

MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, APRIL 17, 1895

NO. 604

M. H. ALDEN

ALDEN & LIBBY,

C. H. LIBBY

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

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

73 South Division Street,

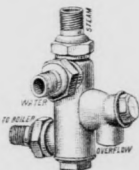
GRAND RAPIDS, MICH.

SWEET'S HOTEL

MARTIN L. SWEET, Proprietor.

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

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



— THE — PENBERTHY SPECIALTIES.

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

**Absolute
Tea!**

THE ACKNOWLEDGED LEADER!

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, Mich.

SPECIFY DAISY BRAND IT IS THE BEST



For Sale by all Jobbers of Groceries, Hardware and Woodenware.



Our Plan

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

IF NOT SATISFACTORY, YOUR MONEY BACK.

LEMON & WHEELER CO.

WHOLESALE GROCERS

Grand Rapids

The old war saying, "GONE TO THE FRONT," is also true of



McGraw & Company's Rubber Business

We are at war with old methods of mixing rubbers and shoes. **Concentration wins** and we have become authority on all matters relating to Rubbers. We sell only best

Boston Rubber Shoe Co. and Bay State Rubbers

Our prices and terms are the best and our stock, to select from, the largest in the country. The boom is just starting. We **guarantee** an **ADVANCE** in Rubbers before the warm weather is over, so buy now at old prices and **MAKE MONEY**. We will accept your spring order now, ship the goods **IMMEDIATELY**, take off 20 per cent. on Bostons, 20 and 12 on Bay States and give you until December 1st to pay for them, **OVER 7 MONTHS**. Write us for particulars on Fall Business. See our list of Rubber Salesmen and their addresses on another page of this journal.

A. C. McGRAW & CO., Exclusive Rubber Department, **Detroit**

MONARCH BICYCLES!

Absolutely the
Best that Money
Can Produce

LIGHT
STRONG
SPEEDY
HANDSOME



FIVE
MODELS

Weight
18 to 25 pounds

Prices
\$85 to \$100

Send for Catalogue

MONARCH CYCLE COMPANY

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

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

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

PASTE THIS IN YOUR HAT,

Or, better still,

KEEP IT IN YOUR EYE.

Why?

Because our prices are as low as
the lowest, sometimes lower. Join
the procession, look us over and
your order is ours.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

Your Income Tax

On an annual income of \$20,000 will be just \$400.
While you probably have no desire to increase your
TAX, it is equally probable that you are willing to in-
crease your INCOME, and we want to tell you how to do
it. Buy the HIGHEST GRADES OF FLOUR, and
thus get out of the rut of competition with the common
grades. This will insure you a good, healthy profit,
even where there are price cutters. Our

**"Sunlight," "Michigan,"
"Daisy" and "Purity"**

Brands of Flour are unequalled for

**Whiteness, Purity and
Strength**

We make other grades that are unexcelled for the price.
Write us for Prices and Terms.

THE WALSH-De ROO MILLING CO.

HOLLAND, MICH

PERKINS & HESS,

DEALERS IN

Hides, Furs, Wool & Tallow,

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

MICHIGAN TRADESMAN

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THE MICHIGAN TRUST CO., Grand Rapids, Mich.

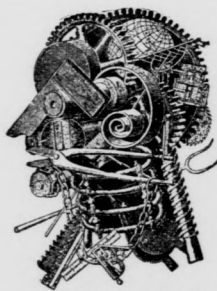
Makes a Specialty of acting as

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

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

Any information desired will be cheerfully furnished.

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



WANTED

Everybody interested in patents or patent law to send his name; in return a book containing valuable information will be sent free by mail.

**L. V. Moulton,
Patent Att'y,
Grand Rapids,
Mich.**



COMMERCIAL CREDIT CO. 65 MONROE ST.

Reports on individuals for the retail trade, house renters and professional men. Also local agents for the Furniture Commercial Agency Co.'s "Red Book." Collections handled for members.
Telephones 166 and 1030

Valley City Electro Plating Works,

PLATERS IN
**NICKEL, SILVER, GOLD, COPPER,
BRASS and BRONZE.**

Refinishers of Lamps, Gas Fixtures, Chandeliers, etc. **A. W. ANDERSON, Proprietor.**
Pearl and Front Sts., Grand Rapids.



PROMPT, CONSERVATIVE, SAFE
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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

THE BACK OFFICE.

Written for THE TRADESMAN.

There is a tract of country in Venezuela which Great Britain wants and she has made up her mind to take it. Venezuela, although not one of the strongest countries, objects and will fight for her own. When Great Britain declares, as she does now, that she intends to maintain her claim to that part of the Southern republic which she has her hands on, it is incumbent upon the United States to remind the English government that all such questions are to all intents and purposes settled. Years ago, James Monroe, in speaking of the South American republics, said:

With the governments who have declared their independence, and maintained it, and whose independence we have, on great consideration, and on just principles, acknowledged, we could not view any interposition for the purpose of oppressing them, or controlling, in any other manner, their destiny by any European power, in any other light than as the manifestation of an unfriendly disposition towards the United States.

Earlier in this trouble the United States offered her good offices to settle whatever misunderstanding exists between the nations; but the reply which England has made is polite but firm in the determination to carry out the idea of possession, with a suggestion that the United States need not feel called upon to interest herself in the matter. The time seems to have come for the settling, once and forever, let us hope, of the principles at the foundation of the Monroe doctrine. It is a doctrine which England has never acknowledged and one which this Government cannot afford to give up. It is to be hoped that wisdom will preside now if ever at the council board of the nation and that sober second thought will prevail on the part of those most interested in the three countries most concerned.

The commercial world is still vexed with the spirit of unrest. Europe is uneasy and America remains unsettled. Dissatisfaction and fault-finding are rife. Those of the same household disagree and the nations of the earth are not looking upon one another with too friendly eyes. Everywhere there is a feeling of distrust, and this will continue until capital and labor, employer and employee, dealer and customer, know when they get a dollar exactly what that dollar is worth. This condition of things is nothing new. So far back as the time of one of the English Richards—the First—there was the same trouble abroad. Money had no fixed value, and what increased the evil was the fact that then, as now, no one knew what the coin he held was worth. Some Germans—Easterlings, they were called—who had found their way into England, brought with them money of fixed value, which soon became known and acknowledged as the standard of purity, and, on that account, was called "sterling," a word fashioned by dropping the first two letters from Easterling, the men who brought it to

England from the East; and the pound sterling of to-day, if fixed in value as it should be, would bring about the same prosperity which attended it in the earlier time. With the value of the dollar fixed, the other questions would soon be settled. Moral worth would be quick to respond and its own pure standard would be crowned again by its old-time followers, who are too often led astray. Honesty is what the world needs most and when that idea becomes again firmly fixed in men's minds, as it will be, it will not take long for it to gladden their lives—a piece of condensed wisdom which the Back Office offers without money and without price.

There is good authority for saying that "there is no room for the professional 'Cheap John' in the ranks of the wholesale grocers." Is there any room in the retail ranks for the same individual? If in the one case his room is better than his company, can anything better be expected of him in the little shop round the corner? It doesn't seem to me to be especially desirable to have his wagon, bright with flags and banners, at my door, proclaiming the fact that his butter is 8 or 10 cents lower than the market price. I don't want his half-price potatoes, nor his one-third off cheese; and I'm sure I can get along without his sugar at thirty pounds for \$1. I am not averse to a good bargain and I do not insist on spending \$2 where \$1 will answer; but there is such a thing as buying things too cheap and they are very liable to leave a bad taste in the mouth. As a general thing, a fair article calls for a fair price, and, when there is excess in either direction, there is a good reason to be found for it somewhere. If the market price of eggs is a shilling a dozen, and they are offered to me for 10 cents, is it any wonder that I look at them suspiciously and listen attentively as I shake them one by one; and when my dealer thinks so much of me as to charge half-price for butter, is it strange that the butter should be found as unmarketable as the friendship? I have in my mind one or two instances which would illustrate my meaning, but I think it will be safe to say without giving them, that in the rank and file of the retail grocer army, there is no room for a single Cheap John. The fact is, for there is no need of making a long story of a short one, there is no room for a Cheap John anywhere. People are finding out this fact for themselves more and more; and never more rapidly than during the last year and a half. On the principle that half a loaf is better than no bread, and with the hope that relief will come before the half loaf be gone, they have bought the stuff which Cheap John has had to sell, and as often regretted it. The price was low for first-class goods, but excessive when compared with the stuff bought. Food, shelter, clothing—it makes no difference what it is, the Cheap John price will be found to be the Cheap John article; and

the real dealer—wherever he may be—will be found ready to rise and declare with the grocer, wholesale and retail, that in his ranks there is no room for the professional Cheap John.

RICHARD MALCOLM STRONG.

Advantages of the Cash System.

[Entered in competition for prizes offered by Grand Rapids Retail Grocers' Association.]

The first requisite of a business should be success. Its outgoes and incomes sway our investments. The life of a business is its profits. Profits are the net gain over cost and purchase price. The conditions that bring about such results are the means to an end. A cash system offers the solution and proves its advantages. It enables the dealer to turn his capital so that, by figuring but a moderate interest on his investments, it will ultimately bring him a competency upon which to retire from active pursuits, if he so desire or circumstances necessitate. By following the cash system he is made the architect of his own fortunes.

To concentrate one's energies is the most formidable weapon by which to achieve success. It inspires confidence in one's ability to carry on business successfully, and to meet all legitimate obligations he owes to his family and his fellowman, thereby affording him a recommendation to the portals of the commercial world, whose pulsations form a part of the destinies of our lives.

By this system's potent power he may meet emergencies that arise, and may embrace opportunities to take advantage of the fluctuations of market values. He can have recourse to the fountain head to draw his supplies, as conditions may require, and, with his acquisitions expanded, he will find his views enlarged. In a word, the cash system is the permanent substratum of any business in which a man may engage.

Some of the salient features of the cash system that offer advantages are its simplicity in transacting business; its economy, in requiring less time; the chance afforded to look after one's business; no worry about the pecuniary affairs of others; the difficulties between dealer and customer are lessened; its fairness is a shining mark in the community; you are not bleaching under the Sahara sun of needless debt; you are able, through its beneficence, to indulge not only in comforts, but also in luxuries, for the dear home circle, and last, but not least, you have the respect and esteem of the entire community in which you live, and where you have spent your time, your money and your labor.

MRS. ANNA MCKEE.

Mt. Morris, Mich.

Chas. H. Libby informs THE TRADESMAN that the firm of Libby & Tiel, to which reference was made last week, has not been in existence for some time and that from now on he proposes to devote his entire attention to the produce house of Alden & Libby.

Treading on Dangerous Ground.

The basis of all business transactions is profit. Traffic which does not involve the element of profit is not business—it is contention, which precludes prosperity, induces strife and leads to general demoralization and bankruptcy.

I am led to make this observation and the remarks which follow it by noting the disposition of a number of Grand Rapids grocers to advertise so-called leaders in the *Evening Press* each Friday. I do not wish to be understood as discouraging advertising, for I owe what little success I have achieved to the magical influence of printer's ink; but I feel called upon to utter a warning to my friends of the trade to beware of treading on dangerous ground and not get too near the precipice of price cutting. It is a mistaken idea that a substantial business can be built up by a policy of cutting prices. Crawford Bros. tried it twenty years ago—where are they now? Later on Arthur Meigs and Ira Hatch undertook to build up business structures in the same way—it is enough to say that neither of them are in trade at the present time. Dozens of other instances could be cited to prove the statement that the man who attempts to secure a line of customers by cutting prices too frequently ends his career in the poor house or the insane asylum. Such being the case, I hope none of my friends in the grocery trade harbor the delusion that they can gain any substantial advantage by quoting prices on staple goods below cost. As proof of this statement I have only to refer to the afternoon papers of Detroit last Friday, each of which devoted an entire page to the announcements of retail grocers. On the single item of granulated sugar I find the following diversity in price:

H. Atfelts & Son—4 cents per pound.
P. McCue & Co.—28 pounds for \$1.
Palace Grocery—25 pounds for \$1.
Walch's Grocery—14 pounds for 50 cents.
Lang & Hamlin—30 pounds for \$1.
Keel's Grocery—27 pounds for \$1.
Coon & Walker—15 pounds for 50 cents.
R. Downie & Sons—25 pounds for \$1.

This is, indeed, a sorry showing, as it indicates the reckless manner in which staple articles are sold where price cutting prevails. In no case is the price quoted above cost and I regret to say that this reprehensible practice is not confined to sugar, but prevails in the sale of dozens of other articles common to the grocery business. The result is that the grocery business of Detroit is in a deplorable condition, many of the smaller traders, even in the suburbs, being imbued with the idea that they must follow the example set by the larger dealers, in consequence of which general demoralization prevails in all parts of the city.

The dealer who imagines he can gain any permanent advantage by slashing prices is deceiving himself. It seldom happens that a merchant who makes a cut is not met promptly by a rival, and, in many cases, the rival goes him one better. The inevitable result is that values are unsettled, the consumer is led to believe that he pays exorbitant prices when the cutting mania does not prevail, and no one has gained any increased trade or good will; on the contrary, ill will in the trade and distrust among customers is nourished and maintained. In my opinion a desirable class of customers is not attracted by cutting, a profitable patronage being based largely on mutual confidence existing between dealer and customer, and any in-

cident which tends to disturb that confidence is a permanent injury to both.

I believe every retail dealer should advertise—continuously, judiciously, effectively—and among the mediums he should use is the daily papers. Seasonable goods, special drives, desirable location, well arranged store, fresh stock, attentive clerks, prompt delivery—all these are features which the merchant can dwell upon with profit to himself and with pleasure to his customers. There is no store worthy the name which cannot present some attraction in these lines, and patronage attracted by such means is much more likely to be permanent than the temporary trading secured by the announcement of cut prices on staple articles. If I were a retail dealer I would have some sort of an announcement in the daily papers as often as once a week, but I would as soon think of cutting off my right hand as to quote some article common to the grocery trade at a price below cost or so close to cost as to afford no margin, for by so doing I would gain no permanent advantage, but would create ill feeling and strife among my immediate competitors and inflict a lasting injury on the trade of the city as a whole. The Retail Grocers' Association is putting forth its best endeavors to strengthen the bond of confidence existing between competing grocers and between grocers and their customers and I violate no confidence in asserting that but for the influence of this organization Grand Rapids would to-day be a pandemonium of price cutting and demoralization.

To those dealers who are inclined to imitate the policy of Ira Hatch, I wish to say: Consider carefully the cost and decide whether, after all, it pays to have the reputation of being a cutter. B. S. Harris and Phil. Graham have both acquired comfortable competencies; yet no one ever heard of their inaugurating a campaign of price cutting. E. J. Herick did business for years within a few feet of Ira Hatch and is in business yet. Where is Ira Hatch? A historical review of the grocery trade of Grand Rapids, or Detroit, or any other city, will disclose the fact that the men who have conducted business on the plan of the Ishmaelite have long been forgotten in the ignominious ending of their careers.

E. A. STOWE.

The largest gas engine in the world is said to be that used for driving flour mills, at Plantin, France. The engine is capable of developing 420-horse power.

Be wise and buy the Signal Five.

William Connor

will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, April 25 and 26, with a full line of samples in ready-made clothing in Men's, Youths', Boys' and Children's. Fourteen years with

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

L. G. DUNTON & CO.
Will buy all kinds of Lumber—
Green or Dry.

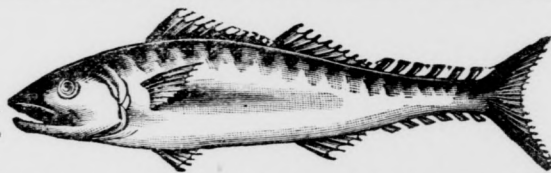
Office and Yards, 7th St. and C. & W. M. R. R.
Grand Rapids, Mich.

J. Brechting

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

Spring Fishing

IS NOW IN FULL
BLAST AND



OSCAR ALLYN is the "KING FISHER!"

MAIL ALL ORDERS TO 106 CANAL ST., GRAND RAPIDS, and they will receive prompt attention.

HEADQUARTERS FOR

POULTRY & BROOK TROUT

—IN SEASON—

F. J. Dettenthaler, Monroe St., Grand Rapids

Sutton & Murphy Co.,

—MANUFACTURER OF—

SPECIAL AND ORDER FURNITURE

Office Fixtures,
Store Fixtures, etc.

Factory, 99 N. IONIA ST., Grand Rapids
Telephone 738.

GRAND RAPIDS BRUSH COMP'Y,



MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH

Our Goods are sold by all Michigan Jobbing Houses.

WANTED.

Beans, Potatoes, Onions.

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

MOSELEY BROS.

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

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

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.

A "Union" Picnic.

Deacon in Minneapolis Furniture News.

I never was cut out to belong to a union. I mean a union which makes a scale of wages which you must get or strike, and above which you must not go or get struck. I suppose it is the real unselfish thing for the man with two talents to divide with the man who has but one, and he again with the man who has none, and all three with the man who had one and threw it away. I say I suppose it is ideal unselfishness for the three to unite with the fourth and fetch all to a living level of say one-half or three-fourths of a talent. But, all the same, it is grievously tough on the man with two talents. I would not hurriedly condemn the two-talent man if he should grip his talents hard and think long before entering the union.

Whether you believe in these unions depends to a degree on your early training. I had an experience when I was six years old that has made me abnormally shy of such things ever since. It was noon time at the little red brick school house where I obtained my early education, when one of three big girls jumped up on a desk with her mouth full of jelly cake and shouted: "Save all your dinners for a picnic." To this the big girls, and after them the little ones, and then the little boys, agreed—myself, my brother and sister with some reluctance.

Now, our dinner was plain but it was better than many a banquet I have since sat down to. A four quart pailful for two boys and one girl! Ah, mother knew how to fix up a lunch for a fellow! Great generous slices of white bread with prime butter! And the finest chunks of gingerbread a lad ever put his teeth to! People don't make that kind any more. The whole bucket untouched was handed to the big girls for a union picnic.

It seemed a week before they got through cutting the various lunches into small blocks, spread around on leaves and chips for plates. Our crowd, being young and not very self-asserting, got pushed to the foot of the table. My memory of that meal is as vivid as though it were eaten yesterday. Two stingy little hunks of salt-rising bread, spread with rancid, sun-struck butter, from the pail of some frowzy farm-wife's frowzy child—that was all that ever I got out of the picnic. Not a smell of the luscious gingerbread did I enjoy! Not a crumb! But the three big girls (who are identical, in my mind, with the walking delegate of to-day) fed fat on cake and never looked at bread and butter the whole meal through. Think of getting two reading lessons, your "joggerly" and "spellin'" through a whole hot summer afternoon, on those two measly morsels, and walking home a mile, bawling with hunger!

That experience got rubbed into me so thoroughly that ever since that day when a man has asked me to share my fortunes with his for the common good, I have said: "My dear sir, you may have the bread and butter, but where is your ginger-cake? Dig up the ginger-cake and I'm with you." Ten chances to one he couldn't deliver the ginger-cake.

Prof. Ely, in discussing the communist (which is but an aggravated case of labor unionist), quotes an old English rhyme to this effect:

"What is a Communist? One who has yearnings For equal division of unequal earnings. Idler or bungler, or both, he is willing To fork out his penny and pocket your shilling."

I like the idea of giving up some individual rights for the common good. It creates a sentiment of unselfishness, which sentiment is the only thing that will ever make the world better. What I object to is the giving up of every individuality with which the Creator endowed me, because the average man in the union hasn't that individuality.

A new naptha well, gushing about 15,000 tons a day, has been struck near Baku. The flow cannot be controlled and is now running into the Caspian Sea. Vessels in those waters will have to be careful about throwing fire overboard.

Everyone smokes the Signal 5.

Congress Bigars



This Cigar is made by the best CUBAN WORKMEN from the Finest and Highest Grade HAVANA TOBACCO, always uniform and reliable in quality.

CONGRESS

Is the Finest Havana Cigar in the world

Send a sample order to any of the following wholesale houses:

HAZELTINE & PERKINS DRUG CO.
BALL-BARNHART-PUTMAN CO.
OLNEY & JUDSON GROCER CO.
LEMON & WHEELER CO.
MUSSELMAN GROCER CO.
WORDEN GROCER CO.
I. M. CLARK GROCERY CO.
PUTNAM CANDY CO.
A. E. BROOKS & CO.

Ask their salesmen to show you samples. See quotations in Grocery Price Current.

Rindge, Kalmbach & Co.

12, 14 and 16
PEARL STREET.



RUBBERS

FALL PRICES ON RUBBERS, 20 per cent. ON BOSTON, 20 and 12 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 any one, 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.

We ask all our trade and all handlers of Fine Cigars to try a few of the

Our Founder, 10c

and the

Mai Fest, 5c

Cigars.

Both are Special Brands, made for us. We will guarantee the quality.

MUSSELMAN GROCER CO.

GRAND RAPIDS



"IT'S
A GOOD
THING"

PUSHES ITSELF

The Big Two!

ZENOLEUM!

Sheep Dip. Hen Dip.
DISINFECTANT -- ANTISEPTIC
NOT POISONOUS.

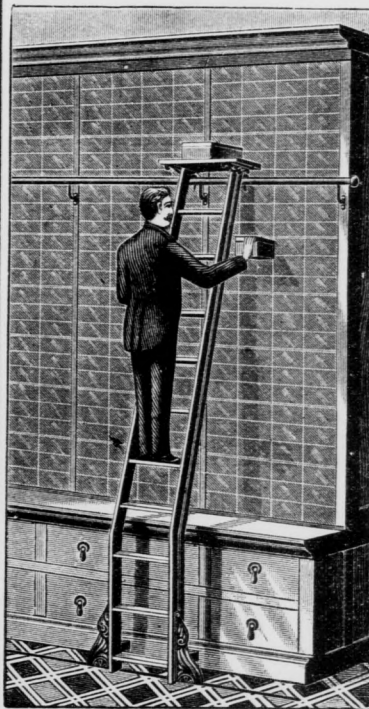
ANTISEPTIC WALL CLEANER
"Cleans Walls Clean."

Honest Goods—Well Advertised—Popular Demand.
Do Not Disappoint Your Trade—Keep Both in Stock.
ONE-THIRD CLEAN PROFIT. Write for particulars and prices.

THE A. H. ZENNER CO.,

98 SHELBY STREET
Detroit, Mich.

CYCLE STEP LADDER.



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

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Ola—Kinney & Scott succeed C. Kinney in general trade.

Holly—J. L. Forrester succeeds Geo. Laverty in the grocery business.

Flushing—Dillon & Passmore succeed Perry Bros. & Co. in general trade.

Portland—W. H. Earle succeeds McRoberts Bros. in the meat business.

Alpena—John B. Elie is succeeded by C. Asselin & Co. in the grocery business.

North Lansing—A. D. Hensel succeeds Stahl & Hensel in the hardware business.

Oak Hill—Borutki & Rodk succeed John Borutki in the boot and shoe business.

Bay City—Chas. D. Rahl succeeds T. W. Davidson in the drug and lumber business.

St. Louis—Weeks & Farrough succeed Weeks & Peake in the boot and shoe business.

Imlay City—Frank Rothsburg succeeds E. E. Palmer in the sewing machine and notion business.

Detroit—Chas. L. Carmon has purchased the grocery and meat business of E. F. Jenks & Son.

Herrington—Sevey & Herrington, general dealers, have dissolved, P. O. Herrington succeeding.

Reed City—Philo M. Lonsbury succeeds Pierce & Lonsbury in the drug, paint and oil business.

