

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, MAY 1, 1895

NO. 606

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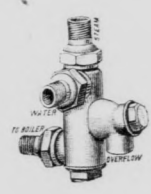
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Saves disputes and enables you to discount your bills. Saves book charges and bad debts. Saves worry and loss of sleep. Wins cash trade and new customers.

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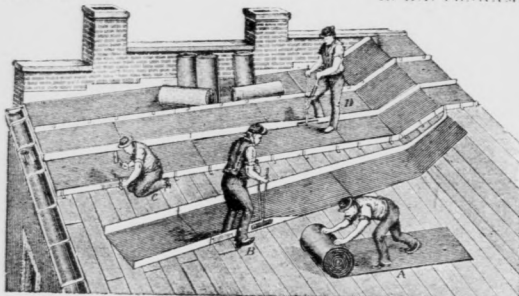
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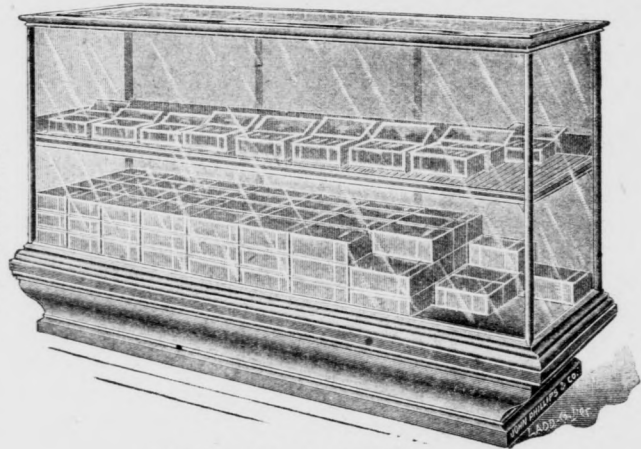
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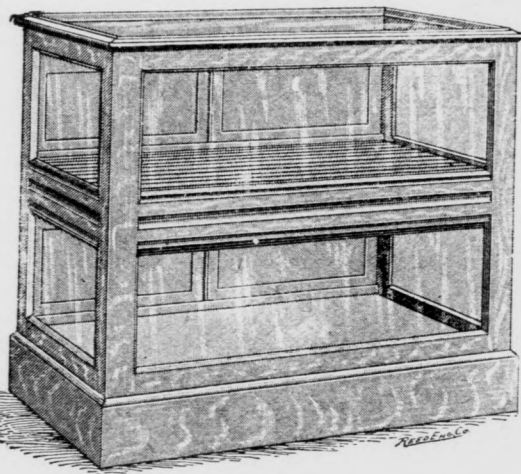
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NEW CIGAR SHOWCASE.

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

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E. P. Waldron, St. Johns, Mich.	F. J. Doud, Albion, Mich.
H. C. Liddiard, (care P. W. Van Antwerp, Sterling, Mich.)	E. J. Mattison, 504 So. Clay St., Frankfort, Ind.
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Importers and Jobbers of

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21 LAKE ST., CHICAGO, ILL.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MAY 1, 1895.

NO. 606

Michigan Fire and Marine INSURANCE CO.

Organized 1881
Detroit, Mich.

Geo. W. Stowitts

REPRESENTING
DIBBLE & WARNER, Mfrs. Fine Suspenders
and Braces, East Hampton, Mass.
GRAND RAPIDS NECKWEAR CO., Mfrs. of
Fine Neckwear, Grand Rapids.
I shall be pleased to call on dealers in need of
anything in either of above lines.
155 Thomas st., Grand Rapids.

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W. FRED McBAIN, Sec.

Dissolution and New Copartnership.

GRAND RAPIDS, MICH., April 25, 1895.
By mutual consent the firm of Leppink & Co. has this day been dissolved. All accounts due to above firm and all indebtedness will be paid to and by the new firm of Leppink & Co.

H. LEPPINK,
FRED P. HINES.
A copartnership has this day been entered into by H. Leppink and John Hulst, under the firm name of Leppink & Co.

H. LEPPINK,
JOHN HULST.

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as
Executors of Wills,
Administrators of Estates,
Guardians of Minors and In-
competent Persons,
Trustee or Agent

In the management of any business which may be entrusted to it.
Any information desired will be cheerfully furnished.

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

INDUSTRIAL REVOLUTIONS.

A few years ago the building of railroads in the new and hitherto undeveloped portions of the Western regions of this country was wonderfully profitable. For a number of seasons the crops of Europe were bad and the deficiency in food supplies thus occasioned could, it was discovered, be most readily filled out of our surplus. Consequently, our agricultural industry was greatly stimulated; much new and fertile land was taken up by settlers; our Western grazing plains were covered with cattle, and, ocean freights being cheap, the transportation of grain and provisions to the seaboard commanded highly remunerative rates. The effect of this prosperity showed itself in the prices paid in Wall Street not only for the bonds but for the stocks of Western railroads. They soared to figures which now look to us as unattainable as the snowy peaks of the Himalayas. Of the reaction that was coming the Stock Exchange gave no warning, yet, now that it has occurred, it is easy to see that it was inevitable from the circumstances of the case. We overdid railroad building and agriculture and cattle ranching, and, besides suffering from competition among ourselves, we provoked that of distant countries. Grain fell, beef fell, railroad rates fell, and thus the prices of railroad securities fell, and have not yet recovered from the fall. The original capitals of many companies have disappeared, and have been replaced either by bonds converted into shares, or by cash assessments; while upon the bonds which still retain their original form the interest has been cut down to a small fraction of its stipulated rate. Eventually, the forces now at work to produce a recovery from this depression will have their effect, but in the meanwhile the depression continues.

