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NO 600

M. R. ALDEN

M. R. ALDEN & CO.

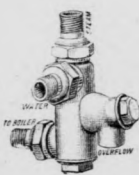
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MARCH 20, 1895.

NO. 600

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USE TRADESMAN'S WANTS COLUMNS

Commercial Aspect of the Bicycle.
Written for THE TRADESMAN.

The sewing machine and watch racks are both worn out, in addition to being easily explainable when brought up to sustain the theory that we pay too much for our bicycles. The former high price of the former article was due to patents which have since expired. It is true that all bicycles have some patented features, but they have practically no influence on the price, for the simple reason that the essential points are not patented and are used by every manufacturer. One of the most important of these is the ball bearings, upon which the patents long since expired. It is a noteworthy fact that, when these patents ran out, prices were not reduced an iota. The true principle of the lateral adjustment of ball bearings was discovered by Joseph H. Hughes, an Englishman who secured British patents upon it in 1877. The United States patent was granted to William Bown, the assignee of Hughes, in 1880. On November 20, 1877, another type of lateral ball bearings was patented by a plain "John Smith, U. S. A." These two bearings are the only ones of any consequence ever invented, as the principle of such a bearing is so fundamental that no innovations were possible.

The patents upon the bicycles of today are upon some special feature which may or may not be more valuable in theory than in practice. Most of them, or at least a large proportion, are theory only—"freak ideas," as they are generally called. Such things as adjustable handle bars, curved tubing in frames, elliptical sprockets, ditto cranks, braces in frames, special seat fastenings, automatic brakes of different kinds, etc., etc., have no bearing upon the easy running or durable qualities of a bicycle. The ordinary single diamond frame with no extra curves or braces in its construction has proved entirely adequate to withstand all ordinary, and a great many extraordinary, strains put upon it. A man used to riding with his handle bar in a certain position does not feel at home if that position is changed and, consequently, cannot ride so skillfully. When a frame will not break under the most severe strains to which it can be put, what is the use of further strengthening it? Certainly, none of these things contribute to the easy running qualities of a wheel, and those are the qualities which, combined with durability, make a bicycle valuable. For this reason the majority of the patents are of no practical value except as a handle to talk when making, or attempting to make, a sale.

The comparison of bicycle prices with those of watches comes nearer to the point, as improved machinery constitutes a big figure in the lower prices of each, but there the similarity ends. The manufacture of watches has reached perfection, as timepieces are in use which do not vary a minute a year. Perfection in the mechanism of bicycles is practically unattainable. As a basis for this

assertion, note that a bicycle is a vehicle, and that vehicles of all kinds have been on the market (what market there was at various ages) for 4,000 years or more, and improvements are still going on. Thus, the models are always changing and the demand for new wheels keeps the price up.

In an article in a previous issue of THE TRADESMAN, I stated that there were but five absolutely high-grade wheels on the market, to which statement exceptions were taken by another writer. I did not say that there are only five good wheels, as he quotes me, as I well know that there are dozens of them, but that there are five that are the best. I did not mention any names, as I did not wish to depreciate the value of some wheels and enhance the value of others, if, by chance, any writings of mine might do either. In making the statement, I told only what every thorough wheelman, unprejudiced by trade associations, knows to be a fact, and I adhere to the statement. Anyone wishing a corroboration has but to question any veteran wheelman he meets. A few of them may say that there are six or seven, but not more than that.

I would also like to state that I did not intimate that considerable consignment business is being done, and refer to the article in question in proof of this. I wish, also, to adhere to my statement that only the oldest factories have the experience and facilities for turning out the very best work. As an example of this, there are three different factories in America which spend more in a year simply for experimenting with metals and methods of construction than the entire annual expense account of some, and, indeed, most, of the new ones. As to their being behind the times, it is well to note that every one of them will next month commence work upon their 1896 models, thus allowing themselves nine months' time in which to privately test their new ideas, while the younger and inexperienced makers put their experiments upon the market immediately and, consequently, in an imperfect state of development. Good ideas appearing in a crude form upon cheap wheels are often appropriated and perfected by the experienced men, who are, therefore, accused of being behind the times because they did not put something on the market in an imperfect form. Was the first pneumatic tire or the first wood rim on the best wheel made?

I will supplement my advice to buy light—a sample wheel only if you are in a small town—by the simple remark that bicycles are unlike any other merchandise, and won't sell at their list price, or anywhere near it, the next spring, and that the man who orders a large number of wheels without the customers in sight, and has to carry them over, will be a poorer and wiser man the next season.

MORRIS J. WHITE.

We believe better times are ahead of us, but we don't know how far ahead they are.

Prospects of a Successful Bicycling Season.

As soon as the frost is out of the ground, and it cannot remain there much longer, the cycling season will begin. Even now, with bad roads and changeable weather, the enthusiastic cyclist can be seen on the streets every hour of the day and evening. The prospects of a successful season, both socially and from an athletic standpoint, never looked brighter. The manufacturer is a happy man just now, and well he may be, for the demand for new wheels almost exceeds the supply. All the factories are now running on full time, and many of them are practically running night and day.

There is not as much grumbling as there has been among would-be purchasers about the price they must pay for their wheels, although some cyclists are firmly of the belief that the prices are entirely too high. The profits to the manufacturer are enormous, but the manufacturers of cycles form a close corporation, and it will take a mammoth tidal wave to break it down.

"Our profits are not as large as some people think," said a maker of one of the staple wheels to the writer the other day. "Cycle manufacturing is a business in itself, and it has been run differently from most other enterprises. Our methods have grown up with the business, and, until there is a change of policy, I cannot see much chance of a material change in the price of wheels.

"You ask, if one large maker should break away and offer to sell wheels cheaper than the others, what the effect would be? That has been done already; in fact, it was done last year. The maker who tried it simply ruined himself. All the other manufacturers held aloof and watched the struggle, and the alleged reformer soon reached the end of his rope, and his business collapsed.

"There is only one thing which will cheapen wheels, and the time may be close at hand. I believe that the new '95 wheel is a model in itself, and I do not see how it can be improved upon to any appreciable extent. The limit of lightness has, I believe, been reached. I do not think that a serviceable road wheel can be built which can weigh much less than nineteen pounds.

"If we can make this pattern last for three or four years, we can afford to sell cheaper wheels. It is the constant changing, constant experimenting, the purchasing of new tools and machinery, which have cost the manufacturers so much money. I see that it is charged that we are pulling wires just like the batters; that is, that we set styles in wheels and bring out new designs each year so as to keep the riders and enthusiasts buying new wheels. If those people knew what it costs us to turn out a new wheel they would whistle another tune."

It is a good thing to make money. It is a better thing to make a good use of it.

THE FOODS WE EAT.

Written for THE TRADESMAN.

From the earliest ages of which we have any knowledge mankind has eaten animal food in some form, and, in his prehistoric condition, there is not the least doubt that, in imitation of the lower animals, he ate fruits and flesh in the raw state, without implements of any sort for convenience or comfort. As time passed and he acquired knowledge from experience, the flesh was either dried in the sun, or smoked, or cooked by fire in a barbarous way. Still later, he discovered grains, fruits and roots growing wild, which contained either starch or sugar, or both combined, and which he found an agreeable addition to his fish, flesh or fowl. Our wheat, rice and Indian corn grew wild as distinct plants, in different parts of the world, although not in their present condition, for perfection has only been attained by cultivation during the lapse of centuries. Among the grains of this character I may mention the Quinoa, a small roundish seed, first growing wild, and later quite extensively cultivated on the table-lands of South America. There are two varieties of the Quinoa—the sweet and the bitter—and both grow at an elevation where rye and barley refuse to ripen. It is exceedingly nutritious, closely approaching oatmeal.

As I say, Nature has pointed out to man, from time to time amid the greatness of her bounty, the foods best adapted to his wants, as bread and meat, which are now looked upon as the "staff of life" and should, when convenient, be eaten together. And, as the casein, fibrin and albumen in animal foods are nearly identical with each other and with the gluten of plants, I shall include in this article, as animal food, eggs, milk and cheese, and discuss their merits accordingly.

I have mentioned that our primeval parents discovered that roots and fruits might be eaten to advantage with their animal diet, and I here wish to speak of a fruit in the cultivation of which a large amount of Grand Rapids capital is invested, and, in fact, Grand Rapids is the great distributing point for this fruit, direct from the plantations, to hundreds of dealers in Michigan and adjoining states. I refer to the banana. This fruit contains 73 per cent. of water, the same amount as the plantain; but, when we consider that lean beef contains 78 per cent. of water and blood, we find it compares well with our best food. In tropical climates the banana is one of the most valuable foods and so extensively consumed as to take the place of our cereal grains as the common article of diet. In composition it approaches rice, although rice contains a greater amount of starch; yet this will not naturally change to sugar, as in the banana. About six and a half pounds of the fruit, or two pounds of the dried banana meal, with eight ounces of salt meat or fish, is the daily allowance of a laborer where it grows. The unripe fruit—as it generally reaches us—is often dried in the oven and may then be eaten in the manner of bread. When thus carefully dried it may be kept for a long time without spoiling. The chemical reason why the unripe fruit is chosen for this purpose is that, while in the green state, the fruit is filled with starch, so that, when dried, it has a resemblance to bread, both in taste and composition.

When spread with butter it is delicious. As the fruit ripens, this starch changes into sugar and the fruit becomes sweeter. Although more pleasant to eat in this ripe condition, it is less fit either for drying or preserving. A modern—and I might add model—article of food introduced is banana flour, which, if properly made from the fresh fruit on or near the grounds where grown, will prove a valuable addition to the cuisine.

As a key to the composition and nutritive qualities of all animal foods, an examination of beef will be of service to us. If a piece of fresh beef be dried in the hot sun, or in a basin over boiling water, it will dry up and diminish so much in bulk that four pounds of newly-cut fresh beef will leave only one pound of dried flesh. Do not, from this statement, infer that this is the dried beef we purchase for our tables, as in that case the price would necessarily be 35 or 40 cents a pound, instead of 18 or 20 cents; neither would we be able to masticate such a solid substance. Again, if we take a piece of lean beef and wash it thoroughly in several waters, its color will gradually disappear. The blood will be washed out and a white mass of fibrous tissue will remain. Now, if this be put into a bottle with alcohol or ether, a variable proportion of fat will be dissolved out of it and the residue will then chiefly consist of a substance to which chemists, on account of its fibrous appearance, give the name of fibrin. Of this fibrin the lean part of all animals consists. The composition of lean beef, compared with wheat flour and wheat bread, is as follows:

	Lean Beef	Wheat Flour	Wheat Bread
Water and blood	78	16	45
Fibrin or gluten	13	10	6
Fat	3	2	1
Starch, etc.	..	72	48
	100	100	100

The difference between beef and bread is, first, that flesh does not contain a particle of starch, and, second, that the proportion of fibrin in ordinary flesh is about three times as great as in ordinary bread. One pound of beefsteak, then, is as nutritious as three pounds of wheat bread, so far as it depends upon the fibrin. The flesh of all wild animals is represented very closely by lean beef, although it generally contains less fat; but our domestic animals, from the care we give them, contain much fat, either as suet or tallow, or intermingled with the muscular fiber, as in our highly prized "marbled beef." Fowls and most kinds of birds contain less fat than the ordinary butcher's meat. Veal and venison contain less fat than beef, while pork, as we all know, contains more. Fish, in general, are less rich in fat than the flesh meats in our markets and, consequently, contain more fibrin. Some of our ordinary fish, when perfectly dried, show the following per cent:

	Fibrin	Fat, etc.
Haddock	92	8
Herring	92	8
Whitefish	77	23
Lake trout	84	16
Salmon	78	22
Eels	44	56

These figures are, of course, liable to variation, owing to their food. The fish epicure may have a reason for his preference for the eel, since it contains a greater weight of fat than of muscular fiber. In much of our cooking we unconsciously imitate Nature and, therefore, add or take out, as the case may be, a portion of the fat of our variety of animal foods. Sausage, for instance, and

other rich mixed meats are, in general, made of one part of fat and two of lean, exactly the proportion in which they are found in a fine specimen of the marbled beef of which I speak.

Akin to flesh and fish is the egg. The egg of our domestic hen is that which is in most common use. This food is one of the most delicate in regard to receiving and retaining flavors; eggs laid by sea birds which subsist almost wholly upon fish have a preceptibly fishy taste. The white of an egg is so called because, when heated, it coagulates into a white solid substance insoluble in water and almost tasteless. Chemically, this is known as albumen. Although different in appearance, it is, in a nutritive sense, absolutely identical with fibrin and gluten. The white of an egg forms six-tenths of its weight, the yolk three-tenths and the shell (carbonate of lime) one-tenth. The egg is richer in fat than fat beef and is equaled only by pork and eels. Very few persons have an idea of the magnitude and importance of this seemingly insignificant production in the United States. It has been said (and is a fact) that eggs at one cent each will pay the producer a larger profit than any other product of the farm. Aside from and notwithstanding their increase as an article of food within the last half of this century, the chemical and mechanical uses have demanded more than one-third of the product. The white of the egg, from its delicate transparency when raw and its peculiar adhesive qualities, and the yolk, from the softening oil it contains, the latter being used in the finishing of superior kinds of leather, etc., have now become indispensable, and millions of dollars are expended yearly in the traffic of this wonderful little staple commodity. Like the gluten of wheat, the white of the egg, when beaten and mixed with other substances, causes the mass to swell and become porous; hence the delicate lightness it gives to puddings, cakes, etc.

A very nutritious form of animal food is the fluid with which we have all been more or less intimately acquainted from birth—milk. By one process this yields butter or fat and, by another, curd or cheese. The curd, to which chemistry gives the name casein, from its forming cheese, closely resembles the albumen, fibrin and gluten already described and is classed with them as a nutritive substance. When the curd and butter have been completely separated from the milk and the milk evaporated to dryness, a colorless sweet substance is left known as sugar of milk. This sugar of milk has a commercial value and might, to advantage, be saved by our cheese factories. When new milk is evaporated to perfect dryness, this powder contains from 35 to 40 per cent. of milk sugar. Milk, in its liquid form, contains 87 per cent. of water; therefore, in this condition only about five per cent. is sugar. The best way to obtain it for medicinal or other purposes is to evaporate the whey in large shallow pans lined with porcelain. Human milk very closely resembles that of the cow but contains from one-eighth to one-fourth less solid substances. Now, as the natural food of the young mammalian animal of every species is the milk of its mother, milk may be looked upon as the model food for that kind. Woman's milk, therefore, is the true type of human food and after its form and composition all other kinds

of our food should be adjusted, more especially for the invalid and the aged; hence, it seems but reasonable to infer, first, that what we eat should contain a due admixture of vegetable and animal food substances, and, second, that our food, if not naturally liquid, should be intimately mixed with a certain quantity of liquid before it is taken into the stomach. This lesson we are taught in the study of various forms of vegetable food, and the attainment of these two ends should be the aim of the cook in our kitchen and of all who desire a wholesome diet. Cheese is eaten in two different ways—either as a part of the regular food, or as a kind of condiment to be eaten after the usual food. In this latter manner it is generally the older and stronger tasting varieties that are used. As I have before remarked in THE TRADESMAN, the English and Scotch people consider that cheese the best in which a certain kind of cheese mould has established itself. Let us examine the philosophy of this peculiar substance, i. e., mould. When, for a few days, the curd of milk is exposed to the air in a moist state and at a moderate temperature, it begins to decay and to emit a disagreeable odor and to ferment. In this state it possesses the property of inducing a chemical change in other moist substances with which it may come in contact. It acts in the same manner as does sour leaven when mixed with sweet dough. Now, this old and partially decayed cheese acts in precisely the same manner when taken into the stomach. It gradually causes chemical changes among the particles of food eaten and thus facilitates digestion. Not all kinds of cheese, however, effect this purpose, and the Scotch epicure will carefully select his cheese and himself ripen it before bringing it to his table. I have known persons to purchase very rich new cheese and place them in a cellar of the proper temperature and allow them to ripen from one to two years. When cut through the center they presented the marbled appearance of a sage cheese and possessed a rich nutty flavor impossible to describe, and such is its action upon the chyme of the stomach that the invalid may partake of it without harm. It is interesting to observe that such cheese mould and the flavor and digestive quality accompanying it may be propagated by inoculation in newer cheeses, by removing a bit of the new from the interior and putting a piece of the mouldy in its place. Not all may be aware that this is simply a fungus or plant growth, having no connection with the cause or effect of the cheese mites or "skippers" sometimes found, but is quite wholesome.

But, *revenons a nos moutons*, as the French say, and not only to our "sheep" but other meats as well. In cooking flesh meat, plain boiling, roasting and baking are in most general use. Fresh beef and mutton, when moderately fat, lose, on an average, as follows:

	Boiling	Baking	Roasting
Four lbs. of beef lose	1 lb.	1 lb. 3 oz.	1 lb. 5 oz.
Four lbs. mutton lose	4 oz.	4 oz.	1 lb. 6 oz.

The greater loss in baking and roasting arises chiefly from the large quantity of water evaporated, and of fat which is melted out during the process of cooking. If we put moist meat into a press and squeeze it, a red liquid will flow out. This is principally water, colored by blood. To thoroughly remove the juices

from fresh meat leaves it almost tasteless. This juice, when heated nearly to boiling point, thickens or becomes muddy and flakes of whitish matter resembling boiled white of egg appear. They are, in fact, white of egg or albumen and show that the juice of flesh meat is of great importance. The first effect of quick heat applied to a fresh piece of meat is to cause the fibers to contract, to squeeze out some of the juice, and to close up the pores, so as to prevent the escape of the remainder. The second is to coagulate the albumen contained in the juice, and thus completely plug up the pores and retain within the meat the entire liquids. A kind of steaming then takes place within the meat, so that, whether in the oven or in boiling water, it is, in reality, cooked by its own steam. A piece of beef plunged into boiling water and kept boiling is really cooked in the same manner; yet the flavor will be slightly different. To prepare beef tea, broth or soup the process of cooking must be reversed. The meat should be put into cold water and be slowly brought to a boil, or allowed to simmer, as it is called. By this process nearly all the albumen is extracted before it coagulates and the natural juices, with various saline substances in solution, flow out, and the meat is left nearly tasteless. The application of salt to fresh meat has much the same effect as the application of quick heat. It is an astringent and contracts the fibers, causing the meat to lessen in bulk (not weight) and the juice to partially flow out from the pores; hence the reason that dry salt strewn upon fresh meat gradually dissolves into brine. If a large quantity of salt be applied, it penetrates deep and as much as one-third of the juice may be forced out by the contractions, and the natural flavor of the meat is diminished; however, by its closing the pores thus tightly it prevents the entrance of air and lessens liability to decay. As a whole, flesh meat is very nutritious, because it contains all the materials necessary to build up our own flesh; but remove from it a portion of these materials and it becomes imperfect, just as bricks become useless to the mason if he have not the requisite quantity of mortar.

There is much analogy between bread and beef—the vegetable and the animal forms of our food; between the gluten of one and the fibrin of the other, and in the fatty portions of both we find new resemblances. Some of our vegetable fats are fluid and oily at ordinary temperature. The fat of the oil palm, however, and a few other vegetable oils or butters are solid in the natural state. All animal fats consist, more or less, of a solid and a liquid fat, and in this fact we see a new analogy between our vegetable and animal foods. But a still further analogy exists. When the solid fat of palm oil is properly purified it is found to consist of a beautifully white solid peculiar fatty body, to which the name palmitine is given, and when beef and mutton fats are pressed from the fluid oil they contain, and the residue then purified, the substance obtained is a peculiar solid fat known as stearine; and of these two fatty bodies the solid fat of all our domestic animals almost entirely consists. In human fat, also in that of the goose, as well as in butter, the palmitine and the stearine are in nearly equal proportions; thus, we find

an identity in substance among the fatty compounds which are met with in the eatable productions of both kingdoms. And we see how wonderful is Nature in the simplicity and beauty of all her operations, and the closer we analyze our food, the more are we surprised at the comparatively few basic substances which compose it all, while to please the taste and smell, in the chemistry of her work, we are provided with numberless delicate flavors and odors which, thus far, art cannot equal.

