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VOL. XII.

GRAND RAPIDS, MARCH 27, 1895.

NO. 601

John Brechting

ARCHITECT
79 WONDERLY BUILDING
Call or let's correspond
if you want to build.

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.



Our Plan

Saves disputes and enables
you to discount your bills.
Saves book charges and bad
debts.
Saves worry and loss of sleep.
Wins cash trade and new
customers.

IF NOT SATISFACTORY, YOUR MONEY BACK.

GRAND RAPIDS BRUSH COMP'Y.



MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH

Our Goods are sold by all Michigan Jobbing Houses.

OYSTERS.

Anchor Brand

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

F. J. DETTENTHALER



SEE QUOTATIONS.

The season is nearly
over.
We shall close this
Department
Saturday, March 30.



Until that date
We Want
Your Orders

PUTNAM CANDY CO.

M. R. ALDEN

M. R. ALDEN & CO.

E. E. ALDEN

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Prices. We buy on track at point of
shipment, or receive on consignment. PHONE 13.

76 South Division Street,

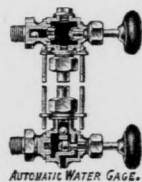
GRAND RAPIDS, MICH.

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.



PENBERTHY

—THE—
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
85,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction
under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequaled.
SEND FOR CATALOGUE. PENBERTHY INJECTOR CO. DETROIT, MICH.
BRANCH FACTORY AT WINDSOR, ONT.

HUSTLER

TAKES THE LEAD AND IS
ACKNOWLEDGED THE

BEST CHEAP MIXED AND THE

CLEANEST, BRIGHTEST AND BEST SELLING

CANDY

Ask your jobber for it or buy it direct
of the Manufacturers,

IN THE MARKET.

A. E. Brooks & Co. 5 & 7 South Ionia St.
GRAND RAPIDS, Mich.

Oysters Fresh and Salt Fish

FOR THE LENTEN SEASON

OSCAR ALLYN

Wholesale Prices.

Phone 1001. 106 Canal Street

Prompt attention to mail orders if you mention TRADESMAN.

Absolute

THE ACKNOWLEDGED LEADER!

Tea!

SOLD ONLY BY

Telfer Spice Co.

GRAND RAPIDS, Mich.

LEMONS

Extra Choice and
Fancy packed at
Correct Prices

Putnam Candy Co.



SUNLIGHT

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

The Walsh DeRoo Milling Co.,
HOLLAND, MICH.

HEROLD-BERTSCH SHOE CO.,



5 and 7 Pearl St.,
Our Line for 1895 is

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

Your inspection is kindly solicited
when in the city.

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

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

Headquarters for Wales-Goodyear
Rubbers.

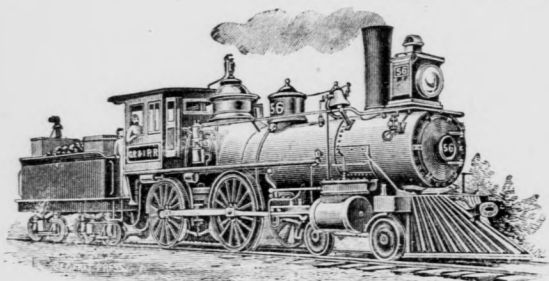
L. C. HAYDEN

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.

Do You Sell Soap

IF YOU DO, WE CAN INTEREST YOU.



Will Increase
Your Sales

Order from Your Jobber

OR

Grand Rapids Soap Works.

ADVERTISE

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

THE MICHIGAN TRADESMAN reaches your customers EVERY WEEK.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine
Other
Great
Specialties
Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

Oyster Crackers

Are now in season. We manufacture } All Kinds.

SEARS' SALTINE WAFER or SQUARE OYSTER,

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

Try Our

ENGLISH FRUIT CAKES

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

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

New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

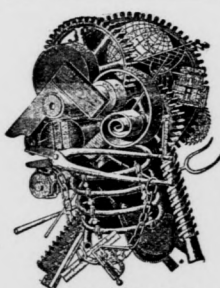
MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MARCH 27, 1895.

NO. 601

ARLOW
ROTHERS
LOOK
INDERS
LANK
OOKS
5 AND 7 PEARL STREET.



THE ACTIVE POWERS
THE INVENTIVE GENIUS

WANTED :-

Everybody interested in patents or patent law to send his name; in return a book containing valuable information will be sent free by mail.
L. V. Moulton,
Patent Att'y,
Grand Rapids,
Mich.

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting, as

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

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

Any information desired will be cheerfully furnished.

Lewis H. Withey, Pres.
Anton G. Hodenpyl, Sec'y.

COMMERCIAL CREDIT CO.

65 MONROE ST.

Reports on individuals for the retail trade, house renters and professional men. Also local agents for the Furniture Commercial Agency Co.'s "Red Book." Collections handled for members.

Telephones 166 and 1030

THE Grand Rapids FIRE INS. CO.
PROMPT, CONSERVATIVE, SAFE.
J. W. CHAMPLIN, Pres.
W. FRED McBAIN, Sec.

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

B. J. BULLARD
Manufacturer of
Rubber Stamps
Badges, House Numbers, Door Plates,
Shingle and Lumber Brands, Notary,
Lodge & Society Seals, Hotel Checks
Ground Floor, Grand Rapids
58 Pearl St.

USE TRADESMAN'S WANTS COLUMNS

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

The local cycle trade is, at present, in a somewhat demoralized condition, owing to the immense amount of competition for the size of the city. The great increase in the number of firms handling wheels speaks well for the amount of business being done in this line and proves that it is a desirable business to engage in.

The retail dealer works under fewer restrictions, by far, than he did a few years ago. It was formerly the custom to hold wheels strictly at the list price, and an agent who was caught cutting the list on any of the three (previous to 1891 there were but three recognized high-grade wheels manufactured in America, and one of these three was tabooed in a large portion of the country, leaving actually but two) high-grade wheels was deprived of his territory immediately. The same kind of contracts are still made with those three manufacturers but they are winked at by both agent and principal. Only one of them makes any pretense of enforcing the rule, and this one does it by a method which itself has no reference to the rule. They give an agent a very small discount—20 per cent. On a \$100 wheel this would give only \$20 profit, out of which he has to pay freight, and he also has to run the risk of selling the wheel on time. Considering, also, that, if he sells to old riders he must take old wheels in exchange, it leaves but a small margin to do business on. Then, to make him hustle, the manufacturer increases his discount if he shall sell a certain number of wheels. The idea is that, if he cuts the price with 20 per cent. discount, he would not make a living profit, while, by the subsequent increase of discount, he makes a fair profit on his season's work—if he shall sell the required number of wheels. A man handling this wheel in a small town where there is no competition might do fairly well, as the wheel is never, under any circumstances, jobbed; but, in a city where competition is as strong as it is in Grand Rapids, he stands no show at all. This is fully understood by all dealers here, and, though the concern claims to have its entire output already placed for the season—something in the neighborhood of 40,000 wheels, both high and medium-grade—it sent an agent here and told him to stay until he secured a representative. Under the circumstances, it was no wonder that he stayed two weeks, and then had to place the wheel with a firm having no experience in the bicycle business. This same man was heard to boast, last year, that he could get any wheel made at half price or less. Doubtless the discount on his new acquisition has opened his eyes a little. His last year's claim was based on the fact that he secured, from large hardware dealers with whom he did business, two or three wheels for friends of his at 50 per cent. discount. They were cheap wheels, listed high—\$150 to \$175—for the pur-

pose of giving a big discount and, at the same time, selling them for more than they were worth.

List price is no indication of the value of a wheel. The standard lines all list at \$110 and \$125 and giving a discount to correspond. They claim as an excuse for the higher list that their wheels are better than others. A question is in order here: Why cannot a manufacturer who has been making wheels for fifteen years make a better wheel than one who is a mere stripling in comparison, having made wheels for not more than from three to seven years? The first has the older workmen, better facilities and larger ideas.

There are two manufacturers in the country who are this year trying to sell their output upon past reputation, coupled with one or two good points. They give such a very small discount that their wheel is shelved, while some other line is put to the front and pushed. One of them, foreseeing this, always insists upon an exclusive agency, and, consequently, often finds it hard to place any at all. There are so many really good wheels upon the market now that almost any high-grade can be pushed successfully, and so the one giving the most liberal terms does the business.

MORRIS J. WHITE.

Growth of the Bicycle Business.

Written for THE TRADESMAN.

From a business standpoint, we can but acknowledge that the wheel has come to stay. Of this we have abundant proof in the phenomenal and unprecedented sale of bicycles this year. I am informed by the dealers and manufacturers that the output will be larger by 50 per cent., and, in some cases, over 100 per cent., than last year. It is pleasing to note the number of ladies who have the "cycle fever" and who have promised themselves a season of pleasure with their new wheels. It is an excellent and healthy exercise for them. There are a large number of first-class wheels in the local market and it is a hard thing to choose the best, as they are all good; the only way to do is to put yourself in the hands of the honest dealer (and they are all that) and you will come away satisfied, and join us older wheelmen, who will gladly welcome you to the fold. We hope that all of the new comers, and all who will do so of the older ones, will join the League of American Wheelmen, as in unity there is strength. More anon.

W. B. FOLGER,
Local Consul L.A.W.

Bicycle Sundries.

Our catalogue of bicycles sundries and sporting goods, with discount sheet, is just from the printers. If you handle these goods, or think of handling them, we can save you money. Drop us a postal card and we will take pleasure in mailing you the catalogue.

STUDLEY & BARCLAY,
Grand Rapids.

REPRESENTATIVE RETAILERS.

Adrian Brink, the Grandville Avenue Grocer.

Adrian Brink was born in the Netherlands, Dec. 11, 1849, and worked at the occupation of farmer until he was 20 years of age, when he removed to this country, settling with his father's family in Grand Rapids. On arriving in the city he entered the employ of the Widicomb Furniture Co. as an apprentice in the cabinet making trade, remaining with that establishment ten years. In 1875 he formed a copartnership with Cornelius Quint and opened a grocery store at 42 Grandville avenue, under the style of Brink & Quint. Four years later his brother, William, was admitted to partnership, when the firm name was changed to Brink Bros. & Quint, and two years later the business was removed to 34 Grandville avenue, where the firm had erected a store building, 22x100 feet in size, carrying lines of dry goods, groceries, crockery, flour and feed, wood, etc. In 1892 Mr. Quint retired from the firm, when the style was changed to Brink Bros., and this week Mr. Brink purchased the interest of his brother, William, who will continue the business under the style of Brink's Grocery.

Mr. Brink was married April 15, 1870, to Miss Jane Quint, by whom he has had twelve children, five of whom are still living. As April 15 marks the twenty-fifth anniversary of their marriage, their friends propose to commemorate the event by assisting them in celebrating their silver wedding.

Mr. Brink has been a member of the Spring Street Reformed church ever since he came to Grand Rapids and is at present a trustee of the Spring Street Christian school, connected with the church. He is a man of strictest integrity, having never failed or compromised with his creditors, and is universally regarded as the soul of honor, his word being everywhere considered as good as his bond. He has the respect of a large and constantly increasing trade and is held in high regard by all with whom he comes in contact.

Organization of Goss Bed Slat Co.

The Goss Bed Slat Co. has been incorporated with a capital stock of \$5,000, all paid in, to conduct the manufacture of lumber and bed slats and the sale of general merchandise at Wellston, Manistee county. The incorporators and the number of shares (\$10 each) held by each stockholder are as follows:

John Macfie.....167
R. G. Macfie.....166
Marshall Goss.....167

The corporation is officered as follows:
President—John Macfie.
Vice-President and Manager—Marshall Goss.

Secretary and Treasurer—R. G. Macfie.

If you want a nice new suit for Easter of the most fashionable cut and from choice fabrics just in, call upon Wm. T. McKinley, 107 Ottawa street, Grand Rapids.

The False and the True.

Written for THE TRADESMAN.

The present *fin de siècle* seems to be peculiarly an age of reform. The projects already on foot to ameliorate the condition of the human race through legislative action are legion. From evils of uncommon magnitude that are universally felt and deplored, to the trifling inconvenience of endeavoring to look around a high hat that keeps bobbing in front of one at the theater, each advocate of retributive justice is anxious to use the cumbersome arm of the law to smite the lilliputian gnat that insists on disturbing his personal serenity. To such an extent has the reform craze struck legislative halls that no politician can hope for success in his career unless he carry a special bee in his bonnet in the shape of some incipient scheme of class legislation which he believes, and tries to convince others, is in the interest of the entire community. The result is as one might expect—a chaos of crude, conflicting and unjust statutes, ever changing form to suit newer views of a clamorous minor constituency, or as often shorn of power either for good or ill by the fiat of a Supreme Court decision.

The theory of our republican system is that the rights of each citizen are determined and maintained by the expression of popular will through the legislative and executive departments of government, subject to constitutional restrictions as interpreted by judicial authority. But theory and practice do not always agree to live together; and so our statutes have not always reflected sober, careful popular judgment, the result of open discussion, but rather resemble a Russian ukase. In one respect this comparison is imperfect. We can protest individually and severally, disparage and denounce the motives that lie behind such arbitrary action, and—if we have money enough—fight it to a finish in the court of last resort, with no fear of the knout or of exile; but, under our peculiar political methods, we have no assurance that, when all is done, and a power mightier than the member from Podunk has paralyzed one feature of partial and unjust legislation, another parliamentary ghoul may not be lying in wait to worry or annoy some class of business men who are quietly pursuing their lawful avocations.

The conservative elements of society, though in reason and justice the weightier, do not always prevail in determining the character of our legislation. Too often they are precipitated, like mud, to the bottom, while the lighter factors of our boasted civilization bob around like corks on the surface, appearing to observers to be the only predominant objects on the scene of human progress. Among our legislators there is occasionally one who, from the time when he reads his title clear to a railroad pass and a biennial guardianship of state interests, begins to feel his *bill-iary* duct swell to enormous proportions, and whose ambition is fired to link his name to posterity by one or more "Thou shalt not."

Unlike the Jewish lawgiver, our modern statute maker launches upon public laws that do not compare with those that came from the burning mountain, and which, to-day, after ages of experience, stand as models for justice and excellence. Being, in part, the result of a system of bargain and intrigue between

men who have selfish interests to serve, and being often framed to answer some temporary experimental purpose, they neither command nor deserve the respect that is due to wise and wholesome enactments intended to guide public and private conduct.

No doubt, the cause of much bad, superfluous or careless legislation lies in overestimating the reasonable functions of that branch of government. If, in any city, a number of barbers, for instance, desire to close their shops on Sunday, but fear that, if they do so, others may receive part of the custom they relinquish, the legislature is at once appealed to for a statute fixing a penalty on those who open their shops at all on that day to serve their regular customers. In urging its passage, arguments that tear logic up by the roots are made and moral considerations that have no force except to show the inconsistency of those who use them.

Again, because all cannot agree upon how many hours shall be considered a working day, organized labor, which assumes to dictate for all labor, organized or unorganized, not only asks the law-making power to compel fellow laborers to resign the inalienable right of making contracts, but asks that employers, also, shall relinquish a similar right, which is indispensable to the safe prosecution of business.

Thus, the State legislature, as well as Congress, has come to be the place where arbitrary opinion seeks to enforce itself upon honest dissent by power of statute. It is, moreover, the Mecca of cranks of every degree, who, if they can get recognition in no other way, dare arrest by walking on the grass. Other cranks, with more wisdom and more money, spend their time quietly in the third house, where, in the long run, they reap satisfactory profit.

The legislature has grown to be the only place where wrongs are supposed to be righted, and where every inequality of condition, whether moral or physical, can be reduced to its lowest terms. And so the army of informers besiege these halls, where, by appealing to the various weaknesses of members, they hope to set in motion punitive statutes that shall usher in the long-delayed millennium. At present, the cry is for pure food and pure drugs, and it is becoming quite a fad among people who absorb, from hearsay, information that has, by a process of selection, been deprived of the material element of fact. There is supposed to be a strong pressure from the might of public opinion in favor of some stringent law that shall astonish everyone by its remarkable results.

The Ohio idea, after a year or two of blind persistent effort to harass all classes of retail dealers, leaving manufacturing rogues to pursue, unmolested, their unlawful gains, has invaded Michigan and, with an oily persuasiveness, is seeking to extend its influence on members and committees with the same delusive watchword of reform, "*Pro bono publico*."

As usual, the politico farmer is in it for the plaintiff, since he is, by nature, a reformer of other people's manners, as well as products, though his own may "smell to heaven." (That does not, of course, disturb his olfactories.) But the sweet oleo, pure and guiltless of bad odor or association, is the Mordecai that sits at his gate, outraging his sense of

right, and which he insists must be pilloried by law as a pernicious foe to the health of the community. This champion of dairymen contends that every other product of the bovine animal not derived from its milk must be true to name, but nothing must be colored yellow except his own out-of-date butter. He grudgingly admits the respectability and legitimacy of oleo and butterine, and allows them the right to a place in the market provided he can dictate the color of dress to be worn, the label to be attached as a brand of inferiority, and a few other minor humiliating conditions, all in the line of certain negro-phobic legislation of a past generation. The consumer who is to be affected by the proposed law wonders why the color line should be drawn at all, if the coloring of any product to make it appear like the best is *prima facie* proof of false pretense. He fails to see culpability in the use of coloring material to make oleo a thing of beauty to attract buyers, so long as the dairymen has no conscientious scruples in masquerading his December butter in the artistic tint of the yellow June product.

In the light of such persistent attempts by men interested in the manufacture of one food product to persecute by law competitors whose goods are admitted by competent chemists to be in no way injurious to health, we are confronted with an evil that, to thoughtful men, seems worse than the disease reformers now seek to cure by legal penalties. If our future legislatures are forever to be the battle ground where business men must be on the alert at each session to fight encroachments of a sleepless enemy seeking to further his hostile interests, the whole theory of our Government needs an overhauling. So far as carrying on business under these conditions is concerned, we might as well go back again to the times of our forefathers, surrounded as they were by savage foes and obliged to be prepared in field or factory, church or home, to defend by arms an assault sure to come at the most unexpected moment.

But this is not all. In the heated discussions engendered by diverse interests we are liable to lose sight of individual rights, guaranteed by a fundamental law we are all bound to respect. Thus, right and wrong will, in time, become mere abstract terms, standing for nothing that is definite or permanent. Every victory on such a field will lead to more conflicts, because it will carry with it no more moral force than the *coup de main* that succeeds in a ward caucus. We shall then be unable to distinguish the false from the true when all questions concerning personal right are to be settled on such a low ethical basis. A warfare waged on such lines must, of necessity, prove a war of extermination so long as one selfish purpose appears in antagonism to another. It is demoralizing to make the halls of our legislative councils the theater of opposing forces, and our representatives tools to work out schemes of personal or corporate aggrandizement, to the injury of all classes that are too weak to resist. Besides, the mass of dead or obsolete statutes is increasing each year at such a fearful rate that they will, in time, become an avalanche to overwhelm the life of our institutions, leaving us buried, as Rome was in the ruin of her own jealousies.

S. P. WHITMARSH.

GOOD-WILL.

An Asset of Very Uncertain Value.

The good-will connected with the establishment of any particular trade or occupation is the advantage or benefit which it has acquired beyond the mere value of the capital stock, funds or property that are employed in it, in consequence of the general public patronage and encouragement which it receives; or on account of its local position or common celebrity; or of reputation for skill or punctuality; or from other incidental circumstances or necessities; or even from ancient partialities or prejudice. It is a valuable right and may be the subject of contract, and as such has led to much litigation. It is to some of the rules developed in cases lately decided that we would call attention, especially of those who may contemplate the purchase of the business of another.

If the business has been long established, has a location that brings trade, or has been built up by one who could readily re-establish it and become a rival in the neighborhood, and the purchaser desires or is paying for the continuance of his trade, he should provide by written contract for the sale of the good-will as well as the conveyance of the more tangible assets; and also for that other contingent of good-will, the restraint of the seller from doing a like business in that locality, at least for a certain number of years. These we say should be expressly provided for by written agreement, as they are not implied by the mere purchase of the business, lease, etc., and parole evidence of the intention of the parties is not admissible, in case of legal contest arising. Nor does the purchase of the business and good-will preclude the vendor from starting up with new stock and soliciting his old customers. He must be expressly restricted by contract.

One of the main incidents of the good-will of a business is the name under which it has been conducted, and though there is no agreement the buyer can use it, but not so as to expose the seller to any liability as the owner of the business, or as one of the persons with whom contracts would be made; and if the consent to the continued use of the name be merely gratuitous, it may be withdrawn at any time, as the surname is not an element of the good-will of the business, but the purchase of the good-will of a person deceased does not include the right to use the name of the deceased. The good-will of partnership, however, is between them a part of the property of the firm, and where it is dissolved, on transferring to the others all his interest in his business and assets, with the understanding that they are to succeed to the business of the old firm, such sale carries with it the good-will. The firm name here is part of the good-will, and the outgoing partner cannot use it in a like business in that vicinity; but where there were no tangible assets, and mere dissolution, neither had a right to the firm name, composed of their individual names, and each had the right to secure the customers of the old firm. On dissolution of partnership by the death of one, the surviving partners may carry on the business at the same place without liability to account to the legal representative of the deceased for the good-will of the firm and, where he joins in the sale of the stock, fixtures, etc., without words of limitation he cannot maintain an action for the value of the good-will or any portion of it.

The good-will of a business is property that can be mortgaged or sold in connection with the business, but it cannot be sold by judicial sale or otherwise unless it be in connection with the sale of the business on which it depends. It has been held that the name of a paper printed on a certain plant was part of the good-will, and where the plant and good-will of the business were sold under mortgage the editor was restrained from publishing the paper under the old name elsewhere in that locality.

The purchaser of the good-will has a right to rely upon the representations of the seller concerning its value, and where that was a part of the consideration and did not come up to the repre-

sentations, the purchaser has the right to urge it in defense of the collection of a note given for the purchase money; but ordinarily when the purchaser of a business finds there is no good-will, he is without remedy, unless he can show fraudulent representations of fact.

One who buys the good-will and name of a business is entitled to receive letters and telegrams addressed to the firm name, and to the advantages resulting from business transactions proposed in them by customers of the old firm.

Where one sold a saddlery and harness business with the agreement not to carry on such business, it was held that he could not be restrained from selling harness and saddlery at a general store which he opened. Nor does such agreement prevent one from acting as a salesman for another firm in the same line; nor from loaning the purchase money to another to engage in like business. If he is a physician it does not prevent his attending a patient in extremes, or prescribing for a few persons without charge; but he would be liable in damages if he should open an office by himself or with another person in the practice of medicine.

