a list of, he found only

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We are still leaders in Mill and Fire Department Supplies and Agents for Candee Rubber Goods and Spaldings' Sporting and Athletic Goods.

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Mention TRADESMAN.

one man who was reputed to have made a large fortune in manufacturing. These are made from real estate more than from all other causes combined; next follow transportation, banking. The whole manufacturing world has furnished but one reprobate millionaire.

The only noble use of surplus wealth is this: That it be regarded as a sacred trust to be administered by the possessor into whose hands it flows, for the highest good of the people. Man does not live by bread alone, and five or ten cents a day more revenue scattered over thousands would produce little or no good. Accumulated into a great fund and expended as Mr. Cooper expended it for the Cooper Institute establishes something that will last for generations. It will educate the brain, the spiritual part of man; it furnishes a ladder upon which the aspiring poor may climb, and there is no use whatever, gentlemen, trying to help people who do not help themselves. You cannot push anyone up a ladder unless he is willing to climb a little himself. When you stop boosting he falls, to his injury. Therefore, I have often said, and I now repeat, that the day is coming, and already we see its dawn, in which the man who dies possessed of millions of available wealth, which was free and in his hands ready to be distributed, will die disgraced. Of course, I do not mean that the man in business may not be stricken down with his capital in the business, which cannot be withdrawn, for capital is the tool with which the business man works his wonders and produces more wealth. What I refer to is the man who dies possessed of millions of securities which are held simply for the interest they produce, that he may add to his hoard of miserable dollars. By administering surplus wealth during life great wealth may become a great blessing to the community, and the occupation of the business man accumulating wealth may be elevated so as to rank with any profession; and by this way may he take rank even with the physician, one of the highest of our professions, because he, too, in a sense, will be a physician, looking after and trying, not to cure, but to prevent the ills of humanity.

ANDREW CARNEGIE.

Many Are Called but Few Are Chosen.

At the examination session of the State Board of Pharmacy, held in the New Blodgett building, in this city, last week, about seventy-five candidates presented themselves for examination. Several were rejected on account of alleged informalities in their application papers, so that the regular examination was taken by only fifty-nine applicants, forty-three being candidates for registration as registered pharmacists and sixteen as candidates for registration as assistants. Only seventeen succeeded in satisfying the Board as to their fitness, nine as registered pharmacists and 8 as assistants. The successful candidates were as follows:

REGISTERED PHARMACISTS.

J. A. Howsior, Saginaw.
E. A. Richards, Saranac.
C. G. Meseroll, Jackson.
Wm. Legate, Grand Rapids.
H. L. La Bar, Fife Lake.
J. E. Knapp, Bay City.
A. E. Fuller, Richmond.
B. C. Fisk, Edwardsburg.
M. V. Cook, Charlevoix.

ASSISTANTS.

E. A. Dunwell, Plainwell.
N. H. Jones, Detroit.
B. M. Billings, Grand Rapids.
G. W. Palmer, Mt. Pleasant.
C. O. Fountain, Battle Creek.
Chas. James, Detroit.
H. H. Tucker, Saginaw.
W. H. Roberts, Ishpeming.

The next examination session of the Board will be held at the Star Island House, near Detroit, June 24.

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

The Importance of Competency in Keeping Books.

The importance of employing competent persons to keep the books of a business man is well illustrated by the ruling of the Court of Appeals of Kentucky in the recently decided case of Macauley vs. Elrod, which was a suit for an accounting between the owner of a theater and his agent and book-keeper, running through a period of several years, the owner claiming that the latter, by failing to make proper entries and omitting to make others, showed the use of the former's money to a large extent, for which he should be held to account. Many books of account, orders, checks, etc., were included in the record, and a system of book-keeping shown that rendered it impossible to arrive at any accurate result. The owner first insisted that the other owed \$15,000, but on investigation reduced the claim to less than one-third that amount. The matters were referred to a Master in Chancery, fully competent to state results, who found the indebtedness the other way. After several rehearings before the chancellor the matter came before the higher court, which, in substance, said:

Ordinarily one undertaking to act as book-keeper and treasurer for another will be held to show a correct statement of the accounts and made responsible for his failure to do so; but in a case like this, where the neglect and carelessness of the employer cause the discrepancy, or aid in bringing about a state of things that renders a true accounting impracticable, this strict rule of responsibility does not apply. The large claim asserted by the employer, who had constant access to the books, after such a lapse of time, tends to show that he knew the books gave no accurate statement of the accounts, and that he was the recipient of all the proceeds to which he was entitled. His own estimate of the receipts and the indebtedness of book-keeper to him are so wide of the mark as to show that his own mistakes are greater than those alleged against the employee. His constant access to the cash drawer and his withdrawal of money, often without even making a memorandum of the date or amount, show the loose manner in which the business was conducted, and the loss, if any, is to be attributed as much to the carelessness of the employer as to the want of capacity on the part of the employee. The latter was not, in fact, a book-keeper, and this his employer knew. The only experience which he had had originated from the attempt to keep the books in question, and no book-keeper, however expert, could have kept an accurate account of the business as conducted by the employer; the latter having the sole right to the proceeds, the former had no power, even if he knew how, to require him to submit to any regulation that he might prescribe for the proper conduct of the business. The employer had experience as a book-keeper, but with his knowledge of the manner in which the accounts were kept, was as careless as he alleges the employee was, and no one reading his testimony ought to fix liability upon his subordinate, who was in fact a mere custodian, and not one to receive and expend the moneys, as if he had superior control of the funds. This court is asked to examine a list of accounts too numerous to mention, with a view of testing the accuracy of the chancellor, who is an able and expert accountant, and who has investigated their accounts on more than one reference. The chancellor, in our opinion, took the only equitable view of these claims, it being impossible to arrive at any accurate result from the records and accounts, and dismissed both the original petition and the claim for settlement, for a court of equity should leave such matters where it finds them.

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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

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WE GIVE FULL WEIGHT,
CLEAN, BRIGHT STOCK.
SOUND PACKAGES AND
BOTTOM PRICES.



**Olney &
Judson
Grocer Co.**

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Detroit—Davis & McInnis succeed M. W. Davis in general trade.

East Jordan—Wm. H. Healey, hardware dealer, has assigned.

Edgerton—Kelsey & Rector succeed F. Kelsey in general trade.

Hadley—Grant Stimson succeeds Stimson Bros. in general trade.

Lansing—The Lansing Fuel Co. has sold its business to John A. Daley.

Sterling—Andrew Peacock succeeds Peacock & Redmond in general trade.

Coleman—J. H. Dinwoodie has sold his jewelry stock to F. A. Niggeman.

Traverse City—J. J. Kurtz has sold his grocery stock to Schoolcraft & Co.

Jackson—Wm. Sparks succeeds Robbins & Sparks in the grocery business.

Hadley—E. J. Hemingway succeeds Tunison & Hemingway in general trade.

Nashville—Putman Bros. have sold their hardware stock to Brattin & Ingersoll.

Detroit—Adolph W. Blumberg has sold his crockery business to Bernhard Berg.

Cass City—N. Bigelow & Son succeed Howe & Bigelow in the hardware business.

Manistee—R. D. Christiansen has purchased the bazaar stock of Jans Thompson.

Quincy—C. N. Wilcox has removed his boot and shoe stock from Reading to this place.

Albion—Joy & Owen succeed Parsons & Joy in the agricultural implement business.

Concord—Brodock & McKenzie, grocers, have dissolved, Brodock & Co. succeeding.

Cedar Springs—S. A. Nickerman succeeds W. C. Congdon in the hardware business.

Memphis—Sweet & Reynolds succeed Jas. D. Sweet in the hardware and paint business.

Berrien Springs—M. K. Feather succeeds Jas. F. Skinner in the boot and shoe business.

Cass City—Howe & Bigelow, hardware dealers, have dissolved, N. Bigelow & Son succeeding.

Deciple—Skelton & Bartlett succeed Preston W. Bartlett in the grocery and drug business.

Pontiac—Pauli & Nusbaumer have purchased the boot and shoe stock of Elliott & Durrant.

Saginaw—The Barrows Music Co. succeeds Barrows & Gregory, dealers in pianos and organs.

Hillsdale—Eccles, Donaghy & Russell, undertakers, have dissolved, Donaghy & Crane succeeding.

Jackson—Frank Bowen, Secretary of the Jackson Grocery Co., has severed his connection with that house.

Shelby—M. Kelly succeeds Kelly & Field in the hat and cap and clothing and men's furnishing goods business.

Grand Blanc—A. D. Banker & Co. are succeeded by Stuart & Maxwell in the hardware and implement business.

Marengo—Frank Reed has sold his stock of general merchandise to J. C. Cooper, who will continue the business.

Owosso—F. H. Chapell, of this city, and J. W. Hibbard, of Bennington, have formed a co-partnership under the firm name of Chapell & Hibbard and will do a wholesale and retail business in vegetables, table relishes and fruits,

besides manufacturing sauerkraut and horse radish.

Ironwood—J. C. & C. M. Bean, dealers in jewelry and musical merchandise, have dissolved, C. M. Bean continuing the business.

Hart—H. Marshall has sold his bakery business to Jacob Eberhardt, recently from Arthur, Ill., who has added a line of staple groceries.

Nashville—Dr. John Ball is closing out his stock of drugs and books preparatory to removing to Lansing, where he intends to open a drug store.

Frankfort—Baumgarth & Co. have embarked in general trade. A. C. McGraw & Co. furnished the boots and shoes, the order being captured by Frank E. Chase.

Morenci—The Phillips Hardware Co., of Blissfield, has closed out its bankrupt stock of goods here, and the manager, Harry Copman, has returned to Blissfield.

Detroit—Wagner & Woodhouse, wholesale tobacco and cigar dealers, have dissolved. The business will be continued under the style of John T. Woodhouse & Co.

Midland—H. P. Whipple has purchased the general stock formerly owned by the Cleveland Woodenware Co. and will continue the business at the same location.

Woodland—C. S. McIntyre has purchased the interest of Dr. Baughman in the drug stock of Baughman & Co. and will continue the business under his own name.

Traverse City—Frank Daniels has leased the store adjoining his grocery, just vacated by W. J. Hobbs, and will put in a complete meat market, which he will conduct on the cash system.

Flushing—Parris & Davis have purchased the stationery and musical merchandise stock of Hough & Bump and the bazaar stock of F. H. Niles and will consolidate the stocks and continue the business.

Muskegon—Moulton & Ridel, wholesale commission merchants of this city, have an agency in Anderson, Ind., in charge of Frank H. Johnson, formerly engaged in the retail grocery business in this city.

Albion—The grocery stock of F. A. Young & Co., recently closed on chattel mortgage, has been purchased by F. L. Crane, who will consolidate it with his own and move both stocks across the street into the store building in the Dalrymple block.

MANUFACTURING MATTERS.

Wolverine—P. E. Hackett has put in 4,500,000 feet of logs for his sawmill here.

Ravenna—J. F. & A. J. Tibbets succeed J. F. Tibbets in the planing and shingle mill business.

Cheboygan—G. C. Dodd & Co. expect to have their box factory plant here in operation in a few days.

West Bay City—Kirchner & Uebberoth succeed Weber, Kirchner & Co. in the planing mill business.

Thompsonville—The Fox Lumber Co.'s sawmill began business March 11. The company will cut 300,000,000 feet of lumber.

Adrian—S. B. Babcock has sold his corn planter factory building on South Winter street to the Cornell & Knapp Can Labeling Machine Co. for \$3,000, the purchasers to take possession about the middle of May. Mr. Babcock says he

will continue the manufacture of planters, but will locate elsewhere if he can find a suitable place.

Leland—The Leland Lumber Co. will start its sawmill about April 1. It will cut 1,000,000 feet against 2,000,000 last season.

Holland—A. C. Stewart has sold out his cigar manufacturing business to Frank Delater, formerly with H. Van Tongeren.

Saginaw—The Michigan Lumber Co. is reported to have sold 4,000,000 feet of hardwood lumber to Eastern parties. The price is not named.

Glen Haven—D. H. Day will start his sawmill as soon as the ice is out. He will cut 2,500,000 feet, mostly hardwood, with some hemlock. His logs are nearly all in.

Albion—The Manning Harness Co., W. H. Manning, Manager, succeeds the Rousseau Harness Co. in the wholesale manufacture of harnesses and the jobbing of vehicles.

Grand Ledge—Francis Rawson has purchased a half interest in the marble and granite business of V. N. & Roxie A. Pearsall. The new firm will be known as Pearsall & Rawson.

Detroit—John S. Sherman, Edward G. Mummeny and George H. Harms have filed articles of association of the Detroit Vapor Stove Co. The capital is \$150,000, all paid in. The corporation will manufacture vapor stoves and furnaces.

Kalamazoo—The Kalamazoo Reed Chair Co. has been incorporated with a capital stock of \$20,000—of which \$6,000 is paid in—for the purpose of continuing on an enlarged scale the manufacture of reed and rattan chairs established a year ago by Rickman & Pratt.

Saginaw—Col. A. T. Bliss has closed a deal to cut 4,000,000 feet of deals for the export trade, Canadians being the purchasers. The stock will be cut at the Bliss mill here from logs rafted from Midland county. Col. Bliss is well pleased over the contract and says it will net him \$6 or \$7 more a thousand than if cut into ordinary grades and piled on dock here.

Belding—A cannery promoter, representing the Hoosier Canning Machinery Co., of Indianapolis, Ind., generously offers to erect and equip a complete cannery here for a consideration of \$6,500. As the grocers of the place realize that most lines of canned goods are now being sold below the cost of production, their advice to the business men who might otherwise be inclined to invest in the enterprise is to let it alone.

Detroit—It is reported that C. M. Snedcor has nearly concluded arrangements for the establishment of a shoe factory in the building formerly occupied by the Black Hardware Co., at the corner of Wayne and Woodbridge streets. Mr. Snedcor had intended removing to some more western city, but after prospecting through the West he came to the conclusion that Detroit presented better manufacturing facilities than any other city visited.

Manistee—A lumbering concern here, hearing that beech could be used for saw handles, five or six years ago cut up a large quantity and held it, selling only a few thousand feet annually. They have at last managed to dispose of the whole of it to a New York concern and it is now going forward by rail. One New York concern has recently closed a contract for 500,000 feet of hard maple to be

sawed to order and shipped by rail, and a western concern is negotiating for 500,000 feet rock elm to be sawed in thicknesses from 2 to 4 inches.

Muskegon—Snyder & Straub, candy manufacturers, have commenced to spread out. For a time they contemplated moving into new quarters, but arrangements were finally made whereby they could acquire the necessary room at their present location, 15, 17, and 19 E. Clay avenue. The company will have a new office and an elevator running from the first to the third floor. The firm handles an average of 50,000 pounds of candy per month.

Petoskey—The Chicago & West Michigan Railroad Company is getting estimates for the building of a new dock here, with a depth of water sufficient to permit the landing of the steamer *Manitou*, which has heretofore landed only at Harbor Springs. It is probable that the road will be extended around Little Traverse Bay to Harbor Springs, and thence northward via Cross Village to the Straits. Such an extension would open up a rich hardwood country.

Will Exploit the Harrison Telephone in the South.

A Grand Rapids syndicate has secured, by purchase, a deed of the Harrison telephone patents for Louisiana, Mississippi and Arkansas and will proceed to exploit the invention and establish local exchanges in that territory. For the sake of handling the work more effectively the syndicate has been merged into a corporation, with a capital stock of \$100,000, under the style of the Mississippi Valley Harrison Telephone Co., the stockholders being T. Stewart White, Thomas Friant, Harvey J. Hollister, J. H. P. Hughart, Gaius W. Perkins, Wm. T. Hess, F. C. Miller, Jas. D. Lacey, J. M. Blakely and E. A. Stowe. The officers of the corporation are as follows:

President—Thomas Friant.
Secretary—E. A. Stowe.
Treasurer—F. C. Miller.

PRODUCE MARKET

Apples—The market is nearly bare of stock, choice stock of any kind commanding \$3 @ \$4 per bbl.

Beans—Still advancing and likely to go still higher, as stocks are concentrated in few hands. Local handlers pay \$1.90 for clean, hand-picked stock and holding at \$2 in car lots and \$2.10 in smaller quantities.

Butter—The market is tumbling, dealers being afraid to handle the ordinary grade offered except in a hand-to-mouth way. Prices range from 12 @ 16c, according to quality.

Cabbage—50c per doz.

Celery—25 @ 30c per doz., according to quality.

Any of it is poor enough.

Cranberries—\$3.50 per crate.

Eggs—15 @ 16c per doz., but market on the down grade.

Lettuce—12 @ 14c per lb.

Onions—Dry stock is scarce. Dealers pay 50 @ 60c, holding at 65 @ 75c.

Parsnips—35c per bu.

Potatoes—The spring shipping season will soon be in full blast. Handlers are now paying 45 @ 50c at the principal buying points, and the indications are that the price will not vary much from these figures for some days.

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

Sweet Potatoes—Kiln dried Jerseys command 33c per bbl. Illinois bring \$2.50.

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

WANTED.

Cabbage, Onions, Turnips, Parsnips, Potatoes, Beans and Sun Dried Apples. Any quantity, car load or less. If you have any stock to offer, write us.

HENRY J. VINKEMULDER,
445-447 S. Division st.

GRAND RAPIDS GOSSIP.

Arthur Whipple & Co. have opened a grocery store at Delton. The Ball-Barnhart-Putman Co. furnished the stock.

Perry & Worden succeed Bradlee & Worden in the grocery business at the corner of South Ionia and Hall streets.

E. F. Snell has retired from the fancy dry goods firm of F. A. Wurzburg & Co., at 64 Monroe street. The business will be continued by F. A. Wurzburg.

Mrs. R. H. Brennan has purchased the millinery stock of Adams & Co., at 90 Monroe street, and has removed her millinery stock from 3 North Division street to that location.

S. A. Morman bid in the property at Wayland formerly owned by the Rudell Ice Cream Co., at public sale last week. The property comprises a creamery plant and sufficient machinery to manufacture butter on the factory creamery plan.

Geo. H. Remington has purchased the grocery stock of F. E. Hartwell & Co. at 603 Cherry street. Mr. Remington was for many years engaged in the grocery business at Fennville and during 1894 occupied the position of house salesman for the Musselman Grocer Co.

The Drug Market.

Gum opium is very firm and has advanced.

Morphia is unchanged.

Quinine is steady.

Cocaine has advanced. Prime is now \$6.55@6.75 per ounce.

Salicylate soda has again declined.

Gum camphor is higher, both here and abroad.

Po. sugar of milk has advanced.

Cod liver oil is easier, on account of offerings of surplus stock by jobbers.

Turpentine has advanced.

Linseed oil is very firm and another advance is probable soon.

Alcohol has advanced 1c per gallon.

The Grain Market.

Wheat closed about 1c higher than on the previous week, with a very strong undercurrent. The reason for the advance was that the *Trade Bulletin* showed a decrease during February of 10,000,000 bushels; foreign offers were advanced; exports were about 1,000,000 bushels more; Northwestern receipts were some lower—but, most of all, was the Michigan State crop report, which claimed that there would be only 574,031 bushels over from the crop of 1894, and that any wheat which Michigan can furnish must come from the preceding harvest of 1893 and 1892; and as the 1892 crop of wheat is not sought after by millers, they will have to depend on the crop of 1893, and it appears that our predictions come true that wheat will be some higher. While we cannot expect the high bull prices, a reasonable advance is in order.

Corn followed wheat and advanced 1c, while oats are still firmer. When the trade expected easier prices on this grain, the opposite happened.

Receipts of grain during the week were 109 cars of wheat, 33 cars of corn, and 9 cars of oats. This is an unusually large receipt of wheat.

C. G. A. VOIGT.

Signal Five cigar, all imported stock, 5c.

Purely Personal.

E. M. Sly, Manager of the Petoskey Lime Co.'s store and lime business at Bay Shore, was in town over Sunday.

H. S. Lawton is Acting Secretary of the Metal Stamping and Spinning Co., in place of Frank A. Werner, who proposes to retire at the next annual meeting.

Percy F. Storrs, formerly book-keeper for the I. M. Clark Grocery Co., succeeds Frank C. Hawkins as book-keeper for the Grand Rapids Packing & Provision Co.

H. Van Tongeren, the Holland City cigar manufacturer, has incurred the displeasure of the cigar makers' union, which has placed a secret boycott on his goods. If it proves as effective as the open boycott on the goods of G. J. Johnson, the Holland City gentleman will find himself a rich man some of these days.

Carey C. Shay, assistant book-keeper for the Lemon & Wheeler Company, will be married this evening to Miss Fidelia Irene Brainerd at the residence of Dr. D. F. Hunt, 218 Terrace avenue. Rev. Dr. Jackson will perform the ceremony. Both bride and groom are well and favorably known to a wide circle of acquaintances, who wish them much happiness.

Eugene Carpenter has removed to Hastings, where the Common Council has voted him a bonus of \$6,000 to embark in the manufacture of school desks in the plant of the defunct Hastings Furniture Co. Before closing the deal it might be well for the people of Hastings to enquire into the record of Mr. Carpenter in this and other communities in which he has done business.

Status of the Pure Food Bill.

There is considerable speculation at Lansing over the outcome of the Brundage bill, otherwise known as the Pure Food bill. A public hearing was given last Thursday evening, at which time arguments were made by those in favor of, and those opposed to, the measure. The general opinion appears to be that the Committee on Public Health will smother the bill or report it adversely, but Senator Brundage insists that it still stands some show of passing the Senate.

In case the bill does not pass, the friends of the measure propose to throw all their support to the bill abolishing the office of Food Commissioner, as they have no confidence in the ability or energy of the present Commissioner to do the people of the State any good under existing laws. Mr. Storrs has promised to appoint a live man for Deputy Commissioner in case the Brundage bill is enacted, as the enactment of the measure carries with it an annual appropriation of \$15,000—a sum sufficient to pay the salaries and expenses of a considerable number of hungry office seekers.

While there are some good features in the bill, most of its provisions are outrageously unjust to the retail trade, and THE TRADESMAN urges its readers to communicate with their Senators and Representatives, setting forth the desirability of defeating any measure which is so utterly devoid of the elements of fairness and equity.

As a pillow a clear conscience will beat goose feathers.

He who accumulates does well, but he who preserves better.

Measure the length of your quilt before endeavoring to stretch your legs.

Every man's door has received the knock of fortune at least once. Most failures were of those too lazy to get up and let her in.

Law Points on Partnership.

The use of the firm name by one partner without the consent of the others in indorsing his personal note is not within the scope of the partnership business, and one who loans money on the note with knowledge that it was the personal obligation of the borrower cannot hold the firm.

Where a new firm is formed by the addition of another member, a debt of the old firm, not assumed by the new, is not enforceable against it, but may be enforced against those members who composed the old firm.

Where each member of a firm holds in his individual name an undivided interest in land which is held for the benefit of the firm and used for partnership purposes, it is subject to firm debts.

A firm whose members own equal undivided interests in its real estate may allow one member to retire and take his portion of the real estate as security for a debt due him from the firm.

Where a firm allows one member to retire and take his undivided interest in the firm real estate as security for a debt due him from the firm, the continuing members, in adjusting accounts among themselves, cannot treat such real estate as partnership property without satisfying his lien.

When a new firm assumes the debts of the old firm which it succeeded in business, and afterward allows one of its members, who was also a member of the old firm, to retire discharged from all liability for the firm debts, and to take part of the firm real estate as security for a debt due him from the firm, such real estate is subject to the debts of the old firm after the other partnership property has been exhausted.

Where a bank loans money to a firm, and takes the firm note therefor, and, after the creation of a new firm, composed of the same members and another, accepts its notes in renewal with knowledge that one of its members, who was a member of the old firm, has retired, the renewal operates as a payment of the old note, precluding the bank from recourse against the property of such retired member.

Eaton Rapids Merchants Unite to Down Dead-Beats.

EATON RAPIDS, March 19.—Eaton Rapids business men have joined hands to protect themselves against poor-pay customers, under the style of the Retail Merchants' Protective Association of Eaton Rapids. The officers of the organization are as follows:

President—W. D. Brainerd.
Vice-President—H. C. Minnie.
Secretary—C. T. Fairfield.
Treasurer—L. T. White.

The plan of the Association is for each member to prepare a list of slow accounts and the amount of the same and present them to a committee whose business it will be to endeavor to collect the amounts. If the committee is unable to accomplish this, the names of the debtors will be placed on the dead-beat book, of which each member of the Association will have a copy, and when a person asks for credit, should he be owing a brother merchant, credit to him will be positively refused until such account is paid.