On the other hand, the immense revolution in the sugar industry, caused by the discovery of an improved process of making sugar from beets, has made, so far as can be known, no impression in Wall Street excepting as it has affected the profits of the American Sugar Refining Company, but to the world at large it has been of the greatest importance. For years and years France, Germany and Austria strove unsuccessfully to extract from beets a sugar which in price and in quality could compete with that yielded by the sugar cane, but finally they triumphed. The consequence has been a reduction of profits to the Cuban, Louisianian and East Indian sugar planters, amounting in many cases to ruin and a reduction in price to consumers equal to millions of dollars a year. Contributory to the same result has been the invention of glucose made from Indian corn, which takes the place of sugar for certain purposes and thus practically increases the supply of it.

Whether a revolution as great as that in the production of sugar, and to us as disastrous, may not be impending in the petroleum industry, does not yet appear.

The discovery of the Pennsylvania oil fields put an end to the distillation of kerosene oil from coal, and added to our natural wealth merchantable commodities worth from \$75,000,000 to \$100,000,000 a year. So now the exhaustion of those same fields, if it did not compel a resort to other sources of artificial light, might lead to the importation instead of the exportation of petroleum. Previous alarms on this account have proved to be fallacious, but this time the wolf may really be in the sheepfold, and if he is, the havoc he will make will be widespread. Not only will the consumers of oil in lamps be affected, but countless others. The gas companies, for example, who now employ the naphtha yielded by petroleum distillation to enrich their product, may be compelled to return to the old-fashioned coal process, at a greatly increased expense, and new lubricants for machinery will be required in place of those now used.

The partial transference of cotton manufacturing from Europe to Asia, which has so alarmed the Manchester mill owners that they are clamoring for the adoption of the silver standard as a means of arresting its further progress, may also be the beginning of an industrial revolution which, for extent and importance, can be compared only to those caused by the discovery of America and by the invention of the steam engine. The abundance and the cheapness of human labor in Asiatic countries have long been proverbial, but they have not, until lately, availed to counterbalance the superior energy and skill of European artisans and the greater productiveness of European machinery. Within a few years, however, the fall of silver, relatively to gold, has greatly reduced the wages paid in the East in silver as compared with the wages still paid in Europe in gold, or, to state the fact in another way, wages in Europe have practically risen, while wages in Asia have remained stationary. The Hindoo laborer gets no more rupees than he did twenty years ago, the Chinese no more dollars, the Japanese no more yen, but the European laborer gets as many shillings or francs or marks as he did, and even more, so that, while the goods the Asiatic makes sell at the same nominal price as European goods of a similar character, they actually cost only about half as much. Hence, cotton mills are springing up in India, China and Japan which are taking the market away from the mills of Europe, and the same stimulus is bringing into activity works for the production of iron and coal.

Obviously, the way for Europe to meet this competition is either to improve its machinery or to reduce the wages it pays; but the Oriental, now that he has started in the business, can improve his machinery as fast as the European can his, and the only thing left is the reduction of wages. Against this reduction, however, the labor unions of Europe will stand as an impassable barrier so long as the attempt to effect it takes the shape of a re-

duction in the amount of money paid.

In the meantime the Asiatics are every day enlarging their manufacturing enterprises and fixing them upon a firmer basis, so that very soon in will be impossible to overthrow them, if, indeed, it is not impossible already. Appetite grows by what it feeds on, and, now that a few thousand of Hindoos, Chinese, and Japanese have tasted of the profits of these new employments, they will not meekly renounce them. The result of the recent triumph of Japan over China cannot fail to be a vastly freer admission into China of modern ideas and modern improvements than has hitherto been permitted, and, when to 300,000,000 Hindoos, accustomed to earn ten cents a day and less, shall be added 400,000,000 Chinese, whose notions of compensation are equally meager, they will constitute a new mine of human labor as extensive and as valuable as were the fertile lands of America when it was first discovered, or the gold fields of California and of Australia. European talent will not be wanting, if native skill proves inadequate to teach those myriads of hands how to employ themselves to the best advantage, and the ruin that has overtaken Assyria, Babylonia, Persia, Egypt and Turkey, from the transference of their industrial, commercial and military supremacy to other countries, may yet be shared by Europe. Years, and probably centuries, must yet elapse before this catastrophe arrives, and unforeseen causes may avert it altogether; but it is not a chimera to be waved aside as impossible.

MATTHEW MARSHALL.

THE PERFECT WHEEL.

Now that bicycle riding has become so universal, it is feared that the result of the craze will be a race of hunchbacks. The position the rider is compelled to assume on these noiseless steeds is not one of grace and ease by any means, and the inventor who has inventive genius enough to bring out a machine that will combine grace of position, such as is acquired by the best and most skilled equestrians, with easy movement, will prove a benefactor of his race. It is claimed that this cannot be done without a corresponding loss in speed. It was once claimed that men could not propel themselves on single wheels, but the millions of wheels now circling every highway and byway the world over bear testimony to the fact that they can. There is a fortune awaiting the man who builds a perfect wheel, one that will go around swiftly without making the rider hump himself.

The Dry Goods Market.

Owing to the advance in printing cloths, all makes of cottons and prints are held firm.

Raw cotton has advanced 1½¢ per pound, making brown and bleached cottons very firm, as well as drills, sateens and cotton flannels.

Cambries are still held at 3¼¢@4¢. Merrimac shirting prints command 4¢.



Honest Men with Idle Hands.

The unemployed in this and every other country are the helpless factors of as grave a problem as is now perplexing the mind of man and throwing its ink spot on the page of modern civilization. Apart from all economic considerations as to causes, and of special apprehension as to consequences, the situation is not without its peculiar pathos. It includes, in its inert and helpless mass, the honest, the manful, the industrious, the thrifty, with those who have an idle taint in their blood and not enough honesty and manhood left in their skins to keep their hands from theft and their souls from the devil's touch. For these debased and pauperized parasites on the social body, the pity of the human heart has never yet been frozen. Men and women have consecrated time, talents and self-sacrificing service to this foul drift of humanity, and what has been left unquenched of the divine spark in moral rottenness has been sought out with faithfulness and untiring kindness. It is just this kind of salt that has kept men from putrefaction and the flies. The man in the mud seeking for the lost piece of silver is the man that has kept the old earth from holding its nose and from making its shadow on the moon an emetic for that silent queen of the night. To such as these we lift our hat as among the noblest and best of human kind.

