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VOL. XII.

GRAND RAPIDS, APRIL 3, 1895

NO. 602

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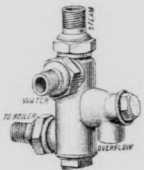
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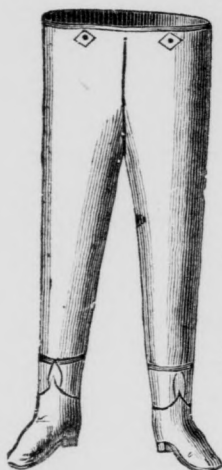
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MICHIGAN TRADESMAN

VOL. XII.

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NO. 602



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USE TRADESMAN'S WANTS COLUMNS

LABOR ORGANIZATIONS.

Observations of a Noted Local Divine

Through the courtesy of Dr. Dan F. Bradley, pastor of Park Congregational church, THE TRADESMAN is permitted to make some extracts from a recent address on this subject. The lecture was interesting and timely, although people who have had actual experience with union men and union methods would hardly agree with its conclusions in all cases.

After tracing the development of such organizations from the early Greek and Roman civilizations to the guilds of the middle ages, down to the organizations as they were found in England, when each mechanic had a factory of his own, to the modern conditions, when capital owns the tools on which labor is dependent, he proceeds:

Probably a large part of the American people regard a trades union as an unmitigated evil, productive only of violence and tyranny and disturbance of trade. I am free to confess that up to within a few years my own view was that of the majority—that the trade union was bad and only bad. My idea of the banding together of tradesmen was that which one gains from reading Charles Reade's "Put Yourself in His Place," a wonderful book and one which probably represented a condition of things which actually existed, but the impressions from which must not be taken as a scientific solution of the problem and the last word to be said upon the matter. * * * * *

It will be seen from the foregoing statements [definitions of the trades union in the Encyclopedia Britannica and the platform of the Knights of Labor] that the purposes for which laboring men organize are proper and praiseworthy. They are the purposes for which any order or grade of citizens organize, in their respective lines of business or trade or social life; and, while among some employers there is intense prejudice against a trades union on account of their personal experiences, wherein the trades union has been tyrannical and oppressive, still, the growing sentiment among the largest employers of labor is coming to be friendly to the trades union, rather than hostile. It cannot be denied that the organizations of labor have accomplished much in the way of benefiting not only their class but the entire fabric of society.

The speaker then proceeds to show that the unions have advanced wages and kept down undue competition, summarizing the situation as follows:

The unions have served another useful purpose. They have produced a self-reliance and self-control on the part of the men who toil. I shall speak further on of the exceptions to this and of the mistakes of the labor unions; but, however blunderingly they may have reached their object—and all progress in every line of human activity seems to be accompanied by blunders and mistakes—the labor unions have produced a self-reliant body of working men such as have never existed before in any age of the world. To unite men together in a common interest, to bring before them in their democratic societies plans and propositions of great significance, to discuss these plans and work them out and try them in actual life, has been an education for the laboring man of unspeakable benefit. Another service that the trades unions

have rendered is the sifting out of bad men and the retention of only the best men in the order. Now, I am aware that many unions have utterly failed in this respect, and I shall speak of that further on; but the example of such unions as the Brotherhood of Locomotive Engineers, for instance, has made that order respected throughout the land. It has insisted upon sobriety, intelligence and ability on the part of its members, and it seldom has to resort to a strike to secure any object which it seeks, because of the conservatism and intelligence and honesty of its membership; and no true American lover of his kind can fail to feel a sense of pride in the manhood and ability of its leader, Chief Arthur, whose good sense has done much to bring that order to the high place which it now holds in the regard of this people. If the other labor unions had been possessed of equally capable leadership, and had managed their work with equally good sense, the labor question of this country would practically be settled.

It remains for me to point out some of the reasons why the cause of labor has moved on so slowly and why the prejudice against labor organizations has been so great among people, like ourselves, whose sympathies are entirely with the worker and whose desire is that he should prosper and secure his just rights. Among these weaknesses of the labor organizations, I will mention first their carelessness in admitting to and retaining in the order unworthy men. It has been said, with too much truth, that the labor unions have had too great an affiliation with the saloon. Liquor is the laboring man's curse, and the liquor power, with its saloon welcoming the committees and officers of the union, has done much to weaken the cause of labor. Many a strike has been discussed and decided upon in the passionate moment when men talked over their beer or their whisky. The head has been unsteady, and the brain, reeling from the effects of liquor, has plunged organization after organization into the midst of a tremendous strike against capital, where soberness and good sense would have made settlement of the questions easy. It is too sadly true that the leaders of many a trades union have been men whose brains have been perpetually muddled by whisky or beer. And, as many a good cause has lost the battle in the conflict of arms and many a good ship gone to the bottom with its charge of precious souls through the drunkenness of the general or of the captain, so many a righteous cause of the laboring man has been sacrificed by the drunkenness of its leader. Of all things that need a cool head and a clear brain and a calm and dispassionate judgment is the question involving the wages, on the one hand, and the employers of labor, on the other hand. If the leader of the wage-earners handicaps himself with the inebriating cup, the battle is lost from the start. I think that the great leaders of labor, like Powderly and Arthur, have realized this. Great sympathizers with laboring men, like Cardinal Manning and John Burns and General Booth, have insisted that if laboring men would succeed in their cause they must be sober—the saloon is their bitterest enemy. Worse than the monopolist, worse than the wrecker of railroads, is the saloon, which first steals away a man's sense, then steals away his liberty.

Another reason for the weakness of labor unions, in comparison with the strength which they might have, is the resort to methods which the common sense of mankind has decided to be unfair. I will mention, among them, the boycott. The boycott, according to the Century dictionary, is "an organized attempt to coerce a person or party into

compliance with some demand, by combining to abstain, and *compel others to abstain*, from having any business or social relations with him or it; an organization of persons or a company as a means of coercion or intimidation, or of retaliation of some act, or refusal to act in a particular way." The boycott has led labor unions into attitudes that have been so unreasonable as to be ridiculous, and when a cause comes to be ridiculous, it must fail. I have been told that the employer of a union mechanic was required to dismiss him from service because he employed a non-union man to do some trivial thing about his house. The employes of a factory struck by order of the union because the owner bought milk of a man who bought feed for his cows of a mill which had been boycotted. I have, myself, been served with a notice that I must not subscribe for a certain newspaper because that newspaper maintained in its columns the right of any man to sell his labor where he pleased. The great American Railway Union strike last summer became ridiculous because it ordered men to leave their work on railways which refused to boycott the cars of a certain company which had trouble with certain of its employes. The good sense of the American people will not submit to any such nonsense as the boycott; it will not suspend all its business and get all society by the ears because an employer of labor and his employes in some remote part of the country have a dispute as to wages. Still less will it do it at the arbitrary dictation of a committee. Labor unions of this country will fail to have the general sympathy of the public when they resort to the boycott. It might as well be understood, first as last, that the boycott is a failure in America. If the cause of a labor union is a just one, not only the law, but public opinion will support it in a strike; and a strike, supported by public opinion, is bound to be of short duration. The public has no objection to a strike; indeed, it may be questioned how labor unions can secure for their members their rights except by the last resort, sometimes, of a strike; but a strike should be the last resort; it should not be ordered until every effort to conciliate and arbitrate has been made. When they have transferred the burden of defense to the employer; when they have aroused public opinion in their favor; when they have done what they could to settle their grievance peaceably—when they launch out upon a strike their cause is bound to succeed, and the good sense of the community justifies their entire course. But the boycott goes beyond this—it seeks to compel everybody else to enlist in the fight which is none of theirs; and a resort to the boycott means alienation of public opinion, without which the strike must fail.

Again, the labor unions have failed to secure the sympathy of the public because of the violence which has so often attended their efforts to secure their demands. I am aware of the fact that the unions themselves do not approve of violence, and warn their members against it, theoretically; but practically, in many of our large strikes, violence has resulted by the connivance or silence of labor unions. In 1894 there were twelve large strikes, in which no less than half a million of employes were interested. Of these twelve strikes, there was violence in four, necessitating the calling out of troops and the loss of life. Of these four in which there was violence, three utterly failed and one was successful. Of the eight in which there was no violence, the men were successful in every case. In looking back over a period of 100 years, of the many great strikes recorded, hardly a single one in

which there was violence succeeded. I am aware that it is the contention of the laboring men that the violence connected with strikes is not due to the labor union. I am inclined to think that this is in part true; yet I believe that were the labor unions to insist upon peaceful methods only, there would be little violence. Violence usually results from interference with non-union men desiring to take the place of strikers. Now, that interference in itself is unlawful and reprehensible. The right of every man to sell his labor, whether it be union labor or non-union, when or where he pleases, is a right that in this age of the world is too late to gainsay. Whenever strikers or labor unions interfere with employers of non-union men who are taking their places, they do an illegal thing, which constitutes itself a breach of the peace. I am aware how difficult it is for a man who is striking for higher wages as against a reduction to see another man going in and taking his job while the question is still pending, yet by the very act of a strike the laboring man relinquishes his job—he has no more claim upon it; and he certainly has no right to interfere with another man who is willing to take the job. In that case his battle has been transferred from one with the employer to one with his fellow worker; it is no longer a contest between the striker and the man for whom he worked, but between the striker and another laboring man who is willing to work. And when it comes to that, public opinion must condemn the striker, or our democratic institutions must be given up to despotism. As between the tyranny of a mob and the tyranny of one man, the community will always choose the tyranny of one man. A hundred years ago it came to the question as to whether France should obey Napoleon or whether it should obey the fickle populace of Paris. It chose Napoleon, and society will so choose every time. It prefers the orderly rule of the bayonet to the uncertain rule of the brickbat or the bludgeon.

Another defect of the labor unions is their hostility to labor saving inventions. Their hostility has been continuous from the first. Hardly a new machine appears that it is not bitterly assailed by labor unions, yet the inventions always increase the amount of men employed—always end in elevating the laboring man. They are in the line of God's great evolution of man to a place of dignity—they are the perfection of his tools—and the sight of a worker destroying a better tool, that he may continue to use a worse one, is one of the strange things in the history of civilization. When capitalists have to lock up and guard a new invention for saving time and labor, for fear that a committee from the trades union will come in and destroy it, it is no wonder that you find them prejudicial against labor unions.

But, in spite of these defects of the labor unions, in spite of the mischief and misery which have attended some of their efforts, I repeat that the general tendency has been toward better conditions, better wages and a more equal distribution of the product of labor. The success of labor organizations in the future must lie in the line of clearer discriminations as to what is right and what is wrong for the organizations to accomplish, and to a better conception of the rights and privileges of other men; of a clearer notion that society is one; that its capital, its labor—all its interests—are united and that society must conserve the interests of all; that a house divided against itself cannot stand; that a trades union must seek its ends by peaceful methods only and by methods which appeal to the good sense of every member of society. It must realize that men are not enemies, but brothers, working together for the common good; that the relation of capital to labor is not one of war, but one of mutual concession and mutual interest, and that the most idle and futile thing for labor to be engaged in is to be perpetually denouncing capital and seeking its overthrow. With sober leaders, with conservative management, with the elevation of conscientious and high-minded men to the position of authority and influence in labor organizations, the ends

to be attained by labor will certainly swiftly come.

The operation of modern unionism, according to the experience of those who have come into practical contact with its most prominent characteristics, is somewhat at variance with some of the conclusions of Mr. Bradley.

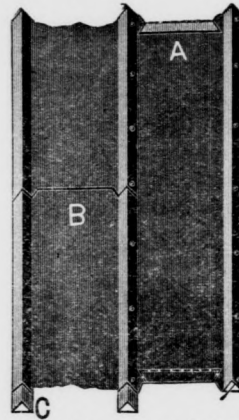
The statement that the union makes the workingman more independent is not in accord with the cardinal principles of modern unionism, which insists on self-abnegation of the individual for the benefit of the whole. The leadership of these bodies is delegated to the unscrupulous class, which asserts itself to the exclusion of the better and more conservative element. The man who joins a union ceases to be a free agent. He dare not talk with his employer as an individual on matters of hours, wages, or questions affecting his general welfare. Such questions must be relegated to the "walking delegate" for consideration, negotiation and settlement. He must take heed to the behests of his "council" that his patronage be not given where non-unionism has had anything to do with production—food, clothing, books, newspapers—perchance the seat at church or lecture hall. Is this tyranny conducive to independence?

The statement that unionism tends to sift out bad men is at variance with practical experience. As intimated above, the men who represent the unions are of the worst element—walking delegates, grievance committees, strike committees and officers. These men are intemperate and unscrupulous, yet are put to the front to represent the best thought and best work of the unions. That the union tends to make men better is, by experience, demonstrated to be a fallacy. The union exists on account of antagonism to employers, instead of co-operation. It incites to enmity and violence against non-union men and encourages the violation of law. It destroys self-respect and suppresses all higher aspirations. It tends to socialism and creates anarchists. Before unionism is a factor in the advancement of mankind to a higher level it must be greatly modified.

The Brotherhood of Locomotive Engineers is not by any means a representative labor organization. It is unique in that its conservative intelligence makes it co-operate with its employers. The character of the service excludes intemperance. If such conditions could obtain in other unions they might be all that is claimed for them, but, alas, how far is the practical from the ideal!

A statistician in the employ of the German Government three years ago determined to make a careful investigation of the superstition regarding Friday as an unlucky day. As a result of his exhaustive labors he has given the world a book of queer tables and figures which prove that it is Monday, and not Friday, that is the most fatal or unfortunate day in the week. But all the maxims to the contrary that may be offered will not make Friday popular with those inclined to be superstitious. Superstitious murderers have for a long time regarded Friday as an unlucky day because so many of them have been hanged on that day. But it should be remembered that the day on which a murderer is hanged is a very lucky day for the community in which the man lived and did his murdering.

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Written for THE TRADESMAN.

It begins to look as if the English adjective can't get along much longer without having another degree. The positive was worn out long ago; comparisons are ever odious, and the superlative is so decidedly the worse for wear that the salesman, particularly, is on the lookout for something to take its place. Nobody would think of buying sugar which is simply good, and certainly no self-respecting grocer would think of keeping such sugar on hand; but there will be no difficulty in finding where the sweetest sugar, and, so, the best, is sold, and where no other kind is kept. Hear the grocer go on:

"Fine potatoes? No sir, not fine, but the finest to be found in the city! They grew to order and only the best were taken out of the ground. Those beans small? Why, man, it's evident that you don't know beans! You couldn't find in any first-class grocery that big old white bean, if your soul depended on it. Yes, these are smaller, but you get about twice as much of the nutritive quality of the bean in this small kind as you had in the other. Yes, this is certainly way ahead. How many quarts did you say?" And, in regard to flour, "Well, no, we don't keep that brand. It's good—there's no denying that; but we keep only the very best and we haven't had any of that for a long time. You'll find it in almost any other store, and we haven't a word to say against it; but, if you want the best flour that a mill ever turned out, here it is! Some flour is good for pastry, and some other brands are good for bread; but here's something that beats them all for both. Try some of it and, if you don't find it just as I tell you, you needn't pay for it."

Everything is better than the best and the grocer needs a hyper-superlative to express himself at all.

* * *

Other lines of trade are feeling the same need. A dining table is wanted and, as matters are now, there is but one place in the city where tables—real, genuine, up-to-date tables, you know—are kept, and that one place will be found in the first adv. you come across in your daily paper. If a tooth needs attention the only first-class dentist in town is—well, there are so many of him that you can't make a mistake if you take the first one you come to. Coal? Go straight to What's-his-name; he is the only one who gives full weight, and, when you talk about bottom prices, he's a basement and a cellar below any bottom price there is in the town. Carpets you want? Then go where there is the greatest variety in quantity and quality—go to Wilton & Brussels'. I heard Wilton say, in the street car, this morning, that his house is ahead of anything in the United States. Every tailor is the best one in town, and the only one (according to each one's *ipse dixit*) who pretends to have his work done on time. Every milliner has the only stylish hats in her window; and every shoe dealer is positive that he only can give the best shoe and the best fit at the lowest price in the city.

Only a few of the many dealers have been mentioned. The others will be found in the same condition—the best. They are all the best, and for that reason they are all experiencing that "long-felt want" of another degree to express cor-

rectly their position among their fellow dealers. Who will help them in their dilemma?

* * *

Of course, every dealer who says, either in his adv. or out of it, that he is the only one in his particular line, knows he's telling a whopper, and will say with a laugh, "You might just as well say it as strong as you know how, while you are about it." The fact is, we are all so used to making it "as strong as we know how," that simple fact has become too tame for every-day use. I sometimes wonder what the result would be if everyone should say just what he means, without any embellishment whatsoever, and with no attempt to make a big story out of a tiny one. I should like to hear a friend say that the fish he caught was really but a small one, just as I would like to hear my grocer say that the cheese wasn't good and that I would find a much better one at another grocer's, a door or two away. I know I should think the millennium was at hand, and I should know that the man was playing a joke on me.

It must be tiresome, as well as monotonous, to be always at the top of the heap; and I wonder if one of the evils which poverty shuns is not the necessity of having the best, which a full purse demands. I wonder, too, how it would seem to admit, once in a great while, that the other store is actually as good as ours, and that the man who keeps it is—well, almost as good a fellow as we are. If we are not quite equal to that—"we" seems a little easier in such cases—we can make more use of the positive; and there is need enough of it. A good thing will always stand on its merits and the comparative—a question, almost always, of eyesight—can tell its own story; and, if the time ever comes when the superlative is dethroned and the common, ordinary, every-day affair allowed to be what it was meant to be—"only that and nothing more"—there will, indeed, be a great deal better living than there is now, and, so, a great deal more comfortable dying!

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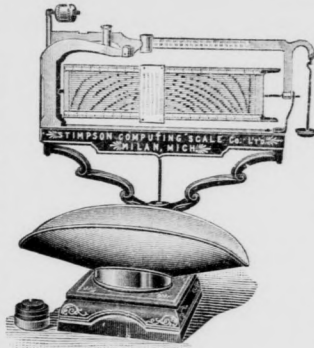
CHARLES F. CLARK, Pres.

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.

STIMPSON COMPUTING SCALE



IS IT NOT A DANDY?

What! You don't see how it works?

Why, it's so simple you can't help it.

If you'll only step in a minute, we'll show it up.

PHONE 540.

J. M. Hayden & Co., 69 Pearl Street, Grand Rapids



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

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

Office Telephone 1055.

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, ear lots or less.

MOSELEY BROS.

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

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Milford—Enos Welch succeeds W. C. Grier in the grocery business.

Morenci—Benjamin & Fay succeed F. E. Benjamin in the grocery business.

Albion—G. Scanola succeeds Jos. Perasso & Co. in the fruit business.

Factoryville—Outwaler & Harmon succeed John Outwaler in general trade.

New Lathrop—Jas. Zeigler succeeds Zeigler & Weinzlerle in general trade.

Nashville—Ingerson & Brattin succeed Putman Bros. in the hardware business.

Perry—Watkins & Barrett succeed Marshall & Spaulding in general trade.

Owosso—F. M. Wheeler has sold his hardware stock to F. C. Achard, of Saginaw.

Dexter—L. L. James succeeds R. B. Honey in the drug and wall paper business.

Jonesville—D. L. Powers succeeds D. L. Powers & Co. in the clothing business.

Lowell—W. R. Blaisdell & Co. have sold their hardware stock to Reuben S. Quick.

Flint—Foote & Wolverton succeed Foote & Phillips in the boot and shoe business.

Traverse City—J. F. Hayden has retired from the grocery firm of Richardson & Co.

Jackson—A. B. Bolton & Son succeed Bolton & Pillsbury in the undertaking business.

Dryden—Mrs. Sarah E. Randolph succeeds Randolph & Walker in the millinery business.

Negaunee—Henry H. Bregstone has purchased the boot and shoe stock of Alexander Heyn.