We find, therefore, that, whatever the kind or proportion of nutritive properties our foods contain, it is almost a matter of indifference whether we live upon an animal or a vegetable diet, or upon both.

FRANK A. HOWIG.

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware. I spent two weeks in New York, and they were two very busy weeks. From eight o'clock in the morning till four in the evening I bought and bargained, and in the evening I saw what was to be safely seen of New York life. My friend Fisher finished his business two days before I was through, but he waited for me to go home with him. I doubt if I was any happier when starting from home than I was when I bought my ticket back.

Looking back at that ride, one of the pleasantest incidents remaining in my memory is that of meeting with an elderly woman and offering her half of my seat. She appreciated the little attention and we were soon in pleasant chat, and when she reached her station I helped her out and felt as if we had long been friends. When she bade me "good by" she added a "God bless you!" that may have been merely a habit with her that had no special prayer or meaning to it, but it gladdened my heart as if I were sure her words had some power to bring me good. Many of our old customs have been swept aside so that it is no longer fashionable to pay attention to any but young and pretty women, but I find it impossible for me to keep from showing respect to the women who have passed into the beauty of middle life and who have "mother" written in their faces.

As we neared our destination I saw by Fisher's actions that he had something on his mind, and wondered what it was. At last he sat down beside me and I saw it was coming.

"Marks, I shoose sthore selling pays, eh?"

"Yes, selling goods pays; Mr. Ely has got rich at it."

"Yas, das what I dinks. Good profect, eh, in all dose tings?"

"Some things pay well, and others sell for cost, but the business averages up a good fair profit."

"So I dinks. Now, Marks, shpose I sharts out sthore in Yarmantown, will he pay?"

I was in somewhat of a dilemma here. Fisher expected an honest answer, yet I had to think of Mr. Ely's interest, and it certainly was not to his interest to have Fisher open a store in Germantown. I wanted to dodge an answer.

"Unless you keep everything," I said, "it would not pay. If your customers had to come to our place for one thing they would buy everything there. And our town pays a good price for eggs and butter and this would entice trade to come there."

"Das ish all right; I would geep eferydings; croceries, poots, eferydings; say Marks, how you like to come down to Yarmantown with me, eh?"

"I have to stay with Mr. Ely till spring," I replied, "and he can afford to pay me more than you could, Mr. Fisher."

"I will pay you nodings; I will gif you one-half de profects."

"But I have no money."

"Das ish all right, Marks; we will find

dat money; I got some money my own self; de money ish all right."

No boy ever had such an offer made to him without being proud of it and considerably elated. To be partner in a store was a position I had only had very vague dreams of occupying. But I knew Fisher meant business, and the responsibility of having to decide such a question made me nervous.

"I don't know what to say to you, Fisher. I am not at all sure that I could shoulder the entire management of a store and do it successfully. Let me have a little time to think it over and I will then give you an answer. And you had better enquire around and satisfy yourself that it is wise to make such an investment. If the business should ever be started the money would all have to come from your pocket; if we made a failure of it I have no money to lose."

"Das ish all right; dake your dime. Bimeby you find out; you yust dells me; if you say 'yah,' we will shart de sthore und, py shingo! we will make him lively. I gan sell myself; I knows eferypody, und I sprachen Deutch like dunder."

We left it that way and were soon at home. Home never looked so pleasant and there was medicine in the sight of a familiar face. Mr. Ely met me as if I were his son and was very free in his praises of goods bought according to bills already at hand. The next day I buckled to work again and found that my short experience among the salesmen East had been of benefit to me. I had laid to heart their uniform politeness, their seemingly personal interest in the man they were selling, and the general air about them of friendliness and good will. Perhaps it is because familiarity breeds contempt that so many of our retail clerks meet their customers with a slight nod and a manner that says, "Buy what you want and clear out," but I have yet to see a place or position, whether in the largest jobbing house or the smallest retail store, where a kind interest in one's customer does not pay and pay largely.

As the goods I bought began to come in we were kept very busy, and Mr. Ely universally commended my purchases. I was somewhat surprised to see the amount of goods I bought as they were unpacked. When you look at a sample and order a few dozen of a thing it does not look large, but when the dozens are piled on your counter you are apt to wonder what you could have been thinking of. I found I had laid in a much larger stock in the notion line than I had intended to and much more than we had ever bought at one time before. But Mr. Ely found no fault, and I made up my mind I would make a special push on those goods and that I would make them go if work could do it.

All these days I said nothing to anyone about Fisher's offer, but I determined to seek counsel. Mr. May had always taken such a kindly interest in me from the time of finding his wife's money that I determined to speak to him. Unlike most lawyers he had excellent business instinct and would have made an extra good merchant. He heard me through, saying little, and then questioned about the goods the people down in Germantown mostly bought. Said he:

"If I were you I would talk the matter over with Mr. Ely; I am not sure but that a store would pay well with Fisher's influence to help you; yet you might be giving up a better thing by taking that. Ely is a square man and will give you good advice."

I thanked him and determined to open the matter with Mr. Ely the next day.

A New Jersey inventor has started out to destroy the powder-making business by inventing a gun which throws dynamite. The explosive force employed is hot water heated to a pressure of 450 pounds to the square inch in a small boiler connected with the gun. With this hot-water gun, he says, he could make it mighty hot for the army or navy that fooled around in his neighborhood.

Everyone smokes the Signal 5.

CANDIES, FRUITS and NUTS			
The Putnam Candy Co. quotes as follows:			
STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Pails.
" H. H.	2	6	7
" Twist	6	6	7
Boston Cream	8 1/4		
Cut Leaf			8
Extra H. H.	8 1/4		0
MIXED CANDY.			
	Bbls.	Pails.	
Standard	5	6 1/4	
Leader	5 1/2	6 1/4	
Royal	6	7 1/4	
Nobby	7	8	
English Rock	7	8 1/4	
Conserves	6 1/2	7 1/4	
Broken Taffy	baskets	7	
Peanut Squares	7	8	
French Creams		9	
Valley Creams		12 1/2	
Midget, 30 lb. baskets		8	
Modern, 30 lb.			
FANCY—In bulk			
		Pails	
Lozenges, plain		8 1/4	
" printed		9 1/4	
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		.85@.90	
Licorice Drops		1.00	
A. B. Licorice Drops		.75	
Lozenges, plain		.60	
" printed		.65	
Imperials		.60	
Mottoes		.70	
Cream Bar		.55	
Molasses Bar		.50	
Hand Made Creams		.80@.90	
Plain Creams		.60@.80	
Decorated 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—126		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, 200		3 20	
Catanias—Flats, 100		1 75	
LEMONS.			
Choice, 300		3 00	
Extra Choice, 300		3 50	
Extra Fancy, 300		4 00	
Choice, 360		3 00	
Extra Choice, 360		3 25	
Fancy, 360		3 50	
Extra Fancy, 360, gilt packing		4 00	
BANANAS.			
Large bunches		1 50	
Small bunches		75@1.25	
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16b		13	
" " 30lb		14	
" extra " 14b		12	
" bags		6 1/2	
Dates, Fard, 10-lb. box		2 7	
" 50-lb.		2 5	
" Persian, G. M. 50-lb. box		2 6	
" 1 lb Royals, new		27 1/2	
NUTS.			
Almonds, Tarragona		2 14	
Ivaca		13 1/2@14	
California, soft shelled		2 12	
Brazil, new		2 7 1/2	
Filberts		2 10	
Walnuts, Grenoble, old		2 0	
" French		2 0	
" Calif.		2 12	
" Soft Shelled Calif.		2 13	
Taste Nuts, fancy		2 10 1/2	
" choice		2 9	
Pecans, Texas, H. P.		8 2 11	
Chestnuts			
Hickory Nuts per bu. Mich.			
Cocanuts, full sacks		4 00	
Butternuts per bu.			
Black Walnuts, per bu.			
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 5 1/2	
FRESH MEATS.			
BEEF.			
Carcass		5 1/2 @ 7 1/2	
Fore quarters		4 @ 5	
Hind quarters		6 1/2 @ 8 1/2	
Loins No. 3		8 @ 10	
Ribs		8 @ 10	
Rounds		5 1/2 @ 6 1/2	
Chucks		3 1/2 @ 5	
Plates		3 1/2 @ 4	
PORK.			
Dressed		5 @ 5 1/2	
Loins		7 1/2	
Shoulders		6	
Leaf Lard		8	
MUTTON.			
Carcass		5 1/2 @ 6 1/2	
Lambs		6 @ 7	
VEAL.			
Carcass		5 1/2 @ 6	

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Sebewaing—Fred Krause, butcher, is succeeded by Geo. Gremel.

Marengo—Frank Reed is succeeded by J. C. Cooper in general trade.

Uby—David Crory, Jr., succeeds R. E. Adamson in the drug business.

Gobleville—Frank S. Post has sold his hardware stock to Vickers & Redding.

Alden—Meyers & Flannelley succeed Fred Meyers in the hardware business.

Mt. Pleasant—Edmund A. Fox succeeds Price Peak in the drug business.

Ludington—J. A. Benson succeeds Benson & Haller in the meat business.

West Branch—Thos. S. Glenn succeeds Robertson & Glenn in the drug business.

St. Charles—Willis & Downing succeed Willis & Co. in the grocery business.

Reading—Newton Cortright, of North & Cortright, boot and shoe dealers, is dead.

Dailey—Whitmore & Higgins are succeeded by Whitmore & Hardy in general trade.

Lenawee Junction—J. A. Rogers, dealer in farm implements at this place, is dead.

Marshall—Frank Keefer has purchased the bakery business of Jas. McKeller.

St. Ignace—Murray Bros. have purchased the grocery business of J. H. Warren.

Detroit—Wallace, Bell & VanBianchi succeed David Wallace in the grocery business.

Almont—P. H. & H. J. Willert have purchased the hardware stock of C. G. MeEntee.

Mason—C. W. Randall has moved his shoe stock into the west store of the Pad-dock block.

Jonesville—Frank Barber & Co. succeed Rawson, Barber & Co. in the furniture business.

Sodus—Versaw & Buckman succeed Sylvester Parks in general trade and the drug business.

Flint—Saunders & Terbush have purchased the grocery and produce business of C. L. Carman.

Detroit—Pinger & Lano, bakers, have dissolved. The business will be continued by Jacob Lano.

Vassar—E. J. Burr & Co. are succeeded by Schank & Dean in the agricultural implement business.

Cedar Springs—J. A. Spooner has opened a shoe store at Evans, which is in charge of Frank Dee.

Coloma—Schairer & Kreitner succeed Vincent & Wright in the dry goods, grocery and crockery business.

Pontiac—Elliot & Durant have sold their shoe stock to Pauli & Nusbaumer, who took possession last week.

Akron—Thos. Heartwell succeeds Heartwell & Myrick in the grocery, dry goods and boot and shoe business.

Howell—Andrew Fishbeck and C. J. Cook have purchased the grocery and boot and shoe stock of Jones & Son.

Bass River—Gilbert Gates has sold his stock of groceries to A. J. White and will remove to Kalkaska county.

Kalamazoo—Geo. W. Taylor is succeeded by the Geo. W. Taylor Co., incorporated, in the clothing and tailoring business.

White Cloud—Champion & Hayward, dealers in groceries and shingles, have sold their grocery business to B. J. Townsend.

Lapeer—Lincoln & Devereil is the name of a new shoe firm here. George J. Devereil will have active management of the business.

Charlevoix—Lou See and G. C. Geiken have formed a copartnership and will shortly open a new grocery store in the Bartholomew block.

Middleton—J. W. Patterson & Co. have sold their stock of general merchandise to A. B. Armstrong, of Chicago, the "company" of the old firm.

Owosso—E. L. Devereaux has sold his grocery stock to Hookway & Son, formerly engaged in the grocery and crockery business at Grass Lake.

Northville—T. J. Smith & Co., of Mancelona, have bought out the grocery stock of D. B. Wilcox and will continue the business at the same location.

Newaygo—J. T. Bruce and E. C. Blanchard have formed a copartnership under the style of Bruce & Blanchard and embarked in the feed and produce business.

Wayne—M. A. Coan, who recently opened a shoe store here, did not succeed in doing a good business and so packed up his goods and left for parts unknown.

Owosso—Walter S. Lusk has sold his shoe stock to this brother, who will continue the business under the style of E. W. Lusk. W. S. will follow rural pursuits on his farm near Elsie.

Petoskey—Eugene F. Rose and Robt. S. Shafer, who conducted the grocery business under the style of Rose & Shafer, have dissolved, each continuing business in his own name.

Adrian—Harry E. Cook and George Marvin have purchased the boot and shoe stock of Adolph Wheeler and will close it out. Mr. Wheeler has conducted the business since 1881, and states that he will retire from business life for the present.

Dexter—The C. H. Stannard shoe stock has been sold at auction to Joseph King, of Ypsilanti. The stock was appraised at \$1,191, and sold for 63½ cents on the dollar. The book accounts, amounting to \$372, were bought by H. S. Holmes for \$86.

Kalamazoo—Jacob Louis, who keeps a grocery store at 429 East Ransom street, awoke very early last Tuesday morning and found a burglar in the store. He alarmed his son, and the two gave chase, but he escaped, leaving behind one of his rubbers. Nothing was taken.

Saginaw—Chris. Graebner, who has been connected with the shoe house of Heavenrich & Co. for ten years, has severed his connection therewith and become a member of the firm of Graebner & Cleaves. They will shortly open a boot and shoe store at 414 Court street.

Traverse City—S. K. Northam has sold the 32-foot lot on Front street, east of his hardware store, to Peter and Henry Tonnelier of Benton Harbor, for a consideration of \$3,400. The purchasers will immediately erect a two-story brick building, with a depth of 70 feet, which they will occupy with a stock of liquors.

Fisher Station—Nicholas Bouma, who has been engaged in trade here over thirteen years, has sold his stock, store building and residence to Douwe Van Bruggen, who will continue the business. Mr. Bouma will remove to Grandville and open a general store at Jenisonville, handling lines of dry goods, boots and shoes and groceries.

Jackson—F. C. Davis, who has been local manager for D. M. Osborn & Co. for the past four years, has formed a copartnership with F. E. Davis, who has been salesman and collector for the same house for the past two years, under the style of F. C. & F. E. Davis and embarked in the real estate and collection business at 206 East Main street.

Coloma—A new general store will be opened here about April 15 under the style of Stanley G. Guy & Co., the copartners being Mr. Guy (who has clerked for several years for O. B. Hipp, the Benton Harbor clothier) and F. B. Van Horn, who has long been engaged in the dry goods and clothing business at Benton Harbor. The new firm will carry lines of dry goods, clothing, furnishing goods and groceries.

Detroit—A smooth-looking gentleman recently walked into the shoe store of C. J. Merbach, at 122 Gratiot avenue, and purchased a pair of cheap shoes and rubbers. He tendered a check for \$12.50, but he only got \$5 in change back. He was to call the next morning. He didn't come, and Mr. Merbach sent the paper to the Dime Savings Bank, where it was pronounced worthless. Mr. Merbach now has his eyes peeled for the man.

Flint—Judge Wisner, of the Genesee Circuit Court, has appointed Morey T. Andrews receiver of the Swinton & Reynolds Company, Limited, of this city, and required him to give a \$10,000 bond. The receiver is instructed to sell at cost the stock of books, stationery, etc., at retail until April 1, when the stock remaining unsold is to be disposed of at public auction. The motion made by David Swinton, of Saginaw, for the dissolution of the injunction restraining him from selling the stock under chattel mortgage, was denied.

Iron Mountain—The merchants of this place are tired of fooling with transient merchants, who run into town for a few weeks, make a pot of money, and then skip without helping out the taxpayers with even a dollar. An ordinance has been passed providing for the paying of a license fee, ranging from \$20 to \$60, according to value of stock carried, which must be paid before the transient is permitted to open his doors and do business. It is modeled after an ordinance which has been in force at Ishpeming for some time, and which was found an effectual instrument in freeing that town of the fly-by-night merchant.

Durand—The hardware firm of De Camp & Clemens has been awarded damages to the amount of \$500 against the Moline Plow Co. This case, which occupied the attention of the Shiawasse Circuit Court six days, grew out of an attachment suit brought by the plow company to satisfy a bill against the Durand firm. DeCamp & Clemens claim there was no just cause for bringing this action; also that the litigation which followed the attachment ruined a prosperous business for them. The Co-operative Foundry Co., of Detroit, put a second attachment on the goods of the firm and is now defending a similar suit for damages, with very good prospects of having to pay up for being too hasty.

MANUFACTURING MATTERS.

Detroit—The Detroit Fly Paper Co. is succeeded by the Decoy Fly Paper Co.

Middleton—Clem Naldrett succeeds Naldrett Bros. in the elevator business.

North Muskegon—The Standard Box Shook factory began operations last week after a long idleness.

Cheboygan—The Cheboygan Lumber Co. has secured a full stock of logs, and the mill will run day and night the entire season.

Bay City—The Crump Manufacturing Co.'s plant is running with a force of 83 men and a large amount of business has been booked.

Saginaw—The Quinnin Lumber Co. is operating a sawmill eleven miles northwest of Lake Station. The company is also buying hardwood lumber at various points.

Bay City—The Warren Lumber Co. is hurrying forward the construction of the planing mill being constructed by that company.

Saginaw—Hon. Ezra Rust, who has been an extensive lumberman for many years, and who is still interested in timber properties, although he has retired from active business, takes a rather pessimistic view of the lumber business, and calculates that it will go slow for three or four years yet.

Saginaw—The late C. H. Plummer owned about 46,000 acres of timber land in Arkansas, which was attached by Col. A. T. Bliss, who had extensive dealings with Mr. Plummer. It is now stated that Col. Bliss has accepted this land in full settlement of his claims against the Plummer estate. It is said to contain fully 200,000,000 feet of timber, mostly oak.

Bay City—A large force of mechanics are at work hurrying forward repairs on the mill of the South End Lumber Co., and it is expected the plant will be ready to start operations April 1, if the river is open at that date. The company has 6,000,000 feet of logs stored in booms near the mill, and has 22,000,000 feet contracted for to be towed to the mill during the season, insuring a full stock. A considerable portion of this cut will be put into the dock yard purchased recently by Turner & Fisher.

Muskegon—The Amazon Hosiery Co., of Michigan City, Ind., with a branch factory in Chicago, has purchased a tract of land here, fronting 300 feet on Western avenue, with a depth of 2,775 feet, to which the company will remove as soon as the necessary buildings can be erected. To secure the enterprise the Chamber of Commerce gives \$10,000. The company was driven out of Illinois by the law prohibiting the employment of women in factories longer than eight hours per day; and, by a strange coincidence, the law was declared unconstitutional by the Illinois Supreme Court a few hours after the contract to remove the factory to this place was executed.

Manistee—At all the sawmills full forces of millwrights and mechanics are at work and the repairs are all being rushed so as to have things in readiness for the earliest opening. The time of starting the mills will also be much later than last season and that of course will cut quite a figure in the production and also will serve to keep the lumber off the market longer, as the necessity for dock room will not be felt when the mills are idle. Last season Peters' was the first mill to start, and they began operations March 5, and the others between that time and April 1. This year there are none that have any intention of starting before from the first to the fifteenth of April.

GRAND RAPIDS GOSSIP.

Phillip Miller has embarked in the grocery business at Kingsley. The Worden Grocer Co. furnished the stock.

Martin Harrington has opened a grocery store at the corner of Kent and Hastings streets. The I. M. Clark Grocery Co. furnished the stock.

Dykstra & Pater have opened a grocery store at the corner of Seventh street and Alpine avenue. The stock was furnished by the Worden Grocer Co.

H. B. King, formerly of Joliet, Ill., has purchased an interest in the grocery business of Casper Sengenberger in the Wellington Flats, 250 East Fulton street. The firm will hereafter be known as Sengenberger & Co.

The Grand Rapids Chair Co. will shortly begin the erection of a four-story brick building, 60x160 feet in dimensions. It will be a slow-burning construction, with seven-inch solid floors and contain all the conveniences known to modern factory architecture. It will be located at the north end of the present factory building, running east to Canal street, and will be used for sample rooms and office purposes.

The Grocery Market.

