

# MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, APRIL 24, 1895

NO. 605

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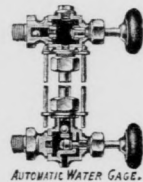
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# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, APRIL 24, 1895.

NO. 605

## COMMERCIAL CREDIT CO.

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5 AND 7 PEARL STREET.

## THE KEY TO SUCCESS.

### Summarized Opinions of Eighty-three Leading Business Men.

Written for THE TRADESMAN.

I wonder if most of the boys who read this article have not said to themselves, as they have heard their teachers talk to them about industry and energy and diligence in study, and as they have heard their pastors preach about purity and truthfulness, "Yes, that's all very good—we expect it from them. That's what teachers and ministers are for—to talk about such things; but, after all, we never hear practical men in real life say much about these things. And we rather think that good luck and sharpness and brass have about as much to do with success in life as anything else."

I have no doubt but that a good many boys—and girls, too, for that matter—have had such thoughts as these come into their heads, whether they have spoken them out or not; and, so, the homely moralizings of the teacher and the minister, and of the father and the mother, about true success in life, have done them very little good.

Now, with just such young folks in mind, and hoping to help them, I have asked a hundred staunch, practical business men of Grand Rapids—men who stand high in the community—what principles, in their opinion, would make a boy successful in life, and what dangers he must look out for in these days.

In Grand Rapids, as in most cities of its size, there are a good many successful business men who have made their own way in the world, and who had, when they began life, as little money to jingle in their pockets as any boy who reads THE TRADESMAN. These are men into whose places any of you would like to step; and if you all become as much respected and honored and as truly successful as they, there will be many more men in the world for which it will have abundant cause to be thankful.

This was the substance of the letter I sent to each of these men in your behalf:

DEAR SIR:  
As I am desirous of finding out, from our business men, the principles of action which shall be of real value to our boys and young men, will you not assist me by answering the following questions:

1. What has experience taught you to be the most essential conditions of true business success, at the present day?
  2. What especial dangers, from a practical business man's point of view, threaten the young men of to-day?
- I shall be particularly glad of helpful items from your own experience.

Of these 100 business men to whom I sent this letter, eighty-three replied, many of them sending me answers of eight, ten or a dozen pages; and you may safely believe that the interest taken by the business men of Grand Rapids, in helping business boys on in life, is felt by all sterling business men everywhere.

As these letters came, I drew off, on a long roll of paper, the suggestions of each, setting down the different "virtues" and "vices" under the names of those

who mentioned them, until I had several yards of good advice for you. Did you ever hear of measuring good advice by the yard? Well, this advice measures a good deal, and it weighs a good deal, as well.

To prove that it does, I will give you one of the letters just as it came to me:

DEAR SIR:

Replying, I may say with pleasure, to your inquiries, I should answer question first, "What are the most essential elements of true business success?" as follows:

- 30 per cent. { Patient, persistent dig, dig, dig; at it every minute.
- 30 per cent. { Reputation (founded on fact) for honest dealing, every time.
- 10 per cent. { Luck and fortunate circumstance, caught on the fly.
- 20 per cent. { Snap.
- 10 per cent. { More persistent dig.

100 per cent. { SUCCESS.

To the second inquiry, "What especial dangers threaten the young men and boys of to-day?" I would reply:

1. Theaters—those not first-class—whether nasty or veneered, and glucose literature, unseemly young men for character-building.
2. Cigarettes.
3. Slovenly morals of employers, and of many of our public men. The spongy minds of youth absorb the impurities of those in high places, rejecting the better part.
4. Too much coddling and too few hard thumps make young men like dough—they show a dimple for each touch of sin.

But we should not be very wise if we did not stop a moment to ask what true success is. Many of my correspondents have something to say about this at the beginning of their letters. Every rich man is not, by any means, truly successful; every poor man is not, by any means, unsuccessful.

"You may win in one way and lose in another," says Cunningham Geikie, whose book for young men I wish you would all buy and read; "and, if the loss is greater, the balance, after all, is on the wrong side. I take it that the only success worth the name is when a man gains a living, or a competence, or wealth, without paying too dear for it.

"You may buy gold too dear. If you give health for it, you make a poor bargain; if you sell your faculties for it, and think of nothing but gaining wealth, you give pearls for a bauble; if you give your soul for it, your self-respect, your character, your conscience, your peace, your hope, what will you think of the exchange when you come to feel what it means? True success is when a fair share of this world does not cost either moral, or intellectual, or physical health or life."

And, in this connection, he quotes from Izaak Walton. The boys all have a fellow-feeling for Ike Walton, I know, because he used to like to go a-fishing, just as they do, and he has written some delightful things about this sport. So they will listen to what he says on another subject:

"I have a rich neighbor who is always so busy that he has no leisure to laugh; the whole business of his life is to get money and more money. We see but the outside of the happiness of some rich men; few consider them to be like the

silkworm who, when she seems to play, is, at the very same time, spinning her own bowels and consuming herself. And this many rich men do, loading themselves with corroding cares to keep what they have. Let us, therefore, be thankful for health and a competence."

And now to the letters again. Says one business man of Grand Rapids, who, we all think, has been remarkably successful all through his life: "A young man, I believe, should give a fair portion of his time to reading and study. He should never devote his life wholly to money-getting. I have devoted certain hours strictly to business; but, upon leaving my office, I have dropped it from my mind, and I have discouraged men with whom I have had business relations from obtruding it upon me outside of business hours. I am sure that I am much better off, in every way, for having pursued this course."

I shall take it for granted that you have some true idea of what real success means, and go on to tell you that the business men of Grand Rapids unite in saying, in the first place: "Try to find out that for which you are best adapted, and stick to that one thing." Almost all of them say this in some form or other.

"Carefully determine what business you are fitted for, and then never be satisfied except by advancing," says one.

"A young man should have a real love, amounting to a passion, for his calling," says another.

"Business life means more to-day than it ever did before," says another, "and business integrity is achieved under greater temptation and is, therefore, significant of greater virtue." Then he speaks of the ways of buying and selling goods which were in vogue fifty years ago; of the constantly fluctuating markets; of the keen-edged composition that cuts down profits, and then adds, "Business men, to succeed, must keep up with the times."

One of the ways to keep up with the times and to make yourself felt, is to take up one branch and make yourself a specialist in this sense—that you can do at least one thing better than most other people can do it. The field is too large, in these days, and competition is too sharp for a man to do many things well. The good poet is not usually a good painter, too; the fine musician is not generally a great architect; the successful merchant cannot carry on the law business and do a little doctoring at the same time. In the old days, the country minister used to carry on a farm, and entertain most of the strangers who came to his village, and make his own boots sometimes, and be his own butcher and baker and candle—if not candlestick-maker; but, now, the pastor of the smallest village church usually finds enough to do without either farming it or keeping a free hotel. So you will find it, boys, whatever business you engage in; and, if you attempt to spread out over too much ground you will find yourself in the condition of sugar coating on a

pill—very thin and very inadequate to hide the bitter dose which life has in store for you. "This one thing I do," is a good motto for any boy, and all the better because it is found in the Bible.

When you have discovered what you are best fitted for, and have decided to make that one thing your life work, "then," all these business men of Grand Rapids say, "work hard at it!" Every one of them is decided upon this point—that hard work is the price of true success.

"There is a very wide disposition throughout the country to obtain a livelihood or to get rich without work. The young should be taught that man, to fulfill his calling, must produce something," says one.

Another says: "Too many young men seek soft places, and they go behind the counter when they ought to go into the field or machine shop."

"Let a young man go to work at something, with little regard to immediate compensation," says a third.

"Young men often say that the world owes them a living and that they are bound to have it. Now, the world owes them nothing but what they earn, and it does not owe them fine clothes, or fast horses, or the thousand and one luxuries they desire," says a fourth.

"The wish for a 'genteel occupation' is ruinous," says a fifth.

"We want fewer lightening calculators and more thoroughgoing, earnest, hard working men," says a sixth.

Another quotes, approvingly, Judson's motto. When asked how he had accomplished such vast results, the heroic missionary replied: "I have no plan, except that, when I have anything to do, I go and do it."

If I could borrow the ear of each one of the boys who has just gone into a store, or is just going into one, I should whisper to him, "If you want to succeed in business, make yourself indispensable to your employer," for this is one important secret I have learned from these letters. Over and over again this same form of words occurs—"Let him make himself indispensable to his employer"—and yet not one of my correspondents knew what another was going to write me. "By hard work, by thorough knowledge of detail, by fidelity in little things, make such a place for yourself that your employer cannot get along without you."

I think, if I had asked any successful man in any city, instead of the merchants of Grand Rapids alone, the answer would have been, in each case, that hard work and continuous work was to be reckoned among the elements of their success; for a great many others have said the same thing in the past, and the advice is all the more weighty because it is so old and has been so often repeated.

I have no doubt many boys have envied Thomas Edison, who spent some of his boyhood days in Port Huron, whose boyish but thoughtful face they have seen looking out at them from the magazines and illustrated papers, and have wished that they, too, might be great inventors. There isn't much use in your envying Mr. Edison, but there is a deal of use in your following his advice. He says:

"If a man would succeed, there must be continuity of work. When you set out to do anything, never let anything disturb you from doing that one thing.

This power of putting the thought on one particular thing, and keeping it there for hours at a time, takes practice, and it takes a long time to get into the habit.

"I remember that, a long time ago, I could think only ten minutes on a given subject before something else would come into my mind; but, after long practice, I can keep my mind for hours upon one topic, without being distracted with thoughts of other matters."

"The great thing for the business boy to do is to throw himself into something," says a wise New York merchant. "I should not be particular what, so that it gave him a chance to begin; and I should make him understand that he must make his way from that point. Go-at-it-iveness is the first condition of success; stick-to-it-iveness, the second."

I hardly think you will find "go-at-it-iveness" and "stick-to-it-iveness" in Webster, but they are easy words to remember and contain ideas which, if put into practice, are worth a great deal to you and to everyone.

Again, these eighty-three business men all insist on one other quality which must go with hard work in winning true success—honesty. The letters vary in many ways, but they all agree in this. Remember, it isn't one person alone who says that you must be honest if you would be truly prosperous. If I said it, you might suspect that I was in league with your fathers and teachers and your ministers; but eighty-three business men, men like those for whom you work, and like those whose places you expect to fill some day, say to you, "The prime requisite of true success in business is honesty." These men have kept their eyes wide open during long and prosperous business careers, and they know the difference between true success and seeming success, which latter is a very false and hollow affair. They are not blinded by the temporary dust and straws which blow about the commercial streets. They have watched many boys from their cradles; they have seen the first slight temptations to dishonesty yielded to or resisted; they are speaking, not of theories, but of what they know, when they say to you, "You must be true, if you would succeed."

"All my success in forty-three years of business life has depended on this principle," says one wealthy man.

"I care not what respectable business, or occupation, or trade, a young man engages in; if he knows his business, has any brains and sticks to it, he will succeed, provided he is honest. The foundation of the structure is truth. I consider this the most essential of all virtues, for it aids all the others," says another.

"I have always been just as careful to pay a debt of fifty cents as of \$50," says another prosperous man.

"I have never known dishonesty to be successful in the long run," says another, who has, by strict integrity and close application, built up an enormous business.

"I have watched the career of many tricky but apparently successful men, who have had wide experience; but the bottom of a dishonest fortune always drops out, sooner or later," says still another, of whom you all have heard, and who stands at the head of his specialty.

Many of those who have written to me have given much more good advice, which I would like to reproduce, but it can all be condensed into the following:

Find out what you are fitted for; work hard at that one thing, and keep an honest heart.  
E. T. H.

## FOR SALE.

The following List of Machinery by Folding Chair and Table Company:

One 36 inch Perry Sander, with counter shaft: 1 30 in. Surface Planer, with counter shaft: 1 24 in. Fay Combination, with counter shaft: 1 No. 4 Shaper (Porter make), with counter shaft: 1 24 in. Buzz Planer, with counter shaft: 1 16 in. Buzz Planer, with counter shaft: 1 2 Spindle Boring Machine, with counter shaft: 1 5 Spindle Boring Machine, with counter shaft: 1 1 Spindle Boring Machine, with counter shaft: 1 3 Chuck Dowel Machine, with counter shaft: 1 3 Spindle Boring Machine, with counter shaft: 1 V Jointer (Porter make): 1 3 Head Dado Machine: 1 36 in. Sturtevant Blower: 4 16 in. Swg. Turning Lathe (Porter make), and counter shafts: 1 Swing Cutoff Saw: 2 4 in. Vises: 1 10 in. Band Saw, set vise: 4 Wood Frame Rip and Cutoff Saws: 1 2 Head Dovetailer, for making slides: 1 Head Emery Wheel: 1 Hand Spring Machine, for making leaf supports: 4 32 in. Iron Presses: 30 Clue Racks: 1 Band Saw (Jackboice make): 1 5x14x76 3 in. flue 75 H. P. Boiler: 1 18x20 in. Engine: 1 7x7 in. Engine: 1 Hyatt & Smith Hot Blast Blower: 1 Dust Arrester: 2 Draft Horses: 3 Wagons: 1 pair Bob Sleighs: Pulleys, Shafting and Belting: 1 Mosler Fire Proof Office Safe: Office Furniture and Fixtures.

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The Best Paints made for Stacks, Boilers, Fronts, Roofs, etc.

Especially adapted to painting Iron Work of Agricultural Implements.

Contains no coal tar, but is made from Pure Asphalt Gums. Will not crack, blister or peel, and is a wonderfully smooth, easy-flowing paint.

We warrant this paint a superior article. Sold in bbls., ½ bbls., 5 and 10 gal. pails or cans. Send for sample gallon and prices.

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Everything for the

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Clover, Medium or Mammoth, Alsike, Alalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools.

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128 to 132 W. Bridge St.,  
Grand Rapids, Mich.

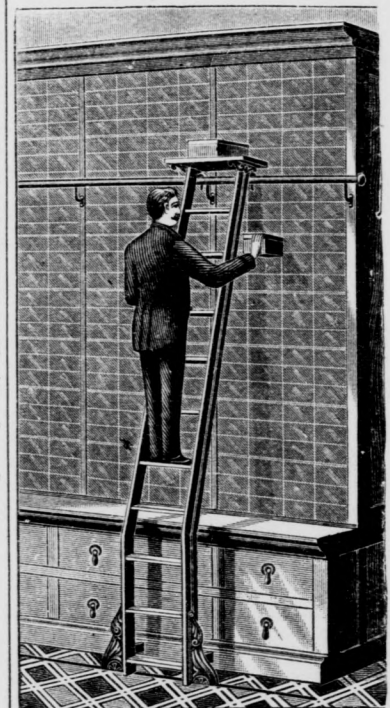
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MICHIGAN STATE AGENTS,  
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## & Co.

12, 14 and 16  
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FALL PRICES ON RUBBERS, 20 per cent. ON BOSTON, 20 and 12 per cent. on BAY STATE, FREIGHT PREPAID.

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

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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.

**A Hint to Embryo Business Men.**

LANSING, April 20—It is an undputed fact that there is more than one way of doing business. There is, however, but one way to carry it on successfully. The days when our grandfathers were making money which many of us are spending to-day are gone. With them have also disappeared many of the principles which brought them success. The minds of the modern generation have been broadened by the newer methods of living and the advancement and cultivation of our entire surroundings. While it is a fact that a dollar will buy more provisions to-day than before the war of '61-64, it is true that more dollars are expended on what are now considered the necessities of life than in those ante bellum days.

Not long ago, this state of affairs was forcibly impressed upon the mind of the writer by a prominent citizen of this State who was an early settler of Ingham county, and has followed many different pursuits in his long and eventful career, from driving the plow to assisting in managing the political affairs of the State. He related to me an anecdote of his boyhood days which might both interest and, if accepted as a guidepost to success, benefit many of the merchants of to-day.

"When about 15 years of age," he said, "I was clerking in the grocery store of Mr. —, earning \$12 a month, and having, too, from my savings, money to loan. It was my duty to get to the store by 5:30 in the morning, build the fires, sweep out and have everything in order when the proprietor came down, which was at six usually. One morning I had gotten everything in shape and was blacking my boots, when my employer came in and noticed with his eagle eye, as he looked around to see if everything was properly tended to, the occupation in which I was engaged. 'What are you doing?' he demanded. 'Blackin' my boots,' I replied, in my subservient way. 'Whose blackin' you usin'?' 'Why, it belongs to the store,' said I. 'No, it don't belong to the store,' he fairly yelled at me. 'Young man, this store don't own no blackin'. If you want your boots blacked you'll find plenty of blackin' on the shelves. It will cost you just 10 cents a box. We're not givin' goods away here. We got 'um here to sell.'" Here the narrator's face assumed a reflective expression and he doubtless thought that, notwithstanding its harshness, it was just such discipline and the tutorage of such employers that had made him what he is to-day. R. R. C.

It is said the lives lived by the Moors are—without, perhaps, any exception—the most precarious and miserable that can be imagined. The poor man is thrown into prison for sums he never possessed and can never pay; the rich to be squeezed of all he possesses; while those only can hope to escape who are members of families sufficiently powerful to arouse the fears of the local governor, should he attempt extortion, and not sufficiently powerful to stir up the jealousy and avarice of the Sultan. Even the governors of the provinces suffer themselves as they make others suffer, for, just as they squeeze the agriculturist and the peasant, so they are in turn squeezed by the Sultan and his viziers, and, should they fail by constant presents to maintain a good opinion at the court, they can expect only imprisonment and often death. There is no live and let live policy among those who rule and rob the Moors.

A movement is projected for the improvement of the upper course of the Mississippi, for the purpose of making it navigable, especially with a view to transporting Mesaba iron ores to St. Louis to be smelted with the harder ores of that section.

Everyone smokes the Signal 5.

**CANDIES, FRUITS and NUTS**

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Standard, per lb.	Cases	Bbls.	Palls.
" H. H.	3	6	7
" Twist	6	6	7
Boston Cream	8%		8
Cut Loaf			
Extra H. H.	8%		
MIXED CANDY.			
Standard	Bbls.	Palls	
Leader	5	8%	8%
Royal	6	7%	7%
Nobby	7	8%	8%
English Rock	7	8%	8%
Conserves	6%	7%	7%
Broken Taffy	baskets	7	7
Peanut Squares	"	8	8
French Creams	"	9	9
Valley Creams	"	12%	12%
Midget, 30 lb. baskets	"	8	8
Modern, 30 lb.	"		
FANCY—In bulk			
Lozenges, plain		Palls	
" printed		8%	8%
Chocolate Drops		11	11
Chocolate Monumentals		12	12
Gum Drops		7	7
Moss Drops		7%	7%
Sour Drops		8	8
Imperials		9	9
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops		.50	.50
Sour Drops		.50	.50
Peppermint Drops		.50	.50
Chocolate Drops		.65	.65
H. M. Chocolate Drops		.75	.75
Gum Drops		.35@.50	.35@.50
Licorice Drops		1.00	1.00
A. B. Licorice Drops		.75	.75
Lozenges, plain		.60	.60
" printed		.65	.65
Imperials		.60	.60
Molasses		.70	.70
Cream Bar		.55	.55
Molasses Bar		.50	.50
Hand Made Creams		.80@.90	.80@.90
Plain Creams		.60@.70	.60@.70
Decorated Creams		.90	.90
String Rock		.60	.60
Burnt Almonds		.90@1.25	.90@1.25
Wintergreen Berries		.60	.60
CARAMELS.			
No. 1, wrapped, 2 lb. boxes		34	34
No. 1, " 3 " "		51	51
No. 2, " 2 " "		28	28
ORANGES.			
California Seedlings—126		2 25	2 25
150, 176, 200, 216		2 75	2 75
250		2 25	2 25
Fancy Navels—112		3 25	3 25
126		3 50	3 50
150, 176, 200		3 75	3 75
Messina Oranges, 300		2 50	2 50
LEMONS.			
Choice, 300		4 00	4 00
Extra Choice, 300		4 50	4 50
Extra Fancy, 300		4 50	4 50
Choice, 360		3 50	3 50
Extra Choice, 360		3 75	3 75
Fancy, 360		4 00	4 00
Extra Fancy, 360, gilt packing		4 25	4 25
BANANAS.			
Large bunches		1 75@2 00	1 75@2 00
Small bunches		1 25@1 50	1 25@1 50
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb		13	13
" " 30lb			
" extra " 14lb		12	12
" bags		6%	6%
Dates, Pard, 10-lb. box		2 7 1/2	2 7 1/2
" " 50-lb. "		1 1/2	1 1/2
" Persian, G. M. 50-lb. box		2 4 1/2	2 4 1/2
NUTS.			
Almonds, Tarragona		2 14	2 14
ivaca		2 12	2 12
California, soft shelled		2 8	2 8
Brasils, new		2 8	2 8
Philberts		2 10	2 10
Walnuts, Grenoble		2 14	2 14
" French		2 12	2 12
" Calif. No. 1		2 12	2 12
" Soft Shelled Calif.		2 13	2 13
Table Nuts, fancy		2 11	2 11
" choice		2 9	2 9
Pecans, Texas, H. P.		8 2 11	8 2 11
Chestnuts			
Hickory Nuts per bu., Mich.		3 65	3 65
Cocoanuts, full sacks			
Butternuts, per bu.			
Black Walnuts, per bu.			
PEANUTS.			
Fancy, H. P., Suns		2 5%	2 5%
" " Roasted		6 2 5%	6 2 5%
Fancy, H. P., Flags		2 5%	2 5%
" " Roasted		6 2 5%	6 2 5%
Choice, H. P., Extras		2 4%	2 4%
" " Roasted		5 2 6	5 2 6
FRESH MEATS.			
BEEF.			
Carcass		6% @ 8%	6% @ 8%
Fore quarters		5 @ 6	5 @ 6
Hind quarters		8 @ 10	8 @ 10
Loins No. 3		11 @ 14	11 @ 14
Ribs		10 @ 14	10 @ 14
Rounds		5% @ 6%	5% @ 6%
Chucks		3% @ 5	3% @ 5
Plates		3% @ 4	3% @ 4
PORK.			
Dressed		5 @ 5%	5 @ 5%
Loins		9	9
Shoulders		7	7
Leaf Lard		8	8
MUTTON.			
Carcass		7 @ 8	7 @ 8
Lambs		6	6
VEAL.			
Carcass		5% @	5% @

Here's a "Picnic"



10 Boxes "STAR" Soap, 100 bars each, at \$3.70 and ONE BOX FREE. Or 5 Boxes at \$3.85 and ONE-HALF BOX FREE, Freight paid.