Some years ago a B. M. A. was organized here, and it was a success, many accounts being collected by the somewhat celebrated Blue Letter collection system which merchants were unable to realize anything from in any other way.

Other objects than collecting poor accounts are to come from the organization of this body of men. They will endeavor to induce manufacturing institutions to locate in our midst and help the town generally.

From Out of Town.

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

Frank Smith, Leroy.
Geo. Chantler, Manistique.
H. E. Parmelee, Hilliards.
Carrington & North, Trent.
J. H. Van Den Bosch, Lucas.
N. F. Miller, Lisbon.
R. J. Hyma, Muskegon.
Petoskey Lime Co., Bay Shore.

Change in the Sugar Card.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association promulgated a new schedule of prices on granulated sugar March 12, as follows:

5 cents per pound.
5 pounds for 25 cents.
11 pounds for 50 cents.
22 pounds for \$1.

Gillies' fine New York Coffees are on top. J. P. Visner, Agt.

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.

WANTED—PARTNER (GENTLEMAN OR lady) with \$4,000 or \$5,000 cash, to take half interest in an established dry goods business in a live, growing town. Owner has an excellent business and is in control of nearly the entire county trade in the dry goods line. Don't reply unless you mean business. Address No. 719, care Michigan Tradesman. 719

FOR SALE—DRUG STOCK, CLEAN AND fresh. New shelving, counters, showcases, soda fountain and safe. The finest location in a good business town. Will sell at a big sacrifice. Address No. 683, care Michigan Tradesman. 685

FOR SALE—TWO COAL STOVES AT \$5 apiece, and two at \$8 apiece; can be seen at 100 Louis St. TRADESMAN COMPANY, New Blodgett building. 717

FOR SALE—WELL ESTABLISHED AND good-paying tin and furnace business in this city. Good reasons for selling. Investigation courted. P. O. Box, 547, Grand Rapids, Mich. 715

WANTED—PARTNER TO TAKE HALF interest in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H. C. Herkimer, Maybee, Monroe county, Mich. 711

FOR SALE—TABLE 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 \$5,000, owing to inexperience of owner. Address No. 497, care Michigan Tradesman. 697

FOR SALE—A WELL-SELECTED DRUG stock, stationery, shoes, etc. Particulars, address Box 185, Sunfield, Mich. 702

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Schler, Grand Rapids, Mich. 700

A GOOD STORE BUILDING AND \$4,000 stock general merchandise, to exchange for farm worth \$5,000. For particulars address No. 686, care Michigan Tradesman. 686

GROCERY STOCK FOR SALE—INVOICING about \$7,000, in a bustling town of 8,000. Everything cash. The only grocery that made money last year. Reasons, other irons. Address No. 401, care Michigan Tradesman. 691

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

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 A1. Address No. 634 care Michigan Tradesman. 624

MISCELLANEOUS.

LOOKING FOR REAL ESTATE INVESTMENTS. If have business chances for sale? See WINANS & MOORE Room 1, Tower Block, Grand Rapids. 718

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. 677

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-83 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. 564

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Four teen labels do the work of 113. Tradesman Company, Grand Rapids.

SITUATIONS WANTED.

WANTED—POSITION AS DRUG CLERK, by graduate in pharmacy. Registered in Michigan and West Virginia. Best of references. Address H. J. Thompson, Ph.G., Manchester, Ohio. 716

CHECKING GOLD EXPORTS.

Now that the new Government bonds have been distributed, both here and in London, with the prospect of a gratifying profit to their recipients at the allotment price, and of one still more gratifying to their original takers, interest centers in the probable effect of the operation upon gold exports from this country. The syndicate who negotiated the bonds have undertaken to reverse the natural course of things, and not only to supply the demand for remittances to Europe without shipping gold thither, but to bring the metal this way. They have already imported several millions of it, and they are preventing its export by selling bills of exchange at a fraction under the export point. That they can keep on doing this so long as the proceeds of the bonds sold abroad hold out, and as much longer as their borrowing ability will permit, is indisputable; and they evidently calculate that, before they have exhausted their resources in this respect, they will be relieved by the shipment of the approaching summer's crops. They have made a large contract, but they are backed up by the patriotism, as well as by the interest, of the entire native financial community, and if they succeed only partially, they will have rendered a valuable service to the country.

In favor of the syndicate is the slight rise in the rate of interest of money in this market, due partly to a revival of trade and partly to the contraction caused by the recent redemptions of legal tender notes. So long as these notes had to be paid out again as fast as they came in—which has been the case for the last year and more, owing to the inability of the Treasury to meet from its other receipts the demands upon it—this redemption in gold procured by the sale of bonds was merely a roundabout way of borrowing gold with which to pay expenses, and it did not decrease the volume of currency in circulation. The Secretary of the Treasury lately reported to the Senate that he had reissued since Jan. 1, 1893, redeemed notes to the amount of \$105,000,000. Clearly, if this sum had been kept locked up in the Treasury vaults, currency would have been by so much the scarcer, money could have been lent at higher rates, and thus the inducement to send it abroad in the shape of gold would have been lessened. The Secretary now declares that his receipts from customs and internal revenue taxes will, for the rest of the calendar year, more than equal his expenditures. If he is right, any further redemption in gold of legal tenders will have the effect of restricting gold exports instead of facilitating them. Senator Gorman disputes the Secretary's declaration, and asserts that the deficiency, which has been so mischievous, will continue to occur, but his opinion, like the Secretary's, is only an opinion, which the result may or may not confirm.

The question, however, which underlies that of the currency, and which is of far more importance to the country, is whether or not we are going to maintain our credit with European money lenders. For years we have been largely dependent upon foreign capital for the means of developing our natural resources and of increasing our national wealth. Till within a few years past we have paid our creditors handsomely for their assist-

ance, and they have left with us not only the original principal lent, but much of the income derived from it. Latterly their losses have been so great, especially in Western railroad ventures, that they have become disgusted with the whole business, and are withdrawing their funds from them as fast as possible. Instead of buying new American bonds and stocks, they are selling their old ones, and instead of leaving here their income for reinvestment, they are taking it away largely in the shape of gold.

What the exact amount is of our total debt to European investors statistics do not show. The excess of our merchandise exports over imports is often cited as a proof that we do not owe anything abroad, but that, on the contrary, Europe owes us, but this is a conclusion not justified by the facts from which it is drawn. If every country having an excess of exports over its imports were a creditor, then, conversely, one having an excess of imports over exports is a debtor, and Great Britain, whose imports annually exceed her exports by something like \$500,000,000, should by this time be hopelessly overwhelmed by her debts to other countries. The truth is that a nation's exports and imports prove nothing whatever in regard to its financial condition. A surplus of its exports over its imports may proceed from the demand upon it for the payment of interest on money borrowed and for the repayment of loans, or it may be caused by expenditures abroad of surplus wealth. On the other hand, a surplus of imports may indicate, as does that of Great Britain, the remittance to a country, in the shape of consumable commodities, of the income derived by its citizens from their foreign investments or from the collection of their foreign debts. That Great Britain can annually consume commodities to the amount of \$500,000,000 more than she produces within her own territory, and still have a considerable sum left for new investments, is the most convincing proof of the wealth of her citizens. That the United States, with a surplus of merchandise exports amounting in 1894 to \$150,000,000, should have been obliged, besides, to ship abroad that same year \$80,000,000 in gold, shows a state of comparative poverty and a limitation of borrowing power which, justly, create uneasiness.

The discouragement of foreign investments in this country, caused by the miscarriage of our great railroad enterprises, has been increased by the indifference of Congress to the preservation of the national credit. When our English creditors see, as they have seen for a year past, both Houses of Congress, by large majorities, apparently inviting and promoting the bankruptcy of the national Treasury, it is wonderful that they do not exhibit more alacrity than they do in rescuing their property, while they can, from destruction.

It may indeed be said that, so far as concerns losses by investors from corporate mismanagement and dishonesty, Great Britain has had too many of them at home to be very squeamish about the risk of them here. The year just ended has alone witnessed over one thousand bankruptcies of British joint-stock companies, while even the Bank of England itself has lately suffered from the dishonesty of its chief cashier to the extent of hundreds of thousands of pounds sterling. Going over the records of

Dry Goods Price Current.

UNBLEACHED COTTONS.		BLEACHED COTTONS.	
Adriatic	6 1/2	Geo. Washington	8
Argyle	5	Glen Mills	7
Atlantic A.A.	6	Gold Medal	7 1/2
" H.	5 1/2	Green Ticket	8 1/2
" P.	5	Great Falls	6 1/2
" D.	6	Hope	6 1/2
" LL	4 1/2	Just Out	4 1/2 @ 5
Amory	6 1/2	King Phillip	7 1/2
Archery Bunting	3 1/2	" OP	7 1/2
Beaver Dam A.A.	4 1/2	Lonsdale Cambric	9 1/2
Blackstone O. 32	5	Lonsdale	@ 6 1/2
Black Crow	6	Middlesex	@ 4 1/2
Black Rock	5 1/2	No Name	7 1/2
Boat, A.L.	5 1/2	Oak View	6
Capital A.	5 1/2	Our Own	5 1/2
Cavanat V.	5 1/2	Pride of the West	11
Chapman cheese cl.	3 1/2	Rosalind	7 1/2
Clifton C.R.	5 1/2	Sunlight	4 1/2
Comet	5 1/2	Utica Mills	8 1/2
Dwight Star	6 1/2	" Nonpareil	10
Clifton C.C.C.	5 1/2	Vinyard	8 1/2
		White Horse	6
		" Rock	8 1/2
HALF BLEACHED COTTONS.		CANTON FLANNEL.	
Cabot	7	Unbleached	5 1/2
Farwell	7	Housewife A.	5 1/2
		" B.	5 1/2
		" C.	6
		" D.	6 1/2
		" E.	7
		" F.	7 1/2
		" G.	7 1/2
		" H.	7 1/2
		" I.	8 1/2
		" J.	8 1/2
		" K.	9 1/2
		" L.	10
		" M.	10 1/2
		" N.	11
		" O.	11
		" P.	14 1/2
CARPET WARP.		DRESS GOODS.	
Peerless, white	14 1/2	Integrity colored	18
" colored	17	White Star	17
Integrity	18 1/2	" colored	19
DRESS GOODS.		CORSET JEANS.	
Atlantic, 45 in.	32 1/2	Naumkeag	7
" Serge, 45 in.	32 1/2	Androscoggin	7
" F.	35	Armory	6 1/2
" FF	18 1/2	COTTONADES.	
Pacific, 45 in.	32 1/2	Moscow	21
" AA	30	Alpha	21
" A	30	Dundee	12 1/2
" TC	30	Hunkerville	12 1/2
" MC	16	Woodstock	15
CORSETS.		PRINTS.	
Coraline	\$9.00	Hamilton Raven's	5
Schilling's	9.00	" Turkey red	4 1/2
Davis Waists	9.00	" robes	5
Grand Rapids	4.50	American indigo b'l	4 1/2
CORSET JEANS.		" shirting	4 1/2
Naumkeag	7	" delaines	4 1/2
Androscoggin	7	" b'k white	4 1/2
Armory	6 1/2	Arnold	5
COTTONADES.		" long cloth A. 11	5
Moscow	21	" B. 7 1/2	5
Alpha	21	" C. 6 1/2	5
Dundee	12 1/2	" gold seal T R	9 1/2
Hunkerville	12 1/2	Bear Mill	5
Woodstock	15	Stanford	8
PRINTS.		" B	8
Allen dress goods	4 1/2	" D	7 1/2
" Turkey red	4 1/2	Charter Oak fancies	3 1/2
" robes	5	Elberon solids	3 1/2
American indigo b'l	4 1/2	Fountain red	4 1/2
" shirting	4 1/2	" cardinal	5 1/2
" delaines	4 1/2	Garner's	10 1/2
" b'k white	4 1/2	stand. ind. blue	10 1/2
Arnold	5	" cardinals	5 1/2
" long cloth A. 11	5	Flower Pot	9 1/2
" B. 7 1/2	5	mousseline	4 1/2
" C. 6 1/2	5	Del Marine Mgs.	5 1/2
" gold seal T R	9 1/2	Quaker style	5 1/2
Bear Mill	5	Harmony fancies	4 1/2
Stanford	8	" chocolates	4
" B	8	Hamilton fancies	4 1/2
" D	7 1/2	TICKINGS.	
Charter Oak fancies	3 1/2	Amoskeag A.C.A.	11 1/2
Elberon solids	3 1/2	Conostoga	1
Fountain red	4 1/2	Hamilton N.	6 1/2
" cardinal	5 1/2	" EB	6 1/2
Garner's	10 1/2	" ER	6 1/2
stand. ind. blue	10 1/2	" D	6 1/2
" cardinals	5 1/2	" BB	10 1/2
Flower Pot	9 1/2	" AA	10 1/2
mousseline	4 1/2	Imperial	8 1/2
Del Marine Mgs.	5 1/2	Swift OC	7
Quaker style	5 1/2	Swift S	8
Harmony fancies	4 1/2	Galveston B.	8
" chocolates	4	Lenox	18
Hamilton fancies	4 1/2	Kimono	17
		Salem	10
		Warren	11 1/2

COTTON DRILL.			
Atlanta, D	6 1/2	Stark A	8
Boat	6 1/2	No Name	7 1/2
Clifton, K	7	Top of Heap	9 1/4
DEMONS.			
Lawrence, 9 oz	12	Otis, AXA	10
" No. 230	11	" BB	9 1/2
" No. 250	9 1/4	" CC	8 1/2
" No. 280	8	Amoskeag, blue	11 1/4
Everett, blue	10 1/4	" 9 oz	13 1/4
" brown	10 1/4	" brown	11 1/4
GINGHAMS.			
Amoskeag	5	Lancaster, staple	5 1/2
" Persian dress	6 1/2	" fancies	6
" Canton	7	" Normandie	6
" AFC	8 1/2	Lancashire	4 1/2
" Teazle	10 1/2	Manchester	4 1/2
" Angola	10 1/2	Monogram	4 1/2
" Persian	7	Normandie	6 1/2
Arlington staple	6 1/2	Persian	6 1/2
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	7 1/2	Rosemont	6 1/2
" staples	6	Slatersville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	4 1/2	seersucker	7 1/2
Elfin	7 1/2	Warwick	6
Everett classics	8 1/2	Whittenden	6
Exposition	7 1/2	" heather dr	7 1/2
Glenarie	6 1/2	" indigo blue	9
Glenarven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	5	"	10
Johnson Chalon cl	5	Windermeer	5
" indigo blue	9 1/2	York	6 1/2
" zephyrs	16		
GRAIN BAGS.			
Amoskeag	12	Georgia	12
Stark	15 1/4		
American	12		
THREADS.			
Clark's Mile End	45	Barbour's	35
Coats', J. & P.	45	Marshall's	90
Holyoke	22 1/2		
KNITTING COTTON.			
White. Colored.		White. Colored.	
No. 6	33	No. 14	37
" 8	34	" 16	38
" 10	35	" 18	39
" 12	36	" 20	40
	41	" 20	40
			45
CAMBRICS.			
Slater	3 1/2	Edwards	3 1/2
White Star	3 1/2	Lockwood	3 1/2
Kid Glove	3 1/2	Wood's	3 1/2
Newmarket	3 1/2	Brunswick	3 1/2
RED FLANNEL.			
Fireman	27	T W	22 1/2
Creedmore	24	F T	32 1/2
Talbot XXX	30	J R F XXX	32 1/2
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	R R P	16 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Manitoba	23 1/2
DOMEST FLANNEL.			
Nameless	33 1/2	Nameless	33 1/2
"	4	"	8
"	4 1/2	"	8 1/2
"	5	"	10
CANYAS AND PADDING.			
Slater	9 1/2	Slater	10 1/4
Brown	9 1/2	Brown	10 1/4
Black	10 1/2	Black	10 1/4
White	10 1/2	White	11 1/4
Black	11 1/4	Black	12
White	12 1/2	White	20
DUCKS.			
Severin, 8 oz	10	West Point, 8 oz	10
Mayland, 8 oz	9	" 10 oz	12
Greenwood, 7 1/2 oz	9 1/2	Raven, 10 oz	12
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10	Boston, 10 oz	12 1/2
WADDINGS.			
White, doz	20	Per bale, 40 doz	23 10
Colored, doz	19	Colored	6 50
SILK-ETAS.			
Royal	12 1/2	Victory J	7
Red Cross	7 1/2	" M	8
Laconia	9 1/2	" K K	10 1/2
Victory O	6	" S	12 1/2
SEWING SILK.			
Corticelli, doz	75	Corticelli knitting,	
twist, doz	37 1/2	per 1/2 oz ball	30
50 yd, doz	37 1/2		
HOOKS AND EYES—PER GROSS.			
No 1 B'k & White	5	No 4 B'k & White	7
" 2	5	" 8	9
" 3	6	" 10	10
PINS.			
No 2-20, M C	45	No 4-15 3/4	40
3-18, S C	40		
COTTON TAPE.			
No 2 White & B'k	12	No 8 White & B'k	30
" 4	15	" 10	28
" 6	18	" 12	26
SAFETY PINS.			
No 2	28	No 3	35
NEEDLES—PER M.			
A. James	1	40 Steamboat	40
Crowell's	1	35 Gold Eyed	1 50
Marshall's	1	100 American	1 00
TABLE OIL CLOTH.			
5-4	1 75	6-4	2 30
COTTON TWINES.			
Cotton Sall Twine	28	Nashua	14
Crown	12	Rising Star 4 ply	17
Domestic	16	" 3 ply	17
Anchor	16	North Star	30
Bristol	16	Wool Standard 4 ply 17 1/2	
Cherry Valley	15	Powhattan	16
I L L	18 1/4		
PLAID OSNABURGS.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneida	5
Augusta	7 1/2	Prymont	5 1/2
Asapha	6 1/2	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	6 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6
Haw J	5	Otis checks	7

British financial history, we meet a long list of collapses of mining companies, industrial companies, building companies, banks, and bankers; and there was once a time when Mr. Hudson, the great railway king, as he was called, "cooked accounts to make them pleasant" in a style that could not be surpassed by the most dishonest American railroad president. At this moment an eminent London financier, Jabez Balfour, is a fugitive from justice, hiding himself in South America, because of the swindles he perpetrated a year or two ago, and the distress caused by the failures of the City of Glasgow Bank and of Overend, Gurney & Co. is still keenly felt by their victims. Nor is Great Britain free from the silver taint. The bimetallist party, which, as openly as that of free silver in this country, proposes to reduce debts, wages, rents, and annuities by diminishing the value of the money standard, is sufficiently large and sufficiently respectable to count as a factor in politics. Only last Tuesday the Government did not venture to join issue with them on the question of concurring in the call proposed by the German Parliament for a fresh international monetary conference, but allowed a motion committing it to such a step to pass without a formal vote. In the management of their national finances, however, the British are free from reproach.

Half a century ago the Rev. Sydney Smith, smarting under his losses in the bonds of the State of Pennsylvania, which were then temporarily in default, expressed very vigorously in some letters to a London newspaper, which have become classics, the sentiments of his countrymen who had suffered in like manner. He wound up by saying to his American friends: "Bull is natural; disposed to love you, but he loves nobody who does not pay him. His imaginary paradise is some planet of punctual payment, where ready money prevails and where debt and discount are unknown," and he declared his "fixed intention of lending no more money to free and enlightened republics, but of employing it henceforth in buying up Abyssinian bonds and purchasing into the Turkish fours or the Tunis 3½ per cent. funds." Succeeding generations have disregarded his diatribe, and since it was written millions of pounds of British money have been swallowed up by Turkey, Egypt, Spain, the Confederate States of America, and, recently, by Argentina and Australia, as well as by this country. The sufferers by these losses will in time forget them, as they have forgotten those of Sydney Smith's time, but while the smart continues fresh in their memories they will not readily expose their fingers again to the same fire. At the moment the majority of our politicians of both parties seem to be making every effort to frighten away foreign capital permanently, and so long as they continue in this course we shall be menaced with gold exports.

MATTHEW MARSHALL.

It Wouldn't Keep.

"It is plain," said the justice, "that you stole the hog, and I shall send you up for twelve months."

"Judge, kin you gimme 'bout on hour 'fo' I goes?"

"What for?"

"Well, suh, po'k won't keep in dis weather en' I wants ter go home en' salt dat hog down!"

The What of It.

Ell in Minneapolis Commercial Bulletin.

What makes a country town grow? Location and good management. All country towns cannot be large in the very nature of the case. But a good many towns that are well located could be made larger by good management. Country towns should make themselves attractive. This is just as important in a town as in a city, and the work can be taken off the streets; a spirit of public interest can be awakened that will take care of lawns and preserve a look of regularity that will please the eye. An inviting town will grow, not rapidly, but it will grow, and this growth will count in ten years.

What makes a store business grow? Intelligence behind the counter and good management in the store. A store business does not grow under competition with poor management. There must in that case be alertness and good buying, with proper rules to enforce in selling. Some retailers spend a large part of their time in complaint. This is folly; business does not grow because a man complains; it grows because he doesn't complain. The man who thinks while his neighbor is complaining is the man who will see business grow. The man who works is the man who succeeds. And it is important to have a pleasing stock; it must be well arranged; as in the case of the country town, the lawn must be kept cut in the store if custom is desired.

What makes a good clerk? Those qualities of sympathy that draw one person to another without the desire to act otherwise than in the interest of the customer, who trusts to one's judgment. There are comparatively few good clerks. A clerk must study his business just as every man should. It is not an easy thing to be a successful clerk; there are all tastes to suit, and the temper of the clerk must be flexible. When a customer wants his way do not try to induce him in another direction; let him have his way and he will think you are a pleasing clerk; on the other hand, if your counsel is desired, give it for the best interest of the customer. This course will bring trade. It is a good thing to know human nature to an extent when behind the counter.