Sugar—The market is strong, but the demand is by no means as active as the refiners would evidently like to see it. The report that has been circulated regarding an agreement between the Trust and the independent refiners to keep up prices is vigorously denied by representatives of both. They claim that the increase in values is legitimate and is due to a large demand and the fact that they have been oversold on many grades.

Provisions—All kinds of fresh and salt meats are stronger and higher. The same is true of lard and smoked meats.

Lemons—Advanced quite sharply at the recent cargo sales, the better grades fully 60c per box, and 25c on common to choice. We do not look to see any lower prices for first-class fruit and purchases made at present will be a safe investment, as there is no great amount afloat at the present time.

Oranges—Last week we noted an advance, which has been fully maintained, especially on fancy Navels. The advance had a tendency to curtail orders a little; consequently the exchanges are getting back orders picked up, and there is a little weakness noticeable on Seedlings and choice grades of Navels. Our market has had a fair amount of Sicily fruit the past week, but it does not seem to take as well with the trade as California products; consequently we do not expect to see much more of it here.

Bananas—With the advent of more seasonable weather, the banana business begins to pick up. There were two carloads in our market last week, and two or three more are due to arrive this week. Prices are, necessarily, a little bit high yet, as all stock has to come forward in heated cars, which costs quite a bit more.

Foreign Nuts—The demand is limited, and prices are in favor of the buyer. Anyone who wants full sacks or large lots can get quotations shaded.

Figs and Dates—Continue to move in a moderate way, although sales are, necessarily, confined to actual needs, as no one feels like laying in stock to speculate on.

Gripsack Brigade.

Will S. Canfield, house salesman for the Olney & Judson Grocer Co., is confined to his house with nervous prostration.

John W. Califf, traveling representative for the J. P. Deiter Co., of Chicago, is in town for a few days, paying his respects to the trade.

Geo. F. Owen went to Benton Harbor last week and booked an order for a stock of furnishing goods for the new firm of Stanley G. Guy & Co., who will shortly open a general store at Coloma.

Jacob Jesson, formerly engaged in the drug business at Muskegon, but for the past half year a resident of Southern California, has engaged to travel in that State, New Mexico and Arizona for Seabury & Johnson, of New York.

Another death has occurred in the ranks of the Michigan Knights of the Grip—Wm. L. Reed, general traveling representative for the Singer Sewing Machine Co., who resided at Kalamazoo. The death occurred on March 12 and was caused by abscess of the liver. Proofs of death are already in the hands of Secretary Owen.

THE TRADESMAN feels called upon to warn the fraternity against the dead-beating practices of Calvin E. Sparrow, who has evidently managed to subsist for some months on the money he has been able to borrow of the boys by exhibiting his certificate of membership in the Michigan Knights of the Grip and rehearsing a stereotyped yarn about his wife's sister having died at Ft. Wayne and his not having quite enough money to take her to the place of burial. The fellow has not paid Assessments Nos. 1 and 2, and is, therefore, no longer in good standing in the organization above referred to, and prompt action should be taken by the Board of Directors in expelling him from the association and compelling the return of the certificate. THE TRADESMAN is satisfied that the chap is utterly unworthy of confidence and should be promptly escorted to the door by any one on whom he attempts to play his nefarious art. It is claimed that he is also known under the alias of Stillman C. White, but of this statement THE TRADESMAN has not been able to obtain positive knowledge.

The Drug Market.

Opium is firm at the last advance. Morphia is unchanged. Quinine is unchanged. Alcohol has again advanced 1c per gallon. Cocaine is decidedly strong and another advance is looked for, on account of scarcity of cocoa leaves.

Our now rarely-seen trade dollar had a predecessor that few of us knew anything about. This dollar was intended for circulation in China and Japan. On one side it bore the royal dragon of the celestial empire and on the other the sixteen-leaved chrysanthemum of the Japanese. There were besides some Chinese and Japanese characters on the coin, giving it a decidedly foreign appearance. Not one of them found its way to the orient, for the diplomatic representatives of those countries very properly protested against the action of the United States Government in coining such money. As a result all of them were melted down, and the other trade dollar, devoid of the dragon and the floral wreath, came into general use.

The Wheat Market.

Wheat has been very excited, with an advance of 3c, which was reduced last Saturday to 2c over one week ago. The immediate cause for the advance was the Government report showing only 75,000,000 bushels in farmers' hands, while other authorities claimed from 100,000,000 to 150,000,000 bushels. Some one is "way off," but the Government report will stand, and, if this is a fact, it won't be long before wheat values will lift themselves where they belong. Exports, while considerably more than last year, are hardly enough to reduce our visible very rapidly. However, as the receipts from the Northwest are declining, we may look for more reduction in the visible. It is claimed that stocks in Paris are only 4,000,000 bushels, against 19,000,000 bushels last year. Liverpool stocks are being depleted, so we reasonably may expect more exports in the near future. Farmers about here are holding onto their wheat with no signs of letting go. Grand Rapids received nearly as many cars as Detroit, which speaks well for Grand Rapids as a wheat center.

Corn was firm during the week and much sought after, as the market is bare of that article, while oats were remarkably strong, with an upward tendency, notwithstanding there is three times the amount in sight there was this time last year.

Receipts during the week were 97 cars of wheat, which were but eight cars less than Detroit received the same week. This city also received 13 cars of corn and 3 cars of oats. C. G. A. VOIGT.

Purely Personal.

J. Elmer Pratt, who has for several years managed the advertising and selling department of the Grand Rapids Cycle Co., has severed his connection with the company and removed to Boston to take the management of the L. A. W. Bulletin.

W. F. Gill, junior member of the firm of Wm. Gill & Son, general dealers at Gill's Pier, spent Sunday in the city, the guest of Frank E. Chase and family. He was on his way home from Milwaukee and improved the opportunity to place his order for his spring line of shoes with Mr. Chase.

H. J. Bartlett, formerly connected with the designing department of the Grand Rapids School Furniture Co., has taken a position in the business department of the same corporation. He closed a deal at Toledo last week for \$6,000 worth of opera chairs for the new Ketcham opera house.

We teach the children Danish, Trigonometry and Spanish, Fill their heads with old-time notions, And the secrets of the oceans, And the cuneiform inscriptions From the land of the Egyptians; Learn the date of every battle, Know the habits of the cattle, Know the date of every crowning, Read the poetry of Browning, Make them show a preference For each musty branch of science, Tell the acreage of Sweden, And the Serpent's wiles in Eden; And the other things we teach 'em Make a mountain so immense That we have not a moment left To teach them Common Sense.

Ask to see Gillies' fine New York Coffees. It costs nothing. J. P. Visner, Agt.

Use Tradesman Coupon Books.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—FOR STOCK of hardware or groceries, pretty home in Grand Rapids, containing eleven pleasant rooms, gas, grate and marble mantel, good well and cistern, also city water. Valued at \$3,000. Address No. 723, care Michigan Tradesman 726.

ONLY DRUG STORE, WELL LOCATED AND doing good business. Good reasons for selling. C. A. Wells, Avoca, Mich. 739.

FOR SALE—DRUG BUSINESS AT A BARGAIN. Address A. Eckerman, Muskegon, Mich. 722.

FOR RENT—STORE CENTRALLY LOCATED on Main street, Traverse City, Mich. Address R. Yalomstein. 723.

OPPORTUNITY—DOUBLE STORE TO RENT, Will soon be vacant; fine location for general business; never been vacant; town of 1,500; competition light; manufacturing town in midst of fine dairy and agricultural country. Address Box 400 Middleville, Mich. 724.

FOR SALE—STOCK OF DRUGS AND WALL paper. Best location and leading drug business in bustling city of 4,000—just the place for right man. Address No. 725, care Michigan Tradesman. 725.

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. 685, care Michigan Tradesman. 685.

FOR SALE—TWO COAL STOVES AT \$5 apiece, and two at \$8 apiece; can be seen at 106 Louis st. Tradesman Company, New Blodgett building. 71.

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—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 & Sehler, Grand Rapids, Mich. 700.

GROCERY STOCK FOR SALE—INVOICING about \$7,000, in a hustling town of 8,000. Everything cash. The only grocery that made money last year. Reasons, other firms. Address No. 691, 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. 624, care Michigan Tradesman. 624.

MISCELLANEOUS.

WANTED—MEN TO ORDER ON APPROVAL one of the best "ready to wear" suits made at \$12.50, any style cut. Strahan & Greenlich, 24 Monroe street, Grand Rapids. 727.

FOR RENT—STORE 240 EAST FULTON street, Grand Rapids; finest drug store location in city; \$30 monthly rent. C. S. Hartman, Agent. 728.

HIGHEST PRICES PAID FOR RAW FURS of all kinds, by Grand Rapids Fur Co. Write for prices. 720.

LOOKING FOR REAL ESTATE INVESTMENTS, or have business chances for sale? See Winans & Moore, Room 1, Tower Bock, 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, 81-86 South Division St., Grand Rapids. 673.

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 664.

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 TRAVELING salesman in grocery line. Address L. Murray, General Delivery, Grand Rapids. 21.

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.

THE BOYCOTT IN BUSINESS.

How Department Stores Have Grown--

The Advantages They Offer.

From the Dry Goods Chronicle.

About twenty-five years ago the beginning of a radical change in business methods was perceptible. The big fish began to eat up the little ones; and the process has continued in a rapidly increasing degree, until it has become evident that the little fish are fast approaching extermination. It is not more than ten years since department stores began to seriously menace the existence of small retail merchants in every branch of trade, but within that time the principle of concentration has swept everything before it, and established new channels of distribution to consumers of nearly all kinds of goods.

Ten years ago each of our large cities had several prosperous firms of moderate size, in each branch of business. In all America there were not a dozen retail firms remarkable for their great transactions; the small merchant, dealing in a single specialized class of goods, was everywhere the rule. Now the small dealer everywhere is withering away, and hundreds of large firms supplant thousands of small ones. Ten years ago, such firms as Marshall Field & Co., Jordan, Marsh & Co., the John Shillito Co. and others were giants among pigmies; now there is hardly a minor city that cannot boast a firm that equals the big guns of ten years ago. We might name a hundred such in Albany, Utica, Pittsburg, Syracuse, Rochester, Milwaukee, Omaha, Denver-- everywhere; such firms as Porteous, Mitchell & Co., Brown, Thomson & Co., J. B. Wells & Co., Dey Bros., Adams, Meldrum & Anderson, Daniels & Fisher. A few years ago all were the leading retail dry goods merchants of their respective communities, with a moderate and strictly local business. Now they are of colossal growth. They are great merchants, whose annual sales are counted by millions, and who draw their customers from a radius of hundreds of miles.

This tendency to concentration in retail distribution is one of the most notable phenomena of our time. It is the result of an economic law that is universal and irresistible, namely, that defective and wasteful methods cannot survive when opposed to better and more economical methods. Distribution by small retail dealers is clearly shown, by comparison with the newer system, to be a wasteful and imperfect method. It is at a fatal disadvantage in every vital particular. In comparison with great department stores, small retailers pay more for their goods, are burdened with a much larger percentage of expense, lose far more from dead stock, and make more losses through non-paying customers. They are, moreover, greatly inferior in equipment, attractiveness and organization.

Department stores are successful because they avoid the wasteful and inefficient methods of small retail stores. They save a profit out of what the ordinary retailer wastes, and draw away his customers by offering a wider choice, more attractive goods and lower prices, as the result of better organization and greater economy. The whole problem is summed up in a few words--perfect organization, using the best methods.

It is worth while to glance briefly at "the best methods," in this connection. The very root of the whole matter is division and specialization of labor; that is, the division of store duties into small groups, and making each the sole and special care of one intelligent man who knows the particular thing thoroughly and is capable of doing it well.

Every manufacturer knows the wonderful efficiency and superior productiveness of sub-divided labor--the enormous saving that results from dividing a job into a dozen parts, giving each of a dozen men one of the dozen parts, and "keeping him everlastingly at it," and at that only. This potent principle is conspicuously absent from the small retail business; in department stores it is applied with as much saving as in manu-

facturing. Concentration of energy is what tells. The intelligent man who concentrates on one thing will do that thing well; the intelligent man who tries to do many things will surely do some of them badly.

Most small retailers try to do too many things; they spread themselves out in the effort to cover too much; and, as a rule, they only half do what they undertake. Most prosperous retailers pride themselves on knowing and directing all the details of their business. This is a great mistake. Most small merchants are slaves to details, and for that reason they never grow beyond a certain point. As the details become more numerous, they become so burdened by and absorbed in them, that their business is clogged and can no longer expand. Success is made up of careful attention to details; the secret of success is in doing all those details well; and the secret of doing them well is not to do them yourself, but to employ others to do them who can do them better and at less cost than you can do them.

Every do-it-all retail merchant may accept as gospel truth that many things he cannot do as well as his rival, who does not do it all himself, but divides it among half a dozen capable helpers. The do-it-all man can't buy silks, or dress goods, or gloves, or hosiery, as well as the specialists in silks, or dress goods, or gloves, or hosiery, who buy for his rival, who each do but one thing, and who can do it better than the man who half does many things. The do-it-all man cannot know as much as they know about all the sources of supply, about all the various offerings, about prices, about the taste of consumers. He cannot select with their intelligence, he cannot make his stock as attractive, he cannot watch it as closely, he cannot keep up his assortment as well, he cannot keep his stock as lively, he cannot keep as free from dead stock. The reason is obvious: no man can attend to hundreds of details as well as he can attend to a few.

All these are well-established truths. They are clear as daylight to the mind, and deeply confirmed by experiences. It is useless to strive against them. The principle of specialization in departments is now firmly engrafted upon the business of distribution, as well as manufacturing, and the fate of old methods is sealed. Nevertheless, there are still some who hope to turn back the irresistible tide, and to force a return to the old system that is now dying because it cannot compete with more economical methods.

We have recently seen in New York and Brooklyn abortive attempts to stem the tide, to check and depress the big stores and to protect and preserve the little ones. The sentiment beneath these attempts is very general everywhere, and seems to be crystallizing into active effort. In Chicago, a movement against the department stores has assumed large size; and the boycott has been adopted as the weapon. Last week, a meeting of West Side retail dealers was held, to effect an organization to oppose the growing movement of trade towards the great department stores. About two hundred retail merchants joined the organization, and many enthusiastic speeches denouncing monopoly were made. The organization's plan of campaign is to form a sort of local protective league, whose members are to mutually pledge themselves to buy only from neighborhood merchants who are members, and to refuse patronage to all others. It is hoped by this means to pledge a large part of Chicago's population to boycott the great bazaar stores of the South Side.

To speak of this movement as absurd and puerile is to characterize it mildly. Men may engage in a crusade to benefit themselves; they will never long support a crusade that is obviously to their own hurt. If thousands of people in Chicago travel miles to buy from the department stores, they do it only because it is for their own advantage. They may denounce the grab-all bazaars, but they will keep on buying from them just as long as they can get more for their money there than they can get anywhere else.

Dry Goods Price Current.

Table listing various dry goods items and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, GANTON FLANNEL, CARPET WARE, DRESS GOODS, CORSETS, CORSET JEANS, COTTONADES, PRINTS, TICKINGS, and others.

Table listing various cotton and textile items and their prices, including categories like COTTON D RILL, DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASE AND PADDING, DUCKS, WADDINGS, SILERIAS, SEWING SILK, HOOKS AND EYES--PER GROSS, PINS, COTTON TAPE, SAFETY PINS, NEEDLES--PER M, and TABLE OIL CLOTH.

It is unspeakably silly to expect that they will do otherwise.

Retail dealers who cling to worn-out and wasteful methods must go. The quicker they realize the fact, the better for them; for then they may cease to waste their breath in foolish denunciation, and seek salvation by adopting the methods which give strength to their hated rivals.

The Postal Monopoly.

The law provides that no person shall undertake to carry letters for pay unless such letters be inclosed and sealed in Government stamped envelopes, and such letters must bear full postage for their weight. There is nothing to prevent any one from carrying letters and charging for their carriage if this provision of the law be complied with. Wells, Fargo & Co. used to do the larger part of the postal business of California before the Government had established sufficient postal routes and post offices in that State for the needs of the community. The company's charge was 25 cents a letter, and it kept Government stamped envelopes in which to inclose all letters entrusted to its care. All express companies do a little such business still, but it is insignificant now, since the postal system is cheaper and more extended than any other carrying organization.

As a matter of fact, it is a little difficult to comply with the requirement concerning Government stamped envelopes, for the Government issues nothing higher than the two-cent denomination of stamped envelopes, and it would be a violation of law to carry in such an envelope a sealed communication of above one ounce in weight; nor would the law be any the less violated were the additional postage affixed.

There used to be a popular notion that the Government monopoly of the postal business forbade the carrying of letters by one friend for another without charge, but if there was ever any such decision by the Post Office Department it no longer holds good, for the law now especially excepts such friendly services from the operations of the monopoly. The postal laws also especially provide for the free carriage of consignees' letters by ships, railways and the like. The railway companies do a great deal of such business and send without postage hundreds of letters daily upon their own affairs. These letters are inclosed in envelopes marked "railroad business."

The Government makes a special provision for what are called ship's letters. These are letters carried by vessels not having mail contracts. The master of such vessel on reaching port is required to deliver within three hours after his arrival by day, or within two hours after sunrise, if he arrived by night, all such letters to the local post office. He is entitled to receive two cents for each letter of one ounce or less, and the addressee must pay double postage. Before postal routes were so numerous many such ship's letters came in to the New York post office, and even now Hudson River steamers not carrying the mails occasionally bring in a letter of the sort. A ship comes into port now and then from some far corner of the earth with a few such letters, but the number grows fewer year by year, for not only does the postal system of the globe reach nearly every port visited by commerce, but even the Postal Union now embraces almost the whole world.

Cape Colony has just come into the union, and only Morocco, Samoa, the Orange Free State, Madagascar, China and a few less important countries are left out. Even Madagascar is practically in the union, for all her important ports are in the hands of the French, and through that nation they enjoy the privileges of the union. China, having no thorough system of internal mails, is not in the union; but twenty-one ports enjoy the privileges of the union through the postal agencies of the United States and Great Britain. China's internal postage business is managed by private persons, and all sorts of men compete for the carrying of letters, so that the rate of postage, though uncertain, is not high.

Even those countries not in the union enjoy the union rate, and you may send

a half-ounce letter for five cents to almost any part of the civilized world. There are, however, many ports to which this country does not regularly dispatch mails direct, and here a hardship arises under the law. Any letter not referring directly and solely to the cargo cannot be sent save under cover of a Government stamped envelope, and as these envelopes are not of the denomination required of foreign postage it is impossible to dispatch such letters without a violation of the law, incurring liability to a fine of \$50. You may say what you will about the cargo to the consignee and send your communication without stamp, whatever the weight may be, but if you wish his wife a Happy New Year or inquire after the health of his children you incur liability to a fine of \$50. As a matter of fact, the law in this regard is constantly violated with impunity, since the violation does not seriously touch upon the Government's monopoly. From time to time, however, the Government interferes when the thing is carried too far.

The Government claims no monopoly for the carriage of other than first-class matter, and as to merchandise it limits the weight of packages to four pounds. Oddly enough, however, there is no limit to the weight of first-class matter, and if a three-ton safe were inclosed in a sealed package, and a two-cent stamp were affixed, the Post Office, under a literal construction of the law, would be required to forward it, and collect the extra postage due, unless, indeed, the addressee should decline to receive it, and leave it to be taken to the Dead Letter Office. The Post Office would probably choose in such a case to violate its own law and reject the safe as unmailable. But if any man with a turn for practical joking wishes to test the limit of what the Post Office will forward under seal of the single letter rate, he may seal up a safe, a pig of lead, or any other heavy article not dangerous to the mails or their handlers, and offer it at the General Post Office. He will at least raise an interesting case.

Signal 1, 2, 3, 4, Five.

Reeder Bros' Shoe Co., STATE AGENTS FOR

The Lycoming Rubber Company,

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

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

Hardware Price Current.