Harbor Springs—Claude Wright has purchased the grocery and meat business of Wm. C. Cramer.

Iron Mountain—Hallberg & Osterberg have purchased the bakery and grocery business of Alfred Wohl.

Benton Harbor—H. R. Elliott, formerly with J. T. Webber, of Ionia, will shortly occupy a bazaar store here.

Menominee—Bottkol Bros., grocers and crockery dealers, have dissolved, Geo. Bottkol & Bro. succeeding.

Laingsburg—Wm. Clark has purchased the Hibbard building and will occupy it with a grocery stock about May 1.

Cadmus—This town now has two grocery stores, Gander & Stockwell having put in a stock in the Waterman building.

Mt. Pleasant—Morris Seitner has removed his dry goods and boot and shoe business from Breckenridge to this place.

Wacousta—H. D. Rowland has sold his general stock to Frank C. Brisbin, formerly engaged in trade at Ithaca, Berlin, etc.

Dearborn—D. P. Lapham, dry goods dealer, has admitted his son to partnership, under the style of D. P. Lapham & Son.

Eaton Rapids—Adams & Whitehead, bakers and grocers, have dissolved. The business will be continued by S. A. Whitehead.

Northport—Kehl Bros. have purchased the general stock of Thos. Copp & Co., Limited, and will consolidate the stock with their own.

Hart—E. S. Houghtaling has sold his produce business to Ed. Comstock and W. L. Wheeler, who will continue the business under the style of Comstock & Wheeler. Mr. Houghtaling has gone to

Colorado, in hopes the dry atmosphere there will restore his hearing.

Overisel—Dangremond & VanBremmelem, hardware and implement dealers, have dissolved, J. K. Dangremond continuing the business.

Flint—C. D. Ulmer will remove his shoe stock a few doors south of his present location, putting a stock of groceries in the store left vacant.

Marquette—F. H. Desjardins & Co., druggists, have merged their business into a stock company under the style of the T. Coderre Pharmacal Co.

Mendon—H. C. Clapp & Son have sold their drug stock to Nelson Hower and C. L. Hasbrouck, who have absorbed the purchases into their own stocks.

St. Ignace—E. Bender & Co. have opened a general store. Included in their stock is a line of boots and shoes, furnished by A. C. McGraw & Co.

Sears—The Sears Mercantile Co. has moved its stock from its West Branch store to this place and contemplates putting up a new store building this summer.

Houghton—C. A. Mayworm has added a two-story addition to his shoe store. In March he placed a full line of ladies' shoes in the store in addition to the men's stock.

Bay City—A. H. Rush, who has been doing business in this city under the style of the Bay City Fruit & Produce House, has discontinued the business and removed to Chicago.

Otsego—J. D. Woodbeck has purchased the interest of Jas. Carruthers in the grocery firm of Carruthers & Woodbeck and will continue the business at the same location under his own name.

Hart—C. Sorenson has purchased the dry goods, boot and shoe and clothing stock of C. H. Francis and moved his grocery stock into the room lately occupied by Francis, consolidating the two stocks.

Traverse City—H. E. Aldrich, of Cadillac, has entered into partnership with Frank Kubeck in the clothing and men's furnishing goods business, and the firm will hereafter be known as Aldrich & Kubeck.

Flint—J. E. Burroughs & Co. have filed mortgages aggregating \$29,000 in favor of the Citizens' Commercial Savings Bank. The business will be continued by H. C. Spencer, Cashier, as trustee.

Traverse City—J. F. Hayden, who was the "Co." of Richardson & Co., grocers, has sold his interest to Mrs. Ruby L. Richardson and S. J. Richmond. The business will be continued under the same style.

Hastings—Goodyear Bros. have purchased the implement stock of Messer Bros. & Reynolds and leased the warehouse occupied by the former firm, connecting it with their hardware and implement stores.

MANUFACTURING MATTERS.

Flint—John D. Proctor succeeds Proctor Bros. in the manufacture of wagons and carriages.

Ann Arbor—Hunter & Murchey succeed Robt. Hunter in the foundry and machine shop business.

West Branch—The French Lumber Co. has paid out over \$20,000 to farmers for logs during the winter.

New Lathrop—Irving E. French has rented the New Lathrop flouring mills of Jas. Viets, taking possession April 1.

Galesburg—Alida B. Townsend has sold her interest in the Galesburg grist mill property to Samuel Carson for \$2,700.

Detroit—The Beals & Selkirk Trunk Co. has filed a notice in the county clerk's office of an increase of capital stock from \$25,000 to \$50,000.

Petoskey—Newberry & Thompson, who operated a shingle mill at this place and also at Conway, have dissolved. The business will be continued by Austin & Thompson.

Good Harbor—The sawmill of Henry Schomberg is running with a full crew. He will cut 3,000,000 of hardwood, also 1,000,000 feet for Richard Schomberg during the season.

Howard City—The proprietors of the Coral chair factory, which was recently burned, will locate their new plant at this place, the business men having guaranteed substantial assistance in re-establishing the enterprise.

Bay City—So far as known wages of mill hands will rule about the same as last year, being a reduction of 10 to 15 per cent., compared with 1892. The new lumber yards and planing mills and factories will afford steady employment to a large number of men.

Alpena—Albert Pack has just closed a deal for the purchase of the plant of the Huron Lumber Co., of this city, together with several million feet of logs in the river. Mr. Pack will operate this mill and also his own mill to their full extent for several years. He has large timber limits in the Georgian Bay country, and also considerable timber in this section.

Muskegon—The Thayer Lumber Co. will operate its mills here this summer. It was reported that they would complete their cut this season, but Mr. Park announces that the company will not be able to get through until next season. The corporation is now putting in logging camps at Hungerford, in Newaygo county, and will bring the logs here by rail. The timber is estimated to cut about 25,000,000 feet. The mills will begin operations soon.

Belding (Banner)—W. F. Bricker has received a letter from W. H. Hellener, of Rossville, Ill., with whom he had correspondence a year ago relative to establishing a shoe factory here. Mr. Hellener is looking for a location and is willing to invest \$10,000 of his own money in such an enterprise. In canvassing the matter, Mr. Bricker informs us that E. H. Deatsman, now of Sunfield, but who expects soon to be a resident of Belding, is willing to take \$5,000 of stock and another gentleman in Grand Rapids a like amount. It needs only \$5,000 more pledged to secure the factory and it is hoped this small amount will not stand in the way.

It is generally conceded that the prospect of the payment of a large indemnity by China to Japan has been the great factor in the recent decided advances in the price of silver. The probability of a further influence in the same direction will aid the solution of the silver question by the international conference, should one be called, on account of the removal of the great disparity between that metal and gold, which is now the most serious factor in the problem.

I. E. DeGowin, the Cheboygan grocer, was married last week to Miss Kimball, of Ionia.

PRODUCE MARKET.

Apples—\$1 @ \$1.25 per bu., according to quality. The demand is light and the supply is ample.

Beans—Advancing steadily, every day noting a stronger position than the day before. Local handlers are holding their stocks at \$2.02½ @ \$2.15, with every probability of an advance to \$2.10 before the end of the week. A carefully compiled table, published elsewhere this week discloses a serious shortage, which is likely to be felt before the close of the present season.

Butter—10½¢, according to quality. Low grades are dull and slow sale.

Beets—Dry, 30¢ per bu.

Cabbage—35¢50¢ per doz.

Celery—2¢ per doz., according to quality.

Cranberries—3.50 78¢ per crate.

Eggs—11½¢12¢ per doz. The supply is ample at present, but the demand is very strong, owing to the high price of meat.

Early Vegetables—Cucumbers, \$1.75 per doz. Green Onions, 12¢ per doz. bunches. Pieplant, 8¢ per lb. Radishes, 3¢ per doz. bunches. Spinach, 7¢ per bu.

Lettuce—12½¢ per lb.

Onions—Dry stock is scarce, except poor stock, which is in ample supply. Dealers pay 55¢60¢, holding at 60¢50¢.

Parsnips—30¢35¢ per bu.

Potatoes—The market is strong and quotations are gradually advancing. Local handlers are of the opinion that if a break does not occur within two weeks, the country will witness no break this spring. Handlers pay 60¢ here and 55¢60¢ at the principal outside buying points.

Sweet Potatoes—\$1.15 per bu. for kiln dried Limols Jerseys.

A MAIL ORDER TO US IS SURE TO BEGIN A BUSINESS CONNECTION THAT WILL SAVE YOU DOLLARS.
HENRY J. VINKEMULDER,
Wholesale Fruit and Produce,
445-447 S. Division St.

Rindge,

Kalmbach

& Co.

12, 14 and 16
PEARL STREET.



RUBBERS

FALL PRICES ON RUBBERS, 20 per cent. ON BOSTON, 20 and 21 per cent. on BAY STATE, FREIGHT PREPAID.

The above discount allowed on all orders placed and filled before October 1st.

PRICES FROM OCT. 1st, '95, TO MAR. 31st, '96, both inclusive: BOSTON, 15 per cent., BAY STATE, 15 and 12 per cent.

We want your business and will take good care of you. We carry as large a stock as anyone, and keep all the novelties, such as PICCADILLY and NEEDLE TOES in Men's and Women's.

Our salesmen will call on you in due time. Please reserve your orders for them. Prices and terms guaranteed as good as offered by any firm selling Boston Rubber Shoe Co.'s goods.

Use the "Tradesman" Coupon Books

GRAND RAPIDS GOSSIP.

J. E. Henderson succeeds Steketee & Baker in the drug business at 61 West Leonard street.

Wm. J. Barden has opened a grocery store at Howard City. The Ball-Barnhart-Putman Co. furnished the stock.

E. A. Vanderveen, hardware dealer at 36 West Leonard street, has sold his business to his father, E. Vanderveen.

John Van Winsheym has opened a grocery store at 471 Logan street. The stock was furnished by the Ball-Barnhart-Putman Co.

Wm. Young has removed his grocery stock from the corner of Seventh street and Alpine avenue to the corner of Ninth street and Alpine avenue.

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

W. J. Boynton has opened a grocery store on Lake avenue, just east of the gravel road toll gate. The Worden Grocer Co. furnished the stock.

John H. Joldersma, undertaker at 73 Grandville avenue, is succeeded by Joldersma & Seginka, Rucas Seginka having purchased an interest in the business.

E. E. Chapel, formerly engaged in the grocery business on Cherry street under the style of Cole & Chapel, has opened a grocery store at Berlin. The Worden Grocer Co. furnished the stock.

E. G. Curtis, who conducted a grocery business at Mt. Pleasant for eight years and for a year was engaged in the grocery trade at Stanton, will shortly re-engage in the grocery business at the latter place. The Ball-Barnhart-Putman Co. has the order for the stock.

The Folding Chair & Table Co., doing business at the corner of Pearl and South Front streets, is closing out its stock and will retire from business. This company did a fairly prosperous business up to the time of its fire, two or three years ago, when it suffered a severe loss by reason of insufficient insurance, from which it has never been able to recover.

The regular meeting of the Retail Grocers' Association, which will be held at THE TRADESMAN office this evening, will probably be largely attended, as C. G. A. Voigt is announced to deliver an address on the subject of the rebate method of handling flour. All grocers, whether members of the organization or not, are cordially invited to attend the meeting.

F. L. Maguire, who has just closed a successful food show at Milwaukee, will come to Grand Rapids this week for the purpose of investigating the feasibility of conducting a good show here during the first and second weeks of May. Mr. Maguire has had wide experience in inaugurating and managing such enterprises and THE TRADESMAN commends him to the business public as a gentleman in every way worthy of their confidence.

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

J. M. Hayden is in the Southern part of the State on business.

The Drug Market.

Acids—There is little to report beyond a continued moderately active jobbing movement in the various leading descriptions at prices indicating steadiness, among sellers and a general feeling of confidence on the part of consumers. The demand for citric is seasonably active, with prices well maintained.

Balsam Peru—Has developed a firmer undertone and sellers have advanced their views.

Bismuth Preparations—Manufacturers announce a reduction of 10c per lb.

Caffeine—Further business has been done from second hands at \$8, which is now the price generally asked. Stocks of all kinds are very light.

Cassia Buds—Are held firmly under the influence of the stronger market for silver, and holders are indifferent sellers.

Cod Liver Oil—Continues to reflect an easier tendency, owing to the fact that one holder is yet endeavoring to realize. Stocks cannot be replaced at present quotations and later on a reaction is generally expected.

Essential Oils—The only features of interest are stronger markets for anise and cassia, largely due to the advance in silver.

Flowers—American saffron is 2c higher and offered sparingly at the advance. The demand is good. Insects are more active and firmer abroad, with increased interest developing in this country.

Gum Camphor—Has been advanced by refiners and prices are 2c higher.

Leaves—Truxillo coca are in good demand and firmer. Huanuco are practically out of market and entirely nominal. Short buchu are steadily hardening, especially the better grades.

Nitrate of Silver—Has further advanced in sympathy with the bar metal.

Opium—Early in the week advices were received reporting purchases in Smyrna to the extent of about 300 cases for account of American manufacturers. The markets have since ruled depressed and weak both here and abroad, the latter due chiefly to exceptionally favorable weather for the growing crop, which bids fair to result in an unusually large yield. With such an outlook it is only natural that buyers should be inclined to operate cautiously.

Quinine—The very strong conditions previously noted still prevail. Domestic manufacturers and agents for foreign makers report large orders at full schedule rates.

Saltpetre—The arrival of the *Sindia* from Calcutta, with 2,542 bags, has not affected the market, which was practically bare of stock in first hands, and with a continued active jobbing demand values have ruled firm.

Seeds—Canary is quiet and steady. Hemp and Russian are scarce. Dutch caraway is advancing in Europe, in consequence of which American markets are a trifle stronger.

Prizes for Best Article on the Cash System.

The Grand Rapids Retail Grocers' Association offers three cash prizes—\$5, \$3 and \$2—for the best three essays on "Advantages of the Cash System." Competition is open to the world and there is no limitation as to the length of the articles, the only stipulation being that the contributions be in the hands of the Secretary (editor of THE TRADESMAN) by May 1. The decision of the Committee will be announced at the regular meeting of the Association May 21.

SHORT SUPPLY.

Stocks on Hand Over 300,000 Bushels Shy.

New beans will cut no figure in the market before Sept. 15—23 weeks yet—and, in view of the scarcity of stock, handlers are, naturally, enquiring whether there are enough 1894 beans on hand to meet the consumptive demands of the season. The solution of such a problem requires an unusual degree of knowledge and discernment, but W. T. Lamoreaux is, undoubtedly, equal to the occasion, in view of the large amount of stock handled by his house and the accurate information he is able to acquire, from inside sources, concerning the requirements of each market. Mr. Lamoreaux has kindly consented to permit THE TRADESMAN to give its readers the benefit of his compilation, which is as follows:

ESTIMATED DISTRIBUTIVE DEMAND IN BUSHELS.	
Boston	172,500
New England Cities	115,000
New York City	172,000
Other New York Cities	31,500
Chicago	172,500
Other Illinois Cities	58,500
St. Louis	31,500
Other Missouri Cities	20,000
Nebraska	7,000
Alabama	1,000
Arkansas	3,000
North Dakota	1,500
South Dakota	1,000
Washington, D.C.	2,000
Florida	2,000
Indiana	20,000
Iowa	10,000
Kansas	5,000
Louisiana	20,000
Maine	2,500
Minnesota	11,000
Ohio	22,500
Pennsylvania	42,500
Tennessee	5,000
Texas	5,000
Virginia	5,000
Wisconsin	12,500
Other States not enumerated	25,000
Total demand	984,000
ESTIMATED SUPPLY ON HAND, IN BUSHELS.	
Canada	62,500
Michigan	100,000
New York	125,000
Miscellaneous	50,000
En route	25,000
Foreign (50,000 bags)	175,000
California	25,000
Boston	42,500
Chicago	32,500
New York	30,000
Total estimated supply	667,500
RECAPITULATION.	
Total estimated requirements	984,000
Total estimated supply	667,500
Shortage	316,500

The Cyclone Emery Wheel.

J. M. Hayden & Co. have in transit a thousand cyclone and vitrified emery wheels, which will be the largest stock in Michigan. Messrs. Hayden & Co. make a specialty of these wheels and find a great demand for them, many of the leading furniture factories having adopted them exclusively.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE ONLY—A GOOD PAYING RESTAURANT. Nice locality. Fair trade. A bargain. Winans & Moore, 1 Tower B'k, Grand Rapids, Mich. 745

EIGHTY CENTS WILL BUY \$1 WORTH OF a clean stock of groceries inventing about \$5,000. Terms, cash; sales, \$30,000 annually; strictly cash store; good town of 7,000 inhabitants. Address 738, care Mich. Tradesman. 738

FOR SALE OR EXCHANGE—FOR STOCK of hardware or groceries, pretty home in Grand Rapids, containing eleven pleastroms, gas, grate and marble mantel, good well and cistern, also city water. Valued at \$3,000. Address No. 739, care Michigan Tradesman. 739

WANTED—TO BUY SECONDHAND CASH Register. Must be in good condition. Address Vincent Mauro, 309 Perry St., Saginaw, W. S., Mich. 70

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

WANTED—TO BUY GOOD SECOND-HAND gang edger and two 51 to 60 inch circular saws. Must be all right and cheap. Address F. W. Clark, Copenish, Mich. 743

FIFTEEN HUNDRED DOLLARS BUYS GOOD livery and dray line doing excellent business, consisting of nine good horses, three sets double harness, two sets single harness, two pair light bobs, one swell box cut or, one Portland cutter, two pair dray sleighs, two dray wagons, two double buggies, two single buggies, robes, etc., new two-story barn, 25 x 50, good buggy sheds, and excellent well with force pump and hose, and two of the best lots in town. This is the best location for livery in Northern Michigan, no competition. Must be sold at once. Don't write unless you mean business. Address Lock Box 103, Copenish, Mich. 744

FOR SALE—STOCK OF DRUGS AND WALL paper. Best location and leading drug business in hustling city of 4,000—just the place for right man. Address No. 41, care Michigan Tradesman. 74

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—NEW SODA FOUNTAIN, TUPP'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

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, Poppel, 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. 722

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

OPPORTUNITY—DOUBLE STORE TO RENT, Will soon be vacant; fine location for general business; never been vacant; town of 1,300; 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—TWO COAL STOVES AT \$5 apiece, and two at \$8 apiece; can be seen at 100 Louis St. Trade-man 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

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.

AN ADVISABLE SUBSTITUTE FOR THE carving steel is offered to dealers and canvassers and big profits are assured by J. M. Hayden & Co., Pearl street, Grand Rapids, Mich. 742

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.

WANTED—POSITION AS SALESMAN BY young man of seven years' experience in general merchandise. Good window trimmer and stock keeper. Best of references. Address Box AA, New Haven, Mich. 737

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

WANTED—SITUATION BY REGISTERED pharmacist. Enquire 560 South Division street, Grand Rapids. 734

WANTED—POSITION AS TRAVELING salesman in grocery line. Address L. Murray, General Delivery, Grand Rapids. 721

Why All the Workers Are Not at Work.

Universal prosperity is the problem that it is the duty of the wisest statesmanship and the most beneficent philanthropy to solve. What is the solution?

The answer is simple enough—set all labor to work at fair wages. As is seen, the response to the question is plain and simple; but how to realize it, how to bring about the desired result, is something that has not been explained.

It is easy enough to say: "Set everybody to work;" but how are you going to do it? It is this part of the problem which presents all the difficulties. It is conceded that all wealth commences with labor. Labor digs ores and minerals out of the earth and converts them into merchantable products. Labor cuts trees out of the forests and converts the timber into articles of value. Labor cultivates the fields, and, taking the products thus obtained, manufactures them into articles of daily necessity. Labor fishes the seas and other waters and takes therefrom natural products, which are converted into food and other articles of use.