What makes a merchant? Those qualities that build a firm foundation for truthfulness and right. The merchant who erects a platform of trickery will go down with the wreck, because such a platform has flaws in it; it cannot hold. But the platform that is made firm from the bottom up will carry the weight of a growing business easily, and there it will be supported for growth. The best pays best, and that is why the best business policy pays best. It should be the business of every merchant to investigate and find what that policy is. Every merchant who wishes the greatest success must make himself attractive, and the greatest attractiveness comes with sincerity. Some men can look well, but when close to them we discover they are artificial. The realness of a rose is never doubted when once its perfume is felt. The artificial rose is without perfume, although in outline it may resemble the real.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	70	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		dis.
First Quality S. B. Bronze	\$5 50	
" D. B. Bronze	1 00	
" S. B. Steel	6 50	
" D. B. Steel	13 00	
BARROWS.		dis.
Stove	50&10	
Carriage new list	75&10	
Plow	40&10	
Sleigh shoe	75	
BUCKETS.		dis.
Well, plain	\$3 25	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70	
Wrought Narrow, bright cast joint	40	

Wrought Loose Pin	40	
Wrought Table	40	
Wrought Inside Blind	40	
Wrought Brass	75	
Blind, Clark's	70&10	
Blind, Parker's	70&10	
Blind, Shepard's	70	
BLOCKS.		dis.
Ordinary Tackle, list April 1892	70	
CRADLES.		dis.
Grain	50	
CROW EARS.		per lb
Cast Steel	4	
CAPPS.		per in
Ely's 1-10	65	
Hick's C. F.	55	
G. D.	35	
Musket	60	
CARTRIDGES.		dis.
Rim Fire	55	
Central Fire	25	
CHISELS.		dis.
Socket Firmer	75&10	
Socket Framing	75&10	
Socket Corner	75&10	
Socket Slicks	75&10	
Butchers' Tanged Firmer	40	
COMBS.		dis.
Curry, Lawrence's	40	
Hotchkiss	25	
CHALK.		dis.
White Crayons, per gross	120&124	
COPPER.		per pound
Planished, 14 or cut to size	28	
14x52, 14x56, 14x60	26	
Cold Rolled, 14x56 and 14x60	23	
Cold Rolled, 14x48	23	
Bottoms	22	
DRILLS.		dis.
Morse's Bit Stocks	50	
Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		dis.
Small sizes, per pound	64	
Large sizes, per pound	66	
ELBOWS.		dis.
Com. 4 piece, 6 in.	65	
Corrugated	40&10	
Adjustable	40&10	
EXPANSIVE BITS.		dis.
Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.
Disston's	60&10-10	
New American	60&10-10	
Nicholson's	60&10-0	
Heller's	50	
Heller's Horse Raps	50&10	
GALVANIZED IRON.		dis.
Nos. 16 to 20; 22 and 24; 26 and 28; 27	38	
List 12 13 14 15 16 17	17	
Discount, 70	17	
GAUGES.		dis.
Stanley Rule and Level Co.'s	50	
KNOSSES—New List.		dis.
Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	
LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	
Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MATTOCKS.		dis.
Adze Eye	\$16.00, dis. 60-10	
Hunt Eye	\$15.00, dis. 60-10	
Hunt's	\$18.50, dis. 20&10	
MAULS.		dis.
Sperry & Co.'s, Post, handled	50	
MILLS.		dis.
Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Clark's	40	
" Enterprise	30	
MOLASSES GATES.		dis.
Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	30	
NAILS.		dis.
Advance over base, on both Steel and Wire.		
Steel nails, base	1 20	
Wire nails, base	1 20	
Base	1 20	
60	10	
40	25	
30	25	
20	35	
16	45	
12	45	
10	55	
8	60	
7&6	75	
4	1 25	
3	1 25	
2	1 25	
1	1 25	
Finch	1 60	
Case 10	65	
" 8	75	
Finish 10	75	
" 8	90	
Cinch 10	80	
" 8	90	
Barrell X	1 75	
PLANES.		dis.
Ohio Tool Co.'s, fancy	60&10	
Scotch Bench	60&10	
Sandusky Tool Co.'s, fancy	60&10	
Bench, first quality	60&10	
Stanley Rule and Level Co.'s wood	60	
PANS.		dis.
Fry, Acme	60-10	
Common, polished	70	
RIVETS.		dis.
Iron and Tinned	60	
Copper Rivets and Burs	50-10	
PATENT PLANISHED IRON.		dis.
"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 22 to 27	9 20	
Broken packs 1/2 c per pound extra.		
Maydole & Co.'s	dis. 25	
Kip's	dis. 25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40&10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3	dis. 20&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and	3 1/4	
longer	net 3 1/4	
Screw Hook and Eye, 1/2	net 8 1/4	
" " " "	net 7 1/4	
" " " "	net 7 1/4	
Strap and T	dis. 7 1/4	
HANGERS.		dis.
Barn Door Kidder Mfg. Co. Wood track	50&10	
Champion, anti friction	50&10	
Kidder, wood track	40	
HOLLOW WARE.		dis.
Pots	60&10	
Zettles	60	
Spiders	60	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 1 10	
Japanned Tin Ware	1 10	
Granite Iron Ware	new list 40	
WIRE GOODS.		dis.
Blight	80	
Screw Eyes	80	
Hook's	80	
Gate Hooks and Eyes	80	
LEVELS.		dis.
Stanley Rule and Level Co.'s	dis. 7	
ROPES.		dis.
Sisal, 1/2 inch and larger	6	
Manilla	9	
SQUARES.		dis.
Steel and Iron	80	
Try and Bevels	50	
Mitre	20	
SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth. Com. 27 50	
Nos. 15 to 17	3 50 2 60	
Nos. 18 to 21	4 05 2 70	
Nos. 22 to 24	3 55 2 80	
Nos. 25 to 28	3 35 2 90	
No. 27	3 75 3 00	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.
List acct. 10 '88	50	
SASH COARD.		dis.
Silver Lake, White A	list 50	
" Drab A	55	
" White B	50	
" Drab B	55	
" White C	55	
Discount, 10		
SASH WEIGHTS.		per ton \$20
Solid Eyes	dis. 20	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X		
Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60&10	
Oneda Community, Newhouse's	50	
Oneda Community, Hawley & Norton's	70-10 10	
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		dis.
Bright Market	75	
Annealed Market	75	
Coppered Market	7 1/2	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 30	
" painted	1 90	
HORSE NAILS.		dis.
An Sable	40&10	
Putnam	dis. 65	
Northwestern	dis. 10&10	
WRENCHES.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	7 1/2	
Coe's Patent Agricultural, wrought	7 1/2	
Coe's Patent, malleable	70c	
MISCELLANEOUS.		dis.
Bird Cages	75&10 1/2	
Furniture, Western	80	
Screens, New 1st	60&10	
Castors, Bed & d Plate	4 1/2	
Dampers, American	4 1/2	
Forks, hoes, rakes and all steel goods	70	
METALS.		dis.
Pig Tin	25	
Pig Large	25	
Pig Bars	25	
ZINC.		dis.
50 pound casks	5 1/2	
Per pound	0	
SOLDER.		dis.
Extra Wipps	3	
The prices of the many other qualities of solder in the market indicated by metric brand vary according to composition.		
ANTIMONY.		per pound
Cookson	14	
Hallett's	14	
TIN—MELTIN GRADE.		dis.
10x14 IC, Charcoal	6 60	
14x20 IC, " "	7 0	
10x14 IX, " "	7 0	
14x20 IX, " "	7 0	
Each additional X on this grade \$1.75.		
TIN—ALLAWAY GRADE.		dis.
10x14 IC, Charcoal	5 2	
14x20 IC, " "	5 2	
10x14 IX, " "	6 2	
14x20 IX, " "	6 2	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, " Dean	5 0	
14x20 IX, " "	6 0	
20x25 IC, " "	0 0	
14x20 IC, " Allaway grade	4 75	
14x20 IX, " "	5 7	
20x25 IC, " "	9 5	
20x25 IX, " "	11 50	
BOILER SIZE TIN PLATE.		dis.
14x20 IX, for No. 8 Boilers, 1/2 c per pound	9	
14x20 X, " 9	9	



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E. A. STOWE, Editor.

WEDNESDAY MARCH 13.

TO RESTRICT IMMIGRATION.

For more than a century the territory of the United States has been open to the free and unrestricted reception of the people, who have swarmed hither from every country on the globe. In all that time many millions have come to these shores, and among them were many good and industrious people, who have made worthy and useful settlers and citizens. They helped to build up a vast empire of industry in the wide regions of the West, and to these foreigners is largely due the preservation of the Union in crushing out the secession movement during the civil war.

The incalculable benefits that have inured to the country by this enormous influx of foreigners, which, since 1861, has amounted to more than 12,000,000, have been made the burden of many great speeches and many labored newspaper articles, but at last there is a sign that the foreign invaders are no longer welcome. Leagues are formed to stop them, and legislation is being devised to put obstacles in their way, and there is growing up a great outcry against them.

The Immigration Restriction League, of Boston, which has taken up the matter of reforming the present laws relating to immigration, proposes the enactment of a measure providing that the head-money collected from alien passengers under the act of Aug. 3, 1882, to regulate immigration, shall be \$10 instead of \$1, as provided in said act as amended by the act of Aug. 18, 1894, making appropriations for sundry civil expenses, and such head-money shall be covered into the Treasury, as provided in said last mentioned act, which shall apply to all persons between 14 and 60 years of age who cannot both read and write the English language or some other language.

It was natural that the extraordinary influx of foreign population would continue to be welcomed until it ceased to be valuable to the politicians. Then came the first objection. So long as the immigrants were from the British Isles, Germany and Scandinavia they were welcome. Those people readily took to the ways of the country and became citizens, but in later years the immigration has been largely composed of Russians, Poles, Hungarians, Bohemians, Italians

and others who do not embrace citizenship and cannot be controlled by the politicians. They are considered most undesirable elements of population, and it is their coming that has stimulated an active opposition against immigration.

MUNICIPAL INDUSTRIES.

There is a strong prejudice—doubtless with a sufficient foundation—against the municipal exploitation of industrial enterprises, such as gas and electric lighting, or water works, on the part of large tax payers in most of the rapidly growing cities of this country. The question is asked, Why is it that such enterprises can be, and are, carried on by European municipalities with such economy and thrift that large profits are realized and yet the idea be received with such hostility by American capitalists? Certainly, if it was supposed that the plan would be followed by a reduction in taxation there would be no hesitation in endorsing it.

What constitutes the difference? Is it that the old world cities are in advance of the new in administrative development? In some regards this is, doubtless, the case, but the principal reason is not to be looked for here, but in the difference in the industrial conditions, especially in the greater stability of these conditions in Eastern cities. Labor in this country is so mobile and fluctuating and so dependent on artificial surroundings, and there is, withal, such an intimate relation between municipal politics and the labor organizations that there is sufficient reason for concern in such public enterprises.

The workman in this city will talk of the conditions of his trade as he found them in Denver a few days ago and will compare those with Pittsburg, perchance, where he was at work a few weeks earlier, and he is only going to stay here until he can find a "softer snap" somewhere else. In Glasgow, when a workman secures a position, his principal ambition is to make it permanent; and the man who would recklessly throw up a position there and go on an uncertainty to Sheffield would be accounted little better than a lunatic.

In an English city the superintendence and management of industrial enterprises cost relatively very much less than here and peculation and malfeasance in office are very rare in comparison. The reason is to be found in the more permanent conditions. The ambition of a lifetime is realized when such a position is attained and the incumbent is not likely to let anything risk his losing it. In this country he is constantly anticipating a change of location. The value an English superintendent attaches to his position makes him willing to accept a small salary. The American superintendent is looking for the most he can get, regardless of other conditions. The artificial stimulus of wages by labor organizations and the consequent variation and uncertainty are much greater in this country. Then the intimate relations between the "ward heeler" and the "walking delegate" introduce still other elements of apprehension.

It is far from THE TRADESMAN to wish that the remuneration of labor in this country should be on the same basis as in England, and that would not be a necessary condition of success in municipal enterprises, but until there is more stability, capital will hesitate to advocate such undertakings.

THE INCREASE IN THE NAVY.

Although the Fifty-third Congress neglected to make any additions to the navy in the way of new vessels at its first session, with the exception of authorizing three torpedo boats, it has made some amends by sanctioning during its second session as many as eleven vessels, including two battle-ships, six small sheathed gunboats of light draft and three torpedo boats. The House actually proposed to allow three battle-ships and twelve torpedo boats; but the Senate would not agree to so great an increase in the naval estimates, and reduced the number of battle-ships by one, and substituted six gunboats and three torpedo boats for the twelve torpedo boats provided for in the House programme.

It is proposed by the Navy Department to construct the battle-ships recently authorized on very much the same plan as the *Iowa* now building, although it is possible that provision will be made for more guns by slightly increasing the size of the vessels, although the draft will not be materially augmented, owing to the difficulty which might be experienced in entering some of the harbors along our coast. An effort will be made to give these new ships as powerful a battery as that placed in the latest British battle-ships of the *Majestic* class, although, owing to the smaller coal capacity to be provided for, the American ships will be of several thousand tons less displacement than the British ships.

With the completion of the two battle-ships authorized, the United States will have, of armored vessels, six first-class and two second-class battle-ships, two armored cruisers and six coast-defense vessels—sixteen ships in all. This is a very respectable fleet; but it is by no means sufficient to properly protect our extended coast line, with its important ports. The entrance of the Mississippi River alone would require a powerful squadron of battle-ships to defend it; while the big ports of Boston, New York and Philadelphia would need a fleet double the size of the present total strength of the navy to keep off an enterprising enemy like Great Britain.

The Board of Naval Experts who, some years ago, prepared a general plan of the needs of the navy, put the total number of battle-ships and coast-defense vessels required at forty. It will thus be seen that but a moderate beginning has been made, and that we are still a great way removed from being a first-class naval power. Of course, no one expects that the United States should have as many vessels as Great Britain. Such a force would be unnecessary, as we possess no colonies in distant parts of the world. The size of our fleet should be limited by the defensive needs of our own coasts.

Of cruisers, protected and unprotected, the United States possesses twenty-five, which belong to the new navy. All these vessels are splendid ships and as powerful as any vessels of their respective classes in other navies. These ships would aid materially in defensive operations; but they could not be depended on to do the heavy fighting in opposition to armored vessels. It is, therefore, evident that the country must go on building battle-ships until as many as the actual needs of the country require are in readiness.

Another Japanese army is reported to be mobilizing with the intention of descending upon the island of Formosa. This may lead to complications with England, as the latter power has all along insisted that the island should be left alone. But Japan is not in a temper to leave anything alone just at present, and even haughty England may find that she cannot dictate the war policy of the victorious Japanese, says an expert diplomat. England is the biggest island hunter on the world, and ought to be satisfied with what she has; but it seems she is still hunting Formosa.

One of the most notable statesmen retiring with this Congress is the "Great Objector," Holman. It is stated that he retires poorer than when he entered the service of the Government, thirty-five years ago. His persistent honesty of purpose is indicated by this fact, as well as by the title he acquired, and is attested by all who know him. It is a commentary on the condition of political life in Washington if such a man cannot meet his necessary expenses and save something out of even \$5,000 a year.

Quite an excitement has been created in the British Parliament by a statement in the *Times* to the effect that condemned animals at Chicago are prepared and sent to English markets after the inspector makes his rounds. The circulation of such reports in France has proved so effective in securing the exclusion of American beef from that country that our English friends must needs try what they can do in the same line.

A freight train load of 138 tons of gold ore, valued at \$1,000,000, was sent from Cripple Creek to the smelting works in St. Louis recently. This is said to be the most valuable shipment of crude ore ever made. The car doors were left open and secrecy as to their contents was depended on for safety, although a guard of three men with short shot guns was in each car.

The record of performance for the New Jersey Arbitration Board during the past two years is the compromising of one labor dispute. Inasmuch as the Board receives \$10 per day for each member while sitting, and a large number of sittings have been held, the Legislature is considering the advisability of repealing the act by which it is constituted.

Manchester, England, has, through its common council, voted \$1,000,000 for a technical school. Manchester is one of the great manufacturing cities of the world, and it proposes to remain so if enterprise in educating artisans and in building canals to get to the markets of the world will do it.

A committee of the Chicago Board of Trade has preferred charges before the Railroad and Warehouse Commission against thirteen of the principal elevator companies for dealing in grain in violation of the law, and asks that their licenses as warehouse men be revoked.

The receivers of the Gozebic Consolidated Mines have surrendered the leases of all but one of them to their owners, for the reason that the court decided it would not pay to work them.

The honesty of a man who never has money to pay his debts need not be questioned.

A COMPLICATED CASE.

She was a little dressmaker whom everybody respected, but who, in spite of the fact that her family consisted of only one, and that one herself, had never climbed the hill of difficulty, but was forever at the foot. She had ambitions and ideals, after which she was perpetually striving in the treadmill methods of a struggle for daily existence. She had possibly some dreams of love, but there was always a dismal awakening, until she had come to look upon her circumscribed area of life as the only camping-ground fate was willing she should have. So she made herself comfortable with the material at hand, and tried to think herself happy when her four walls were the boundaries of her world.

Contentment came, if not happiness, and then the disturbing element of love entered into her domain and took possession. At least she, who was not familiar with the dear visage of love, mistook the intruder for the winged god, and bade him welcome. To drop metaphor, she was continually meeting a man upon the stairs of the boarding house, which was her Rialto. He was a lonely single man of gentlemanly appearance, but to the eye of the initiated he bore the unmistakable signs of dissipation. Miss Lonsdale, the little dressmaker, was not initiated. She believed him to be suffering from ill-health, the result of despondency, and, woman-like, first pitied, then loved him. His name was Maurice Dunbar, and he told her that his family had disowned him because he was poor.

This seemed perfectly natural to Miss Lonsdale, for she herself looked on poverty as a disease or crime, and shunned contact with the more fortunate of her fellowbeings.

They were married, and she soon found that with a conjugal complement she was a complete failure. She had used her burial fund as a marriage dowry, and while it lasted they lived on the fat of the land. She found her husband had extravagant tastes, and she gratified them. He had no money, so she provided him with all she had, and when it was gone, went back to her dressmaking, a profession to which matrimony is always fatal. She was absent-minded, and nearly cut off a customer's ear with her fitting shears. She no longer chatted and beguiled the time of her fashionable people with quaint reminders of other customers. They grew tired of her and took their custom elsewhere.

It came out in the usual way. Love's wings trailed in the dust and were despoiled. When she could no longer maintain him, her husband abused her.

"I made you a lady when I married you," he said; "my family is far above yours," and he would pose dramatically like an injured lord.

"I have no family," she would answer in a tear-choked voice, "except you. Be good to me, Maurice, and I will do anything for you. You need not lift a finger; only be good to me."

The disposition of a man to whom such an appeal is necessary is already brutalized beyond redemption. He went from bad to worse, gambled, drank and ended by beating his wife and turning her out of doors.

That is not pleasant to read about; think then, what it must have been to endure. Mrs. Dunbar went to the house of one whom she had befriended to ask shelter for the night. It was declined on the

ground that there was no vacant room. She would have taken her friend in and sat up all night that she might rest well. There was one other family, but on the steps of their house her heart failed her, and she turned away and went back to her own rooms, where she could not make any impression on the man in a drunken sleep within. Then she walked the streets until daylight, when she fell senseless and was carried off in an ambulance to one of the hospitals, where she remained unknown and unclaimed.

She was ill a long time. After that there was a tedious season of convalescence. She was in the city ward, but everybody was good to her, and took an interest in the lonely woman. She sent a note to her husband by a messenger, who brought back word that the house was empty. She never intended to go back to him, but wanted the few possessions she owned to make her comfortable.

One day she was reading a newspaper, when she saw her husband's name among the killed in a marine disaster. There could be no mistaking it, for it was peculiar and the description justified her fears—or shall I say hopes? For she had suffered so much that she could shed no tears for him, nor canonize him as some widows do their departed tyrants. She was sorry for his wasted life, his desperate death, but would have felt herself insincere and hypocritical to mourn for his taking off. She went out into the world the next day and began life over again, queen of two hands.

* * *

Richard Lester, lawyer and politician, and a rising man, although no longer young, sat alone in his private office one afternoon, when the door opened to admit his confidential clerk, who said:

"A lady to see you, sir," and at the same time he laid a cheap looking card upon the lawyer's desk. It read:

MRS. MAURICE DUNBAR,
Fashionable Dressmaking,
Rose Terrace.

"Why, Claude," exclaimed Mr. Lester, "this is the party for whom we advertised."

"Same party, sir," responded the clerk, with commendable brevity.

"Well, this is remarkable. But by the way, Claude, it was a man, not a woman, we wanted. What does she look like?"

"Widow, sir."

"Show her in."

The next moment a slight figure, dressed in new cheap black, was ushered into the room. The lawyer rose to meet her. He asked brusquely:

"Are you the widow of Maurice Dunbar?"

"Yes, sir."

Her voice had a peculiar resonance, acquired through much pain—the clear, low sweetness of her hospital tones attuned to the ear of suffering. There was nothing suppliant in them, no alms-taking quality, but a womanliness that touched the tough heart of the lawyer into a sympathetic vibration. He looked at her with interest, and excused himself for asking her to throw aside her long crape veil. He found himself staring at a pale, delicate face, around which masses of red-brown hair were heavily

Fancy Washington Navels.

The only **seedless** orange having thin skin and with a crisp, tender pulp fairly bursting with juice. We have them in all sizes.

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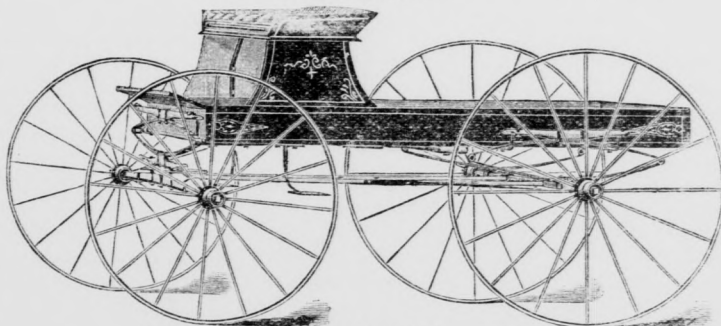
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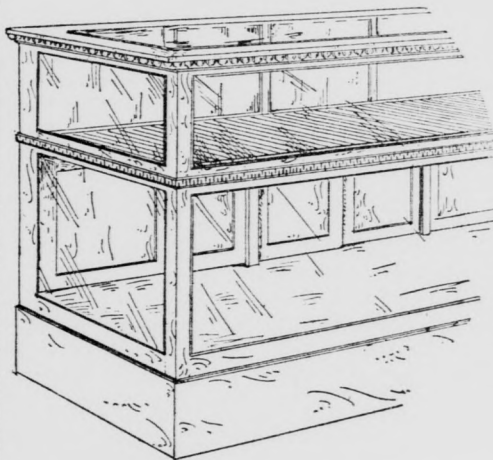
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The Grocers' Safety--Made in Two Sizes Only.

Body, 7 ft. long, 3 in. wide, drop tail gate \$40.00
Body, 9½ ft. long, 36 in. wide, drop tail gate 48.00

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GRAND RAPIDS.

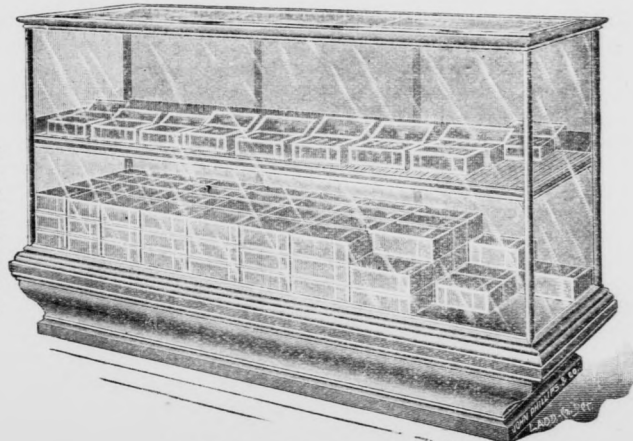
Silent Salesman

TRADE MARK

Show Cases, Store Fixtures, Etc.

BUY
PHILLIPS' CASES.

ESTABLISHED 1864.



Silent Salesman Cigar Case. Send for Circular.

crimped. Her eyes looked into his with the truthfulness of a child.

"Pardon me," he stammered; then, resuming his cold exterior, demanded her credentials.

She showed an aptitude for business in the promptness with which she produced her identification, the account of her husband's death and other data of importance. No point was left uncovered. She had come prepared to lay immediate claim to a fortune left to Maurice Dunbar, by his uncle, Maurice Dunbar, who had lived for the past twenty years in an inland town of British North America.

He was not on good terms with any member of his family excepting Maurice, who had visited him some years previous, and in whose favor the will had been made at that time.

"Had you ever heard your late husband speak of this uncle?" the lawyer asked among other questions.

"I have heard him speak of a relative from whom he had expectations," answered the widow guardedly, "and he once said that he would be benefited by his death, and that he had the same name."

"The name is a common one, but I shall probably have other applicants who will see the advertisement, and must not make any mistake. The conditions of the bequest are unusual. Have you any children?"

"No—thank God," answered the widow quickly. She felt she had reason to be thankful in escaping that perpetuation of moral obliquity.

"In the case of there being children the money would belong rightfully to them. The will makes this provision, but adds further that if there are no children the widow shall be the next heir. In the event of death or remarriage, the whole sum reverts to charity, one particular institution being named as beneficiary."

"I shall not marry again," asserted the widow.

"Don't be too certain of that," responded the lawyer; "you are still young, and at—" attractive, he was going to say, but finally concluded, "at your age it is not an impossibility. I will see you again to-morrow. Good-bye, madam," and he escorted her to the door, which he closed after her.

* * *

Within a month the money had been paid to her, and the widow of Maurice Dunbar, who had put on her first black in order to appear decorous at the lawyers' office, moved into a handsome new house, and began climbing to her new ideals upon the fateful fragments of her dead past. She hardly recognized herself in her new role of a successful woman who had money enough and to spare. There was no frivolity in her outlay. Her home was a picture of comfort. She looked up a poor woman who had once assisted her in her dressmaking enterprises, and gave her an elaborate order for modified mourning. She made glad the waste places of many a life with her compassionate help, and in making others happy, found her own greatest happiness.

One man came to her for help and comfort, who needed the sunshine of life and could find it only in her presence. This was Richard Lester, the successful lawyer. He had met his fate

when he first saw Myra Dunbar and heard the tones of her womanly voice and now he was pleading with her to marry him, to cast her fortune into the lap of charity, and receive ten-fold from him. She was afraid to tempt fate again, and put him off, but he had compelled her to acknowledge that this love was no imposture, but the genuine brand. She was lonely, and so was he, and they were so congenial and looked at everything with the same eyes. What she did not know he could easily forgive! And he would teach her—sweet employment.

And at last she consented to a very quiet wedding and a long journey to foreign lands where under a new heaven their wedded life would begin, then—

* * *

"A—some one to see you, ma'am," announced the rosy-faced housemaid of the widow, one morning a few weeks before the wedding day.

"Some one on business, Julia?" asked Mrs. Dunbar, looking up from the morning paper.

"Y-e-s'm. I expect he wants help. He looks kind of shabby."

"He is not a gentleman?"