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

Snell's AUGERS AND BITS	dis.	70
Cook's " "	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES	dis.	
First Quality S. B. Bronze	\$ 5 50	
" " D. B. Bronze	11 00	
" " S. B. Steel	6 50	
" " D. B. Steel	13 00	
BARROWS	\$12 00 14 00	
allroad	net 30 00	
Garden	dis.	
SOLES	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 60&10	

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS	
Ordinary Tackle, list April 1892	70
CRADLES	
Grain	50
CROW BARS	
Cast Steel	per lb 4
CAPS	
Ely's 1-10	per m 55
Hick's C. F.	35
G. D.	35
Musket	60
CARTRIDGES	
Rim Fire	56
Central Fire	dis. 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	
White Crayons, per gross	12@12 1/2 dis. 10
COPPER	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	28
Cold Rolled, 14x48	28
Bottoms	28
DRILLS	dis.
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS	
Small sizes, per pound	6 1/2
Large sizes, per pound	06
ELBOWS	
Com. 4 piece, 6 in.	dos. net 65
Corrugated	dis. 50
Adjustable	dis. 40&10
EXPANSIVE BITS	dis.
Clark's, small, \$18; large, \$20	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 Rasps	50&10
GALVANIZED IRON	
Nos. 16 to 30; 22 and 24; 25 and 26; 27	38
List 12 13 14 15 16 17	17
Discount, 70	
GAUGES	dis.
Stanley Rule and Level Co.'s	50
KNOBBS—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
Branford's	55
Norwalk's	55
MATTOCKS	
Adse Eye	\$10.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 30&10
MATS	dis.
Sperry & Co.'s Post, handled	dis. 50
MILLS	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
Enterprise	30
MOLASSES GATES	dis.
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire	
Steel nails, base	1 20
Wire nails, base	1 20
60..... Base Base	10
50.....	10
40.....	25
30.....	25
20.....	35
16.....	45
12.....	45
10.....	50
8.....	60
7 & 6	75
4.....	90
3.....	1 20
2.....	1 50
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
Clinch 10	10
" 8	70
" 6	80
" 4	90
Barrell 1/2	1 75
PLANES	dis.
Ohio Tool Co.'s, fancy	60&10
Sciots Bench	60&10
Sandusky Tool Co.'s, fancy	60&10
Bench, first quality	60
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS	dis.
Iron and Tinned	60
Copper Rivets and Bars	50-10
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 26 to 27	9 20
Broken packs 1/2 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2"	net 10
" " " "	net 8 1/4
" " " "	net 7 1/4
Strap and T	net 7 1/4
HANGERS	dis.
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 7 & 10
Japanned Tin Ware	21 & 10
Granite Iron Ware	new list 40
WIRE GOODS	dis.
Blight	50
Screw Eyes	60
Hook's	60
Gate Hooks and Eyes	60
LEVELS	
Stanley Rule and Level Co.'s	dis. 70
ROPES	
Sisal, 1/4 inch and larger	6
Manilla	9
SQUARES	dis.
Steel and Iron	80
Try and Bevels	90
Mitre	20
SHEET IRON	
Com. Smooth	Com.
Nos. 10 to 14	\$3 50 \$2 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 05 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER	
List acct. 12, '86	dis. 50
SASH CORD	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	55
" " " " " "	50
Discount, 10	
SASH WEIGHTS	per ton \$20
SAWS	dis.
" Hand	20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Coppered Market	70
" Champron and Electric Tooth X	80
Cuts, per foot	30
TRAPS	dis.
Steel, Game	60&10
Onelda Community, Newhouse's	50
Onelda 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	70&10
Tinned Market	62 1/2
Coppered Spring Steel	8 1/2
Barbed Fence, galvanized	2 30
" " painted	1 90
HORSE NAILS	dis.
An Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES	dis.
Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	7 1/2 10
Coe's Patent, malleable	70&10
MISCELLANEOUS	dis.
Bird Cages	50
Pumps, Clatern	75&1 80
Screws, New List	80
Casters, Bed a d Plate	60&10 10
Dampers, American	4 60
Forks, hoes, rakes and all steel goods	70
METALS	
PIG TIN	
Pig Large	26c
Pig Bars	28c
ZINC	
60 pound casks	5 1/4
Per pound	6
SOLDER	
1/2 @ 1/2	13
Extra Wiping	12
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY	
Cookson	per pound
Hallett's	18
TIN—MELTIN GRADE	
10x14 IC, Charcoal	6 00
14x20 IC, " "	6 00
10x14 IX, " "	7 00
14x20 IX, " "	7 00
Each additional X on this grade \$1.75.	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	5 2
14x20 IC, " "	5 2
10x14 IX, " "	6 25
14x20 IX, " "	6 25
Each additional X on this grade \$1.50.	
ROOFING PLATES	
14x20 IC, " Dean	5 0
14x20 IX, " "	6 0
20x28 IC, " "	10 0
14x20 IC, " Allaway Grade	5 75
14x20 IX, " "	5 75
20x28 IC, " "	9 50
20x28 IX, " "	11 50
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound	9
14x60 X, " " 9	

MICHIGAN TRADESMAN

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

Published at
New Blodgett Bldg., Grand Rapids,

— BY THE —
TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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E. A. STOWE, Editor.

WEDNESDAY, MARCH 20.

SOME EFFECTS OF UNIONISM.

It is a matter of observation that industries are specialized in most of our larger towns and that for some reason it seems to be impossible to establish, successfully, any enterprise not in the line of the specialty for that town. For instance, the specialty for Grand Rapids is furniture and allied lines, and it has long been a matter of remark that it is almost impossible to establish other lines here, especially metal working. What is the reason for this?

It is also a matter of observation that in the towns where a special industry is successful that industry is placed beyond any material influence of unionism, especially in the matter of wages, and thus the production is enabled to take its place in the markets of the country. But in the weaker industries the effect of the arbitrary prices maintained by unionism is to send all valuable contracts to towns where that particular industry is beyond their dictation. Thus, as stated above, metal working cannot be made successful here on any very extensive scale except by one or two specialty manufacturers whose patents and other advantages enable them to continue, as they do, in constant defiance of the unions.

It is not alone in the matter of wages that such enterprises are handicapped, but in the arbitrary interference in the business management. A notable instance of this kind occurred recently in this city. An industry had been inaugurated here under the most favorable and promising circumstances. With valuable patents, large capital and wide experience in that particular business the indications were that in a short time hundreds of workmen would be employed; but, unfortunately, the manager, in discharging a drunken workman, infringed some rule of the union. On his refusing to re-instate the man, when directed to do so by the union authorities, a strike was ordered. This, in due time, was followed up by a boycott, and the non-union workmen put on in place of the strikers were made the targets of abuse and assault—the same old story of union methods. What is the result? The controversy having attracted the attention of the management of a concern making a specialty of that particular

line of work in a town where the industry is beyond the control of unions, a proposition is made to take the manufacture and furnish the finished goods at a price more than 15 per cent. lower than they could be made for here even with the co-operation of the union.

Grand Rapids maintains a somewhat expensive Board of Trade, which puts forth commendable efforts to secure industries, but what is the use of continuing the work against such influences as this? It will take a long time for its efforts to repair the loss of such an enterprise as the one in question.

There is no good reason for, or benefit in, thus driving industries into specializing centers, either for the unions or the communities. The unions thus drive them beyond their control; and it would be much better for a community to have a variety of industries and not be dependent for its prosperity on the commercial vicissitudes of a single product.

INJURING OUR CREDIT ABROAD.

One of the worst features of the formidable opposition arrayed against the administration during the last Congress has been in the very unfortunate effect this opposition has had upon the credit of the nation abroad. The very pronounced disposition towards absolute free silver coinage, which is but another name for a silver standard; the successful opposition to the Government guaranteeing the payment of its bonds in gold, and the eagerness displayed by some legislators to deprive the Government of the means of meeting its present gold obligations have thoroughly alarmed the holders of American securities abroad; hence it is not surprising that there should be a display of anxiety to unload such securities.

The steady decline in American securities in the markets of Europe has been one of the most interesting phases of financial affairs for the past few months. This decline cannot be attributed merely to mismanagement in the case of various railroads, but must be placed to the credit of the growing distrust as to the financial stability of the United States and to the gross perversion of financial legislation in Congress.

How can we expect foreigners to have any confidence in the permanence of our institutions when they see prominent members of Congress prepared to sacrifice the credit of the Government in order to satisfy some petty animosity entertained towards the President? With Congress full of people who are prepared to ruin the country to increase the value of their mining property in the West; of Wall Street Shylocks who are willing to precipitate a panic to perpetuate the gold standard; of politicians who are willing to do anything to make political capital, it is not astonishing that foreigners should despair of the future of the United States, and should become anxious to unload their holdings of American securities.

This withdrawal of foreign capital hitherto interested in the United States has been one of the most serious phases of the financial situation, as it has been this, more than any other cause, which has been responsible for the heavy exports of gold during the past year.

It is a noticeable fact that strikes are nearly always promoted by men who will not work themselves, under any circumstances.

DIGGING THEIR OWN GRAVES.

The most important political questions which can come before the American people, after the more urgent financial problem shall have been solved, are those which relate to the employment of labor. The working classes deserve and need all the wise counsel and all the kind consideration it is possible for them to have; but, unfortunately, their affairs have been conducted with extraordinary wrong-headedness ever since their cause was espoused by the exponents of so-called organized labor.

Anybody with reasonable intelligence can readily see what an enormous political power could be secured by uniting the whole of the working classes into one vast voting and working body. Such a force at the polls would be invincible. It could stock state legislatures and the National Congress with members who would carry any measure the working classes might dictate, and, instead of legislation being enacted in the interest of the whole people, irrespective of class and condition, it could be effected solely in the interest of the working classes.

So far from taking advantage of the remarkable opportunity offered, the masses have wholly neglected it and are chiefly engaged in fomenting and maintaining the widest and most hostile divisions among the different branches of laborers. For instance, all organized labor is bitterly at war with all unorganized labor. The man who is forced to work, but refuses to wear the yoke of the labor union, at once becomes an object for the most bitter persecution and hostile treatment. It is not exactly lawful to kill him to keep him from working, but it is excusable to do so.

As a result of such wrong-headedness, which is precipitated and perpetuated by venal and unscrupulous union leaders, organized labor has assumed a position of menace to the peace and prosperity of the country, instilling the insidious doctrine of discontent and anarchy among the membership and inspiring deeds of violence and crime on the least provocation. Cursed by fatal divisions and internal feuds and jealousies, the working classes bear the seeds of their own ruin. With universal harmony and co-operation they would be all-powerful; but, with universal discord and war among themselves, they are utterly, hopelessly weak. It is their own fault.

Many grievous blunders have been laid to the charge of our State Department in connection with Hawaii, with Samoa, and with the quarrel between China and Japan. In its recent demand for an apology from Spain, however, it assumed an unflinching attitude for the rights of American citizens and the honor of the American flag. It is, very naturally, a source of congratulation to Grand Rapids people that the correspondence with the Spanish government was conducted by a Grand Rapids man—Hon. Edwin F. Uhl, now Assistant Secretary of State—who appears to be as full of backbone as his superior is lacking in that essential element of statesmanship.

The prejudice that obtains for state and local rights causes no small annoyance and inconvenience in dealing with local disorders, as the recent New Orleans and Colorado riots. The federal authorities may be present with ample means to restore order, as is the case in

New Orleans, yet they must wait until the Mayor, who is in sympathy with the rioters, and the State authorities have "fought it out" before taking any action. Meanwhile the representatives of foreign governments whose citizens are suffering at the hands of the rioters must prefer their claims through the general government and await its pleasure to interfere, a position not at all satisfactory to them. It is not to be wondered at that such representatives should be tempted to overlook diplomatic etiquette and correspond with local authorities, as Baron Fava, the Italian representative, has done in the Colorado matter. Of course, he must suffer for his temerity, but his action may serve the purpose of emphasizing the necessity of reform in the practice, at least, of getting at such cases.

It is a coincidence that the death of MacAllister, the autocrat of the social world of New York, should be so soon followed by the death of Worth, the autocrat of the fashion metropolis of the world. It is worthy to note that while the former had no special or natural advantages or prestige save that of self-assurance, the latter was even more obscure in origin and advantages for artistic culture. Born in an obscure English town and easily finding employment in an English dry goods store, his advancement to the position of the greatest designer of costumes in the world seemed to be the result partly of fortunate circumstances and partly of a real genius for correct taste in women's dress that was most remarkable. His position and reputation, however, were largely dependent on empiric assumption of authority which he had the tact to maintain until a visit to his studio became the Mecca of tourists. The wonder is that he should have been able to maintain his prestige so long.

The labor riots in New Orleans and the lynchings in Colorado, involving, in both cases, citizens of other countries, revive the question of Federal responsibility and right of interference in such cases. The great jealousy for state rights which prevents the general government from interfering until all local authority is exhausted creates a condition of affairs that is not at all satisfactory to the representatives of foreign governments, who can only deal directly with our general government. As in the case of the New Orleans riots, the Mayor of the city may be in collusion with the rioters, and the government cannot interfere until local and state authorities have "fought it out." This condition is an absurd one and one that should be speedily remedied.

There is considerable speculation as to the effect the payment of the Chinese war indemnity to Japan will have upon American finances. If the payment should be demanded in gold it is probable the reserve would soon disappear from the Treasury. It remains to be demonstrated what serious injury that contingency would cause to this country. It is thought the sudden advance in the price of silver is caused by the probable demand in the same direction.

The Spanish Government has given notice that all code or cipher messages received by cable into that country will hereafter be subject to a government censorship.

LITTLE SADIE'S STAR.

"Sadie dear, fetch Baby Jim over to me, and I'll see if I can't amuse him while you tidy up the room a bit, before father comes. It's almost time for him now."

The mother's voice was thin and weary, but the words were pleasantly spoken and a smile of loving approval lighted up the worn, tired face as she watched her little daughter obediently lift the baby brother from the floor and totter with him to the bed where she lay; for Baby Jim was a heavy weight and Sadie was only eight years old.

"There!" she said, panting, as she put him carefully down beside her mother. "I think he'll be quite good if he has something to play with. What shall I get him?"

Poor little Sadie! She might well ask the question, for the tiny attic room held, at the first glance, absolutely nothing save a wooden chair, a rough board table and the little hard bed on which the invalid was lying. Yes—there was one thing more—a heavy, old-fashioned sewing machine, which was drawn up close to the bed, and which Mrs. Hood had been feebly working with one foot, as her other limb had long been paralyzed. From the iron supports of the machine dangled some empty spools, threaded on a piece of string, and on these Sadie pounced, with an exclamation of triumph. Putting them into the little one's outstretched hands, and being rewarded by a crow of delight, she set about "tidying" the bare little room.

The daylight was fading fast and the sick woman strained her tired eyes to follow the lines of the machine-stitching she was trying hard to finish; but at last she laid down her work with a sigh.

"No use," she murmured wearily. "I did so hope I could get it done this evening, and perhaps Mrs. Maloney" (the landlady) "would give me the money for it to-morrow. The last stick of wood is gone, and there's only half a loaf of bread, to be supper and breakfast for us four. And Sadie's dress is all in rags. I've mended it till the stuff won't bear the weight of another thread, and I'm afraid the child will freeze, now the weather is so cold."

A quick sob rose in her throat, but she stifled it as Sadie crept softly to her side.

"I thought you called my name," the little one said, wistfully. "I wish father would come home. There is only a little piece of the candle left, and I thought I would save it till I heard him coming upstairs, and then light it, so the room would be bright when he came in. You don't mind it in the dark for a little while, do you, mother?" anxiously.

"No, indeed, dear," quickly answered the sick woman. "You were right to keep the candle until father comes. He is late this evening, but I hope it is because someone gave him work to do. Are you cold, Sadie?" as the child shivered and nestled closer to her.

"Yes, but only a little bit," returned the little one, bravely. "I shall be quite warm when father comes, and then we can light the candle and have supper. Is Baby Jim asleep, mother, and are you sure he is warm?"

"Yes, dear, quite sure," answered the mother, with another sob. Little Sadie's patient, wistful voice was more than she could bear. But Sadie did not seem to

hear the sob. She was gazing up, dreamily, at the one narrow window, which was so near the roof that she could never get a glimpse of anything save that one small bit of sky. It was quite dark now, and presently Sadie began to talk again in a low tone, as if to herself.

"I wish my star would come out," she was saying. "It is so big and bright and looks at me so kindly. Do you know, mother, I think it must be almost as beautiful as the star that showed the wise men how to find Jesus when He was a little baby? I wonder if He loved His star as much as I love mine. I think His star must have been so happy because it could show even the very wise men where to look for Jesus. Perhaps my star will show me how to find Him some day. Do you think it will, mother?" she asked. But, before her mother could answer, she sprang to her feet with the glad little cry, "Father is coming!"

In another moment she had lighted the candle and, as the tiny flame slowly flickered up, the door was pushed open and a tall gaunt figure in workingman's dress entered the bare little room. Sadie sprang into his arms with an exclamation of delight that almost awoke Baby Jim, and the sick woman turned on her hard pillow to greet him with a smile that made her wan face beautiful. He held Sadie closely for a moment, then put her gently down and turned to his wife.

"Bad news again, Sarah," he said, his voice shaking, as he touched her hair with a hand which all his life of work could not make rough to her. "I've tried and tried all day, to get work, but it's no use. I suppose my appearance is against me," and he looked down at his ragged clothes. "I've been to every place I could think of, and walked and walked and walked till I hardly had strength enough to get home, for I've had nothing to eat all day except the bit of bread this morning. The last place I went into was a rich man's office. I'd heard it said he was a good man but cranky; and I thought perhaps he'd give me some little job, so I might bring home a few pennies. But it was the same old story—he had all the workmen he wanted and there was nothing for me to do. And then, somehow, I just broke down and told him about you and the children. He didn't believe me, though. Said every one who came to him had some pitiful story to tell, and he couldn't be always bothering with poor people. So I came away, desperate, hating him and all the hard, cruel world of men like him for killing you and my little children by inches!"

His voice rang out loud and fierce through the little attic room. Baby Jim woke up and began to cry with fright, and a moment later the candle sputtered and went out, leaving them in total darkness. Sadie's lip quivered sadly but she winked the tears back, and, coming softly to her father's side, as he flung himself with a groan into the old chair by the bed, she put her thin little arms tight around his neck.

"Father! Father dear!" she cried, in her loving little voice, while her mother tried to sooth poor little Jim, "why are you so angry and sad to-night? You never were so sad before that you forgot to kiss Sadie. Lift up your head, father dear. We have been waiting for you so

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business as he had not seen on her worn face for many a year, although the tears were rolling down her cheeks. "It's all true, Jim," she said, "though I don't wonder you think it's like a fairy tale, for I've hardly been able to take it in myself yet. The gentleman is the one who sent you away so harshly the other evening, and he says he has been sorry for it ever since, and that last night you saved his life—how, I don't exactly understand, for you never said a word about it. While we're eating supper you shall tell us how it all happened. The old gentleman—Mr. Brown, his name is—and his daughter are so kind. He is gruff and queer, but oh, so good! He says I am not to touch the machine again, and that you are to have some place in his office that will pay you a good salary, and Sadie is to go to school. And he is coming back to-morrow to make us more comfortable, and—why, Jim, dear, you must not cry so! Sadie, come and see if you can't make father look up and eat some supper. He is tired out. And afterwards, Jim, you must tell us how it was that you saved Mr. Brown's life. You can't think how grateful he and his daughter are. They say you were so brave—such a hero! And when Mr. Brown said how sorry he was that he had not listened to you the other night, he cried."

"Oh, no, he didn't, mother," interposed Sadie, with wide-open eyes. "He only said 'So sorry! Such a brute!' and frowned till I was quite frightened. I thought that he meant that you were a brute, father dear, and I was just going to tell him you were not a brute at all but the best man in the world; but I didn't have time, because he stooped down, quite suddenly, and kissed me and lifted me on his knee, and asked me all about—oh, everything" (this rather vaguely). "So I told him all about my star, and he frowned ever so many times, till I couldn't see his eyes any more, and he said, 'Dear me!' and 'Bless my soul!' every other minute. And mother says she is quite sure he meant that he was a brute, and not you, so I'm glad I didn't tell him I was angry. And my star is up there, shining just as bright as can be, though there's so much light in the room you can't see it very well. So now everything is all happy and we can have supper," finished Sadie, contentedly.