From this it will be seen that labor, operating upon the products of the field, the forest, the mine and the fishery, elaborates wealth. The claim that labor creates all the wealth is incorrect, because, if there were not something existing upon which labor can work, labor itself would be worthless. Labor does not in any sense create. It does precisely what the bee does. It elaborates honey and wax from the sweet juices and the natural gums which exist in the flowers. Labor is just as indispensable as is the material on which it works, no more and no less.

But the notion that no other element is required, save the natural material and the labor to work on it, is wholly fallacious. Labor can do nothing without tools, and to-day the term "tools" means great plants of machinery, great systems of transportation and great supplies of raw material. These are supplied by capital. Without these labor would be seriously crippled, and, by consequence, the whole state of society would be in a barbarous and backward condition. It all means the difference between the log cabins of the pioneers and the grand cities and comfortable homes that cover the country. It means the difference between the commerce carried on pack-animals tracing the difficult paths worn through the forests and mountains by wild animals and the wild Indian, and the great railway routes gridironing the continent.

Thus it will be seen that, after the first rude beginnings, capital has had just as large a share in the production of wealth as has labor, and it is wrong to attempt to teach any other doctrine, because it would not be true. Moreover, this capital is not the wealth of a few rich men; it is the gathering together of the means of many thousands of people who ventured their earnings in stock company factories. As an illustration, the fact was brought out, a few days ago, in a hearing before a committee of the Massachusetts Legislature, that the cotton mills at Fall River, in that State, are owned by 8,000 stockholders, many of whom are women. And the fact remains that, with a few exceptions, the great factories and industrial and commercial

enterprises are conducted by stock companies composed of large numbers of small stockholders. When capital is denounced and vilified, as is too often the case, it is not the property of rich men that is being spoken against, but the aggregated savings of large numbers of persons with small means.

But, to get back to the original question with which this discussion started, why are not all the people at work earning wages? It would be well in this case to seek information from two classes who, perhaps, ought to know as much about this matter as any others can know. These are the employers and the employes. If their actions in a great many cases are any warrant for their opinions, then their opinions will be found expressive enough.

The employers will generally be found seeking to secure the production of their goods at the least possible cost. In their efforts to reduce wages they are met by the labor organizations, which are formed for the purpose of keeping up wages. These organizations endeavor to control the labor supply and to prevent all persons not members from working. This act of prevention sometimes goes to the extent of violence to every person not a member of the organization who seeks to work. Most of the labor strikes grow out of the efforts of the unions to exclude all unorganized labor from employment. The employers may be set down as in favor of securing labor and material at the lowest prices attainable, without regard to any other consideration.

As to the employes, they have demonstrated by the acts of their labor organizations that they desire to limit and keep down the number of the working people to such a point as will produce the highest wages. They sedulously oppose the employment of any persons who are not members of their unions, and they carry this opposition to such an extent that it sometimes breaks out into riot and murder.

It is plain, then, from the information drawn from both the employers and the employes, that there is a large number of persons who do not belong to the labor unions and who are willing to work if they can secure the opportunity. They would not, in all probability, be allowed to join the labor organizations; but, if they did, they could gain nothing by it, since such membership would neither secure for them employment at the union rates, nor would it permit them to work for less. There is a hope these people outside the union have of some enlargement, and that is of being able to get work at wages lower than the union rate. When a man's necessities are pressing upon him for the support of his family, less wages are vastly better than no wages, and, therefore, he will elect the former.

But nobody has answered the question why all the working population is not or cannot be put to work earning wages. The answer to this is simply that the power of production of all articles of consumption is greater than the demand for them, and if every factory were set to work on full time, with all its machinery in full operation, and every human worker it could use in full employment, the time would soon come when the markets would be overstocked so that prices would largely decline and the movements of goods be greatly checked.

Mills and factories are run for profit, and not for mere theoretical purposes to illustrate the problems of political economy; consequently, only practical operations can be considered. In obedience to the plainest laws of trade, whenever cost of wages or of material can be reduced, it will be, and all combinations to keep up the prices of labor and material must fail, since no combination can control the entire market of labor or produce.

It ought to be remembered that, in obedience to another law of trade, there is only so much money available to be paid for labor, and, therefore, 10,000,000 men working for \$1 a day each will earn no more money than would 5,000,000 working for \$2 each; but, in the former case, the money would be more widely distributed. The notion of the labor organizations is to limit the distribution of this money to the fewest persons possible, so as to give each a large wage. Is this better than to distribute it among a large number, and so help them all? Is it better to pay big wages to a few and permit the multitude to starve?

If financial confidence were established in this country, so that trades of all sorts were active and speculation rife, many more men would be employed than now, and, in consequence, there would be more prosperity. Then there is always a chance that the crops in some other part of the world may fail, and thus give the American farmers an opportunity to supply the deficiency. True, this would be trading on the distresses of other people; but that is an important factor in commerce of which those who profit by it never complain.

But the main thing needed is to secure a restoration of financial confidence.

Let the people feel that their finances are not to be dangerously tampered with. Let them be assured that their commerce and industries are not to be disturbed by the wild legislation of free trade theorists. Let nothing be done to destroy the belief that the Government is able and willing to pay its obligations in sound and honest money. If this state of things could be established, confidence would be restored, and at an early day.

Then let everybody pray for and work towards a restoration of financial confidence in the country. That can do more than anything else towards restoring general prosperity. RADIX.

Canned illuminating gas is the coming thing. A New York man has invented a way of putting it up so, and it threatens destruction to the meter and the gas company. A test was made of the invention a few days since in Cleveland, and an expert who saw it reports that it works in an entirely satisfactory manner. The gas burned steadily and gave an excellent light. The material from which it is made is lime and coal dust welded by electricity into a sort of dark brownish porous substance. The gas is generated by placing this substance in water.

A milk dealer in San Francisco has been selling milk from a herd of cows which he bought for \$5 apiece, knowing them to have tuberculosis in an advanced state. The animals have been ordered killed and the milkman is to be prosecuted on a criminal charge.

Everyone smokes the Signal 5.

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E. A. STOWE, Editor.

WEDNESDAY, APRIL 3.

NEW LABOR ORGANIZATION.

THE TRADESMAN has repeatedly shown that the violent conflicts which often grow out of labor strikes are not wars of labor against capital, but of labor against labor—of organized labor against unorganized labor—and it has argued that if labor were wise, it would seek to consolidate all laborers into a great organization animated by a common purpose to secure the benefit of the whole.

It is now claimed that such an organization is in process of preparation. The *Chicago Times Herald* reports that a new movement is on foot to organize the wageworks of the United States into one great central union, but at present the matter is in such shape that it cannot be given to the public; but as soon as a little more headway is made a convention will be called and a plan of organization adopted.

The general object of the organization, so it is given out, will be the improvement of the condition of the wageworkers of the country. The details will be left to the convention. One of the cardinal principles of the new union will be the elimination of the strike features of all the old ones. In place of the strike they will be able to offer conciliation, and, failing in that, remunerative employment at something else. By taking up the surplus labor of the great cities and starting it into productive employment, they will benefit not only the unemployed, but those already engaged in every line of productive industry. The necessity for some such movement is generally recognized, but the great difficulty is to get it into operation. Experience has demonstrated that little, if anything, can be hoped from government aid. The only hope is from organization and co-operation among the people who will be benefited by the same.

It is claimed that the new organization would in no way antagonize the old unions, but would be constructed on such a basis as to allow them to come in without disturbing their own autonomy and at an insignificant expense. But it will likely be a long time before any such arrangement will be inaugurated. It would interfere with dictators like Debs and knock out the walking

delegates, and such people will resist anything that deprives them of an opportunity to thrive by blackmail and intimidation. Some such arrangement may be accomplished in the future, but not until the working classes shall gain wisdom enough to see that it is their only hope. Peaceable means alone can do them any good. Violence that is not powerful enough and universal enough to overthrow the entire government must surely end in failure and frightful disaster to those who undertake it.

THE TRADESMAN apprehends, however, that the basis for such an organization is too general and that the interests are too greatly diversified and too much affected by local questions and without enough definite practical objects to command the interest of its membership. A general organization of this kind, to command the interests of labor in its present state of intelligence, must wage a warfare against a common enemy, and that enemy must be capital. When the industrial millennium comes, the enmity between capital and labor will have ceased, and any organization tending to perpetuate that enmity is a hindrance to the final settlement of all these questions.

TAXING BACHELORS.

There has been introduced in the Illinois State Legislature a bill to impose a special tax on bachelors of 30 years of age and over. There are many wealthy bachelors in Illinois, as in other states. They are able to support families, and, if they will not do it, there seems to be no good reason why they should not pay for their default.

The original principle that from the first has pervaded and governed human society is that the entire social structure is founded on the family. The state begins at the family, and is, indeed, an aggregation of families. In the idea of the family, its male head supports the women and children, while the males, as soon as they grow old enough to earn, must contribute to that support. But when they shall have gained sufficient standing to take the positions and earn the wages of men, they must in turn marry and found families of their own. In this way fathers were relieved of the charge of their daughters, who were honorably married and were enabled to take their proper places in maintaining the social fabric.

But as wealth increased in the hands of a few, and the manners and habits of the people grew more luxurious, because there is always a tendency in people of moderate means to imitate as far as possible the manners of the wealthy, the impression grew in force that only people who were pecuniarily well off could afford to marry, and so, under such circumstances, there was always a greater proportion of the population which avoided the ties of wedlock.

This is the invariable accompaniment of the increase of wealth, the operating cause, chiefly through the cowardice of the men, being, first, that people who are not at least moderately rich cannot afford to marry, and next that, through the growth of luxury, many men become so debauched and inebriated that they will do nothing for their own support, but depend for subsistence on their friends, and often on their female relatives. Thus many women are deprived of proper opportunities to marry, and

others feel compelled to give up their own advantage in order to support worthless men.

Then there are the wealthy bachelors, who, from motives of their own, have always refused to marry. These are persons against whom the Illinois bill is chiefly aimed. They ought to be fined for their celibacy upon a sliding scale, in proportion to their wealth, on the grounds that they are not doing their duties as heads of families, and they must suffer for their wanton and willful failure. But the money arising from these fines should not be paid into the State treasury, to be lost in the general summary, but should be devoted to the support of needy widows, and old maids who have been defrauded of all opportunity to marry. It seems to be a wise law, and certain it is that the rich bachelors of Illinois are kicking vigorously against it.

CHANGING TO CHEESE.

The most notable feature of the month, so far as the cheese business is concerned, is the large number of creameries which are being converted into cheese factories. The change does not appear to be peculiar to any one locality or series of localities, but is common all over the country, Iowa and Wisconsin being especially notable in this respect.

The reason for the change is easy to determine, being due to the fact that cheese fared better last season than butter and also to the fact that the outlook for butter, for the season of 1895, is by no means encouraging, while the prospect for a fair average price for cheese is certainly very good. Carefully compiled statistics go to show that, take one year with another, cheese is a much more stable product than butter; and while the price never goes so far above the cost of production as is the case with butter, it never goes down so far below the cost of manufacture. In other words, while the profit is not so great, proportionally, under favorable circumstances, the loss is not so great under an unfavorable turn of the market. It is to be hoped that the changes from creameries to cheese factories will not be so numerous as to seriously affect the market by disturbing the present relation.

The recent ministerial crisis at Madrid seems to have been precipitated by the criticism of the army officers by the press. These officers, after blustering talk of duels and engaging in open rioting, demanded that the Government should interfere with the newspapers on their behalf. Instead of doing so, the Government tried to suppress the disorders among the officers, failing in which, on account of the sympathy of the police, the ministers resigned. This left the task of restoring order to the military leader, General Campos, who appears to be fully equal to the emergency. It may be that the press has carried its liberty to the verge of license, but when it is remembered that Spain groans under the burden of a standing army at home of 80,000, of which there is a saying that there are two officers to one private, it is not at all strange that the press should voice the general dissatisfaction on that account. The thousands of idle officers—strutting, swaggering and gambling about the capital—are sufficient to keep the matter prominently before the public.

CUBAN ANNEXATION.

Whatever may be the result of the present Cuban insurrection, or revolution, if it amounts to that, it seems very probable that eventually Cuba will achieve her independence and become an applicant for a place in the sisterhood of republics. When it is remembered how serious a task Spain had in suppressing the former rebellion, while the inhabitants were divided by factions and before there was so great cause for dissatisfaction as is given by the atrocious economic system the island has since had to endure, the probability of Cuban independence in the near future becomes strong, even if Spain should succeed in restoring her authority in this instance.

The commercial relations between Cuba and the United States form a constantly strengthening tie, while the political connection with Spain, on account of mismanagement and misrule, is constantly weakening. Through American commercial relations the island is becoming constantly more Americanized. It is unnecessary to consider annexation by purchase when these changes must inevitably bring about the same result without the financial outlay.

A writer in the *North American Review* points out the "Danger of the Federal Judiciary," predicting that Congress will eventually abolish the United States courts unless the present system is overhauled and reformed. People who have had experience with the procedure of the Federal courts will readily coincide with the conclusion of the writer. As now conducted, they are extortion shops of the most pernicious sort. The iniquitous fee system stimulates thousands of arrests for no other purpose than to increase the incomes of the officers of the courts, and, once in the clutches of a U. S. court, the victim must be a rich man to obtain justice. The system of fees exacted by the clerks is outrageous and oppressive. The judges have a disagreeable habit of not confining themselves to the law, but of insisting on passing on the facts, which is the legitimate province of the jury. If appeal needs be taken to the Appellate courts, the victim is appalled at the expense at the outset, even the printing of the record being a perquisite of the clerk, yielding him a profit of 100 to 150 per cent. If there is any legal procedure which should be simple and inexpensive, it is that of the Federal courts; but, unfortunately, the present method is a combination of red tape, extortion, judicial caprice, and general disgust on the part of litigants.

That trusts organized for the control of easily established industries are not likely to be permanently successful is indicated by the failure of the cordage, lead and whisky combines. In such industries it is so easy to start factories whose projectors are reasonably sure of selling out to the trust that it is not strange that demands of this kind upon the capital of such corporations should progress in an increasing ratio until the organization succumbs. A trust, to be successful, must, at least, be able to know the amount of competition it is to meet within a given time, if it cannot control the product entirely.

New York exports of apples to Europe during the season of 1894-95 amounted to 1,443,592 barrels, against 168,706 barrels during the preceding season.

A SECOND COURTSHIP.

The Thursday evening meeting was over. Some one had opened the outer chapel door, and a stream of cold air flowed in up to the corner where a group of women were gathering about the stove.

"Nancy Bell ain't out to-night, is she?" asked one of them, a stout good-natured woman in mourning.

Her neighbor had a sallow, much wrinkled, complaining face. She shook her head significantly, holding her warmed woollen glove against her cheek.

"I've heard she was failing considerably lately," continued the other.

"Ssh! don't speak so loud. She hasn't ever got up from the grip last winter. I shouldn't be surprised if she didn't last long. He don't realize it, it ain't likely—men ain't apt to."

An old man in a faded brown overcoat, on the other side of the stove, stole silently away to the door. It seemed to Daniel Bell that it had grown colder in the last hour. The keen air smote him as the women's words had done just now. He made his way out to the shed where his horse was tied, turning out of the path as he heard others coming up behind him in the darkness. He did not want to speak to anybody. He was so slow about unhitching that Jim, the old horse, looked around at him in surprise, and was dimly conscious that something was wrong, as the two started off on the lonely drive together.

What had those women meant by speaking about Nancy like that?—as if it had been anybody? If they'd lived with her more'n forty years, as he had, they wouldn't have talked that way.

Nancy had been pretty sick; he knew that well enough—hadn't he taken care of her?—and if there was anything peskier than the grip, he didn't want to see it, that's all. Anybody else might have got discouraged and given up, but it took more than that to get the better of Nancy. She had weathered it as she had weathered everything else that had come along—she was smart, Nancy was.

She got lonesome, that was it. It came hard on her to have the boy get married and settle out West. It had been hard on him, too; but he had Nancy. She was always fond of company around, always had been. Never'd been what you'd call handsome, but she was so lively and quick, and had ways that would get around any man on earth. He had wondered sometimes how she came to take him, he was so slow; but her mother used to say—he could think just how she said it—"Well, Dan'l may be slow, but when he does git anywhere, why, there he is, right there, an' he ain't goin' to leave!"

They jogged along the frozen road, the old man mechanically pulling on the reins. More than forty years. He could hardly remember just how many; what came before seemed of less account. Why, he couldn't get on without Nancy! She was a part of him; there was nothing to be said about it, it was right there; just Nancy. He couldn't get along without her. It was no use talking. He couldn't.

The horse turned into the yard of his own accord. Daniel unharnessed him with stiff fingers. The barn was warm, and had a clean dry smell. Daniel was careful of his horses. Jim reached his head up to the old man's shoulder, and

he stood there a minute, patting his neck heavily.

"I thought it was about time for you, Dan'l," said his wife, as he opened the sitting-room door. She was looking up at him with her usual smile, but through the dazzling lamplight, which made the room swim before his eyes, it was not her face that he saw—it was Nancy, the wife of his youth.

Mrs. Bell was a pretty little old woman, whose cheeks still wore a little of their old-time color. The softened look in her black eyes had not been there in earlier days. She was knitting a stocking, and as Daniel drew his chair to the other side of the table and opened his weekly paper, she glanced at him, and stifled a sigh as she returned to her needles. When Daniel got fairly to reading, it was for all the rest of the evening. But Daniel was not reading. He was using the paper as a cover behind which to watch his wife: the feeble back, still held upright in her chair; the cough choked back now and then; the busy hands. Something in those rheumatic hands as they plied the yard presently made him say, hesitatingly:

"I wouldn't do any more to-night, Nancy."

"What say, Dan'l?"

"I wouldn't knit any longer to-night, if I was you."

"Why, I want to get these stockings done. 'Twon't be long 'fore you need 'em." Her voice was still brisk and decided.

"I guess I could make out to buy some at the store, if worse come to worse," suggested Daniel, with a faint-hearted attempt at pleasantry.

"Well, I don't intend you shall have to wear out any slazy boughten stockings, while I live!" she answered.

The newspaper rustled in Daniel's trembling hand. The letters on the printed page stared at him in their blackness. "While I live!" Everything struck the same chord to-night. He breathed hard. He was like a deaf mute who lacks the signs to put him in touch with life. Even to himself he could not think in words. It was all summed up in one inarticulate feeling; to move Heaven and earth to keep Nancy with him a few years longer. He brought an extra bedquilt from the press-room and laid it on the foot of the bed, in case she should feel cold in the night, and long after she had gone to sleep, and the house was still, he lay awake, thinking—thinking about his wife.

Such an awakening, such a vigil comes sometimes into a life, to stir its hidden springs of tenderness and turn them outward into a wider channel.

It was Daniel's regular custom to build the fire, and set the kettle boiling before Nancy got up. When she entered the kitchen next morning, she found not only a full wood box, but a pile of freshly split kindlings, and a brimming pail of water standing in the sink.

"Why, what under 'lection?" she exclaimed to herself; "brushed up the stove hearth, too—an' if he ain't gone an' ground up coffee enough for three or four days! It ain't so good when it's kep'. Well, I sha'n't tell him"—and after the old couple had had their comfortable breakfast together, and Daniel had said again, "I wouldn't do too much to-day, Nancy," she remarked in a casual tone, "It won't take me long to get my work done. I shan't have to stir round

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a great deal, I guess, everything fixed so handy." It was her way of saying "thank you."

The sight of Nancy going about her household work in her usual way had something reassuring in it for Daniel. The calming routine of everyday life seemed to lift the dirturbing atmosphere which had settled oppressively upon him, and he felt a sense of physical relief. As they sat before the stove in the evening his face relaxed, a smile moved around the corners of his mouth, and he now and then dropped the back of his hand upon his knee with a gentle slap.

"What you so pleased about, Dan'l?" Nancy finally inquired, one evening.

Daniel turned toward her and laid his spectacles on the table.