Gladstone—Buchanan & Hayes, meat dealers, have dissolved, W. Buchanan continuing the business.

St. Louis—Humphrey & Doolittle succeed F. N. Humphrey in the hardware and implement business.

Iron Mountain—Alfred Wohl is succeeded by Hallberg & Osterberg in the bakery and grocery business.

Bloomer Center—A. Conklin has sold his general stock to Wm. Dunn and will make his home at Butternut in the future.

Muskegon—S. A. Soderberg has leased the store at 5 W. Western avenue for a year and opened the Columbia shoe store.

Tustin—H. Rainey has sold his boot and shoe stock to J. H. George. Mr. Rainey retires from trade on account of failing health.

Hudson—Will G. Knopf has purchased the shoe stock of F. H. Brown and moved it to the store building formerly occupied by E. J. Southworth.

Cheshire—Frank Merrineld, of Bloomingtondale, announces his intention of erecting a store building here, in which he will engage in general trade.

Albion—G. W. Rogers and D. B. Alger have embarked in the agricultural implement and machinery business under the style of Rogers & Alger.

St. Charles—B. J. Downing has purchased the interest of J. H. Hammill in the grocery firm of S. Willis & Co. The new firm will be known as Willis & Downing.

Carson City—A. C. Oyler has sold the remainder of his general stock to W. E. Jones, who has moved it back into the store at Vickeryville and will do business there.

Northport—Thos. Copp and Dennis Hoxie have formed a copartnership under the style of Copp & Hoxie, and will open a general store here as soon as navigation opens. The firm has purchased the store building, including fixtures, oc-

cupied by the former firm of Thos. Copp & Co., Limited.

Sunfield—Clarence L. Staley has arranged to purchase a half interest in the general stock of W. F. Bricker, May 1, after which the firm name will be Staley & Bricker.

Port Sanilac—C. M. Oldfield, a pioneer merchant of Sanilac county, has retired, and his general merchandise business will be taken care of by his sons, Harry and William.

Allegan—H. M. Dunning has purchased the A. E. Calkins flour and feed business and moved his former stock to the Calkins block, where he will combine the two.

New Lothrop—James Zeigler has purchased the interest of Louis Weinzierl in the grocery firm of Zeigler & Weinzierl and will continue the business at the same location.

Eaton Rapids—Fred Walton has purchased the grocery and crockery stock formerly owned by J. F. Harris & Co. and will continue the business at the same location.

Nashville—W. E. Buel has sold his stock of drugs, books and wall paper to J. C. Furniss, who for several years past has occupied the position of prescription clerk in the store.

Caledonia—Cornelius Crawford has sold his drug stock to Dr. W. H. Andrews, of Fennville, and Geo. J. Menold, of Luther, who will continue the business under the style of Andrews & Menold.

Chesaning—Grant Johnson has purchased the interest of F. M. Dodge in the meat business of Dodge & Barclay. The new firm will be known as Barclay & Johnson.

Stanton—S. I. Briggs, of Cedar Springs, has purchased the C. L. Grace hardware stock, has rented the corner store of the Corey block, lately occupied by T. S. Earle's grocery, and will open his store there.

Ithaca—A. G. Jones will open a new grocery store here about May 1. Mr. Jones is a brother-in-law of O. P. DeWitt, the St. Johns grocer, with whom he has been identified as clerk for the past nine years.

Manistee—H. J. Kerby, who has been connected with the Buckley & Douglas Lumber Co. in the capacity of clerk, has severed his connection with that house for the purpose of embarking in the produce and commission business with G. Y. Laughlin.

Traverse City—The grocery of Buck & Kyselka has been dissolved by the retirement of C. K. Buck, who will devote his entire attention to the management of the Acme Potato Planter Co. The grocery business will be continued at the old stand by Prokup Kyselka.

Traverse City—The grocery store and meat market, until recently conducted by Frank M. Daniels, has been attached by creditors on claims as follows: Olney & Judson Grocer Co., \$1,095; Hannah & Lay Mercantile Co., \$431.35; C. E. Cornwell, \$240.11; First National Bank, \$255 and \$82.20; E. B. Miller & Co., Chicago, \$159.58. Mr. Daniels has left town and report has it that he eloped with a woman not his wife. He was in excellent credit up to a few months ago, when he is alleged to have become infatuated with the woman in question.

Traverse City (Herald)—After forty-five years of partnership the old firm of Hannah, Lay & Co. has been dissolved,

and the name which has been a familiar word in thousands of Michigan homes will be heard no more. At a meeting held here Tuesday a new company known as the Hannah & Lay Co. took its place. For several years the business has been tending in this direction, the first change being to the Hannah & Lay Mercantile Co. Then the banking business was incorporated under the name of the Traverse City State Bank, and now the flouring mill, Park Place Hotel, docks, buildings, real estate, etc., still remaining have been turned over to a new corporation, with a capital stock of \$200,000. The stockholders are Perry Hannah, A. T. Lay, Jas. Morgan, Wm. Morgan, J. T. Hannah and S. Garland. The board of directors includes all except Wm. Morgan. The new officers are Perry Hannah, President and General Manager; A. T. Lay, Vice-President; S. Garland, Secretary; J. T. Hannah, Treasurer. While it is with a pang of regret that the people of this region will see the old name go, still it is a matter of congratulation that all the old members, who have done so much to make Traverse City—and, in fact, the entire region—what it is, will remain in the new corporation.

MANUFACTURING MATTERS.

Detroit—The Eagle Grease Co., Limited, succeeds the American Grease Co. New Lothrop—French & Casler, of Flushing, have rented the grist mill here and taken possession.

Evart—Cox Bros. have built a small sawmill near this place with a capacity of 10,000 feet of hardwood daily. They have about 750,000 feet of logs on hand.

Marquette—The Dead River Mill Co. is putting its men into the woods, and operators generally are watching carefully for the first signs of a break on the rivers.

Detroit—Berry Bros., of this city, manufacturers of varnish, have filed a claim against the United States Government at Washington, claiming \$28,000 rebate on alcohol used in the manufacture of their goods.

Plainwell—H. F. Woodhams has sold his interest in the Plainwell Lumber Co. to his three partners. The business will be continued by R. and Chas. A. Granger and Chas. A. Bush, under the style of R. Granger & Co.

Standish—James Norn has decided to erect a new sawmill on the site of the one recently burned at Standish. The mill will be 40x106 feet, with an engine and boiler house 48x52 feet. Mr. Norn expects to have the mill ready to begin sawing in 60 days. He has logs enough cut to stock the mill nine months.

Fife Lake—Emmet Hagadorn thought he had discovered a bonanza in making broom handles, but has about concluded that plain every day lumber is good enough for him. He said that it was supposed that one could get 1,500 handles out of a thousand feet of maple, which brought \$12 a thousand, but when the number was reduced to 1,000 he thought making lumber was an improvement on it.

Prompt Adjustment of Insurance.

The building which has been occupied by the Standard Folding Bed Company on the west bank of Grand River was completely gutted by fire last Sunday morning, but, happily, was insured in the Grand Rapids Fire Insurance Company and the loss was adjusted the next day. It pays to patronize the home company.

A Chicago judge has ruled that the man is the head of the family. He is evidently a fossil, or has had little experience in families.

Ask J. P. Visner for Gillies & Co.'s special inducements on early imported teas.

PRODUCE MARKET.

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

Beans—The market is without quotable change, previous quotations being well maintained, although actual transactions are few in number and inferior in amount. Large handlers predict still higher prices, but do not look for any further advance until potatoes begin to move upward, as they seem bound to do the latter part of the month.

Butter—The market is steady, but there is not much anxiety displayed by buyers. Still, there is a fairly good trade, which enables sellers to keep pretty well cleaned up, without shading prices any. It is expected, however, that receipts will soon begin to increase and this gives the market rather an easy tone, as dealers wish to keep closely sold out, a fact that buyers are disposed to take advantage of.

Beets—Dry, 25c per bu.
Cabbage—35¢50c per doz.
Celery—So poor in quality as to be scarcely eatable.

Cranberries—\$3@3.50 per crate.

Eggs—The market is a little weaker than a week ago, although in some cases 11c is realized. More sales are reported at 10c than at 11c, and, unless all indications fail, the price is likely to go still lower before the end of the month.

Early Vegetables—Cucumbers, \$1.75 per doz.
Green Onions, 15c per doz. bunches. Pieplant, 4c per lb. Radishes, 30c per doz. bunches. Spinach, 75c per bu.

Lettuce—12½c per lb.

Onions—Dry stock is considerably lower, on account of the supplies brought in by farmers and the advent of green onions. Dealers now quote fair stock at 50c and choice stock at 60¢ 65c.

Parsnips—25c per bu.

Potatoes—Contrary to expectation, there has been no actual advance during the past week, as there seems to be a disposition on the part of large handlers to work along from hand to hand until the odds and ends in the hands of small dealers are exhausted. When this occurs, the price is bound to go up from 10¢@20c per bushel, and it is not at all unlikely that we may see \$1 potatoes before the first week in June.

Sweet Potatoes—\$1.10 per bu. for kiln dried Illinois Jerseys.

In the line of

HEATING

Steam, Hot Water
or Hot Air

PLUMBING

In all its parts, and

SHEET METAL WORK

No firm in the State has better facilities or reputation. Our

WOOD MANTEL GRATE,
GAS AND ELECTRIC FIXTURE
DEPARTMENT

Is pronounced the FINEST IN THE COUNTRY,
East or West.

Weatherly & Pulte,

GRAND RAPIDS.

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

GRAND RAPIDS GOSSIP.

Chas. R. Visner has opened a grocery store at 25 West Leonard street.

S. H. Sweet has opened a fruit and confectionery store at 53 South Division street.

F. E. Frazier has opened a grocery store at Hart. The Ball-Barnhart-Putman Co. furnished the stock.

Sam Lightstone has opened a grocery store at Mecosta. The stock was furnished by the Olney & Judson Grocer Co.

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

The Grand Rapids Knitting Co. is putting in sufficient equipment to enable it to turn out sixty dozen suits daily by May 1.

Arthur Manley, formerly of Hamburg, has purchased the grocery stock of L. L. Launiere & Son, at 418 West Bridge street.

C. N. Menold, druggist at Fennville, has added a line of groceries. The Olney & Judson Grocer Co. furnished the stock.

A. E. McClellan & Son have opened a grocery store at 154 West Fulton street. The Ball-Barnhart-Putman Co. furnished the stock.

Goodspeed Bros., boot and shoe dealers at 88 Monroe street, have purchased the shoe stock of Fred H. Williams, at Charlotte.

John Pierce & Co. will shortly open a grocery store at Traverse City. The Ball-Barnhart-Putman Co. has the order for the stock.

W. R. Stewart has embarked in the grocery business at East Jordan. The stock was furnished by the Ball-Barnhart-Putman Co.

Edwin Plumley has opened a dry goods and grocery store at Walkerville. The groceries were furnished by the Ball-Barnhart-Putman Co.

Roseman & McGowan have opened a grocery store at the corner of Lyon and North Union streets. The Olney & Judson Grocer Co. furnished the stock.

Thos. R. Regis, formerly engaged in trade at Edmore, has opened a grocery store at Harbor Springs. The Ball-Barnhart-Putman Co. furnished the stock.

C. M. Kingsley & Co., whose grocery stock at Belding was destroyed by fire last Monday, resumed business again Friday, having purchased a new stock in the meantime of the Ball-Barnhart-Putman Co.

D. A. Blodgett & Co. have taken possession of the general stock and sawmill of F. A. Clary, at Turtle Lake, and will continue the business until the timber acquired in that vicinity can be converted into lumber.

T. Blink, grocer at 374 West Leonard street, has formed a copartnership with A. P. Kroeze, for the purpose of manufacturing a coffee powder to be used as an extract, the process of which is known to themselves only.

It was expected that C. G. A. Voigt would be able to supplement his initial talk before the Retail Grocers' Association at the regular meeting this evening, but that gentleman informs the Secretary that he has not yet heard from Minneap-

olis, and that his salesman who goes to Buffalo will not reach that place until the end of the week, so that he will be unable to formulate his ideas on the subject before the next regular meeting on the evening of May 7.

O. P. Gordon has purchased an interest in the hardware stock of W. H. Noggle, at Hopkins Station, and the firm name will hereafter be Noggle & Gordon. The new firm has added a line of groceries, furnished by the Olney & Judson Grocer Co.

Gustave Noerenberg has purchased an interest in the baking establishment of M. E. Christenson, 252 and 254 Canal street, and the new firm will be known as the Christenson Baking Co. New machinery will be added to the factory and the capacity of the establishment considerably increased.

C. C. Bunting has purchased the interest of Chas. L. Davis in the produce and commission firm of Bunting & Davis and has formed a copartnership with Chas. B. Metzger to continue the business at 20 and 22 Ottawa street under the style of Bunting & Co. Mr. Metzger will continue his own business at 3 North Ionia street as before.

Gripsack Brigade.

Ezra O. Phillips has leased the Sherman House, at Allegan, and takes possession May 1. He will proceed to fit it with new furniture throughout, making other renovations and adding many conveniences.

The Grand Rapids Packing and Provision Co. has engaged two additional salesmen during the past week—O. Massbacher, of Sault Ste. Marie, who will cover the trade of the Upper Peninsula, and D. N. White, formerly engaged in the grocery business at Petoskey, who will visit the trade of Grand Rapids and neighboring towns.

A Lawton correspondent writes: The large cards which the Paw Paw business men had printed and posted along public highways and in all adjoining towns sometime ago warning traveling men to patronize the Paw Paw hack and bus line or they would sell no goods in that place, is causing quite a little indignation among traveling men who stop at this place with the intention of driving to other towns. An Indiana traveler read the warning the other day in a hotel here and was so much amused thereat that he wrote out his views on the question and attached them to the threatening notice: "This is a large country and rain falls in Maine as at Paw Paw. Possibly many traveling men have lived and died, never knowing that there was such a place as Paw Paw. We of the traveling men's fraternity wish you well and may the blessed sunshine continue to shed its soft rays upon you. We will not shadow your dear streets with our presence, or tread your lawns to cause palpitation to your honor."

J. J. Frost, Treasurer of the Michigan Knights of the Grip, was in town a couple of days last week. Mr. Frost has discovered a way by which the next convention can be postponed until June, 1896. The constitution provides that the annual meeting shall be held on the last Wednesday in December, except when that date falls on a holiday, in which case the time of meeting shall be fixed by the Board of Directors. It so happens that this is one of the years

when Christmas falls on the last Wednesday of the last month; and, as there is a growing sentiment in favor of changing the time of holding the conventions from December to June, Mr. Frost suggests that the Board avail itself of this opportunity to announce the postponement of the next annual meeting until the last week in June of next year. The Board will probably not take such action until satisfied that it meets the approval of a large portion of the membership, but the sentiment for or against such a change can easily be ascertained by the circulation of a petition or series of petitions among the members. The suggestion is a pertinent one and worthy of consideration.

Bank Notes.

The Albion State Bank has been incorporated by Eugene P. Robertson, David A. Garfield and Mary E. Sheldon with a capital stock of \$50,000.

J. W. Free & Co. (Gobleville) have sold their banking business to the Monroe family of South Haven. The business will be managed by S. B. Monroe, eldest son of Hon. C. J. Monroe.

At a recent meeting of the board of directors of the Home Savings Bank, of Detroit, L. C. Sherwood was appointed assistant cashier and Harry J. Fox, bookkeeper, was appointed auditor. Mr. Sherwood is a son of T. C. Sherwood, state banking commissioner. He was employed in the Plymouth Savings Bank for nine years, most of the time as cashier.

The Kent County Savings Bank (Grand Rapids) has increased its dividend payments from 10 to 16 per cent., payable 4 per cent. quarterly. This is about half the actual net earnings of the institution. So highly is the stock esteemed by local financiers that a block of \$2,500 sold last week at 220, the purchasers being Henry Idema, A. G. Hodepnyl and Hon. T. J. O'Brien.

Frank L. Fuller, who opened the Northern Kent Bank of Cedar Springs in 1888 and has conducted it with signal success, opened a second bank at Rockford Monday under the style of the Farmers' and Merchants' Bank. The Rockford institution will be under the personal charge of Chas. H. Peck, who has acted as cashier of the Cedar Springs bank for the past four years. The field is a good one and Mr. Fuller will probably achieve the same measure of success he has won at Cedar Springs.

Saugatuck Commercial: Quite a ripple of excitement was caused here the first of the week by a one night engagement of Jerry Boynton, the great railroad promoter. It took Mr. Boynton about fifteen minutes to develop a scheme for extending the C. J. & M. Railway from Allegan to this place, and he was ready to go to New York to raise the money at the drop of the hat—and the receipt of a \$1,000 cash retainer fee. The people of this community have demonstrated on more than one occasion their willingness to liberally aid in the construction of a railroad, but they cannot be inveigled into espousing a boom with nothing more tangible behind it than the word and wind of Jerry Boynton.

Gus Spreckels is suing his father Klaus, the sugar king, for slander. He has a good opinion of the value of his character, for he says that it is damaged \$2,000,000 worth, though he is only suing for \$300 and vindication.

Edward Telfer, formerly manager of the Telfer Spice Co., but now a resident of Detroit and a stockholder in the wholesale grocery house of W. J. Gould & Co., was in town several days last week.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—GOOD CLEAN stock of groceries. Address No. 754, care Michigan Tradesman. 754

FOR SALE—OLD ESTABLISHED GROCERY business on best business street in Grand Rapids. Stock and fixtures will invoice about \$3,000. Exceptional opportunity. Long lease of store, if desired. Stock clean and well selected. Address No. 752, care Mich. Tradesman. 752

FOR SALE—ONLY DRUG AND WALL PAPER store in good railroad town. For particulars address Q. A. Hynes, Delton, Mich. 748

FOR SALE—A FIRST-CLASS, OLD-ESTABLISHED meat market in county seat of 4,000. Central Michigan. Cash trade. Will sell half-interest or whole. Address G. B. C., care Michigan Tradesman. 749

FOR SALE—THE MONROE SALOON AND grocery property; best location in Lexington, Mich. Apply to Pabst & Wixson, Lexington, Mich. 751

FOR SALE—CLEAN GENERAL STOCK, IN-voicing about \$4,000. Only store in town, with mill regularly employing fifty men. Will rent building so low that purchaser cannot afford to buy. Address No. 747, care Michigan Tradesman. 747

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, Pompeii, Mich. 732

OPPORTUNITY—DOUBLE STORE TO RENT, Will soon be vacant; fine location for general business; never been vacant; town of 1,200; competition light; manufacturing town in midst of fine dairy and agricultural country. Address Box 490, Middleville, Mich. 734

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

FOR SALE ONLY—A GOOD PAYING RESTAURANT. Nice locality. Fine 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

MISCELLANEOUS.

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 81-86 South Division St., Grand Rapids. 673

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

LOOKING FOR REAL ESTATE INVESTMENTS, or have business chances for sale? See Winans & Moore, Room 1, Tower Block, Grand Rapids. 718

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire a nother pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 564

WANTED—EVERY DRUGGIST JUST starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Four teen labels do the work of 113. Tradesman Company, Grand Rapids. 537

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

SITUATIONS WANTED.

WANTED—POSITION BY YOUNG married man in grocery or general store, small town preferred. Eight years' experience in grocery. Capable of taking charge of books and doing the buying. Very best of references. Address No. 733, care Michigan Tradesman. 53

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

WANTED—SITUATION BY REGISTERED pharmacist. Enquire 590 South Division street, Grand Rapids. 734

ADVICE TO SHOPPERS.

Written for THE TRADESMAN.

Now, ladies, don't look or even think cross at the sight of this heading, for these remarks are intended more particularly for someone else—there is another gender that occasionally goes shopping, and that particular gender is the one that is to claim our attention. (I may add, in passing, that if we have any special virtue it is that we have made a solemn vow never to dispute or quarrel with a lady; and, as a lady asked us to write this, we forthwith proceeded to obey her request.)

And now to the subject in hand.

People are usually told what they should not do, and instructed how not to act, when making their purchases, but, as shopping is now reduced to a science, we propose to adopt the opposite plan and give some advice that can be plainly understood by everyone in regard to "what to do and how to do it."

If you are one of the masculine gender, and have no particular business to transact when you enter a store—and it is no one's business if you don't have—walk straight up to the counter scales—if such there are—and bob them up and down sharply, for a few minutes, to see whether they balance properly. If the weights are brass, knock one against the other sharply, to see whether they are covered or solid. Then seat yourself on top of the counter, knocking over something with the skirts of your coat. Next, reach across the desk and examine the ledger or any open account that may happen to be lying convenient. Should you feel a little drowsy, stretch yourself out at full length on the counter, dragging a bolt of cotton cloth or dress goods under your head for a pillow, and, if your boots are not overly clean, you might draw your feet upon the counter—that they may not be in the way of others. If you wish to purchase dry goods where both dry goods and groceries are kept, on entering the store, invariably pass over to the grocery department, and *vice versa*, to ask for what you want. It is not only more genteel, but will cause the clerk a few extra steps. Stand staring at the groceries and don't budge an inch, unless someone pays attention to you, even if you have to wait fifteen minutes. Of course, someone is paid to come around and enquire whether you want anything. Walk around behind the counter without invitation, and stand or lounge in such position as to fill most of the aisle. Remain in that position, examining the goods or, mayhap, perusing a book you had in your pocket, perfectly oblivious to all around, no matter how many times the clerk may be obliged to crowd by you. It is only a store, you know, and they expect to be bothered a little by the public. Never forget, whether lady (?) or gentleman (?), to rest both elbows on the show case, as it is an easy position, calculated, if the body be properly thrown forward, to take a part of the weight off the feet. This will rest you. Should you "accidentally" go through the plate glass, express deep regret that the thing should have happened, and make the remark, "It must have been very poor glass."

But never, under any circumstances, offer to pay for the breakage—that would be establishing a precedent. Of course, as you spend your money at the store, the merchant would excuse such a

trifling matter. Just walk away coolly, as if nothing had happened.

If it be a lady who is perusing this article, we would just venture the suggestion that, before leaving home to go shopping, it would be well to work yourself into an enviable state of mind, by chastising several of the children; and, if you are so unfortunate as to have none handy, talk a little harshly to your big brother, or, by way of variety, give your husband particular fits for something he has or has not done. This always gives courage to talk very plainly to merchants and clerks.

It is always a good idea to go shopping when one has nothing else to do. No matter whether you desire to purchase anything at that particular time—you can, at least, have a little recreation, look over the various stocks and can see and be seen. If you have an elegant purse, carry it in the hand where it can be seen and admired; or, as there are always sneak thieves upon the streets, it might be well to attach a gold chain to it and carelessly fasten it to the belt.

When you enter a store, do it in a sort of nonchalant manner, as if to say, "I'm not sure whether I shall purchase anything or not, but thought I'd take a look at your stock."

Should you purchase a frail article and have the misfortune to break it, soon after, through carelessness, return to the store after the lapse of, say, a couple of weeks, or, better still, a month, and ask him to replace it.

If you ask to see a piece of muslin, just as the clerk is placing it on the counter inquire if he has any gingham, and, while he is showing gingham, cast your eye enquiringly in the direction of some other article, when he will doubtless ask if you would not like to examine that. After looking over the goods, and asking the price of each kind and pattern, gently acquaint him with the fact that "you are going to Grand Rapids tomorrow and, if you cannot purchase those goods there for less money, you will see him again."