"I should say not, ma'am, and he isn't a tramp exactly—kind of betwixt and between."

"I will see him," said Mrs. Dunbar, and she laid aside her paper and left the bright fire burning in the grate a little reluctantly. She had laid aside her mourning, now that she was engaged to another man, and wore a pretty breakfast gown that was suitable to her petite stature and most becoming.

When she entered the little reception room where the caller waited, she saw a thin, emaciated man, shabbily dressed and bearing many marks of privation—and she saw something else, a likeness in his profile that set her heart to beating with an awful fear. When he rose and confronted her she fell back, and with whitening lips gasped out the name:

"Maurice Dunbar!"

"Yes! Maurice Dunbar returned from the dead," was the cruel, sneering answer.

Then she fainted and mercifully knew no more.

* * *

Again, Richard Lester, a bowed and miserable man, was seated in his office alone in the gloom and depression of approaching night, and of his own unhappy thoughts. Before him was the one letter he had received from her since the cruel necessity of parting had come upon them. It contained the ring with which they had plighted their troth. He had written a mad and hasty reply, in which he had urged her to fly with him, and offered her the devotion of a lifetime, and she had come to him and rebuked him with a broken heart.

"Do not make it harder for me," she said in that brief final interview. "You can do one thing to help me, if it is not wrong. This money really belongs to—my husband, but I think God has made me his almoner. As long as he believes the money to be mine, I can control him and compel him to live like a gentleman, and perhaps help him morally. If he has it he will go to instant ruin. Will you help me keep the secret? He shall have every comfort, but he must take all at my hands. Can you do this legally?"

No, he could not, but for love of her, concluded to keep silence and let her be-

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

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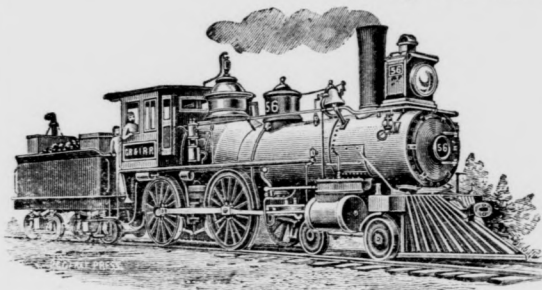
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MILL HOSE
GARDEN HOSE
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Don't forget to ask to see our VEGETABLE SPRAYER.

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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 & TEAGLE.
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Telephone 865.

Heve it was right. So he pays the annuity regularly and asks God forgive him if he does evil that good may come.

A strange sequel to this was a call on one occasion from Maurice Dunbar himself, who, well dressed and cared for, presented the appearance of a gentleman, a moral phase of development which was the effect of his wife's faithful labors—at first from a sense of duty, but later from a revision of the old love.

"I have come," he said as he followed his card into the presence of the lawyer, "to consult you upon a matter of importance on which I require legal advice."

"He has heard of the bequest," thought Lester with a sudden fear, but aloud he said calmly, "Please state the circumstances as briefly as possible."

And he listened to another phase in the complicated life of the woman he loved.

"I wish to inquire," proceeded Maurice Dunbar, "whether a man who marries under an assumed name is legally married or not?"

Richard Lester made no outward demonstration of a great joy that for one moment filled his heart, to be followed by a thrill of despair.

"Yes," he said after a moment's thought; "yes, by the law of this State a man who marries under any name is legally married. I assume, then," continued the lawyer, "that you are interested in such a case?"

"I am personally interested. The name by which I am known, Maurice Dunbar, is not my own name. I have been troubled with some doubts. My wife is a lovely Christian woman, and I feared I had done her a wrong in marrying her under a name that was assumed as a matter of convenience. There is no disgrace attached to it, but when I renounced my family I left off the old name. I shall keep the one I have until I die."

He paid a liberal fee and left the stunned and dazed man of the law with another complexity to combat.

Richard Lester never by any chance sees Mrs. Dunbar, whose man of business he remains; nor does he know that to her he is only a memory associated with a certain legal transaction, which she believes she is justified in keeping secret, for she realizes that her husband is weak, and his present goodness enforced, but she has saved him from himself, and is satisfied with her reward.

It only remains now for the real Maurice Dunbar to appear and claim his inheritance, which Richard Lester will pay him dollar for dollar. But that is a contingency which may never occur.

MRS. M. L. RAYNE.

Learning To Cook.

"No, ma'am," said the grocer, making a great clattering among his tins; "I have coffee-pots and teapots, but there isn't such a thing as a jackpot in the store."

"I'm so sorry," wailed the young wife; "you see I haven't been married long, and my husband's mother has always cooked for him, and when I heard him talking in his sleep about a jackpot I thought I'd get one, for he mentions it so often he must be used to it. Could you tell me what they cook in it?"

"Greens, ma'am," said the grocer, and he sent her to the tin store in the next block.

No drugs, a healthy smoke, Signal Five.

The Mexican Way of Preventing Strikes.

"They had an original and effective way of preventing strikes on the Sonora Railroad while it was building," said its first superintendent. "The Mexican peons were queer laborers to deal with, and there were habitual kickers and agitators among them to stir up discontent, like those we find in other more enlightened regions where great works are carried on. The Mexican Government, standing as a backer of the road, was, of course, interested that nothing should interfere with its progress, and so when it was discovered that a man was stirring up trouble among his fellow laborers he was disposed of in a way peculiar to that country."

"Some men were detailed to get him drunk—no difficult task when liquor was furnished free—and he would wake up in the morning to find himself in military barracks and to be informed that he was an enlisted soldier in the army. All the formalities had duly been gone through with, and he was kept in seclusion in the barracks until he was transferred to some remote part of the republic. He was enlisted under an assumed name, so that when his friends came to the barracks to inquire after him by name they were informed that there was no such man there. If they doubted the statement there were the rolls which they might inspect. As the Mexican soldier is virtually a prisoner, and the army is made up to a considerable extent of criminals pardoned under condition of enlisting, no comment would be excited by the keeping of a new recruit in confinement, and, off in Yucatan or Tabasco, his friends would not hear of him again, at least during the building of the road."

The Raising of Checks.

From the Shoe and Leather Gazette.

Something that is now needed by the business world is a method for making check-raising impossible. The Union Pacific Railroad Co. pays its employees by check and uses every known precaution to prevent the raising of the same, yet following its last pay car came a gang of swindlers who bought up the checks, raised them cleverly and passed them off on innocent tradesmen. So expertly was the work done that even under a strong glass it was next to impossible to detect the swindle.

These checks were all made out on chemically prepared paper, but acids were used which removed all traces of ink and left the surface clean and white as before the pen had touched it. The punctured numbers showing the amount of the face of the check were filled in with papier mache and the changed amount repunched.

The success of these swindlers proves that "safety" paper and such other precautions as have been invented are of little actual protection against an expert and that a new device for preventing this method of thievery is badly needed.

A New Disinfectant.

German papers give the details of manufacture for producing the new disinfectant known as formalin, now coming into considerable use in that country. It is forty per cent. solution of the gaslike composition called formaldehyde, and results from the oxidation of wood alcohol. It is said to be a perfectly harmless disinfectant for preventing and destroying bacilli and removing obnoxious odors without creating any odor whatever in return, while it has poisonous properties that forbid its being taken internally, even in weak solutions—one tablespoonful to a quart of water being pronounced sufficient for most purposes. The fluidity of the composition is an advantage, its penetrable properties being thus greatly increased. Its fumes are only hurtful when inhaled in considerable quantities. It saturates animal tissues very rapidly and prevents their decay, and when sprayed it disinfects and purifies the atmosphere. It is claimed, in fact, to be of peculiarly efficient service in the disinfection of hotels, school rooms, stables, slaughter houses, and other places liable to contamination.

Are You in Need of

Spot Cash?

We have lots of it in 4 and 8 oz. packages at 10c.

\$10 per 100 Pounds.

The best smoke for the lowest price known.

HOW MUCH DO YOU WANT?

I. M. Clark
Grocery
Co.

Worden
Grocer
Co.

CORNER IONIA and FULTON
STREETS,

Grand Rapids.

Exclusive Agents for

KIRK'S SOAPS,
MAYER'S "HOME MADE" LARD,
JERSEY CHEESE.

We Carry

A High Grade of Canned Goods,
All the Popular Brands of Tobacco,
The Best Brands of Coffee,
Choice Teas, and a
General Line of Groceries.

Order anything you want—we have it, and will guarantee prices and goods to suit you.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

As far as any great changes are concerned, methods of bicycle building, at present, are at a standstill. The improvement which has prevailed since the safety made its appearance in America, in 1887, reached its height in 1894, and though improvements in the 1895 lines are apparent, they embrace no radical changes.

The standard weight for a roadster of the coming season seems to be twenty-one pounds—but three pounds lighter than last season's wheels. This weight is mainly the difference in the size and construction of rims and tires. The wood rim will be almost universally used, and the one and a half inch tire will be in greater demand than the one and three quarter used last season. The wood rim is now considered perfect and is included in the guarantee of the manufacturer with as much confidence as any other part.

Tiremaking has reached a stage where further improvement in the matter of resiliency and strength seems impossible. The pneumatic tire was first introduced in this country in 1889. It was a very crude affair and, as the old ordinary still had the call with the "push," not much attention was paid to it. It was somewhat improved during the next two seasons and, as the safety displaced the ordinary, soon proved its superiority over the solid tires used upon the former type of wheel. As used thus far, it was an awkward thing to handle and, if punctured on the road, the only recourse of the rider was to walk to the nearest station and take a train home. Its advantages continue to manifest themselves, however, and, in 1892, it was generally adopted, with radical improvements. As used that year, its tread on nearly all makes was about half an inch thick and, consequently, ran very sluggishly. There was also adopted, that season, some form of repair outfit which could be used on the road. Much trouble was had with all makes of tires during that year and 1893, but, in 1894, tiremaking was reduced to a science, and this year it is simply perfect. Instead of the heavy tire, the 1895 models are very light and, at the same time, astonishingly strong. They are scarcely more than an eighth of an inch thick and move over the ground with an ease akin to flying. They can, without bursting, be pumped so hard that not the slightest impression is made upon them by the weight of a 175-pound man.

Most of the tires are of the double tube variety, though there are three single tube tires on the market. One firm manufactures the latter kind exclusively; another makes it its leader, though furnishing a double tube when desired. Still another prominent manufacturer, has adopted a single tube tire for 1895, in order to be able to furnish it on demand. All others use double tube only. As a rule, this year, the tubing is larger.

Bicycles, as a whole, are much stronger than they were last year, while weighing a trifle less. Weight has been reduced where it was not needed and added where it would strengthen the frame. Rigidity has been the main object sought and many plans have been adopted to secure the desired end. One of the best is the re-enforcing of the joints by using

a thin piece of tubing brazed to the inside of the frame at places where there is the most strain in riding. Another extra rigid frame is produced by inserting a triangular piece of tubing into all parts of the frame.

Lap brazing is being used extensively this year in various modified forms. This does away with the heavy joints attendant upon the use of drop forged connections. It is used in all grades of wheels, from the highest to the lowest, as are also drop forgings. The advantage consists in being able to produce a stronger wheel for the weight, the hollow joints being so light as to allow more weight to be added to the parts of the wheel bearing the most strain, while the weight of the bicycle, as a whole, is not increased. Lap brazing is accomplished by spreading the end of the tube which is to be brazed to another and lining the open end with a thin piece of tubing. It is then fitted to the other tube and securely brazed. A drop forging is made by placing a heated piece of steel upon a die accurately formed to fit the joint for which the piece is intended. A heavy drop, suspended over the die at different heights, varying according to the size of the forging, is then let fall and the forging is completed at one blow. The piece is afterwards bored out. This method of forging relieves the steel of the burning to which it is subjected by the ordinary method, and which tends to make the pieces brittle.

Some very high frames are being used this year with twenty-eight inch wheels. One firm gives buyers a choice of frames varying from nineteen to twenty-eight inches in height. The peculiar angles of the frame permit this without making a bad looking wheel. The highest can be easily ridden by an ordinary sized man. The general height of frames will be twenty-three inches.

The utility of narrow handle bars has been recognized and eighteen inches will be the average. With the hands far apart, the position is less easy, as is, consequently, the guiding of the wheel. Somewhat lighter spokes are being used.

Ladies' wheels have received particular attention, being now made lighter than ever. The fallacy of great weight being necessary to strength in ladies' models has been completely done away with. Altogether, the various lines of bicycles shown in 1895 are calculated to make the use of this mode of locomotion more popular than ever.

MORRIS J. WHITE.

Things You Want Said of Your Store.

"I can find everything I want there."
"The store is so light and everything so clean and neat that it is a pleasure to shop there."

"The clerks are so attentive and yet they do not weary you unduly if you only wish to look around."

"As a rule prices are as low there as anywhere, and one is never afraid of getting victimized."

"The proprietor and clerks are always willing to rectify mistakes."

"The clerks are so well posted that I frequently make use of their judgment in selecting goods and feel safe in so doing."

"I never fail to look into their windows."

"The proprietor must treat the clerks well and vice versa, for I see the same faces year in and year out."

"Every time I go down town I drop in to see what they have in that's new."

"They have always treated me so fair and square that I don't like to go elsewhere even if I can save a few cents on a bargain by so doing."



Is This A Good Thing?

\$15 for \$4

You Want It!

You Have To Have It!

The Law Says You Shall Have It!

2,800 Labels

All in convenient form for immediate use as illustrated below, with instructions for using.

**NO LABEL CASE NECESSARY.
THEY NEVER CURL.
THEY NEVER GET MIXED UP.**

TRADESMAN COMPANY'S
CLASSIFIED LIST OF

POISONOUS DRUGS

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

How to Use Them

In accident which Antidote to use for a given poison find the article on following list, and the number opposite to show the number of the antidote label to be used—see number on front (see type) on label.

CAUTION—Use no other system of Poison Labels with this list.

ORDER NEW LABELS BY NUMBER

See key over Number 1000000
Additional Numbers 1000000
No less than one packet of any one number
must be made per order

There are 113 poisonous drugs sold, which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents?—\$15.82. With our system you get the same results with less detail, for less than one-third the money.

Sent prepaid to any address, when cash accompanies order, for \$4.

Tradesman Company,
Grand Rapids, Mich.

The Conservation of Human Energy.

Civilization may be regarded as an expression of the conservation of human energy. It is one of the great generalizations of physical science that energy can neither be created nor destroyed within the sphere of nature. When it is expended in one form it assumes another form. It may be transformed; it cannot be annihilated. It may either be active or potential; but the sum total of energy in the physical universe is a constant quantity—that is to say, a quantity that can be neither increased nor diminished.

Prof. Balfour Stewart defines energy as the power of doing work, and he asserts that, "with the trivial exception of tidal energy, all the work done in the world is due to the sun, so that we must look to our luminary as the great source of all our energy." In the sphere of human nature, however, we discover other sources of energy. It is true that the animal strength of a human body is derived from food, and that food cannot be produced without the action of the sun's rays; but it would be sheer materialism to speak of the power of the human will as a mere transformation of physical energy. Every thought, every emotion, every volition, may result in a greater or less consumption of tissue; but unquestionably the mind brings to the body a new source of energy. So it happens that a man of feeble frame may

achieve renown while the name of the strong and indolent giant is lost in oblivion. The decisive difference between them is intellectual or moral.

But this higher form of energy is also susceptible of transformation. One of its expressions, as we have said, is civilization. The energy of animals in a state of nature and of men in a condition of savagery is expended, dispersed and lost. But when men become herdsmen, when they learn the uses of seeds and plant gardens and orchards, when they build houses and boats, when, in a word, they begin to rule the forces of nature by discovering their laws, their energy is conserved in their works, and so their lives enter into the course of history. The useful art practiced at the village stithy may seem a very simple one, but it has played an important part in the development of human society, and the hammer has been handed down from father to son, from master to apprentice, for uncounted centuries. It has become one of the permanent possessions of our race. It is the conservatism of the energy of the ancients. And it is not merely thought that lives on and multiplies itself. A man leaves his work, his energy, behind him transformed into palpable things of use and convenience. It is the heritage of his children; they find it in the cleared field and the substantial

homestead. All property is the conservation of somebody's energy.

The most apt illustration of this principle is afforded by money, especially by coin. The dollar in your pocket is made of metal which was dug from the earth, molded and stamped by human labor. It was produced by the exercise of energy, and it can be reconverted into energy. Yes; it can be converted into a thousand forms of energy. A miser might hide it away, but at last it would find its way back to business and the stimulation of activity. It is a medium of exchange, a standard of value, a unit of account. That it preserves the working power of the men who made it is plainly seen in the fact that it is made over again from day to day. The plowboy, the baker, the butcher, all made it in their turn before it came to you. It has rewarded many a long day's toil. Think of it on its eventful journey from hand to hand and from house to house! While all property is a conservation of energy, the dollar is the concentration of all the forms of energy. It cannot buy love, nor can it create genius; but there is no home and no employment in which it does not serve some useful end.

The influence of inventions, and the changes introduced by new systems of industrial organization, do not affect the principle that energy survives its results. It may, of course, be wasted; or

it may serve sometimes only a temporary purpose; but nearly every useful possession of the modern world is the result in great part of some ancient labor. The inventor of a wheel was as useful as the inventor of the steam engine, and his work survives in every locomotive that speeds over the iron rails to-day. The wheel has never gone out of use, and never will. All our machinery may be traced back to ancient workshops and simple appliances, just as our most transcendental mathematics rests at last upon the multiplication table and elementary geometry. FRANK STOWELL.

An Original Advertisement.

The Globe Shoe and Clothing Co., of Atlanta, Ga., recently placed eight monkeys in their show window. Of the results they write as follows: "Our show window is large and the 'Darwinites' are apparently happy and full of fun. The immense throng at our window every day is evidence that our monkey adv. is one of the greatest we ever had. The throng is so immense morning, noon and night that we have a special policeman to make a passageway through the continued blockade."

Cost No Object.

Shoe Clerk—"What shall I mark that new lot of shoes at?"
Employer—"Mark the selling price at \$3.50."
Shoe Clerk—"But they only cost \$2.75."
Employer—"I don't care. I am selling off regardless of cost."

FOOD FOR CRAZY CRANKS

You Do Not Need

Because you are neither crazy nor a crank. But try a free dose of our FOOD FOR THOUGHT. 'Twill build up your business system. Here is a sample of it:

Why Buy Flour Here, Feed There And Sundries Elsewhere

When you can just as well buy a Mixed Carload of us, and save freight, shortages and time? Did you ever figure on that? BIG SAVING IN FREIGHT, no careless re-handling of packages, no damaged goods. Let's figure together and divide the profits.

VALLEY CITY MILLING CO., Grand Rapids, Mich.

It Has No Equal

We know it because we sell more each year.

The Jobber sells more!

The Retailer sells more!

The Consumer buys more!

The Babies cry for more, and more mothers write us stating that the

Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods

For Quotations See Price Columns

**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.

THE BACK OFFICE.

Written for THE TRADESMAN.

"Oh, I suppose it is possible for two of a trade to agree—there is an exception to every rule—but, as a general thing, the man who started the maxim down the ages was right. Heinrich Blumenthal, the cobbler, is always willing to do whatever he can for Carl Schneider, the tailor, but it is altogether too much to expect the cobbler to do much towards helping another cobbler into favor. The human dog, like his brute companion, is willing that the horse should enjoy his oats, but when another dog, by accident or by design, takes even a sniff at a long discarded bone, there is war to the knife at once. It is nature, brute and human alike, and the tradesman who finds it out early and governs himself accordingly will shun many a pitfall into which a more trustful man will fall. 'Tis true, 'tis pity, and pity 'tis 'tis true.'"

"Isn't the tendency of that sort of thing as narrowing as it is mean?"

"Oh, that's quite another thing. You were talking about two of a trade agreeing. They never do. They are both after the almighty dollar, and they are both taking the same means to get it. Heinrich would be smart to go and tell the other fellow how to get his (Heinrich's) dumpling which he hopes to have for dinner, wouldn't he? He never does, and he is like the rest of us."

"But doesn't the practice have a tendency, in the long run, to make us willing to bite off our own noses? And what kind of a place would that be to live in, where every man was afraid to have soup for dinner, lest his neighbor get a stray whiff which a chance wind may send over the fence?"

"A very poor place, indeed. And that, my friend, is one of the first signs that a town is getting over its baby age. When it gets over reaching for the moon and crying for it—in other words, when it is willing that someone else shall live and move and have his being in that particular neighborhood—the town will begin to grow, and not till then."

The other day a copy of the Toledo Blade strayed in here, and it was a pleasant thing to read that Grand Rapids has the reputation of being a town where the maxim with which I started out is proven untrue. In that world known furniture town Blumenthal helps the tailor, and better than that, he helps, in the same way, his brother, the cobbler; and, wonderful to relate, he is in no danger of being cheated out of his dumpling for dinner by his fellowcraftsman, and, moreover, lest that same craftsman be not so fortunate as he, Heinrich leaves a dumpling or two at his fellowtradesman's door. "Two of a trade can never agree," eh? Let us be thankful that Grand Rapids got over that sort of baby talk years ago!

One of the best signs that the business world is getting over the financial toothache is the readiness and cheerfulness with which business men speak of collecting. "Our collections this year are much better than they were a year ago," says a leading commission house. "Collections are certainly good, considering the condition of the country," says a leading wholesale grocer. "Customers who usually discount their bills or pay at maturity manage, as a rule, to meet bills with usual promptness, and others, who are behind, are gradually straighten-

ing up accounts. Yes, times are certainly brightening."

More of the rank and file of the human army are on duty, and, just in proportion as this goes on, will consumers pay their bills and retailers, in turn, meet their obligations. A healthy reaction once set in, prosperity will come back to stay.

A straw showing which way the wind blows was noted in our office this very morning. Our collector, Dunn—mighty good name, too, for a collector—came in, a few minutes ago, all smiles. "How's that?" he asked, placing a receipted bill for \$20 on the cashier's desk. "Seems to me somebody said, when I went out with my package of bills this morning, that I should have my labor for my pains. That's one you said I couldn't collect. There's another; and I don't want you to call D— & Co. a back number any more. Here's a lot I expected to get for the asking, so there is nothing to brag of there. But now I am going to give you cause for astonishment, and there you have it—Wiggins' bill in full for \$138.17—and when he paid it he said we weren't half so glad to have it settled as he was." The bill had been running for months and the house had about given it up, but, like the steamer *La Gascogne*, long overdue, it is safe in port, telling a tremendous story of a fearful passage over a stormy sea. There are other bills not yet in sight of Fire Island, but there is a hopeful feeling that they are all right and that they will be sighted soon.

* * *

Here is a wail from a housekeeper, who wants to know what in the world she is going to do, to get wholesome food for her table. It makes no difference what she wants nor how much she pays for it, it turns out to be something else. If she orders coffee, she finds that she has paid for chicory and peas. The vinegar is so much acid. Codfish which seemed to be better than usual had been treated with boracic acid. Baking powder—but the list is too long and it's too discouraging to talk about. There is hardly a thing brought into her kitchen which hasn't a cheat about it somewhere. What is she to do? It is all very well to say, "Buy only where you are sure of getting what you order;" but what comfort is there in that when the dealer is as badly cheated as the housekeeper? There is but one answer to give and that is that, admitting what she said to be true, there is still less chance for the grocer to be cheated than for her, and that, if she knows a reliable dealer, she had better put her trust in him.

There is more than a hint here for the grocer. The country is full of people who are sick and tired of being cheated. Why isn't it a good plan for the dealer to take every possible opportunity of proving himself that reputable dealer for whom the cheated world is on the lookout, and prove the truthfulness of the adage, "Honesty is the best policy?"

* * *

In spite of the generally admitted fact that politics are out of place in trade, it is plain to be seen, by those who are at all versed in trade journals, that more and more the idea is gaining ground that the business man should have work to do in the political management of the country. Theory is one thing—and without it little or nothing can be hoped for—practice is quite another; and a govern-

Only Live Fish Move Up Stream!

And it is only the up-to-date merchant who succeeds; and he uses the up-to-date Cash Register,

The Champion

THE KING OF ALL CASH REGISTERS!



You Ask Why It Is?

Because it tells you more about the receipts and disbursements of the Cash and Credit transactions at the close of the day's business than any other Cash Register.

Every essential feature of the **CHAMPION** is fully protected by patents owned and controlled by the Champion Cash Register Co. Users will be protected and infringements will not be allowed.

Merchants desiring to inspect our **REGISTERS** are requested to drop us a card, so that one of our agents may call when in the dealer's vicinity. It will cost nothing to see the machine and have its merits explained.