"I was thinking about old times. You remember the time I come up to you after singing-school and asked if I should see you home, an' you says, 'No, sir, I can see myself home!' an' walked off, an' you hadn't gone three steps before you fell right down on the ice ker-whack?"

Nancy's face was suddenly flushed. "Remember? I sha'n't forget it long's I live. I was mortified to pieces! I did seem to hate to have you come along an' pick me up—but I never'd 'a' spoken to you again if you hadn't!"

"What'd you do it for, then?" asked Daniel.

"I guess it was because I kinder wanted you for comp'ny, an' didn't want anybody to know it."

"Beats all!" said Daniel in some admiration. "Girls are queer creatures, take 'em whichever way—so are women—most women," he added, with a touch of caution.

"They'd have to be queer to be queerer 'n men folks," said Nancy. "You was a good deal taken up with Angeline Fokkett, too, 'bout that time. I don't deny she was pretty looking with those curls of hers."

"Curls are well enough," said her husband, "but they aren't very substantial to get married on. She didn't peter out well." He took off the stove-lid to look at the fire, and put another stick of wood on, somewhat to Nancy's surprise, for the temperature of the room had been one of their points of disagreement, her own enfeebled frame demanding more heat than suited her more robust husband.

"Better have your shawl on, hadn't you?" he now remarked. "I'll get it for you if you'll tell me where 'tis."

"It's in my bedroom. I can get it."

"No, you sit still." He came back with it. It was a pretty, old-lady-like shawl of knit grey, with a lavender border. Daniel did not put it around her—he would not have known how. He stood holding it awkwardly in his hands. "Here 'tis."

"Much obliged, Dan'l," said Nancy. "I dun know what's got into Dan'l, to act so," she thought.

"I heard to-day that Mr. Johnson was married," began Daniel after a pause.

Mr. Johnson was the Baptist minister. "Land sakes, Dan'l! Who to?"

"A girl from the factory at Crawford, so they say. It may not be so."

Nancy knit energetically to the middle of her needle. "Well, she may be a nice enough girl, but I'd hate to board at their house," she declared.

"Oh, I dun know," replied the more

lenient Daniel. "She may do better'n we think."

"She won't, it ain't likely. I pity the poor man. Ministers ought to be well fed, to keep up, so's to not grow spindlin'. They run more to brains."

"I don't know's Mr. Johnson's so much that way as some," suggested Daniel.

"I'm glad we don't go to his church anyway. When I hear about those old ministers, an' what scary sermons they're given to preaching, I always wonder what kind of livin' their wives give 'em. You can't expect any man to believe in going to Heaven easy when he's got dyspepsy."

"It isn't everyone that's got your knack of cookin'," said Daniel.

"Well, you was always a good purvider, Dan'l. It makes a sight of differ'nce."

"It ain't altogether that," continued Daniel, now waxing argumentative. "You wan't never put to it if comp'ny come unexpected. You could get up a tasty meal out of anything. It's a knack, 's I hold it—equal to the best. I haven't forgot the first meal I had to your house. Seems 's if nothing ever tasted so good, hardly, as those flapjacks. You was in a pink calico—I can see you just as you was then. You had a rose in your hair. It looked sweet as a peach."

"You don't say you remember that dress? I've got a piece of it in a bed-quilt now," said Nancy.

* * *

The sunlight was beginning to slant one winter afternoon when Nancy had a visitor. "Why, came right in, Mis' Eldridge!" she exclaimed to the stout good-natured woman who had inquired about her at the prayer meeting, "sit right down. You've brought your work—that's good."

"Mist' Eldridge's gone over to the Corners, so I thought I'd stop in till he comes back." She looked Nancy over with keen, but not unsympathetic, interest, and decided that she was better than she had expected to find her.

"I'm glad to have somebody come in an' bring the news," said Nancy, as her caller folded her sewing after an hour's talk. "I ask Mist' Bell, but he don't always remember."

"When warm weather comes you'll be able to get out more," said Mrs. Eldridge. "It's proper cold!"

"Well, I don't have to be out in it as some do," answered Nancy. "Mist' Bell's so savin' of my steps. He won't so much as let me draw a bucket of water from the well. Don't make any differ'nce what I want—kindlin's or oven wood, or something from the press-room, there 'tis. I don't ever have to speak of a thing twice."

No girl could have alluded to her lover's roses or bonbons with more concealed pride than Nancy quoted her husband's attentions. "You're fortunate," said Mrs. Eldridge, a little stiffly.

"I do' know as I ought to spoken as I did," thought Nancy, afterward. "Mist' Eldridge ain't a very easy man to get along with. I hope she didn't feel bad."

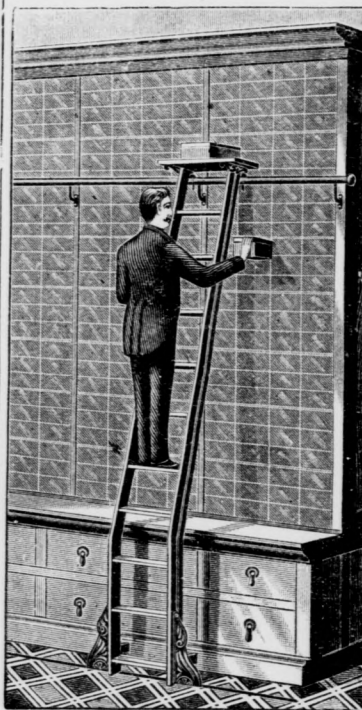
"Where's the old backgammon board, Nancy?" was Daniel's question, soon after this visit.

"Up in John's room, Dan'l."

"You haven't forgot how to play, have you?"

"Why, no, I guess not. I guess I could beat you." This she proceeded to do,

CYCLE STEP LADDER.

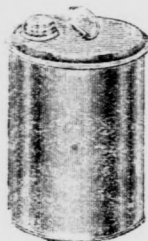


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Syrup Cans per 100.

1 gallon..... \$ 8 50

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

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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:

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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 AND WEST MICHIGAN RY.

Nov. 18, 1894

GOING TO CHICAGO.

Lv. G'd Rapids.....	7:15am	1:25pm	*11:30pm
Ar. Chicago.....	1:25pm	6:50pm	*7:20am

RETURNING FROM CHICAGO.

Lv. Chicago.....	8:25am	5:00pm	*11:45pm
Ar. G'd Rapids.....	3:05pm	10:25pm	*6:25am

TO AND FROM MUSKOGON.

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

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

Trains arrive from north at 1:00 pm and 10:00 pm.
Parlor car leaves for Chicago 1:25pm. Arrives from Chicago 10:25pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25am.

*Every day. Others week days only.

DETROIT, LANSING & NORTHERN R. R.

Oct. 28, 1894

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

Lv. Detroit.....	7:40am	1:10pm	6:00pm
Ar. Grand Rapids.....	12:40pm	5:23pm	10:45pm

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

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

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)
Arrive.
10 20 p.m. Detroit Express..... 7 00 a.m.
5 30 a.m. Atlantic and Pacific..... 11 20 p.m.
1 30 p.m. New York Express..... 6 00 p.m.
*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Trains Leave	EASTWARD			
	↑No. 14	↑No. 16	↑No. 18	*No.
G'd Rapids, Lv	6:45am	11:20am	3:25pm	11:00pm
Ionia.....	7:40am	11:25am	4:27pm	12:35am
St. Johns.....	8:25am	12:17pm	5:20pm	1:25am
Owosso.....	9:00am	1:20pm	6:05pm	3:10am
E. Saginaw.....	10:50am	3:45pm	8:00pm	6:40am
Bay City.....	11:30am	4:35pm	8:37pm	7:15am
Flint.....	10:55am	3:45pm	7:05pm	5:40am
Pt. Huron.....	12:05pm	5:50pm	8:50pm	7:30am
Pontiac.....	10:35am	3:05pm	8:25pm	5:37am
Detroit.....	11:50am	4:05pm	9:25pm	7:06am

WESTWARD.
For Grand Haven and Intermediate Points..... *7:00 a.m.
For Grand Haven and Muskegon..... 11:20 p.m.
" " " Mil. and Chl. 45.35 p.m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:10 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. 16 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Imlana.

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..... *6:40 p.m.
For Kalamazoo and Chicago..... *11:40 p.m.

Chicago via G. R. & I. R. R.
Lv Grand Rapids..... 7:25 a.m. 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 1:30am
3:30 p.m. has through Wagner Buffet Parlor Car
11:30 p.m. train daily, through Wagner Sleeping Car
Muskegon, Grand Rapids & Imlana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a.m. 9:50 a.m.
1:00 p.m. 1:15 p.m.
6:40 p.m. 8:30 p.m.
C. L. LOCKWOOD,
General Passenger and Ticket Agent.

greatly to Daniel's delight, only surpassed when he himself won an occasional victory. The old couple sat with the board on their knees, pondering the moves, or flourishing their dice boxes in each other's faces in excitement when unexpected double sixes made the "throwing off" from the "table" a close contest. "Isn't there some other game you can play better'n this?" asked Daniel, when she had defeated him three times in succession. "There's a new game now; they call it Halma, an' it's something like checkers. I'll ask about it, an' if it isn't more'n fifty or seventy-five cents, I'll get it."

He brought it in with him one night when he had driven over for the mail, and when they had talked it over and read the directions, he took another package from his pocket. "And here's something for you." If he had been a young man making his first present to his ladylove, Daniel could hardly have felt more awkward about it. He began to untwist the ends of the small tissue paper parcel, but abandoned the attempt and placed it in his wife's lap instead.

"Why, Dan'l! Oh!—why Dan'l! How handsome 'tis!"

It was a necktie of pale lavender silk with very soft thick fringe.

"If 'tain't right, we can change it." Daniel was anxiously rubbing his knee.

"I guess it is right—it's a beauty. How come you to?"

"I happened to think of it when I was in t' store, an' I went across where they keep 'em. The girl came right toward me—I know who she was—she was one of Si Andrews' girls, over t' the Corners. Says I, 'I want to see the right thing for a lady with white hair.' 'Oh, for your wife?' says she—she's a quick-spoken girl—an' she showed me this one. 'I know this will be right,' she says, 'for I've seen her wear the same color on her bonnets, and it's very becoming.' I says to her, 'Young woman,' says I, 'if you're as good-looking when you get to that age, you'll do well.'"

"Dan'l! Why, the awful! Wha' do you suppose she thought?"

"I don't care what she thought. Wait a minute—I ain't told you the whole. 'You'll do well,' says I. She blushed up real sort o' pretty; an' 'I hope I shall,' she says—just like that."

"You're a great one, Dan'l." His wife laughed, though still with round shocked eyes. She laid the tie over her knee, and then held it up to the light. "It'll be beautiful on my black silk—the waist's plainer'n they make 'em now." No other thanks were said, and Daniel was not conscious of needing any. Without, it was snowing in heavy flakes, which beat now and then upon the window panes, but the two within were warm.

"What you say to driving over t' the church sociable to night?" was Daniel's inquiry a few nights later, just as Nancy had finished her work and drawn out her rocking chair. "I do know as we get out often enough. It's good sleighin', an' we can't count on that very long."

It took them twenty minutes or more to decide whether they would go, Nancy more than once saying that Daniel ought to have talked of it in the morning, and given her time to think about it without getting confustrated. "But you was always just like that, Dan'l," she declared. "Come right in where I was to work with my sleeves rolled up—Well, ready

for a sleighride to-night?" you'd say—then, when 'twas all fixed, you'd hang around as if you never was going to go."

"Guess that was because I liked to see you that way," said Daniel. "You never looked so well as when you had your sleeves rolled up."

Nancy finally decided to go, and put her head out of the bedroom door a moment later. "Don't look like snow, does it?" she asked. Daniel shook his head. "I guess I'll wear my new bonnet," she said.

When she appeared in her new bonnet and the black silk with the lavender tie, Daniel privately thought her a very handsome old lady. "Got enough on?"

"Why yes, I guess so."

"No, you haven't." Daniel brought a shawl he had warmed at the stove, and wrapped it around her. "I ain't going to take any girl riding an' have her ketch cold." He stooped down to button her long cloak over it. "I don't have rheum'tiz," he explained, while Nancy in her turn pulled the bow of his cravat out carefully.

The air was so crisp and cold, and the starry sky so clear that the old couple felt a youthful tingle of exhilaration at the thought of the two-mile drive. Daniel carefully helped his wife in and tucked the robes about her. "Feels comf'able," she mumbled through her veil and the muff she was holding against her face; and Daniel took hold of her hand a moment, pretending to arrange the robe. They were heartily welcomed at the sociable, and there were several who took occasion to whisper to one another that they guessed Nancy Bell wasn't failing so much as they supposed, if she could get out so far of a winter's night.

"It sort o' chirks a person up to be amongst folks," said Nancy, on the way home. "I was always fond of goin'. An' we seem to enjoy it more than some. D' you notice how John Sheldon an' his wife stayed tight together the whole evening? Well, now, what good 'd they get out of goin'? You want to mix up with other folks more, an' then you have something differ'nt to tell when you get home."

"That's the way you used to do when you was a girl."

"Why, yes, that's the way."

"Well, now, I can tell you that used to make me jealous," said Daniel.

"P-s-h-h!" said his wife, giving his knee a playful pinch—and this time Daniel made no pretense of arranging the robe.

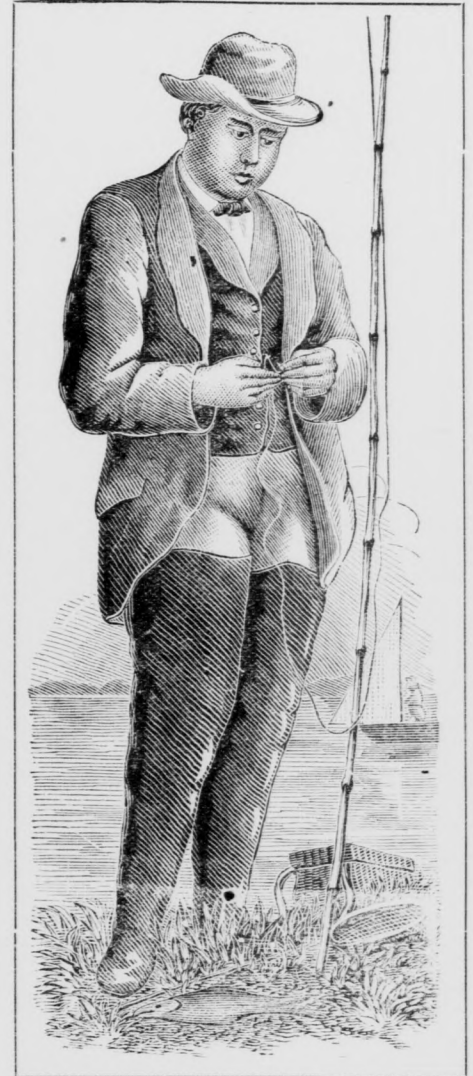
Whether these husbandly attentions acted as a tonic it is impossible to say; but, as the winter advanced, and the snow still lay rugged and broken, but without melting, on either side of the roads, some of Nancy's energy seemed to come back. She had always been "spry on her feet," but this "spryness," which had caused her to attempt many unnecessary things, had lately diminished. Now, again, her old ways claimed her. Daniel, coming in from the barn one bleak afternoon, was made pleasantly conscious of the odor of waffles before he opened the kitchen door. "So this is what you've been up to, is it?" he inquired, with a sniff of anticipation.

"It seemed, as you might say, a good day for waffles," answered Nancy.

"Why didn't you tell me you was going to have 'em? I could have helped you." (The waffle iron was broken and

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required an ambitious mind, not easily discouraged, to manipulate it.)

"Oh, I thought they'd taste better as a surprise."

Daniel washed his face and hands at the sink, and held the towel far from him upon his outstretched hands, as a man's way is. He looked around the room. Since Nancy had grown so feeble they had taken their winter meals in the kitchen. The table was primly laid, with preserved peaches and shaved dried beef. Nancy, with a white apron tied about her waist, was hovering near. With the impulse which came to him at the moment, Daniel bent over and spoke in her better ear—for this was not a thing to be said twice over:

"Nancy—you know—you ain't give me a kiss this ever so long."

Nancy had the waffle platter poised upon her hands. She stopped. "You ain't asked me, have you?" said she, glancing over her shoulder at him with a spice of her old coquetry.

"Well, has a man got to ask his wife every time, after he's lived with her more'n forty years?"

"Why, no, not as I know of." She tapped her foot upon the ground, as she might have done forty years before. There was a soft flush upon her old New England cheek. Daniel kissed the pinkest place, and she reached up to his other cheek and gave it a quick little peck. "There! go 'long with you!" she said. "Bless God for my husband," was what it meant.

Later on, there came a stretch of beautiful days, cold, indeed, but not with the deadening cold of December. "Well, who'd you see up to town?" was Nancy's question, as Daniel came in at dusk. She shut her book over her spectacles in anticipation of the gossip which Daniel had grown in the habit of bringing home, but, as he only answered, "Oh, nobody in particular," she looked for her place again, a little disappointed.

Daniel set his boots upon the footstool to dry, and thrust his feet into the slippers Nancy had warmed for him. "Let's see—when'd we hear from John last?" he asked, presently, in a reflective tone.

"Two weeks ago, come Sat'day," was Nancy's reply.

"I've been thinking—what's to hinder about that visit they was talking of? You know they wanted you to come for Christmas, but 't wan't so 't you could." Nancy put on her spectacles and then took them off again, holding them in her hand bewildered. She had lived with Dan'l over forty years, but she had never grown used to his sudden ways of announcement. For a slow man, it was a little provoking.

"I'm fixed to spare the money now," he went on, "an' a little trip will likely do you good. That namesake of yours 'll be wanting to see how her grand-mother looks."

Nancy's heart gave a great bound at the thought of the grandchild she had never seen, little Nan, whom she longed to have upon her knee; but she said, hesitatingly—"But, Dan'l—"

"You're fixed to go, ain't you? Never heard of a woman that was ready to start off anywhere!"

"Yes, I'm so I could go—though there's things I ought to have if I was going—but I can't leave you, Dan'l. We're getting old folks. You wouldn't get along."

"I guess I can get Marindy Peters to come an' cook for me," suggested Daniel,

with a jocose twinkle in his eye, as though all had not been told yet.

"Well, I'd be dreadful hard put to it b'fore I'd let you eat Marindy Peters' cookin'," said his wife, with decision; "shif'less, meachin' cretur enough. B'sides, how'd I ever get there?"

"It's easy gettin' to Buffalo. Put you right on board a sleeper—"

"Yes, an' I shouldn't sleep enough to pay for my ticket; I should be so afraid they'd put a man over my head. No, Dan'l, it's real kind in you to think of it, but I can't go off so far an' leave you—I can't, no way!" She had risen and was agitatedly brushing the top of the stove with a turkey wing, though there were no ashes on it.

Daniel drew a ponderous breath; his little surprise was even more enjoyable than he had anticipated. "I haven't said I was goin' to be left, yet," he remarked, slowly.

"Why, Dan'l! you don't mean—?"

"I don't propose to let you get lost alone in that sleeper—that'd never do any way in the world. I guess we can manage to get there together, eh? What you s'pose the boy'll say to see us come in? 'Twill be a sort o' bridal trip, won't it?"

The old man was looking at her with deep wells of tenderness in his eyes. Nancy made a step toward him and put her hand up to his coat as if to brush away invisible dust. Suddenly his arms closed around her and held her. He kissed her bent head and cleared his throat, patting her worn back gently. "I got a good wife when I got ye, Nanny," was what he said at last.

His wife did not answer. She leaned against him and slowly stroked his shoulder up and down with one tremulous hand. She was crying.

MARGARET L. KNAPP.