Should any person shopping wish to purchase any small article costing, say, ten cents, enquire of the clerk, with a well-assumed air of astonishment, if the price is not "rather high," and remark that "you have often bought it for nine in Grand Rapids." If he is a gentleman—as, of course, he ought be—he will candidly admit your statement as a fact, and will meekly tell you that "goods are higher just now on account of the scarcity of gold, etc."

It is a very good scheme, when a merchant asks you \$1 for an article, to at once offer him seventy-five cents for it, at the same time informing him that you are offering its full value. Of course, he will be thankful for the information; he may, however, conclude to wait for a rise in the market. It would please him, no doubt, to have you return within a half hour and tell him that, as you are obliged to have the article in question, "you will be under the necessity of suffering the imposition."

If you have no money, just step into the first store, not asking for credit, but select what you want and, after fumbling in your pocket, if you're a man—in your handbag, if you belong to the softer sex—take up the goods and leave, serenely remarking that "you haven't any change with you just now, but will hand it in, and that he need make no charge



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

Duck Coats and Kersey Pants

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

Lansing Pants & Overall Co.,
LANSING, MICH.

A. C. McGRAW & CO.,
Manufacturers of Shoes and Jobbers of Rubber Goods
DETROIT, MICH.

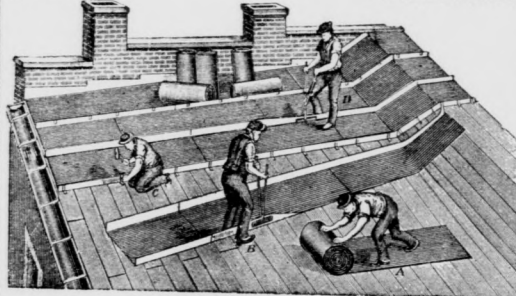
Our interests on the road are looked after by the following competent and experienced salesmen, for whom we bespeak the courtesy and kind consideration of the trade:

F. E. Chase, 51 Charles St., Grand Rapids, Mich.	A. S. Cowing, 403 Woodward Ave., Kalamazoo, Mich.
E. P. Waldron, St. Johns, Mich.	F. J. Doud, Albion, Mich.
H. C. Liddiard, (care P. W. VanAntwerp, Sterling, Mich.	E. J. Mattison, 504 So. Clay St., Frankfort, Ind.
J. H. Fildew, St. Johns, Mich.	C. V. Cable, New Philadelphia, Ohio.

W. C. HOPSON

H. HAFTENKAMP

ROLL CAP



Steel Roofing

Made of Soft Steel Sheets.
Cheap as Shingles. LAST
FOUR TIMES AS LONG.

W. C. HOPSON & CO.

Louis and Compau Sis.

Send for Catalogue.

FOR RENT.

Three-story and basement factory building, size 50 x 150 feet. West end Pearl street bridge. Water and Steam Power.
Full line of Wood Working Machinery, Benches, Dry Kilns, etc.
Also other property with power for manufacturing purposes.
WM. T. POWERS,
Opera House Block.

LIME, CEMENT, SEWER PIPE

FIRE BRICK, FLOUR, FEED, GRAIN, HAY.

Thos. E. Wykes, 45 S. Division St.
GRAND RAPIDS
Wholesale and Retail. Telephone 371.

of it." If the merchant should be so forgetful of politeness as to insinuate that he is not acquainted with you, and desires your name, or if he ask any questions, curtly reply that "you guess you are good for that amount;" then, suddenly recollecting that you have a little money, pay him at once, with the remark that "there are other places where you can trade where people are not so particular." All this tends to give him the idea that you are really something above "the common herd." Ten to one, he will offer an apology!

If you wish to purchase a liquid, never take a receptacle with you—just ask the merchant to lend you one; he would not be obliged to loan more than twenty or thirty bottles or jugs in a day. If you enter a drug store for a few ounces of a liquid, and the clerk enquires if you have a vial, tell him you didn't bring any; should he dare charge you for one, sharply tell him that "you have dozens of them at home." Whether you have or not, it will show him that you consider it small business charging four cents for a vial in a ten cent trade!

Never admit that any man knows more about the goods he is selling than you do—he might interpret it as ignorance. When a merchant tells you that he is selling an article at cost, because it is out of style, faded or otherwise damaged, don't you believe a word of it. Tell him, with a wise look, that you know all about that, and that, generally, merchants do not sell at cost. He will, without doubt, silently applaud your wisdom and regard you as a man of "gumption."

To conclude our budget of advice to shoppers, we would say, always treat merchants and their clerks as if they required watching—you and I know most of them require watching—and, in the hurry of business, should a mistake be made in your favor, don't, for a moment, think of speaking about it, or attempt to rectify it, as you might be branded as green. Finally, never purchase anything of a merchant without "jeweling" him down a little on the price, if your time will admit. They, of course, always expect this and ask a few cents extra on purpose; and then, too, it is a sure mark of your being well bred. By following the simple rules we have here laid down, shopping will become a pleasant and easy pastime—whatever a few old fogies may say to the contrary.

FRANK A. HOWIG.

The Money-Making Grocers.

From the American Grocer.

Their number is large, but small as compared with the total number of grocers. They are located everywhere, thus proving that locality or section does not enter into the question of how to make money selling groceries. These successful store-keepers have many traits in common, the most prominent of which is their being in love with their calling. They are devoted to their business because their hearts are in their work. They seek diligently to promote its welfare and growth.

In Southern New York, some years ago, there was a quaint character who manufactured hoes, and whose reputation as a maker was the highest. He possessed a secret in regard to bending the neck, so that in using the hoe it taxed the strength of the user far less than any other hoe in the market. When asked about the secret of his success, he replied: "I eat hoe, drink hoe, sleep hoe."

The money-making grocer does the same, or, in other words, is absorbed in and enamored with his business. He studies its needs; masters all details, in-

stead of being mastered by them; goes to the front as a leader; originates methods; sticks to that which is known to be good, rather than makes frequent changes in the character of his stock. He appreciates that to have customers familiar with brands and labels and the flavor and texture of articles is of great value in holding patronage, whereas constantly shifting them from one thing to another is to invite dissatisfaction.

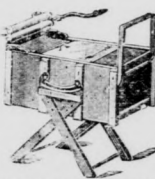
The money-making grocer keeps his gains in his business and eschews all outside investments until his capital is more than adequate for its requirements and growth. Thus he is a great hunter after discounts, always buying for close or spot cash, and thus he receives instead of pays interest. He is also in a position to extend credit without curtailing his power as a buyer, and by so doing invites and retains patronage. The customer worthy of credit is, as a rule, a much freer buyer than one who deals for cash, and less critical as to prices and service. Credit imposes a sense of obligation which the money-making grocer turns to his advantage. He is also inclined to be his own landlord, both as relates to his store, home and stable, being convinced that unencumbered real estate is an asset which keeps credit high.

The money-making grocer is economical and persevering and values persistency. He believes in advertising, although his opinion varies as to methods. Some regard a fine wagon service, handsome windows and attractive packages the best sort of advertising medium. Too few advertise in the local press, but all use various forms of printed matter. In short, the men who believe that the grocery business pays are men of one idea, who have discovered that there is no limit to its expansive force.

NOTHING SUCCEEDS LIKE MERIT!

—THE—

Rocker Washer



Has proved the most satisfactory of any Washer ever placed upon the market. It is warranted to wash an ordinary family washing of 100 Pieces in One Hour as clean as can be washed on the washboard.

Write for Catalogue and Trade Discounts.

ROCKER WASHER CO., Ft. Wayne, Ind.

S. P. Bennett Fuel & Ice Co.

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

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

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	70	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
AXES.		dis.
First Quality S. B. Bronze	5 50	
D. B. Bronze	4 00	
S. B. Steel	11 00	
D. B. Steel	6 50	
BARROWS.		dis.
Alford	12 00	
Garden	13 00	
Stove	14 00	
BOLTS.		dis.
Carriage new list	70&10	
Plow	40&10	
Sleigh shoe	75	
BUCKETS.		dis.
Well, plain	3 25	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70	
Wrought Narrow, orig. cast joint	40 60&10	

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	70
CHADLES.	
Grain	50
CROW BARS.	
Cast Steel	per lb 4
CAPS.	
Ely's 1-10	per lb 35
Hick's C. F.	55
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	56
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
14x32, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING FANS.	
Small sizes, per pound	3 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 65
Corrugated	dis. 50
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$20	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-0
Heller's	50
Heller's Horse Raps	50&10
GALVANIZED IRON.	
No. 16 to 20; 22 and 24; 25 and 26; 27	38
List 12 13 14 15 16 17	
Discount, 70	
SAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	dis. 55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	dis. 60-10
Hunt Eye	dis. 60-10
Hunt's	dis. 60-10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
" P. S. & W. Mfg. Co.'s Malleable	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 60&10
Stebbin's Genuine	dis. 60&10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 20
Wire nails, base	1 20
60	Base
40	Base
20	Base
10	Base
8	Base
7	Base
6	Base
5	Base
4	Base
3	Base
2	Base
1	Base
Finch 10	75
" 8	75
" 6	75
" 4	75
" 3	75
" 2	75
" 1	75
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 60
Scotch Bench	60&10
Sandusky Tool Co.'s, fancy	dis. 60
Bench, first quality	60
Stanley Rule and Level Co.'s wood	60
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	60
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Elphinstone	dis. 25
Verkes & Plumb's	dis. 40&10
Mason's Solid Steel	80c list 60
Blacksmith's Solid Steel Hand	80c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 1 1/4 1 1/4 and longer	3 1/4
Screw Hook and Eye	dis. 8 1/4
" " " "	dis. 7 1/4
Strap and T	dis. 7 1/4
HANGERS.	
Barn Door Kipper Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kipper, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 7 & 10
Japanned Tin Ware	2 & 10
Granite Iron Ware	new list 40
WIRE GOODS.	
Bright	dis. 80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	6
Manilla	9
SQUARES.	
Steel and Iron	dis. 80
Try and Bevels	50
Mitre	20
SHEET IRON.	
Com. Smooth	Com.
Nos. 10 to 14	33 50
Nos. 15 to 17	3 50
Nos. 18 to 21	4 05
Nos. 22 to 24	3 55
Nos. 25 to 28	3 65
No. 27	3 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	3 00
SAND PAPER.	
List acct. 19 '88	dis. 50
SASH CORD.	
Silver Lake White A	list 50
" Drab A	50
" White B	50
" Drab B	50
" White C	50
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton 320
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X	
Cuts, per foot	20
TRAPS.	
Steel, Game	dis. 60&10
Oneda Community, Newhouse's	51
Oneda Community, Hawley & Norton's	70-10 10
Mouse, choker	15c per doz
Mouse, delusion	1.25 per doz
WIRE.	
Bright Market	75&10
Annealed Market	75&10
Coppered Market	75
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 20
" painted	1 50
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WRENCHES.	
Baxter's Adjustable, nicked	20
Coe's Genuine	50
Coe's Patent Agricultural, wrought	7 & 10
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Gieson	75&10 & 5
Screws, New List	80
Castors, Bed & d Plate	50&10&10
Dampers, American	4 & 10
Forks, hoes, rakes and all steel goods	70
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	26c
ZINC.	
900 pound casks	5 1/2
Per pound	6
SOLDER.	
40% 12% 12%	
The prices of the many other qualities of solder in the market indicated by private brand vary according to composition.	
TIN—MELTY GRADE.	
10x14 IC, Charcoal	5 60
14x20 IC, " "	6 00
10x14 IX, " "	7 50
14x20 IX, " "	7 50
Each additional X on this grade, 1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	5 25
14x20 IC, " "	5 25
10x14 IX, " "	6 25
14x20 IX, " "	6 25
Each additional X on this grade, 1.50.	
ROOFING PLATES.	
14x20 IC, " Dean	5 00
14x20 IX, " "	6 00
20x28 IC, " "	10 00
14x20 IC, " Allway Grade	4 75
14x20 IX, " "	5 75
20x28 IC, " "	9 50
20x28 IX, " "	11 50
BOILER SIZE TIN PLATE.	
14x20 IX, for No. 8 Boilers, per pound	9
14x20 X, " 9	



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E. A. STOWE, Editor.

WEDNESDAY, APRIL 17.

THE INCOME TAX LAW.

The subject which has engaged public attention to the greatest extent during the past week is the Supreme Court decision on the income tax law. Comment has been very extended by the press and surprise has been pretty generally expressed that there was even a remnant of the law left. That there is such a remnant seems to be the result of the accident of sickness in the Court, which made the possibility of a tie; and this possibility was realized on account of a decision favorable to the income tax during the war—such is the judicial awe of precedent!

The result of the decision declaring the tax on interest on bonds and real estate, "rents, issues and profits" unconstitutional, while the tie vote on the rest of the law leaves it in force only on account of the decision of the lower court occurring just as the time was expiring for the filing of reports has mixed matters about as badly as it is possible to imagine. Heavy penalties are incurred by a failure to furnish the report at the time designated and the exception of real estate, "rents, issues and profits" introduces such calculations, questions of the values of terminal properties, rights of way and station buildings, as to make the filing of a correct report by railroad corporations an impossibility. Then the status of the remnant of the law that is left, the strong probability of its being declared unconstitutional when it comes to another hearing, destroys all respect for it, and the compliance in reports will be careless and perfunctory.

Taken altogether, the situation is so ridiculous as to be almost comical. The communistic principle that urged the enactment of the law was especially aimed at the "bloated bondholder and millionaire landlord." They are now exempt and the law remains in force on salaries and the proceeds of business. THE TRADESMAN is not in the habit of presuming an opinion on the constitutionality of acts of Congress or prophesying as to court decisions, but when this law was enacted it did venture the assertion that it would not stand the judicial test. The theory of communism in taxing only the rich is so greatly at variance with the principles underlying the constitu-

tion—the principles of absolute equality and responsibility for all—that it seemed impossible that it should stand. The law is based on the theory of communism, but, had it remained in force, its practical effect would have been vastly different from what its framers and advocates intended. No law could have been devised better (or worse) calculated to place the reins of government in the hands of an aristocracy or oligarchy, simply for the reason that, if the rich pay for the government, the government will belong to the rich. This would be the practical effect, although anarchists might claim the same rights and responsibilities, but anarchists are comparatively few. The sentiment would obtain among the great mass of the people that the rich are entitled to what they pay for, and this would tend to increase the influence of an element which is already a matter of concern—the power of money in politics.

It is unfortunate that legislators will be controlled in their actions by the prejudices of an ignorant element in their constituencies and will vote for a measure which is utterly pernicious for demagogical effect, hoping it may fail through others or will not stand the test of judicial scrutiny. This element in politics is to be deprecated, but it will be a factor until the education of the people destroys the effect of such truculency.

THE SUGAR SITUATION.

Although the shutting down of a number of refineries some days ago, coupled with rather slack trading in refined sugar, created a momentarily dull sugar market, the feeling is gaining ground that sugar, like all other staple productions which enter into general consumption, is on the eve of a considerable advance. For months past the market has been depressed by the weight of the enormous supply of European beet sugar. It is now announced from Germany that the effect of this supply has been fully discounted, and that much higher prices are actually being asked in Germany than are current in the London market.

It appears that the low prices, while stimulating consumption, have helped to absorb a goodly portion of the surplus supply. The practical certainty which now exists that the beet sowings for the next campaign will be materially reduced has served to render the surplus stocks which are still held much less burdensome to the market than they appeared some time back; hence, as a result, everything favors an improved range of prices.

It is now certain that the German Reichstag will not pass a bill increasing the bounty on exports of sugar in time to influence the sowings of beets; hence farmers, not being encouraged by the prospect of larger bounties, will curtail their acreage. Moreover, grain is commanding much better prices than a year ago; hence the land which was diverted from cereals to sugar is likely to be restored to the old crops, which of itself will cause a considerable reduction in the beet sowings. In Cuba the sugar crop has been curtailed by a number of causes. In the first place, the weather has been unfavorable; second, labor was scarce and very unreliable; third, money was hard to obtain at reasonable rates, and, last, the revolution which has broken out has already interfered in

some localities with the plantations, and promises to still further interfere later on.

There has, therefore, been a very important dwindling of the prospective supplies. Consumption, on the other hand, has improved, and, as general trade is now looking up everywhere, it is probable that the consumption will still further increase in the near future.

EFFECT OF THE WAR ON COMMERCE.

As significant that the war with Japan will have the effect of breaking down Chinese conservatism and self-sufficiency and opening the empire to modern progress, the Emperor of China has issued an edict that in future the loss of a battle is not to be punished by the death of the unfortunate general, and has permitted criticisms and suggestions on the part of his officials which before the lessons of this war would have been considered little less than blasphemy. Prince Kung has even submitted a memorial, in which he attributes the calamities of the war to mistakes in the government and blindness to the progress of other nations. This means simply that China will immediately profit by the lesson of the chastisement she has received from Japan. Her doors will be opened for the admission of modern civilization and her progress will be rapid, though probably not so phenomenal as has been the case in Japan.

What will be the effect in the commerce of the world? If the teeming millions of China become consumers, if railroads are built and employed and if the implements of modern civilization—agriculture, manufacturing, building, and domestic life—are brought into demand in proportion as they have been in Japan, and if foreign trade is encouraged by the government, it must become one of the most important factors in the world's exchange.

It is unfortunate for this country that the opportunity finds it in one respect not prepared—the Isthmian canal is not built. The result of this delay must be a tremendous commercial loss. This and the fact that England has so much the start of Eastern commerce are going to rob this country of much of the immediate benefit. England will reap the opportunity by furnishing our cotton from her looms and sending us the products of the East via her own warehouses and in her own vessels, until we open the canal and encourage our merchant marine until it takes the position in commerce to which it is entitled by the magnitude of the interests and the natural laws of trade.

THE PRICE OF DEFEAT.

It is announced as a result of peace negotiations between China and Japan that China is to concede the independence of Corea, the cession of the "earthly paradise," Formosa, and of Port Arthur and its contiguous territory, the payment of 300,000,000 taels (about \$340,000,000) and a treaty opening the interior of China to commerce.

While China is very loath to yield up any portion of her territory, it is generally admitted that the demands of Japan are not exorbitant, considering all the circumstances of the case. None of the European powers have protested in any way, hence it may be safely assumed that they all assent to the justice of Japan's demand. The independence of Corea was the principal cause of the war,

which has now lasted nine months, hence it is but right that the recognition of that State's independence should be the first condition of a peace settlement. The 300,000,000 taels indemnity is not exorbitant when it is remembered that Japan has been put to fully that much expense in carrying on the war. The only actual gain, therefore, will be the territory demanded in South Manchuria and in Formosa. This is not certainly too large a prize, considering the extent of the victories won by the Japanese armies.

The most important result to the world at large likely to follow from the war will be the throwing open of the whole of China to foreign trade. Notwithstanding the many impediments a large trade has always been done with China, it may safely be assumed that with the impediments removed the volume of business will be vastly increased.

Fears have been expressed—perhaps not without foundation—that the probable result of the war in China in bringing to the 400,000,000 of her people the opportunity for industrial development will possess elements of danger to the industries of the rest of the world. Their wonderful imitative ingenuity enables them to acquire facility of production, especially in textile manufacture, very quickly, and their willingness to work fourteen to sixteen hours a day on a few handfuls of rice for the merest pittance will make the problem of their competition a serious one. England will be the one to suffer most severely. The rapid growth of the cotton manufacture in India has been one of the most serious causes of her recent industrial depression. She will not be able to sustain much Chinese competition. Should China raise her own cotton—and there is no reason why she should not—the consequences to that industry in this country would not be trifling. After the first introduction of railway material, machinery and manufacturing implements, the development of China, as a consumer, will be very much slower than her development as a producer, and the unprotected markets of the world must necessarily suffer.

No man has had a wider experience with the modern resources of the nations in mechanical skill; no man has investigated more carefully and more practically the conditions under which manufacturing is carried on in the various countries; no man knows better the relative capacity of the English, the American, the French, the German skilled workman than Hiram S. Maxim, the American inventor and experimenter, whom most Englishmen rank as the greatest mechanical expert of the day. The conclusions which Mr. Maxim has drawn from his wide experience in contact with the best mechanical skill of all nations—set forth at some length elsewhere in this week's paper—are not only mighty interesting, but they will impress most students of industrial problems as being of vastly greater importance than a great mass of the reports and essays from so-called experts on these subjects.

"Murder will out," and murderers stay out of the way, too, as is evident by the fact that last year there were 9,800 murders in the United States and only 132 executions.

RUINED BY UNIONISM.

Causes of England's Decline as a Manufacturing Nation.

There can be no question that England is not only the richest nation in the world to-day, but also the richest that the world has ever seen. Never before in the history of the world has there been so much accumulated capital and wealth as we find in the city of London to-day. This wealth is the accumulation of many hundreds of years, and represents the profits on manufacturing and commerce which have been carried on in these islands. No matter in what country we travel we find that wherever there is an opportunity of employing capital profitably, there is an Englishman looking out for an opportunity of placing it. If we go to Spain we find English capital invested in tramways, gas works, and water works, and, to some extent, in the mines of the country. The same is true in Turkey, Italy and Austria. We also find that English capital is largely invested in Russia, while in the United States the quantity of British capital invested is enormous. Many large manufacturing concerns in the States at the present time have recently been bought out by English capitalists, and are now being run as limited liability companies.

All these foreign investments of British capital, of course, give employment to a great number of men, and the reason why these investments are sought abroad is that the English capitalist finds that his money brings him better returns in giving employment to foreign workmen than to his countrymen. Moreover, capitalists do not like to be bullied by low politicians and vulgar labor agitators. Forty years ago England was by far the greatest manufacturing nation in the world. In America, if any one wanted a good saw, a good plane, a reliable file, or a chisel that could be depended upon, he insisted that it should be made in England; nothing except of English make would bring a fair price. At the present moment the Americans not only make their own tools, but are exporting largely to England. At the time when it was necessary to pay 40 per cent. duty on English steel to get it into the United States, the Americans purchased it, took it to the States, paid the 40 per cent. duty, manufactured it into twist drills and other small articles, paid about one and a half times the daily wage demanded in England, and sold at a price considerably below what the same work could be produced for in England, a much better article than ever had been made here. Take the Morse twist drills for instance. I have no doubt that these are largely manufactured from English steel on which a duty has been paid. Still, they are very largely sold in England to-day. In fact, if anybody wants a reliable one they always demand the American drill, made by the Morse Twist Drill Company.

A few years ago while in St. Petersburg I visited a large dealer in hardware. I asked him where his tools came from. He said:

"Originally we got nearly everything from England. At the present time the very cheap and poor tools are made in Russia, the common tools that we sell to everybody are made in Germany; we get a few articles from France. From England we only buy a few Stubb's files, rimers, and engraving tools, while our very high-priced instruments of precision, such, for example, as micrometer calipers, squares, scales, rules, etc., come from the United States."

He told me that the sale of English goods had fallen off lately so much that he was only selling a small fraction of what he originally sold. Some few years ago if anyone in Europe wanted a drill press, a turning lathe, a planer, or shaping machine, he was sure to get it from England. When the German Government decided to make their rifles on the American interchangeable plan they purchased from Pratt & Whitney, of Hartford, Conn., about \$1,500,000 worth of American tools. These were brought to Germany, and a very enterprising manufacturer in Berlin, seeing the great advantage of the American style of tools over those of European make, estab-

lished a factory and commenced to build them on a very large scale. To-day this enterprising manufacturer has not only practically driven the English tools from the market on the Continent of Europe, but he is also sending tools to England and selling them at prices considerably below those of English tools, and, moreover, as they are close copies of American designs, they are found to be much handier and better adapted to the work than tools of English design.