The fact that the receipts of the new business are as large as those of the old firm does not of itself show he is not damaged, but the fact that the other is doing a large business at his new place and the buyer has little trade will be taken as proof of loss. Specific damage must be shown, otherwise the award would be merely nominal. It cannot be shown by deducting value of other items, and the jury would not be restricted to finding the value of the good-will to be the difference, but might exceed it.

In the contract for the sale of the good-will and agreement not to do a similar business, the covenant should be qualified, otherwise it is bad, as being unreasonable and contrary to public policy. Where it is subject to some qualification, either in time or space, then the question is whether it is reasonable, and if so, it is good in law, the point to which the attention of the court is especially directed being the limits of time and space, and the protection required for the trade of the purchaser, this latter requiring the examination of the nature and extent of the trade.

The Professional Beggar.

The professional beggar is always asking for bread, though that staff of life may be among the least of his needs, but it is shrewdly supposed by him that no man will refuse a hungry man bread. A Boston story is told of a certain benevolent business man's remarkable experience with a hungry man. The hungry man came into the benevolent business man's office, told a pitiful tale of starvation, and asked for enough money to get a meal. "I cannot give you money," said the business man, "but I'll give you a meal." Then he took one of his business cards, wrote on it the name of the firm who keeps the restaurant where he is accustomed to lunch, added the words, "Fill this man's order to the extent of 25 cents and charge to me," and signed his initials. The man took the card and went out. Later in the day the business man went over to the restaurant and was greeted by the cashier with a broad grin. "What is it?" asked the business man. "Oh, nothing," said the cashier, "only that tramp of yours came in here, drank five beers and went off!"

An attempt is making in Chicago to prevent married women from holding positions as public school teachers. If such a rule is adopted another should be passed making bachelors ineligible to all positions of public profit.

Money is a power, both for good and for evil. The man who has the least amount of it has the least temptation to use it to his own injury.

Be wise and buy the Signal Five.

A Talk with and about Business Women.

Written for THE TRADESMAN.

In these days when we hear so much about woman and her work, it would seem, almost, as if everything had been said that could be, profitably. Risking the contrary, however, I wish to say something to the business women of today; and, by "business women," I mean all classes who are earning their living by daily work.

We read a great deal about the "impudent shopgirl," and usually the inference is a general one, including the whole army of saleswomen; and the talented ones—talented and valuable in their line—are enraged at the inference. And we read of the "pretty typewriter"—said in a way that infers a great deal and makes the blood of the earnest, honest woman earning her living that way boil with indignation at the slur. And so on through the whole category of women's employment, and there is a feeling of downtroddenness in our hearts, and sometimes one of bitter discouragement, that we are so bravely trying to carry the burdens which used to be considered man's alone, and possibly by our efforts supporting some unfortunate male relative, should be constantly alluded to in a slighting manner. True, in the more advanced—I had almost said the more civilized—communities, this is not now so common. There is some of it still left, however, and shall we look at it in another light and see how much of it is still merited? See whether or no the women themselves—some of them—are not to blame for this state of things, for the chagrin and mortification brought upon the more cultivated class of women breadwinners?

There is no reason why the mercantile talent in some families should not be transmitted to the daughters, as well as to the sons; and where can you point to the successful merchant who did not commence as clerk—or, possibly, porter—in an establishment not unlike his own? And the shopgirl of to-day may be the successful business woman of a decade to come. But the successful business man started to make that his life's work and bent every energy to accomplish that aim; the girl, however, at least in a majority of cases, does this work only as a makeshift while waiting for something better to turn up, or looks at it only as a way to make her living until the chance comes to marry. There is, therefore, among many—I might say most—of them an utter lack of incentive for the best work, and so careless service is the result. Did it once suggest itself seriously to this class that they are working infinite harm to their sex, and could they be made to see that this is really the case, the results might be different. While it needs no example nowadays to illustrate the cause for some of the slurs about shopgirls, I wish to note an instance which came under my notice a short time since, and which largely prompted this article:

I stepped into a fur store to make some inquiries in regard to some necessary repairs upon my cloak. Upon making my business known to the female—I could not name her lady—who came forward, I was both annoyed and disgusted at the impudent manner in which she surveyed me from head to foot, evidently calculating upon the age of the garment in question, which, it must be confessed,

was not of the latest cut. With a hand on each hip, and with head jauntily tipped, she flippantly vouchsafed, "Well, I'm afraid [accent on the afraid] that will cost you about \$—!" After that air and manner, it would not have made any difference if she had said the same number of cents, the work would not have been left there. And that girl had not only been untrue to the trust of her employer, who had placed her behind his counter to help build up and maintain his business, but she had illustrated most thoroughly how one woman can add to the contempt in which some people hold what they are pleased to call the "laboring classes."

At another place, where gloves were purchased, the quiet, ladylike manner of the saleswoman was so agreeable, and her efforts to please so genuine, that there is where my gloves will be bought in the future. I know nothing of her employer—and care less—but that girl has won an admirer who will recommend others to trade with her.

"But," I fancy a salesgirl says, "you don't realize all the provoking things with which we have to contend—cranky customers, domineering floorwalkers, unreasonable employers." I think I do. Grant these things. As to the cranky customers, you are paid for your time, and the more you can overcome that same crankiness, the more valuable is your time to your employer; if he is unreasonable, rest assured that others will notice your worth and in time you may be sought out by other and more appreciative people. A pleased customer is pretty apt to speak of these matters and in unthought-of channels are carried the effects of well-doing.

Now, as to the "pretty typewriter." Did any of you who are so fond of speaking of her in that way—including the slur—ever attempt to learn stenography? If not, try it a little, and if you do not agree with me that the person who successfully grapples it is worthy of some slight consideration, then I will own I am wrong. If brainy, a woman is fortunate; if handsome, so much the better. I admit that there are women stenographers who are a disgrace to their profession in more ways than one; but how many more are there whose characters are above reproach; who are faithful, painstaking helpers to the men who employ them; who are the finishers—if not the authors—of much of the good work sent out by the establishment with which they are connected.

I would say a word in regard to a subject wrongly viewed by too many business and working women. It is this: They do not dress appropriately for their work. What would you think, my sisters, of a business man, clerk or other wise, who came to his work dressed as for a social event? You would promptly put him down as a fool, or one of those nondescripts we call "dudes," and judge his business ability accordingly. Why should not the same criterion be applied to women? In this age of tailor finished women's apparel, nothing could be more appropriate than that style of dress for the business woman. Unobtrusive in appearance, easily kept in order—what more could be asked for the purpose? When I see a woman in a store or office with her hair dressed as for an evening reception, gown any degree of fancifulness short of full dress, I don't wonder that unpleasant remarks are so often

made. Dress as you choose after business hours, but during those hours dress appropriately. I don't mean, necessarily, mannishly; your dress may be stylish, but should, above all, be plainly made.

Women are, as yet, but beginning in the business world, and, as each one adds to the dignity of her work, just so much the sooner will the time come when we shall hear no more the odious innuendoes, now, happily, growing less.

JAEQUELINE.

Handle BICYCLES



Of well-known reputation. You, as a dealer, cannot afford to assist the manufacturer to experiment.

The offer of a large discount means a corresponding reduction in the quality.

We handle only wheels that the quality has been proven by long and continued use.

Agents wanted in unoccupied territory for the

RAMBLER
FALCON
RICHMOND
and
FEATHERSTONE
Wheels

Perkins & Richmond

99-101 Ottawa Street,
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.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—
Green or Dry.

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

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Davis—Davis & McLunis succeed M. W. Davis in general trade.

Parma—Chas. J. Garey succeeds C. R. Townsend in general trade.

Dexter—L. L. James has sold his notion stock to R. H. Honey.

Belleville—Cheesman & Heglund succeed C. Cody in general trade.

Otsego—E. J. Rose succeeds Matthew Barton in the grocery business.

Tecumseh—Shurtz & Mitchell succeed W. W. Shurtz in the meat business.

Dowagiac—E. S. Howard succeeds Spooner & Smith in the meat business.

Byron—E. E. Kohler has purchased the hardware stock of M. D. Comstock.

Nashville—Ingerson & Brattin succeed Frank J. Brattin in the tinware business.

Amasa—J. T. Gibson has purchased the general stock of M. Gleason & Son.

Kalkaska—H. L. Pipp & Co. succeed Pipp Bros. & Co. in the hardware business.

Mt. Pleasant—Donahue & Co. succeed Leahy & Donahue in the grocery business.

Grant—A. Eckerman, the Muskegon druggist, has opened a drug store at this place.

Tekonsha—E. E. Abel has sold his grocery stock to F. E. Allen and F. A. Granger.

Cheshire—H. D. Clarke has opened a grocery stock in one end of the cheese factory.

Owosso—A. W. Prindle has removed his crockery and glassware stock to Howell.

Albion—Henry Young has removed his grocery stock from Eaton Rapids to this place.

Durand—The DeCamp Hardware Co. has purchased the stock of the Durand Hardware Co.

Camden—Moon & Houtz, dry goods dealers, have dissolved, S. W. Houtz & Son succeeding.

Menominee—The drug stock of D. D. Lewis & Son has been closed under chattel mortgage.

Saginaw—Siebel & Bauer, jewelers, have dissolved, Herbert S. Siebel continuing the business.

Clare—Davy & Co. have purchased a lot and will erect a new store building as soon as spring opens.

Chelsea—W. P. Schenk & Co., clothiers and men's furnishing goods dealers, have filed articles of incorporation.

Capac—Springer & Jonas Bros., general dealers, have dissolved, Springer & Jonas continuing the business.

Farwell—Jas. A. McLellan has removed his grocery stock to Sherwood, where he will continue business.

Jackson—Stimulated by their success in the grocery business, Hill Bros. have opened a meat market in connection with their grocery store.

Charlotte—J. B. Gibbons has purchased the jewelry stock of E. P. Clark, who has purchased a new stock with which to resume business at Hudson.

Alpena—Jas. McHarg, meat dealer, and Robert McHarg, grocer and boot and shoe dealer, have consolidated their business under the style of McHarg Bros.

Muskegon—Howard D. Shaw and Joseph A. Hitchcock have formed a partnership and will open a new grocery and bakery under the firm name of Shaw & Hitchcock. A store room in the Dearborn block, adjoining Geo. G. Burdick's hat store, has been leased and the erec-

tion of an addition to the building will be commenced immediately. This annex will be fire proof, 22x42 feet in size.

Albion—The stock of jewelry belonging to Geo. H. Phelps, which was closed by chattel mortgage, held by F. P. DeArcey, of Kalamazoo, is being sold at auction.

Bay City—The Ueberoth Crockery & Wall Paper Co., doing business at this place and also at Saginaw, has reorganized under the style of the Ueberoth-Ellis Co.

Saginaw—The stock of jewelry and fixtures of J. C. Nerreter & Co. have been sold to John Hoheisel & Son, who will move the stock to Owosso, where they will resume business.

Belding—G. B. Sabin has purchased the interest of H. S. Campbell in the electric laundry. Mr. Campbell has taken a position with the Ballou Basket Works as traveling salesman.

Holland—A. C. Van Raalte and L. A. Stratton have formed a copartnership under the style of Van Raalte & Stratton for the purpose of embarking in the agricultural implement business.

Coloma—S. B. Ryno succeeds Dr. W. Ryno & Bro. in the drug, stationery and jewelry business. Mr. Ryno will immediately begin the erection of a store building suitable for his purpose.

Cadillac—E. J. Morgan has purchased a half interest in the hardware stock of John M. Cloud, the pioneer hardware dealer at this place. The firm will hereafter be known as Cloud & Morgan.

Muskegon—H. S. Robinson & Co. have sold the stock in the Economy Shoe House to W. E. Thornton and G. A. Coutchie, who will continue the business under the style of Thornton & Coutchie.

Muskegon—The new wholesale grocery house to be started in the near future by Grant Hamlin and others will be located in the McCracken block, at the corner of Western avenue and Sixth street, near the new union depot and the Goodrich docks.

Ann Arbor—J. F. Schuh recently uttered three chattel mortgages on the hardware stock of Schuh & Muehlig—one in favor of Mrs. J. F. Schuh for \$2,700, another in favor of Andrew Muehlig, of the firm, for \$900, and a third in favor of Moses Seabaet for \$200. The White Sewing Machine Co. thereupon attached the stock on a claim of \$650. A couple of days later, the difficulties were adjusted, Mr. Muehlig buying Schuh's share of the hardware business, while Schuh will continue the plumbing business. Mr. Schuh settled the White Sewing Machine Co.'s claim, and the sheriff accordingly released the stock. All the chattel mortgages were discharged.

MANUFACTURING MATTERS.

Ypsilanti—The Althea Toilet Co. has removed from Detroit to this place.

Hudson—Burk & Miles, of Waupakona, Ohio, have started a cigar factory here.

Grape—Benj. B. Williams has sold his cheese factory to Dunbar & Jenkins, of Samaria.

Samaria—The Samaria Cheese Co. succeeds D. A. Jenkins in the manufacture of cheese.

Detroit—The Welded Steel Barrel Co. has filed articles of association. The capital stock is fixed at \$100,000, divided into 10,000 shares, of which 5,001 are paid in. They are held as follows: Alvinus

B. Wood and Chas. L. Coffin, 2,500 shares each; Geo. H. Lothrop, one share. Port Huron—Hill Bros. succeed Michael Hill in the lumber and shingle business.

Portland—Griffin, Verry & Co. are succeeded by the Portland Furniture Co., incorporated.

Reading—Wm. Taylor has invented a new cheese case, which he intends to have patented.

Battle Creek—Darwin D. Buck succeeds Buck & Hoyt in the manufacture of spring beds.

Sethiton—The creamery here, not satisfied with the outlook for butter, will make cheese this season.

Fulton—James Griggs and E. B. Codman have begun the erection of a new cheese factory at this place.

Linden—Cram & Davenport succeed Davenport & Henry in the planing mill and handle factory business.

Traverse City—The Traverse City Lumber Co.'s mill is running night and day with full crews and is idle only on Sundays.

Frankfort—Howard Seeley, who was engaged in the hoop, stave and heading business at Beaverton, has removed to this place.

Weidman—A band saw is being placed in J. S. Weidman's new sawmill, and the boilers and engine for the planing mill are on the ground.

Kalamazoo—The Model Casket Co. has been organized with a capital stock of \$10,000. The incorporators are O. A. LaCrone, Walter H. Lawson and Wm. O. C. Knapp.

Sheridan—J. H. Steers, of Northville, is negotiating for the purchase of the Davis & Rankin creamery plant here, with a view to converting it into a cheese factory.

Slights—The sawmill of Kelly & Covell started up Monday for the longest run in its history. They will cut 4,000,000 feet, about double the amount of last year's cut.

Ludington—Emery D. Weimer has been awarded the contract to furnish 400,000 feet of white pine timber for the harbor of Conneaut, the timber to be delivered on or before May 30.

Marquette—Flatt Bros. have purchased of the Duluth South Shore & Atlantic Railway some timber near Sidnaw, that was scorched last fall, and will make it into board timber immediately.

Elsie—The Maple River Cheese Co. will begin operations for the season April 8. The company has engaged as maker S. C. Hench, who made cheese last season for Jolliffe Bros., at Plymouth.

Chesaning—Peet & Burgess have purchased the Cold Spring creamery and converted it into a cheese factory. This was one of the original Davis & Rankin creameries, only two or three of which are still in operation in this State.

St. Joseph—The Interstate Power Company has been incorporated for the purpose of utilizing the water power of the St. Joseph River for electrical transmission to the manufacturing plants of South Bend, Niles, Buchanan and Berrien Springs, and of operating an electric railway between South Bend and St. Joseph.

Ludington—Albert Vogel during the past four years has been picking up all the desirable hardwood tracts he could find in this vicinity and in the back country, and is said now to be the largest holder of such properties in Luding-

ton. He operates mills at different points on contract. One of these is Cram & Osborn's mill, at Sherman, where he is having 2,000,000 feet sawed.

Au Sable—A company has perfected a preliminary organization here for the purpose of establishing a wood pulp factory which will utilize all the jack pine in this region. Local capitalists have taken hold of the project, and if a test of the pine for wood pulp purposes proves successful, the factory will be a go. It is expected the old Potts plant will be converted into a pulp factory.

Saginaw—Col. A. T. Bliss has made some improvements at his Carrollton mill and it will be ready for business about April 1, as will also the mill of the Central Lumber Co., of which he is the principal stockholder. He has been receiving logs by rail from Coleman and his booms are about full. A number of million feet of logs are piled up on the railroad near Coleman and will be brought down by rail as needed. He will also receive 12,000,000 to 15,000,000 feet of Canada logs, and possibly 8,000,000 feet which have been cut in Canada by a son of Gen. R. A. Alger.

Muskegon—The Crescent Manufacturing Co., formerly of Detroit, which was secured recently by the Muskegon Chamber of Commerce to locate here, is rapidly getting its factory and grounds in condition for operation. The site is that formerly occupied by the Kirk box factory. The pilings are in for the main building, engine beds and boiler foundations, and for the dry kiln foundation will be put in shortly. It is expected that the factory will be running by May 1, at the latest. The company's agent is up the river buying large quantities of timber used in the manufacture of nail kegs, which are the company's specialty.

Detroit—Some months ago Parke, Davis & Company of this city commenced the manufacture of anti-toxine, the newly discovered diphtheria and consumption cure. The manufacture of this article is a long operation, and it was expected at the time it was commenced that a supply would be ready for use about April 1. March 15 the first experiment with it was commenced. A horse was inoculated with diphtheria germs and a part of the drug injected into his blood. It will take several days to ascertain the effect of the anti-toxine upon him. When this is seen the chemists will know what stage the drug has attained and when it will be ready for use.

From Out of Town.

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

John Strabbing, Hamilton.
H. E. Botsford, Dorr.
W. C. Loomis, Charlesworth.
Rockafellow Mercantile Co., Carson City.
Geo. F. Cook, Grove.

Twenty-eight union men have been indicted by the grand jury in New Orleans for murder in the recent levee trades union riots.

Prints.

P. Steketee & Sons have in stock and transit *Harmony* dark prints which they offer at the low price of 3¼ cents.

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

Use Tradesman Coupon Books.

GRAND RAPIDS GOSSIP.

The style of the Grand Rapids Machine Co. has been changed to the West Side Iron Works.

Willard Purchase succeeds Purchase & VanAllen in the grocery business at 780 South Division street.

Chas. R. Young has opened a grocery store at the corner of South Lafayette and Hall streets. The Lemon & Wheeler Company furnished the stock.

The H. N. Hall Cabinet Co. has removed from 67 South Front street to 286 and 288 Canal street, the former location of the Michigan Vapor Stove Co.

W. A. Stowe has removed his wholesale paper warehouse from 22 South Ionia street to 100 Louis street, the former location of the Tradesman Company.

E. M. Devendorf has purchased the interest of Geo. H. Reeder and John M. Fell in the Grand Rapids Fur Co., dealer in furs at 158 and 160 East Fulton street. The business will be continued by Julius and E. M. Devendorf under the same style.

W. J. Kilpatrick, confectioner at 495 South Division street, has sold his business to Ed. W. Wykes, milk dealer, who will still continue the creamery business. Mr. Kilpatrick has opened a cigar and confectionery store at 65 South Division street.

Brink Bros., dealers in general merchandise at 34 Grandville avenue, have dissolved by the retirement of the senior partner, Wm. Brink. The business will be continued by the remaining partner, Adrian Brink, under the style of Brink's Grocery.

Lyman W. Welch has secured an option on the interest of Wm. S. Earle in the Welch Folding Bed Co. and proposes to merge the business into a stock company under the same style. It is proposed to place the capital stock at \$100,000, all paid in, and subscriptions to a portion of the stock are now open to investors.

Attention is directed to the cash prizes offered by the Retail Grocers' Association, elsewhere in this week's paper, for the best series of contributions on the subject of "Advantages of the Cash System." The prizes are liberal and, as the time given is adequate, THE TRADESMAN expects the responses will be both numerous and praiseworthy.

Gripsack Brigade.

J. H. Gibbons, representing the furniture manufactory of Curtis & Son, Charlotte, is in town for a day or two.

Byron S. Davenport has purchased the handsome new residence at 123 Buckeye street and will take possession of the house the latter part of this week.

E. F. Funk, Jr., formerly with the Dick Manufacturing Co., has gone on the road for the Elliott Button Fastener Co. For the present he will confine his attention to the Chicago trade.

If any of THE TRADESMAN's readers are in need of a traveling salesman, the want can be supplied by applying to Byron S. Davenport, chairman of the Employment Committee of the Michigan Knights of the Grip. Mr. Davenport has on file about 30 applications for situations, representing nearly all lines.

The 5,000-mile mileage book question is yet unsettled, as far as the Michigan

roads are concerned. The passenger agents who met at Detroit last week put it off to some future meeting. These books have been issued in some states and are not very well thought of by railroad men. The scalping and manipulation of passenger rates are now largely done through the aid of mileage books, and to extend the privileges of book-holders would simply extend the chances for scalping. The interchangeable feature of the 5,000-mile books would, it is claimed, add greatly to the trouble and expense of the passenger accounting department. While the traveling men of Michigan are working like beavers for an extension of the book tickets, railroads elsewhere are reducing them. Notice has just been issued by the Erie and Lackawanna roads, withdrawing mileage books altogether. The mileage book is the scalper's friend, and the railroads are not at all inclined to help the scalpers just now.

The present troubles in Cuba remind J. A. Gonzalez of the exciting times on the island during the insurrection of 1867. Mr. Gonzalez was then a young man and belonged to one of the oldest and wealthiest of the Cuban families. His sympathies were with the revolutionists, however, and he became an active partisan, acting with the insurgents and holding a command in their army. The Spanish government poured troops into the island and, after a few hotly contested battles, the rebels were defeated and scattered and the insurrection suppressed. When the disasters came, the rebels, or at least such of them as were able, fled and Gonzalez, with the assistance of influential friends, was concealed in the hold of an American vessel and thus escaped the fury of the government. He landed in New York in midwinter, clad in the lightest of Cuban clothing, with little money, few friends and a stranger to the language of the country. He fell in with a man who offered to guide him to a clothing store and thence to a hotel, and the stranger robbed him of a portion of his money and left him at a cheap tavern. After a few days the fugitive found other Cubans and, with the assistance of friends of his family, was enabled to engage in business for himself. He has never returned to the island of his nativity, but the dispatches telling of the troubles now in that quarter are deeply interesting to him and he hails the prospect of the annexation of the island as something sure to take place eventually, and as a move that will be of immense advantage to the island and its inhabitants, freeing it from the oppressive rule of the mother country.