This offer is good until May 11th, only. You all know the goods. Just the right time to buy Soap, too. Chuck in your orders.

Here's Another!



Biggest Seller on record. NICKEL BONELESS CODFISH, wrapped in cloth with handsome paper label. Retail at 5 cents. Packed 2 doz. in a hinge top box, at 45 cents per doz. Don't order less than 4 or 5 boxes. If you do, you will be out before you can get another lot in. Fact.

And Fruit Jars.



Get your order in quick. Ship later---say some time in June. Prices are so low that we are ashamed to name them, but the boys will whisper 'em to you and you will save money by ordering NOW!

New Orleans Molasses.



Order NOW and get your stock in before warm weather comes on. Impossible to handle 'em then without their leaking all over everything. You remember what a time you had getting 'em in last summer ---some of you had to do without entirely and lost lots of sales. And the prices! Why, they are simply ridiculous. We have 'em from 10 cents up. They never were so cheap and Dr. Parkhurst will be running a saloon before they are cheaper.

Olney & Judson Grocer Co.

"Ceresota"

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Ellis—John Keifer has sold his general stock to J. C. Goodrich.

Ironwood—John Kluck succeeds Kluck Bros. in the meat business.

Evart—Bush & Gamet succeed O. M. Bush in the grocery business.

Central Lake—E. Davis is removing his dry goods stock to Washburn, Wis.

Menominee—H. J. Neville has purchased the drug stock of C. L. Fostier.

Thompsonville—J. P. Winters has sold his hardware stock to William Peck.

Lansing—John Eichle is closing out his stock of groceries and expects to go South.

Cadillac—The Newark & Drury Co. is succeeded by the Drury & Kelly Hardware Co.

Greenwood—Richard M. Moore succeeds Moore & Edwards in the grocery business.

Ann Arbor—Muehlig & Schmid succeed Andrew Muehlig in the hardware business.

Newberry—Frank A. Park succeeds Amos Jones in the grocery and meat business.

Hancock—Olivier & Jacques, grocers, have dissolved, O. Olivier continuing the business.

Otter Lake—John S. Harris succeeds John S. Harris & Co. in the hardware business.

Ovid—G. D. Briggs & Son succeed W. B. Parker in the agricultural implement business.

Sturgis—Z. H. Wallace, of the firm of H. E. Wallace & Co., boot and shoe dealers, is dead.

Baldwin—Albert F. Goehrend is succeeded by L. S. (Mrs. R. J.) Matthews in general trade.

Eaton Rapids—Albert Wilson has removed his grocery stock from Petoskey to this place.

Gaylord—Thos. B. McArthur has removed his hardware stock from Gladwin to this place.

Holland—The boot and shoe stock of Peter DeKraker has been closed on chattel mortgage.

Mancelona—M. F. White & Son succeed M. F. White & Sons in the hardware business.

Cadillac—J. Leslie has opened a dry goods and fancy goods stock at 321 North Mitchell street.

Leondas—J. C. Arnold is closing out his confectionery stock and will remove to Toledo, Ohio.

Saranac—Geo. Allured & Son have opened a furniture store and undertaking establishment.

Jackson—Lake & Lowery, coal and lime dealers, have dissolved, Robert Lake continuing the business.

Belding—A. H. Weed has sold his stock and fixtures to Lamb Bros. and retired from the bakery business.

Munith—Holmes, Dancer & Co. have removed their general stock to Northville where they will continue business.

Benton Harbor—H. G. Graves & Bro. have purchased the hardware stock of the Benton Harbor Hardware Co., Limited.

Harrisville—Morris Marks has sold his stock of dry goods, clothing, furnishing goods and boots and shoes to Dora and Bertha Stern. This is the same stock formerly owned by Stern & Son, and bid

in at sheriff's sale by Marks. The purchasers gave a chattel mortgage to Marks for \$2,100. The new firm will be known as D. & B. Stern.

Caseville—Curran, Floch & Conley, general dealers and manufacturers of salt and lumber, have dissolved, Floch & Conley succeeding.

Big Rapids—John Arnold has purchased the Goss interest in the meat market firm of Rouch & Goss. The new firm will be known as Rouch & Arnold.

McBain—S. A. Howey has purchased the hardware stock heretofore conducted here by the Drury & Kelly Hardware Co. and will consolidate it with his own stock.

Evart—S. Stephens has sold the stock and fixtures connected with the City bakery to E. J. Weaver, of Waldron, who will continue the business at the same location.

Carson City—W. A. Gardner and Isaac Kipp have purchased the N. W. Daggett general stock and will conduct the business in the future under the firm name of Gardner & Kipp.

Lansing—John Robson, the wholesale grocer, has purchased the Broas clothing stock of J. L. Hudson, trustee. Mr. Broas has been East making purchases for the spring trade.

Freeport—Geo. Northrup has uttered three chattel mortgages on his drug stock—one for \$174 to a Hastings bank, one for \$236 to the Hazeltine & Perkins Drug Co. and a third for \$90 to D. M. Amberg & Bro.

Manistee—John Crawford, who has been in the employ of J. E. Somerville for the past ten years, has purchased an interest in Somerville & Wood's branch book and stationery store in the Engelmann block and the business will be continued under the firm name of John Crawford & Co.

Kalamazoo—The Roberts & Hillhouse drug and stationery stock was bid in at mortgage sale by local bank creditors, leaving the merchandise creditors out in the cold. The business will be continued for the present by David Fisher as agent for the banks. It is generally conceded that both Messrs. Roberts and Hillhouse are in the same position as the merchandise creditors, having saved nothing from the wreck.

## MANUFACTURING MATTERS.

Flint—C. G. Burroughs & Co. succeed J. E. Burroughs & Co. in the flouring mill business.

Pontiac—W. J. Beaudett has purchased the carriage body manufacturing business of W. F. Stewart & Co.

Bay City—The Cousins & Groves shingle mill will be overhauled and put into commission sometime in May. F. P. R. Groves will manage the plant this season.

Au Gres—James Hamilton, a Canadian maker of experience, is starting a new factory here for the purpose of making export cheese, seeking an outlet through Montreal.

Marquette—The Dead River Mill Co. started its sawmill last week and will run two saws at night and all four of its saws during the day, making an output of about 240,000 feet a day.

Waterford—The prospects for a cheese factory here are said to be excellent. A responsible party has agreed to build and operate it at his own expense for 2 cents a pound on all cheese sold, on a guarantee of 300 cows.

Boon—The charcoal plant formerly conducted by E. W. Matevia & Co. has been purchased by Henry W. Worden, who will continue the business on a larger scale than ever before.

Alma—Arrangements have been completed by which the necessary apparatus for the manufacture of cheese will be put in the Alma creamery. The material will be in position in about 30 days, and the manufacture of cheese will begin about May 15.

Plainwell—The Plainwell Church Furniture Co. has assigned to Henry Richardi, son of Robert Richardi, the principal owner of the enterprise. The company had a good many orders, but has been hampered from the start by lack of capital.

Evart—Davy & Co. and M. McDougall have purchased the Mark Hooker sawmill and, as soon as it can be refitted, will begin the manufacture of shingles. It is their purpose to purchase cedar timber of all kinds and, later on, add machinery for the manufacture of ties.

Muskegon—The Sanford shingle mill is being refitted and remodeled for the season's run, Mr. Sanford expecting to have it in readiness by May 1. He has nearly logs enough on hand for the summer and more coming. He expects to operate the mill for several seasons.

Muskegon—Hovey & McCracken have decided not to run either of their sawmills this season, as they had formerly intended, and will place them on the market. They have a quantity of standing timber in the Upper Peninsula, but not enough to pay for moving one of their mills up there.

Samaria—D. A. Jenkins has rented the Raisinville cheese factory and has already begun operations. He has taken Mr. Dunbar as partner at the Samaria factory, and will buy the milk paying monthly. The veteran cheesemaker, David Baker, will stir curd at Samaria. The factories are about ten miles apart and it will make plenty of business for all engaged.

Bay City—The sawmills here are now nearly all in operation, but it is not likely that much, if any, lumber will be shipped by water before May 1. Log rafting from Canada will depend considerably upon weather conditions. Should May come on warm and pleasant, an early start will be made, as mill owners depending upon Canada logs will be anxious to get them as soon as possible.

Muskegon—Mathew Wilson, for years one of the prominent lumbermen of Muskegon, has sold to H. J. Dudley, of Fremont, the last lumber owned by him in dividually. There is, altogether, 1,700,000 feet in the deal. The lumber is all hemlock. This closes Mr. Wilson's career as a lumberman unless he should see fit sometime to embark in it again, but he probably will not do that. The stock purchased by Mr. Dudley is on the Tillotson docks and will be yarded from here by him.

The Strictly Pure Lime Rock Asphalt Paint made by H. M. Reynolds & Son, of Grand Rapids, is an article which every user of paints should try. Messrs. Reynolds & Son are experienced asphalt men and positively guarantee their goods.

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

## The Grain Market.

As usual, the unexpected happens. While the general opinion was that wheat had advanced about what it would bear at present, the market got excited and prices climbed and did not stop until the price reached about 7c higher than on previous week, and with no one willing to sell at the advance. Farmers are pretty busy doing their spring work and while prices are going up they do not care to stop to haul wheat, preferring to wait and see if prices will go up more, while elevator men will not sell, as they see no wheat coming in to replace their holdings. Taking everything into consideration the situation is certainly very strong, and we should not be surprised to see a further advance in the near future.

Corn followed wheat and is very firm, while oats advanced some, although not in the same ratio as wheat. As all commodities are on the gain we find that business men generally begin to think prices have seen the lowest points and that a reaction for a higher level is in order.

Receipts during the week were forty-three cars of wheat, twelve cars of corn, and three cars of oats.

C. G. A. VOIGT.

## PRODUCE MARKET.

Apples—75¢@1.25 per bu., according to quality. There is an entire absence of shipping demand and the local demand is almost altogether from fruit stands.

Asparagus—\$2 per doz. bunches.

Beans—Trade continues quiet with a slight decline all around on realization sales. The receipts continue moderate and advices from interior points still report a scarcity of stock, with a feeling that is relatively stronger than is shown in this market.

Butter—A little stronger than a week ago, but the strength is expected to develop into weakness before many days elapse. Dealers get 13¢ for choice dairy and 20¢@22¢ for factory creamery. All indications lead to the belief that butter will rule low all through the summer.

Beets—Dry, 25¢ per bu.

Cabbage—Home grown is about out of market California stock is beginning to arrive, commanding \$5 per crate of 4 doz.

Cauliflower—\$2 per doz.

Celery—There is a little improvement in the stock now on the market and the price has joggled up a notch, present quotations being 25¢@30¢.

Cranberries—The market is dull, albeit some dealers have full stocks. The main source of demand at present is from bakers, and the price hovers around \$3 per crate, although considerable concession in price would be made a buyer who could use a number of crates.

Cucumbers—\$1.50 per doz.

Eggs—The market is about the same as a week ago, although the demand has been unprecedented—probably on account of the high price of meat. Local handlers pay 9c and hold at 10c per doz.

Lettuce—In ample supply and lower, commanding 10¢@12¢ per lb.

Onions—Home grown dry stock is dull and about played out, occasional sales being made at 60¢@65¢ per bu. Bermuda stock is in better demand at \$2.50 per bu. Green stock is meeting a large demand, which is amply supplied by local growers, at 10¢@12¢ per doz. bunches.

Parsnips—Dull and lower, dealers being glad to get rid of their stocks at 15¢@20¢ per bu.

Pieplant—3c per lb.

Potatoes—The ground lost has been about regained and dealers are again handling carlots with some degree of confidence in an upward tendency of the market. Local handlers are paying 60¢@65¢ per bu., both here and elsewhere, and from now a gradual upward movement will probably prevail.

Spinach—6c per bu.

Strawberries—20¢@25¢ per qt. box. Louisiana stock has been in the market so far, but Tennessee stock is expected to begin to arrive this week.

Sweet Potatoes—Plenty of choice stock in market, but few sales, even at the very favorable price of \$1@1.10 per bu.

GRAND RAPIDS GOSSIP.

H. D. Clark has opened a grocery store at Cheshire. The Musselman Grocer Co. furnished the stock.

Powers & Abell have opened a grocery store at Lake Odessa. The Worden Grocer Co. furnished the stock.

F. A. Mann has opened a grocery store at Lima, Ind. The stock was furnished by the Musselman Grocer Co.

Utter & Clover have opened a grocery store at South Boardman. The Lemon & Wheeler Company furnished the stock.

Homer Klap, grocer at 300 West Fulton street, has leased the store adjoining him on the east and put in a line of flour and feed.

John Moll, baker at 42 West Leonard street, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

Henry Schiebel, meat dealer at Ludington, has added a line of groceries. The Olney & Judson Grocer Co. furnished the stock.

Wm. Bixby, meat dealer at 802 South Division street, has added a line of groceries. The Musselman Grocer Co. furnished the stock.

S. D. Upham has opened a general store at Saugatuck. Voigt, Herpolsheimer & Co. furnished the dry goods and the Musselman Grocer Co. supplied the groceries.

Bender & Ragan, grocers at the corner of Spring and Oaks streets, have a branch store at 265 South Ionia street. The stock was furnished by the Musselman Grocer Co.

Rindge, Kalmbach & Co. bid in the boot and shoe stock of P. DeKraker, at Holland, at the chattel mortgage sale last week, their bid being \$2,025. The purchasers will conduct the business through the medium of an agent until the stock can be sold in a lump.

The Grand Rapids Retail Grocers' Association yearns for a return to the good old times when a bushel basket held a bushel of fruit or vegetables, instead of three-quarters or seven-eighths of a bushel, as is the case with the packages of many manufacturers. Based on the theory of deception, the "St. Joe basket" has come to be recognized as the commercial standard by fruit growers and produce dealers, although everyone who handles it or uses it knows he is violating the law of the land, which prescribes the number of cubic inches each measure shall contain. Stimulated by the success of the St. Joseph manufacturers in turning out bastard measures, other manufacturers have eagerly followed in their footsteps, so that at the present time the basket maker who refuses to listen to the siren voice of duplicity stands small show of success, for the reason that his products are sidetracked for those of manufacturers who do not permit their consciences or their fear of the moral or statutory law to interfere with the dictates of avarice.

The Grocery Market.

Sugar—The refineries which recently closed down are working again, with the exception of the Franklin of Philadelphia and the Jersey City refinery, which are closed for a short time for repairs. The impression prevails that, in the event of a continuation of the strong demand

which characterized last week's trading, prices will advance all along the line.

Currants—Another decline has occurred, but the demand is next to nothing, buyers taking only the smallest quantities and duplicating orders if necessity compels them to.

Prunes—California prunes are quiet and the market shows weaker tendencies. The stock is larger than it was supposed to be, and with a good supply on the Coast, and the crop prospects fair, the reason for the weaker feeling is explained. Sultana prunes are rather scarce and values are well maintained. French are firm and in small demand.

Raisins—The demand for raisins continues of moderate proportions. In California goods the market is firm on desirable varieties, but the existence of considerable stock known to be not up to the standard has a tendency to depress the market. Valencia and Sultana are quiet, and on Valencia layers values are lower.

Bananas—The demand is unprecedented for this time of the year and importers are very stiff in their prices. Straight sales from the dock are the rule and the cases are exceptional where the fruit is sent on consignment. All of the brokers have a handful of orders for fruit from each vessel long before she reaches the wharf, and, knowing that every bunch is sure of being taken, the receiving agents will not even name a price until the cargo has been inspected. Every condition at present goes to show that prices will be still higher, as apples are very high and the cry for bananas continues to grow in volume. For the past two or three years everything has been in favor of the consumer and the fruit has been sold at prices which, on an average for the season's business, have not enabled the importer and wholesaler to realize enough on their profits to pay the actual expense of handling the fruit. This has been caused, in part, by the fierce rush and scramble to do business. A great many commission men jumped at the conclusion that there must be money in the business because a few pioneers in handling them had succeeded in pulling through. They, therefore, ordered carloads right and left and local markets were glutted three-fourths of the time—to the delight of peddlers and to the dismay of the men who owned the fruit and sent it forward in the expectation of getting fair prices. This policy, however, died out with the close of last season, and now only about half as many houses are ordering in carlots, and those who do have an eye on the profits and do not order recklessly. This method will insure steady and more uniform prices. The prospect for the present week is that the supply will be equal to the demand, as the cars will be taken in by local wholesalers. Prices are firm and the retailer may be obliged to advance the selling price.

Lemons—The wholesalers who bought large stocks a month ago are, for policy, talking high prices and endeavoring to create the impression that the retail trade must buy now to save the profit they will be forced to pay if buying is deferred. Other distributing agents who did not load heavily are keeping quiet and express a belief that present prices will not be advanced for some time yet and that there are grounds for believing there are fresher cuttings of the same

goods which can be secured for less money between the 1st and the 15th of May. Local dealers are well supplied and will be pleased to name rock bottom prices to liberal buyers.

Oranges—The crop of California Seedlings is nearing the finish. What still remains is getting very ripe, and, while the quality and flavor are nearly perfect, the keeping quality is not so good and all of the boxes show quite a percentage of decay. There will be but little of the crop left in the groves by May 1, as the low prices made by all exchanges last week will cause liberal orders to be sent in. The Navels are nearly cleaned up, also, the best sizes being practically gone. The extreme large sizes which are left sell slowly and, as the season advances, will grow more spongy and undesirable. The Mediterranean Sweets will be in the market by another week, and, as they are fairly good keepers, will bring better prices than the Seedlings. They will probably last until the first of June and there will then be quite a period in which the Messinas will have a clear field.

Dates—The recent advance has not materially increased the demand. The quality of the stock is considerably "off" this year and, for that reason, speculative buying has not been brisk.

Figs—Sell steadily, as the wants of the trade require, which is equivalent to saying that there is no boom or unusual demand.

Purely Personal.

Dr. W. A. Burdick, the Galesburg druggist, was in town over Sunday, visiting his daughter, who is a teacher in the Fountain street school.

Amos S. Musselman (Musselman Grocer Co.) made a flying trip to New York, Philadelphia and Baltimore last week.

Edwin Fallas has returned from California, where he spent a couple of months in search of health and recreation. Mr. Fallas spent a week at Salt Lake City and nearly as long at Manitou Springs on his way home.

A. W. Newark, Manager of the Wexford Lumber Co., at Cadillac, was in town a couple of days last week. He was accompanied by his wife, who improved the opportunity to purchase new furniture, carpets and curtains for the family residence.

Frank Hamilton, the Traverse City clothier, came to the city Saturday to spend Sunday with his wife, who will remain here until the weather is warm enough for them to take possession of their summer cottage on Hamilton Heights, across the bay from Traverse City.