In regard to the supposed superiority of English-made tools I would say that when I first went to England, wishing to buy some lathes, I examined a large number made by different English manufacturers, and I was surprised to find how old-fashioned they were. Upon asking why they did not make better lathes, they considered it a good and sufficient answer to say:

"Oh, everybody knows that everything of English make is very much better than anything made abroad."

Hardly a manufacturer knew of the existence of the new American tools. So when I had to equip some very large factories, I found it much to the advantage of my company to purchase the greater part of the tools from American makers.

It is only a few years ago that there was a great deal of shipbuilding on the Thames, and nearly every first-class ship, whether for the Germans or the French, came from England. At the present time the French and Germans are building their own boats. I speak of this only to show that England is losing her relative position as a manufacturing nation. I do not say that there is not a large amount of manufacturing done in England at the present time, but what I do say is that England has not been able to maintain her relative position as a great manufacturing nation.

As to the question why so many industries have left England for other countries I would say: Take, for instance, the manufacture of machinery, an industry in which England was at one time ahead of all other nations. Machinery is very largely made of iron, and the designer always aims to have as much of the work as possible done on a lathe. The lathe may then be considered the principal tool employed in the manufacture of machinery. In the original iron-turning lathes, it was necessary for the person to hold the tool in his hand, and, of course, one man could work only one lathe. The turning lathe was soon improved so that to-day it is quite automatic. Suppose now that a piece of metal has to be turned. It is mounted in a lathe; the tool is set and the lathe is started. The tool is automatically fed up and cuts off a uniform chip. As the lathe of necessity has to turn very slowly, it requires a very long time for the lathe to make one cut. In some cases the person does not have to sharpen or adjust a tool more than once a day, and this only requires, we will say, about five minutes. All the rest of the time he has nothing to do but watch the lathe, and in many cases he has all he can do to keep from going to sleep. The trades unions will not allow the British workman to run more than one lathe, while in Germany and France a man runs from four to six, according to the class of work on which he is employed. And the same is true of planers.

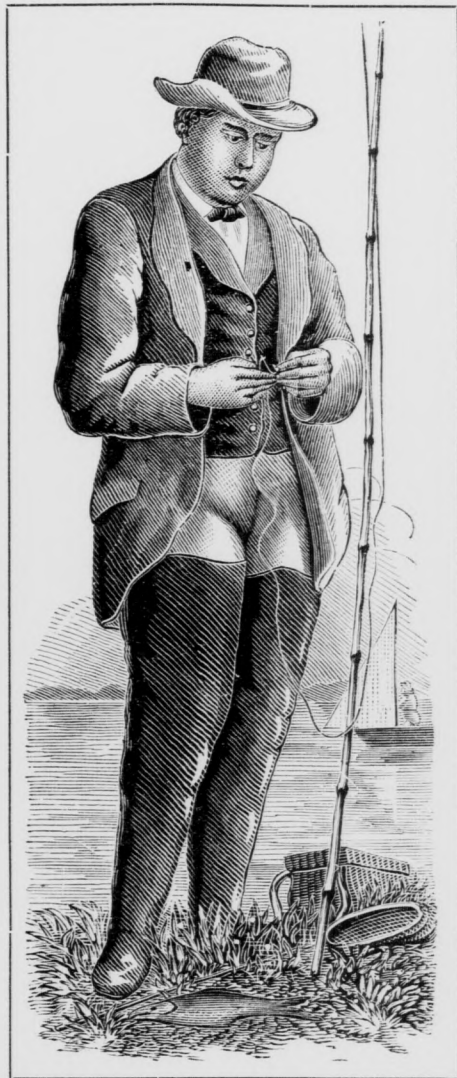
A great deal of the work in the Maxim-Nordenfelter factories is done on milling machines. Before they had a strike many of the union men not only objected to work more than one milling machine, but wanted the company to agree not to allow any non-union man to work more than one. Some of the leaders in the strike insisted that none but what they called skilled machinics should work a milling machine. Since the strike they are employing unskilled labor on these machines, and one man runs as many as four. This is, of course, a decided advantage over the state of affairs before the strike, but does not compare very favorably with what they are doing in France. A few days ago I was at Bariquand & Marre's factory in Paris, where I found a very good-looking young woman running no fewer than fifteen milling machines. I remember some years ago I had a leading trades union

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man in France with me. I took him to Bariquand's place and showed him a woman working six machines. I called his attention to the fact that each machine was running about twice as fast and taking about twice as much cut as they were able to do in England—that is, that each machine was doing four times as much as the trades union men allowed a machine to do in England, and that the woman, instead of working one machine, was working six; that instead of receiving 8½ pence or 1 shilling an hour, as we were paying in England, the woman only received 6 pence per hour, and I asked him how he thought we could compete with French manufacturers unless an English trades union man could be induced to do at least half as much as a French woman. On his return to England he attended a meeting of trades unionists, who at that time were seeking some question on which they might strike. He made a speech, in which he pointed out that one of the smaller factories which was then employing about 300 men would only be able to employ about sixty, provided that each man did as much work as the French woman he had seen in Paris. He said it would be complete suicide for the workmen to think of such a thing as working more than one tool.

England is not a self-contained country. It would be quite impossible to produce in England one-half of the food required for the people. It is therefore necessary to make something in England which can be sold abroad to enable her to purchase the food which she cannot raise at home. In order to have a sure market for her manufactures abroad, it is necessary that she should either make them cheaper or better than other nations are able to do, and I would like to ask how it will be possible for her to do so in the matter of machinery if a German or a Frenchman will work from four to six tools eleven hours a day and an Englishman will only work one tool about eight or nine hours a day. Suppose that I should go to France, find a Frenchman who was working six lathes; that I should purchase three of the lathes and hire the Frenchman and take him to England and set him to work among English workmen; that the Frenchman should do half as much work per hour in England as he had been doing in France, namely, run three lathes, what would happen? Would there not be a riot or a strike? Would the English trades unions allow any man to do half a day's work?

When the Maxim-Nordenfeldt works first commenced to make Maxim guns, and before the strike occurred, the unionists used to take parts of the gun to a neighboring grog shop, where they held nightly meetings for the purpose of what they called rating the work, that is, deciding how much time should be consumed in doing a certain amount of work on a certain part of the gun. I will only speak of one part, which is called the gib, which weighs about half an ounce. When the Maxim guns were made by ones and twos for experimental purposes these pieces were first forged, then roughed out on a shaping machine, and finally filed into shape. This piece was rated to require a day and a half to make it. When the guns came to be made by the hundred these pieces were milled into shape so that very little had to be done on them. Nevertheless no trades unionist dared to smooth one up with a file after it had been milled in less time than a day and a quarter. If one man was taken off and another put on, it would always require a day and a quarter to do the work. One day a skilful German mechanic who did not speak English applied for a situation and was put onto this job. He did eleven the first day and twelve every day afterward, instead of doing one in a day and a quarter. A good many other parts of the gun were rated in about the same proportion. While firing a Maxim gun in the United States one of these gibs was broken, and I went into a local machine shop to have one made. From the time the bar of steel was cut off until the gib was finished and in the gun was exactly two and a half hours. This was making it from a bar of steel.

In regard to the question of boards of conciliation and boards of arbitration and so forth, I would say that nothing of this kind is of the least value to the manufacturer. I think this can be seen by anyone who will give it a moment's thought. Workingmen, and even the trade unions, are not responsible, while the manufacturer is. If a manufacturer agrees to anything in writing, he has to live up to it. It is binding and means something to him, but no agreement amounts to anything with an irresponsible party like a workingman or a trades union, and, moreover, the trades unions have not the least regard for the truth. I suppose that, as trades unions go, the Amalgamated Society of Engineers might be considered the aristocracy among them. I do not believe any other stands higher. Nevertheless, when the strike at the Maxim-Nordenfeldt works was on the point of collapsing and the firm had hired a lot of French, German and Italian workmen, a circular was issued by the Amalgamated Society of Engineers and signed by a considerable number of the members and secretaries, which set forth that the strike at the Maxim-Nordenfeldt works was caused by the tyranny of Mr. Maxim in greatly increasing the hours of labor and reducing the salaries. This trades union did not scruple to sign a circular which was an absolute falsehood. They perceived that the foreigner could not understand the nice technical point that they were striking on, so they had to invent a reason. In this case, there was no real grievance. The men were paid the highest salaries in Europe, the hours of labor were the same as at all other places. The works had employed a large number of men, and a few professional agitators came among them with a view of getting them to strike, in order to give notoriety to the professional agitators. Many things were brought up as an excuse for striking. When one thing failed, another cause was invented, and, finally, the reason why they struck was that the manager would not promise never to allow piece work to be done in the factories.

In regard to the industries that have left England, I would say that it would require a considerable time to give anything like a full account of them. I can only refer to a few from memory. For instance, machine-made lace used to be manufactured almost exclusively in England. Factories were established in France, where, I think, there never has been a strike in the lace trade (there were a great number of strikes among the lace hands in England), and at present the French are making more lace than the English.

At one time, England made crape practically for the world, but the number of strikes was so great that the Germans are now making crape not only for the rest of the world but for England as well.

At Crayford, a certain concern used to have a specialty in a kind of printed linen goods which very closely resembled woven woollens. This was very largely sold to Mexico, Cuba and South America. They practically had a monopoly of this business. The men were constantly striking. No sooner would a large order be obtained, than all would strike for higher pay. The chairman of this company told me that he had taken a large contract, at a very small margin of profit, but that no sooner had the men learned that he had received this order, than they all struck for higher pay, and he found that if he acceded to their demands he would lose money on the contract. He, therefore, went to France and found a firm there who did the work for him. Upon delivering the goods to his customers, they wrote him that the work was beautifully done, being much neater and cleaner than anything they had ever seen before, and they hoped that all future orders that they might give him would be equally well done. When his men came to their senses and were willing to go to work again, he found it was quite impossible to produce anything that would be at all equal to that which had been done in France. Finally, the French printers found out the English process, and at the present time have got the work and the English factory at Crayford has been

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closed and the men are permanently out of employment. The Englishman told me, in a very mournful strain, that he had noticed that whenever the Frenchmen or Germans got a job, they kept it; that it was of no use to try to compete with them with British workmen, and there was nothing for him but to shut up his shop.

I know a very large firm which purchased immense quantities of wire. Some of the leading officials, being members of Parliament, sought to place their orders in England, but found that the British workman was very stiff. He not only demanded a high price for his labor but also sought to limit the output. Meetings were held and the question was discussed. The unionists were told just how much the company could afford to pay for wire, and, as an argument, they said: "At the present time you are unemployed; we can give you so much. In case you do the work you will certainly be making enough to live on." But the British workman was unyielding. He would not accept a penny less and, consequently, the work went to Germany. The German employer called his men together and told them that if they could produce wire at a certain rate they would receive very large orders from England and that they would run the English completely out of the business. The German workmen not only expressed themselves as willing to accept the terms, but, also, in the future to make terms which would be sure to beat the British workmen and keep the work in Germany.

It may be interesting to the British workman to know that the rosy-faced French girl who was working fifteen milling machines at the same time, was engaged on a very large order for sheep shearing and clipping machines for the British colonies.

The Merchandise Marks act, which was expected to do so much for the British workman, turned out as I expected it would, an act to disillusionize the British public. Everybody was saying that British goods were much better than any others. Everything that was mean and bad was called German. Nevertheless, now that the goods are marked and the buyers are able to ascertain definitely in what country they are made, they cannot fail to see that gloves made in France, Austria, and Belgium are better than those made in England, while the prices are considerable lower. They cannot fail to see that a great many articles made in Germany are equal, if not superior, to those made in England. If a mechanic wants a square that is square he has no choice in the matter, but must of necessity buy one which is made in the United States because there are no squares that are square made for sale in England.

A great many English manufacturers have been in the habit of getting their work done on the Continent and distributing it to their customers from England, the purchasers in the colonies and in foreign countries supposing that it was English make, but since the goods have been marked "Made in Germany," "Made in France," and so forth, the foreign and colonial buyers have been disillusioned, and they are now ordering their goods directly from the real makers instead of from those that were supposed to make them in England. So the Englishman has not only lost the making of the goods, but has now lost the handling of them. The Merchandise Marks act has taken away his profession. He is not able to make any profit by buying goods in Germany and distributing them from England.

Regarding the comparative skill of mechanics—American, French, British, Spanish, German—it would be impossible for me to mention one nation that excels in everything. Each nation has its own peculiarities and its own specialties. So far as my experience goes, and I have had a great deal of it, I should say that the New Englanders are the finest mechanics in the world. I think any one who has investigated the subject will have to admit this. The tools which are designed and made in New England are incomparably ahead of those made in any other country. There

is nothing in Europe that can at all compare, for instance, with the tools made by Browne & Sharpe of Providence, R. I., Pratt & Whitney, of Hartford, Conn., and the American Tool Company, of Boston. The Americans also excel in the manufacture of revolvers and sporting rifles, while for wood-working tools and machinery they are far ahead of all other nations. They are also ahead in automatic machinery for working metals and also in boot and shoe machinery, etc. There are, perhaps, about as many great inventions made in the United States as in all the rest of the world. The English may be considered the most skillful manufacturers of high-class woolen goods. They are quite equal to any in the manufacture of velvets and plushes. The handmade double-barreled guns used for sporting purposes have reached a higher degree of excellence in England than in any other country. The English also have a leading position as builders of ships and marine engines. Microscopic and photographic apparatus is also very well done in England.

As the brightest mechanics in the world are the New Englanders, and as a New Englander is only a modified Englishman, I do not see why the English themselves should not have continued to be the best mechanics in the world, as they were the first in the field, and they might have continued to lead all other nations if the English employers had taken interest in their business, and the workmen had attended to their work instead of organizing strikes.

I find that the Germans are very good mechanics; they are quick to appreciate the advantages of a new system and to adopt it. The German tool makers have profited very largely by the introduction of American tools. Only a very few such tools, as, for instance, milling machines, etc., are imitated in England, but the Germans imitate every mortal thing of any value made in the States, and their work is only slightly inferior to that of the Americans. I have purchased and compared genuine American tools with German imitations, and have found that the castings of the former are sounder and stronger, and that the deviation from truth, though very small, in the German tools, is three or four times as great as in well-made American machines. The Germans excel in all sorts of cheap bronze articles, colored printing, etc. While the Austrians are very backward in tool making, they excel in leather work.

The Frenchmen are all-round good mechanics. The imitations of American tools made in France are nearly as accurate as the genuine articles themselves, while their instruments of precision are quite as accurate as those made in the States, but they are not made in quantities as is done there, and so the price of the French instruments is four or five times as great as the American. The French are a nation of workers; they seem to like it, and I believe, everything considered, the Frenchman is the best mechanic in Europe.

In regard to Spanish mechanics, the number of manufactured articles which the Spaniard excels in is exceedingly small. Steel work inlaid with gold and silver and Damascus steel are their specialties. Some of this is very beautifully executed, and, perhaps, superior to anything else that is done in the world; but as all-round mechanics the Spaniards cannot be considered in the same category as Americans, English and French.

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"Mamma, get up."

"But why, dear?"

"'Cause the springs in papa ain't strong enough to hold you!"

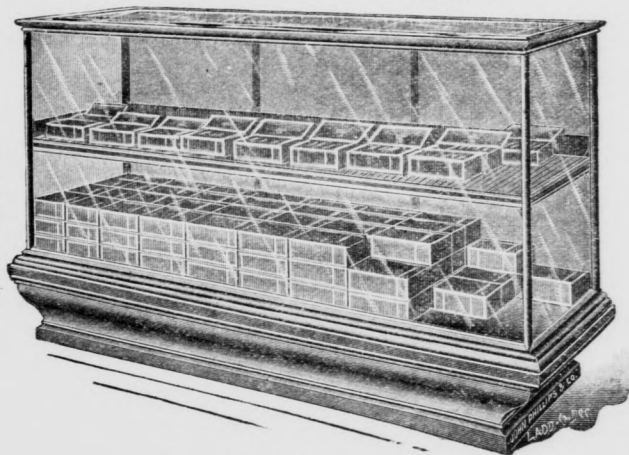
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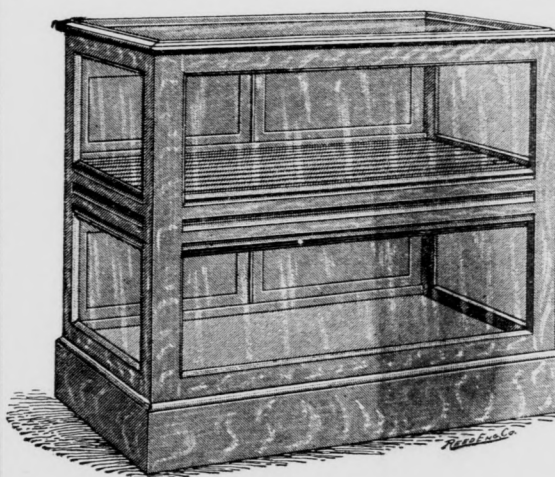
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is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

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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.

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KATE DALRYMPLE.

There used to stand, in the upper part of Glasgow, a handsome mansion, with fine stone balconies and a very beautiful garden. It has been pulled down now, to make room for an ugly row of shops and flats, but in my youth it retained a sylvan appearance and many a pleasant memory of Provost Thomas Dalrymple, who built it.

He governed "the good city" toward the close of that wretched period of English history which culminated in 1832, in the passing of the Reform Bill. But, in spite of hard times, lasting for nearly half a century, he had made money. His official position and his handsome dwelling showed that; and he had many more proofs of it in fine trading vessels, city property and bank stocks.

Of all his wealth his daughter Kate was sole heiress. A very pretty heiress, indeed! Slightly willful and romantic, but, upon the whole, just as good as she was rich and pretty.

One evening, as far back as the winter of 1830, she sat chatting with her father, over the walnuts and sherry. She looked unusually handsome, for she was a girl who understood contrasts and effects, and her black satin and white lace and crimson slippers had been thoughtfully put on. The Provost was pleased and happy, and had just returned from a rather mysterious journey, about which Kate was curious. But she was too wise to show her curiosity; her father would be certain to tell her, in his own time and way.

So the young girl admired her feet, sipped her wine, and waited, and the Provost sat looking into the fire and thoughtfully stirring the grace-cup of toddy he had just mixed.

"Take a thimbleful, Kitty," he said; "I have a great toast for you to drink—one that has na been drunk in this house sin' the foundation o' it were laid: *Here's to the Dalrymples o' Daigr!*"

Kitty did as she was requested, supplementing the new toast with her usual one:

"*Here's to you and me, father! Who's like us?*"

"The twa are ane, lassie. You'll hae heard o' the Dalrymples o' Daigr?"

"How should I? Has anyone written a book about them?"

"There hae been many books written for less matter; but, howsome'er, I have just been at Daigr. The laird is dying, and we hae been ill frien's for twenty-sax years, but we are brithers for a' that's come and gane."

There were tears in the Provost's eyes, and Kate drew close to him and took his hand between hers. This proof of sympathy was all he needed; indeed, he had much to say to Kate, and was glad to have so early an opportunity to say it.

"Yes, Fergus and I quarreled twenty-sax years syne, anent Miss Grace Kirkconnell, and I left Daigr wi' £50 I' my pouch, thinking to just gae awa' to some o' the colonies. But I fell in wi' luck folks, and met a bonnie English lassie, and just bided I' St. Mungo's city, where I hae been blessed I' basket and I' store—praise be where praise is due! Twa weeks syne, Fergus sent for me; he is dying now, and there was much to settle anent the affairs o' the House o' Dalrymple, for he is poor, Kate, and I am rich. We made a solemn paction 'tween us twa, and you maun do your share, lassie; for, before a' ither things, the

House o' Dalrymple must keep its head high."

"It has done nothing for you, father; why should you prop it?"

"You'll never let me hear you speak words like them again. You'll never forget the brave men and noble women who were your forbears, and gave you your gude name. We must pay our debt to them, though they be dead. You are no true Dalrymple, Kate, if you wouldna gie your right hand for the honor o' the auld house that crowns the Pentland crags."

"I would give my right hand to pleasure you, father; that is better."

"Weel, it's the same. Your uncle and I hae agreed that you are to marry your cousin Sholto, and I shall gie you a tocher down o' twenty thousand pounds. That will lift a' the mortgages, and you'll be Lady o' Daigr, Kate, and I'll be just the proudest man on the Tron-gate planestanes."

"Did you see Cousin Sholto?"

"He was awa' in the Shetlands on a seal-hunt; but I heard naught at a' but gude o' the lad—an', at any rate, he is a Dalrymple."

Not much more was said at this time. Kate was hardly ready yet either to oppose or to circumvent the plan. She was not even sure whether she did not approve it, under conditions, for that intense pride of family which lies at the foundation of all Scotchmen's affections is not wanting in the women's hearts, also, and if this young Dalrymple was worthy of her love and tocher, she was not disinclined to give them.

Many a long talk she had on the subject with Alice Pierson, a young English girl that Kate's mother had educated and brought up, and who served Kate partly as companion and partly as maid. But for some months her father said no more on the subject. The laird died, and he went forth to the funeral, and came back more clannish than ever, after mingling with the whole tribe in the solemn feudal ceremony of burying the dead chief.

It was the middle of the next summer before she heard any more of her intended bridegroom. Then a letter came, saying that he and his foster-brother, Donald, would be in Glasgow at the end of July. Kate had been sure this news would come, sooner or later, and was prepared for it. She received it with a smile, and said:

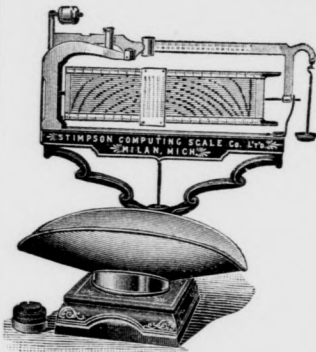
"Very well, father, I will try and like Sholto; only, you must let me learn the lesson in my own way, and Alice and I have a little plan which you must help us to carry out. We are going down to Rothesay, for sea bathing. No one knows us there, and Alice is to be Kate Dalrymple and I am to be Alice Pierson. Sholto will then be at ease with me, and I shall find out his true character. If I can love him, I can win him."

"I'll play no Dalrymple false for any woman's scheme," said the Provost, sourly; but, at last, with infinite coaxing, he was persuaded to stay in Glasgow and remain passive.

Then the young ladies took up their quarters in the lovely village of Rothesay, and they were hardly settled before the Highland gentlemen paid them a visit.

Both were splendid-looking fellows. Kate at once decided that Donald was the handsomer. Alice dressed and acted the petted heiress to perfection, and Kate put on the modest toilet and rather melan-

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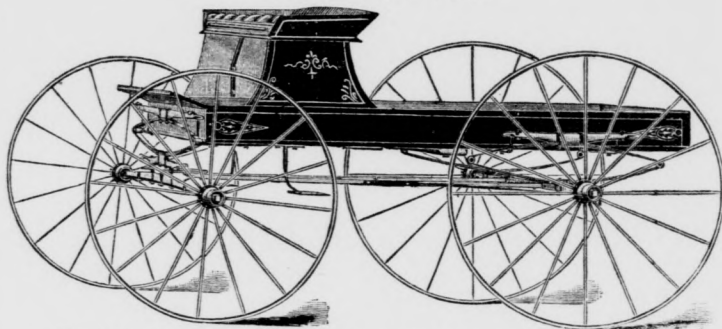
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choly air of a dependent, just as cleverly. They fished and rode and rambled, and spent six charming weeks; but, somehow, Sholto Dalrymple was always by the side of Alice, the supposed heiress, and Donald with Kate, the poor companion. Occasionally, the young men went to Glasgow, for a week or two, but the wooing went merrily on, and all parties seemed determined to enjoy the present, without thought of consequences.