Purely Personal.

J. M. Peterson, Purchasing Agent for the Buckley & Douglass Lumber Co. and the Manistee & Northeastern Railroad, was in town Monday.

Geo. R. Mayhew, who has spent the winter at Hot Springs, Ark., is on his way home. He is spending a few days with his physician at Ft. Wayne en route.

V. L. Tissera, of Colombo, Ceylon, was the guest of Frank E. Chase and family over Sunday. Mr. Tissera was the official representative of Ceylon at the World's Fair.

J. H. Kennedy, who has been in the employ of the Rockafellow Mercantile Co. (Carson City) for the past ten years, has been elected Treasurer of that cor-

poration. C. R. Culver continues as Secretary of the company.

A. W. Newark, who has recently retired from the Newark & Drury Co., at Cadillac, has taken the management of the Wexford Lumber Co., whose manufacturing operations are at Hoxeyville, and which owns and operates the Osceola, Lake & Wexford railroad. Mr. Newark has had several years' experience in the lumber business and will prove a valuable accession to the Wexford Co.

The Grocery Market.

Sugar—The market is strong and indications lead to the belief that an advance of 1-16c will occur before the end of the week. The market will be likely to rule a trifle higher after April 1, as on that date an advance of 3 cents per 100 occurs on all freight lines, with no differentials.

Rice—Domestic goods are very much firmer.

Corn Syrup—Advanced 2c per gallon, owing to advance on glucose. Jelly has advanced from the same cause.

Oranges—The California fruit is right in its prime now and is being taken readily, just as fast as it can be boxed and loaded. All of the different varieties carry excellently and there is little or no complaint from dealers generally that any loss is sustained by wastage. The solidity of the fruit and prime condition enable retailers as well as jobbers to estimate profits pretty closely and name much lower prices than they possibly could do were they obliged to repack it.

It is safe to buy liberally at present and likewise advisable, for the best quality of fruit will soon begin to grow scarce and, on the wind up, culls and everything will go in without reserve. Catania and Sicily oranges go slow in this market and there will be no more of them here as long as California stock can be had.

Lemons—The arrivals at the different Eastern ports are nearly 90,000 boxes short of last year's offerings for the month of March and, consequently, the somewhat high prices now being realized are the legitimate income of existing circumstances. The fruit being offered is extra fine and dealers will make no mistake in buying one or two months' supply as quickly as possible, as goods that are free from frost will stand up nicely.

Bananas—A strong demand begins to be manifested and the season may now be said to be fairly opened. The wholesaling of this item will be more centralized this season and, if judgment in not overstocking the market is observed, there will be fewer gluts, less dissatisfaction and more profit. Prices are very reasonable at present, considering that all the fruit comes through in Eastman heaters.

Foreign Nuts—Demand weak and the buyer controls price to a large extent.

Dates—Owing to limited demand and heavy arrivals, prices have slumped 1/4c.

Oysters—The regular season closes Saturday of this week and most of the wholesalers will close up their branch in this department, excepting where the fish interest is one of the important factors.

There has recently been imported from the Argentine Republic 500,000 bushels of flaxseed. Not long ago, this article was an extensive export from this country.

Wants Column.

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

BUSINESS CHANCES.

WANTED—PARTNER WITH \$2,500 TO TAKE half interest in established hotel business, paying handsome profit. Full investigation courted. Prompt action necessary. S. F. Saxton, Pomona, Mich. 735

FOR SALE—NOTE GIVEN NOV. 25, 1892 BY John Harwood, of White Cloud. Amount of note, \$52.45 and interest. Tradesman Company, Grand Rapids. 736

FOR SALE—NEW SODA FOUNTAIN, TUFT'S make. Will sell for half price. Address 243 Plainfield avenue, Grand Rapids, Mich. 729

FOR SALE—HOTEL AND LUNCH COUNTER at railroad junction; good business in good location. Apply Lock Box 10, Milan, Mich. 708

TO RENT—APRIL 1, TWO STORES, EACH 24 x 50. One has now been occupied by Wm. Nungesser (undertaker and furniture dealer) for the last ten years. Stores will be rented together or separately. First-class location, 15,000 inhabitants. For particulars address E. Major, 419 River St., Manistee, Mich. 733

WANTED—A LOCATION FOR A GOOD sawmill, capacity 15 to 20 M feet daily, to saw lumber by the M for some responsible firm. For further particulars apply to George English, Pompei, Mich. 732

ONLY DRUG STORE, WELL LOCATED AND doing good business. Good reasons for selling. C. A. Wells, Avoca, Mich. 709

FOR SALE—DRUG BUSINESS AT A BARGAIN. Address A. Eckerman, Muskegon, Mich. 732

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 1,300; competition light; manufacturing town in midst of fine dairy and agricultural country. Address Box 490 Middleville, Mich. 724

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 FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 700

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

MISCELLANEOUS.

WANTED—MEN TO ORDER ON APPROVAL one of the best "ready to wear" suits made at \$13.50, any style cut. Strahan & Greulich, 24 Monroe street, Grand Rapids. 727

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 Block, Grand Rapids. 718

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. 564

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids. 734

SITUATIONS WANTED.

REGISTERED ASSISTANT DRUG CLERK wishes position. Best of references. Address Draw Box No. 4, Allegan, Mich. 730

WANTED—SITUATION BY REGISTERED pharmacist. Enquire 590 South Division street, Grand Rapids. 724

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

ANNIE DAHLMA.

Glimpse of Life in a Chicago Department Store.

From the Chicago Record.

Annie Dahlma's daily life was bound about with fresh leather straps and trimmed with brass nails.

This is an age of specialties, and Annie Dahlma knew all about trunks, valises, handbags and "telescopes." At one end of her little world was a row of large-sized Gladstone bags and at the other there was a barricade of "telescopes," made from stiffened canvas and trimmed scantily with leather. The prices of these ranged from 27 cents to \$1.49, and Annie Dahlma knew them so well that, awakening in the night, she could see them row upon row, and the prices ran through her head whether she wanted to think of them or not—27, 34, 49, 65, and so on up to the large one, "very stoutly built, with three straps, as you see, and it will hold almost as much as a trunk."

A young woman who finds herself, day after day, confined to the small area in a wilderness of "departments" must learn her work thoroughly whether she has an interest in it or not. By the time she has opened the same trunk one hundred times and called attention to the depth of the tray, the handy compartment under the lid, the strength of the hoops and the beauty of the general finish, that trunk has become a companion, if not a friend.

The valises and traveling-bags along the side-shelves she had classified by practice until she knew the length of the fourth one from the end of the second shelf, and, before taking it down to show to the customer, she knew the quality of the leather, the kind of lock and the pocket arrangement of the interior. She called off prices automatically and answered the same questions over and over, until, without realizing it, she had fallen into a parrot way of talking, the same as a child goes through a catechism of whose meaning it has not the slightest conception.

Yet her department in the great store had its advantages. She could walk back and forth along aisles nearly twenty-five feet long, and this moving about is not as tiring as standing behind a small counter all day. Her younger sister, Louise, who had charge of six feet of counter on the noisy floor below, never had a chance to walk around or sit down, and all she had to remember was that there were two qualities of silk gloves. The Clancy girl, who was a neighbor of the Dahlmans, sold picture books in the basement—nothing but picture books. There were twelve kinds of books, with a price and a speech for each kind. She knew how to add and multiply and make change, and, for the purposes of the great store, her business education was complete. To any one of these girls the department 100 feet distant from her own was an unexplored region. Annie Dahlma had no precise information concerning furniture or wall paper, which departments were her neighbors. But she could detect sham alligator from the real leather at twenty paces.

There were hundreds of cooped-up girls in the huge store, which swarmed with shoppers for at least six hours every day. As a rule, they were too busy to meditate over the fact that their work cramped them, both as to space and opportunity. Some of them answered questions lazily along in the late afternoon, but most of them kept their good humor and did not fret because the floorwalkers and assistant managers kept a sharp look-out to see that all the hurrying, undecided, overloaded and flustered women shoppers received prompt and courteous attention.

To a stranger the department store is a great buzzing hive, a chaos of bargains stirred up with a stampede of bargain-hunters. The girls, after they have been at work for a week, hear no noises and see no crowds. In all the hubbub they hear only the conversation of their own customers, just as the telegraph operator in a room with a hundred other operators hears only the click of his own instrument.

To Annie Dahlma one day became like every other day—arrive at the store at 8 a. m.—time-card punched at the door—hurry to the cloak-room—report to floorwalker—open trunks and take down valises for four hours—bell for lunch—half-hour's recreation—back to the little world between the Gladstone bags and the "telescopes"—gong—rush to cloak-room—out into the fresh air with the giggling multitude—long ride home in an overcrowded car, and perhaps stand up all the way.

The floorwalker was a self-contained young man, with waving topknot and the worried look of the man in the geography who has the world on his shoulders. He had risen by sheer merit from the dress goods department. The girls didn't like him but they regarded him with seeming awe whenever he spoke, and then, when his back was turned, exchanged winks and snickered.

It was this floorwalker who one day brought Mr. Charles Heimer through the mystic maze of departments, and, snapping his fingers briskly, said, "Here, trunks, show this gentleman a trunk."

Annie came forward and Mr. Heimer, a big blonde, who seemed rather embarrassed, told her in a choking voice that he wanted to look at a trunk. She began throwing back lids and making speeches and he moved slowly after her, nodding his head.

"Do you want a trunk to stand rough travel?" she asked.

"No, just something to put my clothes in."

"How do you like this for \$7?"

"That'll do, I s'pose," and he reached for his money. Then she asked the address and he gave her a number in West 14th street.

"Why, that's within two blocks of where I live," she said.

"Oh, I guess I've seen you at some of those dances up at the Concordia."

"I guess you haven't," said Annie, rather sharply. "I don't go to those dances."

"Well, I—of course—" Mr. Heimer was not a conversationalist. He was merely an employee in a big electrical apparatus factory.

"Why don't you come to our church fair?" asked Annie, as she handed him the receipt. She spoke merely in the interest of a worthy cause. As he started away he said he would come to the fair. And he did.

* * *

Annie Dahlma, the department store girl, in her dark working gown, with pencil and pad of paper in hand, repeating the dimensions of Saratoga trunks to some crotchety customer who didn't know what he wanted, and Annie Dahlma, in her best gown and ribbons, selling flowers at the church fair, were two entirely different young women.

Charley Heimer had been impressed by the department store girl, and he was more than impressed by the church fair girl.

He went to the church fair because she had invited him, and he had not received any such invitations since coming to Chicago, at least not from a girl who didn't attend the Concordia dances.

She remembered him and spoke to him. As she was selling flowers, of course she had a right to speak to him, whether they had been introduced or not, and, so far as that was concerned, she would have spoken to him anyway. He bought some flowers and she pinned them on his lapel. He stood on one foot and asked her to go to supper with him, and she consented in the interest of church revenues.

* * *

How could the monster emporium of trade, with its train of delivery wagons, its acres of floor space and its army of employees, know that a demoralizing love affair had sneaked into the trunk and valise department. The red-headed monarch could not see with Annie's eyes, and so he did not know that all the brass knobs on the steamer trunks had changed into purest gold, and that Cupid sat smiling on top of the barricade of "telescopes." But he did know that occasionally a blonde young man came to the trunk and valise department and talked with employee 381; that the conversation

consisted largely of grins and averted looks, and that employee 381 seemed to have no success in selling trunks and valises to the blonde visitor.

Now, in common with similar establishments, this house had a strict rule that employees must not devote any of their time during business hours to the entertainment of friends, and so when the blonde visitor had been there four times, to the certain knowledge of the watchful floorwalker, employee 381 was supposed to need a little discipline.

"I must notify you," said he, "that we can't have young men coming here to talk to girls while they are at work. Who was that fellow that just left?"

"None of your business!"

"Look here, young woman, I'll—"

"I don't care what you do—you red-headed old thing!"

"I shall report you."

"Go ahead and report. Do as you please. I hope I'll never see another trunk!"

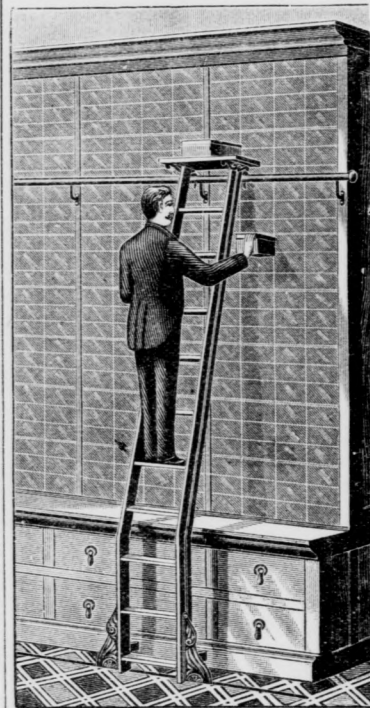
"Humph! I s'pose you've found another job?"

"No."

"Oh, married!"

"Next week. Get another girl to open your trunks."

And that's how one person of the feminine persuasion solved the woman problem.

CYCLE
STEP
LADDER.

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

CHAS. A. MORRILL & CO.,

Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

This is a borrowing age. The government has to borrow money, the croakers are borrowing trouble and even forty days of the spring are Lent.

Notice of Receiver's Sale.

In accordance with an order of the Circuit Court for the County of Kent, State of Michigan, made on the 16th day of March, 1895, I shall sell at public auction, to the highest bidder for cash, all of the real estate of the late firm of Bentley Bros. & Wilkins, consisting of planing mill, saw mill and foundry, together with all of the machinery used in operating the plant of said late firm.

The real estate consists of about five acres of land used in connection with said business, also a house and lot and office and several vacant lots.

In case I do not receive a cash bid of nine thousand dollars or more for said property, I am directed by said Court to continue said sale until further order of the Court.

The sale will take place at the office of the late firm of Bentley Bros. & Wilkins, April 27th, 1895, at 10 o'clock in the forenoon of said day.

W. D. HAYES, Receiver.

Dated, Hastings, Mich., March 19th, 1895.

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE
COCOAS AND
CHOCOLATES

on this continent,
have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

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Europe and America.

Unlike the Dutch Process

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

BREAKFAST COCOA

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

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

Engravings
BUILDINGS
FURNITURE PORTRAITS
PATENTED ARTICLES
MACHINERY
STATIONERY
ANY PURPOSE
TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

THE BACK OFFICE.

Written for THE TRADESMAN.

Advices come from the West to the effect that trouble is brewing in the baking powder camp. The manufacturers have not only got on their high heels, but some of them have mounted stilts and are lording it with a mighty hand over the traders and the public generally, prices for the article being from fifteen cents a pound up.

I wonder if here isn't a place for the Food Commissioner to step in and make things lively. If a quarter of what has been said about baking powders be true, a good way to lower the heels and make the stilts so many reeds is to see how much alum and other such stuff there is in the compounds, impose a heavy fine and compel the making of a pure article. The more overbearing a manufacturer becomes, the greater the need of cutting his comb, and the quicker done, the better.

* * *

"The great trouble with the women of New York," said Dr. Greer, recently, at a meeting in Cooper Union, "is their desire to get things as cheaply as possible." As a result of this, merchants grind down their employes, and, in order to meet the demand, adulteration of goods creeps in, a false standard of living is set up, and then everybody lifts up his hands and wonders what we are all coming to.

If this "great trouble" could be confined to the women of New York, the rest of the world could scowl a bit, and hope the time will come when the New York women will learn a thing or two; but the fact is that the trouble is not confined to New York and the women of that metropolis. The mania for the cheap is as widespread as the women themselves, and this mania—if call it so you must—is going to last as long as the cause producing it exists.

When John comes home and declares: "There, Susan! There's all the money I can possibly let you have for the week, and I do hope you'll make it go just as far as you can," Susan takes the amount, whatever it be, without murmuring and goes out to trade. She feels the spur of necessity and that bill, be it great or small, is made to do double duty. She comes home tired to death, for she has walked to save car fare, and with commendable pride shows what can be done when it must be. It is all very well for Dr. Greer to say the women must stop this race for the cheap; but what has Dr. Greer to do with getting stockings for Tom and gloves for Mary and shoes for Marie and a school dress for Jennie and provisions for the house, the whole to be paid for out of that five dollar bill? The problem is easily stated: needs—not wants—on one side; just five dollars on the other. It's the old formula modified—steal or starve. The woman doesn't propose to do either. The price of the goods must come down. It does, and the family are supplied with the results of adulterations and the sweat shop.

I've lived in this world too long to be told at this late day that a woman likes this beating down process and this buying of the cheap. I know better. Her heart sinks and her soul revolts, but when it is placed before her as a duty, everything is thrust aside and she comes forth conquering and to conquer.

I should like to watch the face of the average woman who has been forced into

this making a dollar go as far as it can be made to go, when her husband says to her, "Mary, let's change the way we've been living and not buy this cheap stuff any longer. Here's \$20—better take \$5 more—and get something that's worth buying. No more sweat shops for us!" I can see the gratitude for a returning respectability as it looks out of her happy eyes, and I can hear her as she says with Simeon, "Now lettest thou thy servant depart in peace."

Is there any danger of the early coming of such a time? To my mind it is here already. None know better than do the majority of women that there is no need of such a condition of things, and they are stopping it in their own sensible way. When John gives her \$20 a week for the house, expecting her, besides, to include therein all her own personal expenses, and spends twice or thrice that sum for his own pleasure, her womanhood rebels. She will earn her own money and free herself from what she abhors—this soul-scorching, soul-warping doling-out process on the part of her lord of creation and the grinding her down to his ukase—and will spend her earnings in her own way, too. She is working on that line now, and she will make it a success; and, one of these days, Dr. Greer will wake up and find—if he hasn't found it out already—that the "great trouble" doesn't lie in woman's desire to get things cheap, but in woman's despairing endeavor to make one dollar do the work of five.

RICHARD MALCOM STRONG.

The fruit of prosperity grows on the tree of industry.

Springtime finds the Signal Five at the front.

Blank Books, Tablets, Stationery.

EATON, LYON & CO.

20 & 22 Monroe St.,
GRAND RAPIDS.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	70	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 5 50	
" " D. B. Bronze	1 00	
" " S. B. Steel	1 10	
" " D. B. Steel	6 50	
BARROWS.		dis.
allroad	\$12 00 14 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50&10	
Carriage new list	70&10	
Plow	40&10	
Sleigh shoe	5	
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
Wrought, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	70
CHADLES.	
Grain	50
CROW BARS.	
Cast Steel	per lb 4
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz out to size	per pound 28
14x52, 14x56, 14x60	28
Cold Rolled, 14x56 and 14x60	28
Cold Rolled, 14x48	28
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/4
Large sizes, per pound	6
ELBOWS.	
Com. 4 piece, 6 in	dos. net 65
Corrugated	dis. 50
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
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 20; 22 and 24; 26 and 28; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10.
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Cleck's	40
" Enterprise	30
MOLASSES GATES.	
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
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
2	1 30
Fine 3	1 60
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	90
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 250
Sciota Bench	60&10
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	60
Copper Rivets and Buns	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs % per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 20
Kip's	dis. 40
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 6
Blacksmith's Solid Cast Steel Hand	30c list 6
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per dos. 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 3 1/4
" " " 3/4	net 3 1/4
" " " 1	net 3 1/4
Strap and T.	dis. 7 1/2
HANGERS.	
Barn Door Kidder Mfg. Co. Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 10
Japanned Tin Ware	10
Granite Iron Ware	new list 40
WIRE GOODS.	
Blight	dis. 80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	6
Manilla	9
SQUARES.	
Steel and Iron	dis. 80
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 3 50 3 50
Nos. 15 to 17	3 50 3 50
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 28	3 65 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 55
Discount, 10	
SASH WEIGHTS	
Solid Eyes	per ton \$30
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	dis. 60&10
Onedda Community, Newhouse's	50
Onedda Community, Hawley & Norton's	7-10 10
Mouse, choker	15c per dos
Mouse, delusion	\$1.25 per dos
WIRE.	
Bright Market	75&10
Annealed Market	75&10
Coppered Market	62 1/2
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanised	2 20
" painted	1 30
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 65
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nicked	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	7 & 10
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 60
Pumps, Clster	75&10 & 5
Screws, New List	80
Castors, Bed a d Plate	50&10&10
Dampers, American	4 & 10
Forks, hoes, rakes and all steel goods	70
METALS.	
Pig TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
600 pound casks	5 1/4
Per pound	6
SOLDER.	
% 24	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 6 00
14x20 IC, " "	6 00
10x14 IX, " "	7 50
14x20 IX, " "	7 50
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	5 25
14x20 IC, " "	5 25
10x14 IX, " "	6 25
14x20 IX, " "	6 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Dean	5 00
14x20 IX, " " "	6 00
20x28 IC, " " "	10 00
14x20 IC, " Allaway Grade	4 75
14x20 IX, " " "	5 7 1/2
20x28 IC, " " "	9 50
20x28 IX, " " "	11 50
BOILER SIZE TIN PLATE.	
14x56 IX, for No. 8 Boilers, per pound	9
14x60 IX, " " "	9



A WEEKLY JOURNAL DEVOTED TO THE
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— BY THE —

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E. A. STOWE, Editor.

WEDNESDAY, MARCH 27.

PARTY GOVERNMENT.

Every form of government has, as the French say, the defects of its qualities. The representative form involves the organization of political parties, and is, consequently, subject to those ills which grow out of an excess of party feeling, on the one hand, and an exclusive and oppressive system of party management, on the other.

If it is true that parties are public necessities, no citizen should be ashamed to declare himself a party man. The independent in politics is, it may be suspected, rather too much inclined to consider himself a superior person. He will tell you, perhaps, that he does not "belong" to any party, but holds himself free to exercise his individual judgment under all circumstances. But suppose every voter asserted and exercised the right of absolute individual independence in politics, would it not often happen that the most popular side of a question would be defeated by the incoherence of its supporters? Government by the majority can only be secured through some organization of the majority, and when that has been accomplished the party exists.