"And after supper, little one, you and mother shall hear all about Mr. Brown's accident," answered her father, glancing up, reverently, at the little window, where a gleam of light shone faintly, yet clearly, against the tiny space of sky beyond, "and how your star saved me, too."

In all the great city, that night, there could be found no happier little family than the one in the tiny attic room; for, in the hour of his greatest temptation, Mr. Hood, "looking up," had found heaven again, and, from out the darkness that had encompassed them, forever calm and clear and steadfast shone little Sadie's star.

A Maine story is told of a young man in Augusta who had prolonged his call on his ladylove rather later than usual, who was surprised when a window in an upper story was raised as he left the house and the voice of the mistress of the mansion called out: "Leave an extra quart this morning, please."

Use Tradesman Coupon Books.

California Oranges in the East.
From the New York Shipping List.

For the first time in the history of the fruit trade, oranges grown in California bid fair to be an important factor in Eastern markets, and already sales have been made in the New York market of upward of one hundred cars, and orders are being constantly taken. The California orange crop this year is a very full one, and it is estimated that the quantity fit for shipment will reach 6,500 cars, a considerable part of which will find its way to the markets of the East. The destruction of the oranges on the trees in Florida in December, followed as it was by the more disastrous freeze later on, which damaged, and, in many instances, killed the trees, will make the production of the Pacific Coast an important factor in the markets here, not only this year, but for from three to five years to come; so say those in a position to know, for that is the estimated time it will take the Florida growers to get back where they were before the disaster of last year overtook them. The market on the coast is firm and advancing, and the growers of Riverside, San Bernardino, Orange and Los Angeles counties, which comprise the orange-growing district of California, are reaping the benefit of the calamity which has overtaken their fellow growers of Florida. The California orange trade with the Far East is handicapped somewhat by the high freight rate—90 cents a box—which looks high to dealers in comparison with the cost of getting Sicily fruit here, which is about 30 cents a box, and at times even less.

About four-fifths of the California output is said to be controlled by the Southern California fruit exchanges. From the sales already made, in connection with the fact that experts say that California oranges are sweeter, more palatable and generally better than imported fruit, the probabilities are that the shipments to Eastern markets will be very free during the season.

The Tendency of Bicycling.

The safety bicycle has completely revolutionized our conceptions of distances. The world mile has lost its prestige. Heretofore a man could make about four miles an hour; now he can cover 12, 15 20 miles and more in the same time. This possibility has for tourists an invincible attraction, an irresistible charm. To go still quicker and farther—that is the inspiring aim. To produce speed by one's own strength, without anybody's aid, to be one's own motor,—these are thoughts which fire our imaginations and feed the bicycle passion.

Cycling as a sport is still more interesting, from a moral point of view. Quite a large number of our young men who, formerly, were addicted to stupid habits and the seeking of nonsensical distraction and vulgar pleasures are now vigorous, healthy, energetic, and for the sake of this extraordinary machine submit themselves to an ascetic rule of life, and, induced by taste and passion, acquire habits of temperance, the imperative desire of quiet and regular living, and, most important of all, the steady exercise of self-control, by resisting their appetites and doing without hesitation all that is required for effectual training.

It is true that there are higher aims in life. One may plan greater things as a program of one's existence. Other contests are nobler and more beautiful than the contest of the race; but whatever may be the motive which actuates you, it is good and refreshing to think that in our country men are able, even for an apparent trifling purpose, to show by their actions that they do not believe the essence of life consists in merely eating drinking and sleeping well.

This a thought which cannot be too much emphasized. The safety bicycle is training for us a generation of strong and healthy men, of vigorous athletes, of energetic strivers for success and improvement; it is a mighty agent in the physical and moral regeneration of our people; there certainly are not many things and ideas which deserve the same praise.

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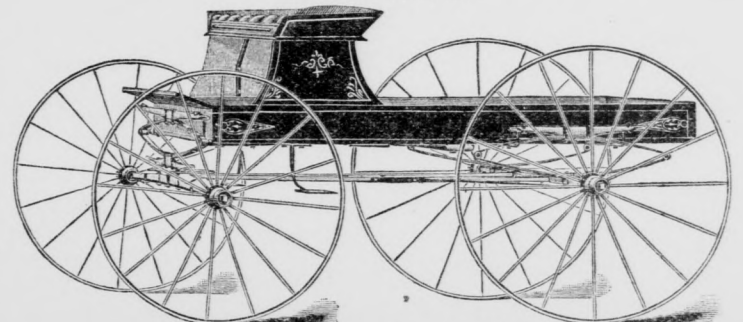
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Body, 7 ft. long, 33 in. wide, drop tail gate.....\$40.00
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FULLY WARRANTED,

Some Facts Concerning Wood Rims.

Written for THE TRADESMAN.

A few bicycle dealers and riders are yet skeptical on the practicability of wood rims for durability and service, and it requires considerable urging to convince them that wood rims are a success and have come to stay.

One year ago, the writer was the only one in Grand Rapids who had faith in these rims, at least enough to recommend them, and it was a point which was always brought up by a new rider—"Are they a success?"

About 75 per cent. of the high-grade wheels sold by Studley & Barclay the past season were fitted with wood rims and they have given, with one make excepted, better satisfaction than steel.

Some manufacturers and some local dealers claimed that they were not a success and would never be in general use except for track use and city riders who want to "take the corners easy," etc. For my own satisfaction, at the close of the season, I got expressions from some of the leading manufacturers on their experience with these rims and will give the "gist" of their opinions:

Sterling Cycle Works: "From our experience, and from what we know of the experience of other manufacturers, wood rims will be used almost universally next year."

Black Manufacturing Co.: "Our experience in regard to wood rims is satisfactory, as they have proved very durable. About 90 per cent. of the wheels that we have made this year have been fitted with them, and the rims returned to us broken have been very few."

Raleigh Cycle Co.: "Regarding wood

rims, we beg to state that the wood rims which we have applied to our wheels this season have given us every satisfaction. Very few have been returned to us from any cause, and the percentage of breakage of these rims, compared with both hollow and crescent steel rims as previously used, is altogether in favor of the wood."

Keating Wheel Co.: "Our experience with wood rims is very satisfactory. They have come to stay."

E. C. Stearns & Co.: "We have used wood rims this season almost exclusively and have found them much more satisfactory than the steel. We shall certainly continue to use them next season."

Winton Bicycle Co.: "Our experience with wood rims can be called satisfactory. Not more than 1 per cent. have been damaged in actual use or from defective material."

Western Wheel Works: "As to wood rims, we wish to say that our experience has been very satisfactory and we believe (with many others) that they are here to stay."

Marion Cycle Co.: "We are entirely satisfied with our experience in regard to wood rims. We believe it to be the only correct rim for bicycle construction. We shall use them for our entire output for the coming year."

National Cycle Manufacturing Co.: "We believe that they are a success. We have not had a broken rim this season except as the result of collision on the track."

Yost Manufacturing Co.: "Regarding our opinion of wood rims, we have become firm believers that wood rims are

a fixture. Dealers who handled from 2,000 to 4,000 wheels during the season of '94 state that 95 per cent. of the wheels they order for next season will be with wood rims. The fact is that we have had fewer wood rims come back for repairs than steel, which is good evidence of their durability." (This last sentence is very convincing, as, in nine times out of ten, a steel rim is repaired at the local repair shop, while a wood rim goes to the factory.)

Pope Manufacturing Co.: "It has been our purpose, this season, to allow our customers to make a choice between steel and wood rims uninfluenced by us. The wood rims that we have put out have given us very good satisfaction and have stood up much better than we anticipated. It is not probable, however, that wood rims will ever prove as strong or durable as our sheet steel hollow rims, than which we believe there is no better made." (This letter was under same date as all the others—September 17—and the big "our" stood out in prominent letters.)

Upon looking over a '95 Columbia catalogue, I fail to find any mention of steel rims, showing that their opinion has changed somewhat in the past six months.

The fact is that wood rims are more elastic than steel and weigh about 2 pounds per pair less; thus, in a 20-pound wheel with steel rims you have this two pounds taken off some more important part, to keep the weight down to the same weight wheel fitted with wood rims. Wood rims will bend almost double without breaking, while steel will buckle.

Don't be behind the times. Recommend an up-to-date wheel to customers and you will hold trade.

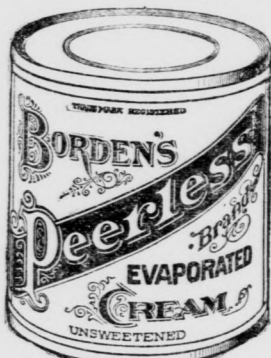
W. B. JARVIS.

Comparison of the Navies of the World.

Some interesting statistics have been compiled recently by Secretary Herbert concerning the number and the types of the war vessels of the leading navies of the world. The tables show that England has, at the present time, some 43 battle ships, 12 coast defenders, and 18 armored cruisers, and 10 battle ships building. The French navy contains 43 armored vessels built and 20 authorized and building. Russia has 40 such vessels, Germany 32 and Italy 18. These navies have, in addition, many unarmored vessels. The number of war vessels in the service of England, including protected cruisers, ordinary cruisers, gunboats and torpedo vessels, exclusive of torpedo boats, is 238, and some 48 additional ones authorized and building. The French navy contains in all 147 vessels, with 24 building. Germany has altogether 39, Russia 32 and Italy 72. Torpedo boats have come to take a very important part in naval warfare. France has 217 torpedo boats in service and 42 authorized and building; England has 165 and 64 respectively; Italy 178 and 11; Russia 163 and 14, and Germany 119. The comparison between the United States and foreign navies afforded by this table is very significant. At present the United States has 3 torpedo boats and 3 building. Such a comparison needs no comment. It is to be hoped that the United States navy may be more adequately provided in the future.

In thirty years the consumption of tobacco in England has risen from 29,000,000 to 62,000,000 pounds, and from an average of 19 ounces a head to 26 ounces. In the same time the consumption of non-alcoholic drinks has grown far in excess of alcoholic drinks. In 1861, 125,000,000 pounds of tea, coffee, cocoa and chicory were imported to 265,000,000 pounds in 1893, while the rise in wines and spirits was from 35,000,000 to 51,000,000 gallons. Beer rose from 24 gallons a head in 1861 to 33¼ gallons in 1874, but has fallen off again to 29½ gallons.

BORDEN'S PEERLESS BRAND



ABSOLUTELY PURE

EVAPORATED CREAM

Is pure milk reduced to the consistency of cream, light in color, natural in flavor.

It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.

It is not dark in color.

It does not thicken with age.

It is not disagreeable in flavor.

It does not spoil.

Prepared and guaranteed by the . . .

NEW YORK CONDENSED MILK COMPANY

For Quotations See Price Columns

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.

THE BACK OFFICE.

Written for THE TRADESMAN.

If there ever was a time when the relations of marriage to commerce could be properly considered in the columns of a trade paper, it is now, when the commercial world, with the rest of humanity, gives a sigh of relief that the "high noon" function has culminated and that the happy pair whose union has done so much for commerce, foreign and domestic, has gone somewhere to pass the blissful period of their wedded life.

I use the term, "done so much for commerce," advisedly, for, where \$169,000 is turned from the traditional stocking into the marts of trade, it does make all the difference in the world to those marts, and the blessings which can be traced to such a turning cannot be set forth too plainly. Think, in the first place, of the different tradespeople that have been benefited. There are the dry goods houses, who furnished the wedding garments (and who can say that the wedding was not a blessing when, from merchant to sewing-girl, the gain is taken into account?); there are the shoe firms, who have a pleasant story to tell; the florists have large accounts to settle; the grocer declares that the wedding would have been an utter failure without his assistance; the butcher, the baker, the candlestickmaker, present the same acknowledged claim, while the confectioner and the wine merchant beg leave to be counted in: so that, when the \$169,000 gets over trickling downhill, the receivers thereof are ready to affirm that, on purely business grounds, a wedding with American dollars on the one side and the coronet of a count on the other will do more to help business along than anything else in the world. That's about as far in the line of blessings as I care to go, and I guess that's about as far in that line as I can go anyway.

* * *

A prominent business man recently remarked, "I wish I knew where I could find a man who would take an interest in my business, and upon whom I could depend under all circumstances."

It is a wail which finds an echo everywhere and, like most wishes, will forever remain ungranted. It means, if it means anything, that the wailer wants to find a man who will come right in and at once look after matters pertaining to the business as carefully as the owner himself. This first-class man shall be on hand the first thing in the morning and the last thing at night. He shall look after all the little details of the business, as well as after the general management of the whole concern, and he shall be so true to his trust that the proprietor of the establishment may, if he so desire, leave the whole concern to this man and go away for his health and, on his return, find everything running as it was when he went away—in fact, the man is, in the matter of business, to be his second self. It does seem as if such men must exist, but where are they? For such an one the careworn man of business would give a man's ransom.

Without trying to pry into the affairs of the gentleman quoted, I would be willing to wager that, if he, like Diogenes of old, would light the right kind of a lantern, and would go looking around in his own store, he'd come plump upon the very man for whom he was looking. Before he sets out on this search, he wants to have a little private conversation with

himself. "Men, on general principles, are very much alike; so the man I'm after is like me. Now, I take all the care of this store on my hands because it's mine and because it pays me to look after all the little details. If I were this first-class man, what would make me willing to do just as I'm doing now? I wouldn't do it for a cent less than the profit there is in it. That means what is left after I pay the interest on my capital. I believe I'll be satisfied with that interest and will let my first-class man have all he can make besides that."

With that spirit, the business being fairly profitable, I guess the right man for the place could be found within the next twenty-four hours; but, if it is the hope and the expectation to come across a first-class man who will do this work for nothing, or next to it, the wailer will find the world to be desperately wicked and the men in it—every last one of them—just as selfish as he is!

* * *

"Early in last April," says a recent publication, "a Wabash, Indiana, man wrote a note on an egg, requesting the customer purchasing it to notify him when and where the egg was cracked. He has just received a note, dated Jan. 5, from a Hartford, Conn., woman, stating she had that day purchased the egg at a grocery as a 'strictly fresh' product."

I have read that note over carefully and, for the life of me, can't see anything remarkable about it. I know that three months more would have given that poultry fruit a year of travel, but that only shows what a good egg it was when it set out upon its journey; and I know, too, that the grocer who finally found a customer for this hen product pronounced it "strictly fresh." The trouble here lies with the language and not with the egg. It was a "fresh" egg according to the vocabulary of trade, and the grocer, if questioned, would say that he received the egg that very morning; so that, so far as he is concerned, it was just received and, in consequence, "fresh."

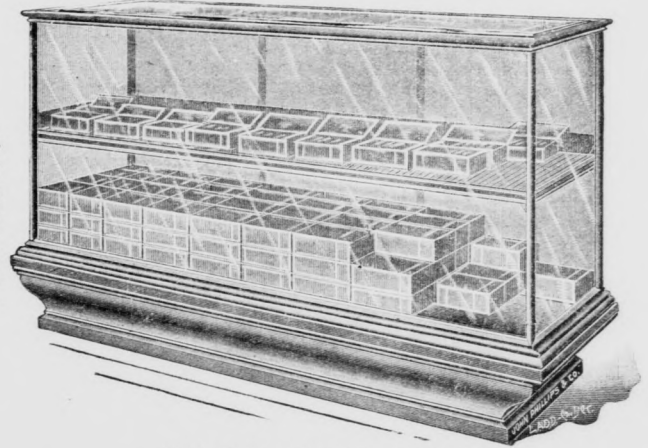
To drive the implied point home, the writer should have stated whether the Connecticut woman found the product any the worse for its wanderings; but even then the grocer would be found equal to the emergency. "My dear madam" (and the words would have the smoothness of oleo) "I am sorry that you found the egg unavailable. The article came to us this morning as fresh. We cannot go back of the returns. If I could, I should be glad, on your account, to trace that egg to the hen that produced it; but you can see that that is as impossible as it is for me to give you another egg, a proceeding contrary to the rules of trade. Candle our eggs? Another impossibility; we handle too many for that, and, besides, we cannot be held responsible for what the wholesaler, the packer, or the producer does. It is one of those risks we must share together and be thankful that we suffer in such good company. Was that all to-day?"

The result of one such transaction came to me and is to the effect that the woman, admitting her share in the risk, refused to assume that of the grocer, and deducted it from the price of her next purchases, a proceeding, the grocer affirmed, as illogical as it was illegal. And the point to be emphasized is—what? That grocers don't lie about such

Silent Salesman
TRADE MARK

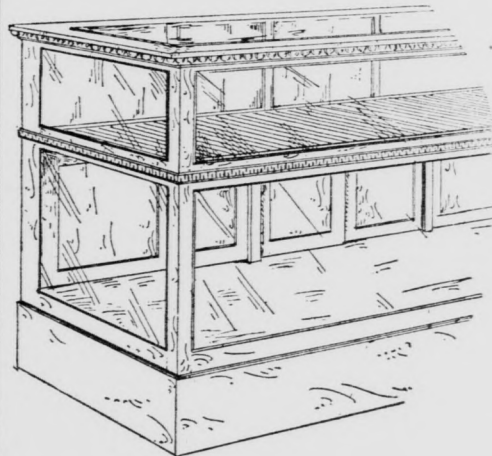
Show Cases,
Store Fixtures,
Etc.

BUY
PHILLIPS' CASES.
ESTABLISHED 1864.



Silent Salesman Cigar Case. Send for Circular.

J. PHILLIPS & CO., Detroit, Mich.



HEYMAN
COMPANY

Write for prices of

Any Showcase Needed.

55-57-59-61 Canal St.,

GRAND RAPIDS.

L. C. HAYDEN

PHONE 540.

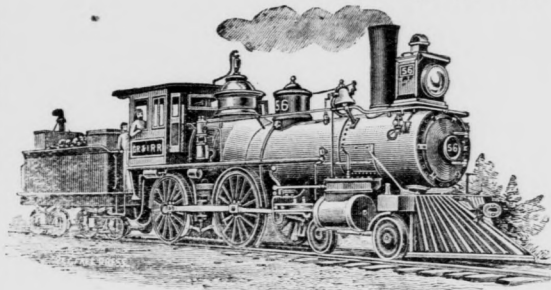
J. M. HAYDEN

"GET ON TO THIS"

And Stop at 69 Pearl St.

AND ASK FOR
PRICES ON

MILL HOSE
GARDEN HOSE
MACHINE OIL
AXLE GREASE
EMERY
WHEELS and
EMERY CLOTH



Don't forget to ask to see our VEGETABLE SPRAYER.

J. M. HAYDEN & CO., GRAND RAPIDS, MICH.

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.

trifles as fresh eggs, and that, when they say "fresh," they mean fresh from the grocer's side of the house. See?

* * *

I quote, a late issue of the Chicago Dry Goods Reporter:

"When you make a shoe display, just bear in mind the fact that people will admire a small size shoe where they will pass by a large one. Many window dressers have learned this from experience. A man or woman, and especially a woman, will stop and admire a small shoe in the window—and then go inside and buy one four sizes larger. But, if she had seen the large shoe in the window, what do you think she would have done? In men's shoe a 7½ B makes a fine appearance in the window. If you show a 9 in the same shoe, it will look ugly and undesirable, but the 7½ will attract any man. Remember these points when you dress another shoe window."

There is a deal of truth in that item; but isn't it equally true that a size larger than 7½, if shapely, is quite as attractive as that 7½? I have seen an 8 and a 9, with narrow sole and a correspondingly narrow upper, in calf or patent leather, make a fine showing in the window, and an equally fine one on closer examination. A man with a large foot is not deceived by a small shoe. He admires it, he looks at it with longing eyes, but he turns away, knowing full well that that little shoe is "not" for him. If, on the contrary, there is a well-made big shoe in the window, his eye is quick to see it and, shortly after, he will be trying it on. The Paris Exposition of 1889, not a remarkable one in the United States department, had a certain shoe exhibit by a firm in New York. There were shoes big and little. Those for men were especially attractive on account of the fine material, but, better than all, for the workmanship. The size was not a matter of concern, for the large shoes were shapely and handsome and added to, rather than detracted from, the general effect. As a result of that exhibit the New York house added materially to its list of customers.