MANUFACTURED ONLY BY

CHAMPION
Cash Register Co.,
GRAND RAPIDS, MICH.

ment given up wholly to the practical is as bad as the other extreme. A wholesome combination of the two seems to be the often expressed desire; and this can be brought about in no surer or quicker way than by sending to the national capitol more sound business men.

There ought to be no difficulty in finding the proper legislative material; but it must not be a surprise to learn that the successful business man has been so narrowed by the exactions of trade as to make him unfit for the broader duties of statesmanship. There are exceptions, but the man who, from youth up, has given his days and his nights to business will not be found scholarly in thought—much less in speech—and so will be unfit, in a great degree, to cope with the questions he will be constantly called upon to discuss in the halls of Congress. This very condition of things, however, should be looked upon as a result. So far it has been generally understood that a business man has, and wants, nothing to do with politics; but, the moment it is found that he is needed there—as he is—there will be more attention given by the business man to the claims that enlighten citizenship lays upon him, and the realm of trade will become so widened as to make him look carefully after its claims and prepare for them.

Another fact may, with assurance, be written down, and that is that the business man, narrow as we find him, need not hesitate on that account, to-day, to assume any political position to which he may aspire. The country has not been overwhelmed, of late, with overculture—"the superlative," as Emerson might possibly call it; and, with that keen insight into the spirit of things, which that same narrowness has sharpened, he will be found the man for the place and the man for whom the place has long been waiting.

* * *

It begins to look as if something of practical account is to be the outcome of the association idea. So long has the air been charged with the I-don't-want-any-in-mine spirit that even the most fervent friends of the movement have begun to doubt if anything will come of it. Of late, however, there has been a clearing of the atmosphere and a reaction has set in. The social club element is passing away and one of business benefit is taking its place. If this last should prevail and it becomes known that "a feller can get a kink or two there which will help him over the hard places in his business," every meeting of the association will be crowded. That is what has been needed all along. When I go to an association meeting just for the purpose of having a good time, I shall derive no benefit from such attendance; but, when I go for the purpose of finding new ways to overcome business difficulties, good results are sure to follow.

A good many years ago, the teachers of the district where I lived had a gathering—an "Institute," I think they called it. They seemed anxious to settle the question, "How shall we make a child, in reading, say 'Oh,' naturally?" Several papers were read without clearing up the matter. One teacher thought that, by saying the sentence over and over until the child caught the idea, the exclamation would be properly expressed. Finally, when everybody felt like saying "Oh," with "dear!" after it, a rough young schoolmaster from the backwoods

said that there were several ways to accomplish the purpose. One was to tire the child all out, as he was that blessed minute; but a shorter way, and a much more effective one, was to jab a pin into him. He hadn't tried it yet but was convinced, from his own personal experiences in that direction, that the pin would have the desired effect. From that time on, there were no more papers read. "We ought" gave place to "I did," and for the next hour there was the liveliest teachers' meeting that was held in the district that winter.

It too often happens (if that is the right word to use) that two or three find it necessary to do all the talking at the association meetings, and such a state of affairs is not always conducive to best results. The President of the Associated Grocers of St. Louis has something to say which should be carried out to the letter: "Personal ambition must give way to the general good. Private interest must not prevent a union of strength.

Men who talk without saying anything must not be pushed to the front. Men of action, men of brains, men of courage, must control our affairs—men who know what they have come for and know enough to do it after they get there." It is altogether evident that the President of this Association knows how to make its members say "Oh," and it is safe, on that account, to predict that the organization will be a success.

RICHARD MALCOM STRONG.

Proposed To Economize on Shoes.

A curious advertisement appeared in some of the morning papers the other day to the effect that a one-legged man would hear of something to his advantage by applying at a certain address. Though not one-legged myself, recounts the writer, I called there and found the advertiser to be a Grand Army man who had lost a leg. Questioned as to why he had inserted the advertisement which attracted my attention, he gave this explanation:

"My idea," he said, "is to find a man who has lost a leg. You notice that my right is gone. Now I pay eight dollars a pair for my shoes, and I wear about five pair a year—that makes forty dollars. And besides that, I wear a good many socks, which also count up considerably."

"You can readily see that if I can find a man who has lost the other leg, and wears the same size shoe that I do, we can whack up, and by buying our shoes together we would make considerable."

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.

SWEET'S HOTEL

MARTIN L. SWEET, Proprietor.

HENRY D. and FRANK H. IRISH, M'grs.

Steam heat in every room. Electric fire alarms throughout the house. Other improvements and decorations will soon make it the best hotel in Michigan.

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.

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.

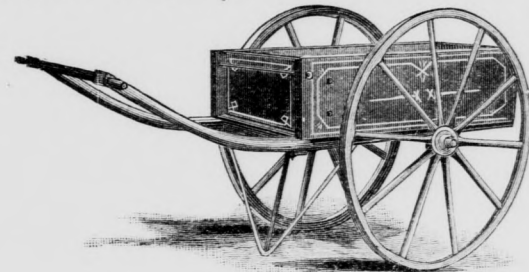
MOSELEY BROS.

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



SEE QUOTATIONS.

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.

Regular Meeting of the Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held in the office of THE MICHIGAN TRADESMAN Tuesday evening, March 5, Vice-President Klap presided.

The Committee on Essays presented the following report:

To the Members of the Retail Grocers' Association:

We, the undersigned Committee on Essays, beg leave to report as follows:

We recommend that three cash prizes of \$5, \$3 and \$2 be offered for the best three essays on "Advantages of the Cash System," that no limitation be made as to the length of the articles, and that competition be open to the world; that the articles be published in THE TRADESMAN as they are sent in, and that entries close March 1, and that the decision of the Committee be announced at the regular meeting of the Association on May 4.

Respectfully submitted,

J. J. WAGNER,
PETER SCHUIT,
HENRY J. VINKEMULDER,
Committee.

Mr. VanAnrooy moved that the report be laid on the table, taking the ground that the retailers in the suburbs of the city can never accomplish the cash system until the grocers on the main streets set the pace.

Mr. Merrill stated that he had conducted a cash business in the southern part of the city for a year and had never lost a nickel by bad debts.

Mr. Goss favored the adoption of the report on the ground that one good pointer on the subject would be worth all the articles cost. He moved that the motion be amended to read, to lay on the table until the next meeting, at which time it may be taken up for further discussion. Adopted.

On motion, it was decided to discontinue further meetings at Elk's Hall, and accept the invitation of THE TRADESMAN to hold the meetings at that place hereafter.

Mr. Goss gave notice that at the next meeting he would offer an amendment to the constitution changing the time of meeting from Monday evening to Tuesday evening. He moved that the next meeting be held on Tuesday evening, March 19. Adopted.

A communication was received from Boer & Bolt, of Grand Haven, relative to the price of Anchor matches, which was accepted and placed on file.

The following resolution, introduced by Mr. Stowe, was adopted, on motion of Mr. Goss:

WHEREAS—Representative Chilver has introduced a bill in the Legislature amending the charter by taking the licensing of saloons and peddlers out of the hands of the Common Council and vesting it in the Board of Police & Fire Commissioners; therefore

Resolved—That we believe such measure to be in the interest of good government and municipal reform and that we earnestly request our Representatives and Senators to use their influence to secure its enactment.

The Secretary suggested the employment of a man to devote his entire attention to the office of Secretary, with a view to securing the membership and active co-operation of every retail grocer in the city, so that the Association may be an organization of commanding strength and influence in the community.

The suggestion was well received and will be taken up for discussion and action at some future meeting.

B. S. Harris moved that it be the sense of the meeting that the present sugar card be continued, which was adopted.

On motion Mr. Lehman, the Secretary, was instructed to collect such of the 1894 dues as still remain unpaid, and also collect one-half of the 1895 dues with as little delay as possible.

Mr. Lehman reported a balance on hand of \$235.42 and the meeting adjourned to meet at the same place on Tuesday evening, March 19.

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

JOHN BRECHTING,

ARCHITECT.

79 WONDERLY BUILDING.

Call or let's correspond if you want to build.

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS
GRAND RAPIDS, MICH.

S. P. Bennett Fuel & Ice Co

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

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.

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.

Blank Books, Tablets, Stationery.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lymcoming 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.

CYCLE STEP LADDER.



WRITE

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

H. M. Reynolds & Son

DEALERS IN

PURE ASPHALT ROOF COATINGS
ROOFING MATERIAL of all kinds
HARDWARE WRAPPING PAPERS
BUILDING PAPERS
CARPET LININGS, Etc.

Cor. Louis and Campau Sts.
GRAND RAPIDS

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, Widdiecomb Bldg.

HENRY ROYCE, Supt.

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

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN RY.

GOING TO CHICAGO.

Lv. Grand Rapids 7:15 a.m. 1:25 p.m. *11:30 p.m.
Ar. Chicago 1:25 p.m. 5:50 p.m. *7:30 a.m.
RETUENING FROM CHICAGO.
Lv. Chicago 8:25 a.m. 5:00 p.m. *11:45 p.m.
Ar. Grand Rapids 3:05 p.m. 10:25 p.m. *6:25 a.m.

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25 a.m. 1:25 p.m. 5:30 p.m.
Ar. Grand Rapids 11:45 a.m. 3:05 p.m. 10:25 p.m.

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids 7:30 a.m. 3:15 p.m.
Ar. Manistee 12:20 p.m. 8:15 p.m.
Ar. Traverse City 1:00 p.m. 8:45 p.m.
Ar. Charlevoix 3:15 p.m. 11:10 p.m.
Ar. Petoskey 3:45 p.m. 11:40 p.m.

Trains arrive from north at 1:00 p.m. and 10:00 p.m.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25 p.m. Arrives from Chicago 10:25 p.m. Sleeping cars leave for Chicago 11:30 p.m. Arrive from Chicago 6:25 a.m.

*Every day. Others week days only

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids 7:00 a.m. 1:20 p.m. 5:25 p.m.
Ar. Detroit 1:40 a.m. 1:40 a.m. 5:30 p.m. 10:10 p.m.

RETUENING FROM DETROIT.

Lv. Detroit 7:45 a.m. 1:10 p.m. 6:00 p.m.
Ar. Grand Rapids 12:40 p.m. 5:25 p.m. 10:45 p.m.

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40 a.m. 5:00 p.m. Ar. G. R. 11:35 a.m. 10:45 p.m.

TO AND FROM LOWELL.

Lv. Grand Rapids 7:00 a.m. 1:20 p.m. 5:25 p.m.
Ar. from Lowell 12:40 p.m. 5:25 p.m.

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. DELHAVEN, 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	6:45 a.m.	1:20 a.m.	3:25 p.m.	11:00 p.m.	
Donia	Ar	7:40 a.m.	11:25 a.m.	4:27 p.m.	12:35 a.m.	
St. Johns	Ar	8:25 a.m.	12:17 p.m.	5:20 p.m.	1:25 a.m.	
Owosso	Ar	9:00 a.m.	1:20 p.m.	6:05 p.m.	3:10 a.m.	
E. Saginaw	Ar	10:50 a.m.	3:45 p.m.	8:00 p.m.	6:40 a.m.	
Bay City	Ar	11:3 a.m.	4:35 p.m.	8:37 p.m.	7:15 a.m.	
Flint	Ar	10:05 a.m.	3:45 p.m.	7:05 p.m.	5:4 a.m.	
Pt. Huron	Ar	12:05 p.m.	5:50 p.m.	8:30 p.m.	7:30 a.m.	
Portiac	Ar	10:55 a.m.	3:05 p.m.	8:25 p.m.	5:37 a.m.	
Detroit	Ar	11:50 a.m.	4:05 p.m.	9:25 p.m.	7:00 a.m.	

WESTWARD.

For Grand Haven and Intermediate Points 7:00 a.m.
For Grand Haven and Muskegon 11:40 p.m.
Mil. and Chl. 7:35 p.m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:30 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.

Trains	Le	Ve	Time	Leave going North
For Traverse City, Petoskey and Saginaw	Lv	7:40 a.m.		
For Saginaw	Lv	8:00 p.m.		
For Petoskey and Mackinaw	Lv	8:25 p.m.		

TRAINS GOING SOUTH.

Trains	Le	Ve	Time	Leave going South
For Cincinnati	Lv	7:25 a.m.		
For Kalamazoo and Chicago	Lv	2:15 p.m.		
For Fort Wayne and the East	Lv	2:15 p.m.		
For Cincinnati	Lv	5:40 p.m.		
For Kalamazoo and Chicago	Lv	11:40 p.m.		

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

Trains	Le	Ve	Time
Lv Grand Rapids	Lv	7:25 a.m.	2:15 p.m. *11:40 p.m.
Ar Chicago	Ar	2:40 p.m.	9:05 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 6:50 a.m. 3:30 p.m. 11:30 p.m.
Ar Grand Rapids 3:50 p.m. 9:15 p.m. 7:30 a.m.
3:30 p.m. train has through Wagner Buffet Parlor Car.
11:30 p.m. train daily, through Wagner Sleeping Car.
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a.m. 9:50 a.m.
1:00 p.m. 1:15 p.m.
5:40 p.m. 5:50 p.m.
O. 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.

TIME FOR ACTION.

Druggists Asked To Oppose the Richardson Bill.

James Vernor, of Detroit, member of the Legislative Committee of the Michigan State Pharmaceutical Association, happened to be in Lansing March 8 when Representative Richardson's bill was reported out of the Committee on State Affairs, and he thereupon wrote A. S. Parker, President of the Association, as follows:

I desire to report a condition that exists before the Legislature that, for the honor of the pharmacists of Michigan, should call forth from them an emphatic and indignant protest.

A bill was yesterday reported out by the Committee on State Affairs which places the pharmacists of Michigan in a most disagreeable light before the people of the State, and which, I am sorry to say, was prepared by a member of the Legislature who is himself a registered pharmacist, Dr. Richardson, of Dundee.

The measure calls for the repeal of that portion of the pharmacy law requiring an annual registration fee of \$1 to provide the means to carry on the work of the Board in its examination of candidates for registration and the prosecution of offenders under the law. This feature would not be improper provided the funds to carry on the work were furnished by a State appropriation, as it always should have been, but, knowing that it would be an impossibility to get such an appropriation, the framer of the bill has introduced a provision raising the examination fee to be charged candidates from \$3 to \$10, thus placing the pharmacists of the State in the ridiculous position of persons who, to save \$1 a year for themselves, place a burden of \$7 upon another, and that other a young man struggling with all his powers to enter their ranks, and who is usually far from able to stand the extra dollars' expense. This young man has been the pharmacist apprentice, and has been taught by the pharmacist and assisted in every way possible to fit him for the responsible position he has chosen for his life's work; and yet this bill says, in effect, that the pharmacists of Michigan are mean enough to impose a burden of \$7 upon such a young man for the purpose of saving \$1 a year for themselves.

I trust that the pharmacists will immediately vindicate themselves in the eyes of the community by promptly notifying their representatives at Lansing that the bill does not meet their approval. Respectfully yours,

JAMES VERNOR.

On receipt of this letter, President Parker immediately issued an address to the drug trade of the State, as follows:

I desire to call your attention to the above report and the necessity of prompt action on our part to vindicate our reputation before the Legislature and the people of the State of Michigan. As pharmacists we have always felt that the expense of the Board of Pharmacy should have been met by a State appropriation, but, failing in that, I feel sure that we do not desire to return to the lamentable condition existing before a pharmacy law was enacted, or to place the burden of expense on the young men just entering our ranks. I trust the pharmacists of each town and city will at once unite in sending a petition to the Legislature, protesting against the passage of this bill, and forward the same to their representatives before Tuesday next. The bill is known as the Richardson pharmacy bill. Yours respectfully,

A. S. PARKER, Pres.

Representative Richardson had a bill, which was killed in the Committee, repealing the entire pharmacy law.

W. A. McGraw, Manager of the rubber department of A. C. McGraw & Co. (Detroit), has returned from Malden, Mass., where he was the guest of H. E. Converse, of the Boston Rubber Shoe Co.

The Hardware Market.

General trade continues with but little change. The uncertain weather has more or less effect, and, in many instances, deters purchases. The dealers, however, all look forward to a fair if not a good spring trade. Intelligence from manufacturers reports a small improvement in orders and in certain lines the demand is good. Changes in market prices are few, and, in wire nails, barbed wire and annealed wire the manufacturers all claim recent advances are firmly held, and they hope with the opening of spring the demand will warrant further increase of price. They also report at this time as being fully supplied with orders to run them into May, hence there does not seem any reason why recent advances should not hold.

Rope makers report the same condition and while prices on sisal and manilla are very low, they do not look for any lower, but rather anticipate getting better figures as spring advances.

Manufacturers of steel goods report more orders in hand than they can conveniently take care of, but they are in hopes to be soon caught up.

Makers of window glass are holding meetings and are trying to arrange some way out of the present demoralized condition of the market. All going into a stock company is at present suggested and they are in hopes to carry it through. They have another meeting this month, and, if successful, we may look for an advance in price.

Sugar makers' supplies are in good demand, and a scarcity in some sizes and kinds of sap pan iron is already felt.

Orders are now being placed very freely for screen doors and windows. Prices are a little lower than last year.

Use Tradesman Coupon Books.

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS.	
Mess.	11 25
Short cut	11 50
Extra clear pig, short cut	14 00
Extra clear, heavy	
Clear, fat back	12 50
Boston clear, short cut	13 00
Clear back, short cut	13 00
Standard clear, short cut, best	13 25
SAUSAGE.	
Pork, links	7
Bologna	5
Tongue	6
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	7 1/2
Granger	7
Family	5 1/2
Compound	5 1/2
Cottolene	6 1/2
Cotosuet	6 1/2
50 lb. Tins, 1/2 c advance.	
20 lb. pails, 1/2 c	
10 lb. " 1/2 c	
5 lb. " 1/2 c	
3 lb. " 1 c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 75
Boneless, rump butts	9 50
SMOKED MEATS—CANNED OR PLAIN.	
Hams, average 20 lbs.	9 1/2
" " 12 to 14 lbs.	10
" picnic	8 1/2
" best boneless	8 1/2
Shoulders	8 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 PIG'S FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85
BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11
" tubs	10 1/2

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Bbls.	Pails.
Standard, per lb.	Cases	5	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8 1/2		
Cut Loaf		8	
Extra H. H.	9 1/2		
MIXED CANDY.		Bbls.	Pails.
Standard		6 1/2	
Leader		5 1/2	
Royal		6	
Nobby		7	
English Rock		7	
Conserves		6 1/2	
Broken Taffy	baskets	7	
Peanut Squares	"	7	
French Creams		8	
Valley Creams		12 1/2	
Midget, 30 lb. baskets		8	
Modern, 30 lb.			
FANCY—In bulk		Pails	
Lozenges, plain		8 1/2	
" printed		9 1/2	
Chocolate Drops		11	
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		7 1/2	
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		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		50	
Hand Made Creams		80@90	
Plain Creams		60@80	
Licorice Creams		90	
String Rock		60	
Burnt Almonds		90@1 25	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 " "		51	
No. 2, " 2 " "		28	
ORANGES.			
California Seedlings—125		2 75	
150, 175, 200, 216		3 00	
250		2 75	
Fancy Navels—112		3 00	
125		3 50	
150, 175, 200		4 00	
Choice stock 25c per box less.			
Messina Oranges, 300		3 20	
Catanias—Flats, 100		1 75	
LEMONS.			
Choice, 300		2 75	
Extra Choice, 300		3 25	
Fancy, 300		3 50	
Choice, 360		2 75	
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	
" " 30 lb.		14	
" extra " 14 lb.		11	
" bags		6 1/2	
Dates, Fard, 10 lb. box		2 7	
" 50 lb.		2 6	
" Persian, G. M. 50 lb. box		2 5	
" 1 lb Royals, new		27 1/2	
NUTS.			
Almonds, Tarragona		2 14	
Iraca		13 1/2@14	
California, soft shelled		2 12	
Brasilis, new		2 7	
Filberts		2 11	
Walnuts, Grenoble, old		2 10	
" French		2 12	
" Calif.		2 13	
" Soft Shelled Calif.		2 14	
Table Nuts, fancy		2 10 1/2	
" choice		2 9	
Pecans, Texas, H. P.		6 2 1/2	
Chestnuts			
Hickory Nuts per bu., Mich.		1 50	
Cocanuts, full sacks		4 00	
Butternuts per bu.		60	
Black Walnuts, per bu.		60	
PEANUTS.			
Fancy, H. P., Suns		2 5 1/2	
" Roasted		2 6 1/2	
Fancy, H. P., Flags		2 5 1/2	
" Roasted		2 6 1/2	
Choice, H. P., Extras		2 4 1/2	
" Roasted		2 6	
FRESH MEATS.			
BEEF.			
Carcases		5 1/2@7 1/2	
Fore quarters		4 2 1/2	
Hind quarters		8 1/2@8 1/2	
Loins No. 3		8 2 1/2	
Ribs		8 2 1/2	
Rounds		5 2 1/2	
Chucks		3 1/2@5	
Plates		3 1/2@4	
PORK.			
Dressed		5 2 1/2	
Loins		7 1/2	
Shoulders		5 1/2	
Leaf Lard		8	
MUTTON.			
Carcases		5 1/2@6 1/2	
Lambs		6 2 1/2	
VEAL.			
Carcases		5 1/2@6	

William Connor

will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, March 14 and 15, with a full line of samples in ready-made clothing in Men's, Youths', Boys' and Childrens'. Fourteen years with

Michael Kolb & Son,
Clothing Manufacturers,
Rochester, N. Y.

WE WANT

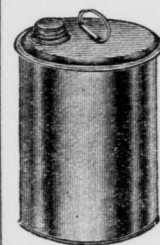
BEANS



and will pay highest market price for them.

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

Sap Pails and Syrup Cans.



Net Price List.
Sap Pails per 100.

	IC	IX
10 quart	\$10 00	13 25
12 "	11 00	14 25
15 "	13 75	16 50

Syrup Cans per 100.

1 gallon \$ 8 50

Our goods are full size and are guaranteed not to leak. The pails are made almost straight, flaring enough to pack conveniently. Send for price list of general line of tinware.

WM. BRUMMELER & SONS,

Manufacturers and Jobbers of

Pieced and Stamped Tinware.

Phone 640.

260 S. Ionia St., GRAND RAPIDS.

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.

Drug Department.

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Hughes, Charlevoix.
Three Years—S. E. Parkhill, Owosso.
Four Years—F. W. R. Perry, Detroit.
Five Years—
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—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.

EXCLUSIVE SALES.

Not Always So Lucrative as They Appear.

Written for THE TRADESMAN.

Business rules and customs everywhere are, in the main, founded upon and justified by the average experience of men in all lines of active trade. Such as are in harmony with the principles of equity survive the changes that are inevitable in commercial progress, and, though not authoritative, still control the various methods necessary to carry on the world's business.

Among the usages of trade, when a profitable market for manufactured goods is desired, a system of general agency is often relied on to secure an active demand. Through subagencies, judiciously distributed, most of the material products of to-day reach the consumer. Whether commissions, salaries or profit on actual sales constitute the means by which such goods find a market, one thing is evident—that is that each factor in this distribution should receive a fair equivalent for his share of the work. Therefore, until a demand is permanently established, the control of such distribution is wisely held by those who initiate the enterprise. These products, if staple necessities, are afterwards thrown on the market for general competition, and, by economy in processes of manufacture, the cost is lessened to the public and all persons engaged in their distribution.

Dealers in small towns, especially druggists, often find themselves directly connected with a similar system, and not wholly to their satisfaction. The goods are specialties and include an almost inexhaustible list of proprietary articles, medicinal and otherwise, all of which tax effort to the utmost to keep them moving in a reluctant market glutted with advertised novelties. Those that are best known and universally called for become staple stock, to be replenished from jobbers as often as need requires, and, if one's location be far enough away from the remorseless cutter, a satisfactory trade is the result.

But there is still a large list of special preparations introduced by traveling salesmen, who promise the advantage of a local agency to the druggist giving a trial order. The larger the order, the more specious the promises to stand between him and loss, by novel advertising methods, each one claiming that his own is better and more certain to draw trade than those of competing firms. And so the dealer, who may have a good local trade and enjoy the confidence of his customers, accepts the goods, indulging in the hope that the investment will prove profitable on account of such co-operation and the guarantee of exclusive sale. So, in time, his shelves become filled with a line of goods that were not purchased with any reference

to the wants of the community upon whose trade he depends for success in business; and a considerable portion of his capital is locked up in slow-moving or unsalable stock. Later on, he begins to understand the true market value of his "exclusive sale" privilege. It is, at first, pleasant to reflect that here is a good chance to increase trade by putting in betimes a little extra work in distributing samples and circulars, and quite as comforting to feel that here the cutter can have no opportunity to break through and steal a portion of his legitimate profits; but, when revolving years have brought scores of such plans to the test of experience, each having appealed to his ambition to be a hustler, he becomes, at last, satisfied that, though "peeshness is peeshness," he is getting the butt end of the work and the feather end of the reward. The conclusion naturally follows that, while push is a good thing, its force is poorly spent in chasing rainbows, even though each bright arc may have an "exclusive sale" attachment.