In the next place, it is quite clear that the number of parties in any given country should be small. There is an approach to disorganization and the chaos of conflicting individual opinions, proportionate, beyond a certain limit, to the multiplicity of parties. It should always be possible to determine the question of responsibility; but when representation is divided among a number of comparatively small parties, there is no sufficient sense of responsibility anywhere. Administration under such conditions is compelled to lean upon unstable combinations, and to proceed upon a basis of concessions and compromises which deprive its policy of consistency and force. This tendency has been illustrated by the rapidity with which different ministries have succeeded each other in the history of the present French Republic. It is likely to prove a source of danger in Germany also, where, for a long time, the prestige, the powerful personality and the resourceful genius of Bismarck enabled him to maintain a sufficient legislative support, despite the antagonisms and

complexities of the situation with which he had to deal.

In Great Britain and in the United States there have not usually been many parties in the field. Two parties, representing conflicting theories of constitutional construction, have existed under the Government of this country from the first, and one or the other of those parties has always controlled the administration of its national affairs. They have undergone some changes of name, they have from time to time taken up "side issues," and neither of them has been perfectly consistent; but hitherto they have been separated by one fundamental difference. Just now the solidarity of both these organizations is threatened by a new issue, or rather by an issue which has only of late become of permanent public interest. This issue is presented by the currency question. There is, naturally, not a little anxiety as to what attitude the old parties will occupy in relation to that question in the next general election, but it is observable that the ablest and most conspicuous leaders on both sides are indisposed to try the venture of a third party. In any event, a third party would have no other *raison d'être* than the currency question, and would have to depend upon a following that would be irreconcilably divided in regard to other issues.

After the settlement of the currency question, there will still remain a question of the utmost importance—the question of industrial organization, of the relation of capital to labor. That issue is not confined to this country; it looms up as a portent of trouble in the contemplation of every statesman in Europe. No man can say what the end will be; but the party which stands for the greatest degree of individual liberty, compatible with the security and prosperity of society, will receive the approval of the masses. The Republican party won the moral support of the country by espousing the cause of the colored slave and precipitating a war which struck the shackles from three million serfs. In the meantime a new species of slavery has arisen—the bondage of the worker to the tyrant of trades organization—and it remains to be seen which of the two great parties will have the moral courage to espouse the cause of the white slave and establish, once for all, the freedom of the worker to labor where he pleases, at such rate and under such conditions as he may elect, without incurring the ostracism and antagonism of the union. Until that reform is accomplished, the right to life, liberty and happiness, vouchsafed by the constitution, is a flimsy pretense and our boasted freedom a hollow sham.

DISRESPECT TO OUR FLAG.

It may cause some surprise to the average American that a little Spanish gunboat should have dared to fire upon a vessel flying the American flag, yet such an incident is by no means uncommon. American vessels have been fired on before, both in Cuban and Central American waters. In fact, our neighbors do not seem to hesitate to disregard the respect due our flag whenever they see proper to do so.

The Spanish Government and the little Latin-American republics have so often insulted the flag of the United States, without being punished for it, that the impression has become con-

firmed that nothing short of an actual invasion of our soil would stir us to the fighting point. The Latin-American officials realize that the worst they have to expect as a result of an insult to the American flag is a formal apology, which costs nothing; hence they do not hesitate to disregard American rights whenever they see fit, and our flag commands no respect whatever among them. It is, indeed, a wonder that some of the more ambitious of the Spanish-American republics have not seriously threatened to invade the United States, and we are not sure that the Government at Washington would even then feel called upon to fight.

No doubt the *Alliancia* affair will be settled, as all such affairs have been settled in the past, by a formal apology by the Spanish Government. The officer of the gunboat which did the firing upon the American ship will not be punished; in fact, it is far more probable that he will be promoted.

Were we to demand that the officer should be punished for his offense in firing upon the American flag, and put pressure upon the Spanish Government to compel such a course, the officials of neighboring governments would probably be less ready to override the rights of traveling Americans and insult the flag of the United States. No first-class European power would be satisfied with a mere apology for an insult to its flag. The punishment of the offenders would be insisted on, and our Latin-American neighbors know this fact so well that they confine their insults to American citizens and their flag.

Another evidence of the dislike in which the United States is held by its neighbors is the action of Venezuela in requesting Italy to arbitrate in the dispute with France. The fact of the matter is that our prestige is at so low an ebb in Central and South America that the various countries situated there do not care particularly to trade with us, and resent every offer of mediation in their disputes on our part as an uncalled-for interference.

It is, therefore, high time that there should be a change in our policy toward Latin-America, and we might as well begin with the *Alliancia* incident. Let the Spanish Government be told that not only is an apology demanded, but the punishment of the commander of the gunboat which fired upon the American flag as well. If this is refused, Cuba can be promptly seized. This is the reasonable course to pursue; but, for heaven's sake, let us have no more arbitration, as there is not one chance in a million that any one could be found to decide in our favor, no matter what the merits of the controversy might be.

The Legislature of Massachusetts has sent a committee to investigate the prospects of a removal of the cotton industry to the Southern states. While no formal report has been made, the chairman of the committee states that there is no reason for a removal of the present establishments. Factories for the manufacture of the coarser grades may be built on a limited scale, but this will have no effect on the New England industry. The committee finds that, on account of local rates on railroads, there is no advantage in freights on any considerable amount of cotton over the through rates to New England. Coal, also, is as

cheap at the New England factories as in the South. The factor of cheap labor has been an important topic in the discussion. This is found to have no significance, although there are no regulations as to hours or age of children employed. The low grade of the labor more than offsets any advantages in such regards.

SERIOUS COMPLICATION.

The bluster which followed the *Alliancia* affair at Washington has subsided, and in its place there have appeared evidences of serious uneasiness and anxiety. The trouble with Spain and the dismissal of the Hawaiian Minister have dwindled into insignificance in the light of the latter developments in Venezuela and Nicaragua. This apparently appears to be the view of the case taken by the Cabinet, as that body has had several protracted meetings recently, and there are many evidences that the administration is seriously disturbed over the international situation.

The matters now occasioning uneasiness at Washington are, first, England's demand upon Nicaragua for the payment of an indemnity because of the expulsion last summer, from Bluefields, of Vice-Consul Hatch. This demand is coupled with the threat that if the payment is not made by a certain date, forcible measures will be resorted to to compel payment. These forcible measures will, of course, include the seizure of Bluefields. The second cause of anxiety is the encroachments of Great Britain upon Venezuelan territory, and the many evidences of an understanding on the part of Great Britain, Germany, France and Belgium, by which a simultaneous descent will be made upon Venezuela to enforce either territorial claims in the case of Great Britain, the payment of money due in the case of Germany, or the wiping out of a slight, as in the cases of France and Belgium.

With four European nations, three of which are first-class powers, threatening to invade South American territory, in violation of the teachings of the Monroe doctrine, there is unquestionably food for serious reflection. The United States will be compelled to energetically protest; but, in the event of the protest being disregarded, how will the country maintain its contention that European powers must not invade American soil at any point?

The long and the short of the matter is that, with our present resources, we would not be able to prevent the European powers from invading Venezuela should they seriously determine upon doing so. The United States Government would not dare to submit the question to arbitration, because any contention based upon the Monroe doctrine, which no foreign power recognizes, would of necessity be decided against us.

Under the circumstances, therefore, it is not surprising that the foreign situation should cause the President and the Cabinet much anxiety. Without a large navy and ample defensive preparations, it will be impossible to uphold the teachings of the Monroe doctrine against the first-class European powers. The doctrine must, therefore, be either abandoned, or Congress must promptly set about authorizing a really powerful navy and the construction of adequate coast and harbor defenses.

BEN AND MR. MANNING.

ABBY ANN CAPEN had almost made up her mind to have some butcher's meat for dinner. It was the butcher's day, and any moment he might appear round the turn in the road that led to the village.

Any one would have called Abby Ann a very good-looking woman as she stood in the middle of the kitchen trying to make up her mind absolutely as to the meat. She was tall and well formed; she had an oval face, with what was generally described as "loads" of light hair twisted at the back of her head, and falling in a pretty looseness about her forehead. Her mild blue eyes were pleasant to look at. Still Abby Ann was 35 years old, and unmarried.

In deprecating this fact her friends always explained that, though Abby Ann was real handsome, "'n jest as good as she could be," the men, somehow, didn't seem to take to her. There were people who added to this explanation the remark that the men didn't know anything, anyhow.

It gives me pleasure to record at the beginning of this sketch that at this moment Abby Ann is an engaged woman. As she stands there thinking of meat for dinner, she is betrothed to James Manning, who conducts the cheese factory on the Burnt River Road, and who has had one wife whom he has buried and one wife whom he has not buried, but who has left the Manning home because, as she said, she "couldn't stan' it there another instant." This was felt to be a vague explanation of her departure, but it was all she ever vouchsafed to give.

It was generally understood, however, that she left Mr. Manning for the purpose of going away with an agent for a superior kind of lamp chimney. This agent had traveled through the village, and had returned again and again until Mrs. Manning had departed with him.

Under the circumstances the deserted husband had had no trouble in procuring a legal release from his wife. When he had really "got his bill" he immediately began to go home with Abby Ann Capen from all evening meetings, and to call upon her more and more often.

"Now, I tell you what 'tis," said Abby's mother to her daughter, "I ain't got one grain of respect for any man whose wife runs away from him."

"But, mother," was the response, "he ain't to blame 'cause Cynthy went off with that peddler."

Mrs. Capen shook her head.

"You needn't tell me," she said. "But if you want him to come here courtin' I ain't goin' to make no row. You've be'n of age this sometime, and you c'n do's you please; but I ain't no opinion of James Manning. Jew say you was goin' to hail the butcher?"

"I was thinkin' of it."

"You ain't all run out of vegetables, be you?"

As she put this question Mrs. Capen turned round from the sink where she was washing out a few handkerchiefs and towels. She looked over her glasses at her daughter, and a smile came to her shrewd face as she looked.

"You needn't get no meat on my account," she went on. "I c'n git 'long first rate. I always did like baked p'taters 'n' cream. They're real satisfyin' to me. 'N' pie 'n' cake—I'm doin' all right."

Abby Ann walked up to the sink.

There was a puzzled expression on her fair countenance.

"I d'know how 'tis, mar," she said; "that book on vegetarianism reads all right, 'n' I did make up my mind I never'd touch meat again. But for two or three days I've be'n feelin' so all gone—I didn't know's I was fitted to be a vegetarian. What do you think, mar?"

Mrs. Capen was "sudsin'" a towel up and down in her tub. She replied that she was sure she didn't know what Abby was fitted for, but she knew one thing she wa'n't fitted for, 'n' that was to go over to the cheese factory on the Burnt River Road 'n' live with James Manning.

"Oh, mother, how awfully down on James you be!"

Mrs. Capen laughed. She began to wring out her towel. She said it would be a pity if mother and child should both be in love with James.

The sound of wheels on a rough road was now heard by both women.

"There's the butcher. You'll have to make up your mind about meat."

Abby Ann snatched up a shawl from the table and put it on her head as she ran into the yard. She was just in time to signal to a man driving a white-covered cart.

This man immediately drove up to the doorstep.

Abby Ann walked hesitatingly to the back of the cart, where the meat was displayed. She gave a little shudder as she looked at it, but that "goneness" of which she had spoken urged her on.

"I 'spose you kill all your own critters, don't you, Mr. Hill?" she asked.

"Sartin'," in a jovial tone; "it don't hurt 'um hardly a bit."

"It seems a pity to take life when"—

"Wall," hastily interrupted Mr. Hill, "you wouldn't want to eat 'um alive, would ye? That's one reason why I can't never swallow an oyster—raw, I mean. I keep thinkin' they're swimmin' round in my stummick. Was you lookin' for a piece to stew or to fry, Abby Ann?"

Before she could reply Abby Ann distinctly heard a growl from the front of the wagon.

"What's that?" she asked quickly.

"Shet up, won't ye?" shouted Mr. Hill.

He was not addressing this remark to the woman near him, but to whatever had growled. He now turned to her and said, "'twas a thunderin' dorg he was taking home to knock in the head for Squire Beals.

"That bull-terrier; mebbly you've seen it, though he ain't had it long. It loves to fight better'n it loves to eat. Its jest had a fight with a beast twice its size that was worryin' the Squire's cat. It's all mangled up. Squire told me to take it home 'n make way with it. Did you say you'd have a piece to stew?"

The butcher punched his grimy forefinger into a chunk of meat as he spoke, and remarked that there was a piece "that would go grand in a smother."

But Abby Ann had left his side and gone to the front of the wagon.

On the floor under the seat, and chained to it, was lying a dark brindled dog with blood smeared on its glossy side, with a fragment of skin torn from its forehead, and with a bleeding underlip. He gazed with red eyes at the woman who bent toward him, her fair

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face breaking into a tremor of pity as she looked.

Abby Ann had had a dog when she was a child, a big Newfoundland, who went everywhere with her, who was her dearest beloved, and whom in the very recesses of her soul, unbeknown to her minister or to any one, she expected to meet if she should ever win a home in heaven.

Mr. Hill came round to her side.

"First-rate specimen of the bull-tarrier," he remarked appreciatively; "plucky's all git out."

"Are you goin' to kill him?" asked Abby Ann.

"Sartain," said Mr. Hill again.

Abby Ann was silent for a long time. Her eyes were fixed on the dog that was going to his death because he had fought for a cat. Perhaps he had fought on other occasions. But what of that?

She drew a long breath, shuddering as she did so.

Presently she put out her hand a little way toward the dog. She spoke gently. "Poor feller!" she said.

"Look out!" cried Mr. Hill. "He don't snap at me 'cause he knows I ain't afraid of him, but"—

"I ain't afraid of him either," said Abby Ann. "There! Oh, how you have suffered, ain't you?"

The dog reached forward stiffly until his nose was near the extended hand. Then he gave one lick to the tips of her fingers.

Abby Ann turned to the butcher.

"I guess Squire Beals wouldn't care if you left the dog here, would he, Mr. Hill?"

"Left him here? The old Harry! No, I don't think he'd care, but I ain't goin' to do it, all the same. Ben would chew you up in no time."

"Is his name Ben? I ain't afraid of bein' chewed up. He hasn't got a bad face. He's sufferin' now. Ben, don't you want to live with me? Dear Ben!"

The terrier wagged the end of his tail and whined slightly.

The woman gave a soft little laugh.

"Mr. Hill, you untie him, will you? If Mr. Beals objects to my havin' him I'll see about it myself."

The butcher stared in silence. Then he found his voice and declared that the animal in his wagon'd got to be killed, and that it wa'n't no kind of a woman's dog.

After a little talk of this kind Abby Ann said that she wasn't in the least afraid to loose the dog.

Whereupon she mounted the wagon, Mr. Hill protesting that "if she got bit he wasn't goin' to be responsible."

There was, nevertheless, admiration on his leather face when his companion persisted, saying that she couldn't bear to think of the dog as going to be killed.

Ben instantly stood up, whining with pain as he moved, but greeting his new friend with as much demonstration as was possible for him to display under the circumstances.

When Abby Ann unhooked his chain from his collar she inadvertently grazed a raw place on his body and he instantly snapped at her; and then he licked her hand again in apology, wriggling piteously as he did so, trying to assure her that he hadn't meant it, and that it was only the pain, anyway.

The woman stepped down from the wagon. She turned and held out her hand.

"Come, Ben; you're my dog now."

Mr. Hill once more asserted that he should not be responsible.

Ben stood an instant, dreading to move. His hurts were stiffening. He looked from one to the other of the two people who were gazing at him. He whined again, then he made a leap and landed at Abby Ann's feet, where he crouched, and shivered, and moaned.

She bent over him, murmuring some unintelligible words.

"By George!" said Mr. Hill with great emphasis.

"Abby Ann!" called a voice from the door; "what you doin'?"

"Mr. Hill was expectin' to kill him, mar," was the response, "but I'm goin' to have him."

Mrs. Capen, who remembered old Rover, the Newfoundland, and who therefore had a weakness for dogs, now put a shawl on her head also and came out, the March wind whirling her shawl and her skirts in the most disrespectful manner.

"Mercy sake!" she cried. "Why, he's all blood!"

"Mar," exclaimed the daughter, "jest think, he kinder likes me already! I sha'n't let him go. You can't make me let him go."

The glow on the younger woman's face was beautiful to see. Her shawl had fallen down to her shoulders, and the light hair was ruffling in the wind.

Mrs. Capen wisely made no attempt in the direction of making Abby Ann let him go. She did not intend to begin at this late day to try to control her daughter.

She told Mr. Hill that he might's well tell the Squire that his dog wouldn't trouble him no more. This she said when the attitude of affairs had been explained to her.

"If Ben goes to runnin' back there Mr. Beals 'll make trouble," asserted the butcher. Then Abby Ann gave her solemn word that she wouldn't allow Ben to run back.

Mr. Hill was about to climb up on the seat when he bethought himself that he had not yet sold any meat. He mentioned this fact to the two women. Abby Ann said she had changed her mind; she didn't want any butcher's meat; and the man drove away.

Mrs. Capen, looking down at the dog, assured her daughter that she might reckon on having her hands full now if she never did before.

Then the two went into the house.

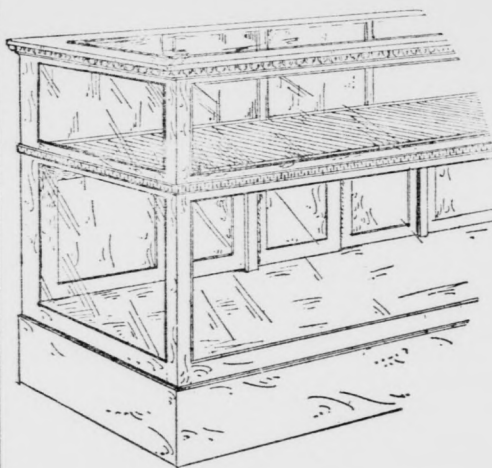
Ben trailed stiffly along behind Abby Ann, who took him into the woodroom and shut him in there. She presently joined him with a roll of white rags, a dish of warm water and a piece of castile soap.

Before she began her work, however, she brought a bowl of milk and offered it to her guest. Ben lapped up a few spoonfuls and then drew back. He glanced up at her deprecatingly.

She sat down on the floor beside him. Sometimes he growled and snapped, but he was invariably painfully sorry for such lapses, and hurried to kiss the hand he had snapped at.

At last his wounds were washed and bound up where they could be bound, and Abby Ann tried to leave him there for repose. But he struggled up to his feet and pushed so decidedly at the door that she let him go with her.

He lay on the carpet beside her all that afternoon; he was in that position



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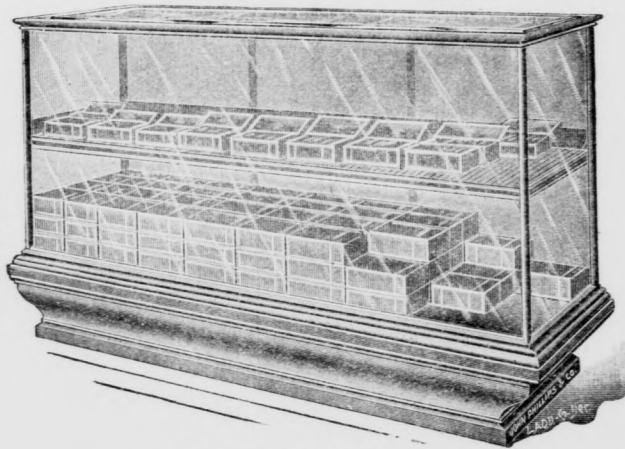
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at night when Mr. James Manning arrived to spend the evening.

When Abby Ann rose, Ben rose also and advanced toward the guest with her. He advanced with much tribulation, owing to his wounds, and he appeared to resent the handshake that ensued.

"What beast's that?" asked Mr. Manning in that disrespectful tone which some people use in reference to dogs.

"It's a dog," said Abby Ann with more crispness than she usually employed in speaking.

"Oh! Whose is it?"

"It's mine."

"Oh!"

Mr. Manning went some distance to make his choice of a chair in which to sit.

The conversation did not begin very briskly.

Mr. Manning was a tall man, his height seeming to be mostly in length of body. His legs had always been bowed a little, and his pantaloons were in the habit of swinging about his ankles in an unbecoming manner. He had a high-featured face, and a way of pursing up his mouth after he had spoken that was extremely irritating to some people.

It was perhaps a little curious that Abby Ann had never until to-day found that trick of Mr. Manning's mouth to be annoying. The man's voice was especially soft and ingratiating. Among the men of his acquaintance it was often said that Jim Manning's voice was all that could ever make any woman marry him.

He sat now at the length of the room and looked over at his companion and at the four-footed creature beside her. He was thinking that he had never seen Abby Ann so pretty as she was now.

He crossed his legs and remarked in his most honeyed tones that "he'd b'en over to mill that day with some rye 'n' injin to grind, 'n' he seen one of his old flames."

Here he gave a slight laugh and then went on:

"It's mighty odd how a man'll stick to his first notions. Now, I always had a notion that I liked light-complected women best, 'n' I always shall. Both of my wives was light-complected rather than dark; but they wa'n't nigh so light's you be."

Abby Ann blushed. Her suitor noted that she didn't look more than twenty-five when she colored in that way.

He impulsively rose and sat down in a chair nearer to her.

As he did so he heard a low growl. He tried to smile. He pushed his chair a few feet further off and said that he s'posed the dog's wounds made him savage.

"He ain't savage to me," responded the woman. She bent over and put her hand gently on Ben's bandaged head. "I guess if you should come up here 'n' not act as if you was afraid he wouldn't growl."

"Oh!" exclaimed Mr. Manning, "I ain't afraid a particle; I ain't never seen the dog that could scare me."

But he did not come any nearer. He tried to take a particularly easy position in his chair, but he had a strong belief that if he should stretch out his legs the dog would think they were too near and would bite them.

He resumed his conversation on the subject of his old flame whom he had met at the grist mill.

He informed his present flame that it had only been a boy-and-girl affair, and that, notwithstanding all that had happened since, he had never really cared for any woman until he had become acquainted with Abby Ann Capen.

"Oh, Mr. Manning!" cried Abby Ann in a low tone; and the color rose again over her face.

"Fact," said the man. "I tell you, you don't know what 'tis when a man actually sees the only woman he has ever cared for."

Naturally Abby Ann did not know; so she said nothing; but her face was so lovely at the moment that Mr. Manning rose and was about to place his chair near that of his companion. He had forgotten the bull-terrier who was lying with his head extended and resting between his paws.

Ben grinned and the lamplight fell upon his shining teeth and his raised upper lip. He growled also.