The Milano *Il Sole* thus refers to the retirement of Dr. Chas. S. Hazeltine from the consulate of Milan, Italy: "We are truly sorry to learn that the estimable Dr. Hazeltine, United States Consul in our city, will leave Milan permanently, and will return to private life. The great intelligence, wide culture, gentle and energetic character and, withal, the friendly regard he entertains for Italy, cause us to receive this decision with sadness. We are joined in this sentiment by all our citizens. The consulate will be left in capable hands in charge of our fellow citizen, Guiseppe Dassi."

A poorly written signature on a check looks much better than an elaborately flourished autograph on an apology for non-payment, or on a note that is classified as n. g.

Grand Rapids Retail Grocers' Ass'n.

President—E. WHITE.  
Secretary—E. A. STOWE.  
Treasurer—J. GEO. LEHMAN.

SUGAR CARD—GRANULATED.  
5 cents per pound.  
5 pounds for 25 cents.  
11 pounds for 50 cents.  
22 pounds for \$1.

Save One-Half Man Per Day

by using Shaw's Name File Book. One order slip given to customer and the other deposited in Shaw's Name File Book, and the dealer's accounts are always ready. Ten hours' work done in five hours. Can you afford to do without this wonderful File Book? Price only \$5. J. C. Shaw, 29 Canal street, Grand Rapids, Mich.

If you cannot make as much money as you would like, make the best possible use of what you have.

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—SMALL DRUG STOCK IN LOCAL option county and only stock in town. A snap for the right party. Reasons for selling, other business. Address Ipeacac, care Michigan Tradesman. 756

FOR SALE OR EXCHANGE—HOTEL PROPERTY. Good location. For particulars address J. C. Tracy, Custer, Mich. 755

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 elected. Address No. 753, care Mich. Tradesman. 753

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. Apply to Pabst & Wixson, Lexington, Mich. 751

FOR SALE—CLEAN GENERAL STOCK, INVOICING 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—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

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 inventories 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. 873

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 & Grenlich, 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

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

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. 7-3, care Michigan Tradesman. 53

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

**Commercial Aspect of the Bicycle.**

Written for THE TRADESMAN.

The shortage in bicycles which retail dealers feared would severely hamper the trade this season has arrived, and good wheels of every kind are scarce in the market. Several manufacturers have called in their traveling men for the season. Cheap wheels are also becoming scarce and prices on low grades are rapidly stiffening. Jobbers having their orders only partly filled from the factories cannot get goods for their customers, and every maker of high-grade wheels in the country is from 100 to 2,500 wheels behind orders. An immense quantity of European tubing is being imported, for which a good price is being paid. The Ameriban mills are running day and night in order to fill manufacturers' orders. They are succeeding fairly well, which enables the cycle factories to also run both day and night in order to fill their own orders from agents and jobbers.

A peculiar feature of the bicycle trade makes itself manifest here. If a man orders a wheel and has to wait for it, he makes life a burden to the agent by enquiring after it every day. Men having good wheels, and with which they are satisfied and are riding daily, immediately become monomaniacs upon the subject of new wheels when they have ordered one, continually telephoning or calling to see if it has arrived. As a usual thing, it takes but three or four days to get a wheel here from the factory, but the present distress makes it nearer four weeks before one arrives.

It is expected that the worst of the rush will be over by the middle of May, though dealers will probably be very busy all summer. The trade this spring presents the unprecedented spectacle of the public seeking the bicycle agent, instead of the agent seeking the public. It is this totally unexpected phase which makes it so hard to fill orders. The old manufacturers last year, almost to a unit, made preparations to double their output for 1895, but the additions made to their capacity were, in every case, entirely inadequate to meet the requirements of the present season. The Grand Rapids dealers say they have already sold more than half as many wheels as they sold during the entire year of 1894; yet the season has but fairly opened. The low prices which prevailed a month ago have been abandoned, as have also, to some extent, the extremely easy terms upon which wheels had hitherto been sold in this city.

Several unforeseen circumstances have combined to produce the present condition of affairs: First, the price of high-grades was cut from \$125 to \$100 by an Eastern firm, for the purpose of freezing out a Western manufacturer who was invading the East with a better wheel, and also for the purpose of deterring the entrance of new men into the field of cycle manufacturing. But the Western maker immediately met the \$100 price, and, with characteristic Western enterprise, made a still better wheel for that money. All other firms immediately dropped into line and \$100 was made the standard price of a bicycle for the year. Then commenced a scramble for trade. At the Chicago and New York cycle shows, in the mad desire to do business whether any money was made or not, wheels were sold at figures hitherto undreamed of. Following this were the

immense orders for tubing which the larger factories placed with the tube mills. This material was used as fast as it was delivered, and, consequently, the smaller makers could get nothing for the construction of their frames, though other parts were plenty. Some of the latter factories actually laid off men in the busiest part of the season through lack of material for them to work upon. In addition to this, one large factory was completely burned up at the beginning of the season, hundreds of wheels and an immense amount of tubing being destroyed, making the available material just so much the less. Again, one of the largest makers delayed the beginning of the season's work unnecessarily, thus making a shortage of several thousand wheels, which was felt heavily when the rush began. The large number of special wheels ordered also contributed its mite to the general confusion, the construction of such wheels being necessarily slow; and last, but not least, the general public has decided that the bicycle is the swiftest, the safest, the easiest, the cheapest, the most serviceable, and, withal, the most enjoyable, mode of locomotion extant, which, taken in conjunction with the very low prices and easy terms prevailing at the commencement of the season, capped the climax of the combination of circumstances mentioned.

Some makers lament the lowering of prices, saying that they could sell more than they could make at the former price; others claim that the lowering of the price is almost entirely responsible for the immense demand. Certain it is that prices will not be again cut for 1896; it is equally true that they will not return to the higher standard of 1894, and it is also almost certain that such immense preparations for the trade of '96 will be made next winter that an over-production will be the result, as next year the present causes of great stimulation will be nearly reversed.

MORRIS J. WHITE.

The latest mint report gives the value of coined gold in France as \$825,000,000 and silver as \$492,200,000. The ratio between the two metals is 1 to 15½. From 1865 until 1874 the coinage of silver was restricted to a certain amount, and since the latter date has been discontinued entirely. The result of this restriction and suspension has been to keep coined silver above market value in that country.

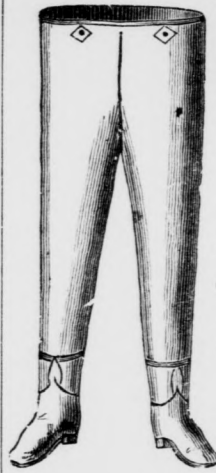
Be wise and buy the Signal Five.

### 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.

Price, 11 x 9, good for 3 years, \$3. Send for sample pages.

C. D. STEVENS,  
WOODBINE, IOWA.

## 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



### If you can get

One of our Bicycles, any pattern, from our customers, or can find

### A New Clipper

In stock anywhere for sale, you won't be sorry that you bought it. If any dealer offers you one at a cut price

### You'd better take it!

We can't make enough of 'em; we've delivered a lot, and they are NOT coming back. They bring better prices in trade than others. Another year we may be able to make all the bicycles our friends want.

Made by the Grand Rapids Cycle Co.

## BICYCLES!



In Strictly HIGH GRADE Wheels we have the Famous

### Monarch

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

### Outings

At \$85. Our SPECIAL

### "Planet Jr."

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

### Featherstones

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

## ADAMS & HART

12 West Bridge St.  
GRAND RAPIDS.

## Handle BICYCLES



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

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

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

Agents wanted in unoccupied territory for the

RAMBLER  
FALCON  
RICHMOND  
and  
FEATHERSTONE  
Wheels

## Perkins & Richmond

99-101 Ottawa Street,  
Grand Rapids.



**Advantages of the Cash System.**

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

There are really but few mercantile houses in this country which do business on the cash system, yet it is one of the commonest things to hear all merchants denouncing the credit system, and in the plainest language speaking in favor of selling for cash. There is not a merchant in this country who is not in favor of the cash system, and who would not, on the morrow, be much better off if such a system were in vogue. Any man can do a cash business if he sells at cash prices, but no man can sell for cash on credit prices. The man who sells for cash has no bad bills; he does not have to wait for his money; he can afford to give bargains which will pay customers to come to him.

The increased expense of doing a credit business, on account of book-keeping and collectors, the amount of inevitable losses every year, on account of bad debts (which will occur, notwithstanding the most careful discrimination) and the loss of interest in having a large amount of capital tied up in book accounts all render necessary a larger margin of profit, which has to be considered as business expenses, and to be paid for by the cash buyers. Besides this, the bad feelings constantly occurring because credit is given to one customer and refused another and the disagreeable necessity of being obliged to dun customers for past due accounts are good reasons for selling for cash. In these times of close competition, cash buyers expect, and are entitled to, the very lowest prices, and should not be required to pay the losses incident to a credit business. Groceries in hand are better for the retail grocer than groceries in possession of customers who will never pay for them. There never was a credit grocer who changed to the cash plan who ever regretted it or went back to credit. The better prices which a cash grocer is enabled to offer the public bring customers to him and he does not have to sit up nights over a lot of credit accounts, trying to make out whether or not such and such customers will pay up in time for him to meet some promissory note maturing in a few days, the money for which he has not in hand. The cash grocer has the money and knows it. No midnight musings for him. There is only one way to run a strictly cash business and the principles of that system are embodied in a short, plain sentence: "No credit to anybody under any circumstances." Just so long as you stick to this you can run a cash store.

The minute you deviate the breadth of a hair you have gone back to credit. There are many pleasant things connected with conducting a store upon this principle. There is no hesitation in making any sale, for you know that the cash is forthcoming when the package is tied up. You have no accounts to collect of and none to keep with customers. At night the cash is in the till for all the goods which have left your shelves. If you are moderate in expenditures, and do not overbuy, you will always be able to pay your bills before maturity. The cash customer has many advantages and when he goes into market he is offered the best goods and the lowest prices. He buys for cash and his trade is not only worth having, but worth seeking, and the merchant who has such a trade uses every means in his power to keep it. The cash customer is independent, asks no favors,

and can buy where he pleases. No man owns his trade. Cash is powerful. Try it and you will see that such is the case. Sell for cash and you will have the money to buy for cash; but if you buy on credit and sell on credit you run a risk which a cash buyer and cash seller does not, need not and will not.

GEORGE SEXLINGER.

Saginaw, W. S., Mich.

**Grand Rapids Retail Grocers' Association.**

The regular meeting of the Grand Rapids Retail Grocers' Association was held at the office of THE MICHIGAN TRADESMAN on Tuesday evening, April 16, President White presiding.

In view of the rapid advance in kerosene, it was decided to request the Committee on Trade Interests to include on the next sugar card a recommendation as to the proper prices at which oil should be retailed.

J. Geo. Lehman introduced the subject of short market baskets, asserting that Grand Rapids probably had the largest assortment of job lot measures of any city in the country, the little box factory here being the only one in the country, so far as his knowledge goes, which manufactures full bushels. The St. Joe basket, which is the favorite package here, is never put up full measure. Such a method of cheating is an imposition on both grocer and consumer and some plan of action should be adopted looking toward the abolition of the nuisance.

H. J. Vinkemulder stated that growers were sharp enough to take nothing but St. Joe baskets when buying new packages.

Julius J. Wagner called attention to one basket where the bottom comes up so close to the top that it holds but three-quarters of a bushel.

Mr. Lehman moved that the Secretary write the other associations in the State, soliciting their assistance in securing the adoption of honest bushel packages. Adopted.

Mr. Vinkemulder stated that Chicago commission merchants were kicking on the new style of package from Fennville, containing one-fifth of a bushel instead of one-half of a bushel, as heretofore.

John H. Goss said he always discriminated against the bogus measures by paying more for vegetables purchased in full measure packages. When a grower brings potatoes, for instance, in short baskets he pays 60 cents a bushel by weight or 55 cents by the basket.

On motion of Mr. Vinkemulder, the special subject for discussion at the next meeting will be "Cash vs. Credit," including the reading of the various articles entered for prizes in the meantime.

There being no further business, the meeting adjourned.

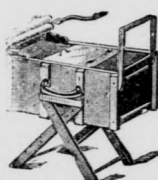
The Signal Five leads, all others follow.

Use Tradesman Coupon Books.

**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.

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

**Brown & Sehler**

JOBBER'S OF

Carriages, Wagons, Harnesses, Harrows, Plows, Cultivators,

AND A FULL LINE OF SMALL IMPLEMENTS AND REPAIRS.

Prompt attention to Mail and Telegraph Orders. Prices right. Write for Catalogues. TELEPHONE 104.

**BROWN & SEHLER**

GRAND RAPIDS, MICH.



**JUST THINK**

of the **ECONOMY!**

25 cents buys enough (one box)

**ANTISEPTIC Wall Paper Cleaner**

To clean and disinfect the walls and ceilings of a room and make it look as though newly papered.

Comes ready for use. Takes no dirt. Cleans Window Shades and Kalsomine. For Druggist, Dry Goods, Hardware and Grocery trade.

THE GREATEST DISINFECTANT—

**ZENOLEUM**

Sheep Dip, Hen Dip, Vermicide. Is not poisonous—but is safe. Ask for prices and details. For sale by all Jobbers.

**THE A. H. ZENNER CO.**

98 Shelby St., Detroit, Mich.

**Blue Monday**

Monday is wash day in three-fourths of the homes in America. Probably that's why it's called "Blue Monday." The drudgery of washing is lightened greatly in many homes by the use of

**OAK-LEAF SOAP.**

Why not in yours? It washes the clothes in every sense of the word—makes them clean and white. Does not injure either the fabric or the hands. Try it when you wash again. You can get it at any store. Send for catalogue of beautiful pictures.

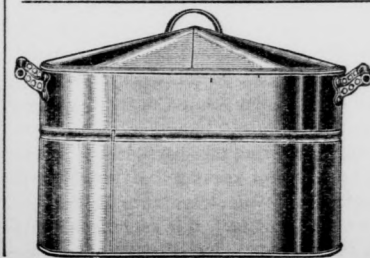
GOWANS & SONS, Buffalo, N. Y.

**Chocolates!**

HAND MADE CREAMS, FRENCH MIXED and STANDARD MIXTURES.

OUR GOODS ARE WINNERS FROM START TO FINISH.

**Putnam Candy Co.**



**Wm. Brummeler & Sons,**

MANUFACTURERS AND JOBBER'S OF

**PIECED & STAMPED TINWARE**

We make a Specialty of Tin and Copper Wash Boilers.

Write for our New Price List.

260 S. IONIA ST., GRAND RAPIDS

# MICHIGAN TRADESMAN

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

Published at  
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— BY THE —

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When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, APRIL 24.

## CUBA AND HER DEBT.

It is impossible for any free people not to sympathize with the oppressed Cubans now desperately battling for independence; but the certainty, if defeated, of being delivered up to the bloody vengeance of the Spaniards will deter most Americans from all active participation in the revolution.

From the slaughter of Colonel Crittenden, of Kentucky, and his Americans, who were taking part in the revolution under Lopez, in 1851, down to that of fifty-three of the American passengers and crew of the American steamer *Virginius*, in 1871, in the revolution under Cisneros, when Captain Fry, commanding the steamer, and General Ryan, of New York, were massacred, the record has always been one of murderous cruelty visited on citizens of the United States.

In joining any enterprise with the object of securing independence and self-government for Cuba, citizens of the United States have the certainty of being abandoned by their country and Government, and, if they are not victorious, must expect certain death if they should fall into the hands of the Spaniards.

It is not strange, under these circumstances, that Americans are extremely cautious either of joining the Cuban cause or of assisting to land arms or men there. The lack of arms and war stores has always been the greatest difficulty in the way of Cuban independence, and in all probability will continue to operate against the revolutionists.

But it would seem that now the Cubans are driven to desperation by the enormous debt with which they are saddled. According to an editorial article published in the Havana newspaper, *El Diario de la Marina*, of Feb. 15, 1895, and incorporated in a report made to the State Department at Washington, by the Consul general at Havana, Ramon O. Williams, the debt now loaded upon the Island is quite \$200,000,000.

The Cubans are literally taxed to the point of wholesale confiscation of property. They are required to raise a yearly tribute of between \$25,000,000 and \$30,000,000 of revenue, one-half of which goes to Spain outright, while, in addition to the expenses of their Govern-

ment, they are forced to pay for the maintenance of a Spanish army to oppress them.

The article referred to shows that, with the enormous and terrible taxes imposed upon the people, the revenue is always less than the demand made upon it, and in the past nine years—that is, from 1884-85 to 1893-94—the deficiency amounts to \$42,700,000, while the debt for which the people have to provide, and upon which they pay interest, is not less than \$200,000,000.

Cuba has, perhaps, 1,500,000 population, and, with a debt of \$200,000,000, each head of the population is burdened with a government debt of \$133, in addition to taxes and private debts. How the people are to endure such burdens, burdens which are constantly increasing, is one of the tremendous problems which confronts them. If Spain should succeed in bringing the Island again under subjection, the financial situation must continue to grow more serious, until its ultimate fate may be determined by its passing into the hands of its creditors.

## ENGLAND AND NICARAGUA.

The time is now near at hand when the limit allowed Nicaragua by Great Britain for the payment of the indemnity demanded, because of the forcible expulsion of Consular Agent Hatch from the Mosquito reservation, will be reached. So far Nicaragua has shown no evidence of an intention to comply with the British ultimatum, hence the question naturally arises, What would happen should Nicaragua neglect or refuse to pay the indemnity by the time specified?

The amount demanded for the expulsion of Consul Hatch in itself is not large; but, should an equal sum be demanded for all those expelled, Nicaragua would be seriously embarrassed to meet the claims. As to whether or not Great Britain will force payment there need be little doubt. Already the flag-ship of the Pacific station, the *Royal Arthur*, and a cruiser are at Panama, and will proceed to Corinto, Nicaragua, in a few days. It is possible that a seizure of the customhouse may be contemplated, the idea being to collect the taxes until the claim is met.

If the United States proposes to interfere in any way, preparations should be made at once. If a protest is to be filed to any high-handed act, American warships should be on the scene to see that the protest is respected. The *Monterey*, on the Pacific coast, has been started south, with instructions to stop at Corinto. The *Olympia*, of the Pacific squadron, has also been ordered to the scene.

On the Gulf side of Nicaragua there are no American vessels at present; but Admiral Meade's squadron is near at hand, and one or more ships could be readily detached and dispatched to Bluefields or Greytown at short notice. Great Britain has disclaimed any intention of appropriating territory in Nicaragua; but there is no question that the attempt to forcibly collect the revenues at one or more ports would come under the scope of the Monroe doctrine as held and defined in this country.

In considering these subjects it seems to be taken for granted that the Monroe doctrine has an acceptance in Europe. As a matter of fact, it is established only on the persistent assertion of the coun-

tries claiming its benefits. Commenting on this the *St. James Gazette* says: "The Monroe doctrine has been a doctrine for sixty-two years and has not been acted upon yet. When Great Britain has serious differences to settle with South American republics, it will not be prevented from doing so by anything but settled international law."

## AN INTERESTING FIGHT.

The sensations in the affairs of the Whisky Trust reached a climax at the stockholders' meeting held Wednesday. It was expected that the result of the examination of the books of the Trust, showing misappropriations of vast sums and general crookedness in the management of its affairs, would be sufficient to prevent any active demonstrations on the part of ex-President Greenhut, and that he would be ready to quietly surrender his position as director. On the contrary, he not only refused to resign, but stoutly asserted that the books were correct, and not only accused the re-organization committee of falsification and slander, but instituted eleven suits for \$50,000 each for libel against the members of the committee and the receiver, John McMulta, and the three experts who examined the books.

In the ex-President's report, Mr. Greenhut accuses the receivership of gross mismanagement, which is proving disastrous to the company. He makes the assertion that the receiver maintained prices and held the goods of the company, while its competitors unloaded at a profit, so that now the company must sell at the lower prices, while the competitors will probably store their product. He accuses the re-organization committee of trumping up the charges of mismanagement for the sake of carrying out their scheme of ousting the old management.

Mr. Greenhut's report was received by a motion requesting him to resign as director, which was carried by all the votes of the thirty directors present except the ex-President and his son. On his refusal to comply with the request, a resolution was promptly passed removing him, peremptorily, as director and reiterating the charges against him. This action he declares illegal and asserts his intention to fight the directors to the last minute.

The defendants in the libel suits profess to be much amused and consider the action childish. The Greenhuts appear to depend on the \$1,000,000 of bonds issued to redeem rebate vouchers, but when these were authorized provision was made for the issue of \$8,000,000 in all; and, although they claim to control the \$1,000,000 issued, the new management proposes to issue enough of the others to keep the control.