In the window of a certain shoe store not a thousand miles from Grand Rapids there is a shoe so big and clumsy that it ought ruin the reputation of any house displaying it. It is doubtful if such a shoe ought ever be made. It certainly comes nowhere near breaking the second commandment, for it resembles nothing in the heavens above, or on the earth beneath, or in the waters under the earth. It is simply so much leather made into a foot covering of ugly shape. Heavy, clumsy, inelegant, there it stands, a clod, to make the purchaser more of the earth, earthy. I am inclined to think there is no surer indication of a nation's civilization than the kind of shoe in which it perambulates, and the man who gets on one of these clods of which I have been speaking, and is contented therein, is not many links removed from his monkey grandmother.

I sometimes wonder why some enterprising shoe dealer who has taste in window arrangement does not get, so far as he is able, a line of footwear showing the fashions from the earliest times to the present. It would be a display as instructive as unique, and would show to what extremes the human family has gone in foot clothing. What Grand Rapids dealer will put my suggestion into practice? RICHARD MALCOM STRONG.

The Signal Five leads, all others follow.

Price vs. Quality.

Written for THE TRADESMAN.

There are a great many dealers who, when placing an order, look more to the price than to quality, and, in nine cases out of ten, they are the very ones who complain first and most of dull times, no trade and poor profits.

Good goods are pleasing to the eye and those who consume are often influenced by the reputation of the dealer. If he is known to handle standard goods, one feels safe in accepting what he offers, knowing that it must be good, even if the brand is new to the purchaser.

What sort of a reputation have you in your own town? Is your motto, "How good, not how cheap?" Or, is it, "Not how good, but how cheap?" Either one is a true index of the class of trade to which you cater. If you buy canned goods at 70c per dozen and try to sell at 6c per can, are you forging ahead? Of course not. You do not make enough, and the person who buys the can kicks at the quality, when his own good judgment should have told him not to expect much. When something better is desired he goes elsewhere, thinking that all of your goods, like the can he bought, are too cheap. Thus, you lose in two ways—the profit you did not get, but might have had, and a customer. On the other hand, if you bought standard goods, say something worth \$1.50 per dozen, you would have sold them for at least 15c per can, making a fair profit, besides giving the purchaser a good class of goods, and he would have thought more of you. Possibly he might kick a little on the price—everybody likes to do that—but he would feel more agreeable after his dinner, and it is better to have a customer satisfied with the quality of what you sold him, if not with the price, rather than dissatisfied with both.

We all know that the tendency is to get the price of everything down, but there is a limit, and if you go below this limit the result is impairment of the quality and value of the article. The aim of every dealer should be to elevate the standard of his goods and bring his customers up to it, rather than lower the standard in order that he may sell them for less money; and in no line of business should this be more observed than in the grocery business—the purveying of food products. There is no question but what the majority of the consuming public are discriminating and intelligent, and, while none of us would pay more than obliged to for an article wanted, any and every one wants a good grade and full value for money paid. The dealer who caters to the intelligent class of buyers, and appeals to their judgment, offers what is clean, wholesome and worth the price, not pretending to sell at less than cost, but asking and exacting a fair percentage of profit. This theory should govern dealers in every line of goods and, when carried into effect, means success. FRANK T. LAWRENCE.

Profit and Loss.

From American Investments.

That man is rich who has no debts. Giving brings love; lending scatters it. Only the fool brags of his bank account.

Order is from above, disorder from below.

Better go to bed hungry than rise in debt.

The worst enemy some men have is prosperity.

Put the brakes on the investment that hurries you.

Be the last to cross the river of doubtful investments.

THE CHAMPION CASH REGISTER



THREE-FOURTHS OF YOUR TIME SAVED ON YOUR BOOKS.
ALL MISTAKES IN REGARD TO CHARGES SAVED.
NINETY PER CENT. OF ALL MISTAKES PREVENTED.
EVERY MISTAKE THAT IS MADE IMMEDIATELY POINTED OUT.

Think Of It!



With the **Champion Cash Register** system you can actually save three-fourths of your book-keeping. Write us, and we will have our salesman explain to you, without cost or without any obligation to buy, our new methods of economizing work, avoiding mistakes, and of **saving money!** It will pay you.

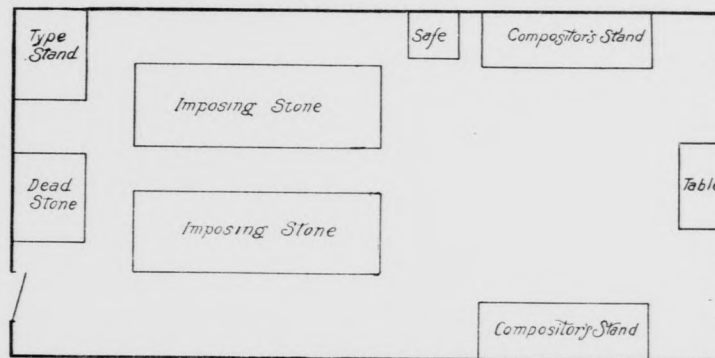
Champion Cash Register Company Grand Rapids

Evolution of THE TRADESMAN

At First.....

"The Tradesman" was issued from a single room in the Eagle Building, Lyon St., amply sufficient for its requirements, the plan and dimensions of which are opposite.

From
This



BIRTHPLACE--Room 12 x 18--Eagle Building.



SECOND LOCATION--1888--100 Louis St.

To....
This



In 1888.....

"The Tradesman's" business had grown to the extent of the cut opposite. This soon became crowded, and now it is located on the Fifth and Seventh Floors of the New Blodgett Building.

And the Young Man
Still Grows!

A Record
of Growth!

Where will it
End?

To.....
This!



PRESENT LOCATION--1895--New Blodgett Bldg.--10,890 ft. Floor Space.

The Price of Lying.

It was such a bright boy who applied to the grocer for a job that he thought he would give him a little talk, just for a guy.

"If I hire you," he said, "I suppose you will do what I tell you?"

"Yes, sir."
"If I told you to say the sugar was high-grade when it was low, what would you say?"

The boy never turned a hair.

"I'd say it," he responded promptly.

"If I told you to say the coffee was pure, when you knew that it had beans in it, what would you say?"

"I'd say it."

"If I told you to say that the butter was fresh, when you knew it had been in the store for a month, what would you say?"

"I'd say it."

The merchant was nonplussed.

"How much will you work for?" he inquired very seriously.

"One hundred dollars a week," answered the boy, in a business-like tone.

The grocer came near falling off his stool.

"One hundred dollars a week?" he repeated in astonishment.

"With a percentage after the first two weeks," said the boy, coolly.

"You see," he went on, "first-class liars come high, and if you need them in your business you've got to pay them the price. Otherwise, I'll work for \$3 per week," and the boy caught the grocer at his own game and got the job at \$3 per week.

A Commercial Menace.

Gen. Lew Wallace was interviewed the other day on the war between Japan and China, and he gave utterance to some ideas which are most striking. "The Japanese," he said in substance, "will undoubtedly whip the Chinese as far as they are permitted to go. But after the Chinese are whipped—what then? China will find that she is no longer to be let alone, that diplomacy will not save her, that she must fight her way, and she will begin to adopt modern ideas. This is a menace to the western world. But the menace is from the commercial point of view. China will not confine her regeneration to methods of warfare. She will become a factor in the business of the world. If California has found the Chinese a menace at \$1 a day, what will the rest of the world find them at 5 and 10 cents a day, as they are found at home? Suppose the result of this war will be to drive them into manufacturing, how can the other nations of the world compete with them? Can we in this country meet a wage of 10 cents a day? Can even crowded Europe, with her pauper labor, meet such a wage? We talk of overproduction now; what will it be with China as a great producer instead of a great market?"

Skunk Oil.

An Iowa correspondent of an exchange gives the following information concerning the origin of skunk oil: "As I live in a district where the skunk is only too well known, perhaps I may be able to answer your correspondent's question about the origin of skunk oil, commonly sold in the drug stores around us as a remedy for rheumatism. Skunks lie in their holes during the winter, never appearing above ground, excepting on very fine days. Before retiring underground, they become well loaded with fat. When killed by drowning them, by filling up their holes with water, they are dug out without producing any offensive odor. The 'stink bag' is removed, the skin is secured, and then the fat is taken out and treated just as the fat of the hog is treated in making lard. The preparation of skunk oil is a profitable industry during the winter months. A German family living at Esterville, in Iowa, twenty miles from my residence, do a considerable business in its preparation every year."

Springtime finds the Signal Five at the front.

Use Tradesman Coupon Books.

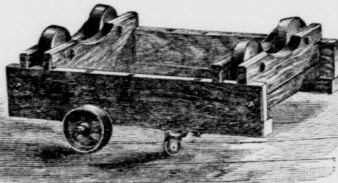
THE STANDARD BARREL TRUCK NO. 1.



By the old method, to get a barrel of liquid of a few hundred pounds upon a truck or skid required the combined effort of two or three men, while with the Standard Truck a boy of ordinary strength will load a package weighing one-fourth of a ton easily—a slight tip of the truck will elevate the barrel so that a faucet may be put in without the loss of a drop of the contents, after which a slight roll by means of the upper wheels will put the faucet in proper position for drawing, the same lad may now wheel it to its proper place without assistance. After the barrel shall be nearly drained it can easily be tipped forward so as to entirely empty the barrel and no strength is required to accomplish the object.

Write for Catalogue of Handcarts and Trucks.

LANSING WHEELBARROW CO., Lansing, Mich.



PALACINE.

Has proved itself the only perfect illuminating oil.

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

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

SCOFIELD, SHURMER & YEAGLE. Grand Rapids.

Telephone 865.

HERCULES POWDER



SEND FOR DESCRIPTIVE PAMPHLET.



STRONGEST AND SAFEST EXPLOSIVE KNOWN TO THE ARTS. POWDER, FUSE, CAPS.

Electric Mining Goods, AND ALL TOOLS FOR STUMP BLASTING. HERCULES POWDER COMPANY, Cuyahoga Building, CLEVELAND, OHIO.

Hercules Powder is carried in stock by all of the following jobbers:

- Foster, Stevens & Co., Grand Rapids,
- A. Austin, 93 Jefferson Ave., Detroit,
- J. J. Post & Co., Cheboygan,
- Popp & Wolf, Saginaw,
- Potter Bros., Alpena,
- Buechner & Co., Kalamazoo,
- Seavey Hardware Co., Ft. Wayne,
- Camper & Steadman, South Bend.

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

CHICAGO AND WEST MICHIGAN RY. Nov. 18, 1894

GOING TO CHICAGO.
Lv. G'd Rapids..... 7:15am 1:25pm *11:30pm
Ar. Chicago..... 1:25pm 6:50pm *7:30am
RETURNING FROM CHICAGO.
Lv. Chicago..... 8:25am 5:00pm *11:45pm
Ar. G'd Rapids..... 3:05pm 10:25pm *6:25am
TO AND FROM MUSKOGON.
Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm
Ar. Grand Rapids..... 11:45am 3:05pm 10:25pm
TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids..... 7:30am 3:15pm
Ar. Manistee..... 12:20pm 8:15pm
Ar. Traverse City..... 1:00pm 8:45pm
Ar. Charlevoix..... 3:15pm 11:10pm
Ar. Petoskey..... 3:45pm 11:40pm
Trains arrive from north at 1:00 pm and 10:00 pm.
PARLOR AND SLEEPING CARS.
Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.
*Every day. Others week days only

DETROIT, LANSING & NORTHERN R. R. Oct. 28, 1894

GOING TO DETROIT.
Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. Detroit..... 11:40am 5:30pm 10:10pm
RETURNING FROM DETROIT.
Lv. Detroit..... 7:40am 1:10pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:20pm 10:45pm
TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G. R. 7:40am 5:00pm Ar. G. R. 11:35am 10:45pm
TO AND FROM LOWELL.
Lv. Grand Rapids..... 7:00am 1:20pm 5:25pm
Ar. from Lowell..... 12:40pm 5:20pm
THROUGH-CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
Trains week days only.
GEO. DEHAVEN, Gen. Pass'r Ag't

MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)
Arrive. Depart.
10 20 p m..... Detroit Express..... 7 00 a m
5 30 a m..... *Atlantic and Pacific..... 11 20 p m
1 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 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent, Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

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

WESTWARD.
For Grand Haven and Intermediate Points..... *7:00 a. m.
For Grand Haven and Muskegon..... *1:00 p. m.
For " " " Mil. and Chl. *5:35 p. m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:00 p.m.
Trains arrive from the west, 10:10 a. m. 3:15 p.m. and 9:15 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.
TRAINS GOING NORTH. Leave going North
For Traverse City, Petoskey and Saginaw..... 7:40 a. m.
For Saginaw..... 8:00 p. m.
For Petoskey and Mackinaw..... 5:25 p. m.
TRAINS GOING SOUTH. Leave going South
For Cincinnati..... 7:35 a. m.
For Kalamazoo and Chicago..... 3:15 p. m.
For Fort Wayne and the East..... 2:15 p. m.
For Cincinnati..... *5:40 p. m.
For Kalamazoo and Chicago..... *11:40 p. m.

Chicago via G. R. & I. R. R.
Lv Grand Rapids..... 7:25 a m 2:15 p m *11:40 p m
Ar Chicago..... 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 2:50pm 9:15 p m 7:20 a m
3:30 p m has through Wagner Buffet Parlor Car
11:30 p m train daily, through Wagner Sleeping Car
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a m 9:50 a m
1:00 p m 1:15 p m
5:40 p m 5:30 p m
C. L. LOCKWOOD, General Passenger and Ticket Agent.

CURRENT COMMENT.

The United States consul at Bradford, England, reports that Bradford houses have supplied their traveling men and agents with samples of flannels made in this country, which they expect to sell in India, France and South America, on account of superiority to English goods.

To meet the requirements of ship-building for the United States navy, the Government, early in the century, set apart several reservations on the Gulf Coast for the growing of live oak and pine. The change to iron and steel in the navy makes the reservations useless for the purpose intended. They are about to be opened for settlement.

At a recent London Chamber of Commerce banquet, the President of the Board of Trade congratulated the American ambassador, Mr. Bayard, on the revival of trade resulting from the operation of the reduced tariff.

The Illinois Supreme Court has just made an important decision to the effect that a law limiting the hours an individual may contract to labor is unconstitutional. The law in question was the eight-hour law for women, enacted by the Legislative Assembly of 1893. The decision was based on the ground that a woman has the same rights as a man to make contracts, and that such a law is an infringement of these rights. The court held that such a law, as applied to minors, would be constitutional.

The oldest two secret trade processes now in existence are considered to be the manufacture of Chinese red, or vermilion, and that method of inlaying the hardest steel with gold and silver, which seems to have been practiced at Damascus ages ago, and is known only to the Syrian smiths and their pupils even to this day.

Electricity has been declared to be a dutiable article, and when a dutiable article is smuggled, it must be seized. Courageous, indeed, will be the customs officer who grabs a couple of thousand volts or so that he suspects to be contraband. And he won't handle it without gloves, either.

Senator Ozmun has introduced into the Minnesota Legislature a bill looking to the securing of uniform legislation in the several states on the subjects of weights and measures, bills of exchange, promissory notes, interest on money, bonds and bondsmen, banks and banking, corporations, chattel mortgages, real estate, insurance, insolvency and a number of other subjects. The bill provides for the extending by the Governor of an invitation to the Governor of each state and territory to send four delegates from their legislature, or such other persons as they may select, to represent their state at a conference for the purpose of bringing about this uniformity. In Minnesota the bill provides that as soon as possible after the passage of the act the President of the Senate and the Speaker of the House shall each appoint two members as delegates to represent the state. Senator Ozmun says he has corresponded with the legislators of adjoining states, and they have approved of the idea and suggested that if the Minnesota Legislature will pass the bill the governors of other states will appoint delegates.

A story is told of two barbers, occupying different shops, or tonsorial parlors, as the village weeklies have it. One of the two, by way of advertising himself, cuts his hair in the most faultless manner, according to the latest fashion plate; the other, on the contrary, cuts his in the most clumsy way imaginable. The first customer who entered his shop did not fail to take him to task about it. "How in the world, being yourself a barber, do you have your hair so badly cut?" "Why, sir, the reason is simple enough. I cannot possibly cut my hair myself, but am obliged to have recourse to my colleague over the way, and he is such a duffer!" "And I suppose you cut his hair in turn?" "Of course. And you can judge for yourself whether he oughtn't to be satisfied."

W. W. Astor, it is said, has concluded that he has spent enough money on an unappreciative British public, and proposes to sell out and return to America, where his money will enable him to be somebody. He paid \$250,000 for the *Pall Mall Gazette*, and is now offering to sell it, with his two other publications, for \$200,000. The offer has found no takers, nor even any bidders at a lower figure, so it is reported that he will wind up the three and quit. His experience as a publisher has cost him, according to all accounts, \$2,000,000.

The foreign idea of a light breakfast has become very popular in this country, particularly among those who have acquired the habit in France. Now, doctors are beginning to inveigh against it, and with considerable show of reason, as they point out that during the night

occurs one's longest fast. It should certainly be broken by something more than a roll and coffee, since it ushers in the hours of hardest work for all our men and most of our women. The rolls and coffee are not fit preparation for such laborious toil. They may do for a nation of idlers, but not for as industrious folks as we Americans. An intelligent person needs no doctor to tell him when he is hungry, and the best time for a man to eat is when the man is hungry, even if it is late at night. It is the empty stomach, and not the comfortably full one, that makes people unhappy.

They are trying to make out that Senator Fair was insane, because, in his old age, he made love to a pretty flower girl in Los Angeles and wanted to marry her. If this is evidence of insanity, there is many an old man who ought to go to the asylum. No complaint is more common than this.

Sporting Goods Headquarters.

Messrs. Studley and Barclay will furnish the Grand Rapids base ball team with their this year's suits, which will be made by A. G. Spalding & Co., of Chicago. They are figuring with several other Michigan base ball clubs for the supply of appropriate suits at the right prices and all athletic supplies are in greater demand than ever before.

Dealers in bicycles will this season reap a harvest, for they will find ready sales and many of them. Studley & Barclay have contracted to supply several hundred Michigan merchants with such wheels as Clevelands, Wintons, Tribunes, Czars, Featherstones, Spaldings, and Tourists' Specials and their own wheel, called S. and B. There are a few good towns in Michigan in which these wheels are not yet represented.

Use Tradesman Coupon Books.

NEARLY 100 DEALERS.....

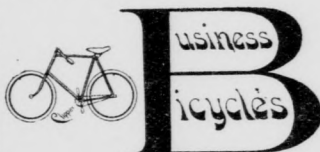
In the State of Michigan alone are handling our wheels. These dealers have signed contracts since January 1st, 1895. We have renewed contracts with all our '94 customers.

All our Agents can testify to the Merits of our



New Clippers

Makers of



Grand Rapids Cycle Co.
Mich.

BICYCLES!



In Strictly HIGH GRADE Wheels we have the Famous

Monarch

Line at \$85 and \$100. And the

Outings

At \$85. Our SPECIAL

"Planet Jr."

Wheel at \$75 beats them all—at that price. Then we have the

Featherstones

At from \$40 to \$65. Call and see us. Special attention given to mail orders.

ADAMS & HART
12 West Bridge St.
GRAND RAPIDS.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

Lemon & Wheeler Co.
IMPORTERS and
WHOLESALE GROCERS
Grand Rapids

Drug Department.

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, 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.

THE HYPERCRITICAL FOREIGNER.

There are many ways of making known to one's fellowman the fact that his conduct is not entirely what it should be. And such a declaration may be so redolent of the superiority of the critic and so entirely devoid of the divine element of sympathy as to be very exasperating. Of the latter character, I am sorry to say, is the criticism made upon America and things American by most foreigners, and by many of alien birth who reside among us; particularly is this true with respect to pharmacists and pharmaceutical institutions, laws, journals, and products.

The stranger without our gates points the finger of scorn and says: "Oh, you nation of money-getters; the beams of divine art have never illumined your sordid minds, and science has no abiding place in your boasted land of liberty."

If perhaps he decides to cast in his lot among us, it is more probable that he will attempt to "foreignize" America rather than Americanize himself. If he is a Briton, he would Anglicize you; if a German, he would Germanize you, or so overwhelm you by his superiority that you shrink into nothingness; if he is a Frenchman, you are lost beyond reclamation; and so the story goes through the list.