Mr. Manning retreated, but he controlled himself to such a degree that he was able to exclaim fully:

"Good doggie! I ain't goin' to harm your mistress. I love her, too."

Ben did not immediately lower his lip. Possibly he was attempting to make it known that he also had now met the only woman he had ever loved.

Mr. Manning tried various topics of conversation, but he did not feel at his usual ease, and he resented the way in which his betrothed would put her hand on the dog's head.

The gentleman got upon his feet to go at a much earlier hour than usual.

Abby Ann rose to accompany him to the door, and Ben rose also, whining somewhat as his hurts throbbed with pain.

He kept close to his new friend, consequently there was a very formal farewell between the lovers.

Mrs. Capen, who was sitting nodding over the kitchen stove, heard this departure and roused herself.

"Your beau's in a hurry, ain't he?" she asked, as her daughter came into the room. "I hope he ain't got another girl anywhere. It's astonishing what the women find in that man."

The terrier stood in the middle of the kitchen floor looking at the two as the elder woman chuckled over her own words.

He manifested such a decided inclination to go up the stairs with his new mistress that she let him go, and he lay on a mat all night by her bed.

This was the beginning of Ben's devotion to Abby Ann. Perhaps he had never before known any caressing kindness. At any rate, he was so grateful and so loving that Abby Ann did not have the heart to deprive him of her society; and, indeed, in two or three weeks she would have missed him as much as he would have missed her.

He almost ceased to snap at her when she dressed his wounds, and he was even more overwhelmed with repentance on those occasions when he did snap.

It seemed as if he knew that she had saved him from being "knocked in the head." At any rate, he was profoundly aware of her kindness and gentleness, and he had evidently never before been accustomed to human intimacy, though he had been well fed.

And dogs value intimacy with human beings with a pathetic intensity.

Abby Ann liked to feel Ben's warm body lying at her feet; she liked to have him tracking her everywhere she went, indoors and out; she liked to meet the steadfast gaze of his hazel eyes.

But Ben did not approve of Mr. James Manning, though that gentleman professed an extravagant liking for him, and brought him bones and other propitiatory offerings. Ben took the bones and growled at the giver of them.

"First-rate dog," said Mr. Manning, contemplating him from the end of the

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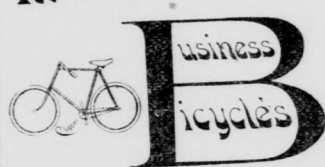
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JOBS IN RUBBERS!

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

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

Just the thing for

= = A LEADER.

room. He added with unctious: "I like him 'cause he likes you, Abby Ann."

So the spring months went on. Mr. Manning and Ben maintained the same attitude toward each other, and their mutual friend grew more and more fond of the terrier. She expected to marry Mr. Manning in September, and she was making tablecloths in the very presence of Ben, who would have torn the linen into shreds had he known what it was.

Mrs. Capen was in the habit of saying that "that there dog'd be pizen'd 'fore he'd been a month on the Burnt River Road, or she'd miss her guess."

To those remarks Abby Ann answered nothing, but if Ben were within her reach, as he usually was, she would put her hand on him and he would turn his head and lick her wrist.

One evening it was getting to be nearly 8 o'clock and Mr. Manning had not come, although this was "his night."

Mrs. Capen was knitting and Abby Ann was hemming a tablecloth. Ben was out for his evening exercise.

Mrs. Capen had just remarked "that 'twa'n't human natur' for Jim Manning to like that dog, though he did pretend to," when, close to the outer door, there was heard a growl, a shout, and then a scuffle.

Both women rushed—the younger one was the first to arrive and to fling open the door.

There was Mr. Manning, not literally foaming at the mouth, but giving that impression to the beholder, and he was ashen in color. And there was Ben, with a firm hold on the man's leg, or rather on the thick cloth of his trousers.

"Oh, what's the matter?" cried Abby Ann.

"You jest take off that darn little cuss of a dog!" shouted Mr. Manning in a voice which was not in the least soft.

"Gracious!" cried Mrs. Capen, a little in the background.

"Ben! what do you mean? Come here, sir! Come here this minute!" cried his mistress.

The dog did not immediately obey. He could not tell her that in the dusk of the yard her lover had opened hostilities by kicking at him.

"Take the cuss off!" again shouted Mr. Manning; and again in the background Mrs. Capen, now with a twinkle in her eye, cried, "Gracious!"

Abby Ann approached still nearer and took hold of Ben's collar, whereupon Ben loosened his teeth and immediately placed himself by the side of his mistress, looking up at her and wagging his tail as if to explain matters.

"Won't you come in, Mr. Manning?" now inquired Abby Ann.

The person thus addressed was trying to smooth his ruffled plumage. He said he was in a kind of a hurry now, but he'd call the next afternoon. And he disappeared rather abruptly into the darkness.

Mrs. Capen took this occasion to call Ben a "good doggie," and she went to the pantry and brought a couple of doughnuts, which she fed to the terrier as if she were rewarding him for something.

She looked furtively at her daughter and saw a flushed, disturbed face. She wisely made no remark.

Mr. Manning came early the following afternoon. Mrs. Capen, before she retired from the room, noticed that their visitor wore a new pair of trousers.

Much to the gentleman's surprise, it was Abby Ann who spoke first.

She said she was sorry that Mr. Manning didn't like Ben.

"Tain't that," retorted the other, "that darn—I mean that dorg don't like me. I've been thinkin' that you'd better make way with him 'fore we git married. 'Tain't safe to have such a critter 'round."

Abby Ann drew herself up. Ben, at her feet, raised his head and looked at her.

"I guess we won't talk on that subject," she. "I'm goin' to keep my dog."

"Be you?" Mr. Manning stood up. "Then I must say that our engagement is broke," he said.

Abby Ann rose, and Ben rose.

"All right," said Abby Ann. "Let it be broke, then. I'd rather have my dog than a man like you any time. Perhaps it would be as well for all concerned if you went away now, Mr. Manning. Ben, he's beginning to growl, 'n' mebbe I can't pull him off another time."

Here Abby Ann laughed.

Mr. Manning departed. His former sweetheart watched him from the window. Ben placed his front paws on the window shelf and also watched him.

Ben's mistress put her hand on his neck, and he wagged his tail and assured her that she would never regret the choice she had made.

It was at this moment that Mrs. Capen entered the room. She announced emphatically that "of all the dogs she'd ever known that bull-terrier was the best." And she brought forward another doughnut.

Perhaps, to relieve the anxiety of the gentle reader, I ought to relate something of the afterhistory of Mr. Manning. In the fall of that year the husband of Mr. Manning's "old flame" and first love was taken ill with pneumonia, and one week later was providentially removed from this sphere, leaving the grist mill in fee simple to his widow. At the urgent solicitation of Mr. Manning she bestowed the grist mill, the water privilege and her hand upon him.

Sometimes when Abby Ann and Ben are out walking they meet Mr. and Mrs. Manning driving in the old express wagon formerly belonging to the present Mrs. Manning's first husband. On such occasions Ben never fails to growl and show his teeth, and when the wagon has gone on he turns to his mistress and—well, if ever a dog laughs, that bull-terrier laughs then—and Abby Ann joins him.

Much in Little.

Courteous attention—politeness—is as much a stock in trade as are shelf goods, nails and the other articles denominated "hardware," for without a certain amount of the former a merchant or clerk cannot sell his goods to advantage or retain patronage. It is the little things that count. A smile and a pleasant word are always returned in kind by the average person—man or woman. The man does not live who cannot be more or less influenced by kindness. It is, or should be, the natural method of intercourse, and is needed in the store quite as much as in the parlor. Business intercourse, at all times, should be free, affably conducted and genuine. The spurious article is readily detected, and as customers look for the former, so when disappointed they transfer their patronage to some dealer who studies politeness to better advantage.

Signal 1, 2, 3, 4, Five.

PUT UP IN TIN.

I X L GOLDEN..... AXLE GREASE

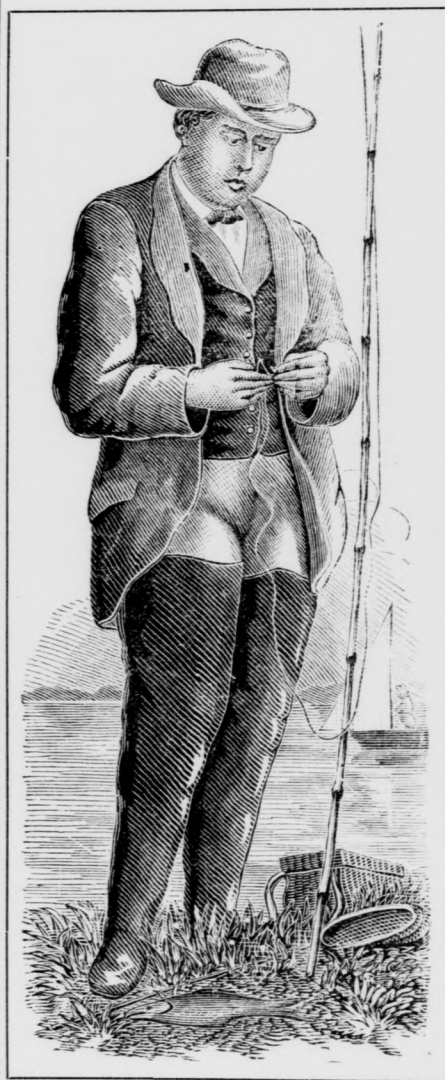
KEEPS AXLES BRIGHT. KEEPS AXLES COOL.
NEVER GUMS.

Guaranteed to Give Satisfaction. Has No Equal. Put up in 1-2-3 lb.
Tin Boxes. Manufactured by

SCOFIELD, SHURMER & TEAGLE, Grand Rapids
MICH.

FISHING TACKLE

.... FOR 1895



Our new Discount Sheet and Catalogue are now ready.

If you have not received one, please advise and it will come by first mail.

FOSTER, STEVENS & Co.
MONROE ST., GRAND RAPIDS

THE GROWTH OF CITIES.

The extraordinary growth of cities is one of the remarkable features of modern civilization. Of course, there have been great cities in every age of the world, but never in the proportion of the present. The reason is plain enough. The growing facilities for travel enable people to get to cities more easily than in former times and the charm of being in a crowd is so great that it is impossible, once having been experienced, to give it up. In earlier times the difficulties of travel and the severe exactions of country life gave the people few opportunities to get to town. Now all is changed, and all the people in a day's travel of any center of population may be said to belong to it. Thousands of people doing daily business in the city reside at their country places in the environs, and the daily shifting of whole suburban populations is one of the commonest features of modern life.

The next addition to it will be the daily outflow of laborers of all sorts from their city homes to work in country places and suburban houses, returning to the cities at night. This sort of thing will go on until practically there will be no more country life, except in the case of those families who enjoy the fad of suburban residences. All the important processes of agriculture will be done by machinery, and but few mechanics will be required to handle the mechanisms. Then but little muscular labor will be required, except at such times as the gathering of the crops, when flocks of laborers will go down from the cities to work for a few days on the farms. And so this sort of thing will go on until there shall be no longer a large population living in the country districts.

Of all animals, man is the most gregarious, the most disposed to assemble and live in crowds. There is a sympathy in crowding together which gratifies all inferior natures. Of course, there are a few self-sustained, strong natures that repel crowdship and avoid it; but the masses of the people are otherwise. And so they find in the city not only excitement, but the sort of people with whom they are in sympathy, and, having found it, they take comfort in it. Thus come

together people who are alike in religion, in manners and customs, in morals, in mind, in physical development, and even in crime. There are cities in which the deformed people seem to get together, and in every city the criminal classes are all more or less associated. The criminal and vicious classes all know each other.

As has been said before, the possibilities of being able to live together in cities were never so great as at present, and as by the increased and improved means of travel people can live in cities, whereas it was formerly impossible, the time will come when all people will live in cities. Take the case of the American Negro. Under the slavery system the Negroes were almost wholly engaged in agriculture, and seldom in manufacturing. As a consequence, the greatest numbers of them resided in the country districts. But with freedom they began to get a taste of the gregarious life in cities, and they are increasing their experience as fast as they can. The excitement of cities is drawing them all the time, and the day will come when all will practically be absorbed in the cities. If the Negroes were not extremely conservative, a virtue which arises chiefly from ignorance and aversion to radical changes, they would have altered their habits much more rapidly than they have; but the transition is working its effect, and will continue to do so.

It is useless to tell any person who wants to try the excitements of city life that cities are overcrowded. They believe that the greater the population, the greater the opportunities for the population; the more people there are to consume, the more people there will be to have their wants supplied; the more there are to work, the more the work that will have to be done. And so they reason. Then the criminal and vicious classes reason that in a crowd there will be a greater market for their wicked arts, and so they all crowd to the cities.

Thus the time approaches when the great bulk of the world's population will be gathered in cities, and the agricultural classes, instead of composing a majority, will comprise a small minority, except at certain seasons, when the machine cultivated crops will have to be gathered and housed. Then the city people will go for a few days down to the country for such a purpose.

FRANK STOWELL.

THEY ALL SAY

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

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

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.

Sap Pails and Syrup Cans.

Net Price List.

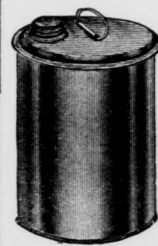
Sap Pails per 100.

	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 646.

260 S. Tonia St., GRAND RAPIDS

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.

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN RY.

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 10:30 pm.

PARLOR AND SLEEPING CARS.

Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G R	7:40am	5:00pm	Ar. G R 11:55am 10:45pm
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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 21, 1894.)

Arrive. Depart.
10 20 p.m. Detroit Express. 7 00 a.m.
5 30 a.m. Atlantic and Pacific. 11 30 p.m.
1 00 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. 10	*No. 18	*No. 20
G'd Rapids, Lv	6:45am	10:20am	3:25pm	11:00pm
Ionia, Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns, Ar	8:25am	12:17pm	5:20pm	1:25am
Owosso, Ar	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw, Ar	10:50am	3:45pm	8:00pm	6:40am
Bay City, Ar	11:30am	4:25pm	8:37pm	7:15am
Flint, Ar	10:05am	3:45pm	7:05pm	5:40am
Pt. Huron, Ar	12:05pm	5:50pm	8:50pm	7:30am
Pontiac, Ar	10:53am	3:05pm	8:25pm	5:37am
Detroit, Ar	11:50am	4:05pm	9:25pm	7:00am

WESTWARD.

For Grand Haven and Intermediate Points. 7:00 a.m.
For Grand Haven and Muskegon. 11:00 p.m.
Mil. and Chi. 7:35 p.m.
*Daily except Sunday.
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 Buffet car.
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	5:00 p.m.
For Petoskey and Mackinaw	5:25 p.m.

TRAINS GOING SOUTH.

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

Chicago via G. R. & I. 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.

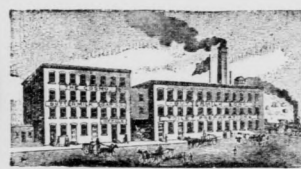
11:40 p.m. train daily, through Wagner Sleeping Car and Coach.

Lv. Chicago 6:50am 3:30pm 11:30pm
Ar. Grand Rapids 2:50pm 9:15pm 7:20am

3:30 p.m. has through Wagner Buffet Parlor Car
11:30 p.m. train daily, through Wagner Sleeping Car

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a.m. 9:50 a.m.
1:00 p.m. 1:15 p.m.
4:40 p.m. 5:20 p.m.

C. L. LOCKWOOD, General Passenger and Ticket Agent.



BUTTERMILK TOILET SOAP

IMMENSE FACTORIES

PAPER BOX FACTORIES

—ONE MAMMOTH PRINTING PLANT.—

\$250,000.00 SPENT IN ADVERTISING.

The best Goods in the World for the Money.

THE LARGEST SALE OF ANY TOILET SOAP IN AMERICA.

BEWARE OF IMITATIONS.

THE GENUINE IS PUT UP LIKE THIS.

Unscrupulous Manufacturers and Dealers, without sufficient energy to push anything original, get up imitations to deceive the public, and try to make money off our advertising efforts. Such dishonest methods will put out dishonest goods.



We have United States Court decisions in New York and Philadelphia, and two Circuit Court decisions in Chicago, sustaining our Trade Mark

"Buttermilk,"

and we are after others.

We guarantee every cake of "Buttermilk" Soap, as well anything else we make.

SOLD BY ALL JOBBERS.

\$200.00 REWARD

FOR PROOF THAT ANY MANUFACTURER HAS SOLD IMITATIONS AS AND FOR OUR GOODS

\$100.00 REWARD

FOR PROOF THAT A JOBBER HAS SOLD AN IMITATION AS AND FOR OUR GOODS.

\$50.00 REWARD

FOR PROOF THAT A DEALER HAS SOLD TO CUSTOMERS IMITATIONS AS AND FOR OUR GOODS.

COSMO BUTTERMILK SOAP CO., CHICAGO.



MONARCH BICYCLES!

Absolutely the
Best that Money
Can Produce

LIGHT
STRONG
SPEEDY
HANDSOME



FIVE
MODELS

Weight
18 to 25 pounds

Prices
\$85 to \$100

Send for Catalogue

MONARCH CYCLE COMPANY

FACTORY AND MAIN OFFICE, Lake and Halstead Sts.,
RETAIL SALESROOM, 280 Wabash Avenue, **CHICAGO.**

Grand Rapids, Mich., Agents, ADAMS & HART, 12 West Bridge St.

Detroit Branch, GEO. HILSENDEGEN, Proprietor, 310 Woodward Avenue

FOOD
FOR
CRAZY
CRANKS

You Do Not Need

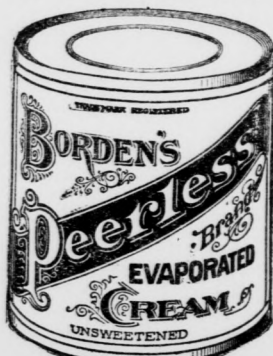
Because you are neither crazy nor a crank. But try a free dose of our FOOD FOR THOUGHT. 'Twill build up your business system. Here is a sample of it:

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.

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 is not disagreeable in flavor.

It does not thicken with age.

It does not spoil.

Prepared and guaranteed by the . . .

NEW YORK CONDENSED MILK COMPANY

For Quotations See Price Columns

OWN THE FIELD.

Attitude Assumed by the Bell Telephone Co.

"The Bell Telephone Co. created and developed the telephone business of this country," remarked a representative of the Bell Company to THE TRADESMAN the other day, "and we propose to act on the assumption that the field is ours and that we are entitled to all the emoluments due the originator of a new idea and the creator of a new business."

Such being the theory of the Bell Company, it is evidently the intention of that corporation to forestall competition by reducing rates to such a point that competing companies cannot do business except at a loss. Wherever no competition appears, the old rates are to be maintained, but in those localities where competing companies attempt to acquire or divide the telephone business, rates are to be made which will prove to be an effectual barrier. For instance, at Lafayette, Ind., the Bell Co. reduced the price of annual service to \$1 per year, but the business public insisted that it had had enough of the Bell Co. and turned the telephone business of the city over to a rival company. The situation in this State, so far as THE TRADESMAN'S information goes, is as follows:

Grand Rapids—Long distance telephones will be reduced, April 1, from \$100 and \$90 to \$80 and \$72. Office 'phones will be reduced from \$50 to \$48 and residence 'phones from \$40 to \$36, with a minimum price of \$18 where the subscriber is willing to go on a line with other users. Subscribers who use a large number of 'phones, like railway companies, are made prices ranging from \$20 to \$30 per year, while special private telephones have been reduced from \$10 to \$5 per year.

Three Rivers—The price on Bell telephones has been reduced one-fourth on account of the new competition here.

St. Joseph—A few weeks ago the Gililand Telephone Co., of Chicago, was granted a franchise here, and was to charge \$24 a year for the use of telephones in business houses. The Bell Company, which has for years been charging \$48 a year, now announces that it will furnish them for \$18. Still lower rates are expected.

Manistee—The Michigan Bell Telephone Co. has notified its patrons in this city that on and after April 1 the telephone rentals will be permanently reduced to \$36 and \$24 per annum for business and residence telephones, respectively.

Traverse City—Manager Barry, of the Bell Telephone Exchange, has returned from Detroit, whither he went in response to a call from the Michigan Bell Telephone Co. He announces a reduction in the cost of telephone service to \$36 and \$24 per year, for business and residence telephones, respectively.

The Grain Market.

Contrary to all expectation the wheat market has been on a continuous decline during the week, instead of an advance, as could be reasonably expected, taking all the facts into consideration; but the market had on one of those erratic fits which caused it to go contrary to all known rules in the trade. One of the prominent reasons was that no one wanted to invest in the article when so many had tampered with it and got hurt. The ruling feeling seems to be to let wheat alone, although everything points to stronger and higher prices. When wheat is selling at country points at within 1 or 2 cents of Detroit or Toledo prices, it shows there is something radically wrong and this state of affairs does not exist alone in this locality but in the winter wheat section generally. Prob-

bly one of the potent factors for depression is the large amount of visible, amounting to 76,000,000 bushels, and a new crop within fifteen weeks. Our visible should decrease 2,000,000 bushels weekly from now until the new harvest, to get it down to a point where it could be handled and not act as a bugbear to depress the market as it has. However, when lake navigation opens up, we can expect to see the mountain of wheat in Chicago diminish—that is, unless all signs fail.

Corn has remained very steady and firm, irrespective of wheat.

Oats are also stronger, although the demand is hardly up to what it should be. Why oats should remain so firm is one of those peculiarities of the trade which we cannot account for.

Receipts during the week were 90 cars of wheat, which is another unusually large amount. There were 19 cars of corn received and five cars of oats.

C. G. A. VOIGT.

CURRENT COMMENT.

It is a startling commentary on the condition of municipal government that a grand jury should bring indictments at one time against an inspector, four captains, three ex-captains and a large number of subordinates of the police of a great city like New York. The sensation which would naturally attend such an occurrence is forestalled, in great degree, by the long investigations and their developments which have preceded it. These were men set apart as guardians against crime. That occasionally one such should fail in his trust is, of course, to be expected, but when so large a number, including so many in responsible positions, are overtaken in crime themselves it is reason for the gravest concern.