## THE ADVANCE IN PRICES.

During the past week there has been a general and sharp advance in the value of the leading products of the country. Cotton gained \$6 per bale from the lowest point reached. Wheat advanced several cents per bushel during the past few days. Petroleum went up with lightning rapidity, creating a profound sensation throughout the oil district. The value of pork and beef advanced materially, and there has also been a general improvement in all textile fabrics, as well as in iron.

It may be alleged that speculation has been in a great measure responsible for

this state of things, but even speculation is a sign of revived confidence and returning prosperity, as the absence of speculation is always the concomitant of poor trade and distrust. The advance is, however, based upon something much more substantial than speculation. Whether cotton, wheat, oil or meats are considered, there has been an enormous expansion of consumption, and it is this, more than speculation or any other influence, that has produced the improvement.

The advance in staple products is but the culmination of the gradual improvement which has been taking place for some time back in general trade. In all jobbing lines involving the distribution of supplies, such as dry goods, hardware, foodstuffs, and manufactures generally, there has been a gradual expansion of demand. This improvement in jobbing trade is indicative of returning prosperity among the masses, and active speculation and the sharp advance in staples have followed as a natural consequence.

As liquidation following the depression of the past two years has been thorough, there is every prospect that the improvement now becoming general will be permanent and substantial. The next meeting of Congress is still more than six months off, so that business will have an opportunity of thoroughly recovering its vitality before it is again harassed by the doubts and uncertainties of threatened legislation.

## THE CUBAN INSURRECTION.

When it is remembered that all the news, except rumors through irregular channels, from the Cuban insurrection is subject to Spanish censorship, the probability becomes apparent that the actual condition of affairs is not entirely what the dispatches indicate. When the Spanish General, Campos, landed on the Island and was hailed as the peacemaker, it is probable that he had little idea of the magnitude of the task he had undertaken. The first military movements were announced as likely to be decisive, and at the first skirmish, when a few of the insurgents were killed or captured, a great victory was announced and the claim made that among those captured were many of the most prominent leaders. Later information shows this report to be exaggerated, if not actually unfounded. Passengers on steamers from Cuban ports bring information indicating that all is not so serene as the Spanish dispatches would imply. They report a recent battle in which a force of 750 Cubans repulsed, by means of an ambush, 4,500 Spaniards and attempted the capture of the town of Guantanamo; and the Spanish authorities ask that the force of 6,000 now in that city be increased to 10,000 for its defense against the Cubans. It is reported that the insurgents have entire control of Santiago, except the largest cities. Of course, it is impossible to form any idea of the real situation and it is probable that little will be known of it for a considerable time to come. It is evident, however, that the rebellion is of considerable magnitude and that those engaged in it are desperately in earnest.

## Annual Meeting of T. P. A.

GRAND RAPIDS, April 20.—The annual meeting of Michigan Division, T. P. A., will be held at the office of the Tradesman Company, New Blodgett building, at 12 o'clock noon, May 5. A full attendance is desired. J. B. McINNES, Sec'y.

**EXTERMINATING GAME ANIMALS.**

The recklessness with which wild game animals have been slaughtered in America, having been pushed to the extremes of extermination, astonishes all foreigners who learn the fact.

The buffalo, one of the most magnificent animals of the bos or ox species, once covered the vast plains of this country to the number of millions, but within a very recent period has been so entirely killed off that the few which survive are only found in menageries and private collections. In this way game animals which would have afforded important supplies of food have been exterminated, and, doubtless, all the others will be. The time will not be long before the American elk or wapiti, which once abounded throughout the entire country, will cease to exist in this land, and be found only in Europe, where it has been propagated in parks and preserves. This magnificent animal, which often attains the weight of 800 to 900 pounds, is already well known among the game animals in foreign parks and as venison on the tables of the Europeans.

The prospect is that the day is not far distant when venison will no longer be known in the United States, and, in this connection, the following statement by Charles de Kay, United States Consul at Berlin, is striking. He declares that the abundance and excellence of venison cannot fail to strike the attention of those who live in German cities. It is a common dish practically all the year round; its price is so moderate that only the poorest classes fail to taste it now and then. The reason for this is the high cultivation of forestry and the care with which deer are bred, fed and protected from poachers. Considering the excellence of venison as food, and the small cost of rearing herds of deer under proper protection, it is in America especially that steps to form practical deer parks might be easy and of profit.

Nothing would be easier than the preserving of such fine game animals; but so few people take any interest in the matter while there are any wild animals to destroy, that the likelihood is that venison will have to be imported from Europe for the tables of the wealthy, and the poorer classes will have no notion of what it is. But this is the necessary result of the reckless slaughter of game in this country.

**THE DAIRY IN IRELAND.**

The adoption of modern methods in Irish dairy farming has greatly changed the condition of the agriculturists of the Emerald Isle, and, in connection with the land purchase clause of the Gladstone home rule bill, is doing no small part in the settlement of the "Irish question." Before this recent movement the dairy products of Ireland, while yielding a large proportion of the meager cash income, cut no great figure in the English market in competition with those from Holland and Denmark.

The introduction of modern dairy methods has changed, or is changing, this condition of affairs. Great numbers of factory dairies have been established with the most approved appliances, and, although it took the conservative peasant a long time to accept them kindly, his prejudice seems to have been finally overcome. The result is that the output of butter is vastly increased and that it goes into the Eng-

lish market of a uniform, excellent quality.

It is said by experts that the pasture lands of Central and Southern Ireland are equal to any in the world. The soil is of uniform fertility, and summer rains can be relied upon to keep a constant supply of the most wholesome butter-making grasses.

The agricultural depression attending the more serious phases of the Irish problem and the unsettled conditions resulting from the agitation against landlordism have brought the lands into market, either for lease or sale, at comparatively low prices. Great numbers of the more enterprising and thrifty have taken advantage of the provisions of the act enabling them to acquire holdings by purchase, and the steady income from the creameries enables them to meet the payments, while supporting their families in comparative luxury and giving their children the advantages of schools. While thus occupied they have no time or inclination to affiliate with the agitators, as they were doing during the more unsettled conditions a few years ago. Thus, in an indirect way, improved methods of dairying are doing much toward the settlement of this vexed question.

The proposition to pension public school teachers has been made in New York. It rests on the ground that they are public servants, but it seems to imply something more than this, for, if there is any good reason for the step, it must be that they are public servants who are inadequately paid. Possibly this is the case in some instances. Teachers are like clergymen in this respect. If they are fortunate enough to have employment in cities they obtain good salaries, but in poorer places their compensation is small. There ought to be good salaries for them in the cities, and in our own city we have heard no complaint of inadequate compensation. Here is the place to bring reform, if any is needed, rather than in the providing of pensions. The school teacher's life is one of the more desirable in the professions for some reasons that should not be forgotten. It employs less hours in the day than almost any others, and in the matter of vacation it gives two long months in the summer, which journalists at least may well envy. It seldom breaks a man down mentally, and it does not altogether preclude the opportunity to make money outside of the salaries received.

The last report of the Treasury Department shows that immigration for the nine months ending March, 1895, was 153,177, against 218,724 for the like period ending March, 1894. This would indicate an improved condition in competition, were it not for the vast increase of imports over exports, which shows that we are suffering from the same competition in other countries.

Pennsylvania capitalists have purchased the Cole furnaces, at Sheffield, Ala., and extensive coal and coke works at Jasper, Tenn., with 70,000 acres of mineral lands in various southern localities, and will put the works into immediate operation.

Andrew Carnegie has donated \$100,000 to build a monument at the entrance to the park of 460 acres presented to the city of Pittsburg by Mrs. Mary E. Schenley in honor of that lady.

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# Champion Cash Register Company

GRAND RAPIDS, MICH.

## THE TRADIN' BOAT.

Uncle Marcellus Brandon sat in his big armchair on one side of the lofty doorway that led into the hall from the veranda, and Tante swung herself softly to and fro in her low rocker on the other.

Uncle Marcellus was a Virginia Brandon. In the dashing and gallant days of his early manhood he had adventured—with a gigantic black body servant at his elbow and the proceeds of an unusually fine tobacco crop in his pocket—down to New Orleans, for the avowed purpose of dancing at one of the then famous cordon bleu balls. He had it in mind to scatter broadcast seeds of a certain unfenced crop which fashion at that time permitted the youth of his class to sow openly and aboveboard.

Passing down Rue Bourbon on his way to his first revel, however, he encountered the dark and lustrous eyes of Mlle. Elise Joubert. Her pretty head was enveloped in fleecy laces, her white gown was garlanded with roses, her softly rounded cheeks had the velvety whiteness of a magnolia leaf. She was tripping demurely along behind her short fat mamma and her shorter lean papa, near the entrance to the old Theatre d'Orleans.

The cordon bleu, with its dreams of voluptuous octoroon sirens, instantly vanished from his mental vision. He abandoned, like one under a spell, his mocking companions and elbowed a passage, with a fierceness quite unnecessary, through the good-natured, chattering crowd lounging about the controle.

The curtain was already up when he entered the fine old salle, and a soft hiss pursued him, as he marched with an unconsciously eager and determined step along down the narrow aisles. But he heeded this no more than he heeded the faint ripple of amusement that stirred across the high-bred assembly when he stood stock still before the loge grillee where she sat, and stared at her with all his heart in his eyes.

The wooing was hasty and impetuous, though the wooer knew not one word of French, and la belle Louisianaise had at her command but the merest scrap of English—and that fragment but convent English, withal.

When duly informed of his demand for her hand by her mother, to whom, much to his disgust, Marcellus Brandon found himself obliged first to submit it, Mademoiselle Elise consented meekly, and with down-dropped eyelids, to be transported to Wheatfield, the Brandon estate, Albemarle county, Virginia; and then, with eyes uprolled, vowed sweetly that she would at the instant make to herself cette belle langue Anglaise.

But that was when she was Mademoiselle Joubert. When she became Madame Marcellus Brandon, she placidly but firmly refused to do either, and Uncle Marcellus was fain to transfer himself and his 100 odd "hands" from Wheatfield, Albemarle county, Virginia, to St. Denys, Rapides parish, Louisiana, which ample plantation was a part of his wife's dot, and to begin his lifelong struggle with French verbs.

His forehead, knotted by years of this combat, gradually smoothed as Marcellus and Joseph-Marie, his twin sons, grew to manhood. French came to them with their mother's milk, as Pere Joubert proudly observed, but, by the time they were fairly in trousers, they had learned to twist their soft tongues to English

whenever they addressed their father. In the meantime, Uncle Marcellus used often to be seen hanging over the garden gate, his face aglow with pleasure as he listened to the familiar Jeems River vernacular of Unk' Billy, an old Brandon retainer. And then there was Bedford, his own solemn old body servant.

But all that was in the halcyon days "befo' de wah." Unk' Billy and Bedford had been gathered to the dust these many years; the twins were long ago gone out into the world, and Uncle Marcellus, who was growing old, and had been "Uncle" Marcellus to half the parish for two generations at least, had resigned himself to an unbroken tete-a-tete with Madame Marcellus, who had become "Tante" alike to relatives and friends.

Therefore, it was worth something to see the smile on his round face, nowadays, when Cecile Joubert, Tante's orphaned niece, who had come to live at St. Denys, entered the breakfast-room with a kiss and "Bon jour" for Tante, and—oh, the dear old English with the quaint little flavor of accent upon it—"Good morning" and a kiss for Uncle Marcellus.

It was Cecile who came along the hall now and stood in the doorway between them. She had, it appeared, brought a shawl for Tante, for the evening was drawing on, and she had fetched Uncle Marcellus his pipe. When she had wrapped the shawl about the one and had lighted a taper for the other, she came down the steps and paced back and forth along the shelled walks of her rose-garden, humming a gay little chansonette, and glancing now and again toward the gate and up the lane that led to La Ferme aux Ifs, whose distant chimneys showed slender and dark against the face of a great yellow moon slowly rising into view.

Uncle Marcellus remarked to Tante in his painfully acquired and laborious French that Cecile seemed to grow prettier every day. Tante nodded a pleased assent.

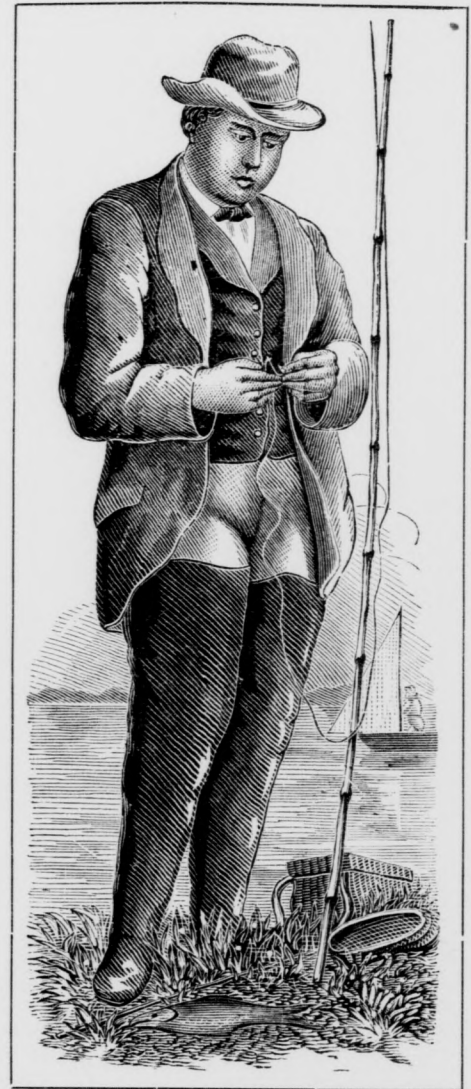
Now, truly, Uncle Marcellus had never in all his life loved any woman but Tante. Her eyes, which remained the same large, soft and shining wells of light that had lured him into the Theatre d'Orleans fifty years ago—her form, alack, had long since broadened to shapelessness—had been the only eyes in the whole world for him. Yet, somehow, as he sat looking at Cecile, with her tender blue eyes and her rose-tinted cheeks and her fair wavy hair, his heart stirred strangely within him, and he was minded of the slim little fourth or fifth cousin who came down to the gate to bid him good-by the day he went away on that first roystering journey to New Orleans, and who, when he looked back, was gazing so wistfully after him. She had the same name, too, though at Wheatfield they called her Cis'ly and sometimes Cis. But she had been dead these forty years and more—dear, dear!

The old man coughed and Tante got up and went over and stood beside him, patting him on the back with affectionate solicitude. Just then the clatter of horses' hoofs sounded in the lane and presently the gate opened and shut.

"'Tis but Octave," said Tante, reseatting herself, and she smiled significantly. She spoke, as always, in her own soft-syllabled native tongue. "It is thy wish," she went on, after a short pause, "that the children shall settle this mar-

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J. H. Fildew, St. Johns, Mich.	C. V. Cable, New Philadelphia, Ohio.

riage for themselves, and it is, perhaps, best for them. Thou and I were not permitted this curious American custom. But then, we had no need of it, eh, Marczay-lous!" No combination of letters could hope to convey an idea of the music of Tante's rare utterance of her husband's name.

Uncle Marcellus smiled back at her through the gathering dusk—he had already forgotten the slim little cousin, Cicely Brandon.

Meantime, Tante's favorite scheme was not prospering out in the rose-garden, although aided and abetted by Uncle Marcellus's odd American notions of liberty. "The children" had taken a turn or two about the violet-bordered walks and had now come to a seat under the old magnolia tree, whose great white bells were filling all the dewy air with their rich and pungent perfume. "Cecile," he had said, laying his hand upon hers where it rested on the back of the rustic bench, "I have come—again—for my answer."

"I am sorry, Octave," Cecile had replied gently, "but it is always the same."

"And always for the same reason?" Octave had demanded, in a slightly bantering tone.

"Yes," she exclaimed, with some heat, at the very moment when kindly, shrewd old Tante was congratulating herself that La Ferme aux Ifs (for was not Octave Gaston the sole and only heir of the good bachelor uncle, Joseph-Marie Gaston?) and Bord du Bois, Cecile's almost princely inheritance, were at last about to be reunited. "Yes, always the same reason! I will not marry any man who does nothing with himself all the day long, and every day, but lounge about rose-gardens—"

"Garden—the St. Denys rose-garden," corrected Octave. "Be at least just, Cecile."

"And sing—though you sing well, Octave, I admit that—"

"I only warble accompaniments to Mademoiselle Cecile Joubert's chansons," murmured Octave, humbly.

"And fish and smoke cigarettes, and ride about the country with a pack of hounds at his horse's heels! The old times have passed, Octave," she went on earnestly, and a trifle dramatically; "a man has no right to be idle like that—no right! He should be standing shoulder to shoulder with the world's workers. He should—"

"But, Cecile," remonstrated Octave, lightly, and apparently unimpressed by this very magnificent flow of words, with which, it is true, he was already tolerably familiar, "the good uncle, Joseph-Marie—"

"Oh, the good uncle!" she interrupted scornfully. "I'd rather be—Michel Bares on the Tradin' Boat, if I were a man, than to be dependent on an uncle, or a father—or a wife!"

A flush rose to the young man's dark cheek and he sprang hastily to his feet.

"Oh, Octave!" she cried in dismay. She had, for the moment, forgotten the personal nature of the discussion, and, as for her own vast fortune, she had a habit of not remembering that at all. "Please forgive me, I did not intend to be so—so rude. But, at the American school where I have been, you know, they have such different ideas from—"

"Oh, yes, I know." And he growled a savage imprecation, under his breath,

addressed to American schools in general, and to this pension in particular where Cecile had imbibed her democratic, not to say, communistic, notions.

"Never mind, Cecile," he added, with a sudden return of his ordinary light and airy tone. "I have my answer, true; but we are still friends?"

"Why, of course," she assented, surprised, and, it must be admitted, secretly wounded by his ready acquiescence in her decision. Hitherto, he had pleaded his suit with such passionate warmth, and, after each final and emphatic "No," had gone off declaring gayly that he would return again—and again—and again, until he should at last have conquered. Ah, well, he had come—and gone—a good many times already, and, if he had at last learned wisdom, so much the better for him, she thought, as she sat on the steps in the moonlight and listened to his light chat, now in one tongue, now in the other, with Uncle Marcellus and Tante. Tante, rocking softly too and fro in her low chair, was as yet, happily unaware that Ferme aux Ifs and Bord du Bois, divided more than half a century ago by the perverseness of a foolish young woman, were likely, by the perverseness of another, to remain asunder.

The next morning, M. Paul Joubert's huge old family carriage came lumbering up the lane and stopped with a great flourish at the front steps. Out bundled Cousins Laure and Jeanne, bag, baggage and bonne. "For a whole week, Cecile!" they cried, in the midst of the joyous clatter that welcomed them. "And, oh, do hurry up with the rose leaves for Tante's spice jars, and go get dressed. The Tradin' Boat is at the landing."

An hour or so later, the three girls, followed by Valentine, Cecile's high-turbaned mahogany-colored bonne, came fluttering into Tante's morning-room. Their cool-looking white gowns were belted with dainty ribbons about their slim young waists and wide straw hats shaded their fresh young faces.

What did Tante want from the Tradin' Boat, and what could they bring Uncle Marcellus? they demanded, with many airy gestures and pretty birdlike caresses.

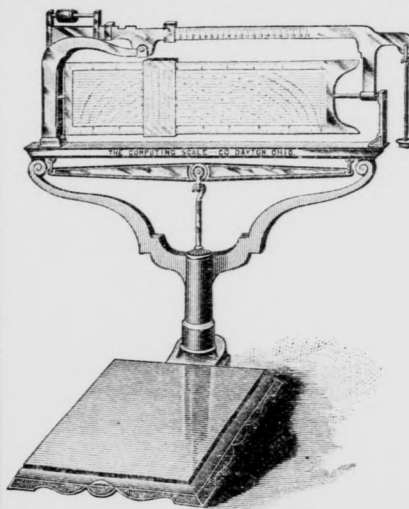
Uncle Marcellus would like some perique tobacco. Tante's list was not a long one; it included some spices and pepper, cotton thread, a paper of tacks, some jeans for Angelique's twin pickaninies, a garden hoe and a watering pot.

It was a good mile and more down to the river, but a soft breeze came in from the moss-hung swamp at the back of the plantation, and the way lay along the wide pleasant lane that ran between St. Denys and Ferme aux Ifs. The Cherokee rose-hedges on either side were all white with long slim buds and big-petaled blossoms, and the dewy grass fringing the road was odorless with the tiny purple and yellow balls of the sensitive plant.