There is, however, a work yet to be done, and this is among that class of unfortunates who, helpless as the straws in a mill race, have drifted into the great pond where the white pebble and the unctuous mud are thrown together. These are idle without their choice, ragged or but poorly clad in spite of their decency, and are hungry though their hands are ready to earn the bread an empty stomach craves. For such as these society must wake from its sleep and hang up its nightcap. They are here, there and everywhere. The crowd increases, the problem deepens, and such tragedies as are only to be found where men are hungry and women in despair, and children are but so many misfortunes, needing clothes for their backs and calves for the bones of their legs, are daily casting grim shadows on the canvas of life.

The primeval causes of these conditions are not always to be found under the vest of the sufferer. He may not have been guilty of luxurious living, in eating two red herrings at a meal and eating potatoes with their skins off. He may have laid by his nickels for a rainy day, have been his own dentist and have had no doctor bills to pay for whooping cough, measles or croup in his family. All this is possible, and yet a few weeks without work may see his pocket as bare of dollars as an eggshell is of feathers. It is this industrious and unpauperized class that have been overlooked. They will not beg, they do not whimper; but, for reason of using soap and looking decent, they are left in the cold. It is, however, one of the better signs of the times that this particularly cold fact in the problem of the unemployed is being tackled with both hands. We note an experiment about to be made in a small but model republic of Switzerland. It is nothing less than a system of insurance, by which the insured are provided for when out of employment. This insurance is to be compulsory and includes

workers in factories, in the building trades and general laborers. Employers and the State contribute to the funds. Fraud and imposition are prevented by proof being demanded as to the cause of being out of employment. If from inexcusable or culpable causes, the applicant forfeits his claim to the assistance he seeks. This experiment, as a preliminary step, is to be limited to one canton in the State, and, if successful, their scope will be extended. The result will be watched with interest, and it may possibly be a wedge in the huge block now obstructing the progress and prosperity of the nations.

FRED WOODROW.

The Garner idea of monkey language and general human-like intelligence is to be given a thorough test at Calcutta. At that place a college for the cultivation of the higher senses of precocious monkeys has been established, and some wonderful results are confidently anticipated. The "school" is the result of an agitation on the part of some very advanced evolutionists and naturalists, who know enough concerning the monkey's characteristics to firmly believe that he can be taught to "talk" in a way, enough, at least, to express wants. The method to be employed is known by the name of the "letter-block system." A block alphabet in which the letters are all highly colored is arranged before the monkey student. With these he will be taught to arrange some simple word, such as "pie," and as soon as the word is completed he will be given a piece of pie as a prize. The promoters of the scheme are confident of success.

Springtime finds the Signal Five at the front.



MICHIGAN MINING SCHOOL M. E. Wadsworth, Ph. D., Director.
A high-grade technical school. Practical work. Elective system. Summer courses. Gives degrees of S. B., E. M., and Ph. D. Laboratories, shops, mill, etc., well equipped. Catalogues free. Address Secretary Michigan Mining School, Houghton, Mich.

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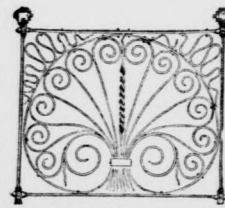
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Our Balls are the Sweetest and Best in the market.
200 in Box or 600 in Barrel.

Penny Ground Corn Cakes in
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Are Tip Top Sellers.

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Mfrs. of Window Guards, Weather Vanes, Roof Cresting, Wire and Iron Fences, Bank and Office Railing, Stable Fixtures, Fire Escapes, etc.

ARTISTIC GRILLES of any design made to order.

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State your wants and send for Catalogue.

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Bear in mind that it's the **QUALITY** of our fruit that we talk about—not how cheap we can sell it. Good goods always bring more than second-class stuff.

Putnam Candy Co.

HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is

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

Your inspection is kindly solicited when in the city.

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

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

Headquarters for Wales-Goodyear Rubbers.



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AND

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Catches more Flies than any other sticky fly paper and pleases everybody.

Every box guaranteed by the manufacturer.

Costs no more than common fly paper.



Commercial Aspect of the Bicycle.
Written for THE TRADESMAN.

That the limit of improvement along the present lines of bicycle construction has about been reached, is pretty conclusively shown by the actual and serviceable changes in the 1895 models in comparison with the '94 wheels. The limit in weight has been reached—and in some instances passed—as already some of the manufacturers who have gone too far are having trouble with their lightest roadsters. One or two of the more cautious makers have taken cognizance of this, and have commenced to run their lightest models slightly overweight to avoid any unforeseen difficulties. A return to slightly heavier wheels is one of the possibilities of next season, although the probabilities are that weights will remain about as they are now; not that American makers cannot solve the problem of making still lighter wheels than any of them have yet turned out, but because the craze for featherweights has about blown over. The demand for excessively light wheels was caused partly by the fact that the lighter a wheel is the easier it is handled, and partly by the desire of riders to see how light a wheel they could ride "over anything" without breaking it. Their desire has been gratified, so far as the present principles of construction are concerned. It has been proved to the satisfaction—and sorrow—of some that an eighteen or twenty pound wheel needs to be carefully handled on rough roads, or it will be almost worthless at the end of six months' use. Their delicate mechanism is not strong enough to stand the strains to which it is subjected. The reaction will be caused by the fact that a 25 or 26 pound wheel is much more comfortable for use on rough roads than a 20 pound one. It is very much steadier, a lighter one receiving and transferring to the rider double the amount of vibration. For riding in cities with well-paved streets, light wheels will always have the preference, for there will be little or no vibration for them to sustain. This will, also, be the case in states where the most of the country roads are good, but for the average country road the heavier wheel will be used more often for many years to come. The principal disadvantage of a heavy wheel is in hill climbing. Various devices have been put upon the market which were designed to render hill climbing easy, but they have all been given a fair trial and been discarded. The changeable gear is apparently the more feasible, if it were only perfected and made more practical than it appears in its present form. It is, as yet, in a rather crude form and costs altogether too much to permit of a very extensive sale. There are two or three varieties, none of which have gained any degree of prominence on the market. They were introduced about the time the light weight fad appeared upon the horizon and this, in addition to their price, prevented their coming very extensively into use. By the majority of wheelmen, they are regarded as of not much use, the argument being that when a bicycle can be geared to 68 and 70 and still run as easily as the present wheels do, there is no necessity for a device for lowering the gear when a particularly difficult piece of riding becomes necessary. They forget, however, that each year the bicycle is being used for things which have not before been attempted by it, and there are times when the means of making it run easier would save quite a walk. Upon a smooth, level pavement, an 1895 wheel would not run too hard for practical use, if it were geared as high as 90; but the minute a hill of any consequence is encountered, a dismount is inevitable. If a practical gear can be invented, it will be widely used. Inventors are, of late, turning their attention to ideas for doing away with the chain. The present chain gears are in as advanced a state as it is possible to bring them to, but there is still too much friction in their work. Different mechanical devices are being patented every year, but nothing has as yet appeared which is superior to the chain. Some of the new ideas have merit, if they were rightly applied, and the indications are that, in the future, we will be riding