"Consequences!" The word, for the first time, troubled Kate at the end of six weeks, and she resolved to run up and see her father and find out what these might be. So, one evening, as they sat again together, after dinner, she said:

"Father, I am going back to Rothesay to-morrow, and our pleasant little visit there must soon end. But I want to tell you that Sholto has scarcely left Alice's side. He thinks, of course, she is his cousin. It is humiliating, but he has paid me very little attention, indeed. Now, father, what if Sholto refuses to marry me?"

"Then he'll get his sword and a commission in the 42nd Highlanders. So much I maun do for him, onyway. But I shall buy the auld place mysel', and when you do marry, you maun either marry a Dalrymple, or we maun rebapteeze the lad."

"And suppose I am the disobedient one, father?"

"You'll no daur to be that, Kate. It wad break my heart. But I should then gie Sholto the twenty thousand pounds to lift the mortgages, an' you would hae to thole that loss, and, mayhap, mair besides, for I'll never see Daig Castle shelter stranger heads."

So Kate knew the worst now. She might be poor enough with Donald, but, then, how generous and noble and unselfish he had constantly proved himself to be. And she loved him. Still, she felt that neither for this reason or any other could she so deeply disappoint and grieve her good father. No, no; she had done a very foolish thing in deceiving her cousin, and the thing must be undone at once.

Full of this determination, she was shy and cold to Donald on her return, and when their usual evening ramble was proposed, refused to join in it. Donald went out, but soon returned, and, finding Kate alone, determined to know his fate. He told her how dearly he loved her, and he told his tale with such tenderness and earnestness, and was so handsome withal, that Kate was sorely tempted.

"If you knew how I loved you, Alice; if you knew what I must sacrifice to win you, you would surely give me some hope."

"Sacrifice!" The word nettled Kate in her present mood. "She could not see how the laird's foster-brother could sacrifice anything in marrying her."

"Ah! but, Alice, suppose I am the laird! Suppose that I changed places with my foster-brother, because I wanted to see in her true colors this cousin of mine to whom I was to be sold? Suppose that I love you so well that I would gladly give Daig and all its lands to win you?"

"Donald! Donald! If, indeed, I could suppose this, I should be the happiest girl in all the world."

But she would not yet reveal her true character. She wandered out with him on the moonlit sands and listened with

The Merchant's Statistical Memorandum and Cash Book

Revised, Improved and Copyrighted by
C. D. STEVENS.

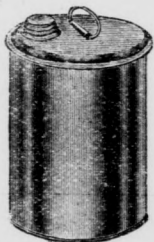
A Practical and Systematic Form for keeping a correct account of daily business, combined with cash and merchandise accounts, showing at a glance the business for each day, month and year. It is a complete cash, merchandise, expense, discount, freight and sales account, and you need no other. It does not make an extra book in your set, but does away with many small books. It will go with either a double or single entry set of books—making single entry as complete to ascertain the results of business by the month and year as any other system, and much easier understood by anyone not familiar with complicated rules.

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Sap Pails and Syrup Cans.

Net Price List.
Sap Pails per 100.



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

Syrup Cans per 100.

1 gallon \$ 8 50

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

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Manufacturers and Jobbers of

Pieced and Stamped Tinware.

Phone 640.

260 S. Ionia St., GRAND RAPIDS.

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For GIRLS, BOYS and MEN,

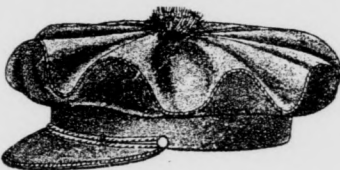
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MEN'S SOFT HATS

at \$6 and \$6.50 per dozen.



THE DAVIS, Nos. 8 and 9.



THE BATUS, No. 13.

The above cuts are new shapes and are fast sellers. Write for samples.

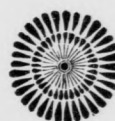
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P. Steketee & Sons

Grand Rapids.

Worden Grocer Co.

GRAND RAPIDS, MICH.



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JOBBER OF

GROCERIES

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Sell our New
Drink our New

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Packed in 50 lb. tin cans and 50 lb. double sacks.

BEST COFFEE FOR THE MONEY
IN MICHIGAN. BUY IT---TRY IT

I. M. Clark Grocery Co.

a happy heart to all his plans. He would give up Daig to his uncle Thomas; it was mortgaged to its last acre; and for his part, he was glad so true a Dalrymple was able and willing to keep there the old ancestral state. His uncle was a born noble, and had promised him, at all events, a fine company; and with Alice to love, and a good sword to cut his way to fame and fortune, he was more than content.

Kate had never before been so bewitching; she set herself now to charm anew, and the young laird was proud beyond all counting of the woman he had won, although he really believed her to be poor enough, save in love and beauty. Their radiant faces and the joyful confidence of their manners told their position at once to their companions, and Alice said, as soon as they were alone:

"We have done a very foolish thing, Kate. This young laird is really beginning to like me, and there was more in Donald's face and yours, tonight, than your father will sanction. We have played a foolish game, Kate."

"We have played wiser than we knew, Alice. Did it ever strike you that the laird of Dalrymple may have played me back my own card?"

Then Kate told softly over again the laird's own tale, and the two girls laughed a little and cried a little, and were very pleasantly and happily astonished.

"We must go home now, Alice. I must tell father at once, and I don't want, just yet, to tell Sholto. Let us see if his love will stand a week's reflection."

So the party broke up for a week. The young men were to go to Edinburgh until they received a summons from Glasgow, and then return and arrange everything pertaining to the transfer of Daig, and the marriage of Alice with Mr. Thomas Dalrymple.

The Provost was highly delighted when Kate told him how completely she had been taken in her own net.

"It was," he said, "Dalrymple again! Dalrymple, and baith have won;" and he kept laughing out merrily, at intervals, for the whole next week, at "Miss Kate playing sae cannillie into her ain hand."

The young laird was a little amazed at the cheerfulness of his uncle's greeting; but it was Daig he was wanting, no doubt, he thought, "and he will care little enough for me now."

"So you hae fallen i' love wi' the wrang party, Sholto; but that's nane o' my doing, lad, an' you must not lay it to me."

"Not I, uncle. I get Alice, and you are welcome to Daig. I am glad it is going into such worthy hands."

"Yes, yes; dootless I'll look weel to its prosperity, Sholto; but I wish—"

"Never mind that, uncle—I am satisfied. If you will have the necessary papers made out, Daig shall be yours whenever you wish."

"The papers are a' ready, Sholto. But send your traps up to my house. You maun stay wi' me until this commission an' marrying business is over."

So the young men removed to the Provost's mansion, and when he came down for dinner, in all the pomp of his velvet suit and lace ruffles and golden badge, he found them waiting for him in the drawing-room.

"All alone by yoursel's, young men?" he said, cheerily; "the lassies will be

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The Lycoming Rubber Company,

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

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GRAND RAPIDS

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and will pay highest market price for them.

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SAVES MONEY
SAVES LABOR
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1,000 Blank Statements... \$1 25
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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.

The Older We Grow

The Less We Know!

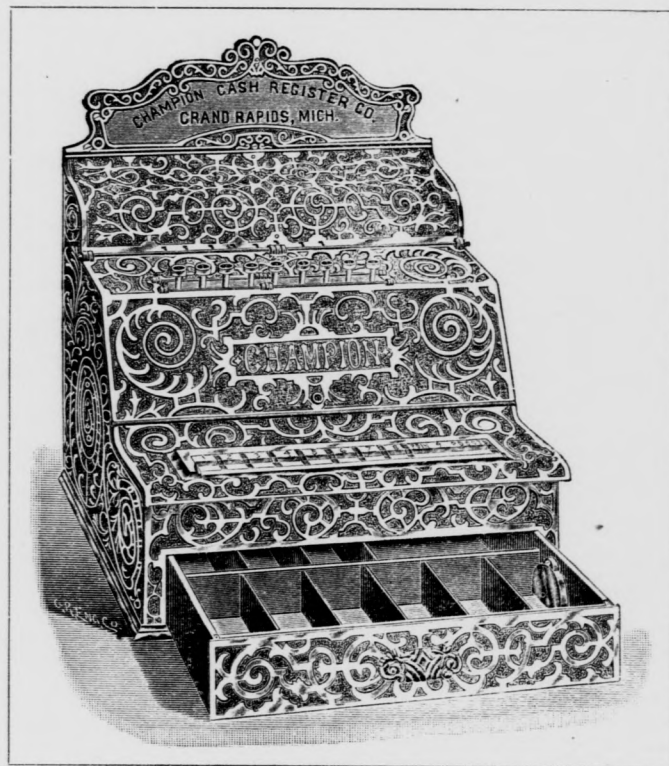


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GRAND RAPIDS, MICH.

here anon;" and he seemed in such extravagant spirits that Sholto Dalrymple could hardly help doing his uncle's great heart a serious injustice.

Presently the door opened, and Sholto rose eagerly to meet his affianced bride. Her magnificent dress and costly jewels startled him, and threw quite into the shade the plain black silk robe of her companion. Before, however, he could identify any single thought but that of admiration and amazement, the Provost advanced to the ladies, and, taking each by the arm, led them toward the laird and his foster-brother.

"Gentlemen," he said, gleefully, "ye hae gotten your introductions a' mixed up, so I'll just sort a' of your names right, afore we get our dinners. Sholto Dalrymple, Laird o' Daig, this is Mistress Kate Dalrymple;" and Kate, with a loving smile, looked into Sholto's face and slipped her hand into his.

"Alice!"

"'Kate,' if you please, Sholto."

"Yes, indeed, Sholto, and dinna ye think, young man, you can play pliskies wi' a Dalrymple for naught. Ha! Ha! you got paid in your ain coin this time, my laddie! Come awa', all o' you; I winna hae my fish cauld to suit your hawering; and there I see Donald and bonnie Alice Pierson have been introducing themselves; but ye hae got things right this time."

It was a wonderful dinner, and when, at its close, the Provost brewed his glass of toddy, and handed Kate and Alice their "thimbleful," they were quite ready to drink the new family toast: "Here's to the Dalrymples of Daig. Who's like them?" AMELIA E. BARR.

The Prevailing Craze for So-Called Pure Food Bills.

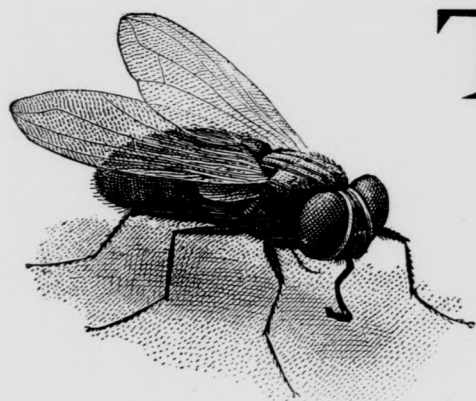
Written for THE TRADESMAN.

What is the matter with our legislators, that they are suddenly seized with a mania for pure food bills? Have they eaten something indigestible? Have they found a hair in the butter, specks in the cream, or purchased, through mistake, a "white oak" cheese? Or, are they to turn an honest penny by obeying the behests of certain monopolies who desire to "own" the markets in certain places. One might suppose, upon looking over late files of Michigan papers, that a few of our legislators had gone daft on this subject. Now, gentlemen, if you will simply confine your food bills to calling everything by its proper name, that will answer the purpose; but do not insult the intelligence or common sense of any guest or patron of hotel or eating house, by compelling the host, or waiters, to point out to him, in person, the fact that you have furnished him oleo for butter, or butter in place of butterine, or chickory for coffee, at the same time compelling him to placard the walls of his dining room with the same information. Give the guest the credit of personally knowing good butter or any of its substitutes, from bad, and of knowing clean and sweet butter from dirty and rancid stuff, and rest assured that he will seldom be a guest at the same house, unless his food is cleanly, palatable and wholesome. No hotel or eating house will long work against its own best interests by expecting a new class of customers to appear at each meal, which must inevitably be the case, if they attempt deception. One pure food bill proposed is to "make the sale

of buttering unlawful, if of the color of yellow butter, although plain butterine may be used." The party who drafted that bill evidently has a very superficial knowledge of the constituents of butterine or oleomargarine. As these are principally made of true butter and beef suet, it is almost impossible to have it otherwise than the varying shades of all true butter. Of course, there are occasionally a few samples of rancid grease thrown together, and called butterine or oleomargarine, but what merchant has not seen baskets or pails brought in occasionally from the country containing equally unsavory samples, probably made from cows' milk entirely? These are the exceptions and call for no legislation, as they are soon relegated to the soap factory. Those who will take the trouble to inform themselves will find, also, that the proportion of true butter used in the manufacture of butterine is of the best quality and highest priced in the markets generally. The writer can affirm that the far-famed Elgin creamery is purchased and used in large quantities by manufacturers of oleomargarine. Many persons prefer that their true butter should—if white—be colored a light or deep yellow. Why not, then, attempt to prohibit the manufacture and sale of white butter, often made during the winter season, by the farmers, from cows' milk only? Why not prohibit the coloring of that, also, even with the most harmless substances generally used, as carrots, saffron, annatto, etc.? Do not the framers of these pure food bills know that the infinitesimal quantity of these colorings used may be taken into even the stomach of an infant, without the

least injurious result? Verily, one would suppose we had fallen upon very degenerate times indeed, and that any personal liberty laws the United States may have had are forever repealed. "A little learning is a dangerous thing," says some one, and it is quite possible Michigan may sometime have too much legislation. The world generally is progressing in the right direction to increase our varieties of good food and should not be obstructed in producing the various grades in quality, if only its healthfulness is kept prominent; and—as Mr. Johnson's bill proposes—to pass any bill "abridging the manufacture, or establishing the size, weight, or color of cheese made from pure milk, from which the cream has been removed" is a usurpation of power which no legislature can afford to establish for a precedent. The bare proposal of such a bill is an imputation upon the intelligence and judgment of his constituents. Because one man, or a thousand, do not desire a full cream cheese, but would prefer a lower grade because it is lower in price, shall its manufacture then be prohibited?

Several years ago, one extensive butter factory made its butter exclusively from cream; then cheese was made from the skimmed milk. Their largest market for this cheese was in China—a country where few cows are kept, as the land is too valuable for other purposes. Hundreds of tons were shipped to that country only because its low price—8 cents per pound at retail—brought it within reach of a class of people who could not afford the more expensive kinds. The writer personally examined several of these cheese at the factory



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Eagle Brand Condensed Milk,

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and ...
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EVAPORATED
CREAM.

when they were nearly two years old, and, as many persons may suppose it would be hardly eatable, I will say that it contained all the casein (which is analogous to the gluten in flour), most of the sugar of milk and many small globules of oil or butter, well distributed through it, and, aside from its hardness, was sweet, palatable, and digestible, and afforded a fair profit to all who handled it. It would seem as if those who are now clamoring for pure food have either forgotten or ignored one fact which it would be well to think about, and that is an old adage that "What is one man's meat is another man's poison," or, in plainer English, "tastes differ." A kind of food, also, which agrees well with the system of one man may produce pain and illness if eaten by another. There are, really, only two qualifications in common necessary in regard to all our food—cleanliness and healthfulness. All beside these are individual matters of taste and fashion and should never be hampered by legislation. One person is disgusted with, and turns up his nose at, a well-cooked dark steak taken from the loins of a really fat horse—an animal which has no rival for cleanliness, in its highest sense, on earth; while the same person will sit down to a roast guinea hen, which is several shades darker and not half as choice in its food, nor cleanly in its habits. Another person is disgusted if asked to partake of a frog fry; but, if invited to partake of quails' drumsticks broiled—and they are clandestinely taken from the same dish of frogs—he pronounces them delicious. One person is in ecstasies over roast ground hog or raccoon, while still another dines on skunk! Thus we might enumerate the vagaries of taste and fashion in food; therefore give all the privilege of, selecting for themselves as to quality and price, while nothing should be allowed on sale which is not cleanly or healthful.

FRANK A. HOWIG.

Our Banana Trade.

The American people consume more bananas than all the other nations of the earth. Last year they managed to do away with nearly eighteen million bunches, or about one bunch of twenty dozen bananas to every four persons. And the trade is still growing. This is only the imported bananas. Florida has begun to raise large quantities of the luscious fruit and would add considerably to this total. The exact number imported is 17,864,714, of which New Orleans received about one-third, New York nearly a quarter, Philadelphia a sixth, Boston more than one-ninth, Mobile a tenth, and Baltimore one-eighteenth part, the small remainder being distributed among other receiving points. Altogether, some thirteen hundred ship cargoes of bananas are recorded in the custom house reports. The northern ports obtain most of their bananas from the West Indies, Jamaica, and Cuba, while New Orleans chiefly receives from South and Central America. The banana plant is one of the most prolific bearers in the world and requires little or no care.

There are two calamities we hope to be spared this year—a prolonged drouth and an extra session of Congress.

There is more counterfeit manhood than counterfeit money in circulation.

The highest form of charity is to put a man in a position to help himself.

Collections are getting easier, for which many are truly thankful.

Springtime finds the Signal Five at the front.

CHICAGO

Nov. 18, 1854

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

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

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

TO AND FROM MUSKOGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

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

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

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

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

TO AND FROM LOWELL.

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

THROUGH-CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.

10:20 a.m. Detroit Express..... 7:00 a.m.

5:30 a.m. Atlantic and Pacific..... 11:20 p.m.

1:50 p.m. New York Express..... 6:00 p.m.

*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

A. ALMQUIST, Ticket Agent, Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Leave *No. 14 *No. 16 *No. 18 *No.

G'd Rapids, Lv. 6:45am 10:30am 3:25pm 11:00pm

Ionia..... Ar. 7:40am 11:35am 4:27pm 12:35am

St. Johns..... Ar. 8:25am 12:17pm 5:20pm 1:25am

Owosso..... Ar. 9:00am 1:20pm 6:05pm 3:10am

E. Saginaw..... Ar. 10:50am 3:45pm 8:00pm 6:40am

Bay City..... Ar. 11:30am 4:35pm 8:37pm 7:15am

Flint..... Ar. 10:05am 3:45pm 7:05pm 5:40am

Pt. Huron..... Ar. 12:05pm 5:50pm 8:50pm 7:30am

Pontiac..... Ar. 10:53am 3:05pm 8:25pm 5:27am

Detroit..... Ar. 11:50am 4:05pm 9:25pm 7:00am

WESTWARD.

For Grand Haven and Intermediate

Points..... *7:00 a.m.

For Grand Haven and Muskegon..... *11:00 p.m.

" " Mil. and Chl. 7:35 p.m.

*Daily except Sunday. *Daily.

Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:40 p.m.

Trains arrive from the west, 10:10 a.m. 3:15 p.m. and 9:15 p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.

Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.

JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

TRAINS GOING NORTH.

Leave going North

For Traverse City, Petoskey and Saginaw..... 7:40 a.m.

For Saginaw..... 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..... 4:40 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..... 4:50a.m. 3:30 p.m. 11:30 p.m.

Ar. Grand Rapids..... 2:50pm 9:15pm 7:20am

3:30 p.m. has through Wagner Buffet Parlor Car

11:30 p.m. train daily, through Wagner Sleeping Car

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave. From Muskegon—Arrive.

7:25 a.m. 9:50 a.m. 1:15 p.m. 5:20 p.m. 4:40 p.m.

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

BILL'S BLOOD

RELATION ALL USE

Lily White Flour

Or would, at least, if you would keep it in the store so they could get it when they want it.

IT SELLS ITSELF

And when a sack is sold it IS SOLD. The customer doesn't come back for discounts because of poor flour. HE COMES BACK FOR ANOTHER SACK with a smile on his face, joy in his heart and CONFIDENCE in YOU. Isn't that smile and confidence worth something? IT MEANS MORE TRADE.

VALLEY CITY MILLING CO.

MANUFACTURERS,

GRAND RAPIDS, MICH.

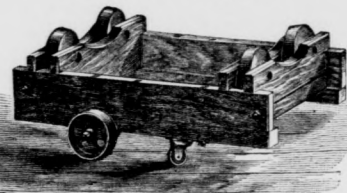
THE STANDARD BARREL TRUCK NO. 1.



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

Write for Catalogue of Handcarts and Trucks.

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WHEELBARROW
CO.,
Lansing, Mich.



LIKE A BALLOON

The price of LEMONS has an upward tendency. We bought early and therefore can offer the Best Marks of Fancy Grades at what should prove

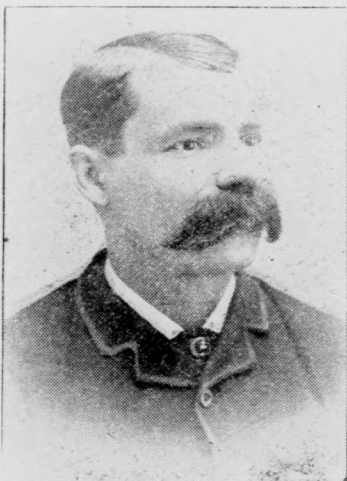
Attractive Figures!

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REPRESENTATIVE RETAILERS.

W. F. Bricker, the Belding Merchant and Real Estate Operator.

Willis F. Bricker was born at Ada, Hardin county, Ohio, May 30, 1854. His antecedents were a combination of German and Yankee, and the characteristics of both races have predominated in his career. His father was a general merchant at Ada, but abandoned storekeeping about ten years after the birth of his son to embark in business near Fort Wayne, Ind. A year later he removed to Ionia county, locating on a farm near Saranac, subsequently removing to Otisco township, Ionia county, where he remained on the same farm twenty years. Mr. Bricker attended district



W. F. BRICKER.

school in the country, afterward going to Belding, where he attended public school in winter and worked in Wilson, Luther & Wilson's sawmill summers, his associate in both occupations being Senator J. M. Earle, who has lately taken the management of the Lansing Pant & Overall Co., at Lansing. After working five years in the mill, he entered into partnership relations with his father and opened a general store at Belding under the style of J. & W. F. Bricker. Six years later he purchased the interest of his father, since which time the business has been conducted in his own name. Five years ago he closed out the grocery and shoe stocks and has since handled lines of clothing and dry goods in a double store building owned by himself. He is the owner of nine store buildings and the Hotel Bricker, which burned two years ago and was immediately rebuilt. He also owns a half interest in the grocery firm of Cobb & Bricker and has recently purchased the general stock of E. H. Deatsman & Co., at Sunfield.

Mr. Bricker has served his city two years as alderman and was the first Democratic postmaster Belding ever had, having been appointed by President Cleveland during his first term. At the recent municipal election he was elected Mayor of the city, although the place is overwhelmingly Republican, his election being due entirely to his popularity and the reputation he has acquired as an enterprising citizen. He is a member of the K. of P., Maccabees, Woodmen, Odd-fellows, and has taken the first degree in Masonry.

Mr. Bricker was married in 1877 to Miss Martha K. Cain, of Brantford, Ont., who died ten years later, leaving a daughter, who is now 12 years old. Two

years later Mr. Bricker married Miss Odelia Mehney, of Belding, by whom he has had two children, a boy and a girl.

Personally, Mr. Bricker is a genial gentleman whom it is a genuine pleasure to meet. He knows no such word as "fail" and his career in Belding is a brilliant example of what can be accomplished by a man who is actuated by an abiding faith in the future of his home and is confident of his own ability to carry into execution any plan he may formulate which is within the bounds of reason.

The Drug Market.