"Already we're here!" exclaimed Jeanne, when they came to the first low vine-hung cabin of the straggling little village under the high levee. Here they encountered an acquaintance. He took off his slouch hat at sight of them and stopped, grinning foolishly.

Michel Bares, a slight, dark and rather good-looking young fellow muttered something in the soft Cajan patois about

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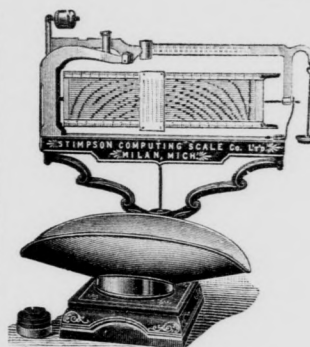
## Dayton Computing Scales

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

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works?

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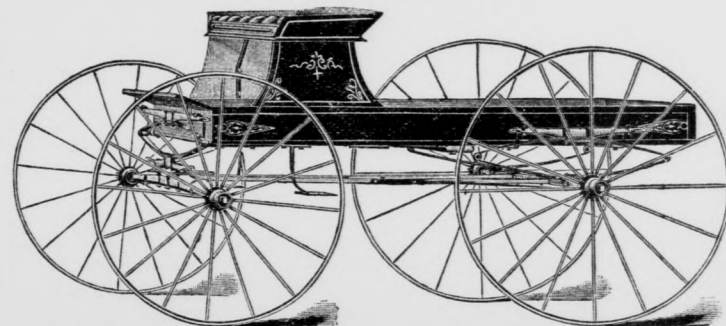
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having had a frisson, and his nannan was going to make him a tisane of geranium leaves.

"I do not believe a word you say, Michel," interrupted Cecile; "that is just what you said the last time when you stopped off and got drunk and beat your wife so awfully, and Captain Tarver had to come himself and fetch you back to the boat."

Michel explained that Captain Tarver had a new clerk on board, "h'an, for mysef," said he, "h'l'm tiahd h'an wan to res' a while."

"You are not telling me the truth, Michel," said his monitress, inexorably; "and, mind, I shall certainly tell Father Kenyon if you behave as you did the last time."

Michel took his scolding in very good part and looked after them with a cunning smile as they walked on toward the landing.

The river was low and they had to pick their way carefully down the steep side of the levee. A noisy crowd, mostly of negroes, stood aside to let them pass, returning their greetings with loud but respectful salutations.

A wide gang plank led from the slippery bluff to the Tradin' Boat. The Tradin' Boat was a small sidewheel steamboat with a single deck, at the front end of which was a cabin with a low flat roof, surmounted by a tiny pilot house. Such was the floating store. The snug space behind the cabin was occupied by a rusty engine and a couple of dilapidated pumps. The rear deck contained a smoke-stained tent, behind whose scanty flaps a bed, a cook stove and a deal table, piled with dishes, were more or less visible.

Above the wide doorway which gave entrance into the store, a freshly-painted sign bore on its expansive surface, in large letters, the legend:

JACKSON TARVER.

DEALER IN DRY GOODS, HARDWARE AND GENERAL MERCHANDISE.

Within, a counter ran along one side. The wall behind it was lined with shelves containing Captain Tarver's stock in trade—a miscellaneous assortment of calicoes, cheap woolens, candles, candies, spices, medicines, stationery, etc. On the other side were ranged boxes and barrels, jars, buckets, washboards, a plow or two, a secondhand sewing machine and various other nondescript articles. Overhead, from the squatty ceiling, depended hams and pieces of bacon, bunches of trace chains, whips, cowbells and ox yokes, while here and there hung a ready-made dress and a ruffled gingham sunbonnet.

The dingy little place was thronged with buyers, all waiting their turn to be served, for Captain Tarver's new clerk was busily engaged, attending to the wants of old Betty-Rose, one of the St. Denys negroes.

When Cecile and her cousins entered, he was reaching up to one of the highest shelves for a piece of flamboyant red calico, so they could not see his face. When he turned, however, a torrent of surprised exclamations burst from Jeanne and Laure. Michel Bares's successor was no other than Octave Gaston! He was in his shirt sleeves, and his dark curls were tossed in unwonted confusion about his white forehead; but he looked undeniably dignified and handsome in his new role. He composedly shook hands across the counter with them all.

"Yes," he said, with easy grace, in answer to Laure's amazed questioning, "I have taken Michel Bares's place. How many yards did you say, Aunt Betty-Rose?"

"Lawd-a-muhsy, neb' min' me, Marse Octave!" said Aunt Betty-Rose, hurriedly backing away from the counter. "Jes' wait on Miss Cecile. Well, den, if yer don' wan' nuttin', Miss Cecile, honey, do' I is pow'ful 'shame' ter hav' Marse Octave waitin' on er ole nigger lak ez ef he wuz po' white trash, den I takes eight yahds er dat tu'ky-red, Marse Octave."

"Michel Bares's place," continued Octave, placidly, measuring off the gaudy stuff with deft and graceful fingers; "true, it is not a very lucrative position—what else, Aunt Betty-Rose? Oh, apples—" (Here he dived under the counter and reappeared with a scoopful of dried apples, which he placed upon the fly-specked scales). "You see, Laure, I have grown tired of being idle. I have made up my mind to stand alone," (this with a furtive glance at Cecile's compressed lips and angry eyes, and stumbling a bit in his speech). "I mean I am going to try and make my own living."

"But, Octave," began Laure.

"I took the first thing that offered," he went on, gravely; "really a fortunate thing for me—Michel's frisson. Bacon, Aunt Betty-Rose? How much?"

He came around the counter and dexterously unhooked a piece of bacon from the ceiling. "Five pounds, eh? That was better than being idle." He was weighing the greasy stuff, now, and wrapping it in a piece of brown paper.

Cecile, up to this moment, had not spoken. She had been standing apart, now pale with scorn, now red with some feeling she dared not define, her blazing eyes following Octave's movements. Suddenly, her face softened and a half pleading, half imperious light came into her eyes. She took a step forward and her lips opened as if to speak. Just then, a little door in the rear of the cabin opened and a girl came in. She was about Cecile's own age. She had a pretty round face, dusted with brown freckles and lighted by a pair of wide-open gray eyes. A mass of yellow curls nestled against her neck and crowned her forehead. The sleeves of her blue cotton gown were rolled up to the elbow, displaying a pair of white well-rounded arms. She came forward, smiling and smoothing her check apron with plump floury hands.

"Mr. Gaston," she said in a soft drawling voice, "Captain Tarver, he says fer yer to come in ter the tent ter dinner, I'll 'ten' the sto' tell you're done eatin'."

"Dinner?" said Octave, staring at her a moment in bewilderment, while a vision rose before him of the round table at Ferme aux Ifs, with its array of crystal and silver; Uncle Joseph-Marie at one end, sipping his claret and denouncing the newfangled boiling-kettles; himself at the other, and the open windows, with the sunset streaming in, and away over the tops of the trees the steep roofs of St. Denys, where Cecile—

"Dinner! Oh, certainly," he cried, coming suddenly to himself and smiling down into the pretty face lifted to his, "as soon as I shall have served these ladies—"

But the ladies were gone. Cecile was flying across the gangway and up the steep levee, with an angry spot on either

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# VALLEY CITY MILLING CO.

MANUFACTURERS,

GRAND RAPIDS, MICH.

cheek and a dangerous fire in her pretty blue eyes.

Michel Bares, standing in the narrow pathway at the top of the levee, beat a hasty retreat at sight of her, dodging into his little cabin, where he betook himself to bed and shook with a real frisson until she was well along the rose-bordered lane.

But Cecile had not even seen him. She sped on, blind and speechless, followed by her protesting, wondering cousins and the grumbling old bonne.

"What in the world does it mean, Cecile?" cried Laure, at last catching up with her and laying a hand on her arm. "And isn't it too funny?"

"I don't know what it means," replied Cecile, hotly, "and I think it is perfectly disgusting."

It was hard enough to bear the persistent questions and the amazed comments of Tante and Uncle Marcellus and the knowing silence of Laure and Jeanne. But, in the evening, when Joseph Marie Gaston, the small, dark, shrivelled, cholericold Frenchman, the lifelong friend and neighbor, came over to scold and gesticulate and groan, and to launch scarcely-veiled reproaches at herself, poor Cecile was angry indeed and very wretched.

"The Tradin' Boat has gone on to the next landing, six or seven miles down the river, and Octave has gone with it, sir! I commanded, I even begged him, to come home, but he swore he would not! And who is going to keep my accounts and look after the place for me?" wailed the good uncle. "There never was such a head as Octave's for business. These three years he has managed everything. And, now that these newfangled boilers—"

But nothing of this last plaint reached Cecile's ears. She had tempestuously rushed up to her own room at the mention of the departure of the Tradin' Boat. She did not care—of course, she did not care—where he went or what he did! she said to herself, fiercely. Why, indeed, should she be held responsible for the foolish escapades of Octave Gaston? Perhaps, after all—here a little chilly sensation crept over her, as a vision of a pretty plump girl in a blue calico gown arose unbidden to her mind and she remembered, with a start, the smile in Octave's eyes when he looked down into that fair freckled face! At this point, like many another heroine before her, she sat down on the edge of her bed and cried, and then stood up, wrathfully brushing the tears from her eyes.

She tossed feverishly from side to side in her little white bed for a long time and thought she would never get to sleep. But sleep is very friendly to all young creatures, and long before midnight the soft fringed lids had closed over the red-dened eyes, and she was dreaming that Octave was wrapping a bit of bacon in that long-coveted white China-rape shawl in Tante's big armchair, when—

Did anything happen? She found herself standing in the middle of the room, shaking from head to foot. The white moonlight streamed in through the window across her little bare feet, and the wind fluttered the folds of her snowy nightdress. What was it? Her heart was beating violently and she could hardly restrain an outcry. But the house was perfectly still and in the honeysuckle vines outside the window a mocking bird was trilling softly.

After a time, she crept back to bed, with her rosary on her wrist, and lay there, still trembling, and counting her beads. A long time after—she never could tell how long—there was a sudden tumult out in the lane, a rush up the avenue, a banging of doors, hurried steps about the halls, voices in excited interrogations and exclamations. She sprang up again, as Laure burst into the room, followed by Jeanne, who shrieked, "Cecile, Cecile, the Tradin' Boat has blown up and Octave is killed!"

"Oh, Jeanne, how thoughtless of you!" cried Laure, reproachfully, as they bent together to lift a little white senseless heap from the floor; for Cecile had fainted. But it was only for a moment and she presently begged them to leave her; she would rather be alone, she said.

She listened quietly when another messenger came in to tell how Octave had been seen perfectly safe, or, at all events, alive, after the explosion, and how he had afterward lost his life endeavoring to rescue a young woman who was employed on the boat. From her window she saw Uncle Marcellus, in the soft mellow moonlight, swing himself into the saddle, with many puffs and groans, for it had been twenty years since he had mounted a horse, and ride away. A little later, she felt, rather than heard, Mr. Joseph-Marie gallop down the lane from Ferme aux Iles. And then the hours wore slowly and silently away, the yellow moonlight faded, the gray dawn came creeping on. Will she ever forget, I wonder, how she felt as she stood before her mirror in the wan, uncertain morning, fastening one of Laure's black dresses about her throat, for she hated the sight of black, poor child, and had none in her own wardrobe, and smoothing straight the rebellious little curls that wanted to frolic as usual on her forehead? It was a white drawn face which looked back at her out of the mirror, a face from which all the beauty and brightness had suddenly fled.

And then she went slowly down the wide stairway, and across the veranda, and down to the rose-garden gate, where all the household was anxiously awaiting Uncle Marcellus's return. They took her silently among them as she approached. Even Tante, who yearned so over her, found no words to offer to her strange, dry-eyed sorrow.

All at once, there was a noise and a dust and a scurry in the lane, and there was Uncle Marcellus dismounting from his horse with wonderful spryness and turning his cheerful red face toward them and shouting:

"It's all a d—n lie! He's no more dead than I am! The boat was blown up, my love," he added in French to Tante, who could not help showing, however, that she perfectly understood his initial remark: "the boat was blown up, but Octave was not hurt by the explosion, or by his dive in the river after the girl."

There was no time for further explanation, for here was Octave himself galloping up to the gate and flinging himself from his horse. He wore Michel Bares's Sunday suit of blue flannel and his wide Cajan hat and looked remarkably bright and handsome as he came smiling toward the excited group. And then—then—a little limp black-clad figure lay helpless and sobbing in his arms!

Tante's fine tact was proverbial, but on this occasion no tact was needed to sweep all the spectators, black and

Buy our New  
Sell our New  
Drink our New

# Sancaibo

Retails at 30c.

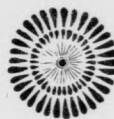
Packed in 50 lb. tin cans and 50 lb. double sacks

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

## I. M. Clark & Grocery Co.

# Worden Grocer Co.

GRAND RAPIDS, MICH.



IMPORTERS AND  
JOBBERERS OF

# GROCERIES

white, into the house or behind it. Even the wide-eyed copper-colored pickaninny twins, Joseph-Marie and Marcellus, so named in honor of the twin sons of the house, scuttled siently after their mother and disappeared without even so much as a backward glance, so that, by the time Octave had half-led, half-carried Cecile to the bench under the magnolia and thrown himself on his knees before her, holding her hands in his, the rose-garden, over which the first long level rays of the morning sun were beginning to stretch, was as still and deserted as a lover's tryst.

"For me! This for me! Oh, my dear! my dear!" he cried, with a sob in his voice, lifting a fold of her black dress and kissing it reverently.

"Oh, I thought—" she began and stopped, choked with tears.

"But imagine, my love," he said, presently, when they had grown a little calmer and he sat beside her with his arm about her trembling form, "there was really no danger. I went up in the air a little way, it is true, and came down in the water; and then I saw her close by, struggling, poor child —"

She drew away ever so slightly, but he went on.

"Old Jackson Tarver's young wife, you know—you saw her yesterday on the Tradin' Boat, didn't you? And so I brought her ashore with me, neither of us the worse for a little wetting. How those blundering idiots could have brought up such a piece of news I can't conceive. But then, he added, with a smile, "I, at least, ought not to complain."

"Do you know, Cecile," he went on more gravely, "that I am horribly afraid that it is I who am responsible for the explosion? I was very tired after measuring calico and weighing sugar and bacon all day—"

"Poor boy," she murmured, sympathetically.

"And when I sat down to smoke and dream of somebody's rose-garden and somebody, perhaps even then walking there, I lighted my cigarette and tossed the match over among the kegs and boxes, and the next thing that I knew the roof was open, and I was going skyward."

"O, Octave, Octave!" And she nestled against him, shivering again at the mere thought of his past danger.

"Uncle Joseph-Marie is down at the landing now, settling up with Jackson Tarver, who will, no doubt, in the end gain by the damage done to the Tradin' Boat; and, by Jove, I had quite forgot the \$30 I owe Michel Bares for lending me his place for a month! But I am going to be more careful next time, Cecile. I mean to go away and find something to do—now that I know that you love me—something in real earnest."

She clung to him hysterically. "Never!" she cried. "You are never to leave me again, Octave. Oh, how can you talk so cruelly? Is not my fortune enough for us? And, even if that should fail, is there not always the good uncle, Joseph-Marie?" M. E. M. DAVIS.

It is reported that 300,000 pounds of rice raised in Japan and milled in Germany has been imported through the Savannah, Ga., custom house and sold at 2 cents per pound, exclusive of duty. It gives a discouraging outlook for the rice fields of that locality.

Signal 1, 2, 3, 4, Five.

# The Salt that's all salt

Do you handle it?

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

## Diamond Crystal Salt

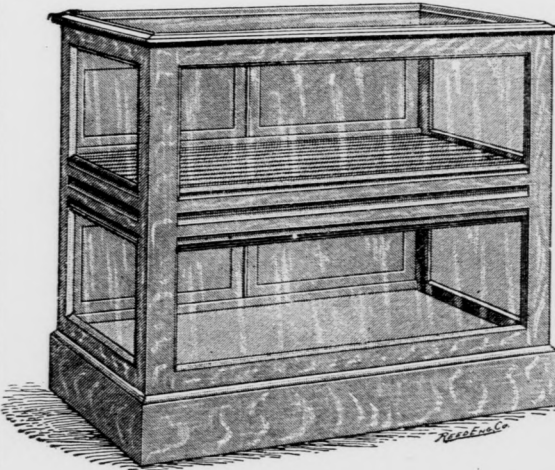
is now packed so the grocer can handle it at a profit equal to that made on inferior goods. Note these greatly reduced prices:

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

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

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

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



NEW CIGAR SHOWCASE.

Heyman Company

WRITE FOR PRICES ON ANY SHOWCASE NEEDED.

55, 57, 59, 61 Canal St.

GRAND RAPIDS

### PUT UP IN TIN.

# IXL GOLDEN..... AXLE GREASE

KEEPS AXLES BRIGHT. KEEPS AXLES COOL. NEVER GUMS.

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

SCOFIELD, SHURMER & TEAGLE, Grand Rapids MICH.

Silent Salesman TRADE MARK

Show Cases, Store Fixtures, Etc.

BUY

## PHILLIPS' SHOW CASES.

J. PHILLIPS & CO., Detroit, Mich.

Established 1864.

## 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.

## CHICAGO AND WEST MICHIGAN RY.

Nov. 18, 1894

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

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

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.  
Lv. Grand Rapids..... 7:30am 3:15pm  
Ar. Manistee..... 12:30pm 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, LANSING & NORTHERN R. R.

Oct. 28, 1894

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 5:25pm 10:45pm

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

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

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

## MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive.	Depart.
10 20 p.m. Detroit	7 00 a.m.
5 30 a.m. Atlantic and Pacific	11 20 p.m.
1 00 p.m. New York Express	6 00 p.m.

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

## DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains Le ve	No. 14	No. 16	No. 18	No.
G'd Rapids, Lv	6:45am	10:20am	3:25pm	11:00pm
Ionia..... Ar	7:40am	11:25am	4:27pm	12:35am
St. Johns..... Ar	8:25am	12:17pm	5:20pm	1:25am
Owosso..... Ar	9:00am	1:20pm	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	5:37am
Detroit..... Ar	11:50am	4:05pm	9:25pm	7:00am

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

## Grand Rapids & Indiana

TRAINS GOING NORTH. Leave going North

For Traverse City, Petoskey and Saginaw.....	7:40 a. m.
For Saginaw.....	5:00 p. m.
For Petoskey and Mackinaw.....	5:25 p. m.

TRAINS GOING SOUTH. Leave going South.

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

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

Lv Grand Rapids.....	7:25 a. m.	2:15 p. m.	*11:40 p. m.
Ar Chicago.....	2:40 p. m.	9:05 p. m.	7:10 a. m.

2:15 p. m. train has through Wagner Buffet Parlor Car and coach.  
11:40 p. m. train daily, through Wagner Sleeping Car and Coach.  
Lv Chicago..... 6:50 a. m. 3:30 p. m. 11:30 p. m.  
Ar Grand Rapids..... 2:50 p. m. 9:15 p. m. 7:20 a. m.  
3:30 p. m. has through Wagner Buffet Parlor Car  
11:30 p. m. train daily, through Wagner Sleeping Car  
Muskegon, Grand Rapids & Indiana.  
For Muskegon—Leave. From Muskegon—Arrive.  
7:25 a. m. 9:50 a. m.  
1:00 p. m. 1:15 p. m.  
5:40 p. m. 5:20 p. m.  
G. L. LOCKWOOD  
General Passenger and Ticket Agent.



**The Advantages of the Cash System.**

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

Mrs. McBrides—John, dear, why are some grocers called green grocers?  
Mr. McBrides—To distinguish them from cash grocers, darling.

Probably the man who penned the above did not stop to realize what a thrust he was giving the man who buys and sells, who makes his living from his shrewdness and good judgment in buying large quantities of goods and reselling in smaller lots, and, from the modicum of profit on each transaction, provides the comforts of life and the means of educating his children.

That the advantages of the cash system are many admits of no argument. There are hosts of them that can be put forth, although a very few of them ought to suffice, ought to convince any thinking man that such a system is the great desideratum. Its adoption would bring sunshine to the home of the average business man and would add to the number of his years on earth.

Those of us who have been, and now are, engaged in trade of any kind know from hard experience that three-fourths of our worry and trouble comes from the fact of having a goodly share of the capital invested in our business carried around in the pockets of those whom we have trusted; and the majority of these people whom we have accommodated will, in a great many cases, take the very money that should be paid for the necessities and luxuries they have enjoyed—our money, in fact—and use it in procuring the gratification resulting from excursion trips, operas, balls and kindred amusements, while the grocer—the man who has hustled to serve them and to

furnish them the best in the market, and that, too, at but a small advance over actual cost—is asked to wait until it suits their convenience to pay. If that time does not roll around until the patience of the grocer becomes exhausted, or the importuning of jobbers makes it imperative, they are politely requested to settle; and the chances are that they will become indignant at being "dunned," as they express it, no matter how courteously the request may be made, and will use it as an excuse to still longer defer the time of settlement.