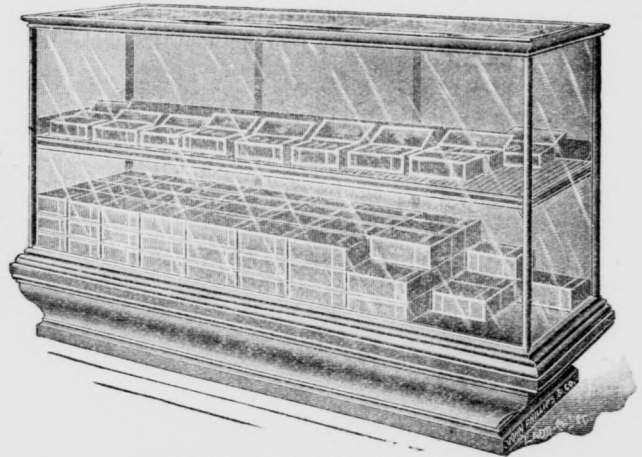
The Price of Champagne.

It is reported from France that the price of champagne will be, if anything, higher this year than it has been previous. This is somewhat surprising, for although a great deal of money is spent on the manufacture and bottling of the wine, nevertheless its cost of production appears to be wholly out of proportion to the charge at which it is retailed, not only in American, but also in French restaurants. In Paris, you must pay 12 francs, or \$2.40, for a not strictly first-class bottle of champagne, and the same wine will cost at least \$3 in New York. Turning to the bill of fare given in a little guide book to Paris, published in 1893, the most expensive champagne is quoted at \$1.20 a bottle. To be sure, Chamoertin, Volnay, Pommard and Nuits were only \$1 per bottle then. A beefsteak with potatoes was 20 cents; and "bouilli" garnished with vegetables only 3 cents; but mutton cutlets were dear, being cited at 20 cents apiece and a fried sole cost 40 cents, if the book is to be believed. Be this as it may, the value of the champagne produced in France is daily increasing. In the Department de la Marne alone it has increased from \$1,327,000 in 1844 to over \$6,000,000 in 1891. The strangest circumstance connected with champagne is that the French themselves have little liking for the vintage of Epernay. In fact, the average Gaul rarely touches "fizz," save on the occasions of marriages, birthdays and grand balls, at the carnival and sometimes at race meetings. At smart dinner parties this vintage is never served, being deemed vulgar. There is an immense amount of champagne drunk at first-class Paris restaurants, but the consumers are for the most part foreigners—English, Russians, Germans and especially Americans, who, for some unaccountable reason, dote on this wine and consider no feast complete without it.

Silent Salesman
TRADE MARK

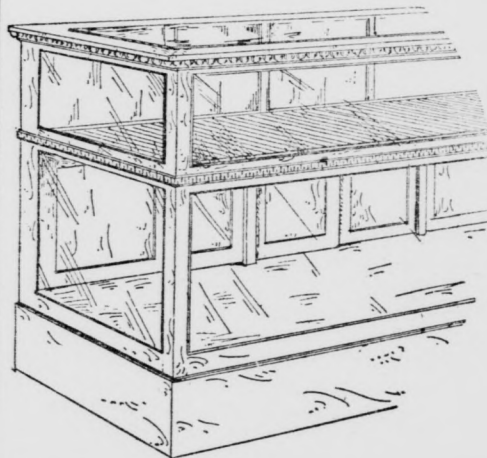
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In youth and manhood we daily perform a certain amount of physical and mental labor. Each day we use up a portion of our strength in discharging the duties that confront us, or in pursuing the pleasures we crave, and at its close we are more or less tired, and gratefully take the rest that nature gives. At the same time we feel that we are by no means exhausted, and if an emergency arises we find that we have a reserve of strength within us that enables us to accomplish far heavier labors and sustain more prolonged efforts, and then, after a little more rest, are as well and strong as ever.

This reserve of strength it is which gives the sense of confidence, of elasticity, and superiority to little ills, which marks the man of robust health, and it is by drawing upon it by excess of living faster than it can be naturally restored that manhood is shortened and old age so often prematurely entered.

If a man would regard this reserve with as much concern and look upon it in the same light as his business capital—if he would apply to the care of the former the same principles that control him in the management of the latter, he would prolong his days and add to his physical and mental comfort.

For instance, a prudent business man always has some resources in reserve to meet unexpected contingencies. He knows that he must be prepared for changes in commercial values and disappointments in business engagements. To continue a sound, healthy business, he must have something to fall back upon if occasion demands. His daily balance fluctuates more or less, but its bulk is never seriously impaired without causing much concern and inciting measures for its re-enforcement. The reserve, if diminished to any considerable extent, is carefully nourished by economy of expenditure, and soon retrieves itself, and then business goes on as before.

Analogous conditions prevail in the human system. A healthy man uses up, as ordinary occasion demands, a certain amount of vital strength in the performance of his daily duties; his rest at night, his food, his recreation, serve to make good the loss incurred, and his balance of health remains about the same. But now some accident or disease overtakes him; his body's income is cut off, his appetite gone, his rest disturbed, while fever, pain, and anxiety sap his strength and rapidly encroach upon his reserve vitality. Whether he recovers depends upon the amount of his reserve force and the degree of the demand upon it. If he has not impaired his constitution by indulgences, or weakened it by too close application to business and neglect of such sanitary principles as tend to preserve his vital forces intact, he will be able to meet the drafts drawn upon him by illness. During convalescence, expenditure of force is as limited as possible; his vital income is greater than his outgo; his reserve is increased day by day, and when he has fully recovered, it has reached its normal condition of stability. If, however, his recovery is incomplete, or from the nature of his disability impossible, his reserve force is permanently impaired, and he remains an invalid—his body capital is infringed beyond repair.

It is essential, then, if stable health is to be expected, that provision should be made for emergencies that are as sure to arise in the corporal as in the commercial system, and simply to meet the requirements of the day is not sufficient.

As in business affairs disaster often follows enlarged responsibilities and greater risks, which are constantly making inroads upon the capital involved, so vital bankruptcy is imminent when larger drafts are made upon the nervous force than are consistent with its daily gain. In such cases nature invariably foretells the coming danger and as clearly points out the course to avoid it.

Immersed in business transactions or professional pursuits, the individual who is overworking himself and drawing too lavishly on his physiological reserve neglects the timely warning. He takes pride in unremitting toil, and glories in

business success and enlarged fields for the display of his powers. His wealth is increasing, his influence is extending, his political or social ambition is being gratified. Whatever be the object he has in view, whether goaded by necessity or ambition, he does not see how, just now, he can forego it, and he cannot be convinced that he is doing more than he ought, since he is still able to do it, forgetting that the limit of strength is not ascertained until the break occurs.

The goal to which he first aspired is gained and passed, and still he is not content. A nervous eagerness to accomplish more and more seizes upon him, and he goes on until some one of the mishaps that are inseparable from life befalls him. Some business misfortune, or family affliction, or trivial disease makes an unprepared-for demand upon his physical or mental resources which he is unable to meet. There is not sufficient reserve strength to meet additional strain. He has been living at the limit of his powers, and when such troubles as would ordinarily be overcome assail him he can make no effectual resistance, and becomes a physical bankrupt.

Such are the men of whose sudden death we so frequently hear. They have seemed to be in good health, and of strong physique; and, while it is in part by reason of their strong constitution that they have been able to attain the success that has marked their career, it has also proved the indirect cause of their downfall, since they have become so accustomed to have their drafts upon it honored that they have been led to believe that they could accomplish and endure anything. Apparently in the prime of life, they seem in the rush of business at the height of success, when they are overcome by some slight illness or accident, and their lives are endangered before it is realized that they are sick.

The first indication that a man is encroaching upon his nervous strength and imprudently taxing his powers is, perhaps, extreme restlessness and unusual nervous irritability. Instead of regarding the various occurrences of life with equanimity, and making the best of what cannot be helped, annoyances that at other times would be slightly regarded or altogether ignored assume formidable proportions; even incidents which hitherto afforded pleasure lose their charm and add to his disquiet. The children's noisy frolic, the hum of conversation, the notes of merry music, the clatter on the streets, annoy him. Perhaps he has sufficient self-control to mask his feelings and present an appearance of calm resignation, and very likely is quite displeased with himself for his foolish petulance. The effect of restraint but increases the internal irritation, and the result is an outburst of temper over some trifling circumstance, of which he is afterwards heartily ashamed. In other cases, instead of irritability, there is great mental depression; success does not cheer, wealth does not mitigate the fear of impending want. He is distrustful of himself and suspicious of everybody. His mind is filled with gloomy forebodings, and however prosperous his affairs, he is saddened with the dread of impending disaster.

When a man who is actively engaged dreams regularly of his work, or the child at school of his studies, he receives a plain warning that he is doing too much, and that the excitement of the day is being continued into the night.

Sleep now begins to fail him, and when, after hours of restless tossing, he sinks into fitful slumber, his rest is disturbed with dreams of business, and the night is filled with vivid glimpses of his waking cares. His appetite becomes capricious, he thinks the cook has lost his skill or is indifferent to his tastes, and from the food ingested results a feeling of fullness and distress. In the hurry of business, he takes a hasty breakfast, works through the day on imperfect snatches of food, and at night attempts to compensate for previous deficiencies by eating an excessive meal, when the stomach, like the rest of the body, is wearied and unable to digest it.

Worry and anxiety are most potent causes of indigestion, and soon the in-

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MICH.Duck and Kersey
Coats and Pants

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

Lansing Pants & Overall Co.,

LANSING, MICH.

dividual is a confirmed dyspeptic. Under the frequent use of stimulants by day to continue the incessant work which his nervousness compels, and narcotics at night to induce sleep, the conditions quickly deepen. If by this time some slight illness does not intervene, or some organic degeneration disclose itself to bring his career to a close, he begins to realize that he has been living way beyond his physiological income; that his nervous expenditure has been out of proportion to normal recuperation, and that he has been draining his vital forces to such an extent that little remains of his original capital.

If he is wise he will now pursue the course that would suggest itself to a prudent business man whose financial affairs have lapsed into an analogous embarrassing strait. The latter would curtail his expenditures, contract his business to a limit commensurate with the capital that yet remains, and nourish the resources that are left, until by prudence and zealous care, not only is the impending crash averted, but a sound basis laid for future operations. A long period of rest, an entire relief from business and professional cares, a complete relaxation from nervous strain is the only resource for the physiological bankrupt. If he takes it, he may retrieve his shattered forces; if not, his days are soon numbered, for he cannot live fast and live long.

The exercise of the mental as well as the physical powers, even when hard pressed, is conducive to health. It is claimed that the continuous and often laborious exercise of the mind is not only consistent with a state of mental health, but promotes longevity. A man may easily worry himself to death, but hard work of mind or body, in itself, injures no one. Work becomes harmful when it calls for haste and strain to meet the exigencies of the demand, when it is attended by an absorbing singleness of thought upon one subject, and is persisted in with such ardent enthusiasm as not to allow diversion to other subjects, and when the outcome is attended with such uncertainty as to distress and worry.

For those who are too absorbed to take the rest and recreation needed, or whom necessities compel to struggle on from year to year without a summer break in the monotony of their lives, the reserve of strength is soon exhausted, and the age of decline begins.

Just when the prime of life is passed and the decline begins is not at any fixed age. Of those who start in life under equal conditions of robust health, and upon whom casual sickness falls with even hand, some will have finished their career in half the time to which, with care, it might have been prolonged, or become old ere their fellows reach their prime, and this because they have lived too fast, have been too prodigal with their physiological capital.

But, guarded as it may be, there comes a time to every one who lives long enough when this reserve must be drawn upon. In youth and lusty manhood the forces of the system, in full and generous play, supply vitality enough for all its needs, and leave in store a fund of strength exuberant.

As years increase and the "big manly voice, turning again towards childish treble, pipes and whistles in his sound," more niggardly does nature yield fresh powers, and barely grants enough for each day's wants. As age advances to "second childhood and mere oblivion," the vital powers are well-nigh quenched, and each succeeding day sees less reserve to draw upon. Now the mind begins slowly to fade away; a last fleeting glimpse of childhood days awakens momentary thought; a passing recognition seems to cause a smile; ideas of time and place all pass away, and, with the last uncertain breath and feeble throb, the reserve has ceased to be; life succumbs to age, and the account is closed.

PIERRE S. STARR, M. D.

The Cleveland Chamber of Commerce wants the Secretary of War to interfere with the lowering of the level of the great lakes by the Chicago drainage canal.

Opening of the 'Cycling Season.

The 'cycling interests of the country were never in a more flourishing condition than they are to-day, and the stockholders in the more favorably known 'cycle corporations are to be congratulated. The factories East and West are all running on full time and some of them are working a double force of men, with the wheels running night and day.

The local dealers are busy men and their stores are crowded with visitors, many of whom are customers. While innumerable wheels are being sold, many would-be purchasers hold back on account of the price demanded for the staple wheels.

Some good wheels, of what might be called the second class, can be bought at from \$60 to \$90, but the average rider is not content with anything less than the regulation wheel, and yet the price, \$100, staggers him. If an accurate estimate could be had of the brain matter wasted every week by wheelmen who try to estimate how much profit the 'cycle manufacturers make out of their machines, some interesting statistics could be drawn up.

The average purchaser of a \$100 bicycle pays his money, takes his wheel home and then sits down and tries to compute its cost of manufacture. His estimates, however, are generally based upon weight, and his natural deduction is that the average high-grade wheel must cost the makers anywhere from \$25 to \$35.

'Cycling, however, is a close corporation just now, particularly so since the formation of the Board of Trade. Not nearly so much cutting is being done by makers and dealers as was the case last year, although considerably more of it is indulged in than the dealers will admit. Where clubs purchase a lot of wheels, it is not difficult to secure a material reduction.

A well-known dealer was asked point-blank the other day what it cost to market the '95 model 'cycle. He hemmed and hawed a great deal, of course; said a great deal about the general public not understanding the enormous expenses necessary to 'cycle manufacturing, and he then admitted that the present wheel must cost the dealer from \$65 to \$75.

Another expert when seen said that the bare cost for the manufacture of a wheel could not be over \$35. "But remember," said he, "that figure does not include the local dealers' profits or the cost of advertising, and many other incidental expenses. I know one big firm which, it is said, estimates its advertising at \$20 a wheel. So you see that the manufacturers' profits are not nearly so large as one might suppose. Still, they are not losing any money and you don't hear of any of them going into bankruptcy."

It is said the manufacture of false tails for horses has reached so high a degree of perfection that the counterfeit may be buckled onto the stump of a docked horse and he will travel along beside a mate with a natural long tail, defying detection. Thus it comes that now and then a horse appears in the morning with a docked tail and in the afternoon with one almost sweeping the ground. This may lead to leaving the horse with its handsome natural tail on. Something like a chain and ball should be fastened to the man who wilfully and cruelly deprives a horse of its tail.

Signal 1, 2, 3, 4, Five.

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.



It would make a horse laugh

To see how some merchants persist in hanging to the pass-book and other antiquated charging systems when the adoption of the Coupon Book System will curtail their losses, lessen the time devoted to credit transactions, enable them to avoid the annoyances incident to credit dealings and place their business on practically a cash basis. Over 5,000 Michigan merchants are now using our Coupon Books. We want 5,000 more customers in the same field. Are you willing to receive Catalogue and Price List? A postal card will bring them.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

VALUE OF A RURAL POPULATION.

The best safeguard against labor troubles is to keep as large a population as possible in the country districts. A man who owns a small farm can maintain a certain independence which he can never have in a city. On such a farm there is always something which even the women and children can do, and then all the improvement which they put upon their home is permanent and inures to their good.

Unfortunately, there is too great a tendency on the part of young men raised in the country to remove to towns, where they fall into the serious and often desperate competition for life; but this sort of thing is far more serious in Europe than it is in America. In many cases the lands in its agricultural districts are owned not by the farmers, who are only tenants, but by great landholders, so that all the improvement put upon a farm goes to the landlord. As a consequence, the country population is not bound to the soil; but its younger members, preferring to be slaves in town to a perpetual vassalage to the landowners, lose no opportunity to get to the cities, so that those centers of population in Europe are growing as rapidly as do the American cities. This is one of the wonders of modern times.

United States Commercial Agent Geo. H. Murphy, resident at Luxemburg, gives in a report to the State Department some interesting particulars of the continued swarming of the country population to the towns. In central Europe every ambitious and active young fellow turns his eyes and feet toward the city. Consequently, in every great city the labor market is glutted, the natural result being that wages of labor keep falling. This evil is enhanced by the ever-increasing employment of labor-saving machinery. Moreover, with the growth of manufacturing, the competition between the manufacturers themselves in the markets where they dispose of their products becomes more and more intense and results in a further decline of prices. As a consequence, manufacturers, in order to avoid loss, are compelled to reduce cost of production, and this is most conveniently effected either by reducing the wages of employes or by introducing more labor-saving machinery.

By imprudently flocking into the great cities, the workingmen of central Europe have placed themselves and families in a position of utter dependence upon huge factories, whose owners, in order to com-

pete successfully with the owners of other huge factories, are compelled to pay to those workmen who are fortunate enough to find employment wages which barely suffice to secure for their families the absolute necessities of life.

Mr. Murphy thinks that the policy of the countries of central Europe seems to be to extend and inflate their manufacturing industries indefinitely. Their idea of national prosperity and happiness seems to be nothing more than the attainment of the ability to export manufactures and to import food. In support of this policy, in many cases, the governments of different central European States take from the workingman an import duty on his food, in order to give to the manufacturer an export bounty.

A solid yeomanry has always been the boast of England; but a country population which does not own the land, but is in a sort of serfdom to the landlords, must in time lose patriotism and hope and all those sturdy qualities which grow out of home-ownership. The man who owns a home, be it ever so humble, is tied to the soil and has something to fight for; but when he is called to fight for the property of a lot of great landholders, in which he has no right, title or interest, it is not strange that, as intelligence increases, patriotism will dwindle under such circumstances.

But the great point in all this is that the American people should omit no opportunity to acquire ownership of the soil of their own country. Every man who is tied to the soil by ownership is a patriot by the simple facts of the case. Every industrious man who owns a small farm is in a position to make himself independent and to assist in keeping up a good country population. The greater the number of farmers in the country, the better it is for the country. The greater the population of cities, the greater the overstock of labor and the more desperate the strife of labor competition.

FRANK STOWELL.

A Chicago mail carrier refused to answer a question put to him by one of his superiors during the lunch hour, alleging that he was off duty and was not subject to orders. He was suspended for thirty days and is in a fair way to lose his job. He ought to have answered the question and then put in a claim for overtime.

Springtime finds the Signal Five at the front.

Use Tradesman Coupon Books.

Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

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.

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.



THE GAIL BORDEN EAGLE BRAND

CONDENSED MILK is a staple article: sold everywhere, and as an infant food has no equal.

All reliable dealers sell it and it is a good stock for jobbers to carry. Prepared and guaranteed by the

THE NEW YORK CONDENSED MILK COMPANY

IT HAS NO EQUAL

For Quotations See Price Columns.

Commercial Trusts and Labor Trusts.
There are commercial trusts and labor trusts.

A commercial trust is the combining of persons engaged in the production of some article of common use so as to drive out competition and secure a monopoly of that branch of business. Such trusts, although forbidden by law in some states, command such enormous capital that they are able to defy the law, and they carry on their operations in all the states. In the production of many articles the public is wholly dependent on the trusts.

The effect of these trusts is, first, to destroy all competition. By means of their immense aggregations of capital they are able to manufacture cheaper than others, and, if it be necessary, they will sell at a loss, so that at any cost they drive all competitors out of the market. Thus it is that the people are placed at the mercy of great monopolies, which supply the necessaries of life, and, since these articles in many cases can be secured from no other source, the people must pay what is required of them.