The fact that Congress, in the bill designating the basis for an international silver conference, confined it to "any international conference with a view to securing internationally a fixity of relative value between gold and silver as money, by means of a common ratio between these metals, with free coinage at such ratio," seems likely to interfere with the probability of any conference, unless the President shall use the authority, which he undoubtedly has, to appoint delegates not absolutely committed to the free coinage part of the proposition. Recent statements of the British ministry indicate that that country will not join in a conference on that basis, even if Germany, with whom the initiative seems to be left, should call one. It seems a pity that the extremists should interpose such an obstacle to the conference by insisting on an *a priori* decision of the most important questions at issue.

On account of the failure of appropriations the State University and normal schools of North Dakota will close April 1. It is unfortunate for the educational interests of that State, as the Legislature is not expected to meet again for two years.

The beet sugar crop of Europe is estimated at 4,910,000 tons. This is an increase of 26 per cent. over that of last year and 43 per cent. over that of two years ago. Much of this increase is owing to the bounty policy of the German government.

The demand for oranges caused by the failure of the Florida crop has brought a supply from a new and unexpected source. Tri-weekly shipments, amounting to six car loads, have been received from La Brea Jalisco, Mexico, for the St. Louis market. These oranges are said to be equal in flavor to either the Florida or California fruit. Material for boxes in which to ship has to be sent to Mexico from this country.

One day last week 138 diamond cutters were landed from two vessels at Ellis' Island and detained for violation of the contract labor law. Of this number 53 were returned to Antwerp. The firms engaging them are liable to heavy fines.

Nelson Morris, the great packer and exporter of cattle, denies the statement made by the French authorities that the market for American beef was merely nominal in that country. He states that the trade of his company and of many others was extensive and very satisfactory and that no fault had been found with the inspection. He ascribes the exclusion of American cattle to the jealousy of the French agriculturists.

According to the British reports the increase in the shipment of woollens for the months of January and February of this year is four times in value and five times in quantity over the same months of last year. The aggregate value of all the imports reported is more than 100 per cent. increase for the two months and at the same rate will amount to \$51,500,000 for the year.

It is often told of Horace Greeley that on account of his bad writing a discharged employee used his notice of dismissal for a recommend, on which he secured employment elsewhere. THE TRADESMAN regrets to learn that a bit of bad wit has served a similar purpose in the hands of a would-be employee of THE TRADESMAN. In the note declining his services the statement that THE TRADESMAN could not employ him because its "subscription list was full" was thought to be rather a neat sarcasm. It is quite a surprise to learn that two contemporaries have tried the gentleman on the strength of the recommend(?)

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¢ per lb., according to quality. There is a scarcity of choice stock and an enormous surplus of low grade and unmerchantable goods.

Beets—Dry, 30¢ per bu.
Cabbage—50¢ per doz.
Celery—25¢ per doz., according to quality.
Cranberries—\$3.35 per crate.
Eggs—12¢ per doz. The supply is large, but the demand is strong, owing to large consumption consequent upon the low price so early in the season.

Lettuce—12¢ per lb. Weaker and lower.
Onions—Dry stock is scarce, except poor stock, which is in ample supply. Dealers pay 55¢ per cwt., holding at 10¢ per bu.

Parsnips—50¢ per bu.
Potatoes—The market is even stronger than a week ago and prices have jogged up about 5¢ per bu. The shipping demand from Southern points is increasing daily and reports of injury to potatoes in the pit are so frequent as to lead to the belief that potatoes will be potatoes before another crop is harvested. Handlers pay 55¢ per cwt. with still higher prices in prospect.

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

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

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		5	7
" H. H.		5	7
" Twist		6	7
Boston Cream	8%		8
Cut Loaf			8
Extra H. H.	3%		0
MIXED CANDY.			
	Bbls.	Pails.	
Standard	5	6%	
Leader	5%	6%	
Royal	6	7%	
Nobby	7	8	
English Rock	7	8%	
Conserves	6%	7%	
Broken Taffy	baskets	7	
Peanut Squares	"	7	
French Creams	"	9	
Valley Creams	"	12%	
Midget, 30 lb. baskets	"	8	
Modern, 30 lb. "	"	8	
FANCY—in bulk			
		Pails	
Lozenges, plain		8%	
" printed		9%	
Chocolate Drops		11	
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		8	
Sour Drops		8	
Imperial		9	
FANCY—in 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		60	
Peppermint Drops		60	
Chocolate Drops		65	
H. M. Chocolate Drops		75	
Gum Drops		35@50	
Licorice Drops		1.00	
A. B. Licorice Drops		75	
Lozenges, plain		60	
" printed		65	
Imperial		70	
Mottos		70	
Cream Bar		55	
Molasses Bar		50	
Hand Made Creams		80@90	
Plain Creams		60@80	
Licorice Creams		90	
String Rock		60	
Burnt Almonds		90@125	
Wintergreen Berries		60	
CANDIES.			
No. 1, wrapped, 2 lb. boxes		34	
No. 1, " 3 "		51	
No. 2, " 2 "		28	
ORANGES.			
California Seedlings—126		2 60	
150, 176, 200, 216		2 75	
250		2 50	
Fancy Navels—112		3 00	
Gum Drops		3 50	
126		3 75	
150, 176, 200		3 75	
Choice stock, 25¢ per box less.			
Messina Oranges, 200		3 20	
Catanias—Flats, 100		1 50	
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 10 lb.		13	
" 30 lb.		14	
" extra 14 lb.		12	
" bags		6%	
Dates, Pards, 10-lb. box		2 7	
" 50-lb. "		2 8	
" Persian, G. M. 50-lb. box		2 5	
" 1 lb Royals, new		2 7 1/2	
NUTS.			
Almonds, Tarragona		2 14	
Almonds, soft shelled		13%	
California, soft shelled		12	
Brazil, new		2 7 1/2	
Filberts		2 10	
Walnuts, Grenoble, old		2	
" French		2 12	
" Calif.		2 12	
" Soft Shelled Calif.		2 13	
Table Nuts, fancy		2 10 1/2	
" choice		2 8	
Pecans, Texas, H. P.		2 11	
Chestnuts		2	
Hickory Nuts per bu., Mich.		4 00	
Cocoanuts, full sacks		4 00	
Butternuts, per bu.		3 4	
Black Walnuts, per bu.		3 4	
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 6 1/2	
" Roasted		2 6 1/2	
FRESH MEATS.			
BEEF.			
Carcass		6 @ 8	
Fore quarters		5 @ 6	
Hind quarters		7 @ 9	
Loins No. 3		9 @ 11	
Ribs		9 @ 11	
Round		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		7 @ 8	
Lamb		8	
VEAL.			
Carcass		5 1/2 @ 6	

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 W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
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Grand Rapids Pharmaceutical Society.
President, John E. Peck; Secretary, B. Schrouder.

WHY BLAME THE DRUGGIST?

Written for THE TRADESMAN.

"Good evening, Doctor!" And in blew my friend, Doctor Starkey, icicles on his mustache, his great fur coat a mass of snow—the incarnation of the storm raging outside my comfortable quarters.

"Rather a bad night for you to be out, isn't it?" I asked, pushing him a chair near the register.

"Yes, but doctors have little choice as to weather, or time either, for that matter," replied he. "How long before you close up?" he enquired.

"Not for an hour yet," I answered, glancing at my watch.

With that he handed me a paper he had taken from his pocket, saying, "Will you please fill this prescription at once, and James will call for it long before the hour's up? Place an exact copy of it in the box, beneath the powders, and do not fail to have it ready, as it is important. I've a long cold drive before me; I'm going into the country and may not get back until morning. Good night." And, bowing to mutual friends seated near, with whom he was well acquainted, he passed out into the darkness.

Excusing myself to the loungers, I stepped behind the prescription case, turned the gas high and spread out the formula before me. It read as follows:

Rx. Potass. Nitrat. grs. xii.
Ipecac Pulveris grs. viii.
Morphia Sulph. grs. xx.
Fiat pulvis in chartulas decim. dividendus.
SIGNA—One powder every hour as directed.

STARKEY, M.D.

My involuntary long-drawn whistle attracted the attention of my visitors, as I carefully held the paper nearer the light and scanned it closely.

"Step here a moment, Mr. Halstead" (addressing the eldest of my visitors) "and pass your opinion on this."

He came forward and looked at the paper carefully. After a moment's hesitation, he said, "Well, I would not dare to send that prescription out of my store, unless the physician who wrote it carried it in person."

"But you heard him say that it is important, and that his servant will call for it soon," said I.

"Yes, I heard him say that, but it is now doubly important that you treat the doctor's twenty grains as an error. You and I both know that each of those powders, as prescribed, would contain two grains of morphia, which, given every hour to an adult—well!" (with a significant shrug of the shoulders) "there'd be 'death in the pot' sure, and probably before the doctor's return. One fourth of a grain is the usual dose of morphia, you know; and evidently this patient has some kind of fever. Here is a case demanding your best judgment, and you will be censured if you do not use it."

"The man has certainly blundered," said I. "I have it!" I suddenly exclaimed. "I will take the responsibility of changing that twenty grains of morphia to

three grains, and, with that change only, I will put up the ten powders and will say nothing. I want you to see me weigh it out, that I may call you for a witness, if necessary. You see the fix I'm in. I couldn't find Doctor Starkey now if the life of his patient depended on it; and, although I might hold the prescription, visit the family and make explanations—well, either horn of the dilemma would injure the doctor and, besides, might prove fatal to the patient. At all events, I must protect the good name of my friend."

I accordingly carefully copied the original prescription, numbering both alike, and folded and placed the exact copy in the box beneath the powders, reserving the original to be placed on file, on the margin of which I wrote with ink, in parenthesis, "Morphia sulph. changed to grs. iii."

Doctor Starkey's servant, James, came before my hour for closing, as the doctor had said he would. Upon questioning him regarding the patient, I learned that it was the 16-year-old daughter of a wealthy gentleman living in the suburbs of the city, and that she was supposed to be dangerously ill.

I retired that night with a clear consciousness of having performed my duty.

* * *

Amid the noise of the warring elements, the furious pull of my nightbell brought me to the door of my residence, where the terrified and angry countenance of Doctor Starkey confronted me. As he stepped inside, I closed the door and glanced at the clock. It was half past one. He was about to speak but I motioned him to follow me across the hall and into my private office. Drawing a chair for my visitor, to which he paid no attention, I seated myself in front of him. I saw that he was fearfully agitated, as he stood looking me angrily in the face. He was the first to speak.

"Merciful heavens, Harvey, what have you or I done this night!" he exclaimed. "One of us will be held responsible for the death of Miss Langworthy! My God! I fear I can't save her!" and his clenched hands trembled with despair. "I found her in a deep sleep when I got there, the first sleep she has had for forty-eight hours, from which condition it seemed impossible to arouse her. In my trepidation and anxiety I suspected an error; yet the peculiar petechia from morphia was absent, and the profuse perspiration and condition of the pulse were in her favor. I looked at the copy of my prescription. It reads, 'Morphia sulph., twenty grains!' Here it is, sir, to confront you. Twenty grains! Enough to kill three or four persons! Now, what do you say to that? Do you know, positively, whether you copied my prescription correctly, or who has made this fearful mistake? And if I did write twenty grains, would you not, as a competent druggist, know it meant death to divide that into ten powders and give one every hour? You, sir, must bear the responsibility! I could not have made such a serious blunder! As I say, I made ineffectual efforts to arouse my patient. I then informed the nurse, without exciting suspicion or comment, that it was necessary to give her some strong coffee at once. She quickly prepared it and I succeeded in administering a cup and a half before leaving the house. Now, I want you to go right back with me, and we will walk her about the room, if pos-

sible. Fortunately, James lost his way in the storm and did not deliver the medicine to the nurse until nearly midnight, or the patient would have been past help, or had I been detained until morning, I should have found her dead! But she has already taken two of those powders, which means she has swallowed four grains of morphia!" And the man, still standing, reached forward and grasped my arm like a vise, awaiting my reply.

He had spoken so rapidly and disorderly that I had had no opportunity to utter a word. Now, as he paused, his eyes dilated and fixed piercingly on mine, as if he would read my very soul, I said: "Hear me, Doctor. Probably no one is really blamable. But let me say to you, first, to relieve your wretched anxiety, that Miss Langworthy will not die from the effects of the medicine, whatever else may happen. She has taken only about three-fourths of one grain of morphia, instead of four, accord-

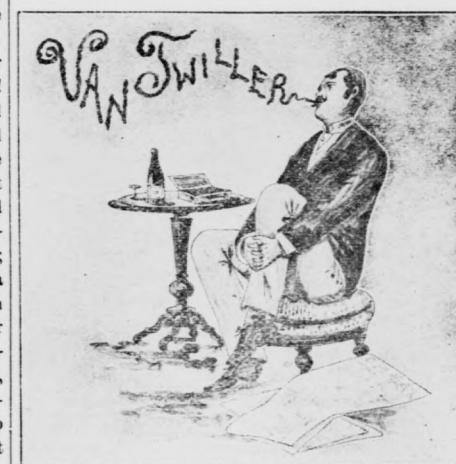
[Continued on page 22.]



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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

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"W.J. FLORENCE" PEER OF
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GRAND RAPIDS. SOLE AGENTS.

Mail and telegraph orders receive special attention.

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.

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

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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Wholesale Price Current.

Advanced—Nitrate Silver.

Declined—Lard Oils, Gum Opium.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoleum German.	65 75	Aloes.	50
Boric	15	" and myrrh	60
Carbolicum	21 31	Arnica	50
Citricum	41 41	Asafetida	50
Hydrochlor	10 12	Atrope Belladonna	60
Nitricum	32 5	Benzoin	60
Oxalicum	10 12	" Co.	50
Phosphoricum dil.	20 20	Sanguinaria	50
Salicylicum	70 75	Barosma	50
Sulphuricum	1 1/2 5	Cantharides	50
Tannicum	1 40 21 60	Capicum	50
Tartaricum	30 33	Ca damon	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	42 6	Bi Carb.	15 18
" 20 deg.	62 8	Bichromate	13 14
" bonas	132 14	Bromide	40 43
" iodum	132 14	Carb.	13 15
ANILINE.		Chlorate (po. 17 19)	16 18
Black	2 00 2 25	Cyanide	50 55
Brown	80 10	Iodide	2 90 23 00
Red	45 50	Potassa, Bitart. pure	23 25
Yellow	2 50 23 00	Potassa, Bitart. com.	15 15
BACCAS.		Potass Nitras, opt.	82 10
Cubese (po. 25)	20 25	Potass Nitras	72 9
Juniperus	82 10	Prussiate	28 30
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	22 50	Althae	23 25
Terabin, Canada	45 50	Anchusa	12 12
Tolutan	35 50	Arum, po.	20 25
CORTEX.		Calamus	20 20
Abies, Canadian	18	Gentiana (po. 12)	82 10
Cassia	12	Glycyrrhiza (pv. 15)	16 18
Cinchona Flava	18	Hydrastis Canaden.	20 30
Eunonymus atropurp.	30	(po. 35)	20 30
Myrica Cerifera, po.	20	Hellebore, Ala. po.	15 20
Prunus Virgin.	12	Inula, po.	15 20
Quillaia, grd.	10	Ipecac, po.	1 30 21 40
Sassafras	12	Iris plox (po. 35 23)	35 40
Ulmus Po (Ground 15)	15	Jalap, pr.	40 45
EXTRACTUM.		Maranta, ks	35 40
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	33 35	Rhei	75 100
Haematox, 15 lb. box	11 12	" cut.	21 75
" 1s.	13 14	" pv.	75 135
" 1/2s.	14 15	Spigelia	35 38
" 3/4s.	16 17	Sanguinaria, (po. 25)	20 20
FERRU.		Serpentaria	50 55
Carbonate Precip.	2 15	Senega	55 60
Citrate and Quinia	2 3 50	Similax, Officialis. H	2 40
Citrate Soluble	2 80	Scilla, (po. 35)	10 12
Ferrocyanidum Sol.	2 50	Symplocarpus, Fosti-	2 35
Solut Chloride	2 15	dus, po.	2 35
Sulphate, com'l.	92 2	Valeriana, Eng. (po. 30)	2 25
" pure	2 7	" German	15 20
FLORA.		Ingber a.	18 20
Arnica	12 14	Zingiber j.	18 20
Anthemis	18 25	SEMIN.	
Matricaria	18 25	Anisum, (po. 20)	2 15
FOLIA.		Apium (graveleons)	14 16
Barosma	14 30	Bird, is	40 6
Cassia Acutifol, Tin-	18 25	Caru, (po. 18)	10 12
nively	25 30	Cardamon	1 00 21 25
Salvia officinalis, ks	12 20	Coriandrum	12 14
and ks	82 10	Cannabla Sativa	42 5
Ura Ural	82 10	Cydonium	75 100
GUMMI.		Chenopodium	10 12
Acacia, 1st picked	2 60	Dipterix Odorata	1 80 22 00
" 2d	2 40	Foeniculum	2 15
" 3d	2 30	Poenogreek, po.	6 8
" sifted sorta.	2 20	Lini	3 1/2 4
" po.	60 80	Lini, grd. (bbl. 3 1/2)	3 1/2 4
Aloe, Barb. (po. 60)	50 60	Lobelia	35 40
" Cape, (po. 20)	2 12	Pharlaris Canarian	42 5
" Socotri, (po. 60)	2 50	" kapa	42 5
Catechu, is, 1/4s, 1 1/4s	2 10	Sinapis Alba	7 8
(16)	2 10	" Nigra	11 12
AMMONIA.		SPIRITUS.	
Ammonia	55 60	Fruiment, W. D. Co.	2 00 25 50
Asafetida, (po. 50)	50 6	" D. F. R.	2 00 25 25
Benzoinum	50 55	Juniperis Co. O. T.	1 25 21 50
Camphore	44 50	Saacharum N. & S.	1 75 23 50
Euphorbium po	35 10	Spt. Vinl Gall.	1 75 26 50
Galbanum	22 50	Vinl Oporto	1 25 22 00
Gamboge, po	65 80	Vinl Alba	1 25 22 00
Guaicum, (po. 35)	2 30	SPONGES.	
Kino, (po. 2 50)	2 30	Florida sheeps' wool	2 50 27 75
Mastic	2 40	Nassau sheeps' wool	2 00
Myrrh, (po. 45)	2 40	Velvet extra sheeps'	1 10
Opil (po. 3 30 23 50)	2 35 24 40	wool carriage	85
Shellac	4 45	Extra yellow sheeps'	85
" bleached	4 45	wool carriage	65
Tragacanth	50 80	Grass sheeps' wool car-	75
HERBA—In ounce packages.		riage	1 40
Absinthium	25	Hard for slate use	
Eupatorium	25	Yellow Reef, for slate	
Lobelia	25	use	
Majoram	25	SYRUPS.	
Mentha Piperita	25	Accacia	50
" Vir.	25	Zingiber	50
Rue	30	Ipecac	60
Tanacetum, V.	22	Ferri lod.	50
Thymus, V.	25	Aurant Cortes	50
MAGNESIA.		Rhei Arom.	50
Calced, Pat.	55 60	Similax Officialis	50
Carbonate, Pat.	20 22	Senega	50
Carbonate, K. & M.	20 25	Scilla	50
Carbonate, Jennings	35 36	" Co.	50
OLEUM.		Toutan	50
Absinthium	2 50 23 00	Prunus virg.	50
Amygdalae, Dulc.	30 50	SYRUPS.	
Amygdalae, Amarae	8 00 28 25	Accacia	50
Anis	1 90 22 00	Zingiber	50
Aurant Cortes	1 80 22 00	Ipecac	60
Bergamit	3 00 23 20	Ferri lod.	50
Cajupit	60 65	Aurant Cortes	50
Caryophylli	75 80	Rhei Arom.	50
Cedar	35 65	Similax Officialis	50
Chenopodii	21 60	Senega	50
Cinnamon	1 25 21 40	Scilla	50
Citronella	4 45	" Co.	50
Conium Mac.	35 65	Toutan	50
Copaiba	80 90	Prunus virg.	50

Morphia, S. P. & W.	1 35 22 20	Seidlitz Mixture	2 20	Linseed, boiled	62 65
C. Co. S. N. Y. Q. &	1 85 22 10	Sinapis	2 18	Neat's Foot, winter	65 70
Moschus Canton	2 40	" opt.	2 30	strained	65 70
Myristica, No 1	65 70	Snuff, Macaboy, De	2 35	Spirits Turpentine	43 47
Nux Vomica, (po. 20)	2 10	Voes	2 35	PAINTS.	
Os. Sepia	15 18	Snuff, Scotch, De. Voes	2 35	bbl. lb.	
Pepsin Saac, H. & P. D.	2 00	Soda Boras, (po. 9-10)	2 10	Red Venetian	1 1/2 2 3/4
Co	2 00	Soda et Potass Tart.	24 25	Ochre, yellow Mars	1 1/2 2 3/4
Picls Liq, N. C., 1/2 gal	2 00	Soda Carb.	1 1/2 2	" Ber	1 1/2 2 3/4
doz	2 00	Soda, Bi Carb.	3 1/2 4	Putty, commercial	2 1/2 2 3/4
Picls Liq, quarts	2 10	Soda, Ash	3 1/2 4	" strictly pure	2 1/2 2 3/4
" pints	2 05	Sulphas	50 55	Vermilion Prime Amer-	13 15
Pil Hydrarg. (po. 80)	2 05	Spts. Ether Co	50 55	Vermilion, English	68 72
Piper Nigra, (po. 25)	2 1	" Myrcia Dom.	2 00	Green, Peninsular	13 16
Piper Alba, (po. 55)	2 3	" Myrcia Imp.	2 50	Lead, red	5 1/2 6
Pilx Burgun.	2 7	" Vinl Rect. bbl.	2 54 2 64	" white	5 1/2 6
Plumbi Acet.	10 12	Less 5c gal, cash ten days.		Whiting, white Span.	2 70
Pulvis Ipecac et opil.	1 10 21 20	Strychnia Crystal	1 40 21 45	Whiting, Gilders	2 90
Pyrethrum, boxes M	2 1	Sulphur, Subl.	2 1/2 3	White, Paris American	1
& P. D. Co. doz.	2 1 25	" Roll	2 2 1/2	Whiting, Paris Eng.	1 40
Pyrethrum, pv.	20 30	Tamarinds	2 10	cliff	1 00 21 15
Quassia	2 10	Terebenth Venice	2 10	VARNISHES.	
Quinia, S. P. & W.	34 2 39 1/2	Theobromae	45 48	No. 1 Turp Coach	1 10 21 20
" S. German	27 37	Vanilla	9 00 21 60	Extra Turp	1 00 21 70
Rubia Tinctorum	12 14	Zinc Sulph.	7 8	Coach Body	2 75 3 00
Saccharum Lactis pv.	15 18	OILS.		No. 1 Turp Furn	1 00 21 10
Salicin	2 30 2 50	Whale, winter	Bbl. Gal	Extra Turk Damar	1 55 21 60
Sanguis Draconis	40 50	Lard, extra	60 65	Japan Dryer, No. 1	70 75
Sapo, W.	12 14	Lard, No. 1	40 45		
" M.	10 12	Linseed, pure raw	59 82		
" G.	2 15				

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 1/2c each to 80c each and in assorted cases.