wheels geared to over a hundred with as little effort as we now ride those geared to 63.

There will be no radical changes in construction in 1896. The principal difference to be noticed will be the large tubing which will be used by all makers next season. The lines of the frames will undergo no—or, at least, very slight—changes; in fact, there is no room for improvement in this line. One of the main faults of the old-style bicycles was their inconvenient, spread-eagle lines. In 1892 and '93 the saddle was set away back of the crank-axle, the tread was eight or ten inches wide and the handle-bars were about thirty inches wide. This necessitated a very uncomfortable position to be assumed by the rider. The latter did not notice it then, as he was used to it, and had never had anything better, so he was satisfied. This year the saddle is in such a position as to bring the rider directly over his work, thus increasing his power considerably. The tread has been reduced to an average of 5½ inches and the average handle-bar is 17 inches wide. This gives the rider a very compact and comfortable position and makes him present a much better appearance than he did under former conditions.

Riding a bicycle is such exhilarating sport that it matters not to the novice what position he assumes—he is always enjoying himself. Neither does it matter how poor a wheel he rides, provided he has never tried a better one. The poorest wheels manufactured this season run better than the best made three years ago; yet every devotee of the sport then thought there was nothing like it. This has a great deal to do with the enormous sales of cheap wheels. The average man thinks he ought to pay about \$30 for a high-grade bicycle. Consequently, when one of the low grades is offered him for \$40 or \$50, not being able to distinguish between a good wheel and a poor one, he buys the poor one and rides it. Should he chance to ride a good one a few miles, he recognizes the difference and remembers his experience when he makes his next purchase. The writer was compelled, through an unavoidable accident, recently, to ride a medium-grade wheel for a few days. At first it was almost unbearable, but in two or three days the difference went unnoticed. A cycle proverb might be inserted here quite appropriately: "If you value your peace of mind, never sample the riding qualities of a good bicycle unless you have the price of one."

The manufacturers who insisted upon a low discount last winter are now vindicated by the condition of trade. Those who made contracts calling for a large discount did so with the idea that there would be an overproduction this season. The demand has been so much greater than was expected that no manufacturer in the country has been able to keep up with his orders and there is no difficulty in agents holding strictly to the list prices. One of the worst features of the retail trade this year is the time which has to be wasted in trying to convince men who have a wheel of the vintage of 1891 or thereabouts that it is not worth more than a new wheel of this year's manufacture. They think that, because they paid \$135 for it four years ago, the agent ought to allow them \$75 or \$80 for it for the privilege of trading them a new model of up-to-date pattern. Almost any man spoken to on the subject will say he cannot see \$25 difference in the running of the two bicycles. A '94 wheel, costing \$125 when new, sells for just \$60 now. A '93 wheel in good condition, costing \$150 when new, will bring \$45 on the open market to-day. A '92 model sells for \$25 and those of any previous year are marked anywhere from \$5 to \$20. Yet, while knowing this, men are constantly endeavoring to dispose of their old mounts to agents for an equivalent of from \$50 to \$80. Happily, the bicycle agent is treading on velvet this season and can quote his own price. If it is not satisfactory the agent does not care, as he can sell every wheel he can get his hands on.

Firms dealing in agricultural implements are making a success of selling bicycles this year. The rural residents,

especially those near the larger cities, are beginning to realize the value of the steel steed and are buying them to use for rapid transit. This comes directly

in the line of the last named class of dealers, with good results both to the dealer and purchaser.

MORRIS J. WHITE.

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
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and
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Wheels

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In Strictly HIGH GRADE Wheels we have the Famous

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

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At \$85. Our SPECIAL

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

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Large Stock
Prompt Shipment

Wading Pants and Boots.



HOSE
BELTING
PACKING
Everything in Rubber

STUDLEY & BARCLAY

4 MONROE ST.
Grand Rapids, Mich.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Clyde—Davison & Hastings succeed Johnson Bros. in general trade.

Albion—Wilder & Son succeed Keep & Wilder in the lumber business.

Cadillac—C. E. Auer succeeds Edwin R. Smith in the clothing business.

Manistique—Sheppard Bros. succeed C. H. Girvin in the baking business.

Vestaburgh—Thos. Caris succeeds Caris Bros. in the grocery business.

Rockford—David L. Reynolds has sold his cigar business to Wm. Maynard.

Dimondale—W. H. Whitmore succeeds D. H. Shipp in the harness business.

Freeport—Elbridge White has removed his general stock from Lee to this place.

Sturgis—Leonard Valentine has purchased the grocery stock of Wait & Upham.

Flint—F. H. Thompson succeeds Harris & Thompson in the drug business.

Clio—Long & Johnson, grocers, have dissolved, G. M. Long continuing the business.

Battle Creek—J. W. Henry succeeds Crane & Henry in the merchant tailoring business.

Hersey—I. (Mrs. W. H.) Drake has removed her grocery stock from Big Rapids to this place.