But it must be said to the credit of the trusts that they have generally sold their products at moderate prices. This is necessary, first, to destroy competition, and it is a wise measure to secure the largest possible consumption of their products. Most mercantile men know well enough that the masses of the people, who are the principal consumers, have only limited means which can be devoted to their various needs. When prices go up in any line, the people must economize in those articles, or in other ways, in order to make their funds hold out. The trusts, realizing this fact, have generally put the prices of their products down to such rates as the people can endure. Of course, it is a serious thing for the people of a great country to know the bread they eat, the oil they burn in their lamps, the sugar they consume, and many other articles which they use in their daily life, are all controlled by powerful corporations that can stop their supplies or raise the prices at will. It is a serious thing to know that all the merchants in the country are subservient to the trusts, which dictate prices of their goods and mark out the territory in which they shall or shall not sell. It is hard to realize that seventy and more millions of free people are the virtual slaves of a few great commercial corporations. But it is true, nevertheless.

But there are also labor trusts. These are organizations of workingmen who combine to control and monopolize the work in some particular industry, and whose object is to drive out all persons not members of their organization who wish to work, and by that means destroy competition. As the commercial trust is at war with all competing merchants and manufacturers, so the labor trust is at war with all competing labor. The labor trust, in its desire to secure a monopoly of a particular sort of labor, does not care how many working people it may deprive of employment and drive to starvation. It cares only for its own members, and is bitterly hostile to all competing laborers. Therefore, where these labor trusts are able to gain control, they dictate not only the price of wages, but also what individuals may be employed and what are to be rejected. In such cases, employers of labor are wholly in subjection to their employes,

and are allowed to have no will of their own.

But it so happens that the commercial trusts are large employers of labor, and, being monopolists, they cannot endure any attempt at domination from the labor trusts. Cheap labor is one of the requisites to the production of cheap products, and the manufacturing monopolies are always foremost in cutting down wages. Thus arise many of the labor conflicts, which are not wars of labor against capital, but wars of labor trusts against unorganized labor, and, as these wars often break out in lawless violence, the result is that the disturbers of the peace necessarily arouse all the force and power of the law against them, and they are crushed into submission to the law.

Any organization which is forced to rely on violence to carry out its designs must surely fail, for the people will not submit to any violent impositions or domination. The methods of the commercial trusts are peaceful, smooth and unostentatious, and they easily gain control of the country; but when a labor trust attempts to capture the country by violence, all the power of the law is put in operation, and the disturbers are summarily crushed out.

The only hope of the laboring classes is in absolute union of the entire labor element in the first place, and in peaceful methods in the second. A labor trust that embraces the entire laboring population, and could command at the polls the votes of every member, would be a power indeed. It could control many state legislatures and fill Congress with its partisans. It could offer some successful and effective resistance to the commercial trusts by securing legislation against them, and it would be a powerful factor in the politics of the country.

But such a state of things will not be realized so long as the working classes are divided into bitter and hostile factions, and their leaders are demagogues, disturbers of public order and general agitators. Division is the universal source of weakness of the labor cause, and, while it exists, failure is written on its face.

FRANK STOWELL.

Announcement is made of a remarkable discovery of a means of producing illuminating gas at a cost which may prove to be not more than 7 cents per 1,000 feet for, it is claimed, the same amount of light as is furnished by 1,000 feet of ordinary gas. It is now said to be used in a house in New York and to be in every way practicable. The new illuminant is acetylene, the lowest gas in the series of hydrocarbons, which are the foundation of organic chemistry and enter into the composition of many of the most important products of coal tar and petroleum. It is known to chemists as C_2H_2 , and is practically pure carbon vapor.

A letter carrier of Youngstown, Ohio, has been discharged for improving his vacation by organizing a union of carriers in Canton. The Postoffice Department several years ago decided that trades unions are inimical to the postal service and will not be tolerated among employes of the Department.

The Signal Five leads, all others follow.

The Older We Grow The Less We Know!

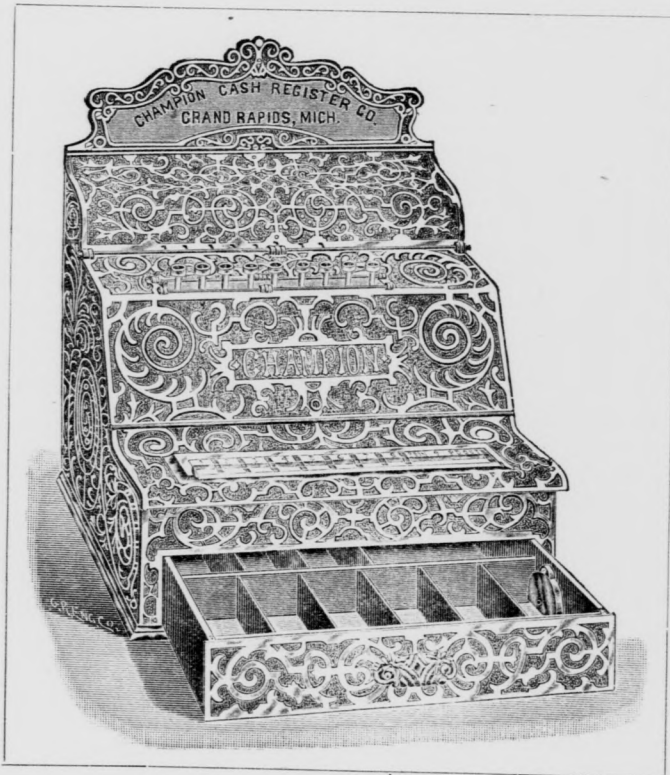


Is it not a mistake in thinking you can make the money you should, without a perfect system?

Thousands of Merchants testify that you cannot.

Then why not join the majority?

It is not too late Write us.



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

MERCHANTS DESIRING TO INSPECT our Registers are requested to drop us a card, so that one of our agents can call when in the dealer's vicinity. It will cost nothing to see the machine and have its merits explained.

MANUFACTURED ONLY BY

Champion Cash Register Company

GRAND RAPIDS, MICH.

REYNOLDS REVERSED.

Verdict of the Kent Circuit Court Set Aside.

The judgment rendered against Geo. H. Reeder & Co. by the Kent Circuit Court for unpaid salary alleged to be due Patrick Reynolds has been set aside by the Supreme Court. The full test of the opinion, which was prepared by Judge Hooker, is as follows:

Plaintiff brought an action for the breach of a contract of employment. The declaration alleged: "For that whereas, heretofore, to wit, on the 10th day of October, A. D., 1892, at the city of Grand Rapids, the said plaintiff, at the defendants' request, entered into an agreement with the said defendants, whereby said plaintiff bargained to work for said defendants as a traveling salesman for the term of one year from the 10th day of October, 1892, and said defendants, in consideration of such services, agreed to pay said plaintiff for his said services the sum of \$800 a year, in monthly installments of \$66.66 per month. And that whereas, the said plaintiff entered into the employment of the said defendants according to said agreement on the said 10th day of October, 1892, and faithfully and energetically performed his duty as such salesman for four months, and that said defendants on, to wit, the 18th day of February, 1893, disregarding the terms of their said contract, wrongfully and unjustly discharged said plaintiff from their employment, though said plaintiff has been willing and ready, and now is ready, to continue in said employment, and carry out his contract with said defendants; yet said defendants have refused, and still do refuse, to allow said plaintiff to do so, to his damage \$300; and therefore he brings suit." To sustain this count the following contract was offered, and, against defendants' objection and exception, received, viz.:

"Grand Rapids, Mich., April 7, 1892. The following, made this 10th day of October, by and between the two undersigned parties, is fully agreed upon by both. October 10, 1892, P. Reynolds commenced the duty of salesman on the road for Geo. H. Reeder & Co. for the term of one year from date, for the sale of \$40,000 worth of their goods, consisting of boots, shoes, rubbers, felt boots, socks, and all goods dealt in by the said Geo. H. Reeder & Co., that are shipped to and paid for by the said P. Reynolds' customers. He, the said Reynolds, is to receive \$800 and his necessary traveling expenses while out on the road for them. All mail orders received and filled by the said Geo. H. Reeder & Co. from the territory covered by P. Reynolds are to be placed to the credit of his sales account. He is to receive, in addition to the above-stated salary, 1 per cent. on the dollar on all goods sold by him, shipped and paid for, over and above aforesaid \$40,000. If his sales at the end of the year are less than the said \$40,000, then 2 per cent. on a dollar is to be deducted from the amount of his salary for all that he shall fall short of \$40,000 on sales. Geo. H. Reeder & Co. P. Reynolds." The case appears to have been tried upon the theory of the special count, viz., that the contract was terminated by the defendants wrongfully and that the damage for the month was \$66.66, the amount alleged to be payable monthly. We think that this contract cannot be said to provide for monthly payments. It would be much more reasonable to say that payments were to be made upon orders taken or accepted, if it can justly be said that anything was payable before the expiration of the year. To hold that the plaintiff was entitled to one-twelfth of \$800 monthly would ignore the provision that 2 per cent. on shortage was to be deducted from his salary. The contract does not state the time of payment, nor does it provide for paying back a deficiency; and, unless we are to assume that it is to be paid monthly from the fact that it was a contract for personal labor, or from the fact that payments were made from time to time, there seems no reason that it should be given a different construction from any other contract providing for certain work by

one and payment thereof by another. In such case the natural inference is that payment is to be made on completion of the work. The brief of counsel asserts that an oral contemporaneous agreement was made that payment should be made monthly, etc., but we find no evidence of that, and need not discuss the value of such evidence were it in the record.

As to the construction said to have been given by the parties, by a course of dealing under the contract, if this is a contract, so certain in its terms as to permit such aids to the construction of a writing, there is nothing conclusive in the conduct of the parties. They do not appear to have made monthly settlements, or made and received payments monthly. Money was asked and furnished at intervals, and it is as consistent to say that such payment was considered advancements on the salary in view of sales. To our minds, the most reasonable construction of this writing is that the plaintiff was to be paid from time to time on the basis of goods sold and shipped, but not beyond the rate of \$800 per annum and expenses. The plaintiff was allowed to recover the sum of \$66.23, which the court finds his due upon the basis of \$800 a year. This contract was not admissible under the special count, for it was a radically different contract from the one declared upon, and counsel did not choose to amend his declaration when the objection was made. Hence there could be no recovery upon that count, for the reason that the proof did not support it. As the findings of fact and law show that the judgment was rendered upon this count, we have no alternative but to reverse it and order a new trial. Ordered accordingly. The other justices concurred.

Hon. Peter Doran appeared for Geo. H. Reeder & Co. and Griffin, McDonald & La Grou represented the plaintiff.

The Wheat Market.

Wheat advanced slightly during the past week, which is partially due to the continued drought in the winter wheat belt. However, since Saturday the drought has been broken, as the precipitation has been large all over the winter wheat belt. We are unable to say how much of a change this will make in the price of wheat. Many dealers look for a decline in prices on that account, but we can hardly agree with them, as we believe the acreage has been reduced fully as much as heretofore reported. There seems to be a wide difference of opinion as to the condition of the growing crop. Some think it is being damaged by the freezing and thawing weather we have had of late. Others think differently. A few days of warm sunny weather might make a material change.

Corn advanced, in sympathy with wheat, as is usual. Had wheat declined the same would have probably been true of corn. It depends largely upon the amount used for feeding purposes. In this State some farmers sell their corn and oats and feed their wheat instead. At present the outlook for better prices is certainly good.

The oats market was very strong, owing to the fact that 600,000 bushels of cash oats were sold for immediate shipment via all rail to New York at the remarkably low rate of 10 cents per 100, while the open rate is 20 cents per 100. Here is a plain disregard of the inter-state commerce law. Grand Rapids and other points in this section are compelled to pay on the basis of 20 cents per 100, while the large shippers in Chicago get a 10 cent rate.

During the past week the receipts were as follows: Wheat, 53 cars, which was a little less than the usual amount; corn, 28 cars, which is a large amount; oats, 5 cars, which is about normal.

C. G. A. VOIGT.

MEN OF MARK.

A. W. Dodge, President of the Dodge Clothespin Manufacturing Co.

Alfred W. Dodge was born in Wayne county, New York, June 6, 1839, removing with his family ten years later to Woodstock, Lenawee county, where he varied the monotony of farm work by attending school a few months each winter. At the age of 19 he started out on a tour of the Western States, from Minnesota to Missouri, and in the latter State was employed several months as the manager of a plantation with a large number of slaves. In the spring of 1860 he returned to Michigan and married Miss Ann E. Drake, of Cambridge, Lenawee county, by whom he has had seven children, all living, two boys and five girls. Five of the children are married and he is the grandfather of three boys. For a year after he was married he cultivated a rented farm, subsequently returning to Saginaw, where he worked a year in a sawmill. He next followed the occupation of carpenter and joiner until 1865, when he was laid up for a year with inflammation of the eyes. In 1866 he removed to Gowen, Montcalm county, where he purchased a sawmill and stocked it with logs. This business he conducted with varied success, low water mark being reached in 1874, when he found that he "lacked \$6,000 of being worth a cent," as he expresses it. Instead of abandoning the struggle, however, he stood his ground until he wrung success from failure, paid 100 cents on the dollar and was able to clean up \$6,000 in cash. With this money he removed in 1883 to Quincy, Branch county, where he built a sawmill, and, in company with others, established a factory for the manufacture of threshing machines. This enterprise proved unremunerative and he sold his interest in the business at a loss and removed to Morley in 1885, where he began the manufacture of clothespins under the style of A. W. Dodge. Two years later the business was merged into a stock company under the style of the A. W. Dodge Clothespin Manufacturing Co., with a paid in capital of \$10,000, all the stock being held by members of his own family. In November, 1893, he purchased the clothespin factory of the Shepherd Manufacturing Co., at Shepherd, which he has since operated continuously under the management of his son, W. H. Dodge. Two machines are operated in each factory, each with a capacity of 80 5 gross boxes per day, making the combined output of the two factories 320 5 gross boxes daily. Considering that the Shepherd plant was purchased during the worst period of the panic, Mr. Dodge's success in keeping the factory in constant operation is little less than remarkable.

A singular feature of the clothespin business is the gradual reduction in prices which has taken place during the past ten years, amounting to nearly 5 per cent. a year. In other words, the price Mr. Dodge is able to obtain for his clothespins to-day is 28 per cent. less than was the current price in 1885, when he first embarked in the business. As timber is no cheaper now than ten years ago, the reduced price is felt in the reduction of wages, in lessened profits and in the curtailment of factory expenses so far as it is possible to curtail them by systematizing every detail of the business.

Mr. Dodge has been a member of the Masonic fraternity twenty-one years, but has never aspired to hold any office in the lodge, nor has he ever allowed his name to go before a political convention, with the exception of a prohibition convention, where the nominee stood no show of election. He has never made a dollar by speculation, the property he has managed to accumulate being due to thrift and economy and not to sudden fluctuations or lucky strikes, and the fact that he has doubled the capacity and output of his two factories during the hard times of the past two years speaks well for his courage, energy and business shrewdness.

Twenty-Five Additions During March.

GRAND RAPIDS, April 1—The following new members joined the Michigan Knights of the Grip during the month of March:

- F. Dela Claire, Goshen, Ind.
- Wm. A. Griffith, Brooklyn, N. Y.
- Thos. C. Stough, Shreve, Ohio.
- Albert Decker, Big Rapids.
- O. C. Pope, Mellersburgh, Ky.
- Jos. Phillips, East Saginaw.
- Addison Brown, Carroll, Iowa.
- F. E. Edmonds, Grand Rapids.
- John F. Blair, Marinette, Wis.
- Geo. B. Lewis, Grand Rapids.
- J. B. Cushman, Greenville.
- Geo. I. Blowers, Kalamazoo.
- W. P. Shanley, Hammondsport, N. Y.
- John B. Burns, Three Rivers.
- David O. Caldwell, Detroit.
- James N. Mackin, Bay City.
- F. D. Wintle, Austin, Ill.
- F. J. McGuire, New York City.
- J. H. Williams, Chicago.
- W. B. Hogue, Detroit.
- W. E. Dockry, Big Rapids.
- H. A. Cocks, Kalamazoo.
- Wm. Montague Perritt, Chicago.
- Geo. W. Innes, honorary, Pentwater.
- W. J. Mosgrove, honorary, Edmore.

Geo. F. OWEN, Sec'y.

The Telephone Situation.

Manistee—Two of our younger lumbermen—James Dempsey, Jr., and Robert Babcock—have organized a new telephone company in this city and have secured about all the subscribers to the old company and many new ones. They have put the rates down to \$24 for a business telephone and \$15 for residences a year, as against \$50 and \$35 charged by the Bell Company. Since the war was inaugurated the Bell people dropped to \$36 and \$24, but they will have to go lower than that if they expect to hold any business.

Muskegon—The Bell Telephone Co. has reduced its prices from \$48 and \$36 to \$36 and \$30, for business places and residences, respectively.

Saginaw—The Michigan Bell Telephone Co. announces a radical reduction in its rates, as follows: For business houses per year, \$42; for business houses with valley connection, \$48; for residences, \$30. The present rates are as follows: For business houses, \$50; for houses with Bay City connection, \$60; for residences, \$40; for residences with Bay City connection, \$50.

"Who Made Your Show Cases?"

is frequently asked at the new store of Appel Brothers, on Monroe street. Those cases take the place of counters, richly displaying goods from the floor up, and the sixty-four foot line of them is admired by everybody. A merchant from Fort Wayne, Ind., saw them and has ordered duplicates from the manufacturer, Heyman Company, of this city.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: E. G. Curtis, Stanton. J. H. Steinberg, St. Ignace. E. E. Chapel, Berlin. J. H. Eppink, Lucas.

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. B. Perry, Detroit.
Five Years—
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24; Lansing, Nov 5.

Michigan State Pharmaceutical Ass'n.
President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.
President, John E. Peck; Secretary, B. Schrouder.

How Jerry Made His Place.

He wasn't much to look at. He was short. He was thin. His checked trousers bagged at the knees, and a superfluous amount of watch chain showed. But his Scotch blue eyes looked at you squarely, and I wish you could have seen his walk. You dyspeptics who can't eat pie crust, and feel called upon to give a dissertation on the relative impurities of the different kinds of Grand Rapids water, and judge them all as poor stuff; you who think the world is going to the bad—it would have done you good just to see him. A dish of liver smothered in onions would have touched the right spot after such an experience. He walked from head to foot, with a gait to catch the outbound train being cried, "All aboard for Rockford, Cedar Springs, Howard City and Big Rapids!"

He told his story, as he padded the dining table and packed the china ready for storage.

"Experience? I guess so! I drove a wagon seven years for one of the largest furniture factories here, an' so I learned to handle furniture. Then I was in the packing room of another factory for seven more years. You have to know how, you better believe, to pack some pieces of furniture."

"Two years ago, when business was slack, I was told, when I was paid one Saturday night, that my services would not be wanted any longer. I came home pretty blue—you can bet on that; but I didn't say a word to anyone at home. Here I was, left without a cent, and with a wife and children to take care of. I had to reason with myself pretty lively for a spell. Says I, 'You've never been without work for a week in your life, Jerry McRae, an' you've always had enough to eat and a place to sleep, an' this is a pretty time to be discouraged! You better get a hustle on you!'"

"So I slicked up an' put on my good clothes, ate my supper an' went down town to talk with some of my friends, an', would you believe it, before I came home, I had enough moving on hand to last nearly a week!"

"Then I told my wife what I had done. She exclaimed (for she saw the danger signal ahead), 'But how ar' you going to do it? You haven't any horses, you haven't any wagon—you have nothing!' An' I knew my wife was right, except she had left out of account a large pair of hands and a willing spirit. So I said, 'Just you wait and see. My name isn't Jerry McRae for nothing!'"

"The next morning, I went to a member of the firm I'd just been working for an' asked him what he would charge to rent me, by the week, a wagon an' a team of horses that I knew they weren't using an' had been sent to pasture. Well, Mr. Brown, Mr. White and Mr.

Gray talked the matter over together an' decided I could have the use of them for \$7 a week. That meant that I had to feed and take care of them myself an' hire a driver besides. I kept to work this way for several weeks an' managed to make a little.

"I had relation who could 'a' helped me a good deal, but I don't take great stock in relation at such a time. So I shut my mouth an' didn't ask a favor, let alone a red cent from one of them.