Our Line of Chamois

is complete and prices are right for first-class goods.



HAZELTINE & PERKINS DRUG CO.,
Manufacturing Chemists,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Apricots.		CREAM TARTAR.		COUPON BOOKS.		Peel.		FLAVORING EXTRACTS.	
Aurora	doz gross	Live oak	1 40	Strictly pure	30	TRADESMAN	TRADESMAN	Citron, Lehigh, 25 lb. boxes	12	Southern.	
Jastor Oil	55 6 00	Santa Cruz	1 40	Telfer's Absolute	30	1	5	Lemon " 25 " "	8	Oval Bottle, with corkscrew.	
Diamond	60 7 00	Lusk's	1 50	Grocers' "	15 25	CREDIT COUPON	CREDIT COUPON	Orange " 25 " "	10	Best in the world for the money.	
Frazer's	75 9 00	Overland	1 40	CATSUP.		Raisins.		Ondura, 25 lb. boxes	5		
Mica	65 7 50	E. & W. Blackberries	85	Blue Label Brand	2 75	California, 100-120		Valencia, 30 " "	4 1/2	Regular Grade Lemon.	
Paragon	55 6 00	Red " Cherries	2 1 1/2	Half pint, 25 bottles	2 75	Prunes.		Regular Grade Vanilla.		doz	
BAKING POWDER.		Pitted Hamburg	1 40	Pint	4 50	California, 100-120		doz		2 oz	
Acme	45	White	1 15	Quart 1 doz bottles	3 50	Triumph Brand		doz		2 oz	
1 lb. 3 doz	75	Erle	1 15	Half pint, per doz	1 35	Damsons, Egg Plums and Green		doz		2 oz	
1 lb. 1 " "	1 00	Gages	1 00	Pint, 25 bottles	4 50	Gages		doz		2 oz	
Bulk	10	California	1 05	Quart, per doz	3 75	CLOTHES PINS.		doz		2 oz	
Artic.		Gooseberries	1 05	COCOA SHELLS.		5 gross boxes		doz		2 oz	
1 lb. 6 doz case	55	Common	1 25	35 lb bags	2 3	Green.		doz		2 oz	
1 lb. 4 doz	1 10	Ple	1 10	Less quantity	2 3	Ria.		doz		2 oz	
1 lb. 2 doz	2 00	Maxwell	1 50	Found packages	6 1/2 27	COFFEE.		doz		2 oz	
1 lb. 1 doz	2 00	Shepard's	1 50	COUPON PASS BOOKS.		Good		doz		2 oz	
Queen Flake.		California	1 50	Can be made to represent any		Prime		doz		2 oz	
3 oz cans 6 doz	2 70	Monitor	1 50	denomination from \$10 down		Golden		doz		2 oz	
6 oz " 4 doz	3 20	Oxford	1 50	300 books or over 5 per cent		Peaberry		doz		2 oz	
9 oz " 4 doz	4 20	Pears	1 1	500 " " 10 " "		Santos		doz		2 oz	
1 lb " 2 doz	4 00	Domestic	1 1	1000 " " 20 " "		Fair		doz		2 oz	
5 lb " 1 doz	9 00	Riverside	1 40	200 books		Good		doz		2 oz	
Red Star, 1 lb cans	40	Common "Pineapples	1 00 1 30	500 " " 10 " "		Prime		doz		2 oz	
1 lb " "	75	Johnson's sliced	2 50	1000 " " 20 " "		Peaberry		doz		2 oz	
1 lb " "	1 40	Booth's sliced	2 50	Above prices on coupon books		Mexican and Guatemala		doz		2 oz	
Teller's, 1 lb. cans, doz	45	grated	2 50	are subject to the following		Fair		doz		2 oz	
1 lb " "	55	Quinces	1 10	quantity discounts:		Good		doz		2 oz	
1 lb " "	1 50	Common Raspberries	1 10	300 books or over 5 per cent		Prime		doz		2 oz	
Our Leader, 1 lb cans	45	Red	95	500 " " 10 " "		Peaberry		doz		2 oz	
1 lb cans	75	Black Hamburg	1 40	1000 " " 20 " "		Mexican and Guatemala		doz		2 oz	
1 lb cans	1 50	Erle, black	1 10	200 books		Fair		doz		2 oz	
BATH BRICK.		Lawrence	1 25	500 " " 10 " "		Good		doz		2 oz	
2 dozen in case	80	Hamburg	1 25	1000 " " 20 " "		Prime		doz		2 oz	
English	80	Erle	85	200 books		Peaberry		doz		2 oz	
Bristol	70	Terrapin	80	500 " " 10 " "		Mexican and Guatemala		doz		2 oz	
Domestic	60	Whortleberries	85	1000 " " 20 " "		Fair		doz		2 oz	
BLUING.		Meats.		COUPON PASS BOOKS.		Good		doz		2 oz	
Gross		Corned beef	2 15	Can be made to represent any		Prime		doz		2 oz	
Arctic, 4 oz ovals	3 60	Roast beef	2 25	denomination from \$10 down		Golden		doz		2 oz	
8 oz	5 75	Potted ham, 1/2 lb	1 25	300 books or over 5 per cent		Peaberry		doz		2 oz	
pints, round	9 00	" 1/2 lb	70	500 " " 10 " "		Santos		doz		2 oz	
No. 2, sifting box	2 75	" tongue, 1/2 lb	1 35	1000 " " 20 " "		Fair		doz		2 oz	
No. 3	4 00	chicken, 1/2 lb	95	200 books		Good		doz		2 oz	
No. 5	8 00	Vegetables.		500 " " 10 " "		Prime		doz		2 oz	
1 oz ball	4 50	Beans.		1000 " " 20 " "		Peaberry		doz		2 oz	
Mexican Liquid, 4 oz	3 60	Hamburg stringless	1 15	Above prices on coupon books		Mexican and Guatemala		doz		2 oz	
8 oz	6 80	French style	2 00	are subject to the following		Fair		doz		2 oz	
BROOMS.		Lima, green	1 45	quantity discounts:		Good		doz		2 oz	
No. 2 Broom	1 90	soaked	1 70	300 books or over 5 per cent		Prime		doz		2 oz	
No. 1	2 00	Lewis Boston Baked	1 25	500 " " 10 " "		Peaberry		doz		2 oz	
No. 2 Carpet	2 15	Bay State Baked	1 25	1000 " " 20 " "		Mexican and Guatemala		doz		2 oz	
No. 1	2 50	World's Fair Baked	1 25	200 books		Fair		doz		2 oz	
Parlor Gem	2 50	Picnic Baked	95	500 " " 10 " "		Good		doz		2 oz	
Common White	85	Corn.		1000 " " 20 " "		Prime		doz		2 oz	
Panzy	1 00	Hamburg	1 15	200 books		Peaberry		doz		2 oz	
Warehouse	2 85	Livingston Eden	1 00	500 " " 10 " "		Mexican and Guatemala		doz		2 oz	
BRUSHES.		Purty	90	1000 " " 20 " "		Fair		doz		2 oz	
Stove, No. 1	1 25	Honey Dew	1 25	200 books		Good		doz		2 oz	
" 10	1 50	Morning Glory	75	500 " " 10 " "		Prime		doz		2 oz	
" 15	1 75	Soaked	75	1000 " " 20 " "		Peaberry		doz		2 oz	
Rice Root Scrub, 2 row	85	Pear.		200 books		Mexican and Guatemala		doz		2 oz	
Rice Root Scrub, 3 row	1 25	Hamburg marrofat	1 30	500 " " 10 " "		Fair		doz		2 oz	
Palmetto, goose	1 50	" early June	1 50	1000 " " 20 " "		Good		doz		2 oz	
CANDLES.		" Champion Eng.	1 40	200 books		Prime		doz		2 oz	
Hotel, 40 lb. boxes	19	" petit pois	1 65	500 " " 10 " "		Peaberry		doz		2 oz	
Star, 40	9	fancy sifted	1 65	1000 " " 20 " "		Mexican and Guatemala		doz		2 oz	
Paraffine	18	soaked	85	200 books		Fair		doz		2 oz	
Wickling	24	Harris standard	75	500 " " 10 " "		Good		doz		2 oz	
CANNED GOODS.		VanCamp's marrofat	1 10	1000 " " 20 " "		Prime		doz		2 oz	
Fish.		Archer's Early Blossom	1 25	200 books		Peaberry		doz		2 oz	
Clams.		French	2 15	500 " " 10 " "		Mexican and Guatemala		doz		2 oz	
Little Neck, 1 lb.	1 30	Mushrooms	19 21	200 books		Fair		doz		2 oz	
2 lb	1 50	Erle	85	500 " " 10 " "		Good		doz		2 oz	
Standard, 3 lb.	2 25	Squash	1 15	1000 " " 20 " "		Prime		doz		2 oz	
Standard, 1 lb.	80	Hubbard	1 3	200 books		Peaberry		doz		2 oz	
2 lb	1 45	Hamburg	1 3	500 " " 10 " "		Mexican and Guatemala		doz		2 oz	
Star, 1 lb.	2 45	Soaked	80	1000 " " 20 " "		Fair		doz		2 oz	
" 2 lb	3 50	Honey Dew	1 35	200 books		Good		doz		2 oz	
Picnic, 1 lb.	2 90	Erle	1 35	500 " " 10 " "		Prime		doz		2 oz	
" 2 lb	2 90	Tomatoes	90	1000 " " 20 " "		Peaberry		doz		2 oz	
Mackerel.		Excelsior	90	200 books		Mexican and Guatemala		doz		2 oz	
Standard, 1 lb.	1 10	Eclipse	90	500 " " 10 " "		Fair		doz		2 oz	
2 lb	2 10	Hamburg		1000 " " 20 " "		Good		doz		2 oz	
Mustard, 2 lb.	2 25	Gallon	3 00	200 books		Prime		doz		2 oz	
Tomato Sauce, 2 lb.	2 25			500 " " 10 " "		Peaberry		doz		2 oz	
Soused, 2 lb.	2 25			1000 " " 20 " "		Mexican and Guatemala		doz		2 oz	
Salmon				200 books		Fair		doz		2 oz	
Columbia River, flat	1 80			500 " " 10 " "		Good		doz		2 oz	
" falls	1 65			1000 " " 20 " "		Prime		doz		2 oz	
Alaska Red	1 30			200 books		Peaberry		doz		2 oz	
Alaska White	1 30			500 " " 10 " "		Mexican and Guatemala		doz		2 oz	
Kidney Beans	9			1000 " " 20 " "		Fair		doz		2 oz	
AMERICAN.				200 books		Good		doz		2 oz	
Imported	6 50			500 " " 10 " "		Prime		doz		2 oz	
Mustard	6 50			1000 " " 20 " "		Peaberry		doz		2 oz	
Boneless	41			200 books		Mexican and Guatemala		doz		2 oz	
TROUT.				500 " " 10 " "		Fair		doz		2 oz	
Brook 3 lb	2 50			1000 " " 20 " "		Good		doz		2 oz	
FRAITS.				200 books		Prime		doz		2 oz	
3 lb. standard	80			500 " " 10 " "		Peaberry		doz		2 oz	
York State, gallons	2 75			1000 " " 20 " "		Mexican and Guatemala		doz		2 oz	
Hamburg				200 books		Fair		doz		2 oz	

PICKLES.

Barrels, 1,200 count...	24 00
Half bbls, 600 count...	25 50
Small.	
Barrels, 2,400 count...	5 75
Half bbls, 1,200 count...	3 40

PIPES.

Clay, No. 216...	1 70
T. D. full count...	70
Cob, No. 2...	1 20

POTASH.

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

RICE.

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

Imported.

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

SPICES.

Whole Sifted.	
Allspice...	9 1/2
Cassia, China in mats...	9 1/2
Batavia in bund...	15
Salmon in rolls...	32
Cloves, Amboy...	11 1/2
Zanzibar...	70
Mace Batavia...	70
Nutmegs, fancy...	55
No. 1...	60
No. 2...	55
Pepper, Singapore, black...	10
white...	20
shot...	16
Pure Ground in Bulk.	
Allspice...	15
Cassia, Batavia...	18
and Saigon...	25
Salmon...	35
Cloves, Amboy...	32
Zanzibar...	18
Ginger, African...	16
Cochin...	20
Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	25
Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
white...	24
Cayenne...	20
Sage...	20
"Absolute" in Packages.	
Allspice...	84 1 1/2
Cinnamon...	84 1 1/2
Cloves...	84 1 1/2
Ginger, Jamaica...	84 1 1/2
African...	84 1 1/2
Mustard...	84 1 1/2
Pepper...	84 1 1/2
Sage...	84

SAL SODA.

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

SEEDS.

Anise...	13
Canary, Smyrna...	4
Caraway...	7
Cardamom, Malabar...	80
Hemp, Russian...	4
Mixed Bird...	4 1/2
Poppy...	9
Rape...	4 1/2
Cuttle bone...	30

STARCH.

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

SUGAR.

Domino...	4 81
Cut Leaf...	4 81
Cubes...	4 44
Powdered...	4 44
XXXX Powdered...	4 49
Granulated...	4 06
Extra Fine Granulated...	4 06
Mould A...	4 44
Diamond Confection...	4 06
Confec. Standard A...	4 00
No. 1...	3 87
No. 2...	3 87
No. 3...	3 87
No. 4...	3 87
No. 5...	3 81
No. 6...	3 75
No. 7...	3 69
No. 8...	3 64
No. 9...	3 58
No. 10...	3 50
No. 11...	3 44
No. 12...	3 37
No. 13...	3 25
No. 14...	3 18

SODA.

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

SALT.

Diamond Crystal.	
Cases, 243 lb. boxes...	1 60
Barrels, 320 lbs...	2 50
115 1/2 lb bags...	4 00
60 1/2 lb "...	3 75
30 1/2 lb "...	3 50
Butter, 56 lb bags...	65
20 1/2 lb bags...	3 50
280 lb bbls...	2 50
224 lb "...	2 25
Worcester...	
115 1/2 lb bags...	4 10
60 1/2 lb "...	3 75
30 1/2 lb "...	3 50
24 1/2 lb "...	3 30
320 lb bbl...	2 50
8 lb sacks...	32 1/2
linen sacks...	60
Common Grades.	
100 3-lb. sacks...	82 10
60 5-lb. "...	1 90
28 10-lb. sacks...	1 75

SALT.

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

SALERATUS.

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

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. 1/2 doz...	15 20 gro
2 " N. S. 1 1/2 "...	21 60 "
2 1/2 " F. M. 1 1/4 "...	14 40 "

Vanilla.

1 oz. F. M. 1 1/2 doz...	15 20 gro
2 " N. S. 2 00 "...	21 60 "
2 1/2 " F. M. 2 50 "...	25 50 "

Rococo—Second Grade.

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

SOAP.

G. R. Soap Works Brands.	
Concordia, 100 1/2 lb. bars...	3 50
" 5 box lots...	3 55
" 10 box lots...	3 30
" 20 box lots...	3 20

Laundry.

60 1-lb. bars...	2 25
5 box lots...	2 15
25 box lots...	2 00

Allen B. Wrisley's Brands.

Old Country, 80 1-lb...	3 20
Good Cheer, 60 1-lb...	3 30
White Borax, 100 1/2 lb...	3 65

Proctor & Gamble.

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

Dingman Brands.

Single box...	3 35
5 box lots, delivered...	3 85
10 box lots, delivered...	3 75

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

American Family, wrp d...	3 33
plain...	2 27

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

Santa Claus...	3 90
Brwn, 60 bars...	2 10
" 80 bars...	3 10

Lautz Bros. & Co.'s Brands.

Acme...	3 65
Cotton Oil...	6 00
Marselles...	4 00
Master...	4 00

Thompson & Chute Co.'s Brands

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

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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SUGAR.

Domino...	4 81
Cut Leaf...	4 81
Cubes...	4 44
Powdered...	4 44
XXXX Powdered...	4 49
Granulated...	4 06
Extra Fine Granulated...	4 06
Mould A...	4 44
Diamond Confection...	4 06
Confec. Standard A...	4 00
No. 1...	3 87
No. 2...	3 87
No. 3...	3 87
No. 4...	3 87
No. 5...	3 81
No. 6...	3 75
No. 7...	3 69
No. 8...	3 64
No. 9...	3 58
No. 10...	3 50
No. 11...	3 44
No. 12...	3 37
No. 13...	3 25
No. 14...	3 18

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Confec. Standard A...	4 00
No. 1...	3 87
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No. 3...	3 87
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SUGAR.

No. 11.....	3 44
No. 12.....	3 37
No. 13.....	3 25

WHY BLAME THE DRUGGIST?

[Concluded from page 18.]

ing to your account of the time since the medicine reached the house." At this point Doctor Starkey drew an intense sigh of relief, and was about to speak, when I motioned him not to interrupt me. "You hold in your hand an exact copy of the prescription you ordered me to place in the box; but, as I saw that there was an unintentional error that would prove fatal should I fill your order, I took the liberty of changing the amount of morphia to three grains. Our friend Halstead saw me weigh it, the powders thoroughly triturated, finished and placed in the box. Let me say that, from whatever cause, the error itself is wholly yours, as your original copy, which I have on file, will show; and, in the use of my best judgment, both regarding the patient and in screening your error from the public, I deserve your heartfelt gratitude instead of execrations. The public would censure and criminate you if they could, as they would myself had I overlooked your error or evaded what was clearly my duty. I took our friend Halstead into my confidence and consultation, that there should be a competent witness of my act in the case. The secret is safe in our hands, whatever may occur. I inferred from the other ingredients in the powders that there was a fever prescribed for and, consequently, made no other changes."

Long before I had finished speaking, Doctor Starkey had become calm and taken the chair I had placed for him. As I ceased speaking, he grasped my hand with both of his, and begged a thousand pardons for his—as it proved—unwarranted anger toward me, and, bidding me good night, hastened to the bedside of his patient, without asking me to accompany him.

* * *

It was the evening of the second day after my stormy interview with Doctor Starkey before I saw him again. He came into my store at the usual hour of closing and, with a pleasant, though a somewhat crestfallen, appearance, grasped my hand. I was egotistic enough to think that I understood my business quite as well as he did his, and, knowing that I had been in the right and he in the wrong, I harbored him no ill-will and had forgiven his turbulent imputations. After enquiring if we were alone, he opened conversation by saying:

"My nearly fatal mistake was most fortunately changed to a happy ending by your thoughtful—I must say skillful—care for both my patient and myself, as without the supervening sleep and rest after the weary wakefulness, the brain must have given way and death been the result. I do not now wonder that she slept so soundly and perspired so freely, but in my excitement at the time I mistook all the symptoms for those of an overdose of morphia, and overlooked the pulsations of the heart, which was performing its duty faithfully. Miss Langworthy is now fairly convalescent, and, most fortunately for me, no suspicion of an accident in the case exists," at which he seemed especially gratified. Then, taking from his pocket a physician's *vade mecum*, in which he often kept copies of prescriptions—especially those which might be carried out of the city—he continued: "I have discovered the key to my mistake. And I recollect that, once before in my practice, I made the same kind of

error in writing, but that time discovered it before it left my hands. On the day I left the prescription for Miss Langworthy with you, while in my office a man from the village of M— called for me to prescribe for a case of fever and ague. I complied at once, writing this:

Quinia di-sulph.
Ferri Bicarb. a. a. grs. xx.
Mix and divide into six powders.
Take one powder daily.

"This was written (or, rather, copied, also) in this book in my hand, and, while it was yet before me, remembering that I was to leave a prescription for Miss Langworthy with you that evening, I wrote the one beneath it for her, and, while still answering questions from my ague patient, with the twenty grains of quinine impressed upon my mind, I affixed the same quantity to the morphia, and then copied and folded the paper I gave you in the evening, never looking at it again! It has taught me a lesson in psychology which I shall never forget, and to which, I am of the belief, many accidents are due, for impressions of names and figures are more particularly imprinted upon the brain than almost any other objects or words and re-appear unconsciously."

Thus ended my first and last experience with Doctor Starkey in this regard, and the friendship cemented then has lasted for a generation.

I leave the reader to answer the question at the head of this recital—"Why Blame the Druggist?"

FRANK A. HOWIG.

Everyone smokes the Signal 5.

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.**

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 C's'r.

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

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Deposits Exceed One Million Dollars.

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

WHAT WE SAY IS TRUE

And everybody should know that the BOSTON RUBBER SHOE CO. is the largest rubber factory in the world.

A. C. MCGRAW & CO.'S RUBBER DEPARTMENT is their largest customer.

THE BOSTON RUBBER SHOE CO. manufactures the best rubbers in the world.

A. C. MCGRAW & CO.'S RUBBER DEPARTMENT sell the best rubbers in the world.

THE BOSTON RUBBER SHOE CO. makes more pairs of rubbers every day than any other company.

A. C. MCGRAW & CO.'S RUBBER DEPARTMENT sell more pairs of rubbers daily than any other company.

We want consumers of rubbers to have the best there is, and as money is hard to get—get your money's worth.

We want merchants to buy the BOSTON RUBBER SHOE CO.'S RUBBERS of the exclusive rubber department of

A. C. MCGRAW & CO., Detroit

HOW IS YOUR STOCK for EASTER WEEK?

Here are a few Good Things!

30 in. ZEPHYR, IMPERIAL ZEPHYR, SATIN STRIPED CHALLIES, COREAN CREPE, SATINES, CASHMERES, JACQUARDS, at 7 1-2, 10 1-2, 18 and 32 1-2 c, TAFFETA MOIRE PLAIDS, 28 inch, fast colors, all new designs, at 10 1-2 c.
PERCALES, 36 inch, at 8 and 10 1-2 c. We have over 60 patterns to select from.
STANDARD PERCALE PRINTS, all new styles, at 4 1-2 c.