Alcohol—The market for grain is in a more demoralized condition than at any time since the attempted reorganization of the D. & C. F. Co. Efforts to complete a satisfactory arrangement by the various distillers and distributors seem to have signally failed and competition is keener than ever, with a consequent depression of prices.

Balsams—The stringency of the market for Peru has been somewhat relieved by arrivals from Hamburg. Copaiba is steady in price, with an active jobbing demand; two direct arrivals during the week have been taken by dealers. Tolu is quiet and unchanged. There has been a better inquiry for Canada fir.

Bicarb Soda—There is a continued absence of important demand, but jobbing orders are absorbing sufficient stock to give the market a steady appearance and values are maintained.

Bichromate of Potash—The market continues in an unsettled condition, owing to keen competition between domestic and foreign manufacturers, but there is no further change in prices.

Blue Vitriol—Is moving moderately, in limited quantities, but supplies are fully equal to the demand and prices show no essential change.

Brimstone—The demand is light, with values easier in sympathy with the Sicily market.

Cassia Buds—The demand continues to improve and values are well sustained.

Cocaine—The markets abroad are cabled easier and prices here have been reduced 25 cents per ounce.

Cod Liver Oil—Declined early in the week, but the situation has since improved, most of the cheap lots having been taken up, and there is less anxiety to sell.

Cubeb Berries—Have been active, with prices higher, under the influence of advancing primary markets and concentration of stocks.

Flowers—The better grades of German chamomile are becoming scarce and command full figures. There is a good demand for American saffron and a liberal business is reported.

Leaves—Short buchu are meeting with an active demand, altogether for the better grades, which are in light supply and held firm.

Opium—Has continued weak and depressed, with a further decline in prices, but without stimulating activity, the demand having been slow and the volume of business exceedingly small, buyers evidently holding off in view of the uncertain outlook.

Quinine—Manufacturers' agents continue to report a fair business at full prices, but from second hands the demand has been less active and the market closed quiet and featureless, with prices firmly maintained.

Seeds—The general market for canary is somewhat depressed, owing to the prevalence of a very light demand in connection with the liberal receipts this week of La Plata seed. Dutch caraway is strong and shows an advancing tendency. Stocks of Russian hemp are nearly exhausted and shipments from the producing country are being delayed by ice in the Baltic. Mustard is a trifle easier and is moving slowly. Coriander is very active.

Sponges—The spot market is unchanged, with a continued firm undertone. Information gathered from various reliable sources reports that a number of vessels have reached the Rock Island and Ancelote fishing grounds, but up to a recent date no sponges have been taken. A few lots of key arrived recently at Key West and were sold at comparatively high prices.

The Fruit Market.

Oranges—The Navels are being cleaned up rapidly. The best sizes are now almost gone and are bringing fancy prices. Two-thirds of the seedlings have been sent forward and they will all have been shipped by May 1. The prospects are good for a large crop of Mediterranean sweets, which will bring much better prices than now ruling. The later varieties, such as St. Michaels and late Valencias, will come forward in due season. The present demand is good and is likely to grow better.

Figs, dates and nuts sell steadily in a small way and there is little prospect of a change of any magnitude for some time.

Bananas—The demand has increased so rapidly that the importers have not been able to keep up with it, as all the carrying boats are not yet in commission. In consequence, prices are very firm and considerably above those ruling two weeks ago. The stock sent to this market so far this season has been of superior

quality and proven most satisfactory to the trade.

Lemons—The recent advances have been fully maintained at the sales of last week, and brokers and importers alike are strong in the belief that, owing to limited quantities, further advances are more than probable. The local market is well supplied with the best marks of fancy grades, and prices, as quoted elsewhere, are reasonable.

Twenty-five Pounds of Crackers for 25 Cents.

Thompson Bros., the Detroit grocers, recently hung out a placard announcing that they would sell eight pounds of crackers for a quarter. Coon & Walker, noting the cut in price, decided to go their competitors one better and hung out a sign announcing that they would sell nine pounds for a quarter. The merry war thus inaugurated continued until both parties to the conflict were selling twenty-five pounds of crackers for 25 cents.

No one was the gainer by the cut, but all the consumers in that neighborhood need not be blamed if they cherish the idea that they are paying long prices for goods when the slashing mania does not prevail.

The Page Fence Giants, who are now here playing ball with the Grand Rapids club, are all enthusiastic bicyclists and ride the Monarch, thinking it to be the best wheel for all around road service. Adams & Hart are local agents for both the celebrated Page Wire Fence and the Monarch wheels. While here the Giants were glad to make their headquarters with Adams & Hart, where they found the finest flavored cigars in abundance.

Floyd Everhart, grocer at corner of Turner and Eleventh streets, says: "I do not rack my brains any more, keeping my accounts. I would not sell my Shaw's Name File for any money."

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicombs Bldg.

HENRY ROYCE, Supt.

H. M. Reynolds & Son

DEALERS IN

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

Cor. Louis and Campau Sts.

GRAND RAPIDS

CHRISTENSON BAKING CO. Crackers

MANUFACTURER OF

AND FULL LINE OF

Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS

Don't
Break
Your
Back

Over the wash-tub trying to rub the dirt out of your week's washing. There is a better way to get the clothes clean with much less work. Use

OAK-LEAF SOAP.

It lightens the labor of washing—takes the dirt out with no injury to either your wash or your hands. Get a cake at your grocers and give it a trial. Send for catalogue of beautiful pictures.

GOWANS & SONS, Buffalo, N. Y.

Drug Department.

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, Charlevoix.
Three Years—S. E. Parkhill, Owosso.
Four Years—F. W. R. Perry, Detroit.
Five Years—A. C. Schumacher, Ann Arbor.
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. Schröder.

A COUNTRY STORE SYMPOSIUM.

Written for THE TRADESMAN.

One evening, in the late "winter of our discontent," half a dozen persons of various occupations sat in the store of Druggist Hamlin, who had been located for many years in a pleasant village of Central Michigan. Each was intent on enjoying the comfort of furnace warmth and disposed to converse on any subject admitting of argument.

Like the West, the night outside was "wild and woolly," wind and snow having already begun a discussion that promised to last until morning, which prevented the usual number of customers seeking their wonted evening rendezvous.

The company consisted of Harry Smiles, a traveler for the firm of Doyce & Gerber, who had dropped in, hoping to at least book a small order for druggists' sundries; Major Dobbs, dealing in loans and real estate, besides holding down the office of justice of the peace; Farmer Jones, storm-bound, but in no hurry for home; Bedell, a dentist doing a fair business; Stokes, the village blacksmith, and last, though not least in length, Israel Poppinjay, a new comer, Weary Willie by occupation, hailing from half the states in the Union and claiming intimate knowledge of men and manners in the other half. He had already got on quite familiar terms with the druggist by sampling his plug tobacco, and had made preliminary arrangements to have his name duly entered on daybook and ledger as a regular patron.

The hard times had been thoroughly discussed with unanimity of opinion—so frequent of late—when the Major remarked:

"I think, Hamlin, you have the bulge on the hard times and must feel them less than men in other lines of business. For my part, I should feel like taking the world pretty easy if I had your annual profits between me and want."

"That's what I've allers noticed," volunteered Poppinjay. "The drug business is where the dollars are raked in, allus. Now, down in Missouri, I knowed a man what made his pile in three years a-sellin' of ager medicines to pre-emptors on Sallow's bottoms, 'til he tuck sick hisself with the ager an' hed ter move back Eas'. I hed once a doggone good notion to go inter the scheme myself, but somehow couldn't raise the spondulicks."

"Perhaps," suggested Bedell, "you would find some brains needed, besides capital, if you expected to make money in the drug trade."

"I don't dispute you, Doc. But I'm no slouch uv a hand at merchandizin', 'ef I do say it that shouldn't. I know lots by 'spir'nce 'bout some kin's uv drugs; an' I could hire a young clerk with high-toned knowledge to run the dispensatory part uv it. I've knowed plenty uv men in Arkinsaw run drug stores that never hed no schoolin' theirselves, an' they all

made money, every one uv 'em," said Willie, shifting to an easier position and at the same time relieving his mouth of superfluous tobacco juice.

"I think," said Farmer Jones, "that, while the drug men generally make an enormous profit on their goods, the grocers and other dealers are still getting more than their share from the public. I used to be a Patron of Husbandry, and I still believe, as they did, that 10 or 12 per cent. profit on sales is enough to pay any dealer for his services and the use of capital. A man who isn't satisfied with that ought to step down and out and let some one that knows a good thing take his place."

"Did any of the Patrons ever make a practical test of the per cent. theory with their own capital?" asked Harry Smiles.

"Well, no, not just that, exactly; but we made contracts with some dealers to sell us goods at special rates, with privilege of examining invoices from wholesalers through our finance committee. There were most always several in every town willing to make such contracts, and I reckon we saved many a dollar in that way, as long as we kept up our organization."

"Very likely," replied Smiles, "your scheme lasted as long as any others of the kind, and few were surprised at the inevitable collapse. Having been set in motion by a blind distrust of all commercial honesty, and being fed by prejudices originating in jealousy or discontent, the initial force was hampered by the friction of such discordant elements. Like a Waterbury watch, it soon ran down."

"If the spring had been stronger, Its life had been longer."

"I must say you are hard on the Patrons. We had some solid and well-posted men among us, and I don't know as we looked out for ourselves any closer than some other folks. We surely had a right to get our supplies as cheap as possible."

"Granted, my friend," said Smiles; "but you made two serious mistakes: you underrated the cost of selling goods and overrated the advantages to be gained by your special contract system. You claim that 10 per cent. is a fair profit for the average dealer; did you ever know anyone to actually carry on a profitable retail business on that margin?"

"I can't say for certain; but we found men willing to contract to furnish our supplies on that basis. Of course, we had to buy a good bit at other stores, because the men with whom we had contracts did not keep all that we needed. They claimed to do fairly well on the profit we allowed, but the plan fell through by reason of dissension in the order."

"It is easily seen, in the light of your admissions, why the plan of forcing dealers into a cast-iron contract to sell goods at a certain per cent. above cost for the benefit of a small proportion of consumers was so short lived. Many who carried large stocks of back-number goods found it a good opportunity to work them off for cash, without loss, while they secured increased sales in staples from the Patrons and some outside trade at regular prices. By the time their old stocks had to be replenished, a general depression in the wholesale market helped to equalize the columns of profit and loss. Meantime, for other kinds of goods not in frequent demand Patrons paid full prices to noncontracting firms, or went

without. Thus, like the old pig that crawled through a crooked hollow log to secure a feast of sweet field corn, and found herself in the end on the hungry side of the fence, the Patrons must have found, on summing up things, that they were still at the point from which they started. The question whether a dealer can do a profitable business on a 10 per cent. margin was never practically settled, after all."

"But," inquired Stokes, "don't you believe it possible, by doing a strictly cash business, to make a 10 per cent. margin a paying one?"

"Not a bit of it! There may be at long intervals, a special exception, but not one dealer in a thousand, unless it be a Chinaman or a department store company that employs help at hardly living wages, can show a balance on the right side of the ledger. I knew a man in a thriving town who sold in one year \$12,000 worth of goods. He carried full lines of staple and fancy groceries, crockery, glassware and housekeeping notions, besides doing a brisk trade in hay and grain with the local consumers. He took no speculative risks and bought only butter, eggs and small fruits of his country customers. Besides working

[Continued on page 22.]

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.
(Wrapped)

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

Seely's Vanilla
(Wrapped)

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

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

Correspondence Solicited

SEELY MFG. CO., Detroit Mich.

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

Mail and telegraph orders receive special attention.

Signal Five

BEST HAVANA FILLER 5c CIGAR.

MANUFACTURED BY

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

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



Best 5 cent
CIGAR

Sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids, and the Manufacturer,

G. J. JOHNSON,
GRAND RAPIDS.



IT IS-----

Making a
Name =====

WHEREVER SOLD.

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

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

J. A. GONZALEZ,
Michigan Representative

Wholesale Price Current.

Advanced—Nitrate Silver.

Declined—Alcohol, Turpentine, Cod Liver Oil.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellus R.	50
Benzoinum German.	65 10	" "	50
Boric	75	Aloes	50
Carbolicum	210 31	" and myrrh	50
Citricum	410 41	Arnica	50
Hydrochloric	30 5	Asafetida	50
Nitricum	100 12	Atropine Belladonna	50
Oxalicum	100 12	Benzoin	50
Phosphoricum dil.	70 20	" Co.	50
Sulphuric	1 40 21 60	Sanguinaria	50
Tartaricum	300 33	Banana	50
AMMONIA.		Cantharides	50
Aqua, 16 deg.	40 6	Capicum	50
" 20 deg.	60 8	Ca damon	75
" bonas	130 14	" Co.	100
" iordum	130 14	Castor	100
ANILINE.		Catechu	50
Black	2 00 2 25	Cinchona	50
Brown	30 21 00	" Co.	50
Red	450 50	Columba	50
Yellow	2 50 3 00	Conium	50
BACCAR.		Cubeba	50
Cubebae (po 25)	200 25	Digitalis	50
Juniperus	80 10	Ergot	50
Xanthoxylum	250 30	Gentian	50
BALSAMUM.		Guaiaca	50
Copaiba	450 50	" amon	50
Terabin. Canada	450 50	Zingiber	50
Tolutan	350 50	Hyoscyamus	50
CORTEX.		Iodine	50
Abies, Canadian	18	Colorless	50
Cassia	12	Ferri Chloridum	50
Cinchona Flava	18	Kino	50
Eucalyptus atropurp.	30	Lobelia	50
Myrica Cerifera, po.	20	Myrrh	50
Prunus Virgini.	12	Nux Vomica	50
Quillaja, grd.	10	Opil	50
Sassafras	10	" Camphorated	50
Ulmus Po (Ground 15)	15	Deodor	2 00
EXTRACTUM.		Aurant Cortex	50
Glycyrrhiza Glabra.	240 25	Quassia	50
" po.	330 35	Rhatany	50
Haematox, 15 lb. box.	110 12	Rhef	50
" 1s.	130 14	Cassia Acutifol	50
" 2s.	140 15	" Co.	50
" 3s.	140 15	Serpentaria	50
FERRU.		Stromonium	50
Carbonate Precip.	2 15	Tolutan	50
Citrate and Quinia	2 50	Valerian	50
Citrate Soluble	2 50	Veratrum Veride.	50
Ferrocyanidum Sol.	2 50	MISCELLANEOUS.	
Solut Chloride	2 15	Ether, Spts Nit, 3 F.	350 38
Sulphate, com'l.	2 50	" 4 F.	380 40
" pure.	2 7	Alumen	2 40 3
FLORA.		" ground, (po.	30 4
Arnica	120 14	Annatto	550 60
Anthemiss	180 25	Antimoni, po.	40 5
Matricaria	180 25	" et Potass T.	550 60
FOLIA.		Antipyrin	21 40
Barosma	140 30	Antifebrin	2 25
Cassia Acutifol, Tin-	180 25	Argent Nitras, ounce	50 53
nelly	180 25	Arsenicum	50 7
" Alix.	250 30	Balm Gilead Bnd.	380 40
Salvia officinalis, 1/2s	120 20	Bismuth S. N.	200 20
and 1/4s.	120 20	Calcium Chlor. 1s, 1/2s	10 11
Ura Ural	80 10	" 12, 1/4s, 14	10 11
GUMMI.		Cantharides Russian,	21 00
Acacia, 1st picked	2 60	po	2 15
" 2d	2 40	Capelid Fructus, af.	2 15
" 3d	2 30	" po.	2 15
" sifted sorta.	2 20	" B po.	2 15
" po.	60 20	Caryophyllus, (po. 15)	100 12
Aloe, Barb. (po. 60)	50 20	Carmin, No. 40	2 75
" Cape, (po. 60)	50 20	Cera Alba, S. & F.	500 55
Socotri, (po. 60)	50 20	Cera Flava.	400 42
Catechu, 1s, 1/2s, 1/4s	2 1	Coccos	2 25
Ammoniac	550 60	Cassia Fructus	2 25
Asafetida, (po. 50)	40 45	Centaria	2 10
Benzoinum	50 55	Cetaceum	2 40
Camphore	440 50	Chloroform	600 68
Euphorbium po.	350 10	" squibbs	21 25
Galbanum	250 50	Chloral Hyd Crst.	1 25 21 50
Gamboge, po.	650 80	Chondrus	20 25
Guaiacum, (po. 35)	20 20	Cinchonidine, F. & W	150 20
Kino (po 2 50)	20 20	" German 3/4	12 12
Mastic	20 20	Corks, list, dis. per	35
Myrrh, (po. 45)	2 40	cent	65
Opil (po 3 30 23 50)	2 2 25	Creta, (bbl. 75)	2 2
Shellac	400 60	" prep.	50 5
" bleached	40 45	" precip.	20 11
Tragacanth	500 80	" Rubra	2 8
HERBA—In ounce packages.		Crocus	50 25
Abies	25	Cudbear	2 24
Absinthium	25	Cupri Sulph.	5 2 6
Eupatorium	20	Dextrine	10 12
Lobelia	25	Ether Sulph.	750 90
Majoram	25	Emery, all numbers	2 8
Mentha Piperita	23	" po.	2 8
" Vir.	25	Ergota, (po.) 40.	30 35
Rue	30	Flake White	120 15
Tanacetum, V.	25	Galla	2 23
Thymus, V.	25	Gambler	7 2 8
MAGNESIA.		Gelatin, Cooper	2 50
Calcined, Pat.	550 60	Glassware flint, by box 60.	30 50
Carbonate, Pat.	300 22	Less than box 50.	2 15
Carbonate, K. & M.	300 25	Gine, Brown	130 25
Carbonate, Jennings.	350 36	" White	130 30
OLEUM.		Glycerine	2 22
Absinthium	2 50 23 00	Grana Paradisi	20 55
Amygdalae, Dulc.	300 50	Humulus	20 55
Amygdalae, Amarae.	8 00 23 25	Hydraag Chlor Mite.	2 75
Anis.	900 23 00	" Cor	2 75
Aurant Cortex	1 80 23 00	" Ox Rubrum	2 85
Bergamit	3 00 23 00	" Ammoniat.	2 85
Caliputti	600 65	" Unguentum	450 55
Caryophylli	750 80	Hydrargyrum	2 60
Cedar	350 65	Icthyobolia, Am.	1 25 21 50
Chenopodii	21 60	Iodo	750 90
Cinnamomi	1 350 41	Iodoform	24 70
Citronella	25 65	Lupulin	23 25
Conium Mac.	350 65	Lycopodium	600 65
Copaiba	800 90	Mactis	700 75
		Liquor Arsen et Hy-	2 27
		drarg Iod.	100 12
		Liquor Potass Arsenit.	100 12
		Magnesia, Sulph (bbl.	2 40 4
		1 1/2)	2 40 4
		Mannia, S. F.	2 40 4

Morphia, S. P. & W.	1 95 22 20	Selditz Mixture	20	Linseed, bottled.	62 65
S. N. Y. Q. &	1 85 22 10	Sinapis	18	Neat's Foot, winter	65 70
C. Co.	1 85 22 10	" opt.	30	strained	65 70
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirits Turpentine	36 40
Myristica, No 1	65 70	Voes	35	PAINTS.	
Nux Vomica, (po 20)	150 18	Snuff, Scotch, De. Voes	35	bbl. lb.	
Os. Sepia	150 18	Soda Boras, (po. 9-10)	240 25	Red Venetian	1 20 23
Pepsin Saac, H. & P. D.	22 00	Soda et Potass Tart.	240 25	Ochre, yellow Mars.	1 20 23
Co	22 00	Soda Carb.	30 2	" Ber.	1 20 23
Picis Liq. N. C. 1/4 gal	22 00	Soda, Bl Carb.	30 2	" strictly pure.	2 40 23
doz	22 00	Soda, Ash	3 40 4	Vermilion Prime Amer.	130 15
Picis Liq., quarts	22 00	Soda, Sulphas.	2 2	Ican	130 15
plnts	22 00	Spts. Ether Co	50 55	Vermilion, English.	68 72
Pil Hydrarg. (po. 80)	22 00	" Myrcia Dom.	22 00	Green, Peninsular	130 16
Piper Nigra, (po. 22)	22 00	" Myrcia Imp.	22 50	Lead, red	5 40 6
Piper Alba, (po. 22)	22 00	" Vini Rect. bbl.	2 50	" white	5 40 6
Pilx Burgun	22 00	Low 5c gal., cash ten days.	2 50 2 60	Whiting, white Span.	270
Plumbi Acet.	100 12	Strychnia Crystal	1 40 21 45	Whiting, Gilders	290
Pulvis Ipecac et opil.	1 10 21 00	Sulphur, Subl.	2 40 3	White, Paris American	1
Pyrethrum, boxes M	1 21 25	" Roll.	2 2 24	Whiting, Paris Eng.	1 40
& P. D. Co. doz.	1 21 25	Tamarinds	80 10	Universal Prepared	1 00 21 15
Pyrethrum, pv.	20 30	Terebenth Venice.	80 30	VARNISHES.	
Quassia	80 10	Theobromae	45 48	No. 1 Turp Coach.	1 10 21 20
Quinia, S. P. & W.	34 40 39 1/2	Vanilla	9 00 21 00	Extra Turp.	160 21 70
" S. German	27 37 1/2	Zinc Sulph.	70 8	Coach Body	2 75 23 00
Rubia Tincturum	120 14	OILS.		No. 1 Turp Furn.	1 00 21 10
Saccharum Lactis pv.	120 14	Whale, winter	70 70	Extra Turp Damar	1 55 21 60
Salicin	2 30 22 50	Lard, extra	60 65	Japan Dryer, No. 1	70 75
Sanguis Draconis	400 50	Lard, No. 1.	40 45		
Sapo, W.	120 14	Linseed, pure raw	59 62		
" M.	100 12				
" G.	15				

HAZELTINE & PERKINS

DRUG CO.

Syringes

In addition to a full stock of Regular Lines, we have, under our Special Trade-marks, the following Syringes which we can recommend to our customers as being made up of the very best materials and sold at lower prices.

Bulb Syringes

No. 4, Valley City Syringe, pasteboard box, 2 H. R. Pipes.
Max Syringe, pasteboard box, 3 H. R. Pipes.
Max Syringe, wood box, 3 H. R. Pipes in rack.
Crook's Syringe, pasteboard box, single bulb, 3 metal Pipes.
Henry Syringe, pasteboard box, 3 metal Pipes.
Valley City Syringe, wood box, 4 H. R. Pipes.

Fountain Syringes

Grand River, pasteboard box, 3 H. R. Pipes.
Valley City, pasteboard box, 3 H. R. Pipes, with irrigator.
Valley City, wood box, 4 H. R. Pipes.

Combination Fountain Syringe and

Hot Water Bottle

Valley City, wood box, 5 H. R. Pipes.
Grand River, pasteboard box, 3 H. R. Pipes.