"One day my brother-in-law was at our house. He is pretty well fixed. He said, 'Say, Jerry, let me look at your account book.' (I had kept everything in black and white). He looked at it quite a bit, not saying a word, an' I wondered what was the matter. Then he looked up.

"You go along an' pick out the kind of team you want an' have you a wagon made. When a man holds his head above water at such odds as this, it's time things came his way. You can go to-morrow morning—an' you better believe I did 'go to-morrow morning,' though it put me in debt just \$500.

"And things have come my way. Surprising how people find me out. I work for a family. Pretty soon other families come to me. I say to them, 'How did you know about me?' Then they say, 'Mr. Jones said you had worked for him, an' that, if we wanted a good straight man that understood his business, you were the man.'

"Now, I have leased the upper floor of just the building I wanted down town, with the privilege of taking more room when I need it. If I don't get the grip or some other setback, even though times have not been good, I shall be able to pay up my debt this year. To be sure, I don't give myself much chance to get some meat on my bones, but I don't care for that. I don't see why people come to me instead of to older and better known men in the business, but I have my hands full and am up to my eyes in work."

Thus has one fellow solved the labor problem. Z. E. U.

A Swedish engineer named Andree has proposed to the Academy of Science at Stockholm a plan for getting to the north pole in a balloon. He wants a balloon that can carry 3,000 kilometers of weight, and will remain in the air a month. It is to be filled somewhere near the polar region, and must be, in a measure, dirigible. M. Andree says that a balloon such as he wants can be made, and that Gabriel Yon, of Paris, will furnish it for \$10,000. Gas for the inflation of the balloon can be bought put up in cylinders under a pressure of 200 atmospheres, and can be used as wanted. This seems one of the most hopeful propositions for polar exploration that has yet been made.

A novel method of rewarding the Japanese troops for their services in the war against China has been resolved upon by the Japanese Government. Instead of being presented with medals, each soldier who has served in the campaign is to be given a watch, and the Japanese war office has just entered into contracts with several Swiss firms for a large supply of these timepieces. The presentation of the watches will be made by the Mikado when he reviews his victorious troops at the close of the war.

Be wise and buy the Signal Five.

Weight of the Human Body.

A physician points out that several fallacies are common in regard to the weight of the human body. The man who congratulates himself on his gain of several pounds in weight over a given period may have no cause for rejoicing, for he may be under a delusion. Very few persons, says this investigator, have any correct idea of their own weight. As a matter of fact, the weight of the body is continuously changing, owing to innumerable influences. On a warm day after breakfast a man will lose more than a third of a pound per hour. Seventy per cent. of the body consists of water, and its weight varies constantly. The infer-

ence to be drawn from the loss or gain of a pound or two may be mistrusted. Fluctuations of a few ounces are a sign that the body is in a healthy state.

Utility of a Dead Language.

Customer—Fifty cents for filling this prescription? Why, at the drug store down the street they charge me only a quarter.

Druggist—That's all it's worth at that store, ma'am. They put 4 cents' worth of drugs in the bottle and then fill it up with water. I put in the same drugs and fill the bottle with the finest aqua pura. Thanks. Anything else?

The sheriff advertises those who will not advertise themselves.



Mail and telegraph orders receive special attention.

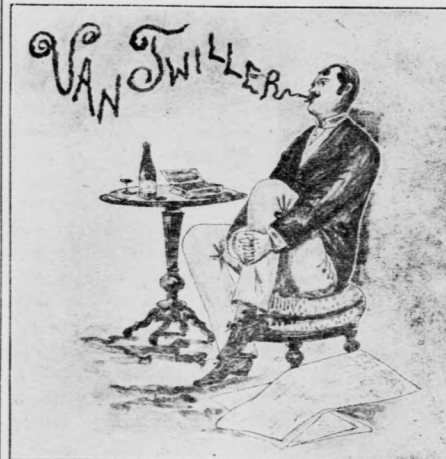
Signal Five

BEST HAVANA FILLER 5c CIGAR.

MANUFACTURED BY

ED. W. RUHE, 47 Dearborn St., Chicago.

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



IT IS-----

Making a Name =====

WHEREVER SOLD.

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

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

J. A. GONZALEZ,
Michigan Representative



Deaf and Dumb Men
DO THIS
when they want the
BEST 5c CIGAR
on the market.
S. C. W.

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

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

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	16 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.	\$ 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 cork-screw at same price if preferred.

Correspondence Solicited
SEELY MFG. CO., Detroit Mich.

PICKLES. Medium. Barrels, 1,200 count. Half bbls, 600 count. RICE. Carolina head. Imported. Soap. G. R. Soap Works Brands. Concordia, 100 lb. bars.

SALERATUS. Packed 60 lbs. in box. Church's. DeLand's. Dwyer's. Taylor's. SEELY'S EXTRACTS. Lemon. Vanilla. Rococo—Second Grade. SOAP. Laundry. G. R. Soap Works Brands.

TEAS. JAPAN—Regular. Sun Cured. Basket Fined. Gunpowder. Long. Imperial. English Breakfast. TOBACCOES. Fine Cut. P. Lorillard & Co's Brands.

YEAST. Magic. Warner's. Yeast Foam. Diamond. HIDES FELTS and FURS. Mink. Coon. Skunk. Rat Spring.

CROCKERY AND GLASSWARE. LAMP BURNERS. No. 0 Sun. No. 1. No. 2. LAMP CHIMNEYS—6 doz. in box. Junior, Rochester. Nutmegs.



SILVER SOAP. Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point.

ELECTROTYPE ENGRAVINGS TYPE FORMS TRADESMAN CO. GRAND RAPIDS, MICH.

CURRENT COMMENT.

It has been remarked that, considering the great output of watches in the United States, to say nothing of the large number imported, it might seem that by this time about everybody in the country ought to be supplied with a watch. A wholesale dealer accounts for the continued absorption of watches by pointing to the continued growth of the population, and to the fact that a larger proportion of the population than ever before now carry watches. A good watch can now be bought at a low price, and almost everybody nowadays, wherever he lives and whatever his calling, carries a watch. One of the first things an immigrant does after he begins to earn money is to buy a watch. He wants to be on time when the voting commences.

* * *

People who saw Chicago during the World's Fair saw a great many things on wheels. Watering carts on wheels were sprinkling dust into mud. Muffin men, and candy men, and soft drink men, and restaurants giving late meals on the streets at night were all on wheels and ready for business. Now Chicago boasts a laundry on wheels. A large furniture van containing a stove, a washing machine and a water tank goes to a house, collects articles, washes and rough dries them, and then moves on to the next place on the route. It is a family affair; the husband acts as driver while the wife does the rest. This may do well until the anarchists, who are opposed to clean shirts, jump on the washing and do it up.

* * *

The business of the railroads is being watched just now much closer than usual, because it is generally recognized that the condition of business with them is not only an indication of the condition generally, but also shows whether or not they will soon again be large buyers of supplies and rolling stock. It is, therefore, gratifying to know that most railroads are doing a better business now than for some time past, and that there is a decided tendency shown by the roads to increase their orders for supplies. Several large orders have been given for cars recently, and there is every indication that railroad business and railroad buying have passed their lowest ebb, and will now grow steadily better.

* * *

In a recent address, Rev. Dr. Bradley, of this city, paid a tribute to the modern business man substantially as follows: During the feudal ages and until comparatively modern times the profession of arms absorbed the genius and intellect of the world. The great men were the military leaders. Subsequent to this period, in the development of modern civil liberty and popular government, the world's intelligence was in statesmanship. A few of the great statesmen, like Gladstone and Bismarck, are still living. To-day it would be considered absurd for a man of brains to go into the army, and men of great genius cannot be found in modern politics. The great leaders are in the business world. They are the organizers and managers of the great industries and corporations which are doing such service in advancing modern civilization and improving the conditions of social life—the Depews, Rockefellers and Carnegies.

* * *

The basis on which the electrical

workers' strike was settled through the efforts of the board of "arbitration," or, more properly, the board of conciliation, was the granting of the eight hour day at the date first proposed by the contractors. Thus the result of the original strike, though aided by a large number of sympathetic ones, was absolute failure. The strike leaders claim a victory in that the unions were recognized in the settlement. This recognition was the same that was accorded them before the trouble, nothing more.

* * *

The experiment of employing the needy who are willing to work in the cultivation of the vacant land around Detroit last year was so successful that the New York Charities Conference will try the plan in that city.

* * *

A movement is on foot to establish a factory in Amesbury, Mass., for the manufacture of the cheaper grades of carriages. The event is worthy of note in that it will be the first in the East to use the methods and system that have made the Western factories so successful.

* * *

New York, Philadelphia, Buffalo and other cities have been extensively swindled by the sale of "Persian rugs" which took prizes at the World's Fair. It is said that such sales in New York have amounted to over \$100,000.

* * *

"I am frequently struck with the way the words 'woman' and 'lady' have changed places," said a gentlewoman, recently. "It is difficult to imagine circumstances in which I would describe myself other than as a woman, but my cook came home after an adventure in a railway accident the other day, and said: 'I was the only lady in the car.'" "Woman" is the last thing God created and remains to-day the best thing in the world. If one who works for wages wants to be called "lady," which means nothing, instead of "woman," which means half of creation, let the worker have her way, and when word comes by way of the kitchen that the "wash lady" wishes to see the "woman of the house," let the woman see her and smile sweetly.

* * *

It must be that things are decidedly lively in the interior of this round earth. Volcanoes which for years have been supposed to be extinct have recently been in a state of eruption, earthquake shocks have been experienced where none were ever felt before, and immense tidal waves have swept the ocean, doing great damage to shipping. It might be just as well for the scientists who have been studying Mars and other distant planets to turn their attention to our own little globe and find out what all this trouble means. The people who own the earth should get onto this. Somebody who has the inside is organizing strikes.

* * *

The continental nations of Europe are decidedly getting "badly left" in connection with the changes of meridian, hour and calendar. Thus, a few years ago, when Italy, Spain, Austria and other southeastern countries of Europe adopted the mean time and meridian of Greenwich as their standard hour, it meant a loss clean and clear of from four to twelve hours to each of the countries in question. And now that Nicholas II is about to introduce the Gre-



You Can Hold Up
Your washing as a good example for others if you use
OAK-LEAF SOAP.
It does the work easily, does it better, and does it quicker. It's all soap—no acids, no starch, no marble dust, nothing to injure—everything to help. Washes equally well in hard or soft water. Ask the grocer for it.
OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids.



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

THE TRADESMAN
Has a FIELD of its own.
THAT'S WHY
Advertisers get RESULTS.

BICYCLES!



In Strictly HIGH GRADE Wheels we have the Famous

Monarch

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

Outings

At \$85. Our SPECIAL

"Planet Jr."

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

Featherstones

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

ADAMS & HART
12 West Bridge St.
GRAND RAPIDS.

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.

NEARLY 100 DEALERS.....

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

All our Agents can testify to the Merits of our



New Clippers

Makers of



Business Bicycles

Grand Rapids Cycle Co.
Mich.

gorian system into the Russian Empire, his subjects will have, in that case, an infinitely greater grievance than those of King Humbert and of Emperor Francis Joseph; for, instead of merely losing a few hours, they will be docked no less than thirteen days—that being the extent to which Russia is behind the time of western civilization. If Russia attempts to make up the time lost, she may get off the track. There is danger in going too fast.

The Napoleonic revival influences the most trivial fashions, even those for china and table linen, and the violet, always in fashion, is given additional vogue by the fact that it was the Emperor's favorite flower. For this reason it is seen on all the fragile porcelain used at Napoleon teas, and its color is on the icing of the dainty little cakes that are offered you, where sometimes an "N" of candied violets is seen on the white icing. Tea clothes and doilies are embroidered in white and gold, with bees and an eagle, or with the empire torch and wreath. At a recent charity fete the tea, the chocolate and the coffee were poured by the Empress Josephine, or Mme. Recamier, or Mme. de Stael. Genuine First Empire relics were shown, and there were offered for sale photographs and casts of Napoleon. This may eventually lead to Napoleon's snuff box and his grand way of changing wives.

A sale of eight sections of mining lands in the Rainy River country has been made to a syndicate for \$250,000. The land has no value except for its gold.

Judge Tuley, of the Chicago courts, has just made a decision that, if sustained on appeal, will be far-reaching in its effects. Suit was brought to recover money advanced on margins and lost through failure to meet the decline. The action was based on the ground that the transaction was gambling, a view in which the court coincided and gave judgment for the plaintiff. If this should be supported on appeal, the methods of dealing in margins will need to be materially revised.

A Pennsylvania judge recently sentenced a chicken thief to ten years in the penitentiary for stealing \$10 worth of chickens, and two bank men who looted a bank out of \$112,000 to one year. When the chicken thief saw that, he wept because he had not robbed a bank. It would not have helped him. Bank robbing is generally forgiven if the bank robber stands well in the community, has accommodated directors and does his robbing in a gentlemanly manner. To rob a hen roost is a foul proceeding, and the chicken thief cannot implicate others in his guilt in any way.

It is said, while Mrs. President Cleveland was out shopping with a friend in Washington recently she bought a number of feminine articles at a big dry goods store. The ladies were attended by a dapper young knight of the scissors and tape, who apparently knew them. After the purchases were made, Mrs. Cleveland said to the clerk: "Of course, you know where to send these?" referring to her purchases. The dry goods clerk looked a little pained, but happily replied: "My, yes! Why, I have met you at two of your receptions, you know."

CANDIES, FRUITS and NUTS
The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Palls.	
Standard, per lb.	5	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8 1/4		
Cut Loaf		8	
Extra H. H.	9 1/4		
MIXED CANDY.			
	Bbls.	Palls.	
Standard	5	6 1/4	
Leader	5 1/4	6 1/4	
Royal	6	7 1/4	
Nobby	6	7 1/4	
English Rock	7	8 1/4	
Conserves	6 1/4	7 1/4	
Broken Taffy	baskets	7	
Peanut Squares	" 7	8	
French Creams		9	
Valley Creams		12 1/4	
Midget, 30 lb. baskets		8	
Modern, 30 lb.			
FANCY—In bulk			
		Palls	
Lozenges, plain		8 1/4	
Chocolate Drops	printed	11 1/4	
Chocolate Monumentals		12	
Gum Drops		5	
Moss Drops		7 1/4	
Sour Drops		8	
Imperial		9	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		60	
Chocolate Drops		67	
H. M. Chocolate Drops		77	
Gum Drops		35 @ 50	
Licorice Drops		1 00	
A. B. Licorice Drops		75	
Lozenges, plain		60	
Imperial	printed	65	
Mottos		70	
Cream Bar		55	
Molasses Bar		50	
Hand Made Creams		8 @ 2 1/2	
Plain Creams		6 @ 30	
Decorated Creams		9	
String Rock		0	
Burnt Almonds		90 @ 25	
Wintergreen Berries		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		54	
No. 1, " 3 " "		51	
No. 2, " 2 " "		25	
ORANGES.			
California Seedlings—125		2 40	
" 150, 175, 2 0, 216		2 75	
" 250		2 50	
Fancy Navels—112		3 00	
" 126		3 50	
" 150, 175, 200		3 75	
Choice stock, 25c per box less.			
Messina Oranges, 200		3 00	
Catanias—Flats, 100		1 50	
LEMONS.			
Choice, 300		3 10	
Extra Choice, 300		4 00	
Choice, 360		3 15	
Extra Choice, 360		3 50	
Fancy, 360		4 00	
Extra Fancy, 360, gilt packing		4 00	
BANANAS.			
Large bunches		1 5	
Small bunches		75 @ 25	
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb.		13	
" " 30lb.		14	
" extra " 14lb.		12	
" bags		6 1/2	
Dates, Fard, 10-lb. box		7	
" " 50-lb. "		6	
" Persian, G. M. 50-lb. box		5	
" 1 lb Royals, new		7 1/2	
NUTS.			
Almonds, Tarragona		14	
Ivaca		14	
California, soft shelled		12	
Brazils, new		7 1/2	
Pilberts		0	
Walnuts, Grenoble, old		0	
" French		2	
" Soft Shelled Calif.		13	
Table Nuts, fancy		10 1/2	
" choice		9	
Pecans, Texas, H. P.		8 2 1/2	
Chestnuts			
Hickory Nuts per bu., Mich.		4 00	
Cocoanuts, full sacks			
Butternuts per bu.			
Black Walnuts, per bu.			
PEANUTS.			
Fancy, H. P., Suns		5 1/2	
" Roasted		6 2 1/2	
Fancy, H. P., Flags		6 1/2	
" Roasted		6 1/2	
Choice, H. P., Extras		4 1/4	
" Roasted		5 1/2	
FRESH MEATS.			
BEEF.			
Carcass		6 @ 8	
Fore quarters		5 @ 6	
Hind quarters		7 @ 9	
Loins No. 3		9 @ 11	
Ribs		9 @ 11	
Rounds		5 1/2 @ 6 1/2	
Chunks		3 1/2 @ 5	
Plates		3 1/2 @ 4	
PORK.			
Dressed		5 @ 5 1/2	
Loins		8 1/2	
Shoulders		8 1/2	
Leaf Lard		8	
MUTTON.			
Carcass		7 @ 8	
Lambs		@	
YEAL.			
Carcass		5 1/2 @ 6	

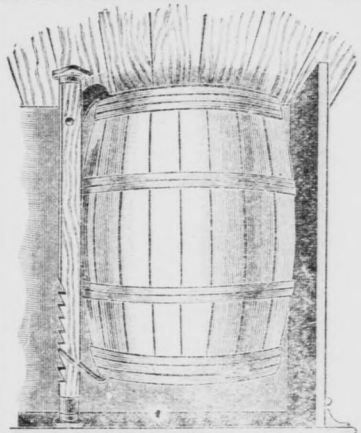
WE WANT
BEANS



and will pay highest market price for them.
If you have any stock you wish to dispose of, seek headquarters for an outlet.

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

PECK'S HEADACHE POWDERS
Pay the best profit. Order from your jobber.



BARREL SWINGS.

This is a convenience no grocer can afford to be without. It keeps sugar and other stuff under the counter out of the way and free from dust and dirt, and saves covers. It will swing a barrel of sugar with perfect ease. Telegraph name, Swing. Price, each, \$1.
LANSING WHEELBARROW CO.,
Lansing, Mich.

LEMON & WHEELER CO.
WHOLESALE GROCERS

Grand Rapids

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.

PURE WHEN WE SAY PURE, WE MEAN MADE ENTIRELY OF SUGAR.
IT DOES NOT PAY **STICK** WHEN SUGAR IS SO TO BUY ADULTERATED **CHEAP.**

You can always get the PURE and the BEST through Jobbers or direct, made by **CANDY**
A. E. Brooks & Co 5 and 7 South Ionia St. GRAND RAPIDS, Mich.

J. Brechting

ARCHITECT, 79 Wonderly Bldg. Call or let's correspond if you want to build.

Not Extravagantly but Judiciously.
ADVERTISE IN DULL TIMES
IN GOOD TIMES
AT ALL TIMES
AND YOU WILL WIN.

THE MICHIGAN TRADESMAN reaches your customers EVERY WEEK.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, March 30—The month goes out with a feeling of better cheer among the grocery jobbing trade than prevailed a month ago, and, as the season advances, this sentiment is intensified. Returning salesmen bring in good reports and orders from out of town are numerous.

Coffee during the week has hardly maintained the firm position it has held so long. Not that prices have really declined, but holders show a little more disposition to meet buyers. The inquiries have not been numerous, and there seems to be an opinion prevailing that we shall soon see lower quotations.

Sugar has been decidedly dull, and jobbers and brokers have had a sort of holiday. The demand for granulated has been quiet, and prices are weak.

The tea trade is more promising and during the week quite a number of sales have transpired. Blacks and Pingsueys are in the lead.

Rice is firm, both foreign and domestic. Dealers are firm and make no concession to effect sales. "Take it or leave it" seems to be the sentiment. Prime to choice domestic, 5@5½c; Japan, 3¼@4¼c.