Weidman—H. C. Thompson has removed his grocery stock from Lakeview to this place.

Chase—Knevels & Messenger succeed K. (Mrs. J. H.) Knevels in the boot and shoe business.

Coldwater—Bert Dewey succeeds L. Dewey, his father, in the grocery and meat business.

Saginaw—McCormick Bros., lumber dealers, have dissolved, C. W. McCormick succeeding.

Constantine—Beecher Dentler succeeds A. Redfern in the grocery and bakery business.

Blissfield—Holt & Wilcox succeed W. R. Wilcox in the vehicle and agricultural implement business.

Lansing—The Potter-Cowles Co., not incorporated, succeeds Cowles Bros. in the furniture business.

Jackson—Lake & Lowry, coal and lime dealers, have dissolved, Robt. Lake continuing the business.

Jackson—J. L. Lee, the Lansing attorney, has purchased the clothing stock of the Chas. Broas Clothing Co.

Bessemer—Norberg & Jones, jewelers, have dissolved. The business will be continued by L. A. Norberg.

Maple Ridge—Simon Campagne has removed his grocery stock to Prescott, where he will resume business.

Detroit—Marymont & Purcell, wholesale and retail liquor dealers, have dissolved, Rosa Marymont succeeding.

Wacousta—Robert G. Mason, general dealer, has sold his dry goods stock to a gentleman by the name of Spaulding.

Corunna—Fox & Mason are succeeded by the Mason & Fox Furniture Co. in the furniture manufacturing business.

Reeding—North & Cartright, boot and shoe dealers, have dissolved. The business will be continued by W. M. North.

Kingsley—Dr. M. S. Brownson has opened a grocery and drug stock in his sanitarium building. Phelps, Brace & Co. furnished the groceries and Williams, Davis, Brooks & Co. supplied the drugs.

Detroit—E. H. Richardson, who has been dealing in bankrupt stocks of shoes,

is now remodeling his store on Monroe avenue and will hereafter conduct a retail shoe business without the bankrupt goods.

Sturgis—John Clapp and Fred Billsborrow have opened a hardware store under the firm name of Clapp & Billsborrow.

Archie—C. E. Clapp has sold his general stock here and removed to Traverse City, where he will re-engage in business.

Ludington—E. H. Day and Chas. Forslund have been admitted to partnership with F. E. Gray in the shoe and clothing business.

Elwell—Phelps Bros. have sold their general stock to Taylor & Meigs, who will continue the business at the same location.

Westwood—W. H. Potter has disposed of his stock of groceries to W. H. Smith, who will add dry goods, shoes and furnishings.

Greenville—P. Keech has sold his meat market to Johnson & Case, who will continue the business at the former location of D. Cooper.

Detroit—Macdonald, Jameson & Co. dealers in proprietary medicines, have merged their business into a corporation under the same style.

Ceresco—Frank Reed, formerly in general trade at Marengo, has purchased the general stock of Herman Andre and will continue the business.

Saginaw—John G. Beer is erecting a store on Court street, adjoining Grossman's drug store, into which he will move his stock of hardware.

Pompeii—Mr. Payne, formerly of the firm of Henderson & Payne, has opened a new grocery stock. C. Elliott & Co. (Detroit) furnished the stock.

Traverse City—Perry W. Nichols, who sold his meat market a short time ago to R. R. Robinson & Co., has bought the Daniels market and will open it in a few days.

Detroit—J. J. Cochrane, special partner in the wholesale grocery firm of Ward L. Andrus & Co., has withdrawn his \$10,000 interest and will shortly open a grocery store at Romeo.

Cadillac—L. E. Finn and Louis R. Finn have formed a copartnership under the style of L. E. Finn & Co. and purchased the drug stock of G. A. Dillenbeck, who was recently adjudged insane.

Belding—H. P. Whipple has sold his mercantile business in Midland and returned to Belding to reside. He will shortly re-engage in business here, but has not yet fully matured his plans.

Grawn—D. E. Crandall has sold his stock of general merchandise to A. W. Monroe & Co., who will conduct the business hereafter. Mr. Crandall will give his entire time to his milling interests.

Shelley—A change will shortly take place in the produce firm of VanWickle, Munson & Co. Mr. Munson will retire from the firm, and perhaps Mr. Chapman. They are taking inventory, and looking up books, accounts, etc.

Belding—Cobb & Day have sold their drug stock to Fisk Bangs, of Grand Ledge. Mr. Day will remain with Mr. Bangs for a time as prescription clerk. Mr. Cobb is yet undecided as to what business he will embark in.

Traverse City—Mrs. E. M. Daniels has made arrangements by which the Frank Daniels grocery business will be continued in her own name. A trust mortgage has been filed with J. T. Beadle as

trustee. An inventory showed stock on hand to the amount of \$6,000, while the indebtedness is only about \$3,000. She has sold the meat market in connection with the store and will confine her attention to the grocery business, conducting it, as hitherto, on a cash basis.

Traverse City (Herald)—B. J. Morgan shipped the last of his potatoes a few days ago. He put in storage, last fall, 7,160 bushels. They came through the winter nicely, the shrinkage being only 85 bushels on the entire lot, and the 7,075 bushels were sold at 55 cents, affording a handsome margin of profit.

Detroit—Wallace, Bell & Co. is the name of a new grocery firm which opened its doors for business at 105 Woodward avenue April 29. The firm comprises David Wallace, who has conducted the grocery business at 119 Woodward avenue for the past fifteen years; John Bell, who has been employed by G. & R. McMillan for the past twenty-nine years, and A. Van Bianchi, who has been general salesman in the same establishment for twenty-three years.