HAZELTINE & PERKINS DRUG CO.,
MANUFACTURING CHEMISTS,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6.00 Jastor Oil 60 7.00 Diamond 50 5.50 Frazer's 75 9.00 Mica 65 7.50 Paragon 55 6.00	Cherries. Red 21 15 Pitted Hamburg 1 40 White 1 15 Damsons, Egg Plums and Green 1 15 Gages 1 15 Erie 1 00 California 1 05 Common 1 25 Peaches 1 10 Maxwell 1 50 Shepard's 1 50 California 1 50 Monitor 1 75 Oxford 1 75 Domestic 1 15 Riverside 1 40 Pineapples 1 00 Common 1 30 Johnson's sliced 2 50 John's grated 2 75 Booth's sliced 2 75 " grated 2 75 Quinces 1 10 Raspberries 95 Red 1 40 Black Hamburg 1 10 Erie black 1 10 Lawrence 1 25 Hamburg 1 25 Erie 1 25 Terrapin 80 Whortleberries 85 Blueberries 85 Meats 2 15 Corned beef 2 35 Roast beef 1 25 Potted ham 1 25 " 1 lb. 1 70 " tongue 1 lb. 1 35 " 1 lb. 1 75 " chicken 1 lb. 95 Vegetables 95 Beans 1 15 Hamburg stringless 1 15 French style 2 00 Lima 1 35 Lima, green 1 15 soaked 1 70 Lewis Boston Baked 1 25 Bay State Baked 1 25 World's Fair Baked 1 25 Picnic Baked 95 Corn 95 Hamburg 1 15 Livingston Eden 1 00 Purty 90 Honey Dew 1 25 Morning Glory 1 25 Soaked 75 Peas 75 Hamburg marrowfat 1 30 early June 1 50 Champion Eng 1 40 petit pois 1 40 fancy sifted 1 60 Soaked 95 Harris standard 1 15 VanCamp's marrowfat 1 15 early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms 19 21 Pumpkin 85 Erie 85 Hubbard 1 15 Succotash 1 15 Hamburg 1 30 Soaked 30 Honey Dew 1 30 Erie 1 35 Tomatoes 60 Hallock 80 Excelsior Baked 80 Galleus 80 Hamburg 1 10 Gallon 2 25	CREAM TARTAR. Strictly pure 30 Telfer's Absolute 30 Grocers' 15 25 CLOTHES PINS. Daisy Brand 40 45 5 gross boxes 40 45 COCOA SHELLS. 35 lb bags 23 Less quantity 23 1/2 Pound packages 23 1/2 COFFEE. Green 18 Rio 19 Fair 18 Good 19 Prime 22 Golden 21 Peaberry 21 Santos 23 Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatemala 21 Fair 21 Good 22 Prime 22 Fancy 24 Maracabo 24 Prime 23 Milled 24 Java 24 Interior 25 Private Growth 27 Mandehling 28 Mocha 28 Arablan 28 Roasted 28 To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 32 30 Bunsola 31 80 Lion, 60 or 100 lb. case 22 30 Extracts. Valley City 1/2 gross 75 Felix 1 15 Hummel's, foll. gross 1 65 tin 2 85 CHICORY. Bulk 5 ted 7 CLOTHES LINES. Cotton, 40 ft. per doz 1 25 " 50 ft. " 1 40 " 60 ft. " 1 50 " 70 ft. " 1 70 " 80 ft. " 1 90 Jute 25 1/2 " 72 1/2 1 00	"Superior." 1 books, per hundred 2 50 2 " " " 3 00 3 " " " 3 50 4 " " " 4 00 5 " " " 4 50 6 " " " 5 00 7 " " " 5 50 8 " " " 6 00 ONE CENT COUPON Universal 3 00 1 books, per hundred 3 50 2 " " " 4 00 3 " " " 4 50 4 " " " 5 00 5 " " " 5 50 6 " " " 6 00 7 " " " 6 50 8 " " " 7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over 5 per cent 500 " " 10 1000 " " 20 COUPON PASS BOOKS. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 " 2 00 100 " 3 00 250 " 6 25 500 " 10 00 1000 " 17 50 CREDIT CHECKS. 500, any one denom'n 3 00 1000, " " 5 00 2000, " " 8 00 Steel punch 75 CRACKERS. Butter Seymour XXX 3 20 Seymour XXX, cartoon 3 20 Family XXX 3 20 Family XXX, cartoon 3 20 Salted XXX 3 20 Salted XXX, cartoon 3 20 Kestonsa 3 20 Boston 3 20 Butter biscuit 3 20 Soda 5 1/2 Soda, XXX 5 1/2 Soda, City 7 1/2 Soda, Duchess 8 1/2 Crystal Wafer 10 1/2 Long Island Wafers 11 Oyster 5 1/2 S. Oyster XXX 5 1/2 City Oyster XXX 5 1/2 Farina Oyster 6	ENVELOPES. XX rag, white No. 1, 6 1/2 35 No. 2, 6 1/2 1 10 No. 1, 6 1/2 1 25 No. 2, 6 1/2 1 00 Manila, white 6 1/2 75 6 70 Colln. 90 Mill No. 4 90 FARINACEOUS GOODS. Farina 2 1/2 115 lb. kegs 2 1/2 Grits Walsh DeRoo & Co.'s 1 95 Hominy 2 1/2 Barrels 2 1/2 Grits 3 1/2 Lima Beans 5 1/2 Dried 5 1/2 Maccaroni and Vermicelli 55 Domestic, 12 lb. box 10 1/2 Imported 10 1/2 Pearl Barley 3 Empire 2 1/2 Chester 2 1/2 Peas 1 10 Green, bu 1 10 Split per lb 2 1/2 Rolled Oats 3 1/2 Schumacher, bbl 3 1/2 Butter 3 1/2 Monarch, bbl 3 1/2 Monarch, 1/4 bbl 3 1/2 Quaker, cases 3 20 Oven Baked 3 25 Sago 3 German 3 East India 3 1/2 Wheat 3 Cracked 3 Fish-Salt 3 Bloaters 1 65 Yarmouth 1 65 Cod 4 Georges cured 4 Georges genuine 6 Georges selected 7 Boneless, bricks 6 1/2 Boneless, strips 6 1/2 Halibut 11 1/2 Herring 80 Holland, white hoops keg 11 00 Norweglan 11 00 Round, 1/4 bbl 100 lbs 2 55 " 1/4 40 " 1 30 Sealed 13 1/2 Mackerel 12 00 No. 1, 100 lbs 12 00 No. 1, 40 lbs 5 50 No. 1, 10 lbs 1 35 No. 2, 100 lbs 10 00 No. 2, 40 lbs 4 30 No. 2, 10 lbs 1 15 Family, 90 lbs 1 15 " 10 lbs 1 15 Sardines 55 Russian, kegs 55 Trout 4 25 No. 1, 1/4 bbls, 100 lbs 4 25 No. 1, 1/4 bbl, 40 lbs 1 95 No. 1, kts, 10 lbs 56 No. 1, 8 lb kts 48 Whitefish 25 35 No. 1 family 25 35 " 40 " 2 80 1 70 10 lb. kts 75 50 8 lb. " 65 43	FLAVORING EXTRACTS. Souders' Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon 2 oz 75 4 oz 1 50 Regular Vanilla 2 oz 81 20 4 oz 2 40 XX Grade Lemon 2 oz 81 50 4 oz 3 00 XX Grade Vanilla 2 oz 81 75 4 oz 3 50 Jennings' Lemon, Vanilla 2 oz regular panel 75 1 30 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's Lemon, Vanilla 2 oz oval taper 75 1 10 3 oz " 1 20 1 75 4 oz regular 85 1 20 2 oz " 1 60 2 25 Gunpowder Rifle-Dupont's 3 25 Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's 4 25 Kegs 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 30 1/2 lb cans 18 Eagle Duck-Dupont's 11 00 Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails 37 17 " 45 30 " 70 LICORICE. Pure 30 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz 1 20 " 4 doz 2 25 MINCE MEAT.  Mince meat, 3 doz. In case 2 75 Pie Prep. 3 doz. In case 2 75 MEASURES. Tin, per dozen 81 75 1 gallon 1 40 Half gallon 70 Quart 40 Pint 45 Half pint 40 Wooden, for vinegar, per doz 7 00 1 gallon 4 75 Half gallon 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap 14 Cuba Baking 16 Ordinary 16 Porto Rico 30 Prime 30 Fancy 30 New Orleans 18 Fair 25 Good 27 Extra good 32 Choice 32 Fancy 40 Half barrels 30 extra
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PICKLES.	
Barrels, 1,200 count...	24 00
Half bbls, 600 count...	22 50
Barrels, 2,400 count...	5 75
Half bbls, 1,200 count...	3 40

Clay, No. 216...	1 70
" T. D. full count...	70
Cob, No. 3...	1 20

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

RICE.	
Domestic...	5 1/2
Carolina heavy in mass...	5 1/2
" No. 1...	4 1/2
" No. 2...	4 1/2
Broken...	3 1/2
Imported...	5 1/2
Japan, No. 1...	5 1/2
" No. 2...	5 1/2
Java...	5 1/2
Patna...	4 1/2

SPICES.	
Whole Sifted...	9 1/2
Allspice...	9 1/2
Cassia, China in mass...	15
" Batavia in bund...	32
" Saigon in rolls...	22
Cloves, Amboyana...	22
" Zanzibar...	11 1/2
Mace Batavia...	70
Nutmegs, fancy...	65
" No. 1...	60
" No. 2...	55
Pepper, Singapore, black...	10
" white...	30
" shot...	16
Pure Ground in Bulk...	15
Allspice...	15
Cassia, Batavia...	18
" and Saigon...	25
" Saigon...	35
Cloves, Amboyana...	22
" Zanzibar...	18
Ginger, African...	18
" Ceylon...	22
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	22
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
Cayenne...	30
Sage...	30
" Absolute in Packages...	1 1/2

SILVER SOAP.	
Allspice...	84 1 1/2
Cinnamon...	84 1 1/2
Cloves...	84 1 1/2
Ginger, Jamaica...	84 1 1/2
" African...	84 1 1/2
Mustard...	84 1 1/2
Pepper...	84 1 1/2
Sage...	84 1 1/2

SAL SODA.	
Granulated, bbls...	1 1/2
" 75 lb cases...	1 1/2
Lump, bbls...	1 1/2
" 145 lb kegs...	1 1/2

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

STARCH.	
Kingsford's Corn...	6 1/2
20 1-lb packages...	6 1/2
40 1-lb "	6 1/2
Kingsford's Silver Gloss...	6 1/2
6-lb. boxes...	7 1/2
Common Corn...	6
20-lb boxes...	5 1/2
40-lb "	5 1/2
Common Gloss...	5 1/2
1-lb packages...	5 1/2
2-lb "	5 1/2
6-lb "	5 1/2
40 and 50 lb. boxes...	3 1/2
Barrels...	3 1/2

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

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

SALT.	
Diamond Crystal...	1 1/2
Cases, 24 1/2 lb. boxes...	2 50
Barrels, 320 lbs...	2 50
" 115 1/2 lb bags...	4 00
" 65 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags...	65
" 20 14 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "	2 25
Worcester...	4 10
115 1/2 lb sacks...	3 75
60 5-lb "	3 50
30 10-lb "	3 50
22 14 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks...	32 1/2
linen acks...	60
Common Grades...	2 10
100 5-lb. "	1 90
28 10-lb. sacks...	1 75
Warsaw...	30
56 lb. dairy in drill bags...	30
25 lb. "	16
Ashton...	75
56 lb. dairy in linen sacks...	75
Higgins...	75
56 lb. dairy in linen sacks...	75
Solar Rock...	22
56 lb. sacks...	22
Common Fine...	90
Saginaw...	90
Manistee...	90

SALERATUS.

Packed 50 lbs. in box...	3 30
Church's...	3 15
DeLand's...	3 30
Dwight's...	3 30
Taylor's...	3 00

SEELY'S EXTRACTS.

Lemon...	10 30
1 oz. F. M. 8 90 doz...	10 30
2 " N. S. 1 20 " 12 60 "	12 60
2 1/2 " F. M. 1 40 " 14 40 "	14 40

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

Rococo—Second Grade...	8 00
2 doz. 1 00 doz...	10 50

SOAP.	
G. R. Soap Works Brands...	3 50
Concordia, 100 1/2 lb. bars...	3 50
" 5 box lots...	3 35
" 10 box lots...	3 30
" 20 box lots...	3 20
Best German Family...	2 25
60 1-lb. bars...	2 15
5 box lots...	2 15
25 box lots...	2 00
Ailen B. Wrisley's Brands...	3 20
Old Country, 80 1-lb...	3 20
Good Cheer, 60 1-lb...	3 20
White Borax, 100 1/2 lb...	3 65

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

Dingman Brands.	
Single box...	3 95
5 box lots, delivered...	3 85
10 box lots, delivered...	3 75

Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd...	3 33
" plain...	2 27
N. K. Fairbank & Co.'s Brands...	3 90
Santa Claus...	3 90
Brwn, 60 bars...	2 10
" 80 bars...	3 10

Lautz Bros. & Co.'s Brands.	
Acme...	3 65
Cotton Oil...	6 00
Marselles...	4 00
Master...	4 00

Thompson & Chute Co.'s Brands.	
Acme...	3 65
Cotton Oil...	6 00
Marselles...	4 00
Master...	4 00

SILVER SOAP.	
Allspice...	84 1 1/2
Cinnamon...	84 1 1/2
Cloves...	84 1 1/2
Ginger, Jamaica...	84 1 1/2
" African...	84 1 1/2
Mustard...	84 1 1/2
Pepper...	84 1 1/2
Sage...	84 1 1/2

SAL SODA.	
Granulated, bbls...	1 1/2
" 75 lb cases...	1 1/2
Lump, bbls...	1 1/2
" 145 lb kegs...	1 1/2

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

STARCH.	
Kingsford's Corn...	6 1/2
20 1-lb packages...	6 1/2
40 1-lb "	6 1/2
Kingsford's Silver Gloss...	6 1/2
6-lb. boxes...	7 1/2
Common Corn...	6
20-lb boxes...	5 1/2
40-lb "	5 1/2
Common Gloss...	5 1/2
1-lb packages...	5 1/2
2-lb "	5 1/2
6-lb "	5 1/2
40 and 50 lb. boxes...	3 1/2
Barrels...	3 1/2

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

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

SALT.	
Diamond Crystal...	1 1/2
Cases, 24 1/2 lb. boxes...	2 50
Barrels, 320 lbs...	2 50
" 115 1/2 lb bags...	4 00
" 65 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags...	65
" 20 14 lb bags...	3 50
" 280 lb bbls...	2 50
" 224 lb "	2 25
Worcester...	4 10
115 1/2 lb sacks...	3 75
60 5-lb "	3 50
30 10-lb "	3 50
22 14 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks...	32 1/2
linen acks...	60
Common Grades...	2 10
100 5-lb. "	1 90
28 10-lb. sacks...	1 75
Warsaw...	30
56 lb. dairy in drill bags...	30
25 lb. "	16
Ashton...	75
56 lb. dairy in linen sacks...	75
Higgins...	75
56 lb. dairy in linen sacks...	75
Solar Rock...	22
56 lb. sacks...	22
Common Fine...	90
Saginaw...	90
Manistee...	90

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

Domino...	4 81
Cut Leaf...	4 81
Cubes...	4 44
Powdered...	4 44
XXXX Powdered...	4 69
Granulated...	4 06
Fine Granulated...	4 06
Extra Fine Granulated...	4 18
Mould A...	4 44
Diamond Coffee...	4 06
Confec. Standard A...	4 00
No. 1...	3 87
No. 2...	3 87
No. 3...	3 87
No. 4...	3 81
No. 5...	3 75
No. 6...	3 69
No. 7...	3 62
No. 8...	3 56
No. 9...	3 50
No. 10...	3 44
No. 11...	3 37
No. 12...	3 31
No. 13...	3 18
No. 14...	3 12

SYRUPS.	
Corn...	20
Half bbls...	22

Pure Cane.	
Fair...	15
Good...	20
Choice...	25

TABLE SAUCES.	
Lea & Perrin's, large...	4 75
" small...	2 75
Halford, large...	2 75
" small...	2 25
Salad Dressing, large...	4 55
" small...	2 65

TEAS.

JAPAN—Regular...	217
Fair...	230
Good...	230
Choice...	234
Choicest...	234
Dust...	10

SUN CURED.	
Fair...	217
Good...	230
Choice...	234
Choicest...	234
Dust...	10

BASKET FIRED.	
Fair...	18
Choice...	25
Choicest...	25
Extra choice, wireleaf...	40

GUNPOWDER.	
Common to fair...	25
Extra fine to finest...	50
Choicest fancy...	75

COMMON TO FAIR.	
Common to fair...	25
Superior to fine...	30
Young Hyson...	18
Superior to fine...	30

ENGLISH BREAKFAST.	
Fair...	18
Choice...	24
Best...	40

TOBACCO.	
Congress Brand...	80 00
Imperial...	70 00
Perfectos...	61 00
Boquets...	55 00

FINE CUT.	
P. Lorillard & Co.'s Brands...	25
Sweet Russet...	30
Tiger...	30
D. Scotten & Co.'s Brands...	30
Hawatha...	30
Cuba...	30
Rocket...	30
Spaulding & Merrick's Brands...	30
Sterling...	30

PRIVATE BRANDS.	
Bazoo...	230
Can Can...	27
Nellie Bly...	24
Uncle Ben...	24
McGinty...	25

COLUMBIA.	
Columbia, drums...	23
Bang Up...	20
Bang up, drums...	19

Sorg's Brands.	
Spearhead...	39
Joker...	27
Nobby Twist...	40
Scotten's Brands...	25
Kylo...	38
Hawatha...	38
Valley City...	34
Finzer's Brands...	40
Old Honesty...	32
Jolly Tar...	32

Lorillard's Brands.	
Climax (8 oz., 41c)...	39
Green Turtle...	30
Three Black Crows...	27

J. G. Butler's Brands.	
Something Good...	38
Out of Sight...	24
Wilson & McCauley's Brands...	43
Gold Rope...	37
Happy Thought...	32
Messmate...	31
No Tax...	27
Let Go...	27

Cattlin's Brands.	
Kiln dried...	17@18
Golden Shower...	19
Huntress...	26
Meerscham...	26@30
American Eagle Co.'s Brands...	40
Myrtle Navy...	30
Stork...	15
German...	32
Frog...	32
Java...	32

Banner Tobacco Co.'s Brands.	
Banner...	16
Banner Cavendish...	36
Gold Cut...	30
Scotten's Brands...	30
Warpath...	14
Honey Dew...	36
Gold Block...	30

F. F. Adams Tobacco Co.'s Brands.	
Peerless...	26
Old Tom...	18
Standard...	22
Globe Tobacco Co.'s Brands...	40
Handmade...	40
Leidersdorf's Brands...	26
Rob Roy...	26
Uncle Sam...	26@32
Red Clover...	32
Spaulding & Merrick...	25
Tom and Jerry...	38
Traveler Cavendish...	30
Buck Horn...	30
Plow Boy...	30@32
Corn Cake...	16

VINEGAR.	
40 gr...	28
50 gr...	29

WET MUSTARD.

A COUNTRY STORE SAMPOSIUM.

[Concluded from page 18.]

more days than the average farmer, he was obliged to employ a head clerk at \$10 per week, an assistant at \$6 and a man at like wages to drive a delivery wagon. The \$12,000 left, at 10 per cent. profit, after paying salaries, would show a dividend of \$66 to cover his own year's service, rent, insurance, taxes and interest on capital invested. Nothing short of the power that economized the widow's cruse of oil and barrel of meal could keep such a dealer out of the jaws of bankruptcy."

"I can very well see," the Major remarked, "that a trade in groceries and family supplies cannot be carried on without loss at the rate of profit mentioned. Perhaps twice that rate would not be excessive, considering the risks incurred by a credit system. But, surely, a druggist can afford to lower some of his fancy prices, since most of his goods are sold at from 50 to 100 per cent. profit. Don't you admit that, Mr. Smiles?"

"Here, Hamlin, wake up and answer that question! I'm not going to champion your cause against the crowd if you keep silent all the time."

"Certainly, Harry. That isn't a difficult task, although it'll take time to prove that druggists' charges are based on different conditions from those existing in most other branches of business. It's easy enough for a man to reach conclusions if he travels only the smooth path of theory and *ex parte* testimony; but, when the rebutting facts of experience stand in the way, comparison is often the surest guide to correct judgment."

"The profits of any business depend a good deal on how often the capital can be turned over for reinvestment, and this, in turn, depends on the class of goods kept in stock. The grocer or general dealer invests in goods that are in universal demand, the largest portion of which are household necessities. They can be sold within a reasonable time after purchase, with little waste caused by a fluctuating demand. With a fairly active trade he turns his capital from three to six times in a year. His dead stock—goods kept longer than a year—represents but a small per cent. of his capital. If at any time he wants to close out, the goods are worth, if in fair condition, little less than invoice price, subject to market changes."

"The druggist, on the other hand, in selecting his stock, is compelled to face a different condition. The original invoice is made from a list that includes every reasonable possibility of a future demand, whether likely to be profitable or not, on the theory that 'the unexpected is sure to happen.' A certain proportion of the druggist's stock consists of staples that are in usual demand; a part, in sundries that are called for quite frequently; another class, from which is filled the average run of prescriptions; patent medicines absorb a considerable share of capital, and of these 25 per cent. never pay for cost and storage, and, besides, there are the including lists of special preparations that a fitful demand compels him to keep, many of which scarcely pay interest on cost before they become back numbers in the most hopeless sense."

"Every new pharmaceutical product called for by the physician absorbs an ad-

ditional investment without increasing aggregate sales, since it does not release one from the necessity of holding over large quantities of prescription stock to meet emergencies, no matter how seldom they occur. Thus, a small portion of drug stock may be replenished several times each year; another, once or twice, while capital invested in the remainder very seldom earns more than simple interest on the cost. Taken as a whole, the sales of a drug store in a village no larger than this do not afford over 25 per cent. profit, while the entire stock and fixtures, if offered at cash sale, would hardly bring more than half the first cost."

"It must also be considered that the druggist is expected to be as lenient with customers as the doctor is with his patients. By night and by day he furnishes medicines to those whom the grocer would not dream of trusting. He does, on the average, as much free dispensing, considering cost of material, as the physician does free prescribing and travel—all from humane motives. It is common to speak disparagingly of both prescriber and dispenser and begrudge them their supposed easily earned wealth; but when the services of either are sought, customer and patient alike waive all complaints and acknowledge value received without regard to percentage or profit. It is human to both under-rate and over-rate what one does not fully understand; and that accounts, naturally, for the exaggerated estimates so frequently made of druggists' enormous profits. Perhaps, in some special location in a crowded city, where the tide of transient fashionable, gilt-edged custom flows in a perennial stream, profits may be as great as are commonly attributed to druggists; but not in this burgh, I assure you, gentlemen. And, as the 10 o'clock train is now whistling for the station, I suggest that it is time to end this interesting symposium by adjourning *sine die* and *excunt omnes*."

PETER C. MEEK.

The Signal Five leads, all others follow.

Use Tradesman Coupon Books.

KENT CO. SAVINGS BANK

GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres. HENRY IDEMA, Vice-Pres.
J.A.S. VERDIER, Cash'r. K. VAN HOF, Ass't Cash'r

Transacts a General Banking Business.
Interest Allowed on Time Deposits.
Solicits the Accounts of Merchants and Individuals.

DIRECTORS—Jno. A. Covode, D. A. Blodgett,
E. Crofton Fox, T. J. O'Brien, A. J. Rowne,
Henry Idema, Jno. W. Blodgett, A. G. Hadenpyl,
J. A. S. Verdier.

DEPOSITS EXCEED ONE MILLION DOLLARS

Notice of Receiver's Sale.

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

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

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

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

W. D. HAYES, Receiver.
Dated, Hastings, Mich., March 16th, 1895.

S naps

What is your idea of a "Snap," anyway? There's a great difference in opinion as to what constitutes a "Snap."

Our idea is that it is an article of real merit, put up in a way that will attract and hold trade, and make money for those who handle it. But what about the price? Well, that's a secondary consideration—the QUALITY is the main feature. If it will "attract and hold trade," it follows that the price must be right.