Every grocer who reads this will recall just such episodes in his career, and his ledger will show many an account in arrears, the aggregate of which represents, in many cases, a sum sufficient to clear up all outstanding indebtedness to the wholesaler.

But a recital of the annoyance incident to the credit system was not what we started out to portray. When goods are bought of any wholesale house, there is a certain discount allowed for cash, and, if the retailer has ready funds with which to take advantage of the allowance, the amount thus saved will, to the average grocer, represent a sum sufficient to pay, or equal the amount paid, for his store building. The fact of his being able to discount bills and having the reputation of doing so will make him stand high in the esteem of the entire wholesale trade. It will enable him to be, in a measure, master of the situation, for, if the price asked seems too high, he may decline to buy and try elsewhere. When he turns to go, if the price named can possibly be shaded, it will be done, even to a point very close to cost, rather

than to lose a sale. His competitor who follows after and always takes all the time allowed, and who usually pays "on account" and is proverbially slow, does not get the concession or discount, which two items may represent a snug sum and weigh down quite heavily on the profit side of a year's business.

The dealer who buys for cash may be cranky, he may kick, he may insist on the observance of all the technical points which incline to his advantage; but, withal, the wholesale houses who want to supply him will not forsake him. It is the cash dealer whom they will first inform of new goods to come in; of any "snaps" they may have to offer; whom they will accord the most liberal discounts, and in whose good graces they will take every pains to keep, so long as his conduct is along the lines of fairness and observance of business ethics.

All of these favors are to the dealer who buys for cash or is noted for prompt pay; but, to successfully carry out these things, the grocer must sell for cash, he must keep constantly turning his goods into the coin that lubricates the wheels of commerce, rather than into "promises to pay." One says: "A customer trading on a book gives me all of his business, and buys more during the month than he would if forced to go down into his pocket every time a purchase is made." Admitted, but \$10 paid for goods affords a profit which you get, besides relieving you of worry as to what may happen to prevent that customer paying for the goods. Another says: "When a customer pays cash, I am likely to get only a portion of his trade." That, my dear sir, depends largely upon

yourself. The average buyer of supplies—man, woman or child—is not insensible to bargains and will go out of the way to take up such when offered. Realizing this, the successful pusher for trade will be alert, progressive and up to the times. His store will be noted for its neatness, its cleanliness and his clerks for their courtesy and desire to please. To keep trade with him, the grocer will always be studying different ways to keep in the public eye; new goods will be found at his place first, and he will have reaped a good profit from their sale by the time his slow-going competitor who sells to book trade, and who knows he will get just so much business without extra effort, has concluded to keep them in stock. By keeping just what the people want, and by selling it for cash, he can name prices which his competitor cannot meet, and, by constantly turning goods over, they will always be possessed of that newness that is so dear to the hearts of all housewives. Some narrow-minded person may now and then refuse to patronize you because you insist on having cash at the time of delivering the goods; but all they may say will not keep people away from your store, if your goods are right and prices below your rival, even if you do insist on spot pay for what goes over the counter.

One of the peculiar features of the people who run an account with their grocer or baker from week to week, or month to month, as their custom of paying may be, is that, after paying promptly long enough to get the confidence of the dealer, they begin to leave a balance each time, which, in the majority of

**DOES IT PAY?**

**CERTAINLY IT DOES.**



I take no chances. The quality is of the very best. The New York Condensed Milk Co. is a very responsible concern, and guarantees the

**Gail Borden Eagle Brand**

CONDENSED MILK to its customers. Besides, it is no trouble to sell. The majority call for it, and won't take any other brand. If I don't keep it my customers will get it elsewhere. Smaller profit! No, I guess not; have tried both ways, and found that it pays to sell only the "BEST." It has been demonstrated to my satisfaction that the

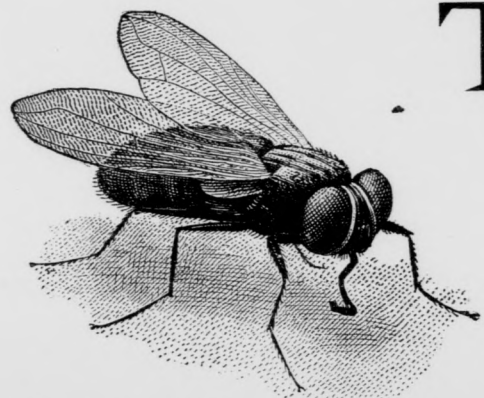
**GAIL BORDEN EAGLE BRAND**



**HAS NO EQUAL.**

Prepared by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.



**Tanglefoot**

**SEALED STICKY FLY PAPER**

YOUR CUSTOMERS WILL ALL PREFER IT.

PRICES FOR THE REGULAR SIZE.

Per Box.....38 cents Per Case.....\$3 40  
In 5 Case lots, per case.....\$3 30 In 10 Case lots, per case..... 3 20

If you are particular about your STICKY FLY PAPER, specify

**TANGLEFOOT**

Order the largest quantity you can use and get the BEST DISCOUNT.  
FOR SALE BY ALL JOBBERS.

**"LITTLE TANGLEFOOT"**

5 1/4 x 9 inches.

Particularly adapted for Show Windows and Fine Rooms.  
25 Double Sheets in a Box, 15 Boxes in a case.  
Retail for 25 cents a box.  
Costs \$1.75 per case.  
Profit nearly 115 per cent.  
Will be a Good Seller.

cases, grows larger instead of smaller, until the time comes when, as a matter of self-protection, further credit must be denied. What is the result? In nine cases out of ten, the customer puts on an air of injured dignity, assuming an utter disregard of the fact that he has been favored by being allowed to have his goods charged, and carrying himself in a manner that would indicate that the dealer should consider it an honor to be privileged to sell him. The next day, and many following, he will pay cash elsewhere, if he cannot secure credit, instead of giving the benefit of such trade to the one who, according to fairness and equity, is most entitled to it.

Every merchant who reads this knows that these statements are not overdrawn, and it should strengthen him in the resolve to endeavor to unite all his co-workers under the cash standard, and, by harmonious unity of action, rid the community of these blighting parasites.

There is any amount of evidence that may be easily procured and submitted in confirmation of the statement that the cash system is the true one—of benefit alike to dealer and customer. This life-giving system will enable all parties concerned in any transaction to take advantage of countless opportunities for saving and for self-betterment; and the sooner the grocers, as a whole, adopt it, just so much the quicker will the force of example become the means of spreading to other lines of trade the benefit to be derived.

The writer of this article is one of the many whose commercial bark has foundered in the sea of injudicious credit. He has since been able to locate the hidden rocks, and he would now erect lighthouses thereon for the guidance of others still tossing in its tempestuous and treacherous waters.

In conclusion, the man who buys and sells for cash is happy, free from worry and successful. All hail the dawn of the incoming era of cash.

FRANK T. LAWRENCE.

**Jumping Beans in His Stomach.**

A case of true inwardness recently developed in the National capital, where bugs known as Mexican beans figured largely. It seems that a good citizen in the northwestern section of the city has been through an exciting experience. Being a dyspeptic, the gentleman visited his physician. A prescription was written for him, which the druggist filled. The result was a small box of capsules, which he took home and placed upon the sideboard, with the remembrance of the instructions to take two every hour in the evening after eating until bedtime. These were obeyed implicitly. It was dark in the dining room, and the gentleman went for his medicine the first evening without the precaution of a light, and administered to himself three doses of two capsules each before retiring. He was awakened some hours afterward by a strange sensation. For aught the man could tell, he seemed within to be a mammoth penuche board on which a million little objects were dancing. He could distinguish kicks and jumps so vividly that it was in vain for his wife to try to convince him that he was dreaming. She suggested the doctor, and the servant was dispatched in hot haste. Before he arrived, the sick man asked for more of the capsules, which were brought to his bedside. When the cover was removed there were Mexican beans instead of capsules, the kernels bounding as merrily as spring lambs. The box of capsules had been misplaced accidentally by the young son and heir and the beans put in its place. The doctor does not say what kind of medicine he finds useful in such cases, but it is certain that a man who does not know beans should never take his medicine in the dark.

WE ARE MAKING A LARGE LINE OF

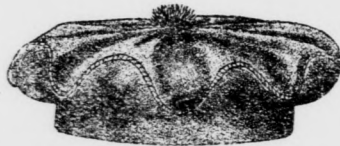
**.....CAPS**

For GIRLS, BOYS and MEN,

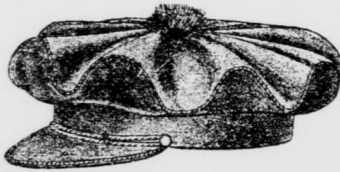
At prices ranging from \$1.75 to \$1.50 per doz., also

**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.

Our Line of STRAW GOODS is complete—Men's, Women's and Children's—at low prices.

**P. Steketee & Sons**

Grand Rapids.

**Blank Books, Tablets, Stationery.**

**EATON, LYON & CO.**

20 & 22 Monroe St., GRAND RAPIDS.

**Reeder Bros' Shoe Co.,**

STATE AGENTS FOR

**The Lycoming Rubber Company,**

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

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

**HERCULES POWDER**



**HERCULES,**  
THE GREAT STUMP AND ROCK ANNIHILATOR.

SEND FOR DESCRIPTIVE PAMPHLET.



Stump before a Blast. | Fragments after a Blast.

**STRONGEST AND SAFEST EXPLOSIVE KNOWN TO THE ARTS.**

**POWDER, FUSE, CAPS,**

Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE

**HERCULES POWDER COMPANY,**

Cuyahoga Building,

CLEVELAND, OHIO.

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

Poster, Stevens & Co., Grand Rapids,  
A. Austin, 93 Jefferson Ave., Detroit,  
J. J. Post & Co., Cheboygan,  
Popp & Wolf, Saginaw,

Potter Bros., Alpena,  
Buechner & Co., Kalamazoo,  
Seavey Hardware Co., Ft. Wayne,  
Camper & Steadman, South Bend.

**Do you Sell Soap**

IF YOU DO, WE CAN INTEREST YOU.



**Will Increase Your Sales**

Order from Your Jobber  
OR  
Grand Rapids Soap Works.

**MICHIGAN BARK AND LUMBER CO.,**

GRAND RAPIDS, MICH.

18 and 19 Widdicomb Bld.

N. B. CLARK, Pres.  
W. D. WADE, Vice-Pres.  
C. U. CLARK, Sec'y and Treas.

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

Correspondence Solicited.



**Chocolates**

It is not necessary to go to New York, Boston, Chicago, or any other remote place, for a fine line of Chocolates or Candy. We have as Fine Goods as any house in the country and at popular prices. Don't forget us when in need.

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

NOTES ON THE INCOME TAX.

The effect of the decision in the income tax law continues to be a matter engaging much attention. Those in favor of the law and who have charge of its collection make as favorable conjectures of the amount of the receipts as possible. Commissioner Miller, of the Internal Revenue Bureau, informs Secretary Carlisle that the receipts from the source will be about \$14,000,000, whereas they would have been fully \$30,000,000 but for the adverse decision of the Supreme Court. The number making returns subject to taxation is much less than was expected—110,000. It was anticipated the number would be from 200,000 to 300,000. It is supposed that many have withheld their reports on account of the attitude of the Supreme Court and their consequent lack of respect for the law.

There is much speculation as to the attitude the collectors will take in regard to the inquisition features of the law. In defining their powers and duties the regulations are very arbitrary. In their late instructions, however, they are cautioned to be extremely careful. The sudden and tremendous boom which has been given to real estate wherever rents enter as a factor in profits tends to greatly complicate the collectors' duties.

The more the law is studied, especially in its mutilated condition, the more apparent become its gross unfairness and discrimination in taxation. For instance, the same spirit of populism—another name for communism—which is responsible for the enactment made it especially severe on corporations. This severity was based on the popular prejudice against corporations, that is so rapidly giving way before education. By its provisions there is no exemption in their profits of \$4,000, as in the case of an individual. In recent movements for the amelioration of labor by profit sharing, co-operative corporations, and for various reasons, many thousands of workmen have acquired small holdings of stock in the concerns employing them. Such a workman, earning, perhaps, \$800 a year, may receive, say, \$500 as his share of profits. His tax on his income of \$1,300 is the same as the business or professional man who has an income of \$4,500.

It is a peculiar situation that the highest tribunal in the land should be evenly divided on such a question by personal or political characteristics and that in case of a rehearing the power of final decision will probably rest with a single individual.

Attorney-general Olney has submitted to the Supreme Court a memorandum urging a rehearing on the question of the power of the Government to tax rents, dividends and interest from all kinds of investments, claiming that there has never been a hearing on this part of the question. He urges the importance of a rehearing on the ground that if that part of the act is unconstitutional the Government is in possession of many millions collected on incomes during the war which must be refunded and that it will be impossible to impose a tax which shall not be "grossly and flagrantly" unequal.

Gripsack Brigade.

B. Frank Parmenter has removed to his fruit farm at Saugatuck for the summer.

J. W. Simmons, formerly city salesman for the Champion Cash Register Co., has engaged to travel for the Worden Grocer Co. His territory has not yet been definitely assigned.

J. H. McKelvey has returned from Detroit to take the position of Secretary and Treasurer of the Michigan Commercial Travelers' Association, which now has its office in the Michigan Trust Co. building.

Another death has occurred in the ranks of the Michigan Knights of the Grip—Mrs. E. M. Raleigh, of Lansing, who passed into the Hereafter on Friday of last week. Deceased had been a member since 1891 and was in good standing at the time of her death. The beneficiaries are her husband and daughter.

Geo. W. Cofren, traveling representative for B. J. Kendall & Co., of Enosburgh Falls, Vt., who was taken ill with pneumonia at the Livingston Hotel two weeks ago Tuesday, and has since been in a critical condition at the U. B. A. Home, is convalescent. H. B. Fairchild (Hazelton & Perkins Drug Co.) has been unremitting in his attentions to the sufferer and is greatly rejoiced over the prospective recovery of the patient. Although unable to speak above a whisper, the patient is saying all manner of pretty things to his nurse in the hope that she will give him more things to eat than are prescribed by his physician.

Bank Notes.

The failure of the Northern National Bank and the consolidation of the Big Rapids National and Mecosta County Savings Banks leave Big Rapids with but one banking house. The Herald, of that place, asserts that, in all probability, a second banking establishment will be launched there before snow flies.

The Freeport Banking Co. has purchased the fixtures of B. E. Quick & Co., at Freeport, and will continue the business at the same location. The new institution is a copartnership, composed of Job Cheesebrough, Abram Steckle, Henry Ekert, Jas. Cool, C. A. Curtiss, Wm. Moore, Alb. Gosch and R. Wolcott, of Freeport; Geo. Coppens and Geo. Simpson, of Bowne, and Hale Kenyon, of Hastings. The officers of the bank are as follows: President—Wm. Moore; Vice-President—R. Wolcott; Cashier—Hale Kenyon; Directors—Chas. Coppens, Job Cheesebrough, Wm. Moore, Jas. D. Cool, Henry Ekert, Hale Kenyon, R. Wolcott.

It is amusing to note the conjectures of the daily press since the signing of the peace articles between Japan and China as to the political plans and schemes of those countries. One authority asserts that a "dreibund" is to be formed, including Siam, which shall be to the East what the Holy Alliance is to Europe. Another sagely discusses the duty of the United States in case Japan should conclude to annex the Hawaiian Islands. The absurdity of such reports as to the intentions of these Governments becomes apparent when we consider that their political ambitions are fully occupied—both of them—in the recovery from an exhausting war. The idea of a tripartite alliance with Siam as a member is ridiculous, as there is no possibility of Siam's advancing in political prestige sufficiently to figure in such a combination for many years. Such conjectures make interesting reading, which probably accounts for their existence.

Canning Delicacies at Sea.

A new departure in the canning industry has been inaugurated by the fitting out of a schooner at New York for the Southern fish and fruit trade, with apparatus and provisions for canning and preserving all kinds of perishable delicacies, thus enabling her to carry on her cruise at her leisure and to the best advantage until she is ready to return with a full cargo.

It has always been a serious problem how to preserve these most perishable of all products until they could be transported to some point on shore, preferably in this country on account of the duty, where they could be preserved and prepared for market. The most approved schemes of refrigeration are costly and at the best the "catch" would have greatly deteriorated before it could be "processed." It is strange that so simple a solution of the difficulty should not have been in use long ago for the preservation of other marine products than whales.

The vessel is provided with a complete outfit, including a large steam boiler, copper cauldrons, cast-iron "process kettle" and all apparatus necessary. She carries six canners and a chef, besides her skipper, and a crew of several men. She has aboard 150,000 empty cans, which will, it is expected, be filled with turtle, pompano, guava jelly, and fish and game and fruit of many kinds before she returns to this port in the fall. The turtles will be caught in the West Indies and off the Florida coast. Some may be acquired by exchanging for them cheap manufactured articles which form part of the schooner's cargo.

The chef will superintend the preparation of the meats and the fish, and will make guavas into jelly after the most approved recipe. There is a duty on jelly, but not on guavas, but by manufacturing the jelly aboard an American vessel the projectors of the seagoing cannery expect to be able to escape the duty and to sell the jelly cheaper than it is sold now in America. Much of the canned goods will be brought back on the schooner; some will be landed, and sent by steamship or railroad to the North from the Southern ports at which the schooner will touch.

The outcome of this enterprise will be watched with much interest, though the practicability of the idea is so evident, there is no doubt a large fleet will be fitted out without waiting for the result of this as an experiment.

The Dry Goods Market.

Cotton goods of all kinds have advanced  $\frac{1}{4}$  @  $\frac{3}{8}$  c per yard. Jobbers are holding all goods firm, but the advance is not yet felt by retailers.

Kid cambrics are up  $\frac{1}{4}$  c, jobbers now asking  $\frac{3}{8}$  c, and are firm at that price.

Prints remain unchanged, although the mills talk higher prices.

Cashmeres are scarce; also serges. Certain colors are in good demand, but cannot be procured at old prices.

Atlantic F's are held firm at 15c.

Denims are slow in delivery, more money being asked on all grades except Everett blue and browns, which are held at  $10\frac{1}{2}$  c.

Harmony prints in good dark styles are now being quoted at  $3\frac{3}{4}$  c net.

American shirting prints are held at  $3\frac{1}{2}$  c and American indigo prints at  $4\frac{1}{4}$  c.

The best pine now being cut in the Upper Peninsula is for export to England, to be used for interior finish. The logs are taken on barges to Quebec, where they are counter hewed and then shipped. It is said that in two years all the timber available for this purpose will be exhausted.

The University of Chicago is wondering how many hundred thousand Mr. Rockefeller is going to be able to give it from the recent spurt in oil. He is said to have his hand on the spigot.

The Governor of Bolivia has reduced his own salary, to save money for the State. He is a wonder, and should be worshipped. The reduction of his own pay reduces the pay of nineteen other State officers, and enables him to discharge as superfluous thirteen officers who have been drawing pay and making him weary. The Governor of Bolivia is a trump; but he is the only one of his kind. A preacher once reduced his own salary to a figure that a business man pronounced absurdly small. "Perhaps it is," said the good preacher, "but it is more than I can collect! Let it go at that."

The rails of the street car tracks on State street, Chicago, are being welded into one continuous piece by a blast furnace on wheels, which passes over the line and stops for its work at the end of each rail. The difference in the smoothness of running and consequent lessening of wear and tear to running gears furnish sufficient motive for the innovation.

Anent the talk of photo processes killing the art of wood engraving, a Paris art journal says that the world has now more high-class wood engravers than ever before, and more than can find regular and profitable employment.

Chas. A. Coye

MANUFACTURER OF



Tents, Awnings,

HORSE, WAGON and BINDER COVERS.

11 PEARL STREET,

GRAND RAPIDS, MICHIGAN.

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. Bowne, Henry Idema, Jno. W. Blodgett, A. G. Hodenpyl, 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, at a house and lot and office and several vacant lots.

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

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

W. D. HAYES, Receiver. Dated, Hastings, Mich., March 19th, 1895.



**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. Parkill, Owosso.  
Treasurer—Geo. Gundrum, Ionia.  
Coming Meetings—Detroit (Star Island), June 24;  
Lansing, Nov 5.