Detroit—Williams, Davis, Brooks & Co. have filed a bill for an accounting against Wm. H. Hill, Fred Slocum and the Home Life Publishing Co., limited, of Caro. They aver that Hill, a local dealer in patent medicines, induced them on March 24, 1894, to form the Home Life Publishing Co., with a capital stock of \$1,500, the complainants and Hill each to put in \$500, and Fred Slocum the plant of his paper, *Home Life*, a monthly journal. The purpose of the combination was the advertising in the papers of the respective goods handled by the complainants and Hill, who, in addition to the capital of \$500 each, were to make advertising contracts in the sum of \$1,200 per year each. The paper was to be issued in not less than 600,000 copies per year. It is shown that complainants paid in their stock of \$500 and more than \$1,500 for advertising, but it is charged that Hill's contribution of \$500 was divided between Hill and Slocum, and that the latter paid back to Hill all the sums paid for advertising, amounting in all to \$1,032.45. Complainants demand an accounting and that the defendants be compelled to restore to them the amount found due.

MANUFACTURING MATTERS.

Lake City—J. N. Arbuckle succeeds Arbuckle Bros. in the saw and shingle mill business.

Clare—William Gorr has purchased a one-fourth interest in the Gorr & Arrand planing mill and sash and door factory.

Saginaw—S. W. Tyler & Son expect to start their shingle mill in about three weeks. A large marine boiler is being put into the mill plant.

Hudson—C. W. Bruce and O. W. Gleason have formed a copartnership under the style of C. W. Bruce & Co. and embarked in the manufacture of brooms.

Grand Ledge—Francis Rawson has sold his interest in Pearsall's Marble Works to his partners who will continue the business under the style of V. N. & R. A. Pearsall.

Meredith—The John Davis shingle mill, 10 miles north of this place, which has been idle for some time, will be run full capacity during the season. It is located on timber owned by J. Boyce, and the product will be shipped out on the Michigan logging road running into his pine.

Bay City—The Hall shingle mill, at Essexville, went into commission last week. The output of shingles this season will probably be no larger than that of last season.

Owosso—Both of the Estey furniture factories are running full time and are crowded with orders. The sawmill is cutting 225,000 feet of hardwood lumber a week, which is mostly consumed in the factories.

Caseville—Mr. Curran has retired from the firm of Curran, Flach & Conley, manufacturers of lumber, staves, heading and salt and dealers in general merchandise. The remaining partners will continue the business under the style of Flach & Conley.

Estey—William Brown's shingle mill, which has been operated all the winter, has shut down and has been removed to the opposite side of the track to make room for a large mill now being erected for the manufacture of heading and staves by H. Sawyer & Co., Limited.

Detroit—Williams, Davis, Brooks & Co. have filed a claim with the Court of Claims, at Washington, for \$3,534 rebate upon free alcohol used by them in their manufactures since the Wilson law went into effect. Frederick F. Ingram & Co. have filed a similar claim for \$2,027.

Owosso—James F. Yeats & Son are erecting a building on the corner of Main and Elm streets in which cigar boxes will be manufactured. This industry has been carried on in Owosso for years by various firms and individuals and an attempt will be made to increase the business.

Manistee—R. G. Peters says that his sawmill plant at this point will not be a very long lived one unless he can purchase some more timber soon. He is negotiating for some good sized tracts. When asked his opinion as to the market conditions he said that present prices did not suit him and that stumpage costs too much to donate it to the yard men; that unless hemlock and cedar materially improve in price before long they would shut down their night run and store some of the logs up in the river near the mill where they have boorage capacity for a number of millions. In pine the price, while low, is still somewhat better than that offered for cedar and hemlock.

Years for the Days of Honesty in Bushel Baskets.

KALAMAZOO, April 25—It did me good to read THE TRADESMAN's comments on bastard bushel baskets in the issue of April 24. It carried me back to the days when a bushel of potatoes was really a bushel and a quart of berries was a quart in reality as well as in name. I know no reason why we cannot bring about a return to the days of honesty and fair dealing, providing we agitate the matter constantly and actively. Surely we merchants cannot lose anything by assisting in the reform, for the only class which is benefited by the deception is the growers, who find it somewhat profitable to be able to sell seven-eighths of a bushel for a bushel. They are clearly in the wrong in fathering bastard measures of this character, as by so doing they are rendering themselves liable to prosecution under the statutes for cheating, and I am of the opinion that a little missionary work on the part of the officers of the law would bring the growers to their senses and result in their reaching the conclusion that honesty is by all means the best policy.

I hope THE TRADESMAN will keep the ball rolling until the abuse is effectually abated.

MERCHANT.

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

GRAND RAPIDS GOSSIP.

Mrs. Kate Howard succeeds Wm. Karreman in the grocery business at 206 Plainfield avenue.

Chas. L. Rusco is succeeded by Mrs. Albertie Richards in the grocery business at 93 Fremont street.

J. T. Arnold has opened a grocery store at Otsego. The stock was furnished by the Musselman Grocer Co.

J. Warren Boynton, formerly of the firm of Lyon & Boynton, has opened a grocery store at 3 Robinson avenue.

Peter A. Gabriel has removed his grocery stock from the corner of West Fulton and Gold streets to 144 West Fulton street.

Hartman & Metzger have embarked in the grocery business on Stocking street. The stock was furnished by the Musselman Grocer Co.

The Michigan Barrel Co. has put in machinery for the manufacture of baskets and will be in a position to supply the local market this season.

John N. Loucks has re-opened his grocery store at Ottawa Beach for the season. The stock was furnished by the Lemon & Wheeler Company.

John M. Smith, formerly grocery clerk for John Killean & Son, has purchased the grocery stock of John M. Robinson at 220 Plainfield avenue.

Graham & Wilson, formerly engaged in the drug business at Detroit, have opened a drug store at Mishawaka, Ind. The Hazeltine & Perkins Drug Co. furnished the stock.

Lowell Lambkin, whose general stock at Good Hart was recently destroyed by fire, has re-engaged in the grocery business. The Lemon & Wheeler Company furnished the stock.

Geo. E. Stahlnecker has recovered from a long siege of typhoid fever, which came very near taking him into the land of the hereafter, and has purchased the grocery stock of D. Marlatt, at 95 Broadway.

N. Bouma, formerly engaged in general trade at Fisher Station, has embarked in the grocery business at Jenison. The stock was furnished by the Lemon & Wheeler Company and the Musselman Grocer Co.