But others, good people, too, think that a "snap" consists of something that they can buy and sell at a "two-for-five-freight-paid-chromo-thrown-in" price. Quality cuts no figure, but they rely solely on their ability to undersell their competitors.

Now, we must sell both classes, so we handle cheap as well as good goods.

For instance, we have a few hundred cases of a good 65 cent Corn, not soaked goods, that we offer, this week only, in 10 case lots, at 55 cents. They're just such goods as our neighbors are getting 65 cents for. It's not our idea of a "snap," however. The "Golden Niagara" we sell at \$1.25, and it's a "snap." Why? Because it is better value than any other brand on the market. Attractive in appearance and makes customers and holds them every time, and you make money on it. Handling such goods, you build up a permanent and profitable business that stays by you from year to year. That's why we say such goods are "snaps."

On the other goods you "cut and slash," sell lots of them, and when you come to figure up, at the end of the year, you find you have been trying to climb a greased pole all the year, and are just where you started from. And that's why we say such goods are NOT "snaps."

IS NOT OUR ARGUMENT SOUND?

Olney & Judson Grocer Co.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

Judicious advertising is one of the most potent factors in the success of a cycle dealer, as it is in almost every kind of business. Printer's ink, properly used, is never wasted, providing, of course, that the article advertised has some merits to recommend it. Most bicycles have some specialty or other which is entirely different from anything else on the market, and which can be used as a foundation on which to build an advertisement. Advertising should not be confined to one strain, as different people are attracted by widely different things. An advertisement which would arrest one man's attention would not touch another whose mental make-up was different, and *vice versa*. Some men like humorous advertisements; others like those explaining minute mechanical details; still others like to read of tests to which a wheel has been subjected. Half-tones made from photos taken while the test was in progress are very good exponents of the last kind of advertising. A list of races won and records made on certain wheels are continually advertised by some firms—an all-right practice if not followed too far. Such advertisements should always be used in a medium calculated to reach cyclists who have the racing bee in their bonnets; otherwise, they would not do much good. Such men generally know all the prominent riders by name, if not personally, and have an idea of how much of this latent speed is brought out by the good qualities of a wheel. The general run of wheelmen know that the kind of wheel a racing man rides depends upon the size of the salary he receives for riding it, but they do not know the peculiarities of the riders who use it on the path and are, therefore, incapable of judging its merits by the tests to which it is put. The ordinary wheelman does not know what make of bicycle is ridden by any one noted racer. To settle a dispute, last summer, regarding the value of advertising the racing men, in connection with wheels, I agreed to inquire of the first ten wheelmen I met what wheel was ridden by Harry Tyler, who had just broken the world's mile track record. But two out of the ten gave me the correct answer, and they were in the trade and it belonged to their business to know such things, or I doubt if I would have received a single correct answer.

One of the most lucrative modes of advertising is a short and crisp way of bringing a new feature to the attention of the public. Too much fine print in an advertisement will cause it to be passed by, while one in large type, explaining, in a few words, some new feature, will be read at a glance and will be appreciated, too. Just the names of the wheels handled, coupled with the statement that they are the best on earth—every maker claims this—is money thrown away. Such an advertisement is simply glanced at and no further attention paid to it. On the other hand, one which shows a cut of a dust-proof bearing, a new crank axle, a unique pedal or handle-bar, etc., with a few words of explanation, will bring business every time, providing it be placed in a good medium.

A humorous advertisement is apt to be read and commented upon by every subscriber to the paper in which it is

printed. In regard to this, it may be said that there are but few really humorous cycle advertisers in the business. There are many who attempt that role but fail. To be valuable, an advertisement of this character should contain some information which is straight to the point. If not so written, its purpose falls flat. In order to write one properly, it is necessary for the advertising man of the firm to be thoroughly acquainted with the trade and to know the sport in all its branches. When this acquaintance and knowledge are combined with a natural talent for humorous writing, interesting and valuable advertisements are the result, and the reader cannot help absorbing the information contained therein.

The most important point in advertising is to get into the proper medium, and this depends altogether upon the branch or branches of the trade represented. The manufacturer may advertise in any class of newspapers or magazines with good results, though they will be indirect; but the very best medium is a trade journal which is mailed weekly to all agents in the country, and especially to jobbers. The jobbers should adopt different tactics. For him a trade paper which circulates largely among business firms who are not agents would be better than one which is confined strictly to cyclists and the cycling trade. The smaller manufacturer (who turns out less than 5,000 wheels a year) would also be more benefited by this medium, for the reason that he can handle his output without the assistance of jobbers. He would thus get applications for agencies from business houses desiring to add wheels to their regular lines of goods and who would not be reached by regular cycle journals. The same results would be obtained by the jobber. Neither of these branches of the trade should neglect the cycle papers altogether, however, as an advertisement in that class of papers always keeps the wheel before the eyes of the cycling fraternity. The exclusive retail dealer will get the best results from local daily papers, or from weekly editions of the same which are circulated among the farmers in the vicinity of the city or town where it is published. He would also do well to patronize a paper which has a circulation among country storekeepers, as those papers are read by every customer who comes into the store.

Of course, the advertiser must use his judgment as to the size of the circulation of which he is to get the benefit, but he will find that advertising in a paper having a circulation of from 2,000 to 5,000 will yield excellent results, although the more the better, certainly.

MORRIS J. WHITE.

FOR SALE AT HALF PRICE.

J. C. Mulberry, State Agent for the Smith-Hill Elevator Co., Quincy, Ill., has received instructions to sell the

Celebrated Smith-Hill Steam Pump

at less than half-price for a short time, to reduce stock. Catalogues on application to Mr. Mulberry, Kortlander Building, Grand Rapids.


A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS
GRAND RAPIDS, MICH.

Bicycles
wilt for
business



Made
by
the
Grand Rapids Cycle Co.

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**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.

BICYCLES!

In Strictly HIGH GRADE Wheels we have the Famous

Monarch

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

Outings

At \$85. Our SPECIAL

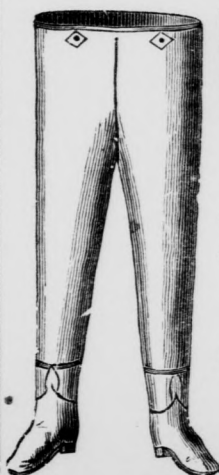
"Planet Jr."

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.

**Wading Pants and Leggings,**

WITH BOOTS, RUBBER OR CORK SOLES.

Now is the time to place your orders and be ready for May 1st. We have a large stock now en route from factory.

Also a fine line of Imported Wading Boots which will reach us about April 25.

STUDLEY & BARCLAY,
Wholesale Bicycles, Sundries & Sporting Goods,

NO. 4 MONROE ST., Grand Rapids, Michigan.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Markets.

Special Correspondence

New York, April 13.—The coffee market has been at almost a complete standstill during the past week. There is a lack of unity and neither buyer nor seller seems to care whether "school keeps or not." The holiday—Good Friday—lasts over Saturday this week, and thus the time of business is very limited on the Coffee Exchange. Quotations are practically unchanged from last week. The amount of coffee afloat was reported Thursday night at 484,584 bags; last year, 496,415 bags. The market value of No. 7 is 16½¢.

Refined sugars have been "wabbly"—up and down. There has been a lack of energy on the part of buyers, although at the moment brokers report an increase of orders.

The tea market is dull—decidedly so. The demand is only of the smallest and prices are at all ranges. For the very best grades there is rather more call, but auction goods attract no attention.

Rice remains firm at former prices, although it is said that there are some indications of a falling off in demand. The supplies are sufficient and, altogether, the trade is very steady.

In spices there is a stand off, neither buyer nor seller doing anything. Prices remain pretty much unchanged and stocks are not excessive.

There is a good demand for domestic molasses and full rates are firmly adhered to. Foreign molasses is selling in a backward manner, Porto Rico being held from 26@33c per gal.

Syrups are in smaller demand, but, as supplies are not large, there is a little better feeling on the part of holders.

Canned goods remain absolutely without interest. Few sales large in amount are recorded, while the demand for "cheap" goods keeps up. They are plenty.

The butter market presents few features of interest. Sales of best Western are made at 20c, and from this the range is down to 15@17c.

Cheese is dull and low. New State full cream, 6½@7c.

Eggs are in better demand, as is usually the case at Easter; and, besides, the high price of fresh beef has stimulated demand. Fresh meat has gone up so rapidly that it is hard to keep track of. Eggs, consequently, come to the front as a substitute, and, while supplies are large at the moment, they are not excessive and the demand keeps the commission stores well cleared.

Friday being to some extent a sort of a holiday, and Saturday also, the course of trade in this city has been interrupted, but, on the whole, dealers have very little reason to complain of the amount of business done. This is particularly true of groceries. Your correspondent has also talked with some large dealers in hardware, who report a decided change for the better, as compared with last year. Some of them report the utmost difficulty in having their orders for farm utensils filled. One noticeable feature is the steady decline in price. Take spading forks, for instance: One particular make has declined 90 cents per dozen within twelve months, and a like decrease in price is shown with certain steel rakes, etc. Of course, the decline in iron—and, consequently, in steel—accounts for a large share of the tumble in prices of the manufactured articles. One firm reports that they are, or were a fortnight ago, 20,000 pairs behind in filling their orders for roller skates. The revival is upon us, as the numerous handbills evidence.

The Grain Market.

The demand for wheat is greater than the supply, owing to stocks being held firmly by the dealers, while the receipts from farmers are exceedingly small. Prices have not undergone any radical change during the past week. Cash and future wheats advanced about 1c per bushel Monday. The cables were of a stronger character

in the United Kingdom and also on the continent. There seems to be a considerable complaint as to the outcome of wheat in the winter wheat belt. The last Government reports show a decline of a few points from that of last year. The future prices depend entirely upon the exports. If they are held firm (and I see no reason why they will not be) there will be quite an advance.

Corn, as is usual, followed the wake of wheat, with no special feature.

Cash oats and oats for prompt shipment were held firm during the past week, while futures are somewhat tame, with a weakening tendency.

The receipts were as follows: Wheat only 38 cars; corn, 15 cars, and oats, 4 cars.

The visible decrease during the week was very large, being 2,215,000 bushels. The farmers have no objection to a continuance of this tendency, as it will certainly advance the price of wheat.

C. G. A. VOIGT.

Revision of the Pharmacopoeia.

ANN ARBOR, April 8.—A. C. Schumacher, the newly-appointed member of the State Board of Pharmacy; Ottmar Eberbach, ex-member of the State Board of Pharmacy, and Julius O. Schlotterbeck, an instructor in the pharmacy department of the University, have been appointed a research committee of the Michigan State Pharmaceutical Association, to meet with the national committee to revise the United States Pharmacopoeia, the standard used by all druggists of the United States. The book undergoes revision every ten years. The committee, of which Mr. Schumacher is chairman, is all appointed from this city, for convenience in working together, and in order to have the advantages that the university affords. Prof. A. B. Stevens, of the School of Pharmacy, has been appointed by the American Pharmaceutical Association chairman of Committee on Adulterations.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: W. E. Greilick, Traverse City. Hiram Munger, Sullivan. M. Vandervan, New Era. Hoggie & Gordon, Hopkins Station. O. P. DeWitt, St. Johns. Frank Hamilton, Traverse City. W. F. Bricker, Belding.

The advocates of silver as currency find a strong argument in the present financial condition of Mexico. Notwithstanding the fact that silver, the standard of Mexican money, is depreciated in value fully one-half, as compared with gold, the finances of that country were never in so good condition, and, for the first time in the history of the Republic, the report of the committee on national budget shows an excess over expenditures of \$100,000. It was feared by Mexican financiers that, when the great decline in the value of silver took place, its results would overwhelm the country. That it not only survived the change, but immediately entered upon an unprecedented era of prosperity in its national finances is not only a surprise to them but affords a suggestion worth consideration by students of financial problems elsewhere.

A movement has been started by Mr. Debbs to change the name of the American Railway Union to the American Industrial Union. It is suggested that the conduct of a society, as frequently happens with individuals, may make it desirable to hide its identity under a new name.

The executive committee of the Wholesale Saddlery Association of America has agreed upon a recommendation advancing prices 12½ per cent. Members of the Association are instructed to notify their customers that orders will not be filled at the old rates after April 15. It is claimed that the advance will no more than cover the increased cost of manufacture consequent on the advance in the prices of leather.

The white levee strikers at New Orleans have given up the fight and are ready to work for any employers, whether union or not, or with negroes. The strike, it will be remembered, was caused by disagreement on these points. Several negroes were shot by the union men at the inception of the trouble.

PROVISIONS.

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

PORK IN BARRELS.	
Mess.	12 50
Short cut	12 50
Extra clear pig, short cut	14 50
Extra clear, heavy	13 50
Clear, fat back	13 50
Boston clear, short cut	13 75
Clear back, short cut	14 10
Standard clear, short cut, best	14 10
SAUSAGE.	
Pork, links	7
Bologna	5½
Liver	6
Tongue	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	8
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance.	
20 lb. pails, ¼c	
10 lb. " ¾c	
5 lb. " ¾c	
3 lb. " 1c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 5
Boneless, rump butts	10 00
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.	10
" " 16 lbs.	10½
" " 12 to 14 lbs.	10½
" " picnic	7
" " best boneless	8½
Shoulders	7
Breakfast Bacon boneless	9
Dried beef, ham prices	11
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	15
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 seasonable 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.	6½
10-lb. pails, per lb.	6½
2-lb. cans, per doz.	1 40
5-lb. cans, per doz.	3 50
Pint Mason Jars, per doz.	1 40
Quart Mason Jars, per doz.	2 25
Maple Syrup, quart Mason Jars, per doz.	1 40
Maple Syrup, tin, gallon cans, 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.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Bbls.	Pails.
Standard, per lb.	Cases	9	7
" H. H.		6	7
" Twist		6	7
Boston Cream	8½		
Cut Loaf			8
Extra H. H.	8½		
MIXED CANDY.		Bbls.	Pails.
Standard		5	6½
Leader		5½	6½
Royal		6	7½
Nobby		7	8
English Rock		7	8½
Conserves		6½	7½
Broken Taffy	baskets		7
Peanut Squares	"	7	8
French Creams			9
Valley Creams			12½
Midget, 30 lb. baskets			8
Modern, 30 lb.			8

FANCY—in bulk

	Pails
Lozenges, plain	8½
" printed	9½
Chocolate Drops	11
Chocolate Monumentals	12
Gum Drops	5
Moss Drops	7½
Sour Drops	8
Imperial	9

FANCY—in 5 lb. boxes.

	Per Box
Lemon Drops	50
Sour Drops	50
Peppermint Drops	50
Chocolate Drops	60
H. M. Chocolate Drops	75
Gum Drops	35@50
Licorice Drops	1 00
A. B. Licorice Drops	75
Lozenges, plain	60
" printed	65
Imperial	60
Mottos	70
Cream Bar	55
Molasses Bar	50
Hand Made Creams	80@90
Plain Creams	60@80
Decorated Creams	90
Siring Rock	60
Burnt Almonds	90@1 25
Wintergreen Berries	60

CARAMELS.

No. 1, wrapped, 2 lb. boxes	34
No. 1, " 3 " "	51
No. 2, " 2 " "	28

ORANGES.

California Seedlings—126	2 50
150, 176, 200, 216	2 75
250	2 40
Fancy Navels—112	3 25
126	3 50
150, 176, 200	3 75
Messina Oranges, 200	2 75

LEMONS.

Choice, 300	
Extra Choice, 300	3 50
Extra Fancy, 300	4 25
Choice, 360	3 45
Extra Choice, 360	3 50
Fancy, 360	3 75
Extra Fancy, 360, gilt packing	4 00

BANANAS.

Large bunches	1 75
Small bunches	75@1 25

OTHER FOREIGN FRUITS.

Figs, fancy layers 16b.	13
" " 30b.	14
" extra " 14b.	12
" bags " 14b.	6½
Dates, Pail, 10-lb. box	2 7
" 50-lb. "	2 6
" Persian, G. M. 50-lb. box	2 5
" 1 lb. Royals, new	27 ½

NUTS.

Almonds, Tarragona	2 14
Ivaca	2 12
California, soft shelled	2 12
Brasils, new	2 7½
Filberts	2 10
Walnuts, Grenoble	2 14
" French	2 10
" Calif.	2 10
" Soft Shelled Calif.	2 13
Table Nuts, fancy	2 11
" choice	2 9
Pecans, Texas, H. P.	8 2 11
Chestnuts	
Hickory Nuts per bu., Mich.	
Cocanuts, full sacks	4 00
Butternuts per bu.	
Black Walnuts, per bu.	

PEANUTS.

Fancy, H. P., Suns	2 5½
" Roasted	62 6½
Fancy, H. P., Flags	2 5½
" Roasted	62 6½
Choice, H. P., Extras	2 4½
" Roasted	52 6

FRESH MEATS.

BEEF.	
Carcass	6½@8½
Fore quarters	5 @ 6
Hind quarters	8 @ 10
Loins No. 3	11 @ 14
Ribs	19 @ 24
Rounds	5½@6
Chucks	3½@5
Plates	3½@4
PORK.	
Dressed	5 @ 5½
Loins	9
Shoulders	7
Leaf Lard	8
MUTTON.	
Carcass	7 @ 8
Lambs	@
VEAL.	
Carcass	5½ @

HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is



Greater in variety and finer than ever attempted before. Everyone 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.

IT COUNTS

When you sell goods to the people which give ENTIRE SATISFACTION.

No line handled calls for the judgment and discrimination necessary to the successful buying and selling of FRUIT.

"Ross Moyne" Navels and "Sunny Slope Seedlings"

Are the embodiment of all the requisites of first-class Oranges.

PUTNAM CANDY CO.

ADVERTISE

Not Extravagantly but Judiciously.

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

THE MICHIGAN TRADESMAN reaches your customers EVERY WEEK.

THE INTER OCEAN

IS THE

Most Popular Republican Newspaper of the West
And Has the Largest Circulation.

TERMS BY MAIL { DAILY (without Sunday).....\$6.00 per year
DAILY (with Sunday).....\$8.00 per year
The Weekly Inter Ocean } \$1.00
PER YEAR.....

AS A NEWSPAPER THE INTER OCEAN keeps abreast of the times in all respects. It spares neither pains nor expense in securing ALL THE NEWS AND THE BEST OF CURRENT LITERATURE.

The Weekly Inter Ocean
AS A FAMILY PAPER IS NOT EXCELLED BY ANY.

It has something of interest to each member of the family.
ITS YOUTH'S DEPARTMENT is the very best of its kind.
ITS LITERARY FEATURES are unequalled.

POLITICALLY IT IS REPUBLICAN, and gives its readers the benefit of the ablest discussions on all live political topics. It also gives them THE NEWS OF THE WORLD.

IT IS A TWELVE-PAGE PAPER.

THE INTER OCEAN is PUBLISHED IN CHICAGO, THE NEWS AND COMMERCIAL CENTER OF ALL WEST OF THE ALLEGHANY MOUNTAINS, AND IS BETTER ADAPTED TO THE NEEDS OF THE PEOPLE OF THAT SECTION THAN ANY PAPER FARTHER EAST.

It is in accord with the people of the West both in Politics and Literature.
Please remember that the price of The Weekly Inter Ocean is ONLY ONE DOLLAR PER YEAR. Address THE INTER OCEAN, Chicago.

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.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine
Other
Great
Specialties
Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

SPRING LEADERS :

HAVE AN OPENING AND SELL GLASSWARE. Any article in these packages can be retailed at Ten Cents.



THE NEW VICTOR ASSORTMENT.

1/2 dozen 8 inch Nut Dishes.
1/2 dozen 12 inch Celery Trays.
1/2 dozen Bread Trays.
1/2 dozen 8 inch Bowls, flared.
1/2 dozen 8 inch Nappies.
1/2 dozen 7 inch Berry Dishes.
1/2 dozen pint Cream Pitchers.
1/2 dozen 8 inch Oval Oblong Dishes.
1/2 dozen 7 1/2 inch Ovals.
1/2 dozen 7 inch Compots.
1/2 dozen 7 inch Sauce Dishes.
1/2 dozen 9 inch Salvers.

1/2 dozen Sugars, covered.
1/2 dozen Shell Pickles.
1/2 dozen 8 inch Square Oblong Dishes.
1/2 dozen 7 inch Square Plates.
1/2 dozen Butters, covered.
1/2 dozen Celeries.
1/2 dozen 5 inch Handled Jellies.
1/2 dozen 1/2 gallon Pitchers.

10 doz., or 120 pieces in all, at 80c. per doz., \$8.
Pkg., 75c.

10 CENTS



THE SANDOW ASSORTMENT.

1/2 dozen 8 inch Oval Dish.
1/2 dozen 8 inch Compot.
1/2 dozen 8 inch Oblong Dish.
1/2 dozen half gallon Jug.
1/2 dozen covered Butter.
1/2 dozen Celery.
1/2 dozen 9 inch Preserve.
1/2 dozen Bread Tray.
1/2 dozen 8 inch Nut Dish.
1/2 dozen 12 inch Tray.
1/2 dozen 7 inch Compot.
1/2 dozen 8 inch Jelly.
1/2 dozen 9 inch Berry Dish.
1/2 dozen 8 inch Preserve.

1/2 dozen 8 inch Oval, cupped.
1/2 dozen one-fourth gallon Jug.
1/2 dozen Cream Pitcher.
1/2 dozen 8 inch Pickle.
1/2 dozen Molasses Can.
1/2 dozen 9 inch Dish.
1/2 dozen 8 inch Bowl.
1/2 dozen covered Sugar.
1/2 dozen 8 inch Dish.
1/2 dozen 8 inch Salver.

12 doz., 144 pieces in all, at 80c per doz., \$9.60.
Pkg., \$1.

Write us for Large Cuts, Illustrations of Dinner and Toilet Sets, and our new Spring Catalogue.

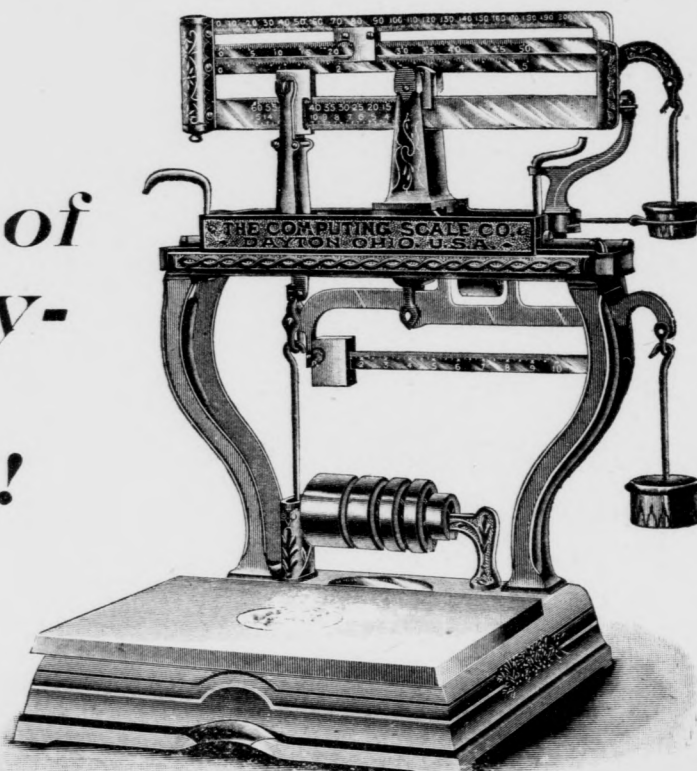
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