But, for all this, it does not follow that the practice of placing new goods on the market through special agents is bad business policy, or deserving of criticism on the ground of its being an unjust discrimination against others in the same line of trade. The privilege offered is a legitimate advantage, for which the local dealer is expected to give value by working up a demand among his customers. Were it not for the fact that, in accepting too many such tempting offers, he overrates the limitations of a reasonable demand and everstocks with too many competing varieties, the result would be more favorable to his profit account. But, at best, the advantage of exclusive sale is short lived. One may succeed in creating a demand for an article, but he will find that continued effort will be required to maintain it, and that a large part of the time will be taken up booming infant commercial enterprises; and, even in spite of one's best exertions, the fickle favor of the public is sure to be arrested by some other novelty. While "booming" is a feature common to every line of trade, it should not be allowed to usurp more than its due proportion of the dealer's attention. In case articles placed with him on the conditions referred to prove slow sellers, the prodings of hustling proprietors, who may know nothing of the reasons therefor, increase his infelicity; and, if fairly successful, then he is pestered with persistent and untimely solicitations for larger and more frequent orders, until life becomes a burden.

Since the old way of introducing medicinal specialties to the public through a system of commission accounts with the retail dealer has become almost obsolete, the latter is compelled to take increased chances in that class of goods. As the market value of such goods is so easily affected by the whims of customers, not even the advantage of exclusive sale can overbalance the risk of loss and clear the shelves when the inevitable falling off in demand reaches the zero limit. The wisest method for any one to pursue, in accepting offers of salesmen whose goods depend for a market almost entirely on the personal efforts of the dealer, is to weigh the risk of unprofitable competition with stock already having a fair demand. The fact should be borne in mind that each year

finds new claimants for public favor that increase such competition and lessen value by dividing the volume of trade. While the outlay involved in each transaction is small, the aggregate will satisfy any good accountant that the privileges attached do not always pay a satisfactory dividend on the amount invested.

S. P. WHITMARSH.



Leaf and Dumb Men



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.



Seely's Lemon.
(Wrapped)

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

Seely's Vanilla
(Wrapped)

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

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

Correspondence
Solicited

SEELY MFG. CO., Detroit Mich.

"W.J. FLORENCE" PEER OF
THE DOMESTIC 10¢ CIGARS
J.G. HERBINE & CO.
GRAND RAPIDS.
SOLE AGENTS.

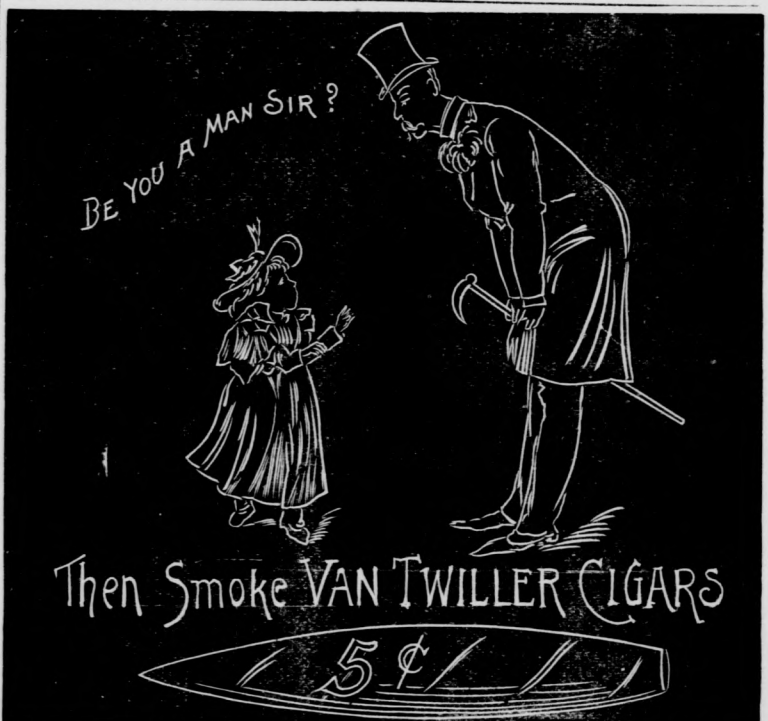
Mail and telegraph orders receive special attention.

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.



Wellauer & Hoffmann Co., Milwaukee W.S., Wholesale Distributors.
J. A. Gonzalez, Michigan Representative, Grand Rapids.

Wholesale Price Current.

Advanced—Gum Opium, Cocaine, Gum Camphor, Sugar Milk, Turpentine, Alcohol.
Declined—Salicylate Soda, Cod Liver Oil.

ACIDUM.		CUBEBÆ.		TINCTURES.	
Aceticum	80 10	Exechthitis	1 25 1 35	Aconitum Napellis R.	60
Benzocum German	65 75	Erigeron	2 00 3 30	Aloes	60
Boric	15	Gaultheria	1 50 2 60	and myrrh	60
Carbolicum	21 41	Geranium, ounce	70 75	Arnica	60
Citricum	41 44	Gossypii, Sem. gal	70 75	Asafoetida	50
Hydrochlor	3 5	Hedeoma	1 25 2 40	Atropine Belladonna	60
Nitricum	10 12	Juniperi	50 2 00	Benzoin	60
Oxalicum	10 12	Lavandula	90 2 00	Co.	60
Phosphoricum dil.	20	Limonis	1 40 2 60	Picis Liq. N. C., 1/2 gal	2 00
Salicylicum	70 75	Mentha Piper	2 10 3 00	Picis Liq., quart	2 00
Sulphuricum	1 1/2 5	Mentha Verid	80 2 00	doz pints	2 00
Tannicum	1 40 2 60	Morrbuae, gal	70 2 75	Pil Hydrarg., (po. 80)	2 50
Tartaricum	30 33	Myrcia, ounce	50	Piper Nigra, (po. 22)	2 1
AMMONIA.		Olive	90 2 30	Piper Alba, (po. 5)	2 3
Aqua, 16 deg.	4 6	Picis Liquidia, (gal. 35)	10 12	Pil Burgun	2 7
" 20 deg.	4 8	Ricini	88 96	Plumbi Acet. et Oil	1 00 2 20
bonas	12 14	Rosmarini	1 00	Pyrethrum, boxes M	2 1 25
ioridum	12 14	Rosea, ounce	6 50 2 80	Pyrethrum, pv.	20 30
ANILINE.		Succini	40 45	Quassia	80 10
Black	2 00 2 25	Sabina	90 2 10	Quinia, S. P. & W.	34 4 39 4
Brown	80 2 10	Santal	2 50 2 70	" S. German	27 37
Red	45 50	Sassafras	50 2 55	Rubia Tinctura	12 14
Yellow	2 50 2 00	Sinapis, ess. ounce	50 65	Saccharum Lactis pv.	16 18
BACCAR.		Tigili	40 50	Sanguis	2 30 2 50
Cubæ (po. 25)	20 25	Thyme	40 50	Sanguis Draconis	40 50
Juniperus	20 25	Theobromas	15 20	Sapo, W.	12 14
Xanthoxylum	20 30	POTASSIUM.		" G	10 12
BALSAMUM.		Bi Carb.	15 18	Gualca	60
Copaiba	45 50	Bichromate	12 14	Zingiber	50
Peru	2 50	Bromide	40 43	Hyocyanus	50
Terebinth. Canada	45 50	Carb.	12 15	Iodine	75
Toluana	35 50	Chlorate (po. 17 19)	12 15	" Colorless	75
CORTEX.		Cyanide	50 55	Ferri Chloridum	35
Abies, Canadian	18	Iodide	2 90 3 00	Kino	50
Cassia	18	Potassa, Bitart. pure	23 25	Lobelia	50
Cinchona Flava	30	Potassa, Bitart. com.	15 15	Myrrh	50
Euonymus atropurp.	30	Potass Nitras, opt	80 10	Nux Vomica	50
Myrica Cerifera, po.	30	Potass Nitras	70 9	" Camphorated	50
Prunus Virgin	12	Prussiate	28 30	" Deodor	2 00
Quillaja, grd.	10	Sulphate po.	15 18	RADIX.	
Sassafras	12	Aconitum	20 25	Aconitum	20 25
Ulmus Po (Ground 15)	15	Althæa	20 25	Althæa	20 25
EXTRACTUM.		Anchusa	12 15	Anchusa	12 15
Glycyrrhiza Glabra	24 25	Arum, po.	20 25	Arum, po.	20 25
" po.	33 35	Calamus	20 25	Calamus	20 25
Haematox, 15 lb. box	12 12	Gentiana (po. 12)	50 10	Gentiana (po. 12)	50 10
" 1s.	12 14	Glycyrrhiza (pv. 15)	10 18	Glycyrrhiza (pv. 15)	10 18
" 1/2s.	14 15	Hydrastis Canad.	2 30 3 00	Hydrastis Canad.	2 30 3 00
" 1/4s.	16 17	(po. 35)	2 30	(po. 35)	2 30
FERRU.		Hellebore, Ala. po.	15 20	Hellebore, Ala. po.	15 20
Carbonate Precip.	2 15	Inula, po.	15 20	Inula, po.	15 20
Citrate and Quinia	2 50	Ipecac, po.	1 30 2 40	Ipecac, po.	1 30 2 40
Citrate Soluble	2 80	Iris plox (po. 35 38)	30 40	Iris plox (po. 35 38)	30 40
Ferrocyanidum Sol.	2 50	Jalapa, pr.	40 45	Jalapa, pr.	40 45
Solut Chloride	2 15	Maranta, 1/2	2 35	Maranta, 1/2	2 35
Sulphate, com'l.	2 2	Podophyllum, po.	15 18	Podophyllum, po.	15 18
" pure.	2 7	Rhei, cut	2 15	Rhei, cut	2 15
FLORA.		" pv.	75 1 25	" pv.	75 1 25
Arnica	12 14	Spigelia	35 38	Spigelia	35 38
Anthemis	18 25	Sanguinaria, (po. 25)	2 20	Sanguinaria, (po. 25)	2 20
Matricaria	18 25	Serpentaria	50 55	Serpentaria	50 55
FOLIA.		Senega	55 60	Senega	55 60
Barosma	14 30	Similax, Officialis. H	2 40	Similax, Officialis. H	2 40
Cassia Acutifol, Tin-	18 25	Scilla, (po. 35)	10 12	Scilla, (po. 35)	10 12
nivelly	25 30	Symplocarpus, Fost-	2 35	Symplocarpus, Fost-	2 35
Salvia officinalis, 1/2	12 20	us, po.	2 35	us, po.	2 35
and 1/4	12 20	Valeriana, Eng. (po. 30)	15 20	Valeriana, Eng. (po. 30)	15 20
Ura Ural	8 10	" German	15 20	" German	15 20
GUMMI.		Zingiber j.	18 20	Zingiber j.	18 20
Acacia, 1st picked	2 60	SEMIN.		SEMIN.	
" 2d	2 40	Anisum, (po. 20)	2 15	Anisum, (po. 20)	2 15
" 3d	2 30	Apium (graveolens)	14 18	Apium (graveolens)	14 18
" sifted sorts	2 20	Bird, is.	4 6	Bird, is.	4 6
" po.	60 80	Carui, (po. 18)	10 12	Carui, (po. 18)	10 12
Aloe, Barb. (po. 60)	50 60	Cardamon	1 00 1 25	Cardamon	1 00 1 25
" Cape, (po. 20)	12 12	Corlandrum	12 14	Corlandrum	12 14
Socotri, (po. 60)	50	Cannabis Sativa	40 5	Cannabis Sativa	40 5
Catechu, is. (1/2, 1 1/4, 1 1/2, 1 3/4, 2)	2 10	Cydonium	75 1 00	Cydonium	75 1 00
HERBA—In ounce packages.		Chenopodium	75 1 12	Chenopodium	75 1 12
Abelthium	25	Dipterix Odorata	1 80 2 00	Dipterix Odorata	1 80 2 00
Supatorium	20	Poenicium	2 15	Poenicium	2 15
Lobelia	25	Poenigreek, po.	2 8	Poenigreek, po.	2 8
Majorum	28	Lini	3 1/2 4	Lini	3 1/2 4
Mentha Piperita	25	Lini, grd. (bbl. 3 1/4)	3 1/2 4	Lini, grd. (bbl. 3 1/4)	3 1/2 4
" Vir	25	Lobelia	35 40	Lobelia	35 40
Rue	30	Pharlarie Canarian	40 5	Pharlarie Canarian	40 5
Tanacetum, V	25	" sp.	4 1/2 5	" sp.	4 1/2 5
Thymus, V	25	Sinapis Albu.	7 12	Sinapis Albu.	7 12
MAONESIA.		" Nigra	11 12	" Nigra	11 12
Calcined, Pat.	55 60	SPIRITUS.		SPIRITUS.	
Carbonate, Pat.	20 22	Frumentum, W. D. Co.	2 00 2 50	Frumentum, W. D. Co.	2 00 2 50
Carbonate, K. & M.	20 25	" D. F. R.	2 00 2 25	" D. F. R.	2 00 2 25
Carbonate, Jennings.	25 30	Juniperis	1 25 1 50	Juniperis	1 25 1 50
OLEUM.		" O. T.	1 75 2 30	" O. T.	1 75 2 30
Abelthium	2 50 3 00	Saacharum N. E.	1 90 2 10	Saacharum N. E.	1 90 2 10
Amygdalæ, Dulc.	30 50	Spt. Vini Galli	1 75 2 50	Spt. Vini Galli	1 75 2 50
Amygdalæ, Amarae.	8 00 2 25	Vini Oporto	1 25 2 00	Vini Oporto	1 25 2 00
Anisi	1 90 2 10	Vini Alba	1 25 2 00	Vini Alba	1 25 2 00
Aurant Cortex	1 80 2 00	FLORES.		FLORES.	
Bergamit	3 00 3 20	Florida sheeps' wool	2 50 2 75	Florida sheeps' wool	2 50 2 75
Cajuputi	60 65	Nassau sheeps' wool	2 00	Nassau sheeps' wool	2 00
Caryophylli	75 80	Velvet extra sheeps'	1 10	Velvet extra sheeps'	1 10
Cedar	35 65	wool carriage	85	wool carriage	85
Chenopodi	61 60	Extra yellow sheeps'	85	Extra yellow sheeps'	85
Cinnamoni	1 25 1 40	wool carriage	65	wool carriage	65
Citronella	2 45	Hard for slate use	75	Hard for slate use	75
Conium Mac	80 85	Yellow Reef, for slate	1 40	Yellow Reef, for slate	1 40
Copaiba	80 90	use	50	use	50

Morphia, S. P. & W.	1 95 2 20	Seldita Mixture	2 20	Linseed, boiled	62 65
S. N. Y. Q. &	1 85 2 10	Sinapis	2 18	Neat's Foot, winter	65 70
C. Co.	2 40	" opt.	2 30	strained	42 47
Moschus Canton	65 70	Snuff, Maccaboy, De	2 35	Spirits Turpentine	42 47
Myristica, No 1	65 70	Voes	2 35	PAINTS.	
Nux Vomica, (po. 20)	15 18	Snuff, Scotch, De. Voes	2 35	Red Venetian	1 1/2 2 1/2
Ox. Sepia	15 18	Soda Boras, (po. 9-10)	80 10	Ochre, yellow Mars	1 1/2 2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	24 25	" Ber	2 1/2 3 1/2
Co.	2 00	Soda Carb.	1 1/2 2	" strictly pure	2 1/2 3 1/2
Picis Liq. N. C., 1/2 gal	2 00	Soda, Bi Carb.	3 1/2 4	Vermilion Prime Amer-	13 15
doz	2 00	Soda, Ash	3 1/2 4	ican	13 15
Picis Liq., quart	2 00	Soda, Sulphas	2 00	Vermilion, English	68 72
" pints	2 00	Spts. Ether Co	50 55	Green, Peninsular	13 16
Pil Hydrarg., (po. 80)	2 50	" Myrcia Dom	2 20	Lead, red	5 1/2 6 1/2
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 20	" white	5 1/2 6 1/2
Piper Alba, (po. 5)	2 3	Vini Rect. bbl.	2 2 1/2	Whiting, white Span	2 70
Pil Burgun	2 7	" 7	2 53 2 63	Whiting, Gliders	2 90
Plumbi Acet. et Oil	1 00 2 20	Less 5c gal, cash ten days	2 53 2 63	White, Paris American	1
Pulvis Ipecac et Oil	1 00 2 20	Strychnia Crystal	1 40 2 45	Whiting, Paris Eng.	1 140
Pyrethrum, boxes M	2 1 25	Sulphur, Subl.	2 1/2 3	Universal Prepared	1 00 2 15
& P. D. Co., doz	2 1 25	" Roll	2 2 1/2	VARNISHES.	
Pyrethrum, pv.	20 30	Tamarinds	80 10	No. 1 Turp Coach	1 10 2 20
Quassia	80 10	Terebenth Venice	28 30	Extra Turp	100 1 70
Quinia, S. P. & W.	34 4 39 4	Theobromas	45 48	Coach Body	2 75 3 00
" S. German	27 37	Vanilla	2 00 2 16 00	No. 1 Turp Furn.	1 00 2 10
Rubia Tinctura	12 14	Zinc Sulph.	70 8	Extra Turk Damar	1 55 2 60
Saccharum Lactis pv.	16 18	OILS.		Japan Dryer, No. 1	70 2 75
Sanguis	2 30 2 50	Whale, winter	70 70	Turp.	70 2 75
Sanguis Draconis	40 50	Lard, extra	80 85		
Sapo, W.	12 14	Lead, No. 1	45 45		
" G	10 12	Linseed, pure raw	59 62		

HAZELTINE & PERKINS DRUG CO.

It is now the season to buy for Spring Trade.

Sponges and Chamois Skins.

We carry a full line.

In Sponges

Florida Sheep's Wool.
Nassau Sheeps' Wool,
Imitation Sheep's Wool,
Small Sheep's Wool,
No. 1 Grass,
No. 2 Grass,
No. 1 Slate or Reef,
No. 2 Slate or Hardhead,
and a full and complete line of
Mediterranean Bath,
from 1 1/2c each to 80c each and in assorted cases.

Our Line of Chamois

is complete and prices are right for first class goods.



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.