Lloyd V. Hudson and H. A. Hudson have formed a copartnership under the style of L. V. Hudson & Co. and opened a grocery store at the corner of East and Sherman streets. The I. M. Clark Grocery Co. furnished the stock.

The Ideal Clothing Co. has leased the fourth floor of the Reid block, in addition to its quarters on the second and third floors, and will occupy the added space with its cutting tables and as storage for piece goods. The enlargement will give the company room for thirty more machines, which will be added as the business of the corporation increases.

Gripsack Brigade.

Geo. W. Stowitts has signed with two houses for the remainder of the season—Dibble & Warner, manufacturers of suspenders at East Hampton, Mass., and the Grand Rapids Neckware Co. He will cover the same territory he has visited in the past, which includes nearly the entire State.

J. H. McKelvey has taken the position of Secretary and Treasurer of the Michigan Commercial Travelers' Association—not Michigan Commercial Travelers' Association, as stated last week.

The second annual convention of the Grand Council of Michigan, United Commercial Travelers of America, will be held at Flint, May 17 and 18, convening at 10:30 a. m. of the day first named. Those who attend will be the guests of Flint Council, No. 29, which will tender a banquet to the visitors on the evening of May 17. THE TRADESMAN returns thanks for a cordial invitation to the convention and banquet.

The traveling men of the city are working like beavers to secure the appointment of Stephen A. Sears as a member of the Board of Police and Fire Commissioners. Mr. Sears was for many years an honored member of the fraternity and the boys will always hold him in high respect for the dignity with which he invariably maintained the reputation of the fraternity and the broad charity which characterized his career while an active worker in the ranks.

Ex-President Waldron was in town last Friday, on his way home (St. Johns) from Lansing, where he argued the merits of Donovan's bill providing for interchangeable mileage tickets before the Committee on Railroads of the House. It has been urged as an argument against the measure that irresponsible railroad companies would issue the books, and that railroads accepting the mileage would be greatly vexed and annoyed in making collections for mileage received by them. The Donovan bill, however, provides for a general office of issuance, where the mileage will be returned and credited to the various roads accepting it, and the strongest argument against the bill has thus been overcome. An objection was also made to the bill on the ground that it was unconstitutional, but Mr. Waldron obtained an opinion from Attorney-General Maynard, pronouncing the objection fallacious. Mr. Waldron was much pleased with his reception by the Committee and confidently looks for a favorable report.

Saginaw Evening News: Council No. 43, United Commercial Travelers of America, essayed its first annual ball Friday evening at Masonic temple. There is an old tradition that the knights of the grip are very jovial, wholesouled and happy fellows who thoroughly enjoy the pleasures of this life and allow the cares and sorrows to step by them into oblivion, and their first annual social party went a long way towards demonstrating the correctness of the story. The person who cast a casual glance over the assembly would not for a moment have imagined that there was such a thing in existence as care and business. Everything of that nature was thrown to the winds and only the immediate pleasure at hand was given any attention. The attendance was not as large as expected, possibly owing to the fact that many of the tourists found it impossible to reach the city before Saturday, their routes having been laid out for them long before the party was announced. However, the sixty couples or more made up, in activity and thorough enjoyment, anything that might have been lacking in numbers. The party was a most informal one. The commercial men themselves are very informal.

That's the way they make a success of life on the road and they are not the people to do things in "company" that they do not practice in everyday life. No refreshments were served and at a seasonable hour the party was brought to a close, everybody having had an excellent time and voting the commercial men the best of entertainers.

The Grocery Market.

Sugar—An advance of a sixpence all along the line occurred Monday and the price is still strong, the general opinion being that values will move up fully 1/4c during the next month.

Fruit Jars—Another advance has been promulgated by the manufacturers. Those who have not yet purchased their season's supplies would do well to do so before further advances occur.

Bananas—The demand still continues greater than the supply and prices are, in consequence, very firm at advanced figures. Up to the present time stock has carried very nicely, hardly a bunch being too ripe on arrival, but with hot weather nearly upon us it will soon be different, as the fruit ripens very fast when the mercury stands in the nineties. It is safe to assert that prices will be more in favor of the buyer very soon.

Oranges—Seedlings are getting so ripe that wholesalers are reluctant to order in excess of actual needs, as the fruit decays so rapidly. Navels are nearly gone and the balance of them are, practically, in the hands of the trade. Some have placed a few cars in cold storage, but, while they will come out fairly sound, it will not be safe to order more than a three days' supply at a time, as they will melt down like froth on a pail of milk as soon as they leave the refrigerator.

Lemons—Arrivals at the Eastern ports continue to be light in volume and prices, as advanced two weeks ago, are fully maintained. About 60,000 boxes will be sold in New York this week, and, while prices may weaken a trifle, the chances are that they will not go low enough to make any great difference in the net total. Two steamers will be sold in Montreal on May 2 and 8, and, as their cargoes consist of some fine marks of choice November cuttings, it is thought good prices will be obtained—especially as the fruit purchased at that port usually keeps well.

Foreign Nuts—Move slowly, and there is no change in prices. The demand is always light at this season of the year, and prices do not cut much of a figure, in view of which deep cuts are not made.

Figs and Dates—Sell in a moderate way at regular prices. Dates are held easy, while figs are a little firmer.

The Grain Market.

During the past week the wheat market has experienced one of its old-time booms. To sum it up short, it has been a boom week. Price on wheat scored an advance of fully 5c per bushel and the chronic bears brought all the influence to bear they could to depress the market; but large clearances from all the ports and the milling demand in wheat centers, as the country elevators seem to be bare of wheat and farmers are unwilling to sell, caused an advance. Another factor in the advance is the extreme drought in the winter wheat belt. We are of the opinion that farmers who fed wheat to their stock, claiming it was worth nothing,

will wish they had it in their granaries, for, should the present dry weather continue much longer, wheat certainly will be a very short crop this harvest. European demand seems to keep up and our visible is decreasing as fast as, if not faster than, was anticipated.