Such a spirit, especially on the part of those who partake of our bounty, is both uncalled-for and insulting. We are no longer fit objects for such criticism, nor are we to be patted on the back and given a bun like the baby who makes its first successful attempt at walking.

To an unbiased judge the pharmaceutical productions of America are not one whit inferior to those of foreign lands; their favorable reception in the competitive markets of the world is a sufficient attestation of their excellence; our chemicals, alkaloids, prepared drugs, fluid extracts, plasters, capsules, pills, tablets and toilet articles are amply capable of holding their own against all rivals.

It is true that professional rectitude is frequently disregarded by some one who appeals to the weakness of suffering man with a worthless or even harmful remedy. But are the robes of our transatlantic brothers unspotted? Are they not doing the same thing? Truly, but in a more scientific manner; any pharmaceutical abortion seems pardonable provided it is dignified with a name in strict accord with the nomenclature of hydrocarbon chemistry.

Who is more blamable—he who broils hog-bristles and proclaims the virtues of "Swinine, the great Consumption Cure," or he who manipulates and re-manipulates a compound of half a dozen tar derivatives and procures a market for the improved product by overwhelming his astounded fellows with a high-sounding name of Greek extraction, and physio-

logical activity based wholly upon theoretical considerations? This is no overdrawn comparison; the "patent medicine" of our transatlantic cousin is the more dangerous of the two because the beautiful mantle of science is made to hide its defects. The pharmaceutical literature of the day fairly teems with the advertisements and investigations of such worthless synthetic remedies; the poor pharmacist is overwhelmed, and the physician so dazed by the multiplicity of new compounds thrust upon him that he fears them all.

The same belittling tendency manifests itself when mention is made of pharmaceutical publications; the universal query seems to be, "Can any good thing come out of Nazareth?" We are gravely assured by our "foreign fellow-citizens," particularly those who edit journals in an alien language, that no one reads an American scientific journal. In other words, to give publicity to the results of a scientific investigation you must eschew your native tongue, because forsooth these self-constituted arbiters will refuse to take any note of them unless published in their language. Notwithstanding the fact that some of our so-called pharmaceutical journals are incongruous mixtures of personals, chromo-cuts, patent-nostrum advertisements, and market reports, it is true, on the other hand, that the greater number are well conducted and cater to the tastes of a clientele both critical and enlightened in scientific matters.

Our educational institutions also come in for their share of denunciation. The young are continually impressed with the idea that without a degree from some French or German school they will be handicapped professionally; no hope of success without a foreign stamp. Does anyone advise the young pharmacist to investigate the facilities of his own land before going abroad? What a deluge of vilification descends upon his devoted head! Is any particular school mentioned? Its curriculum and methods are shredded and examined in every light which may offer a chance for criticism. To our shame be it said that such mudslinging is not wholly confined to editors whose ideas are biased by fidelity to their foreign nativity; it often happens that some journal wholly American to all intents indulges in an attack as unpatriotic as it is uncalled-for.

No liberal-minded man will discourage an ambitious student from studying abroad, provided his acquirements and means will warrant it. The contact with other peoples, and the insight into foreign customs and modes of thought, are educating and valuable, but the idea that such education is indispensable to professional success is both misleading and ludicrous! The pharmacist of the better class who would be capable of profiting by such a course always proves himself fully the equal of his foreign compeer when measured by the practical test of business competition.

In order to curtail the length of this article, we will dismiss the criticisms upon the professional qualifications of our pharmacists and clerks, and upon the furnishing of our pharmacies, by saying that both in every instance will be found in accord with the demands of their patrons. The scattered and unremunerative business of the little village will not support a master-pharmacist, nor can the ignorant pretender hold his

own in the city trade. Such must necessarily be the case in this country, where competition alone is the arbiter, and a man's innate ability determines whether he shall stand or fall.

In order that we may not be misunderstood, we would say in conclusion that we are fully aware of the debt that pharmacy and all branches of science in America owe to the scientists of other lands: many of our most prominent and public-spirited pharmacists, teachers, investigators, manufacturers and publishers are of alien birth; for all such who evince a desire to enter intimately into our national life, who are willing to be true to their adopted country in adversity and prosperity, and who criticize our institutions in kindness of spirit rather than as cynical fault-finders—for all such, we repeat, there is in store a warm welcome and a degree of freedom unexampled elsewhere. As for our schools and pharmaceutical laws, these will continue to improve in the future as they have in the past; their recorded progress is a full guarantee of future excellence.

For the beautiful dyes and many "new remedies" of approved worth, for which we are indebted to the skill and enterprise of European scientists, we are duly thankful and appreciative, as is evidenced by the pecuniary tribute we pay them. But we do claim that we are no worse than other men, and we are heartily tired of this practice of stone-throwing by people who live in glass houses.

JOHN M. FRANCIS.

For Leaky Shingle Roofs

Don't fail to become acquainted with the new Pure Lime Rock Asphalt Paint, made from pure asphalt gum by H. M. Reynolds & Son, of this city. It is also in great demand for smokestacks.

To Attract Attention.

The eagerness of the average retailer to attract attention to his stock is exemplified by a device in the window of a store in a large inland city. It consists of a piece of cardboard, with a drawing having a large star as the central point, and a written notice underneath asking the spectator to fix his gaze on the star, which, it was further announced, would appear dim and partially undefined to anyone having weak vision. Of course, everyone reading the card stopped long enough to test his or her sight, and the peculiar thing about it was that the star appeared perfectly defined to everyone. This was quite satisfactory to the spectator and likewise to the retailer, who felt certain that most of those who stopped to test their sight also took a good look at the excellent stock displayed in the window.



Deaf and Dumb Men



DO THIS

when they want the
BEST 5c CIGAR

on the market.

S. C. W.

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

G. J. JOHNSON,

GRAND RAPIDS, MICH.



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.



IT IS.....

Making a Name =====

WHEREVER SOLD.

THE BEST 5c. CIGAR
EVER PUT IN A BOX!

WELLAUER & HOFFMANN CO.
MILWAUKEE, WIS.
Wholesale Distributors.

J. A. GONZALEZ,
Michigan Representative

Wholesale Price Current.

Table of Wholesale Price Current. Columns include 'Advanced-Alcohol' and 'Declined'. Rows list various commodities like Aceticum, Benzolium, Borsic, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalium, Phosphorium, Sulfuricum, Tannicum, Tartaricum, Ammonia, Aniline, Baccar, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrups.

Table of Wholesale Price Current. Columns include 'Advanced-Alcohol' and 'Declined'. Rows list various commodities like Morphia, S. P. & W., S. N. Y. Q., Moschus Canton, Myristica, Nux Vomica, Os Sepia, Pepsin Saac, P. D., Pielis Liq, N. C., Pielis Liq, P. Hydrarg, Piper Nigra, Piper Alba, Plix Burgun, Plumbi Acet, Pulvis Ipecac, Pyrethrum, Sapa, W., Seidlitz Mixture, Sfnapis, Snuff, Macaboy, De Voes, Snuff, Scotch, De Voes, Soda Boras, Soda et Potass Tart, Soda Carb, Soda, Bi-Carb, Soda, Ash, Soda, Sulphas, Spts, Ether Co, Myrcia Dom, Myrcia Imp, Vini Rect, bbl, Less 5c gal, cash ten days, Strychnia Crystal, Sulphur, Sub, Roll, Tamarinds, Tererebenth Venice, Theobromae, Vanilla, Zinc Sulph, Oils, Whale, winter, Lard, extra, Lard, No. 1, Linseed, pure raw.

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 Sheep's 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 1/2c 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.

Table listing various grocery items such as AXLE GREASE, BAKING POWDER, BATH BRICK, BLUING, BROOMS, BRUSHES, CANNED GOODS, and CHEESE with their respective prices.

Table listing various grocery items such as Apricots, Blackberries, Cherries, Peaches, Pears, Pineapples, Raspberries, Strawberries, and various types of Beans and Vegetables.

Table listing various grocery items such as CREAM TARTAR, CATSUP, CLOTHES PINS, COCOA SHELLS, COFFEE, and various types of Beans and Vegetables.

Table listing various grocery items such as COUPON BOOKS, COUPON PASS BOOKS, CREDIT CHECKS, and CRACKERS.

Table listing various grocery items such as Citron, Lemon, Orange, Raisins, Prunes, Turkey Silver, ENVELOPES, FARINACEOUS GOODS, Lima Beans, Rolled Oats, and various types of Beans and Vegetables.

Table listing various grocery items such as FLAVORING EXTRACTS, GUNPOWDER, HERBS, INDIGO, JELLY, LICORICE, MINCE MEAT, and MATCHES.

Advertisement for TRADESMAN CREDIT COUPONS, featuring a coupon with the number 5 and the text 'TRADESMAN CREDIT COUPON'.

Advertisement for ONE CENT COUPON, featuring a coupon with the text 'ONE CENT COUPON'.

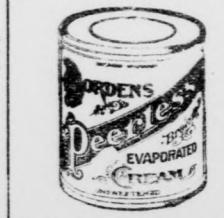
Advertisement for Souders' Regular Grade Lemon, featuring an image of a bottle and the text 'Souders' Regular Grade Lemon'.

Advertisement for Souders' Regular Grade Vanilla, featuring an image of a bottle and the text 'Souders' Regular Grade Vanilla'.

Advertisement for NEW ENGLAND MINCE MEAT, featuring an image of a box and the text 'NEW ENGLAND MINCE MEAT'.



N.Y. Condensed Milk Co's brands



Peerless evaporated cream 5 75

PICKLES, PIPES, POTASH, RICE, SOAP, SPICES, SAL SODA, SEEDS, STARCH, SNUFF, SODA, SALT, SYRUPS, TABLE SAUCES, YEAST

SALERATUS, SEELY'S EXTRACTS, LAUNDRY, TOBACCOS, PLUG, SMOKING, VINEGAR, WET MUSTARD

TEAS, SUN CURED, BASKET PILED, GUNPOWDER, OOLONG, IMPERIAL, ENGLISH BREAKFAST, FINE CUT, P. LORILLARD & CO'S BRANDS, D. SCOTTEN & CO'S BRANDS, Private Brands, Plug, Sorng's Brands, J. G. BUTLER'S BRANDS, Scouting, SUGAR, Below are given New York prices on sugars...

WOODENWARE, HIDES PELTS AND FURS, MISCELLANEOUS, GRAINS AND FEEDSTUFFS, FISH AND OYSTERS, SHELL GOODS, OYSTERS-IN CANS, OILS

CROCKERY AND GLASSWARE, LAMP BURNERS, LAMP CHIMNEYS, Electric, MISCELLANEOUS, JUNIOR, ROCHESTER, NUTMEG, ILLUMINATOR BASES, SHEARLINGS, WOOL, MISCELLANEOUS, PUMP CANS, LANTERN GLOBES, LAMP WICKS, JELLY TUMBLERS-TIN TOP, STONEWARE-ARRON, STONEWARE-BLACK GLAZED, OILS, BARRELS, FROM TANK WAGON, PALACINE, DAISY WHITE, RED CROSS, NAPHTHA, STOVE GASOLINE



Silver Soap advertisement text: Silver Soap, below are given New York prices on sugars...

ELECTROTYPES advertisement: DUPLICATES OF ENGRAVINGS & TYPE FORMS

THE RETURN OF PROSPERITY.

It might be supposed that, after the repeated experiences which our people have had, not only of the futility but of the positive danger of intrusting to their legislators the cure of social, financial, and political evils, they would begin to inquire whether these evils, so far as they can be remedied at all, cannot better be remedied in some other way. In the course of the last century, thousands upon thousands of statutes have been passed, professedly for the public benefit, until the shelves of law libraries fairly groan under the weight of the volumes containing them, and of the greater number of volumes of decisions by the courts interpreting their application. Yet, every year, efforts are made to secure fresh enactments, repairing omissions, correcting errors, and seeking to obviate newly discovered causes of complaint, all of which are advocated with as much confidence and as much zeal as though their success were assured by previous results, instead of being rendered doubtful by them.

Take, for instance, the financial and commercial affairs of the country. A certain degree of depression in business exists which, though it is enormously overstated, may, in comparison with previous periods, reasonably be regarded as serious. Sixty-five millions of people cannot go on eating and drinking, wearing clothes, cultivating the earth, manufacturing raw material, transporting freight and passengers to and fro, and carrying on all the complicated industries of modern civilization, and yet truly be described as utterly ruined; but it must be admitted that a larger number of them than usual are dissatisfied with the prevailing state of things and vociferously demand relief. What is more, they demand that this relief shall be furnished by Congress, as if this were the sure and only means of obtaining it, and efforts are making in every direction to gratify them.

In taking this course the important fact is overlooked that what are called good times are the result not simply of one or even of a few special causes, but are rather a state of affairs which innumerable little things contribute to produce. From their very nature, too, they cannot be uninterrupted, but must be broken by seasons of less marked prosperity which, by comparison, are called bad times. If the business of the country were confined strictly to supplying its inhabitants with the necessities of daily life, and if its population increased no faster than did the supply of these necessities, we might go along forever in a steady, monotonous fashion, diversified only by the accidents of bad harvests, epidemics, or perhaps war. That, however, is not the case. Every one of our citizens eagerly seeks not only to make a living for himself and his family, but to accumulate a fortune out of his surplus earnings. The humblest laboring man has his little savings bank deposit or a partially paid for home, and from him, up to the would-be millionaire, everyone is doing his utmost, not merely to minister to wants that exist, but to create new ones and open new fields for the exercise of his talent in producing wealth. Bread and beef and potatoes are supplemented by canned vegetables, game, tropical and hothouse fruits and delicacies brought from the four quarters of the globe. We drink not only

water, but tea, coffee, chocolate, beer, wine, whisky and a great variety of fancy liquors. We wear more shirts, more shoes, more coats, more hats, and more underclothing than strict necessity requires, and women, particularly, use for their garments finer and more costly materials. Our dwellings are not merely comfortable, but luxurious, and on our amusements we spend as much as we do upon our religion, if not more. Thus, as I have said, ingenious minds have discovered in the demand for the luxuries of life opportunity for the exercise of the money-making talent to an extent which would be lacking in a society of simpler habits.

That all the enterprises for acquiring wealth which are undertaken in obedience to the universal desire for it should succeed, is manifestly impossible, but that more succeed at one period than at another is what we all know to be the fact. When success largely predominates, those who profit by it have plenty of money to spend and feel rich. Their spending increases the volume of general business, and, consequently, the volume of the general income of the community, just as blowing air into soapbuds swells its bulk many times over. On the other hand, when a majority of the money-making agencies at work fail of their purpose, those who depend upon them for a living feel poor, they spend less, and thus the entire community has to retrench its consumption, and to diminish the opportunities it has been furnishing for making money out of that consumption.

The process has been so impressively illustrated in the events of the last few years that it is unnecessary to go back to the frequently repeated earlier examples of it. Soon after the resumption of specie payments in 1879 foreign capital was attracted to this country in large amounts and was chiefly invested in the building of railroads at the West and Southwest. Those railroads opened to cultivation millions of acres of rich agricultural land, and as many millions of acres of grazing territory. Our crops of wheat and cotton and our production of beef and pork increased correspondingly, furnishing us with an enormous surplus of these products for exportation, for which, having at the time no great competitors in the market, we got high prices. Men who bought farms and plantations, especially on credit, or who invested in cattle ranching, made a great deal of money, and paid high rates of railroad transportation without grumbling; the railroad companies divided handsome dividends, besides investing immense amounts of surplus earnings and of freshly borrowed capital in new construction and new equipment, so that all the industries dependent on them naturally had an era of prosperity; speculation in Western town lots became active, and the majority of our citizens felt cheerful. The expansion went on with slight fluctuations and reverses until 1889, when, in consequence of the enormous bond purchases by the Government, which set many hundreds of millions of dollars of capital free for new investments, the prices of all kinds of property and securities were pushed to their highest point. The following year came the Baring collapse in London, which, by the inflation of the currency resulting from the operation of the Sher-

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

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

ENGRAVING PHOTO WOOD HALF-TONE

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

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.

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.

TRADESMAN ACCOUNT FILE

SAVES TIME
SAVES MONEY
SAVES LABOR
SAVES PAPER

Price of File and Statements:

No. 1 File and 1,000 Blank Statements.....	\$2 75
No. 1 File and 1,000 Printed Statements.....	3 25

Price of Statements Only:

1,000 Blank Statements.....	\$1 25
1,000 Printed Statements.....	1 75
Index Boards, per set.....	25

In ordering Printed Statements, enclose printed card or bill head or note head whenever possible, so that no mistake may be made in spelling names.

TRADESMAN COMPANY

Grand Rapids, Mich.

L. C. DUNTON & CO.

Will buy all kinds of Lumber—
Green or Dry.Office and Yards, 7th St. and J.C. & W. M. R. R.
Grand Rapids, Mich.

S. P. Bennett Fuel & Ice Co

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

JOHN BRECHTING,

ARCHITECT.

79 WONDERLY BUILDING.

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

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

H. M. Reynolds & Son

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

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 HOF, Ass't Cashier.

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.

William Connor

will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, March 28 and 29, 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.

man act, was temporarily prevented from involving this country, but which, aided by the fall in the price of our agricultural and annual products in foreign markets, finally brought on the crash of 1893. Contributory causes were the collapses in Argentina, in Australia, in Brazil and in all the European countries which have close commercial relations with those countries.

The country now finds itself, therefore, in the condition of a rich man who has been enjoying a large income which he has spent lavishly among the tradesmen who supplied him, but who suddenly is obliged to retrench. He feels poor, and all those who lived upon his expenditure feel poor likewise, but neither he nor they are in absolute distress. The talk, so freely indulged in, of the misery of our working people is hysterical exaggeration. A number of philanthropic women memorialized the New York Legislature recently to do something for the relief of 100,000 working women in New York City who, they said, were earning only 60 cents a day. They evidently did not know that in China and India, where plain food is as dear as it is in this country, 10 cents a day is the regular rate of wages, and proves sufficient for the simple wants of the bulk of the population. When we see wages here ruling at twenty, thirty and forty times that amount, it is clear that if those who receive them are in a state of suffering, it is because they have made for themselves too high an artificial standard of comfort.

However this may be, and whatever may be the opinion entertained of the country's condition, no legislation can improve it. Congress cannot make wheat and cotton and beef and pork sell for any more in the European markets than the competition of rival agricultural countries will permit, and, as a consequence, it cannot convert the millions of dollars of railroad securities now in default into sound interest and dividend payers. Even the advocates of free silver coinage do not pretend that their favorite measure will accomplish more than to relieve the present race of debtors, leaving the farmers and planters now out of debt just where they are. Granting that the free coinage of silver at the rate of sixteen to one will double the price of wheat and cotton, it will also double the price of sugar and tea and coffee and iron and all the other necessities of life, while, until wages are raised in proportion, those who earn them will have only half as much to spend, practically, as they have now. The same thing is true of all other currency nostrums. No increase in the volume of money nor decrease in its value will make labor any more profitable, nor add one real dollar to any citizen's income.

That in the due course of events we shall have a recurrence of the so-called good times of 1879 to 1889, I have frequently assured my readers, but how soon they will come and how long they will stay it would be presumptuous to attempt to predict. Their advent will, however, be promoted by industry and honesty, by a scrupulous regard for property rights, and especially by a stern repression of the schemes for tempering with the currency, for discouraging the accumulating of wealth, and for enabling men to gain it without self-denial, which find so much favor among politicians, and also, I am sorry to say, among clergymen and writers for the press.

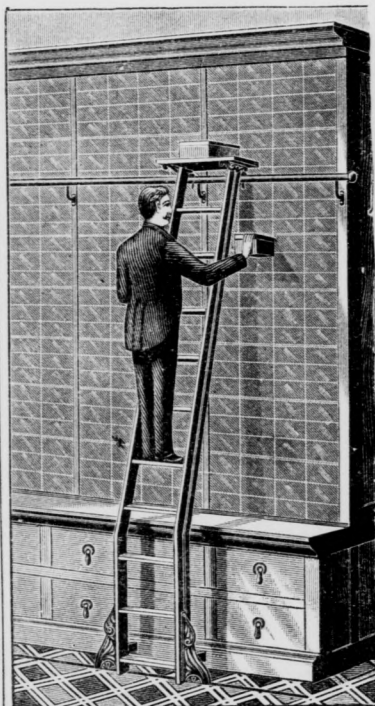
MATTHEW MARSHALL.