P. STEKETEE & SONS

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS

===== GRAND RAPIDS, Mich.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

When one has something very important on his mind, how he dislikes to open up the subject to the party most interested. I had said to myself that the first thing I did in the morning would be to speak to Mr. Ely about Fisher's offer to go into business; but, when the morning came, I found numberless excuses to put off the discussion from time to time, and it was evening before I was able to open the subject with him.

"So Fisher thinks of opening a store in Germantown, does he?" said Mr. Ely, when I finished my story.

"Yes, sir."

"Do you think a store would pay there?"

"I did not think so at first, but the more I have looked into the matter, the better prospect I see of success."

"Have you any figures?"

"Yes; there are now at the settlement something like one hundred and twenty families; there are sixty families of farmers at that end of the county who would find it more convenient to go to Germantown than to come here, and I think their trade could be secured there; but with the trade of one hundred and fifty families we ought to sell at least \$2,000 a month, and, at the figure at which goods are sold here, that would be a gross profit of \$400 a month, or about \$5,000 a year."

"How much capital do you figure will be necessary?"

"I think \$4,000 would be stock enough to start with."

"Has Fisher that much loose?"

"He said he could raise whatever was needed."

"Very well; suppose you send Fisher word to come up here and I will then make you both a proposition."

Fisher came up the next day and, after some preliminary conversation, Mr. Ely came to the business on hand.

"Mr. Fisher, Mark tells me you had some notion of opening a store down at Germantown?"

"Yah, dat ist so."

"Have you estimated what amount would be necessary to stock a store like that?"

"Oh, lots of dings, I s'bose."

"I mean the amount of money?"

"Monish? Oh, dat ist all ridt; I finds him."

"Mark says it will take \$4,000."

"Four tousand! Great shiminy, ist dat so?"

"It will take fully that; my stock here will inventory \$11,000. If you open such a store as you ought to have there, you will need at least \$5,000 worth of goods."

"Five tousand? You push him up; pimeby you say \$10,000."

"No. I began here with \$2,000, but I could have made more money if I had had a better stock, and competition was nothing to speak of."

I looked at Fisher to see what he was going to say about the capital. I had looked the matter over pretty thoroughly and was satisfied that a store in the settlement, with Fisher's influence to back it, would do a good and profitable business.

"You tinks \$4,000, eh, Marks?" he asked, turning to me.

"Yes, I think that would be enough."

"Four tousand! Dat ist a pig bile of monish, aber I dinks I finds him."

My face cleared up.

"Well, Fisher," said Mr. Ely, "I sent for you, to make a proposition, but before I make it I would like to know if you could raise \$8,000."

"Eight tousand! Mine cootness, I never saw dat mooch monish!"

"You couldn't raise that much?"

"I not say dat; maybe."

"Very well; then I will make a proposition. My brother-in-law is the attorney for the new railroad through this country and tells me it will come through Germantown."

"I know dat," said Fisher.

"You know it? How?"

"I gif dose mens' mit de shains \$2,000 to goom dat vay."

"You bribed the surveyors, eh?"

"No, for I not gif dem dat monish dill der roat ist goom."

"Well, it seems you knew all about it. Of course, with a station there and railroad communication, a store will soon be started by someone if you do not start one."

"No. For why? I owns all dat land and vill notd tell him."

"Well, what I want to say is this: I am ready to sell you and Mark an interest in this store here and then build a store in Germantown. I will manage the business here and Mark and you can run the Germantown store. We will put all the profits together and divide according to capital."

My standing in the community immediately seemed to advance. As a clerk I was of no particular account, but as a young merchant my advice was of value and my society desirable. It was very flattering to a young fellow, but I was too busy to enjoy it to any great extent.

Putting up a store in a new country is not much like erecting one of the handsome buildings one sees in the city. We had no cellar to dig and there were no bricks to lay except for the chimney. The main timbers were laid on sawed logs set on end and in thirty days our room was ready to be occupied. Someone had to go to New York again; Mr. Ely could not get away. Fisher was not posted, and so the choice fell on me.

I don't know which was the happier, Fisher or I, when we were ready to open up. The next morning, we would throw open the doors. That section of the country had been flooded with handbills in English and German and we wondered how much trade would come to us.

"Never you mind, Marks," said Fisher, "if de Yarmans ton't bay lifely, I sent 'em pack to old goonthry."

But the Germans did "bay lifely." Our opening day was a grand occasion. It was the custom of the country to have free whisky and our barrel of that article was pretty well patronized; but our shelves showed that trade had been good. I dreamed that night that my name was Stewart.

More Truth Than Fancy.

"John," said a furniture dealer, the other day, to the mover whom he had summoned, "this bedroom set is sold, but it is not to be delivered just yet. Move it out of the salesroom at once and store it somewhere till I want it."

"What's the use of moving it till you send it up to me?" asked the purchaser idly. "Why don't you leave it where it is?"

The salesman uttered a queer little laugh and said:

"It is evident that you were never in the furniture business, or you would not ask that question. If I should mark that set 'sold' and leave it here in the salesroom in plain sight it would probably lose us several good sales."

"How so?" asked the purchaser.

"It illustrates a universal weakness of human nature," laughed the salesman. "Everybody wants what he can't get, and there is nothing quite so attractive to the average buyer as a piece of furniture that somebody else has bought before he came around. If I left that bedroom set out marked 'sold,' half a dozen persons would say before night that it was exactly the set they wanted, and when they heard there were no duplicates they would fuss around enviously and nothing else in the establishment would satisfy them."

"Eventually they would go off discontentedly and buy elsewhere, though the chances are that if there was no 'sold' tag on the set none of them would give it more than a passing glance, while a fair proportion of them would purchase other sets. It is a little human weakness, that's all."

"So arises one of the tricks of the trade. When a dealer sells a piece of furniture of which he has no duplicates he hustles it out of the salesroom as quick as he can, let it lose him other trade. But when she sells a piece of which he has duplicates he puts a big 'sold' tag on it and leaves it in open sight as long as possible for a bait for others."

A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

Office Telephone 1055.

S. P. Bennett Fuel & Ice Co.

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

Barn Telephone 1059.

SECURITY Storage and Transfer Co.

Warehouse, 257-259 Ottawa St. Main Office, 75 Pearl St.

Moving, Packing, Dry Storage.

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

WANTED.

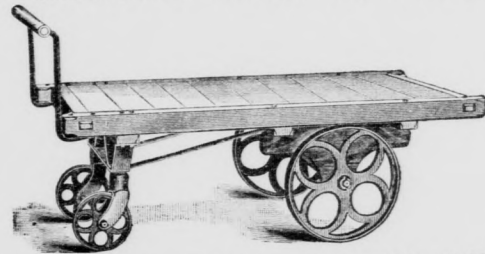
Beans, Potatoes, Onions.

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

MOSELEY BROS.

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

THE REYNOLDS IMPROVED TRUCK.



This truck will be found especially adapted to the wants of Merchants. We make them to fit elevators or scales, and thus do away with transferring from truck to elevator or scales, and vice versa.

The front wheels being casters, the truck will turn in its own length and can be run on elevator or scales from any angle. The wheels are so large in diameter, and so much of the weight of the load comes directly over them, that one man can carry twice as much on it as upon any other truck made; and instead of the ordinary rigid rest in front, there are two caster wheels, the operator can turn truck in any direction with great ease. 22 sizes in stock.

LANSING WHEELBARROW CO., Lansing, Mich.

NAVEL ORANGES

FANCY

"ROSS MOYNES"

The finest, best colored, thinnest skinned "Navel" to be had.

Cost a little more, but they are worth it.

Handled in Grand Rapids by

Putnam Candy Co.

Lemon & Wheeler Co.

IMPORTERS and

WHOLESALE GROCERS

Grand Rapids

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, March 23—A larger volume of trade has been done during the past week and dealers are generally well contented with the outlook. A good many out-of-town buyers are here and the great jobbing houses present a very animated appearance. On all hands are seen indications of increased activity and there is a feeling that it is going to last, too.

Down on Vesey street the big store of Callanan & Kemp is decorated with national colors from top to bottom in celebration of their 50th anniversary, and the concern bids fair to live to be a hundred. The changes wrought around Vesey street by the widening of College Place will give the down-town patrons of the grocery trade some elegant new stores and they are needed in this section fully as much as in the up-town district. As there are no big bazaars in the lower parts of the city the grocers stand less competition from them and can do business to better advantage.

Prices are fairly firm all around, with here and there an exception.

The coffee market is just now in rather a waiting mood. There are few sales of importance and the brokers are enjoying the warm sunshine on the south side, while waiting for the tide which they are sure will be a rising one. Fair Rio No. 7 is worth 16½c. Stock afloat, 444,608 bags. Mild coffees are steady but there is hardly as much firmness as a fortnight ago. Some fair sales have been recorded, including one of 2,600 bags of unwashed Caracas. The latter is worth from 18@19c.

Holders of molasses are not especially anxious to dispose of their stocks. The market is firm and buyers who make present purchases will probably do better than to wait. Prime to choice New Orleans, 33@35c. Fair to good, 28@32c.

Syrups are fairly firm and there is sufficient demand to prevent any undue accumulations. Prime to choice, 18@22c.

Rice is one of the firmest things in the whole range of the market and there is great confidence felt in the future of the article. Some recent arrivals of foreign were quickly disposed of, although the quantity was very considerable.

The refined sugar market is one of some uncertainty and the fluctuations are numerous but not large enough to be worth mentioning. The usual run of trade prevails.

The tea market remains in the same passive condition as for some time. Not a thing of interest has occurred.

Canned goods are selling well, although most of the orders are for rather small lots. It is evident that stocks on the shelves of retailers are in need of immediate replenishment and the brokers are feeling quite encouraged over the chances of success. There are ample stocks of two things—corn and tomatoes—and packers of these, who are, also, the chief holders, are hoping for a turn upward mighty soon. There have been no changes worth mentioning.

The foreign green fruit trade has been rather disappointing during the week and holders are not in an exultant frame of mind. Lemons and oranges are said to be selling at prices showing no profit. The latter fruit seems to be in good supply.

Butter is firmer and, with a scarcity of first-class stock, there has been an advance on Elgin to 20½c. Lower grades are dull and yet there is a little firmer feeling than last week. It cannot last long, however, if the weather keeps warm.

Eggs are in ample supply and are pretty well taken care of. They are worth 12½@13 cents for Western. The market is uncertain.

Cheese is in fair demand and the market is in good shape.

It caused some comment among dealers to learn from a newspaper clipping that Grand Rapids is, probably, the great center for the shipment of beans in the country. No figures of the town's consumption are given, so Boston will

probably continue to take the medal in that respect.

The recent development of strength shown in wheat, cotton and corn has had a good influence and the mercantile reports all speak of substantial gains in trade from all parts of the country.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of THE MICHIGAN TRADESMAN, Tuesday evening, March 19, President White presided.

Geo. H. Remington, grocer at 603 Cherry street, applied for admission in the Association and was accepted. A verbal communication was received from Mr. C. G. A. Voigt, stating that he was unable to be present to discuss the rebate method of selling flour, but that he would surely attend the next meeting and address the members present on that subject.

Adrian Brink moved that each member present bring five additional grocers to the next meeting, and that the Secretary be requested to extend a hearty invitation to all grocers in the city to listen to Mr. Voigt's address. Adopted.

On motion of Mr. Goss, Sections 1 and 2, Article 9, of the By-Laws were amended, providing for meetings on Tuesday evenings, instead of Monday evenings, as heretofore.

Mr. Goss suggested that the Association renew the agitation of the general adoption of the cash system.

Mr. Brink seconded the suggestion. G. S. Clark stated that, in his experience, the main objection to the credit system was that all cash customers imagined that they were paying the bad bills as well as their own. He had conducted a strictly cash business in his grocery store for fourteen months and was so well satisfied with the change that he would not go back to the old way. He found that he did not have to cut prices on goods to do a cash business.

The discussion was then dropped, without definite action being taken thereon.

It was reported that the Standard Oil Co. proposed to place thirty peddling wagons in the city and sell oil exclusively to consumers. No one was able to confirm the report, although several grocers had heard such a rumor.

On motion of Mr. Klap an Emergency Committee was appointed by the President, as follows:

First Ward—A. Brink, C. Stryker.
Second Ward—A. Buys, A. D. Fisher.
Third Ward—H. M. Liesveld, O. W. Pettit.

Fourth Ward—J. J. Wagner, J. Frank Gaskill.

Fifth Ward—Peter Schuit, G. S. Clark.
Sixth Ward—John Ley, John Seven.
Seventh Ward—E. White, B. VanAn-rooy.

Eighth Ward—Jos. Rademaker, E. C. Jenkins.

Ninth Ward—Homer Klap, John Ro-sink, Jr.

Tenth Ward—B. S. Harris, E. J. Car-rel.

Eleventh Ward—Millard P. Hedges, D. E. Munshaw.

Twelfth Ward—B. Doyle, Geo. H. Cobb.

The report of the Committee on Essays was taken up and adopted in the following form:

We recommend that three cash prizes of \$5, \$3 and \$2 be offered for the best three essays on "Advantages of the Cash System;" that no limitation be made as to the length of the articles, and that competition be open to the world; that the articles be published in THE TRADESMAN as they are sent in, and that entries close May 1, and that the decision of the Committee be announced at the regular meeting of the Association on May 21.

There being no further business the meeting adjourned.

The workingman becomes a slave only when he quits work by order of men who are not working.

The agitator is never happy unless he has something to agitate.

The Hardware Market.

General trade—Has been very good. The bright weather has had a very favorable effect and buyers have been more willing to make purchases for their spring wants. It is quite evident that prices have reached bottom and that the dealer who buys now is not taking any chances of further declines.

Barbed Wire—Is in good demand and the mills are finding it difficult to get out their March shipments on time. The recent advance is firmly held and, if trade continues as good as now, we need not look for any lower prices.

Wire Nails—The demand is large and prices firmly held. Most of the mills report their being from a week to ten days behind on their orders. We quote \$1.20 from stock, 95c at mill.

Window Glass—Notices of an advance of 10 per cent. in window glass are being sent out by the manufacturers, which indicate that the ruinous prices which have prevailed will not continue. Jobbers are falling into line and by April 1 we look to see the advance general by both makers and dealers.

Bolts—The manufacturers have had another meeting and advanced the price 5 per cent. Jobbers at present have not changed their discounts.

Rope—Sisal and manilla rope are in good condition. Manufacturers are full of orders and have withdrawn the low prices quoted by them in February. We quote sisal at 5c and manilla at 8@9c.

Agricultural tools, screen doors, window screens, garden hose and all seasonable goods are moving very freely. Dealers are looking for a good trade in this line of goods.

Gas Pipe—The new list, which went into effect in February, is now used generally by the trade. It shows an advance of about 5 per cent.

Shot—Shot manufacturers have advanced their prices 5 cents a bag and we now quote \$1.15 at factory and \$1.25 from stock. Many orders are being placed for early shipment, in anticipation of further advances.

Fishing Tackle—Orders are now being filled and dealers who have not purchased are beginning to do so, as the fishing season is near at hand.

The Dry Goods Market.

Taffeta Moire, which sold so largely last year, is again on the market, much improved, three inches wider and sold at the same price; among new goods also shown this month are Toile delaine, satin surah, Selwyn suits, Danish down, art novelty crepe, drape de Vinnie. Percales are piece dyed in red, navy and wine.

Cotton goods, printed and woven, are about the same in price. They have a ready sale.

Unbleached cottons are a trifle higher. Some of the makes have advanced ¼c, although Grand Rapids jobbers are still selling at about the old prices.

Lawrence L. L. is quoted at 3¼c by a few houses.

The Drug Market.

Opium is weak and lower, on account of favorable reports from the growing crops.

Morphia is unchanged.

Quinine is steady.

Nitrate silver has advanced, on account of higher prices for bullion.

Lard oils have declined.

A Good Thing.

Messrs. Studley & Barclay, of this city, report that sales of their "S & B" bicycles largely exceed expectations. They seem to fill a long felt want for a high grade wheel at a medium price. If they have no agent at your place, drop them a line and they will be pleased to furnish information in regard to it and quote you prices which will interest you.

POTATOES WANTED.

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

Any quantities. Correspondence solicited.

HENRY J. VINKEMULDER,

445-447 S. Division st.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 25
Short cut	12 50
Extra clear pig, short cut	15 00
Extra clear, heavy	13 50
Clear, fat back	14 00
Boston clear, short cut	13 75
Clear back, short cut	14 00
Standard clear, short cut, best	14 00

SAUSAGE.	
Pork, links	7
Bologna	5
Liver	8
Tongue	3½
Blood	6
Head cheese	10
Summer	7
Frankfurts	7

LARD.	
Kettle Rendered	7½
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance	
20 lb. pails, ¼c	
10 lb. " ¾c	
5 lb. " ¾c	
3 lb. " 1 c	

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 75
Boneless, rump butts	9 50

SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	9½
" " 16 lbs.	9½
" " 12 to 14 lbs.	10
" picnic	7
" best boneless	8½
Shoulders	6½
Breakfast Bacon boneless	8½
Dried beef, ham prices	10½

DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	6½

PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90

TRIPE.	
Kits, honeycomb	75
Kits, premium	85

BUTTERINE.	
Creamery, rolls	16
" tubs	15
Dairy, rolls	11
" tubs	10½

Note Lower Prices on

OYSTERS

Daisy Brand, Favorites, per can	14
Daisy Brand, Standards, per can	16
Daisy Brand, Selects, per can	22
Solid Brand, Standards, per can	18
Solid Brand, E. F., per can	20
Solid Brand, Selects, per can	24
Solid Brand, Extra Selects, per can	26
Standards, per gal	1 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 pint Mason Jars, per doz	95

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

Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
10-lb. pails, per lb.	6½
2-lb. cans, per doz	1 40
5-lb. cans, per doz	3 50
Pint Mason Jars, per doz	1 40
Quart Mason Jars, per doz	2 25
Maple Syrup, pint Mason Jars, per doz	1 40
Maple Syrup, quart Mason Jars, per doz	2 25
Maple Syrup, tin, gallon cans, per doz	9 00
Peach Marmalade, 20-lb pails	1 00

EDWIN FALLAS,
Grand Rapids, Mich.

Standard Oil Co., Duck and Kersey GRAND RAPIDS, MICHIGAN Coats and Pants

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Michigan Trust Bldg.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKEGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRAVERSE CITY,
PETOSKEY.

CADILLAC,
LUDINGTON,
REED CITY.

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

*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

RINDGE, KALMBACH & CO.,

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



MANUFACTURERS AND JOBBERS OF

**BOOTS,
SHOES,
and
RUBBERS.**

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

Agents for the Boston Rubber Shoe Co.

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

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

Lansing Pants & Overall Co.,
LANSING, MICH.

"Jess" what you want.

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

Musselman Grocer Co. - Grand Rapids, Mich.

MICHIGAN BARK AND LUMBER CO.,
GRAND RAPIDS,
MICH.



18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.

W. D. WADE, Vice-Pres.

C. U. CLARK, Sec'y and Treas.

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

Correspondence Solicited.



GRAND RAPIDS, MICH.

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

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	1-12 doz. 8 in. Ftd. open fld. Bowls	2 50
3 doz. 4 in. Nappies, rd.....	40	1-12 doz. 9 in. Ftd. open fld. Bowls	3 50
1-6 doz. 8 in. Nappies, rd.....	2 25	1-6 doz. 9 in. shal. flared Bowls..	2 25
1-6 doz. Water Bottles, rd.....	4 00	1-6 doz. 10 in. shal. flared Bowls..	2 75
1-6 doz. Oil Bottles, grd. str.....	2 00	1-6 doz. 10 in. Salvers.....	4 00
1-6 doz. Mo. Cans.....	3 02	1 doz. Toothpicks.....	45
1-6 doz. Tankard Jugs, 1/2 gal.....	4 50	1 doz. Rd. Salts and Peppers.....	70
1-12 doz. Sgat Jugs, 1/2 gal.....	4 50		
1-12 doz. Claret Jugs.....	4 75		
3 doz. Tumblers.....	70		
1-6 doz. Pickles.....	2 25		

1/2 doz. 4 piece Se's.....	\$4 00	1/2 doz. 7 in. Plates.....	75	38
1/2 doz. Pitchers.....	3 00	5 doz. Salts and Peppers.....	45	90
3 doz. Tumblers.....	55			
14 doz. 8 in. Nappies.....	1 65			
2 doz. 4 in. Nappies.....	41			
1-12 doz. 8 in. Ftd. open Bowls.....	2 60			
1-12 doz. 9 in. Ftd. open Bowls.....	3 25			

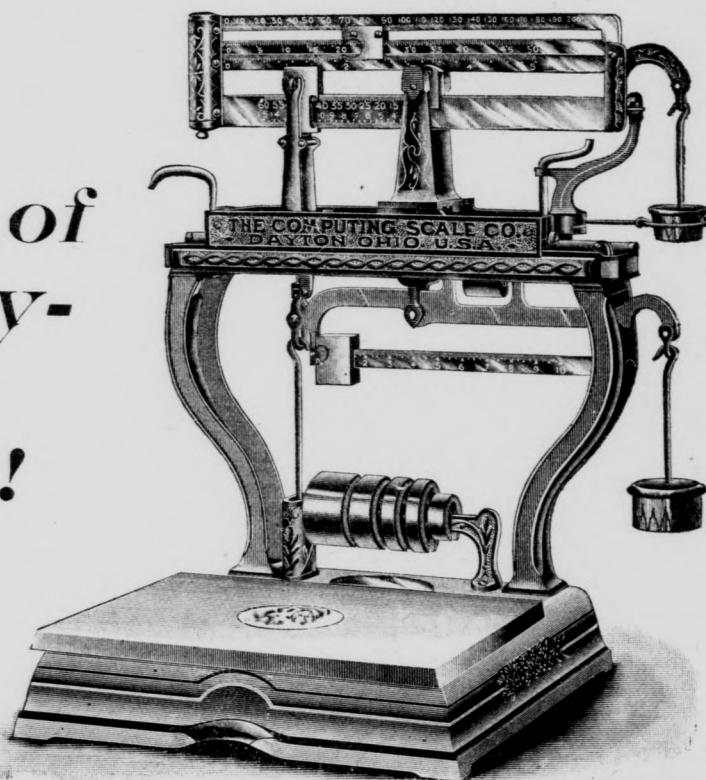
H. LEONARD & SONS, Grand Rapids

The Dayton Computing Scale!

.....

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

.....



Warning!

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

The Computing Scale Co.

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.

For further information
drop a postal card to

HOYT & COMPANY, Dayton, Ohio