AXLE GREASE.		Live oak.		CREAM TARTAR.		COUPON BOOKS.		Peel.		FLAVORING EXTRACTS.	
doz. gross		Apricots.		Strictly pure.		TRADESMAN		Citron, Leghorn, 25 lb. boxes		Souders'.	
Aurora.		Santa Cruz.		Telfer's Absolute.		5		Lemon " 25 " 8		Oval Bottle, with corkscrew.	
Castor Oil.		Lusk's.		Grocers'.		CREDIT COUPON		Orange " 25 " 10		Best in the world for the money.	
Diamond.		Overland.		CATSUP.		TRADESMAN		Raisins.		Regular	
Frazer's.		Blackberries.		Blue Label Brand.		1		Ondura, 29 lb. boxes.		Grade	
Mica.		Cherries.		Half pint, 25 bottles.		5		Sultana, 20 " 6 1/2 8		Lemon.	
Paragon.		Red.		Pint.		CREDIT COUPON		Valencia, 30 " 5		doz.	
BAKING POWDER.		White.		Triumph Brand.		TRADESMAN		Prunes.		2 oz.	
Acme.		Erie.		Half pint, per doz.		1		California, 100-120.		4 oz.	
1 lb. cans, 3 doz.		Damsons, Egg Plums and Green.		Pint, 25 bottles.		5		90x100 25 lb. bxs.		XX Grade	
1 lb. " 1 " 1.00		Gages.		Quart, per doz.		CREDIT COUPON		80x90 " 6 1/2		Lemon.	
Bulk.		California.		CLOTHES PINS.		TRADESMAN		70x80 " 6 1/2		doz.	
Arctic.		Gooseberries.		5 gross boxes.		5		60x70 " 7		2 oz.	
1/2 lb. cans 6 doz case.		Common.		COCOA SHELLS.		TRADESMAN		ENVELOPES.		XX Grade	
1/2 lb. " 4 doz.		Pie.		35 lb. bags.		5		XX rag, white.		Vanilla.	
1 lb. " 2 doz.		Maxwell.		Less quantity.		CREDIT COUPON		No. 1, 6 1/2.		doz.	
1 lb. " 1 doz.		California.		Pound packages.		1		No. 2, 6 1/2.		2 oz.	
Queen Flake.		Monitor.		COFFEE.		TRADESMAN		No. 1, 6.		4 oz.	
3 oz cans 6 doz.		Oxford.		Green.		5		No. 2, 6.		XX Grade	
6 oz " 4 doz.		Pears.		Rio.		CREDIT COUPON		Manilla, white.		Vanilla.	
9 oz " 4 doz.		Domestic.		Fair.		1		Coin.		doz.	
1 lb " 2 doz.		Riverside.		Good.		5		FARINACEOUS GOODS.		2 oz.	
5 lb " 1 doz.		Common.		Prime.		TRADESMAN		Farina.		4 oz.	
Red Star.		Johnson's sliced.		Peaberry.		5		115 lb. kegs.		Lemon. Vanilla	
Telfer's.		Booth's sliced.		Mexican and Guatemala.		CREDIT COUPON		Grits.		2 oz.	
1 lb. cans, dos.		Quinces.		Fair.		1		Walsh DeRoo & Co.'s.		4 oz.	
1 lb. " 1.50		Common.		Good.		5		Barrels.		Lemon. Vanilla	
Our Leader.		Raspberries.		Prime.		TRADESMAN		Grits.		2 oz.	
1 lb. cans.		Black Hamburg.		Peaberry.		5		Lima Beans.		4 oz.	
BATH BRICK.		Erie. black.		Roasted.		CREDIT COUPON		Dried.		Lemon. Vanilla	
2 dozen in case.		Lawrence.		Interior.		1		Macaroni and Vermicelli.		2 oz.	
English.		Hamburg.		Private Growth.		5		Domestic, 12 lb. box.		4 oz.	
Bristol.		Erie.		Mandehling.		TRADESMAN		Imported.		Lemon. Vanilla	
Domestic.		Terrapin.		Mocha.		5		Pearl Barley.		2 oz.	
BLUING.		Whortleberries.		Arabian.		CREDIT COUPON		Schumacher.		4 oz.	
Gross		Blueberries.		To ascertain cost of roasted		1		Peas.		Lemon. Vanilla	
Arctic, 4 oz ovals.		Meats.		Coffee, add 1/4 c. per lb. for roast-		5		Green, bu.		2 oz.	
8 oz.		Corned beef.		ing and 15 per cent. for shrink-		TRADESMAN		Split per lb.		4 oz.	
pints, round.		Roast beef.		age.		5		Rolled Oats.		Lemon. Vanilla	
No. 2, sifting box.		Potted ham, 1/2 lb.		Package.		1		Schumacher, bbl.		2 oz.	
No. 3.		1 lb.		McLaughlin's XXXX.		5		Monarch, bbl.		4 oz.	
No. 5.		1 lb.		Bunola.		TRADESMAN		Monarch, 1/2 bbl.		Lemon. Vanilla	
1 oz ball.		1 lb.		Lion, 60 or 100 lb. case.		5		Quaker, cases.		2 oz.	
Mexican Liquid, 4 oz.		1 lb.		Extract.		CREDIT COUPON		Oven Baked.		4 oz.	
8 oz.		1 lb.		Valley City 1/2 gross.		1		Sago.		Lemon. Vanilla	
BROOMS.		1 lb.		Felix.		5		East India.		2 oz.	
No. 2 Harl.		1 lb.		Hummel's, foll. gross.		TRADESMAN		Wheat.		4 oz.	
No. 1.		1 lb.		tin.		5		Cracked.		Lemon. Vanilla	
No. 2 Carpet.		1 lb.		CHICORY.		CREDIT COUPON		Yarmouth.		2 oz.	
No. 1.		1 lb.		Bulk.		1		Cod.		4 oz.	
Parlor Gem.		1 lb.		Red.		5		Georges cured.		Lemon. Vanilla	
Common Whisk.		1 lb.		CLOTHES LINES.		TRADESMAN		Norwegian.		2 oz.	
Fancy.		1 lb.		Cotton, 40 ft. per doz.		5		Round, 1/2 bbl 100 lbs.		4 oz.	
Warehouse.		1 lb.		" 60 ft. " 1.40		CREDIT COUPON		Scalded.		Lemon. Vanilla	
BRUSHES.		1 lb.		" 70 ft. " 1.75		1		Mackerel.		2 oz.	
Stove, No. 1.		1 lb.		" 80 ft. " 1.90		5		No. 1, 100 lbs.		4 oz.	
" 10.		1 lb.		" 90 ft. " 2.15		TRADESMAN		No. 1, 40 lbs.		Lemon. Vanilla	
" 15.		1 lb.		" 100 ft. " 2.35		5		No. 1, 10 lbs.		2 oz.	
Rice Root Scrub, 2 row.		1 lb.		CONDENSED MILK.		CREDIT COUPON		No. 2, 100 lbs.		4 oz.	
Rice Root Scrub, 3 row.		1 lb.		4 doz. in case.		1		No. 2, 40 lbs.		Lemon. Vanilla	
Palmetto, goose.		1 lb.		N.Y. Cond'n'd Milk Co's brands		5		Family, 90 lbs.		2 oz.	
CANDLES.		1 lb.		Gall Borden Eagle.		TRADESMAN		No. 1, 10 lbs.		4 oz.	
Hotel, 40 lb. boxes.		1 lb.		Crown.		5		No. 1, 40 lbs.		Lemon. Vanilla	
Star, 40.		1 lb.		Daisy.		CREDIT COUPON		No. 1, 10 lbs.		2 oz.	
Paraffine.		1 lb.		Champion.		1		No. 1, 40 lbs.		4 oz.	
Wickling.		1 lb.		Magnolia.		5		No. 1, 8 lb kits.		Lemon. Vanilla	
CANNED GOODS.		1 lb.		Dime.		TRADESMAN		Whitefish.		2 oz.	
Fish.		1 lb.		CHEESE.		5		No. 1 family.		4 oz.	
Clams.		1 lb.		Amboy.		CREDIT COUPON		1/2 bbls, 100 lbs.		Lemon. Vanilla	
Little Neck.		1 lb.		Acme.		1		1/4 bbls, 100 lbs.		2 oz.	
Clam Chowder.		1 lb.		Lanawee.		5		1/8 bbls, 100 lbs.		4 oz.	
Cove Oysters.		1 lb.		Riverside.		TRADESMAN		1/16 bbls, 100 lbs.		Lemon. Vanilla	
Standard, 1 lb.		1 lb.		Gold Medal.		5		1/32 bbls, 100 lbs.		2 oz.	
" 2 lb.		1 lb.		Skim.		CREDIT COUPON		1/64 bbls, 100 lbs.		4 oz.	
Lobsters.		1 lb.		Brick.		1		1/128 bbls, 100 lbs.		Lemon. Vanilla	
Star, 1 lb.		1 lb.		Edam.		5		1/256 bbls, 100 lbs.		2 oz.	
" 2 lb.		1 lb.		Leliden.		TRADESMAN		1/512 bbls, 100 lbs.		4 oz.	
Picnic, 1 lb.		1 lb.		Limburger.		5		1/1024 bbls, 100 lbs.		Lemon. Vanilla	
" 2 lb.		1 lb.		Pineapple.		CREDIT COUPON		1/2048 bbls, 100 lbs.		2 oz.	
Mackerel.		1 lb.		Rougefort.		1		1/4096 bbls, 100 lbs.		4 oz.	
standard, 1 lb.		1 lb.		Sap Sago.		5		1/8192 bbls, 100 lbs.		Lemon. Vanilla	
" 2 lb.		1 lb.		Schweitzer, imported.		TRADESMAN		1/16384 bbls, 100 lbs.		2 oz.	
Mustard.		1 lb.		" domestic.		5		1/32768 bbls, 100 lbs.		4 oz.	
Boneless.		1 lb.		CHOCOLATE.		CREDIT COUPON		1/65536 bbls, 100 lbs.		Lemon. Vanilla	
Salmon.		1 lb.		Baker's.		1		1/131072 bbls, 100 lbs.		2 oz.	
Alabama River, fat.		1 lb.		German Sweet.		5		1/262144 bbls, 100 lbs.		4 oz.	
" " " " " "		1 lb.		Premium.		TRADESMAN		1/524288 bbls, 100 lbs.		Lemon. Vanilla	
Alaska, Red.		1 lb.		Breakfast Cocoa.		5		1/1048576 bbls, 100 lbs.		2 oz.	
" pink.		1 lb.		CHEESE.		CREDIT COUPON		1/2097152 bbls, 100 lbs.		4 oz.	
Kinney's, flats.		1 lb.		Amboy.		1		1/4194304 bbls, 100 lbs.		Lemon. Vanilla	
Sardines.		1 lb.		Acme.		5		1/8388608 bbls, 100 lbs.		2 oz.	
American.		1 lb.		Lanawee.		TRADESMAN		1/16777216 bbls, 100 lbs.		4 oz.	
Imported.		1 lb.		Riverside.		5		1/33554432 bbls, 100 lbs.		Lemon. Vanilla	
Mustard.		1 lb.		Gold Medal.		CREDIT COUPON		1/67108864 bbls, 100 lbs.		2 oz.	
Boneless.		1 lb.		Skim.		1		1/134217728 bbls, 100 lbs.		4 oz.	
Trout.		1 lb.		Brick.		5		1/268435456 bbls, 100 lbs.		Lemon. Vanilla	
Brook, 2 lb.		1 lb.		Edam.		TRADESMAN		1/536870912 bbls, 100 lbs.		2 oz.	
Fruits.		1 lb.		Leliden.		5		1/1073741824 bbls, 100 lbs.		4 oz.	
Apple.		1 lb.		Limburger.		CREDIT COUPON		1/2147483648 bbls, 100 lbs.		Lemon. Vanilla	
3 lb. standard.		1 lb.		Pineapple.		1		1/4294967296 bbls, 100 lbs.		2 oz.	
York State, gallons.		1 lb.		Rougefort.		5		1/8589934592 bbls, 100 lbs.		4 oz.	
Hamburg.		1 lb.		Sap Sago.		TRADESMAN		1/17179869184 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.		Schweitzer, imported.		5		1/34359738368 bbls, 100 lbs.		2 oz.	
		1 lb.		" domestic.		CREDIT COUPON		1/68719476736 bbls, 100 lbs.		4 oz.	
		1 lb.				1		1/137438953472 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				5		1/274877906944 bbls, 100 lbs.		2 oz.	
		1 lb.				TRADESMAN		1/549755813888 bbls, 100 lbs.		4 oz.	
		1 lb.				CREDIT COUPON		1/1099511627776 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				1		1/2199023255552 bbls, 100 lbs.		2 oz.	
		1 lb.				5		1/4398046511104 bbls, 100 lbs.		4 oz.	
		1 lb.				TRADESMAN		1/8796093022208 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				CREDIT COUPON		1/17592186044416 bbls, 100 lbs.		2 oz.	
		1 lb.				1		1/35184372088832 bbls, 100 lbs.		4 oz.	
		1 lb.				5		1/70368744177664 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				TRADESMAN		1/140737488355328 bbls, 100 lbs.		2 oz.	
		1 lb.				CREDIT COUPON		1/281474976710656 bbls, 100 lbs.		4 oz.	
		1 lb.				1		1/562949953421312 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				5		1/1125899906842624 bbls, 100 lbs.		2 oz.	
		1 lb.				TRADESMAN		1/2251799813685248 bbls, 100 lbs.		4 oz.	
		1 lb.				CREDIT COUPON		1/4503599627370496 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				1		1/9007199254740992 bbls, 100 lbs.		2 oz.	
		1 lb.				5		1/18014398509481984 bbls, 100 lbs.		4 oz.	
		1 lb.				TRADESMAN		1/36028797018963968 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				CREDIT COUPON		1/72057594037927936 bbls, 100 lbs.		2 oz.	
		1 lb.				1		1/144115188075855872 bbls, 100 lbs.		4 oz.	
		1 lb.				5		1/288230376151711744 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				TRADESMAN		1/576460752303423488 bbls, 100 lbs.		2 oz.	
		1 lb.				CREDIT COUPON		1/1152921504606846976 bbls, 100 lbs.		4 oz.	
		1 lb.				1		1/2305843009213693952 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				5		1/4611686018427387904 bbls, 100 lbs.		2 oz.	
		1 lb.				TRADESMAN		1/9223372036854775808 bbls, 100 lbs.		4 oz.	
		1 lb.				CREDIT COUPON		1/18446744073709551616 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				1		1/36893488147419103232 bbls, 100 lbs.		2 oz.	
		1 lb.				5		1/73786976294838206464 bbls, 100 lbs.		4 oz.	
		1 lb.				TRADESMAN		1/147573952599676412928 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				CREDIT COUPON		1/295147905199352825856 bbls, 100 lbs.		2 oz.	
		1 lb.				1		1/590295810398705651712 bbls, 100 lbs.		4 oz.	
		1 lb.				5		1/1180591620797411303424 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				TRADESMAN		1/2361183241594822606848 bbls, 100 lbs.		2 oz.	
		1 lb.				CREDIT COUPON		1/4722366483189645213696 bbls, 100 lbs.		4 oz.	
		1 lb.				1		1/9444732966379290427392 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				5		1/18889465932758580854784 bbls, 100 lbs.		2 oz.	
		1 lb.				TRADESMAN		1/37778931865517161709568 bbls, 100 lbs.		4 oz.	
		1 lb.				CREDIT COUPON		1/75557863731034323419136 bbls, 100 lbs.		Lemon. Vanilla	
		1 lb.				1		1/151115727462068646838272 bbls, 100 lbs.		2 oz.	
		1 lb.				5		1/302231454924137293676544 bbls, 100 lbs.		4 oz.	
		1 lb.									

PICKLES.	
Medium.	
Barrels, 1,200 count.	24 00
Half bbls, 600 count.	22 50
Small.	
Barrels, 2,400 count.	5 75
Half bbls, 1,200 count.	3 40

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

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

RICE.	
Domestic.	
Carolina head.	5 1/2
" No. 1.	5
" No. 2.	4 1/2
Broken.	3 1/2

Imported.	
Japan, No. 1.	5 1/2
" No. 2.	5
Java.	5
Patna.	4 1/2

SPICES.	
Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" No. 1.	15
" Saigon in rolls.	22
Cloves, Amboyna.	22
" Zanzibar.	11 1/2
Mace Batavia.	70
Nutmegs, fancy.	55
" No. 1.	60
" No. 2.	55
Pepper, Singapore, black.	10
" white.	30
" shot.	16
Pure Ground in Bulk.	

Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	25
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	16
" Ceylon.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	20
Sage.	30
" Absolute" in Packages.	

Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.	
Granulated, bbls.	1 1/4
" 75 lb cases.	1 1/4
Lump, bbls.	1 1/4
" 145 lb kegs.	1 1/4

SEEDS.	
Anise.	2 13
Canary, Smyrna.	4
Caraway.	7
Cardamom, Malabar.	80
Hemp, Russian.	4 1/2
Mixed Bird.	4 1/2
Mustard, white.	9
Poppy.	8
Rape.	4 1/2
Cuttle bone.	80

STARCH.	
Corn.	
20 lb boxes.	6
40 lb.	5 1/2
Gloss.	
3 lb.	5 1/2
6 lb.	5 1/2
40 and 50 lb. boxes.	3 1/2
Barrels.	3 1/2

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

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

SALT.	
Diamond Crystal.	
Cases, 24 1/2 lb. boxes.	1 1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 60 1/2 lb.	3 75
" 30 10 lb.	3 50
Butter, 56 lb bags.	65
" 20 14 lb bags.	3 50
" 280 lb bbls.	2 50
" 24 lb.	2 25
Worcester.	
115 2 1/2 lb sacks.	24 10
60 5 lb.	3 75
30 10 lb.	3 50
22 14 lb.	3 30
320 lb bbl.	2 50
8 lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3 lb. sacks.	22 10
60 5 lb.	1 90
28 10 lb. sacks.	1 75

Warsaw.	
56 lb. dairy in drill bags.	30
28 lb.	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manitow.	90

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

SEELY'S EXTRACTS.	
Lemon.	
1 oz. F. M. 1 50 doz.	10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "

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

Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.	
Laundry.	
G. R. Soap Works Brands.	
Concordia, 100 3/4 lb. bars.	3 50
" 5 box lots.	3 35
" 10 box lots.	3 30
" 20 box lots.	3 20

Best German Family.	
60 1 lb. bars.	2 25
5 box lots.	2 15
25 box lots.	2 00
Allen B. Wisley's Brands.	
Old Country, 80 1 lb.	3 20
Good Cheer, 60 1 lb.	3 90
White Borax, 100 3/4 lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25

Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d. 83 33	
" plain.	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	3 91
Brwn, 60 bars.	2 10
" 80 bars.	3 10
Lautz Bros. & Co.'s Brands.	
Acme.	3 65
Cotton Oil.	6 00
Marcellus.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	



Silver.	3 65
Mono.	3 30
Savon Improved.	2 50
Sunflower.	2 80
Golden.	3 25
Economical.	2 25

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

SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.	\$4 81
Cut Leaf.	4 81
Cubes.	4 44
Powdered.	4 44
XXX Powdered.	4 49
Granulated.	4 06
Extra Fine Granulated.	4 18
Mould A.	4 44
Diamond Confection.	4 06
Confection Standard A.	4 00
No. 1.	3 87
No. 2.	3 87
No. 3.	3 87
No. 4.	3 87
No. 5.	3 87
No. 6.	3 75
No. 7.	3 69
No. 8.	3 62
No. 9.	3 56
No. 10.	3 50
No. 11.	3 44
No. 12.	3 37
No. 13.	3 35
No. 14.	3 18

SYRUPS.	
Corn.	
Barrels.	18
Half bbls.	20
Pure Cane.	
Fair.	15
Good.	20
Choice.	25

TABLE SAUCES.	
Lea & Perrin's, large.	4 75
" small.	2 75
Halford, large.	3 75
" small.	2 25
Salad Dressing, large.	4 50
" small.	2 66

TEAS.	
JAPAN—Regular.	
Fair.	21 7
Good.	23 0
Choice.	24 25
Choicest.	32 34
Dust.	10 12

SUN CURED.	
Fair.	21 7
Good.	23 0
Choice.	24 25
Choicest.	32 34
Dust.	10 12

BASKET FIRED.	
Fair.	18 20
Choice.	25 25
Choicest.	35 35
Extra choice, wire leaf.	40 40

GUNPOWDER.	
Common to fair.	25 25
Extra fine to finest.	50 55
Choicest fancy.	75 75
Common to fair.	25 25
Common to fair.	25 25
Superior to fine.	30 35

FONG HYSO.	
Common to fair.	18 25
Superior to fine.	30 40

ENGLISH BREAKFAST.	
Fair.	22 22
Choice.	24 28
Best.	40 50

TOBACCOS.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 32
Tiger.	30 30
D. Scotten & Co.'s Brands.	
Hiawatha.	60
Cuba.	32
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30

Private Brands.	
Bazoo.	30 30
Can Can.	25 27
Nellie Bly.	24 25
Uncle Ben.	24 25
McGinty.	27 27
" 1/2 bbls.	25
Columbia.	24
Columbia, drums.	23
Bang Up.	20
Bang up, drums.	19

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

Scotten's Brands.	
Kylo.	25
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Homestead.	40
Jolly.	32

Lorillard's Brands.	
Climax (8 oz., 41c).	39
Green Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	24
Wilson & McCaulay's Brands.	
Gold Rope.	37
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27

Smoking.	
Catlin's Brands.	
Kiln dried.	17 17
Golden Shower.	19
Huntsman.	26
Meerschaum.	20 30

American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30
German.	15
Froz.	32
Java, 1/2 foil.	32

Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	36
Gold Cut.	30

Scotten's Brands.	
Warpath.	14
Honey Dew.	26
Gold Block.	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	40

Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	20 32
Red Clover.	32
Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 32
Corn Cake.	16

VINEGAR.	
40 gr.	28
50 gr.	29
" for barrel.	

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

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

WOODENWARE.	
Tubs, No. 1.	5 75
" No. 2.	4 75
" No. 3.	4 00
Pails, No. 1, two-hoop.	1 25
" No. 1, three-hoop.	1 35
Bowls, 11 inch.	90
" 13 "	1 25
" 15 "	1 35
" 17 "	1 50

HIDES PELTS AND FURS.	
Perkins & Hess pay as follows:	
FURS.	
Mink.	40 @ 1 25
Coon.	30 @ 70
Skunk.	75 @ 1 25
Rat Spring.	15 @ 18
Rat, winter.	68 @ 11
Rat, fall.	68 @ 11
Red Fox.	1 60 @ 1 40
Gray Fox.	40 @ 60
Cross Fox.	3 00 @ 5 00
Badger.	50 @ 1 00
Cat, wild.	10 @ 75
Cat, house.	10 @ 25
Fisher.	5 00 @ 6 00
Lynx.	1 00 @ 2 50
Martin, dark.	1 00 @ 3 00
Martin, pale, yel.	1 00 @ 1 50
Otter.	5 00 @ 8 00
Wolf.	1 00 @ 2 00
Beaver.	3 00 @ 7 00
Bear.	15 00 @ 25 00
Opossum.	10 @ 25
Deer Skin, dry.	10 @ 25
Deer Skin, green.	6 @ 12 1/2

HIDES.	
Green.	3 24
Part Cured.	5 6
Full.	5 6
Dry.	5 7
Kips, green.	3 4
" cured.	6 6
Calfwkins, green.	5 6
" cured.	7 8 1/2
Deaconskins.	10 25
No. 2 hides 1/2 off.	

PELTS.	
Shearlings.	5 20
Lambs.	25 @ 60
WOOL.	
Washed.	12 @ 15
Unwashed.	2 @ 12
MISCELLANEOUS.	
Tallow.	3 @ 4 1/2
Grease butter.	1 @ 2
Switches.	14 @ 2
Ginseng.	2 00 @ 25

GRAINS AND FEEDSTUFFS.	
WHEAT.	
No. 1 White (58 lb. test).	50
No. 2 Red (60 lb. test).	50
MEAL.	
Bolled.	1 40
Granulated.	1 55
FLOUR IN SACKS.	
*Patents.	1 95
*Standards.	1 45
*Bakers'.	1 5
*Graham.	1 20
Rye.	1 40
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

MILLSTUFFS.	
Bran.	16

Dishonesty the Nation's Peril.

From the Northwestern Lumberman.

Anybody who has been but a casual observer of events in this country must have been forcibly impressed with the recent growing tendency to dishonesty and downright villainy in politics, official life, corporate responsibility and private business obligations. There may be as many honest men in all these relations to-day as at any period of the country's history, but it looks as if there were certainly an augmenting number of rank rascals.

This is seen, first, in the almost entire lack of honesty, honor and patriotism among politicians, the men who run the political machinery, from the township organizations to state and national conventions. Politics has become a word to which nobody but an ignoramus or a sophisticated office seeker attributes any element but that of dishonesty and fraud. It means a scheme of designing men to get the offices and thereby the chances to deceive and rob the people. In the older days of the republic men who sought office claimed and were accorded some degree of honor, and sense of responsibility to their constituencies. They were to a large degree, at least, actuated by a patriotic desire to acquit themselves so as to be considered patriotic citizens, with a good name to preserve and hand down to posterity. Probably that feeling and motive are somewhat rife in the rural communities at the present time; but in the larger cities if any of it remains, it is neither conspicuous nor emphatic. Men now seek office "for what there is in it" to them, and with small regard to the good of their constituents. They connive and combine to get the support of the worst elements in the community, because those elements represent the greatest number of votes. They cajole and fool the ignorant, the debased, and the victims of demagoguery for the sake of votes, and the selfish partisans among the so-called better classes fall into line so as to be on the winning side. Officials thus elected cannot be expected to administer public affairs with much reference to anything but their own selfish interests. It cannot be expected that they will be much better than their constituencies. The effect of this debased motive in politics is to prostitute legislation to partisan ends, which are usually those of compromise with cliques which conspire to rob the people and fatten the conspirators. It also enables a lot of mediocre, or low grade, unprincipled men to get into office, and thus the body politic is permeated with dishonesty and, what is almost as bad, brainless, conscienceless incompetency.

Corporate villainy, of course, follows such a condition of legislative and administrative affairs. Officials getting and holding office for "what there is in it," are ready to do the bidding of corporations for a consideration. Since this is a dangerous procedure, legislators cultivate deceit, craft, and dark, labyrinthine ways to confound justice or throw it off the trail. Corporations, knowing the men with whom they must deal, fall into dishonest, rascally methods in order to secure their ends. Knowing that the legislators are out for stuff, corporations resort to bribery and corruption in order to shape legislation to suit their schemes. In this way these two important elements in the community become brother bandits, and thus are bound to stand together against the common danger of being detected and punished; for the wheels of justice, though mostly of slow motion, and sometimes propelled by a feeble power, have never yet wholly ceased to revolve, and it sometimes happens that public corruptionists are caught and ground to powder.

In plain, every-day business life, the filth of politics and the rottenness of the big corporations have dripped down and spread abroad so that strictly honest and honorable methods are the exception and not the rule, as they should be. Competition inspires business men to deeds of downright dishonesty, to lying, bribery and robbery in order to keep pace with their rivals. It has come to this, it seems, that business cannot be done at a profit on strictly honest principles, any more than a troop could travel through

the country of the Arabs with the olive branch of peace as its only weapon. The dagger of competition is unsheathed, and the business man must use it or fall in the fight. It is the dishonesty and corruption of the times which pervade the entire community from top to bottom, affecting politics, administration, corporations and individuals.

This doleful state of affairs is emphasized by daily observation. Malfeasance in office, embezzlement of public funds, bank defalcations, thieving by cashiers and handlers of money in trust, are portrayed in every issue of the daily press. Of course, it should be understood that in these depressed times much of the prevalent villainy of persons holding responsible positions is induced by the stress of various circumstances in which individuals are involved. But such rascalities were all too prevalent in prosperous times. For years they have evinced a lamentably low moral tone in the official and business classes. The evil has been accentuated, it is regrettable to say, by the leniency, not to use a harsher term, of our judiciary.

Altogether, there is not a sufficiently high moral standard, as affecting business, prevailing in this country, and the tendency is to a worse condition even than now prevails. There needs to be a revival of old-fashioned business honor. It has come to this that we must have a change in this respect or the whole business fabric will topple to destruction. Already our dishonest, fraudulent methods in respect to corporate management have discredited us abroad, and American securities are rattling home to be redeemed. This is one of the more important elements in the prevailing business and financial depression. It is withdrawing European capital from this country at a rapid rate, and forcing redemption of securities on many of our own capitalists who are just now poorly equipped for the ordeal. It is paralyzing enterprise in the extension and improvement of railway properties and the larger industries. Such has been the impairment of the faith of our own people in the integrity of men who have the management of our corporations and their securities, that it is now nearly impossible to float new issues, and thus development is at a standstill, and thousands are deprived of employment and forced to beggary and led into crime. The evil of dishonesty is working out its dire results, and the wisdom of the precept, "Honesty is the best policy," is being illustrated.

The main cause of the evils here recited is an overweening greed for money to satisfy an extravagant way of living. The people at large have an insane desire for the indulgences which money affords. They want the power, elegancies, pleasures, and social position which come of wealth. The common people, and the smart ambitious though low minded and vulgar people, have imbibed the notion that each can become a prince of fortune if he make sufficient effort. This passion for money, and all that it implies, has become so strong as to dethrone conscience and reason, leading men to have a contempt for anything that does not lead to wealth. This is the trouble which is afflicting the American people to-day, debauching politics, official life, business, and even, it is to be feared, the judiciary and the clergy. A reform of moral sentiment and purpose must be wrought among the masses, or the nation will go to destruction, undermined and disintegrated by corruption, as have several of the nations of history. It is to be hoped that there is yet sufficient moral salt in the nation to save it, but its renovating influence should be speedily and incessantly applied in order to check the present rapid tendency toward decay and death.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, TRADESMAN
ENVELOPES, COMPANY,
COUNTER BILLS. GRAND RAPIDS.

GUM DROPS

are all right for cheap mixtures, but its the better class of goods that pay the largest per cent. of profit. Our **French** and **hand-made Creams, Fine Chocolates, Lozenges** and **Imperials** cannot be surpassed for purity and beauty of finish.

The Putnam Candy Co.