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

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

**The Pharmacist's Side of Substitution.**

From certain quarters a fearful hue and cry are being raised about the terrible evil of substitution on the part of the pharmacist. This plan of advertising is new in this branch of the business; but if treated by the profession in the manner it should be, it cannot fail to have an effect the very opposite of the one desired. It is an old trick for an actress, when she finds her popularity waning, to be robbed of her diamonds; and this sudden outburst seems to be on the same plan. That there is substituting going on cannot be denied; but that the evil is any greater now than formerly can be seriously questioned. The writer has no wish to defend substitution and no patience with the substituter, but it does seem ridiculous for the proprietors of special preparations to resort to this method of "catch thief" advertising.

Only yesterday the writer's attention was called to a new synthetical preparation, or rather compound. The first claim made was that the active principle of a plant growing in the mountains of British India had been combined with a certain coal tar product with an unpronounceable name, and that the resulting compound was an antiseptic, antiferment, and antirheumatic par excellence. As the writer had never heard of this remarkable plant before, he looked it up carefully—and found no mention of it in any standard work of reference. And this is only one instance.

Is the pharmacist substituting—is he doing any wrong—when he goes to the physician, shows him preparations of his own make, and succeeds in getting the consent of the physician to have them used in his prescriptions? This whole special remedy business is getting to be a nuisance, and, more than that, a very expensive one to the pharmacist. He must in self-preservation combat it with every honorable weapon in his possession. Every true pharmacist is the friend of progress and scientific investigation, but these fake discoveries are calculated to give him that "tired feeling."

The interests of pharmacy and medicine are common. Working together they can accomplish much that neither alone could accomplish. And this attempt on the part of certain people to create the impression that the pharmacist is not acting honestly by the physician, is simply done to curry favor with the latter. Some time ago the writer's attention was directed to an advertisement in which it was stated in flaring headlines that the agent of a certain preparation had gone to eight drug stores with a prescription for his special preparation, and in each case substitution was practiced—the ninth druggist (the one whose name was very prominent in the article) supplied the preparation. In other words, this druggist was the "only honest man in town," except per-

haps the agent—if he lived there. The paper did not say how many gross the said druggist had to buy in order to have his honesty publicly certified to by the firm this agent represented.

How long will the pharmaceutical profession stand this before they commence a war which can have, if properly conducted, but one result? How long are members of the learned and honored profession of medicine, a profession always famous for its conservatism, going to allow themselves to be made the avenue by which these goods are sold?

It is amusing to note the ingenuity these "specials" show in selecting a name. Artemus Ward advised Abraham Lincoln to fill his cabinet with showmen, saying that "showmen had no principles, but if you doubt their literary ability just consult their small bills." And the last part of this statement could be made safely of some of the firms who are to-day seeking to advertise their wares by impugning the honesty of the pharmacist.

Both medicine and pharmacy are advancing rapidly, and none who seek the good of these professions can fail to be proud of such advancement. Every investigation, every scientific experiment, every advance made, is being watched with deep interest by the pharmacist, and its success hailed with delight. But is it unfair to expect the physician to look into the claims made, and examine for himself, before he asks the patient to buy these "specials" and the pharmacist to keep them in stock?

We are all familiar with the notices sent out, warning pharmacists against using a certain preparation of bismuth unless sold under a certain fanciful name and made by a certain firm. There must be something radically wrong with our patent laws when a process for a simple chemical compound (known long before the patent was granted or even asked for) can be monopolized. Most of the leading houses have quit manufacturing the bismuth preparation under its proper name, and are to-day furnishing the patented article. They claim that while they have a perfect right to manufacture the product, there is not enough profit in the amount that would be sold to justify defending a lawsuit. One of the manufacturers, however, did not see it in that light, and will fight it out, profit or no profit.

This is but an illustration. Goods that are sold in Germany (some syntheticals) for 20 cents an ounce, when brought here, are sold by the agents for \$1 an ounce. And still the pharmacist must not retaliate, but must sit quietly by while some agent comes along and unfolds to susceptible physicians a story of wonderful enterprise and discovery—how a member of his firm, becoming thoroughly satisfied of the curative virtues of moonlight, has, after years of experiment, succeeded in condensing said moonlight by means of a peculiar kind of glass known only to his firm, and extracting the active principle by means of anhydrous glycerin, and is now offering it in permanent solution under the name of Moonene. This, you say, is absurd? So it is, but is it any more so than the claims put forth in behalf of certain animal extracts? The agent claimed that his preparation was pure concentrated moonshine; and it would be difficult to find a more appropriate name for many preparations now being thrust upon the market.

PRACTICAL PHARMACIST.

Porous glass is a late novelty in the Paris market. The holes are so small that neither dust nor draft follow its use and yet the ventilation is said to be excellent.

The shah of Persia smokes a pipe worth \$320,000.

Use Tradesman Coupon Books.

**TRADESMAN ACCOUNT FILE**

SAVES TIME  
SAVES MONEY  
SAVES LABOR  
SAVES PAPER

**Price of File and Statements:**

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

**Price of Statements Only:**

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

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

**TRADESMAN COMPANY**

Grand Rapids, Mich.

**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.



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



**Best 5 cent CIGAR**

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

**G. J. JOHNSON,**

GRAND RAPIDS.

There are thousands of SIGNALS, but none so good as the

**"SIGNAL FIVE"**

A Fine Havana Filler Cigar for 5 cents.

**ED. W. RUHE** Maker, CHICAGO.

**F. E. BUSHMAN,** Agent, 523 John St., KALAMAZOO



Mail and telegraph orders receive special attention.

Wholesale Price Current.

Advanced—Gum Kino, Oil Cubeba. Declined—Gum Assafetida, Gum Opium, Oil Lemon, Morphia, Alcohol.

<b>ACIDUM.</b>	Cubebae	1 60	21 70
Aceticum	Erechtithos	1 20	31 30
Benzolcum German	Erigeron	1 20	31 30
Boricum	Gaultheria	1 50	61 60
Carbolicum	Gentian, ounce	75	
Citricum	Gossipi, Sem. gal.	60	70
Hydrochlor	Hedeoma	1 25	41 40
Nitrosum	Juniperi	50	22 00
Oxalicum	Lavendula	90	22 00
Phosphorium dil.	Limonis	1 30	21 50
Sulphuricum	Mentha Piper	1 85	23 00
Tannicum	Mentha Verid	1 80	23 00
Tartaricum	Morruuae, gal	1 25	31 30
	Myrcia, ounce	2	50
	Olive	90	23 00
	Picis Liquida, (gal. 35)	10	12
	Ricini	88	96
	Rosmarini	1	00
	Rosae, ounce	6 50	28 50
	Succini	40	45
	Sabina	90	20 00
	Santal	2 50	27 00
	Sassafras	50	55
	Sinapis, ess. ounce	65	65
	Tiglli	12	100
	Thyme	40	50
	Thym. opt	21	60
	Theobromas	15	20
<b>AMMONIA.</b>			
Aqua, 16 deg.			
" 20 deg.			
" bonas			
" toridium			
<b>ANILINE.</b>			
Black			
Brown			
Red			
Yellow			
<b>BACCAR.</b>			
Cubebae (po 25)			
Juniperus			
Xanthoxylum			
<b>BALSAMUM.</b>			
Copaiba			
Peru			
Terabin. Canada			
Tolutan			
<b>CORTEZ.</b>			
Ables, Canadian			
Cassiae			
Cinchona Flava			
Euonymus atropurp.			
Myrcia Cerifera, po.			
Prunus Virgin.			
Quillaja, grd.			
Sassafras			
Ulmus Po (Ground 15)			
<b>EXTRACTUM.</b>			
Glycyrrhiza Glabra			
" po.			
Haematox, 15 lb. box			
" 1s.			
" 1/2s.			
" 3/4s.			
<b>FERRU.</b>			
Carbonate Precip.			
Citrate and Quinia			
Citrate Soluble			
Ferrocyanidum Sol.			
Solut Chloride			
Sulphate, com'l.			
" pure.			
<b>FLORA.</b>			
Arnica			
Anthemis			
Matricaria			
<b>FOLIA.</b>			
Barosma			
Cassia Acutifol, Tin-			
nively			
" " Alx.			
Salvia officinalis, 1/2s			
and 3/4s.			
Ura Ursi			
<b>GUMMI.</b>			
Acacia, 1st picked			
" 2d			
" 3d			
" sifted sorta.			
" po.			
Aloe, Barb. (po. 60)			
" Cape. (po. 20)			
Socotri. (po. 60)			
Catechu, 1s. (1/2s, 1/4s,			
1s)			
Ammoniac			
Assafetida, (po. 40)			
Benzoinum			
Camphora			
Euphorbium po.			
Galbanum			
Gamboge, po.			
Guaiaicum (po 35)			
Kino, (po 3 00)			
Mastic			
Myrrh, (po. 45)			
Opil (po 30, 2 50)			
Shellac			
" bleached			
Tragacanth			
<b>HERBA—In ounce packages.</b>			
Absinthium			
Eupatorium			
Lobelia			
Majorum			
Mentha Piperita			
" Vir			
Rue			
Tanacetum, V			
Thymus, V			
<b>MAGNESIA.</b>			
Calcined, Pat			
Carbonate, Pat			
Carbonate, K. & M.			
Carbonate, Jennings			
<b>OLEUM.</b>			
Absinthium			
Amygdalae, Dulc.			
Amygdalae, Amarae			
Anisi			
Aurant Cortex.			
Bergamti			
Calypul			
Caryophylli			
Cedar			
Chenopodii			
Cinnamonii			
Citronella			
Contum Mac.			
Copaiba			

Morphia, S. P. & W.	1 85	2 10
C. Co. S. N. Y. Q. &	1 75	2 00
Moschus Canton	2	40
Myristica, No 1	65	70
Nux Vomica, (po 20)	2	10
Os. Sepia.	15	18
Pepsin Saac, H. & P. D.		
Co.	2	00
Picis Liq, N. C., 1/2 gal	2	00
doz	2	00
Picis Liq., quarts	2	00
" plnts	2	00
Pil Hydrarg, (po. 80)	2	00
Piper Nigra, (po. 22)	2	00
Piper Alba, (po 5)	2	00
Pilx Burgun	2	00
Plumbi Acet	2	00
Pulvis Ipeacac et opil	1	10
Pyrethrum, boxes M		
& P. D. Co., doz.	1	25
Pyrethrum, pv	2	00
Quassia	2	00
Quinia, S. P. & W.	34	39 3/4
" S. German	27	37
Rubia Tinctorum	12	14
Saccharum Lactis pv.	16	18
Salaclin	2	30
Sanguis Draconis	40	50
Sapo, W	12	14
" M	10	12
" G	2	15
Seidlitz Mixture	2	20
Stinaps	2	15
Snuif, Maccaboy, De	2	35
Voes	2	35
Snuif, Scotch, De. Voes	2	35
Soda Boras, (po. 9-10)	8	10
Soda et Potass Tart.	24	25
Soda Carb.	1 1/2	2
Soda, Bi-Carb	3	5
Soda, Ash	3 1/2	4
Soda, Sulphas	2	2
Spts, Ether Co.	50	55
" Myrcia Dom.	2	00
" Myrcia Imp.	2	50
" Vini Rect. bbl.	2	45
Less 5c gal., cash ten days.		
Strychnia Crystal	1	40
Sulphur, Subl.	2 1/2	3
" Roll	2	2 1/2
Tamarinds	2	10
Terebenth Venice	28	30
Theobromae	45	48
Vanilla	9	00
Zinc Sulph	7	8
<b>OILS.</b>		
Whale, winter	Bbl.	Gal
Lard, extra	70	70
Lard, No. 1	60	65
Linseed, pure raw	40	45
	59	62

# Seasonable!

---

Pure Paris Green  
 London Purple  
 Pure Powdered  
 Hellebore  
 Blue Vitriol  
**FLY PAPER**  
 Gum Camphor  
 Tar Camphor  
 Copperas  
 Chloride Lime

We have a full stock and solicit your orders at Best Market Prices.

## HAZELTINE & PERKINS DRUG CO. Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

Table of grocery prices including categories like AXLE GREASE, BAKING POWDER, BLUING, BROOMS, BRUSHES, CANNED GOODS, and various oils and fats.

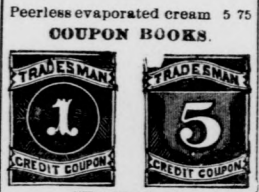
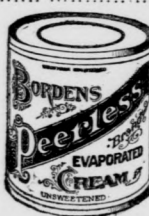
Table of grocery prices including Cherries, CREAM TARTAR, COCOA SHELLS, COFFEE, and various fruits and vegetables.

Table of grocery prices including CLOTHES PINS, CLOTHES LINES, CHICORY, CONDENSED MILK, and various household items.

Table of grocery prices including ENVELOPES, FARINACEOUS GOODS, FISH-SALT, and various specialty items.

Table of grocery prices including FLAVORING EXTRACTS, GUNPOWDER, HERBS, and various condiments.

Table of grocery prices including various oils, vinegars, and other specialty products.





PORTER TO PARTNERSHIP.

Progress of a Clerk Who Was Not Afraid of Work.

An Old Merchant in Hardware.

I arrived home in the evening and found our store draped in black. To my mind it was the funeral of all my hopes as well as of the head of the firm. Mrs. Ely met me as if I were her son. Usually, she was a woman of reserved dignity, who kept all but her own relatives at a quiet distance, but sorrow is a leveler of pride and pierces through any thin covering to the real person below.

I sat with Mrs. Ely all that night. My own troubles were nothing compared with hers. I had been mourning over the loss of business prospects, but when I saw her in the presence of her dead I was ashamed of myself. The refrain of a great many songs and prayers is merely "money," but when the hand of God falls on a loved one, all the wealth of the world would be gladly given to bring him back.

After the funeral Fisher and I met Mrs. Ely's brother. There was a will and the affairs were left in good shape, but the question was, What would we do? I had no money, consequently, I had nothing to say. Fisher spoke first.

"Must de store shut up?"  
 "What do you propose?" asked the administrator.

"Nodings. But must de store shut up?"

"That is for us to decide."  
 "What you say, Marks?"

"If I had any money in it I would say a good deal, but the money is all yours and Mr. Ely's."

"But ist de business not yours just so much as ours?"

"The business is all over; there must be a new start."

"Vell, ve vill shtart him."

"What do you propose to do in behalf of Mrs. Ely?" I asked the administrator.

"My wish would be to go on with the business just as it is and make no change."

I began to brighten up. "Will you feel safe to do that?"

"Yes; Mr. Ely suggested it among the last directions he gave. Do you feel able to take his place?"

No, I did not, but I said I would do my best.

"Marks ist all right," said Fisher, enthusiastically; "any Yankee dot can sheak de Yarman ist all right. No fool can learn dot langwitch."

We all laughed at Fisher's standard for a smart man, but went to work arranging matters and soon had everything satisfactorily shaped. The old signs were to swing over the door and the old name would still be ours.

It seemed to me as if I had never done any work before, I was so eager to be doing something now.

"It all depends on you," said Mrs. Ely, when I told her what we had decided to do; and I felt that she was right. But I knew I could pull through. My own opinion is that it is never well to flourish a "new broom" too much, no matter if it does sweep clean. We are a people of to-days and to-morrows; yet, after all, we pride ourselves on our yesterdays. I like to see on billheads and letterheads, "Founded 1850," or "Organized 1840," because I think it but proper pride to show the world, that the house has stood a storm or two, and is still going.

I had changes to make but I made them without any flourish perceptible to outsiders. I organized our two stores into good working trim. They were just far enough apart so that the trade of one did not interfere with the other. I flooded the country with handbills and I represented our goods exactly as they were. The ordinary handbill is not a very elaborate affair, nor is there much thought wasted on it. As I pick them up in country stores, I am astonished that so little care is taken with the printed matter sent out by retail dealers. Like almost everything else, if worth doing at all it is worth doing well. I gave as much thought to a handbill that I was going to throw around the streets as I would if there were to be but one printed,

The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

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

CHARLES F. CLARK, Pres.

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

Grand Rapids Office, Room 4, Widdicomb Bldg.

HENRY ROYCE, Supt.

William Connor

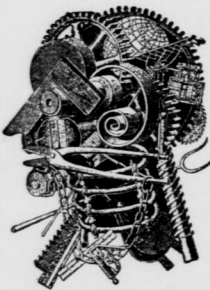
will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, April 25 and 26, with a full line of samples in ready-made clothing in Men's, Youths', Boys' and Childrens'. Fourteen years with

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

LIME, CEMENT, SEWER PIPE

FIRE BRICK, FLOUR, FEED, GRAIN, HAY.

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



\* THE ACTIVE POWERS \*  
 \* INVENTIVE GENIUS \*

WANTED

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

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND CHOCOLATES

on this continent, have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

Unlike the Dutch Process

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

BREAKFAST COCOA

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

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

NEW Departure in BROOMS

THE NEW

Socket Broom



Neatly packed in cases. Do not get spoiled in shipping. Take very little room in store. Handles easily attached. Every one guaranteed. Send for prices.

PENINSULAR BROOM CO

92 Larned St., W.,

DETROIT

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.

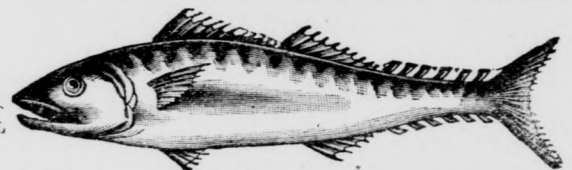
HEADQUARTERS FOR

POULTRY & BROOK TROUT

IN SEASON

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

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.

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. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS

GRAND RAPIDS, MICH.

L. G. DUNTON & CO.

Will buy all kinds of Lumber—Green or Dry.

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



and that one going to the nicest lady in the land.

It is unnecessary, perhaps, to say that we prospered; no one working as we did could help but prosper. We made new friends daily. Our goods were always just what we said they were; our prices were reasonable and the same to everyone alike, and we took special pains to be accommodating. The times were good; new railroads sprang up every-year, and our town was a center for shops and workmen. Following the railroads came manufacturing enterprises, and almost in a night our country town turned into a sprightly city, with smaller towns tributary to it all around us. We scarcely noticed the beginning of it, but we had a good wholesale trade under way before we ever thought of wholesaling. By little and little we worked into a steady trade with the small towns around us, and began to buy goods in large quantities. One ruling principle had guided us from the start, and that was that our profits should lay in the business year by year. We built no palatial residences, we owned no fast horses, we devoted our time and our money, as we made it, to our business.

I began to feel the effects of close work, and so one day put up a little valise of samples and started on the road as a drummer. My success was fully up to my expectations. I had a younger brother whom I saw I could work into a salesman for the road, so I began to lay my plans that way. We had to divide our retail and wholesale trade the following year, and we thought it about time to divide up the business. Fisher took the Germantown store, Mrs. Ely's brother and myself our retail store, and my brother and I the wholesale trade. I continued to buy the goods for the three stores, and my brother did the traveling.

"Did we succeed?" do you ask? Did you ever know a man who worked hard, sold goods at a profit and lived within his-income, to fail? Not many such, I venture to say. Yes, we succeeded. The rules that are good at retail are just as sure to win at wholesale. We built up a substantial trade and increased it yearly. When the war came, we were in the field with a good stock of goods, and we made money as everyone else made it. We are still pegging away, and, when you come our way, whether you are buying or selling, give us a call, and we promise to give you a hearty welcome. If you are a clerk striving for a foothold, take courage, and be sure that no man who ever deserved it failed to succeed.

A French technical paper, the *Journal de l'Horlogerie*, declares that a new amalgam has been discovered which is a wonderful substitute for gold. It consists of 94 parts of copper to 6 parts of antimony. The copper is melted and the antimony is then added. Once the two metals are sufficiently fused together, a little magnesium and carbonate of lime are added to increase the density of the material. The product can be drawn, wrought and soldered just like gold, which it almost exactly resembles on being polished. Even when exposed to the action of ammoniacal salts of nitrous vapors it preserves its color. The cost of making it is about a shilling a pound avoirdupois. China should get onto this when she pays Japan \$250,000,000 in gold for licking her.

Eight of the leaders of the Great Northern Railway strike last summer have pleaded guilty in the United States Court of obstructing the mails and are fined \$100 each. The judge gave as a reason for imposing so light a sentence that the offense was committed during a time of great excitement—as though that were any palliation.

Springtime finds the Signal Five at the front.

# Congress Cigars



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.

Watch for Next Week's Ad.

# DID YOU NOTICE S ON YOUR CRACKERS?

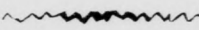
**S**EARS' SUPERIOR SEYMOUR

That is what it means--

"THE ACKNOWLEDGED LEADER OF CRACKERS!"