There is a better feeling regarding spices and the market shows a decidedly hardening tendency. Reports of scarcity and increased cost at points of supply are generally confirmed. Sales have been made of 150 tons of pepper to arrive.

In molasses orders have come in in a fairly satisfactory manner and dealers generally are quite pleased with the outlook. Real good grocery quality is especially firm and it is a matter of some difficulty to find it at all.

Syrups meet with a demand sufficient to prevent any accumulation and quotations are firmly adhered to. Good to prime, 16@19c.

Canned goods meet with continued activity. Orders, while numerous, are chiefly for small lots. Alaska salmon have advanced 2½c per dozen for red fish.

The butter market is firm. Strictly fancy fresh creamery is scarce and quotations have advanced. Lower grades remain about as before.

Trading in cheese is somewhat lessened this week, although for the best grades there exists a pretty good demand. On the *Majestic*, which sailed Thursday, were 2,000 Wisconsin full cream cheese, early made, which the holders had grown tired of carrying any longer here. May they be more successful abroad!

This season has seen, so far, a fairly firm market for eggs. Receipts have been pretty well absorbed. Best stock of Western, 12@12½c.

The Grocery Market.

Sugar—The market continues strong, with every indication of enhanced prices before long. Should the Cuban crop be much curtailed by the revolution and the unfavorable season, the United States will have to take a large percentage of European beet sugar. That would greatly aid in reducing the present immense surplus which hangs so threateningly over the market and has been responsible for so much of the depression in prices which prevailed during the past winter. Another strong point in the situation is the prospect that the sowings of beets for the coming campaign will be considerably reduced. It is by no means certain that the German Government will increase the export bounties, and, if an increase is allowed, it is pretty sure to be accompanied by a provision compelling a reduction in the production. The German farmers themselves appear to appreciate the wisdom of reducing the beet crop, and they will be the more easily induced to adopt this course by the fact that wheat and other

grains are now materially higher than they were last year, and, therefore, will afford a better margin to the farmers than beets at last season's low prices. While the outlook of a smaller production is promising, the prospect for an increased consumption is also good. Owing to the severe weather of the past winter, stocks in jobbers and retailers' hands have been permitted to run low everywhere; hence, now that good weather has returned, there is every reason to expect a general replenishing. It is also likely that the fruit crops of the coming summer will be large, and this fact alone will call for a very considerable consumption of sugar.

Beans—The fever has struck dried California limas, in consequence of the short crop last season on account of the drought.

Pickles—Seldom has the market gone so low or the business been so unsatisfactory as during the past winter and as is the case at present. Packers must get rid of their stocks in order to have their casks and vats for new stock when offered next fall. As a consequence, unusually low prices are made by those who have on hand stock which has been out of the brine for any considerable length of time.

Lemons—It seems to be the universal opinion among Western fruit dealers that now is the time to lay in the bulk of speculative stocks. In preceding years such purchases have not been made until about the last week in April or first week of May, and it, therefore, seems a little strange to the New York brokers to have so many orders in hand at this time. The recent sales have been noticeable for the activity displayed, and the fruit has brought prices which, in comparison with March sales in previous years, seem high. Brokers are unanimous in the belief that April sales will be spirited and that still better prices for the importers will be realized, but there are some who do not look at the condition in the same light and who will defer buying summer stock until the usual time, in order to buy at lower prices than have been paid by recent buyers. It is very safe, however, to secure a fairly good supply at this time, as the quality of the fruit offered is excellent and the better weather will, necessarily, stimulate the demand.

Oranges—There is no fault to be found with the quality of the California oranges now coming in and dealers report a strictly growing demand. The Navels and Seedlings are at the height of their glory and in a few weeks the Mediterranean Sweets will begin to come forward, followed closely by Malta Bloods and St. Michaels. Growers on the coast have every reason for feeling satisfied and content with the manner in which their fruit is carrying and selling, and they are sure of finding a balance on the right side of their bank books at the end of the season's business. A few more Messinas have reached our market, but it will be found necessary to crowd them, in order to work them off in advance of the larger amount of better fruit which will be offered. Prices this week will average about the same as last, although orders for round lots may perhaps be shaded just a trifle.

Bananas—To-day our market is rather bare of what may be termed good shipping fruit, but there are two cars due Wednesday and more later in the week,

so it is not unlikely that orders can be executed with a reasonable degree of promptness. Everything at present seems to indicate that the season's business in bananas will be of good volume, and, as warm weather is close at hand, prices will soon be lower.

Dates—The recent slump in prices has resulted in a better and increased demand and goods are moving quite freely, some dealers buying and placing in cold storage until needed later in the season.

Figs—The demand is not large at present and the trade is buying only in small lots, as their needs require. Box stock holds steady at last week's prices while Naturals, or bag stock, has weakened a little.

Candy—Manufacturers in this line report that their business, in harmony with other lines, already feels the impetus of renewed activity, and the feeling is predominant that the coming season will be the commencement of an era of larger sales, better profits, and, in fact, a return of the prosperous business of former years—a consummation desired, which, let it be hoped, may soon materialize. It means much to the army of workers dependent on this business, in the way of better wages and steadier employment. The two will result in helping out those engaged in other lines—the grocer, butcher, clothier, etc., for, with steady incomes, comes the desire to live better and to enjoy more of the luxuries of life. We are all more or less dependent on each other and our interests are intermingled and what proves a blessing to the individual will in a measure benefit us all. The men whose capital has been employed may hope once more to receive a dividend, and, as these men are usually liberal, open-hearted people, they will not hesitate in sharing it with those whose brawn and muscle have contributed in bringing about this condition.

Gripsack Brigade.

Secretary Owen is sending out mimeograph letters to those members of the K. of G. who are in arrears for dues and assessments, with excellent results. The communication is prefaced with a brief summary of the numerical and financial condition of the organization.

The last social party of the season given under the auspices of Post E will be held at Elk's Hall, Saturday evening, April 13. Progressive pedro will rule from 8 to 10 o'clock and dancing will follow from 10 to 11:45 o'clock. Choice refreshments will be served during the course of the evening. It is especially desired that every member of the Post be present, accompanied by lady or ladies.

The mortuary fund of the K. of G. amounted to \$1,550 on the date of the last report. Since that time Secretary Owen has sent \$150 to Treasurer Frost, making the total amount in the fund \$1,700. Proofs of death of two deceased members, now going the rounds of the Board of Directors, will reduce the fund to \$700, so that another death will reduce it below the \$500 limit and necessitate another assessment.

Another death has occurred in the ranks of the K. of G.—Frederick Miller, who committed suicide by hanging at 524 Grand River avenue, Detroit, March 21. Deceased had been out of work for some weeks and, it is supposed, committed self-murder in a fit of despondency. Deceased was in good standing with the K. of G. and also carried \$2,500 insurance in the Knights and Ladies of Honor, payable to his wife and son.

The Merchants' National Bank of Battle Creek has surrendered its charter and re-organized as a State bank under the style of the Merchants' Savings Bank of Battle Creek, the change taking place April 1. The officers are as follows: President, A. W. Wright, of Alma; Vice-President, Frank Turner; Cashier, Scott Field; Assistant Cashier, Fred Wells.

The most discouraging feature of the woolen manufacture is the cancellation of a large portion of the orders which had been placed. Various reasons are given for this, but the most prominent is that the goods are being more cheaply furnished by English manufacturers under the reduced tariff.

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	18 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	6
Tongue	3½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7
LARD.	
Kettle Rendered	7½
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance	6½
20 lb. pails, ¼c	6
10 lb. " ¼c	6
5 lb. " ¼c	6
3 lb. " 1c	6
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.	10½
" picnic	7½
" best boneless	8½
Shoulders	8½
Breakfast Bacon boneless	8½
Dried beef, ham prices	10½
DRY SALT MEATS.	
Long Curls, 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	17
" tubs	16
Dairy, rolls	12
" tubs	11½

FAREWELL TO THE OYSTER.

We announce the close of the oyster season for the spring of 1895. We thank our many customers for their patronage and shall hope to have them with us again next fall. In the meantime we beg leave to call their attention to our other reasonable goods, as follows:

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.

The Brownies

IN MICHIGAN.



Always alive to the interests of our many friends and patrons, we have secured the services of Palmer Cox's famous band of fantastic little people, and now offer to the Trade

DAINTY LITTLE CAKES
in the form of "BROWNIES."

Their richness and delicate flavor commend them for family use, and they will entertain the little ones for hours. As a decided novelty they are a success and their popularity is rapidly becoming established.

Every dealer should order a trial box and receive a package of "BROWNIE DOLLS" FREE, to give away to his customers. From the "POLICEMAN" to the "CHINAMAN," we have them all.



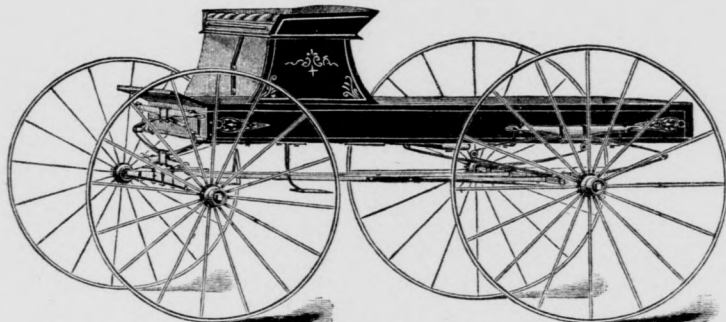
REMEMBER THE BROWNIES ARE WITH

THE NEW YORK BISCUIT CO.

Grand Rapids, Mich.

ESTABLISHED 1865.

BROWN, HALL & CO., Manuf'rs of **BUGGIES, SLEIGHS and WAGONS**
GRAND RAPIDS, MICHIGAN.



The Grocer's Safety. Made in 2 sizes only. Fully Warranted.

Body, 7 ft. long, 30 in. wide, drop tail gate..... \$40.00
Body, 9½ ft. long, 36 in. wide, drop tail gate..... 48.00

The Salt
that's all salt

Do
you
handle
it?

The general public are recognizing more and more every day the desirability of pure salt. The result is a largely increased demand for *Diamond Crystal Salt*. Of course you aim to handle the best goods in every branch of the trade. Why not in salt?

Diamond Crystal Salt

is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

120 2½ bags in a barrel, @ \$3.00
75 4 " " " " " @ 2.75
40 7 " " " " " @ 2.50

For other sizes in proportion see price current on another page.

Diamond Crystal is much lighter than common salt, and the 2½, 4, and 7 lb. bags are about the same size as 3, 5, and 10 lb. bags of the ordinary product. *Diamond Crystal* is purer, stronger, and goes farther. The bags are handsome, and made of the very best material—saving waste from broken bags.

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.

**"ROSS
Moyne"
NAVEL ORANGES**

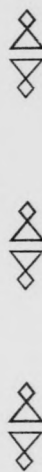
Are head and shoulders above any other variety in this market.

**"Sunny Slope"
Seedlings**

Are a close second. We don't claim to handle the CHEAPEST stock, but pride ourselves on quality.

PUTNAM CANDY CO.

A
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The safest, speediest and most effective cure for dull times is the liberal use of printers' ink. The business man who keeps himself before the public, controls the magnet which attracts trade. Reward follows those possessing the courage to buffet the tide of adverse circumstances.

Let the line of trade with which you are identified know that you are still at the old stand and ready for patronage. If you have anything new, let the printer help you make it known.

We are experts in all branches of Typography and Engraving. Long established, excellent facilities, perfect equipment and bottom prices for the best class of work. You can rely on our promptness.

TRADESMAN COMPANY
GRAND RAPIDS

CHAS. A. MORRILL & CO.

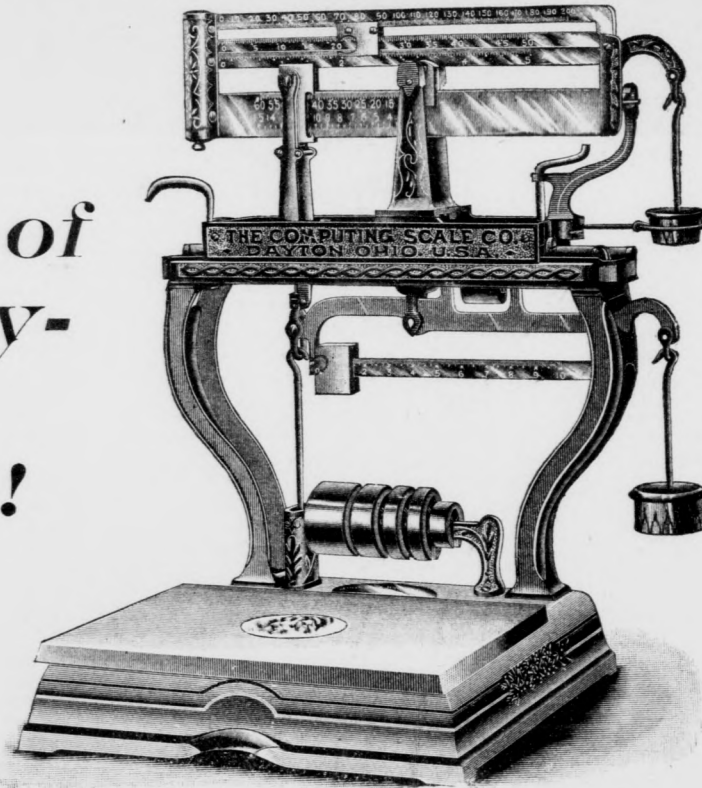
Importers and Jobbers of

TEAS

21 LAKE ST., CHICAGO, ILL.

The Dayton Computing Scale!

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



For further information
 drop a postal card to

Warning!

The trade are hereby warned against using any infringements on **Weighing and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letters Patent of the United States issued in 1881, 1885, 1-86, 1888, 1-91, 1893 and 1894. And we will prosecute all infringers to the full extent of the law. The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent. Respectfully,

The Computing Scale Co.

See What Users Say:

Office of the CUMMER LUMBER CO.,
 Manufacturers of LUMBER, LATH & SHINGLES
 Mercantile Department.

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

HOYT & Company, = DAYTON, OHIO.

Open Stock Prices A FEW STAPLES.

Best White Granite



Chambers, uncovered.....per doz., \$3 40
 Chambers, covered.....per doz., 5 10



Ewers and Basins, 9s.....per doz., \$8 08
 Ewers and Basins, 12s.....per doz., 7 25
 Scallop Nappies, 6s.....per doz., 95
 Scallop Nappies, 7s.....per doz., 1 25
 Scallop Nappies, 8s.....per doz., 1 75
 Cups and Saucers, handled.....per set, 42 1/2c
 Cups and Saucers, unhandled.....per set, 35 1/2c

Here is a Small Package with some Special Prices.

CHALLENGE ASSORTMENT WHITE IRON STONE CHINA

WARRANTED NOT TO CRAZE.

Made by the largest and oldest factory in the country. Not seconds or thirds, but regular Black Stamped Domestic White Granite. Shipped from factory. You will find the largest sizes and lowest prices in this assortment. Sold only in this assortment.

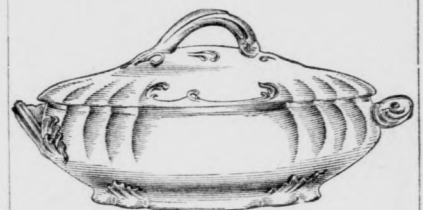
15 Sets Handled Cups and Saucers.....	25 c. per set.	\$3 75
8 doz. 7 in. Dinner Plates.....	45 c. per doz.	3 60
4 doz. 5 in. Pie Plates.....	37 c. per doz.	1 48
6 doz. Fruit Saucers.....	28 c. per doz.	1 68
1 doz. 4 in. Round Scoopls, full measure, 5 1/2 in., 4 1/2c each.....	per doz.	56
1 doz. 5 in. Round Scoopls, full measure, 6 1/2 in., 6c each.....	per doz.	70
2 doz. 6 in. Round Scoopls, full measure, 7 1/2 in., 8c each.....	per doz.	1 86
2 doz. 7 in. Round Scoopls, full measure, 8 1/2 in., 11c each.....	per doz.	3 60
1 doz. 8 in. Round Scoopls, full measure, 9 1/2 in., 15c each.....	per doz.	1 77
1 doz. 9 in. Round Scoopls, full measure, 10 1/2 in., 18c each.....	per doz.	2 23
1/2 doz. 9 in. Meat Dishes, full measure, 11 1/2 in., 8c each.....	per doz.	47
1/2 doz. 10 in. Meat Dishes, full measure, 12 1/2 in., 11c each.....	per doz.	1 34
1/2 doz. 11 in. Meat Dishes, full measure, 13 1/2 in., 15c each.....	per doz.	89
1/2 doz. 12 in. Meat Dishes, full measure, 14 1/2 in., 20c each.....	per doz.	1 18
1/2 doz. 3/4 pint Creamers, 7c each.....	per doz.	39
1/2 doz. 2 1/4 pint Creamers, 9c each.....	per doz.	56
1 doz. 4 pint Pitchers, 16c each.....	per doz.	1 90
1/2 doz. 5 1/2 pint Pitchers, 35c each.....	per doz.	1 50
1 doz. 1 pint Bowls, 1 1/2c each.....	per doz.	65
2 doz. 1 1/2 pint Bowls, 7c each.....	per doz.	1 00
1 doz. 2 pint Bowls, 8c each.....	per doz.	90
1 doz. 7 in. Baker, full measure, 8 in., 7c each.....	per doz.	1 30
1 doz. 8 in. Baker, full measure, 9 in., 11c each.....	per doz.	1 72
1 doz. 9 in. Baker, full measure, 10 in., 14c each.....	per doz.	1 70
2 doz. 1 1/2 pint Footed Oyster Bowls, 7c each.....	per doz.	2 90
1/2 doz. Large Covered Chambers, 31c each.....	per doz.	1 87
1/2 doz. Large Wash Bowls and Pitchers, 59c each.....	per doz.	2 90
Cask and cartage.....		2 00
		\$44 16

60 Day Price, \$44.16. 10 Day Price, \$43.00.

ASK FOR QUOTATIONS
 ON ANYTHING YOU WANT.

CROCKERY, GLASSWARE AND LAMPS

We have a few Crates like this.
 They open up in nice shape.



MADDOCK'S ROYAL VITREOUS SEMI-PORCELAIN THIRDS.

4 doz. 5 in. Plates.....	\$ 37	\$1 48
5 doz. 6 in. Plates.....	45	2 25
15 doz. 7 in. Plates.....	53	7 46
4 doz. 8 in. Plates.....	61	2 44
2 doz. 7 in. Plates, deep.....	53	1 06
6 doz. Fruits.....	24	1 44
6 doz. Individual Butters.....	16	96
3 only 8 in. Dishes.....	81	20
3 only 9 in. Dishes.....	98	25
6 only 10 in. Dishes.....	46	73
6 only 12 in. Dishes.....	44	1 22
24 only 4 in. Bakers.....	57	1 14
6 only 5 in. Scoopls.....	62	33
6 only 6 in. Scoopls.....	81	40
3 only 8 in. Scoopls.....	1 46	37
6 only 8 in. Covered Dishes.....	3 90	1 95
6 only 8 in. sq. Casseroles.....	4 39	2 20
6 only Boats.....	1 30	65
4 only Pickles.....	98	33
4 only Jugs, 12.....	1 92	65
4 only Jugs, 30.....	98	33
4 only Jugs, 36.....	81	27
4 only covered Butters and Drs.....	2 63	93
6 only Sugars, 24.....	2 19	1 10
6 only Creams, 24.....	98	49
12 only Bowls, 30.....	81	65
24 only Oatmeals.....	57	1 14
24 only Footed Bowls, 30.....	65	1 30
36 sets Teas.....	65	11 70
6 sets Coffees.....	76	2 28
Crates and cartage.....		2 50
		\$50 74

H. LEONARD & SONS, Grand Rapids