SUNLIGHT

The cream of the BUCKWHEAT ground in the Best Mill in Michigan. Unequalled for Whiteness, Purity and Strength. Agents wanted in every town. Write us for prices and terms.

The Walsh DeRoo Milling Co.,
HOLLAND, MICH.

**California
Redland
Seedlings.**

The finest medium-priced orange now on the market. Rich in color and all sound. Buy them of

The Putnam Candy Co.,
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-Goodyear Rubbers.



CHAS. A. MORRILL & CO.,

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

ADVERTISE

Not Extravagantly, but Judiciously.

IN DULL TIMES
IN GOOD TIMES
AT ALL TIMES
AND YOU WILL WIN.

THE MICHIGAN TRADESMAN reaches your customers EVERY WEEK.

THE DRUMMER'S DANCE.

Peculiar Experience of a Well-known
Traveling Man.

"Speaking of practical jokes," said a drummer at one of the hotels the other night, "I was the victim of one of the most embarrassing I have heard of for a long time. It was during my first trip South, and, not being familiar with the people in that part of the country, I thought I had found a really sociable place when three young 'swells' of the town with whom I had been talking the evening before invited me to go with them to a dance that was to be given at a female seminary a few miles from the city. I had been away from home for some time, and, not having had the pleasure of being in the company of young ladies, I was fairly delighted at the idea of spending a pleasant evening.

"I told them I would be pleased to go, and, after hurried preparation, we started. The young men laughed at the idea of my paying anything toward the carriage hire, and I felt that I had never been in the company of a more hospitable set of men.

"When we arrived at the place the dance had already begun. We left the carriage in care of a negro man and entered the ballroom. Of course, I felt very strange at first among so many strangers, but my companions seemed to feel quite at home, and insisted that I should meet some of the young women at once. One of the young men took me by the arm and led me across the room to where sat a young woman who was rather pretty and had an extremely neat appearance.

"After receiving an introduction to her I sat down and started conversation. Soon she was talking at an astonishingly rapid rate. I became rather interested in the girl, but was very much surprised to learn that she was the twentieth daughter of a wealthy farmer. At last she began to talk and laugh so loudly that I began to feel a little embarrassed, and asked her if she did not want to dance. She was on her feet in an instant, and we had danced a few steps, when she suddenly yelled out at the top of her voice: 'Don't! Don't! Oh, don't hold me so tight. I am full of dynamite,' and she uttered a yell that made the cold chills run up and down my back.

"I turned her loose in an instant, and stood simply horrified. I felt like swearing when the other people in the room only laughed and went on dancing. I did not know what to do. I knew I had done nothing I should not have done, intentionally, at least, but I started up to her with an apology, when one of my companions came up with a young woman on his arm. He gave me an introduction to her, and asked me if I would not dance the next set with her. I did not feel like dancing a bit, but there was no way of getting out of it, so I told him I would. While we were sitting waiting for the next dance she told me she had been married fourteen times and had 1,000 children at home. I thought she was just trying to joke me, and asked her where she lived. She said she lived in heaven. I knew something was wrong with her, and I made up my mind right there that I would not dance with her. I asked her to excuse me a moment, and without waiting for a reply rushed across the room toward the door. I thought to myself that if I once got on the outside I would never attend another 'swell dance' in Kentucky.

"I had got within a few feet of the door when an old woman ran up and threw her arms around my neck. She yelled out that I was her lost son, who ran away from home 400 years ago, when I was a mere child. I tried to tear myself away from the woman, and she fainted at my feet. I made a dart for the door, and when I reached the threshold I looked back and saw several persons carrying her off the floor. I was dazed. I expected to be arrested every moment. I saw a man outside and asked him if there was not a train leaving that place soon. He said there would be one going to Louisville in about an hour, and I concluded to wait

around the little station until it was ready to leave. I do not remember to have ever heard a more welcome sound than the whistle of that train, after spending an hour in silent misery. I reached my hotel in the city shortly after midnight, but could not sleep. I had learned on the train that I had been to an insane asylum ball, and I was as mad as a hornet.

"The next morning the young men came around to the hotel and apologized, and now they are the best friends I have in that city."

Excellent Advice to Salesmen.

Charles S. Macnair in "Self Instruction in Practical Business Qualifications."

It is in the power of any clerk or salesman to draw and retain, by his pleasant, straightforward and affable manner, a circle of customers for his exclusive attention, studying systematically to build up a connection, as it were, for himself. This line of customers become, in time, attached to him, so much so that they will look for him and will be waited on by no one else. In fact, they will often patiently wait, or call again, to obtain the services of their favorite salesman or clerk; and wonderful to note, this strange connection will invariably follow their favorite clerk from one store to another, if a change of employers is deemed advisable. This connection, drawn to you by your polite courtesy and straightforward dealing while in the employ of others, is worth more than capital, and is often a powerful lever which may, at times, be judiciously turned to your profitable advancement, commanding high wages, or a partnership, or, again, fits you to start business on your own account, all done without the aid of capital. Deceive your customers, and you lose for your employer not only their patronage, but their influence, which is indeed a serious loss to the concern. Above all things, keep things in order, and everything in its proper place. When customers are scarce busy yourself fixing things up ready and convenient to receive them. Replenish your string boxes and wrapping papers, put your shelves, counters or show cases in order. There are hundreds of little odds and ends to do. A diligent clerk can always find useful and profitable work for spare time. Hunt and look up prices and price lists; study and make yourself conversant with the trade price lists and discounts. This desire to profitably turn to account spare time will meet with ample reward, and will pay you with compound interest on acquiring industrious habits alone; at the same time you rise in the estimation of those around you and become important. You know the condition of the stock, and where to put your hand on everything. You are intelligently enlightened, and can speak of the quality or quantity, sizes and kinds that sell and give satisfaction; you become a reference to consult as to the condition of the stock—what is required to replenish and keep the stock up to the times and demands of the public. All this acquired information not only establishes confidence in yourself, but commands the confidence and respect of your fellow salesmen, customers and employer.

Try the new cigar, Signal Five, 5c.

GRINGHUIS'
ITEMIZED
LEDGERS

Size 8 1-2x14—Three Columns.

2	Quires, 160 pages		\$2 00
3	" " 240		2 50
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INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,830 Invoices..... \$2 00

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Grand Rapids, Mich.

OUR LINE OF

HAIR ORNAMENTS and NOVELTIES IN JEWELRY

IS NOW COMPLETE. SEND ALONG YOUR ORDERS

WURZBURG JEWELRY CO., Grand Rapids

We Have Them!

WHAT?

The Best Men's Oil Grain or
Calfskin

High Cut River Shoe

In the market, at

\$2.25

Also a Whole Stock KIP DRIVING SHOE
High Cut, at

\$2.00

Always in Stock. Send for Samples.

A. C. MCGRAW & CO.

DETROIT, MICH.



IF NOT SATISFACTORY YOUR MONEY BACK.

New
Specialties
in

Candy

Now in.

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

A. E. BOOKS & CO., 5 & 7 Iowa St., Grand Rapids, Mich.

HERCULES POWDER



HERCULES,
THE GREAT STUMP AND ROCK
ANNIHILATOR.

SEND
FOR
DESCRIPTIVE
PAMPHLET.



Stump before a Blast. | Fragments after a Blast.

STRONGEST AND SAFEST EXPLOSIVE

KNOWN TO THE ARTS.

POWDER, FUSE, CAPS.

Electric Mining Goods,
AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE
HERCULES POWDER COMPANY,
Cuyahoga Building,
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Hercules Powder is carried in stock by all of the following jobbers:

Foster, Stevens & Co., Grand Rapids,
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Seavey Hardware Co., Ft. Wayne,
Camper & Steadman, South Bend.

Use Tradesman's Wants Column.

They Return Excellent Results.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, March 9.—The coffee market has developed no particularly interesting features during the week, prices remaining about the same, while the demand, as perhaps is natural at this season, is rather light, for it is claimed that March is not a good "coffee month." Fair Rio No. 7 is held at 16½c. Mild sorts are firm and holders make no concessions. Malang Javas can be purchased from 21@23c and fancy sorts, 28@30c.

Sugar shows higher rates on all grades of refined, except one or two lower brands, granulated showing quite a good deal of firmness, and it is anticipated that another advance will occur shortly.

The tea market is not altogether satisfactory to either buyer or seller; prices are "ragged" and, while plenty of good tea can be purchased, there is a considerable quantity of cheap stuff at all prices. Dealers are in a sort of waiting mood and the aspect of things meantime is very dull.

Molasses is well held and the market is very firm. Holders are very confident and purchasers are paying full quotations to secure supplies. N. O. open kettle goods are worth from 28@30c for fair, to 36@38c for prime, and 36@39c for choice.

Syrups, like molasses, are doing well, and are at a point where a profit is shown. The market is firm and holders are well satisfied with the outlook.

Rice continues firm, as noted for some time past. Both foreign and domestic are selling at full rates and holders show no disposition whatever to make concessions. Japans are scarce and particularly firm.

The spice market shows a good deal of firmness and buyers are not waiting for lower rates, as they seem to realize that the bottom has been touched and that the turn is now upward.

Canned goods are continuing to do better and, with a more confident feeling all around, it is hoped that there will be some approach to a fairly decent market. Orders are for small lots, but they are numerous. However, the wonder is that they are not even more frequent, as prices are so low as to almost ensure a profit to those who buy now.

Foreign green fruits, lemons, oranges, bananas, grapes and pineapples, are all doing better, and for lemons there is a tendency toward higher rates. Bananas are meeting with a very good demand. The stock of pineapples is light.

For domestic green fruits there is a good demand and apples are selling at good figures if sound. The range is all the way from \$3@6, as to variety.

Butter is exceedingly dull and prices have taken another tumble, so that 20c may be called the outside figure for best Elgin, Penn., or State. The under grades are correspondingly depressed, for, when the best can be purchased for 20c, the "baser metal" goes begging.

Eggs are in better supply and already the fall has been mighty. While the quotation is 20c for the best, this is certainly the outside price, unless in the case of near-by strictly fresh stock. Western, 18@20c.

Cheese is doing better. The demand grows stronger, although so far for only the very best grades. There is scarcely anything doing in an export way and what is being shipped is mainly of the poor sorts—part or wholly skimmed.

Jobbers report an even distribution of goods, with a fair trade. It is not to be expected that we shall have a boom—no need of it—but a better feeling prevails and every day adds confidence. The grocery trade is one of the solidest in this city, both wholesale and retail, and failures have been very few during the long months which have passed since the hard times struck us.

Whatever grip or influenza may be, it is tolerably certain that the doctors of this town are in wholesome dread of it, and believe in heroic treatment. There is not the slightest relation between the treatment of one physician and another, and people who get tired of fighting grip

with one doctor very often change to another, to find themselves in the hands of a man whose ideas are diametrically opposed to the one who first had their case in charge. There are only a few points in common, such as heroic doses of quinine, phenacetine, Dover's powders, iron and similar trifles upon which the physicians are apparently agreed. The man who gets over an attack of grip in three weeks may escape without the loss of his limbs, but the effect of powerful drugs upon the stomach is nearly always serious. One of the most noted physicians in New York said yesterday that the stomach specialists invariably had a boom in their clientele after the grip season, which practically ends in April. He added that if a man who had the grip would go to bed and stay in a room of even temperature for two weeks, he would be cured more easily than by taking all the medicine in the world, and the recovery would also be more speedy than that effected by the average physician.

Gripsack Brigade.

J. E. Raup, of Constantine, who recently traveled for the Chicago Spice Co., has taken the position with the Jackson Grocery Co. recently vacated by F. E. Maxon, who resigned on account of poor health.

E. H. Smith, who has represented Geo. C. Wetherbee & Co. (Detroit) in Central Michigan for several years, has severed his connection with that house. He is at present at his home in Jackson, caring for his sick family.

Geo. W. Jenks, of Fenton, the popular "essence" man who represents Seeley Manufacturing Co., of Detroit, is taking a vacation on account of his and Mrs. Jenks' health. They will travel through the South and West to California. His territory will be covered by H. W. Hakes, of Lowell, during his absence.

W. F. Bowen (Ball-Barnhart-Putman Co.) recently left his clothing grip at Manton by mistake and had it forwarded to him at Cadillac by the landlord. In the interval, another guest at the hotel deposited in the gripsack, evidently by mistake, certain articles of wearing apparel which Bowen disclaims, although some of the boys insist that he protests too much.

At the regular monthly meeting of Post E, held at Elk's Hall last Saturday evening, the report of the Executive Committee was accepted and adopted and the Committee discharged. It was decided to hold a social session on the occasion of the next monthly meeting, the second Saturday evening in April. Chairman Lawton appointed Geo. W. Stowitts, E. A. Stowe and Chas. I. Flynn to serve as the Committee on Relief until the annual meeting in December.

While driving from Northport to Traverse City last Tuesday, E. E. Wooley purchased a couple of dead wild cats which had been killed by a trapper of the former place. The animals weighed 22 pounds apiece and Wooley was the hero of the hour so long as the denizens of Traverse City were permitted to believe that the cats had been slaughtered by the intrepid traveler. The arrival of correct intelligence from Northport dispelled the illusion and from that time on Mr. Wooley was regarded with no more respect than any other bright salesman.

Willis P. Townsend writes: "I am under lasting obligations to Geo. L. Thurston and THE TRADESMAN for the gratuitous advertising given me several weeks ago in relation to the Vanzolenburg cracker episode. As over 1,500

people have spoken to me in regard to the article, I naturally conclude that the paper must have about 15,000 circulation. As near as I can estimate the advertising advantage of the article, I am ahead about \$90, although some of my friends insist that I ought to send Mr. Thurston my check for \$100. The only thing I regret in connection with the matter is that Mr. Thurston still insists on handling the cheapest grade of crackers he can find in the market—so cheap, in fact, that they are in great demand at all G. A. R. meetings on account of their resemblance to the hard-tack of war times. Mr. Thurston keeps his cracker barrel on the outside of the counter and generously offers a basin of crackers to those of his customers who have come such a long distance that they have grown hungry on the way. I notice, however, that a man has to be very hungry or very drunk to respond to Mr. Thurston's invitation."

The Grocery Market.

Sugar—An advance of 1-16c last Friday was followed by another advance of the same amount Monday. The market is strong at the advance and still higher quotations are by no means unexpected by some authorities.

Provisions—Pork is about 50c per bbl. higher. Hams have advanced ¼c. Lard is stronger.

Rolled Oats—The market is a little stronger. The trade has been puzzled by a quotation of \$3.40, but an explanation of the quotation is found in the discovery that a considerable portion of the oats is not oats at all, but wheat. As wheat costs 50c for 60 pounds, while oats cost 32c for 30 pounds, the reason for the sophistication is plainly disclosed.

Oranges—Navels have advanced 25@40c per box at the coast, according to the different grades, and orders for prompt shipment are not accepted by the forwarding exchanges, but each is executed in rotation as originally filed. Seedlings move quite freely, but no advance in price has taken place yet, as it is desired that the trade may crowd them a little harder and, by leaving them as a low priced article, they will probably take with dealers at large. Messina and Catania fruit seems to be finding the way to Western markets more freely and, being cheaper than the navels, meets with ready sale.

Dates—The market is firm at quotations, but no advance is looked for, as a great many of the largest dealers have laid in their stocks, and large sales will be the exception instead of the rule in the majority of future sales.

Figs—Such dealers as had a good stock on hand last week are in good luck, as prices advanced fully 1c per pound on all grades at the New York sales. They have been very low for two months and the advance was not altogether unexpected by those who kept track of the market.

Lemons—The fancy grades have advanced fully 50c per box and prices generally have stiffened up. Good stock which is bright colored and uniform in size and style of packing and free from frost is a good purchase at present prices. There is a good supply in the hands of local wholesalers and anyone in need of fruit can get just what is desired at most favorable figures.

Corn Syrup—Declined 1c on account of manufacturers being overstocked.

Oysters—The ice in the bays has nearly all drifted out and all the stock needed can be obtained at fair prices. The largest dredging boats have "pulled off," as the demand is not large enough to warrant them in working when the season is so nearly over. The demand will be fairly good during the present month if the weather remains cold, but present prices will probably be maintained from now on, as all the stock will have to come in by express at an additional cost of about 20c per gallon.

WHILE THE MARKET
IS ADVANCING ONBARREL PORK
PROVISIONS
LARD
BUTTERINE, Etc.ASK US FOR QUOTA-
TIONS ON ANYTHING
IN OUR LINE BY TEL-
EPHONE, MAIL OR TEL-
EGRAPH.WE ARE VERY BUSY
BUT WE ARE ALWAYS
READY FOR BIG DE-
MANDS.WESTERN
BEEF AND
PROVISION CO.71 Canal St.
GRAND RAPIDS
Telephone 1254

Note Lower Prices on

* OYSTERS *

Daisy Brand, Favorites, per can.....	\$ 14
Daisy Brand, Standards, per can.....	16
Daisy Brand, Selects, per can.....	22
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.....	1 05
Oysters fine and well filled.....	
The Queen Oyster Pails at bottom prices.	

Mrs. Withey's Home Made Jelly, made with boiled elder, very fine:	
30-lb. pail.....	65
20-lb. pail.....	50
17-lb. pail.....	45
15-lb. pail.....	40
1 quart Mason Jars, per doz.....	1 40
1 pint 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.....	6½
10-lb. pails, per lb.....	6½
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
Maple Syrup, pint Mason Jars, per doz.....	1 40
Maple Syrup, quart Mason Jars, per doz.....	2 25
Maple Syrup, tin, gallon cans, per doz.....	9 00
Peach Marmalade, 20-lb pails.....	1 00

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Grand Rapids, Mich.

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GRAND RAPIDS,
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We are now ready to make
contracts for bark for the sea-
son of 1895.

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The Salt that's all salt

is fast being recognized by everybody as the best salt for every pur-
pose. 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.

Do You Know

That we are Manufacturers of Overalls, Shirts, etc.?
That our line of Gents' Furnishings is complete?
That it will pay you to see our new Satin Fleurettes,
Tela-Vela Ducks, Percals, Ginghams and Prints?

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DRY GOODS, NOTIONS, Etc.
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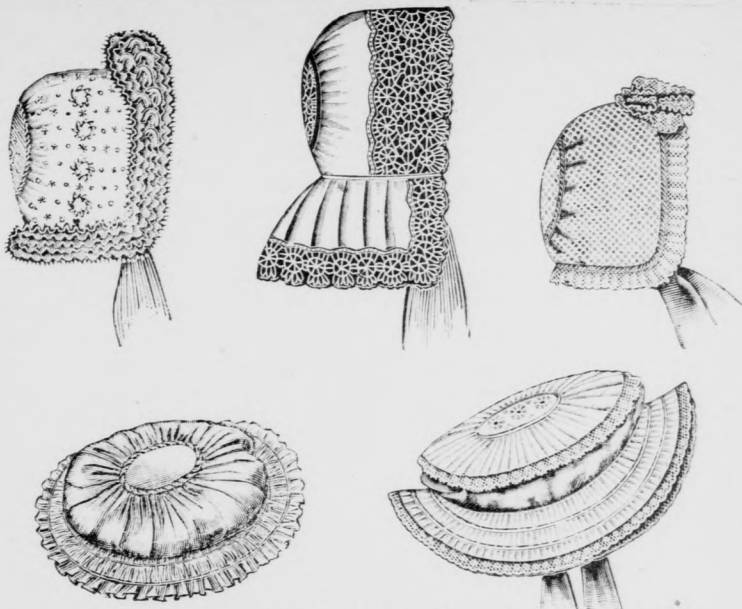
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Oysters, Fresh and Salt Fish

Wholesale Prices

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OSCAR ALLYN



ABOVE ARE CUTS OF LACE CAPS WHICH
WE WILL HAVE IN STOCK ABOUT MARCH
10th, RANGING IN PRICE FROM

\$2 to \$4.50

We also have 15 numbers of Men's and Children's Fancy Outing Caps
from \$1.75 to \$4.50.
Outing Shirts, 36 inches long, from \$2.25 to \$6 per dozen.

P. Steketee & Sons

WHOLESALE DRY GOODS

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,

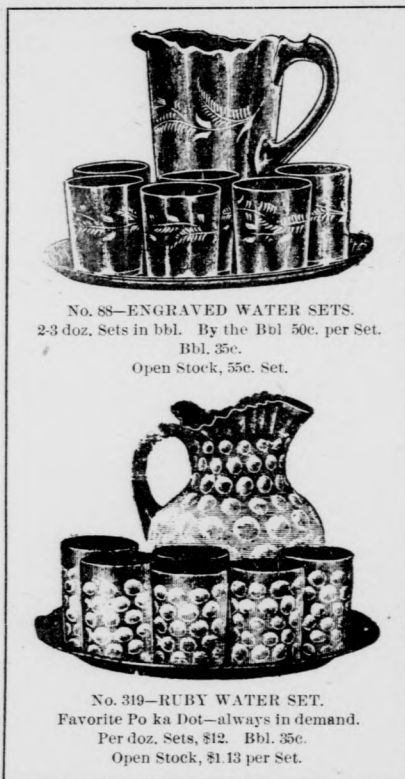
Mich.

NEW WATER SETS

HERE IS YOUR CHANCE



Write for
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To Brighten up your Stock

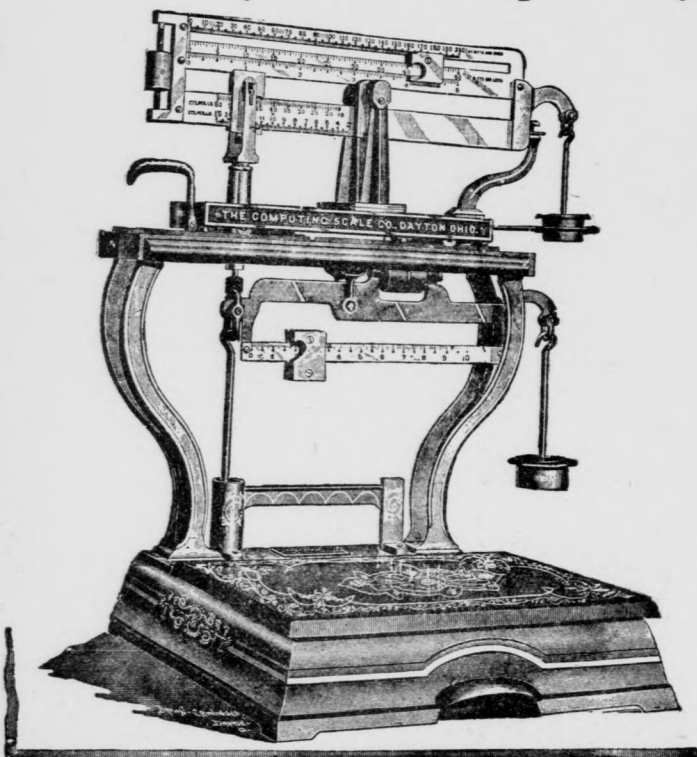


WE HAVE A
VARIETY OF STYLES

H. LEONARD & SONS, Grand Rapids

The Dayton Computing Scale

It Sells Because of Its
Money-Making Features.



WARNING !

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, 1-6, 1888, 1-91, 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.

SEE WHAT USERS SAY:

KIEF & MEANWELL,
STAPLE & FANCY GROCERIES,
No. 19 HUBBARD ST.

Ypsilanti, Mich., Dec. 25, 1894.

Messrs. Hoyt & Co., Dayton, O.

GENTLEMEN—We have been using two of the "Dayton" Computing scales, one Grocer's platform counter and one Tea scale a little over three months. We are satisfied that the PENNIES it saves will pay for the scales in six months.

When the scales arrived we had ten five-pound packages of sugar tied up, which we had weighed on a pair of Howe scales that had only been in use since last April. We were surprised to find upon re-weighing them on the Computing scales we had given away seven cents of our profit on fifty pounds of granulated sugar, and that means nearly fifty cents lost on every barrel of granulated sugar sold.

We could not lay this to the carelessness of our clerks, as we have only one, and he is on the delivery wagon most of the time, taking and delivering orders while we are putting up the goods.

We both considered ourselves careful in weighing before, but we are more so now, and instead of giving chuck down weight, and at the same time giving away our profits, we still give full sixteen ounces to the pound, and pocket our profits.

We would sooner think of parting with our safe now, than we would with the Computing scales. You are at liberty to use this letter if it will assist you to make any more sales and at the same time help some poor fellow sufferer put his legitimate profits in his own pocket rather than to divide them with his customers, for groceries are being sold so close now days that we cannot afford to divide the profits.

Very truly yours,

KIEF & MEANWELL.

For further information drop a postal card

HOYT & COMPANY, Dayton, Ohio.