THEY

*Originated in MICHIGAN  
Are Made in MICHIGAN  
Are Sold in MICHIGAN  
And all over the World.*

Manufactured by 

**The New York Biscuit Co.,**

Successors to WM. SEARS & CO.,

Grand Rapids, Mich.

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

**LEMON & WHEELER CO.**

**WHOLESALE GROCERS**

Grand Rapids

**CHRISTENSON BAKING CO.** MANUFACTURER OF **Crackers** AND FULL LINE OF **Sweet Goods**

252 and 254 CANAL ST., GRAND RAPIDS

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

New York, April 20--The coffee market during the week has been practically at a standstill. Both buyers and sellers are at a standstill, and neither seems at all anxious to make any advances. No large transactions have taken place. The amount of Brazilian coffee afloat is considerably less than at the same time last year. Mild coffees are dull in sympathy, and it looks as though there would have to be some substantial concessions made before intending purchasers negotiate for more than everyday wants. Malang Java, 21@22c; Padang Interior, 26½@27c; Mexican, 18½@21c.

A little more activity prevails for black and green teas of first-class sorts, but, in a general way, the market lacks animation; in fact, it is never a lively market, nor do the complications in the East seem to make any appreciable difference, one way or the other.

Refined sugar is firmly held at the same prices prevailing last week. The market is not particularly active, but the legitimate everyday wants are keeping up well.

Holdings of rice are full of confidence and are holding out for "all the traffic will bear." While trading is not particularly active, there is a normal demand, which prevents any accumulation, and both foreign and domestic are well cleaned up.

Spices remain well held at full rates. The demand is very satisfactory for the time of year.

Molasses of really fine grade is hard to find and those who are seeking such goods must pay full rates. Plenty of inferior stock is to be found. Syrups, too, are selling quite freely and the market is well held.

The canned goods market is not especially active and the prevailing demand, as has been the case for some time past, is for something cheap. Baltimore brokers report quite an active market, but some of their statements are to be taken with a grain of salt.

The market for lemons is good, and at the auction houses the bidding is active and the fruit taken at once and placed "where it will do the most good." Oranges are more active, as are pineapples, which are in limited supply. Bananas are selling at good prices and the outlook is for still higher rates. Upon the whole, the foreign fruit trade is in a more satisfactory condition than has been the case for a long time.

Butter is steady. Receipts of first-class stock are not large and the demand prevents any accumulation. At 20c the top seems to be reached--this for the very best Western or State and Pennsylvania extras; for inferior grades--and there are plenty--the market is not active.

Receipts of new cheese are not large, arrivals bringing from 7@8c for fair to choice full cream. Old cheese are quiet, within the range of 9¼@11¼c.

Eggs are decidedly firmer. Lighter receipts and better demand have tended to keep the market well sustained and the outlook is good--for the present at least. Michigan, Ohio and Indiana are worth 12½@13c.

Dried fruits are rather dull, although dealers seem to be more hopeful and anticipate no further reductions at least.

A. E. Whyland, formerly of the Thurber, Whyland Co., with W. Fletcher and J. C. Bouton, have established a retail grocery on 42d street. Whyland is a pusher and Bouton a good "figurer" and Fletcher an "old hand at the business," and, with the reputation they possess, they will probably soon rank with Park & Tilford and Acker, Merrill & Condit. The National Convention of Retailers, to be held on Wednesday, promises to be an interesting gathering.

The Drug Market.

Acids--Citric continues seasonably active at steady prices and other descriptions are finding a fair consuming outlet, but transactions are chiefly of a jobbing

character and the general market has developed no new feature.

Alcohol--There is no improvement to note in the condition of the market for grain; competition between Western distillers continues very keen, and the outlook is not very encouraging to an early settlement of existing difficulties.

Balsams--The recent direct arrivals of Peru are held firm, but the Hamburg quality is not quite so steady and sellers are disposed to shade quoted figures. Copaiba is selling freely in a jobbing way at unchanged prices. Tolu is in better demand for consumption and the tone of the market is firmer. Canada fir is again dull and featureless.

Bichromate of Potash--Continued keen competition between domestic and foreign manufacturers keeps the market in an unsettled condition.

Blue Vitriol--There is a continued strong market, with a good export demand and a fair inquiry from consumers, but former prices are still current.

Caffeine--Continues in light supply; single pounds may be had at \$8 but for lots of 5 lbs. \$10 is the lowest quotation. There is none offering from second hands in London for delivery before August. The second largest manufacturer is said to have disposed of the entire output for the current year on a contract.

Cassia Buds--Are in good demand. Recent arrivals of "sweated" goods are offering at less than the inside figure.

Cocaine--Has ruled quiet at the decline noted in our last issue and the tone of the market is easier, with a further reduction anticipated in view of the more settled condition of affairs at primary sources of supply.

Cod Liver Oil--The active consuming season is practically over and a somewhat quieter feeling has pervaded the market, but quotations are unchanged.

Cuttle Fish Bone--Is in active demand for consumption. Recent arrivals from China and Japan are unsalable owing to quality, being coarse and unsightly.

Essential Oils--Strictly prime cassia is very scarce and holders are indifferent sellers. Camphor is moving moderately. Advices recently received indicate a falling off in the export from Japan, which is attributed to a largely increased home consumption by the Japanese, who are said to have discovered several new methods for utilizing the article.

Guarana--Is easier in price, but there is no demand of consequence.

Gums--There have been further arrivals of asafetida, and the market is abundantly supplied with a very fine assortment; the tone is easy and prices favor buyers. Guaiac is very scarce, particularly the better grades, which are almost out of market. Camphor continues firm.

Leaves--Short buchu continue in good demand at steady prices. Coca are easier in tone, under the influence of a better outlook for fresh supplies from Peru. Tinnevely Senna are active and prices are firmer for medium grades, which are becoming scarce.

Manna--Large flake is quiet but steady; small flake has declined.

Opium--The market continues weak and depressed, with values still tending in buyers' favor, but there is no activity and transactions are wholly in accordance with the light current wants of consumers.

Menthol--Is higher in sympathy with primary and European markets. The outlook is favorable to still higher prices.

Quinine--Has met with an unusually active demand and fully 170,000 ounces have been taken from second hands, with values firmly maintained. Manufacturers and agents of foreign makers report moderate sales at full prices. London statistics show a material decrease in stocks.

Roots--There is very little that is new or interesting in this department, and aside from a lower range for serpentaria, there is no important change in prices, and the sales reported are almost wholly of the retail order.

Seeds--Canary is without new features of interest. The current movement is founded wholly upon very light jobbing requirements. Of the recent arrivals of South American seed no sales are yet reported. Several hundred bags of Russian hemp were landed last week, which has relieved the market and brought about a somewhat easier tone. Prices, however, are unchanged. A slightly stronger feeling has developed in the mustard seed situation and quotations on California yellow and brown have been restored. This is due to an advance in overland freight rates. Yellow is said to be scarce on the Coast. The inquiry for California brown has been active during the past few days and business aggregating 400 bags is reported, of which 300 bags was second grade. German rape is firm but quiet. Celery has developed considerable interest; quite a buying movement set in early in the week, stimulated by cable advices from France of damage to the growing crop, first by frost and more recently by prolonged wet weather. The principal holder has withdrawn, but others are offering sparingly. The stock carried over from last year is the largest ever known, being estimated at 800 bags, and there is an additional 200 bags afloat for this port, but if the crop reports are true a continued firm market may be expected.

The Hardware Market.

General trade continues very good and with the warm weather everybody is beginning to be busy. That makes buying, which gives encouragement to the local dealer, who immediately commences to fill up his stock. These conditions are now prevailing in the hardware line. Manufacturers report in most lines a good demand for goods, and in many instances are behind their orders. Several changes have taken place in two leading lines--tacks of all kinds and wrought butts. New lists have been adopted by the manufacturers, which means new discounts. The new lists are now in the hands of the jobbers, who will be glad to supply them to any regular dealer and name him discounts.

Barbed Wire--The demand is good and in some cases manufacturers find it difficult to keep up with orders. They claim, however, that the demand this spring is falling behind last year, which, undoubtedly, will prevent any advance in the price and may result in a slight weakness. We quote painted barbed at \$1.55 from mill and \$1.80 from stock, and galvanized barbed at \$1.90 from mill and \$2.20 from stock. For good orders, these prices could, no doubt, be shaded.

Wire Nails--Demand is brisk, as much building is going on. Stocks are light.

The mills all report a good lot of orders on hand, but, notwithstanding this fact, prices are not firm and the recent advance will be hard to hold. The market is 95@90c from mill and \$1.20@1.15 from stock.

Bar Iron--At a recent meeting of the manufacturers, the price was advanced \$3 per ton and a new card is soon to be issued.

Fishing Tackle--There is no limit to the demand for this line of goods and of many of the articles it seems impossible to get a sufficient supply. One large importer of hooks says that his order was placed in England last September and that his invoice is not yet received. The greatest scarcity seems to be in hooks and flies.

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	
Clear, fat back	13 50
Boston clear, short cut	13 50
Clear back, short cut	13 75
Standard clear, short cut, best	14 00
SAUSAGE.	
Pork, links	7
Bologna	5½
Liver	6
Tongue	5½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	8
Granger	7½
Family	5½
Compound	5½
Cottolens	6½
Cotosuet	6½
50 lb. tins, ¼c advance.	
20 lb. pails, ¼c	
10 lb. " ¼c	
5 lb. " ¼c	
3 lb. " 1c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 75
Boneless, rump butts	10 00
SMOKED MEATS--Canned or Plain.	
Hams, average 30 lbs.	10
" " 16 lbs.	10½
" " 12 to 14 lbs.	10½
" picnic	7
" best boneless	7
Shoulders	9
Breakfast Bacon boneless	9
Dried beef, ham prices	11
DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	6½
PICKLED PIGS' FEET.	
Half barrels	3 00
Quarter barrels	1 65
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85
BUTTERINE.	
Creamery, rolls	17
" tubs	16
Dairy, rolls	12
" tubs	11½

Eggs Wanted!

Prices quoted on application.

NOTE LOW PRICES

On following goods:

Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:	
30-lb. pail	60
20-lb. pail	45
17-lb. pail	40
15-lb. pail	37
1 quart Mason Jars, per doz.	1 40
1 pint Mason Jars, per doz.	1 00
Per case, 3 doz. in case	2 85
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
12-lb. pails, per lb.	6½
5 lb. cans, per doz.	1 40
5 lb. cans, per doz.	3 50
Pint Mason Jars, per doz.	1 25
Quart Mason Jars, per doz.	2 00
Pure Sweet Cider, in bbls., per gal.	12½
Pure Sweet Cider, in less quantities, per gal	14
Maple Syrup, pint Mason Jars, per doz.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, per doz.	9 00
Peach Marmalade, 20-lb pails	1 00
Peach Marmalade in pt. Mason jars, pr doz.	1 20
No 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included	1 25
No. 1 Egg Crates with fillers complete	33
Special prices made on 100 Crate lots.	

EDWIN FALLAS, 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

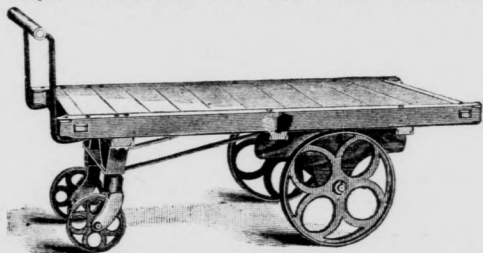
**United States Baking Co.**

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

### THE REYNOLDS IMPROVED TRUCK.



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

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

LANSING WHEELBARROW CO., Lansing, Mich.

### HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is

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

Your inspections 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.



Use Tradesman Wants Column

IT REACHES THE PEOPLE.

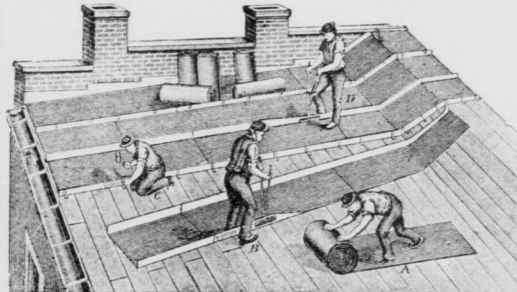


We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded. Correspondence Solicited.

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 Campau Sts.

Send for Catalogue.

## 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 FLAVORING JENNINGS EXTRACTS

SEE QUOTATIONS.

To anyone placing order for Plans with me, I will furnish

SKETCHES FREE

## J. BRECHTING

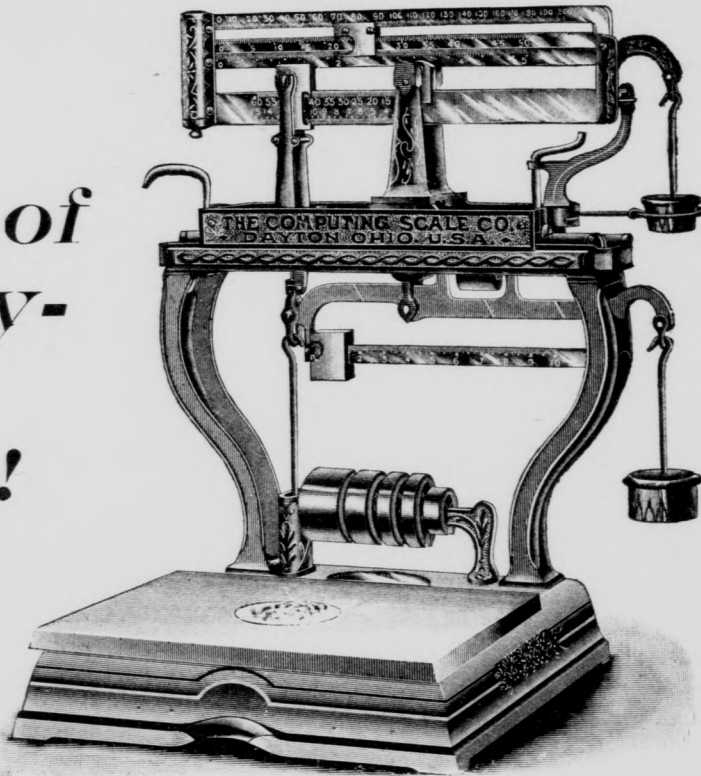
Wonderly Building GRAND RAPIDS

# The Dayton Computing Scale!

.....

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

.....



## Warning!

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

The Computing Scale Co.

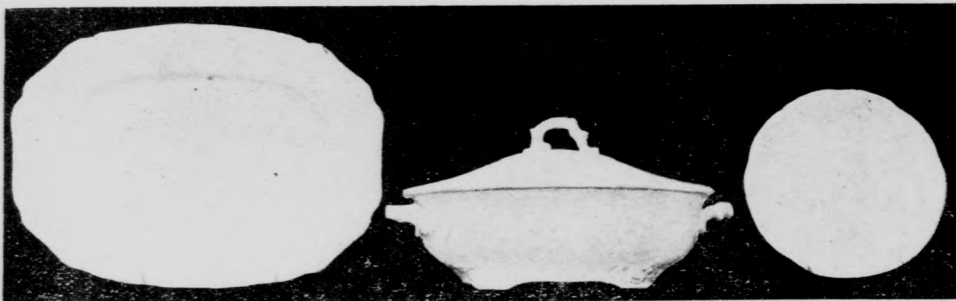
## See What Users Say:

Office of CHICAGO LUMBERING CO.  
Manistique, Mich., Apr. 2, 1895.  
Messrs. Hoyt & Co., Dayton, O.  
Gentlemen: We bought three Standard Market Scales and two Tea Scales of you, Feb. 11th, for our two stores, and have thrown out all our other scales, and had these in constant use ever since.  
We are very much pleased with them and think THEY HAVE SAVED US ABOUT \$5.00 PER DAY, or nearly the cost of them, by this time.  
Yours truly,  
THE CHICAGO LUMBERING CO.  
Per C. S. Hill, Manager.

For further information  
drop a postal card to .....

## HOYT & Company, Sales Agents, Dayton, Ohio.

THE BEST ON EARTH **MEAKINS' WHITE GRANITE WARE.** REDUCED PRICES



NEW IDEAL SHAPE. Original Assorted Crates.



"SUMMERTIME," English Dec. Semi-Porcelain  
PENCIL OR BROWN COLOR.

NO. 141910, IDEAL SHAPE		NO. 15168, IDEAL SHAPE		NO. 13116, "SUMMERTIME"	
Orig. Asstd. Cte., Alfred Meakins' White Granite.	Original Assorted Crate, Alfred Meakins' White Granite Ware.			Assorted Crate.	
6 doz 5 inch Plates..... \$ 42	5 doz 5 inch Plates..... \$ 42	2 only Teapots, 24s.....	3 00	4 doz 5 in Plates.....	51 83 04
20 doz 7 inch Plates..... 61	2 doz 6 inch Plates..... 52	4 only Sugars, 24s.....	2 53	2 doz 6 in Plates.....	62 1 24
2 doz 8 inch Plates..... 70	12 doz 7 inch Plates..... 61	3 only 6s Jugs.....	3 38	12 doz 7 in Plates.....	73 8 76
6 only 6 inch Bakers..... 94	2 doz 8 inch Plates..... 70	6 only 12s Jugs.....	2 25	2 doz 8 in Plates.....	84 1 68
6 only 8 inch Bakers..... 1 59	2 doz 7 inch Plates, Soup..... 61	3 only 24s Jugs.....	1 31	6 doz 4 in Fruits.....	34 2 04
6 only 24s Bowls..... 94	6 doz 4 inch Fruit Saucers..... 28	6 only 30s Jugs.....	1 33	6 doz Ind. Butters.....	23 1 38
12 only 30s Bowls..... 75	2 doz Individual Butters..... 19	6 only 30s Jugs.....	94	1/2 doz 9 in Dishes.....	1 35
12 only 36s Bowls..... 63	2 only 8 inch Dishes..... 94	6 only 24s Bowls.....	94	1/2 doz 10 in Dishes.....	2 03
12 only 48 Open Chambers..... 3 00	3 only 9 inch Dishes..... 1 13	12 only 36s Bowls.....	63	1/2 doz 12 in Dishes.....	3 38
6 only 9s Covered Chambers..... 4 50	6 only 10 inch Dishes..... 1 69	13 only 30s Oyst'r Basins.....	4 50	1-6 doz 14 in Dishes.....	4 73
12 only 6 inch Scallops..... 94	6 only 11 inch Dishes..... 2 25	10 1/2 set hdd. St. Denis Teas.....	37 1/2	2 doz 3 in Bakers.....	79 1 58
12 only 7 inch Scallops..... 1 13	3 only 12 inch Dishes..... 2 81	10 1/2 set hdd. Daisy Teas.....	37 1/2	1/2 doz 7 in Bakers.....	1 25
12 only 8 inch Scallops..... 1 69	3 only 14 inch Dishes..... 3 94	31 set unhd. St. Denis Teas.....	31 1/2	1/2 doz 8 in Bakers.....	2 03
4 doz 4 inch Fruit Saucers..... 28	12 only 3 inch Scallops..... 66	Crate and Cartage.....	2 50	1/2 doz 6 in Scallops.....	1 13
4 doz Individual Butters..... 19	6 only 5 inch Scallops..... 75			1/2 doz 7 in Scallops.....	1 35
15 set handled St. Denis Teas..... 37 1/2	12 only 6 inch Scallops..... 94	Total.....	\$61 99	1/2 doz 8 in Scallops.....	2 04
15 set handled Henshall Teas..... 37 1/2	13 only 7 inch Scallops..... 1 13			1/2 doz 12 Jugs.....	2 70
21 set unhandled St. Denis Teas..... 37 1/2	13 only 8 inch Scallops..... 1 69			1/2 doz 24 Jugs.....	1 38
6 pairs 9s Ewers and Basins..... 7 13	3 only 9 inch Scallops..... 3 25			1/2 doz 30 Jugs.....	1 35
6 only 9 inch Dishes..... 1 13	3 only 7 inch Covered Dishes..... 3 94				
6 only 10 inch Dishes..... 1 69	3 only 8 inch Covered Dishes..... 4 50				
6 only 11 inch Dishes..... 2 25	2 only Sauce Boats..... 1 50				
Crate and Cartage..... 2 50	3 only Pickles..... 1 13				
	2 only 7 inch Casseroles..... 4 50				
	3 only 8 inch Casseroles..... 5 06				
	3 only 5 inch Covered Butters..... 3 38				
Total.....	\$58 72				

All these goods in Open Stock at slight advance.

## H. LEONARD & SONS, Grand Rapids

100 PIECE DINNER SET,  
Open Stock, \$6.25