During the recent hard times in Massachusetts a Fall River boy was asked by a teacher how many mills made a cent. He quickly answered: "None in this town, the times have been too bad."

Ignatz Pick, a commercial traveler, recently brought suit against Charles A. Bressler, a hide dealer of Bay City, for \$20,000 damages. He alleges that Bressler says he accuses him of selling him a forged note.

Be wise and buy the Signal Five.

CYCLE STEP LADDER.



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

Seely's Flavoring Extracts

Every dealer should sell them.
Extra Fine quality.
Lemon, Vanilla, Assorted Flavors.
Yearly sales increased by their use.
Send trial order.



Seely's Lemon.
(Wrapped)

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

Seely's Vanilla
(Wrapped)

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

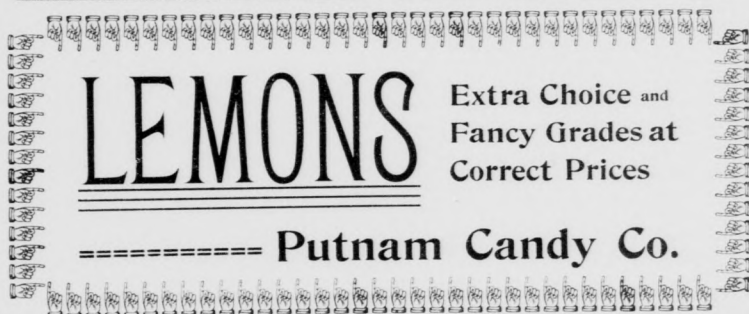
Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

SEELY MFG. CO., Detroit Mich.

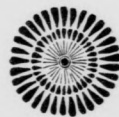
MAKE YOUR STORE ATTRACTIVE.

OUR NOVELTIES IN JEWELRY Will do it. Complete Lines.
SEE OUR HAIR ORNAMENTS. Mail your Orders.
WURZBURG JEWELRY CO.
GRAND RAPIDS.



We Are Leaders

- in Mill Supplies
- Leather Belting
- Rubber Belting
- Mill and Garden Hose
- Rubber Boots and Shoes
- Bicycles and Sporting Goods



Prompt Attention to Mail Orders.

STUDLEY & BARCLAY

4 Monroe St., GRAND RAPIDS

NEW GOODS COMING EVERY DAY!

- SATIN SURAH, 30 inch.
- SELWYN SUITINGS, 36 inch, double fold, a beauty to retail at 10c.
- SCRIMS, plain and fancy, 40 inch.
- NEW CAMEO DRAPERY STYLES.
- PERCALES, 36 inch. in Harmony, Sea Islands and Cretonne qualities.
- TOILE-DE-LAINE, 30 inch, at 7½c, net, black grounds.
- DAMASK, in new Crepe effects.

Samples sent on application.
Come in and see us. Prices always right.

P. STEKETEE & SONS

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 " 240 "	2 50
4 " 320 "	3 00
5 " 400 "	3 50
6 " 480 "	4 00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,580 Invoices...\$2 00

TRADESMAN COMPANY,

Agents,

Grand Rapids, Mich.

Blank Books, Tablets, Stationery.

EATON, LYON & CO.

20 & 22 Monroe St., GRAND RAPIDS.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, March 16--Nothing has transpired during the week to attract any great amount of attention in grocery jobbing circles. Trade is good and in canned goods may almost be said to be active. Dried fruits from California are on the way in such quantities that the East will soon have to eat raisins and prunes and peaches, whether or no.

The coffee market is in good shape. Buyers are trying to find a place where they can "buy a leetle cheaper," but they meet with no success, and, finally come back to the first love. Rio No. 7 is held as last week at 16 1/2c. Mild sorts are in limited supplies, so far as East India growths are concerned, and are, naturally, selling at full prices. Five hundred mats of Interior were sold at 26 1/2c. The amount of Brazil coffee afloat is less than last year at this time, being 425,427 bags, against 444,588 in 1894.

The tea market is rather demoralized. Of course, for the finest goods there can always be found plenty of buyers and at good figures; but just now the attention of the majority of buyers seems to be concentrated upon the auction room.

Refined sugar is steady and, while the demand is easily met, there seems to be a stronger tone. There has been no recent change in granulated, which is still listed at 3 15-16c.

Canned goods continue to show the steady demand which has prevailed for the past month and stocks are very rapidly going into consumption. Prices have advanced on some things very appreciably and Baltimore brokers are reported as greatly pleased at the outlook. Apples in gallon tins, pumpkin, and one or two other articles have advanced.

Lemons, oranges, pineapples--in fact, all foreign fresh fruits--are selling better and the market has assumed a very satisfactory aspect.

The amount of California dried fruit coming forward, as intimated, promises to knock the bottom out of the market, but, as yet, we detect no signs of lower prices.

Molasses is solid. Buyers realize that now is the accepted time and that a firmer tone is noticed in the market all around. It is likely that trade will improve steadily from now on and holders are greatly encouraged. Open-kettle is worth from 33 to 38c for prime to choice.

Butter is dull and the market, upon the whole, is far from satisfactory, although some dealers profess to be perfectly satisfied. A great deal of poor stock is coming to town, and this upsets trading. For the best Elgin 19@19 1/2c is quotable, but for lower grades there is hardly any demand and the quotations are nominal.

Cheese is doing well and the market shows many signs of strength. This is especially true of the better grades and dealers are meeting with some very good orders. Export trade is very light, and, as has been the case for some time, the quality of that sent abroad is below par. No wonder the English papers are protesting against the stuff going over and prophesying an end of the English market for American cheese. Small size full cream State cheese is worth 12c.

Receipts of eggs have continued heavy all the week, and, although colder weather has set in, the tendency is still toward a lower market. Best Western are quotable at 13@13 1/2c.

Choice pea beans of 1894 are worth \$2 @.25. The market is steady, but shows no particular animation.

One of our big stores has obtained some of Wanamaker's help, and it is interesting to see the change in the tone of the advertisements we are now treated to. They have a genuine Wanamaker flavor.

Bank Consolidation at Big Rapids.

The Big Rapids National Bank and the Mecosta County Savings Bank will shortly be consolidated, and not unlikely a reorganization effected by which a State Bank takes the place of the two institutions.

Objects to the Classification of a Correspondent.

TRAVERSE CITY, March 15--I notice, with regret, that one of your contributors, in your issue of March 13, classes Bohemians as an undesirable class of immigrants, because they do not embrace citizenship and cannot be controlled by politicians.

Now, to my knowledge, so far as the American citizenship is concerned, they make much better citizens than a good many of our American born people, as they are all pretty well educated and are a hard working, prosperous people. So far as the control of politicians is concerned, I think that is altogether out of the question, as each good citizen has his privilege to use his own judgment on that question. Take the history of the Bohemian nation as far as it can be had, up to the present time, and you will find that Bohemians always have been and are to-day a quiet, well-educated, industrious people, who fought for their rights when burdened with oppression which could not be borne any longer.

You will find, also, that most of our best composers and poets have been Bohemians, and you can to-day find some of their works which are not only creditable to them at the present time, but will always be honored by the whole world. Here in this country you find a great many Bohemians who have held, and now hold, responsible Government offices, like Chas. Jonas, who has been Lieutenant Governor of Wisconsin, and is now United States Consul to St. Petersburg; John Karel, who is United States Consul to Prague, and many others, which speaks well for this people who come to this country to make it their home and support the constitution of the country and to become good American citizens.

C. H. HANUSLOVSKY.

An Outrageous Charge of Long Standing.

TRAVERSE CITY, March 15--Having occasion, recently, to communicate with a party in Ithaca by wire, and receiving a dispatch of three words only, on which the charges were 68 cents, I am so struck with what seems to me an outrageous overcharge that I cannot refrain from writing to someone about it; and as you often notice such items, where the injustice is so pronounced, I concluded to write to you.

I promptly made a kick to the telegraph office here, and the manager reduced the charge to 60 cents. Great reduction, is it not, from 68 cents down to 60 cents! It looks to me as though the telegraph business, while a great convenience, is still open to criticism when competition fails to step in and equalize matters. The fact of its coming over two lines does not excuse the excessive charge. Freight lines divide the rate, and why should not telegraph lines, also, do it?

H. MONTAGUE.

Now Put the Dolls in Sealed Envelopes.

CHICAGO, March 15--In reply to the communication of H. E. Parmelee, published in your issue of March 6, we enclose you one of the dolls which we put into our package coffee. Each one is enclosed in an envelope by itself, and is not loose. You can judge how much of a detriment it might be to a mill. We do not desire to have this agitated, as it is a very simple affair, and would prefer to have nothing further in print.

W. F. McLAUGHLIN & Co.

The agitation of the matter in THE TRADESMAN has, evidently, been productive of good results, the placing of the dolls--which are in several pieces--in sealed envelopes removing the objections which have been registered against the doll scheme by THE TRADESMAN's readers. The envelope is easily removed from the package previous to throwing the coffee in the mill for grinding.

Attractive Dry Goods.

Forty-five inch serge and cashmere at P. Stekete & Sons--all colors--32 1/2c. Full standard prints, 4 1/2c.

Paper gloves and hosiery are named as among the very latest novelties. Stockings which shall sell at 3 cents a pair are proposed. In fact, the experiment of making paper stockings has been going on for several months. The goods are light and airy and very comfortable in summer. When finished and dyed, their appearance is similar to ordinary fabric goods. The knitting is from paper yarns. The paper yarns are made pretty much after the plan of making common paper twines, except that the former are put through certain special processes. The principle is that of making a sort of a nap on the yarns. This is done automatically. There is a chance that Statesman Simpson, the sockless, may yet become literary enough to encase his feet in paper wrappers.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess,	12 25
Short cut	12 75
Extra clear pig, short cut	15 00
Extra clear, heavy	13 75
Clear, fat back	14 00
Boston clear, short cut	14 00
Clear back, short cut	14 00
Standard clear, short cut, best	14 00
SAUSAGE.	
Pork, links	7
Bologna	5
Liver	6
Tongue	5 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2

LARD.	
Kettle Rendered	7 1/2
Family	7 1/2
Compound	5 1/2
Cottolene	6 1/2
Cotosuet	6 1/2
50 lb. Tins, 1/2c advance.	
20 lb. pails, 1/2c	
10 lb. " 3/4c	
5 lb. " 1/2c	
3 lb. " 1c	

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
" " 16 lbs	9 1/2
" " 12 to 14 lbs	10
" picnic	7
" best boneless	8 1/2
Shoulders	8 1/2
Breakfast Bacon boneless	8 1/2
Dried beef, ham prices	10 1/2

DRY SALT MEATS.	
Long Clears, heavy	6 1/2
Briskets, medium	6 1/2

PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	65
Kits	90

TRIPE.	
Kits, honeycomb	75
Kits, premium	55

BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11
" tubs	10 1/2

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	25
Standards, per gal	1 00
Extra Standards, per gal	1 10
Oysters fine and well filled.	
The Queen Oyster Pails at bottom prices.	

Mrs. Withey's Home Made Jelly, made with boiled cider, very fine:	
30-lb. pail	65
20-lb. pail	50
17-lb. pail	45
15-lb. pail	40
1 quart Mason Jars, per doz.	1 40
1 pints Mason Jars, per doz.	95

Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
---	------

Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6 1/2
10-lb. pails, per lb.	6 1/2
2-lb. cans, per doz.	1 40
5 lb. cans, per doz.	3 50
Pint Mason Jars, per doz.	1 40
Quart Mason Jars, per doz.	2 25
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
Beach Marmalade, 20-lb pails	1 00

EDWIN FALLAS, Grand Rapids, Mich.

PRODUCE MARKET.

Apples--\$1 @ \$1.50 per bu., according to quality and variety. The offerings are so few that all lots which come in are snapped up in short order.

Beans--No higher than a week ago, but firmer and stronger, with no probability of a break in the market, as stocks are concentrated in few hands. Local handlers pay \$1.90 for clean, hand-picked stock, holding at \$2 in car lots and \$2.10 in smaller quantities.

Butter--10@16c per lb., according to quality. There is a scarcity of choice stock and an enormous surplus of low grade and unmerchantable goods.

Beets--Dry, 35c per bu.
Cabbage--50c per doz.
Celery--25c per doz., according to quality.
Cranberries--\$3.50 per crate.

Eggs--Dropped from 17c to 12c in three days last week, but rallied to 12 1/2c Monday. It is not thought the price will go any lower at present, as the low prices have stimulated consumption wonderfully.

Lettuce--13c per lb.
Onions--Dry stock is scarce. Dealers pay 55@60c, holding at 70@75c.

Parsnips--50c per bu.
Potatoes--The market is strong and excited and higher prices are pretty sure to rule in the near future, owing to the active demand from all parts of the country where consumption is greatest and seeding stock is desired. Present paying prices are 50@55c.

Radishes--Hot house stock commands 30c per doz. bunches.
Sweet Potatoes--\$1 per bu. for Jerseys and 85c for Illinois stock.

Squash--Very scarce and hard to get, owing to the large amount of stock consumed by decay.

POTATOES WANTED.

And Cabbage, Onions, Turnips, Parsnips, Beans and Sun Dried Apples.

Any quantities. Correspondence solicited.

HENRY J. VINKEMULDER,

445-447 S. Division st.

WHILE THE MARKET IS ADVANCING ON

BARREL PORK

PROVISIONS

LARD

BUTTERINE, Etc.

ASK US FOR QUOTATIONS ON ANYTHING IN OUR LINE BY TELEPHONE, MAIL OR TELEGRAPH.

WE ARE VERY BUSY BUT WE ARE ALWAYS READY FOR BIG DEMANDS.

WESTERN BEEF AND PROVISION CO.

71 Canal St. GRAND RAPIDS Telephone 1254

The Salt that's all salt

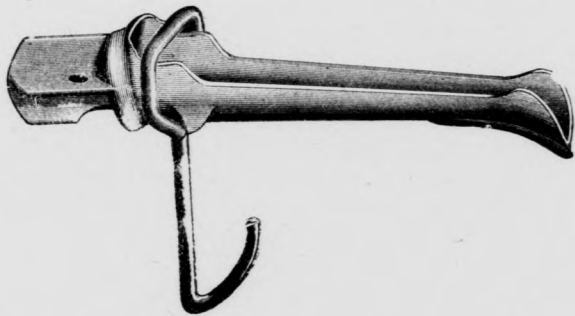
is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

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

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

Sugar Makers' Supplies



- Post's Tap Spouts
- Anchor Tap Spouts
- Sap Pails
- Galvanized Sap Pans
- Black Sap Pans
- Tapping Bits

FOSTER-STEVENS
& CO. MONROE ST.

CASH IS KING!

Coupon Books

Are second in rank only to the King Himself. If you have never used any of our several styles of Coupon Books we should be pleased to send you full line of samples and quotations, on application. We are the originators and pioneer introducers of the Coupon-Book System, and have always kept at the head of the procession. If you wish to deal with a house which has done more to create the present demand than all other houses combined, you are our customers.

Tradesman Company,
Grand Rapids, Mich.

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

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Naptha and Gasolines.

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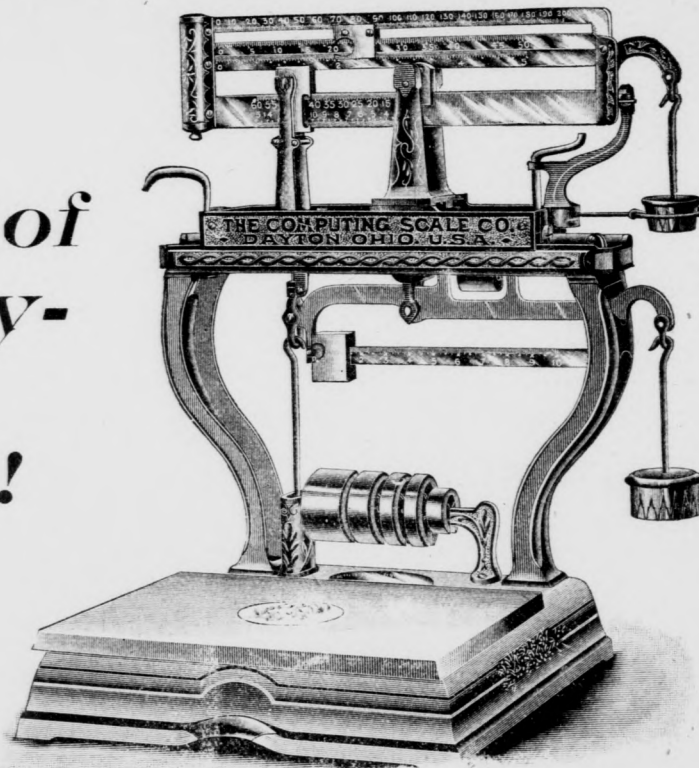
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LUDINGTON,
REED CITY.

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

The Dayton Computing Scale!

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**It Sells
 Because of
 Its Money-
 Making
 Features!**



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 drop a postal card to

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, 1-86, 1888, 1891, 1893 and 1894. And we will prosecute all infringers to the full extent of the law. The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent. Respectfully,

The Computing Scale Co.

See What Users Say:

Office of the CUMMER LUMBER CO.,
 Manufacturers of LUMBER, LATH & SHINGLES
 Mercantile Department.
 Cadillac, Mich., Feb. 28, 1895.
 Messrs. Hoyt & Co., Dayton, O.:
 Gentlemen - In regard to your Computing Scale, we can say: We have had one in our store for three years and are well satisfied with it. We have not had occasion to have it adjusted yet, and it is just as accurate and quick as when we put it in. We cheerfully recommend the Scale to anyone having merchandise to weigh out. We believe it has saved us several times its cost. Yours very truly,
 CUMMER LUMBER CO.
 Per Ed. G. Snider, Mgr. Mercantile Dept.

HOYT & COMPANY, Dayton, Ohio

TWO OF THE FINEST! IMITATION CUT GLASS PATTERNS AT IMITATION CUT GLASS PRICES!



HIGHLY
 POLISHED
 FINELY
 FINISHED
 HANDSOME
 PRODUCTS
 OF
 CRYSTAL
 GLASSWARE



1/2 doz. 4 piece Sets.....	\$ 5 00	\$ 2 50	1-12 doz. 8 in. Ftd. open fld. Bowls	2 50	29
3 doz. 4 in. Nappies, rd.....	40	1 20	1-12 doz. 9 in. Ftd. open fld. Bowls	3 50	29
1-6 doz. 8 in. Nappies, rd.....	2 25	38	1-6 doz. 9 in. shal. flared Bowls.	2 25	38
1-6 doz. Water Bottles.....	4 00	67	1-6 doz. 10 in. shal. flared Bowls.	2 75	46
1-6 doz. Oil Bottles, grd. stpr.....	2 00	34	1-6 doz. 10 in. Salvers.....	4 00	67
1-6 doz. Mo. Cans.....	3 00	50	1 doz. Toothpicks.....	45	45
1-6 doz. Tankard Jugs, 1/2 gal.....	4 50	75	1 doz. Rd. Salts and Peppers....	70	70
1-12 doz. Squat Jugs, 1/2 gal.....	4 50	38			
1-2 doz. Claret Jugs.....	4 85	40			
3 doz. Tumblers.....	70	2 10			
1/2 doz. Pickles.....	90	22			
1-6 doz. tall Celeries.....	2 25	38			

1/2 doz. 4 piece Sets.....	\$4 00	\$2 00	1/2 doz. 7 in. Plates.....	75	28
1/2 doz. Pitchers.....	3 00	1 00	5 doz. Salts and Peppers.....	45	90
3 doz. Tumblers.....	55	1 65			
1/2 doz. 8 in. Nappies.....	1 65	41	Bbl. 35c. Less 10 per cent.....		\$7 63
2 doz. 4 in. Nappies.....	4 1	80			76
1-12 doz. 8 in. Ftd. open Bowls....	2 60	22			\$6 87
1-12 doz. 9 in. Ftd. open Bowls.....	3 25	27			

H. LEONARD & SONS, Grand Rapids