Corn advanced also, while oats remained stationary but firm.

Receipts of wheat during the past week were 75 cars, which was rather above the usual amount. There were 14 cars of corn and 11 cars of oats received. Wheat took another jump to-day. Millers are paying 15c per bushel above low points. C. G. A. VOIGT.

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, NO TRADE—ONE OF THE FINEST drug stores in Grand Rapids. Clean stock, hardware fixtures, everything first-class, at a bargain. Stock and fixtures invoice about \$1,000. Reason for selling, other business. Address No. 759, care Michigan Tradesman. 759

WANTED—A GOOD LOCATION FOR FURNISHING and notion store in town of from 2,000 to 4,000, Southwestern Michigan preferred. Will purchase small stock if at a bargain. Address 758, care Michigan Tradesman. 758

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 Ipeac, 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 selected. Address No. 752, care Mich. Tradesman. 752

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

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

FOR SALE—CLEAN GENERAL STOCK, 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

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

MISCELLANEOUS.

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly salary and expenses or com. If offer satisfactory, address at once, with particulars concerning yourself, U.S. Chemical Works, Chicago. 757

WANTED—POULTRY, VEAL, LAMBS, BUTTER and eggs on consignment. Ask for quotations. F. J. Dettenthaler, Grand Rapids, Mich. 760

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Smith, 84-86 South Division St., Grand Rapids. 673

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

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

SITUATIONS WANTED.

WANTED—POSITION 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. 753, care Michigan Tradesman. 53

WANTED—SITUATION BY REGISTERED pharmacist. Enquire 500 South Division street, Grand Rapids. 734

THE BACK OFFICE.

Written for THE TRADESMAN.

The *American Grocer*, in speaking of the death of Mr. Stone, said that it was a matter of pride with him that during the four and forty years of his connection with the *Journal of Commerce*, he had never taken a vacation. The St. Louis *Dry Goods Reporter* thinks that there isn't anything to be proud of in such slavery as that; that the editor's death at seventy-seven should be looked upon as a warning, and that "those who don't know enough to take a rest should be compelled to do so!"

I have read the item and the comment and am inclined to think that the *Reporter* is a little "off." It depends so much upon the man—this taking a vacation—and with Mr. Stone's idea of work and his evident fondness for it, it may be safe to assume that, if the *Reporter's* heroic treatment had been acted upon, the editor of the *Journal of Commerce*, instead of living until he was seventy-seven, would, years ago, have gone from his work to his reward.

There is no use of a vacation to a man who doesn't know what a vacation is made for. I've no desire to be the traveling companion of a man who takes his business with him wherever he goes, and it doesn't make any difference what that business is. It may be no end of fun to camp out, for example, with a man whose mind is so intent upon the market that he isn't willing to get beyond the reach of the telegraph wire, and who would just as soon think of going to sleep without knowing how the market stands as he would of admitting that somebody else in the party shot the biggest deer or caught the biggest fish. How I should enjoy a sea voyage with a man who couldn't see a vessel under full sail—and what a beautiful sight it is!—without calculating how much per cent. the man made who furnished the canvas for the sails; or, what is quite as bad, worrying all the time lest the steamer may not reach her dock exactly on time, and so prevent that interview the minute he strikes Liverpool! Think of a trip up the lakes, a jaunt to the White Mountains or a sojourn at Newport with an editor who didn't want to go anyway, and whose tab is always on his knee and who, if he isn't writing something for the paper, is grinding out in his mind an editorial on the sights and sounds about him, and who, in reply to some attraction pointed out, wonders if that fool of a foreman will know enough to set up that copy without compromising everybody in the establishment!

One of the greatest attractions to draw such a fellow from "life's dull round" is his old home "up in the country." The good wife, seeing, or thinking she sees, that John is simply wearing himself out in that office, finally accomplishes her purpose and they all start for the farm. Worse than that, they get there; and then the fun begins. After he has been kissed all around and after he has been to the barn, and seen the pigs, and heard the rooster crow once or twice, and heard Jerry and Jedediah wonder over and over again why Cy Huzzington isn't willing to tell what he's been offered for his turkeys; after he has looked the farm all over, and let the bars down just as he used to years ago, he saunters back to the house to look over his exchanges. From that time on he has what in common parlance is called

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Pails.
Standard, per lb.		5	7	7
" H. H.		6	6	7
" Twist		6	6	7
Boston Cream	8 1/4			
Cut Loaf				8
Extra H. H.	8 1/4			
MIXED CANDY.		Bbls.	Pails.	
Standard		5	6 1/2	
Leader		5 1/2	6 1/2	
Royal		6	7 1/2	
Nobby		7	8 1/2	
English Rock		7	8 1/2	
Conserves	8 1/4		7 1/2	
Broken Taffy	baskets	7	8	
Peanut Squares		7	8	
French Creams			9	
Valley Creams			12 1/2	
Midget, 30 lb. baskets			8	
Modern, 30 lb.			8	
FANCY—in bulk		Pails		
Lozenges, plain		8 1/2		
" printed		9 1/2		
Chocolate Drops		11		
Chocolate Monumentals		12		
Gum Drops		5		
Moss Drops		7 1/2		
Sour Drops		8		
Imperials		9		
FANCY—in 5 lb. boxes.		Per Box		
Lemon Drops		.50		
Sour Drops		.50		
Peppermint Drops		.60		
Chocolate Drops		.65		
H. M. Chocolate Drops		.75		
Gum Drops		.35@.50		
Licorice Drops		1.00		
A. B. Licorice Drops		.75		
Lozenges, plain		.60		
" printed		.65		
Imperials		.60		
Mottos		.70		
Cream Bar		.55		
Molasses Bar		.50		
Hand Made Creams		.80@.90		
Plain Creams		.60@.80		
Decorated Creams		.90		
String Rock		.60		
Burnt Almonds		.90@.25		
Wintergreen Berries		.60		
CARAMELS.				
No. 1, wrapped, 2 lb. boxes		34		
No. 1, " 3 "		51		
No. 2, " 2 "		28		
ORANGES.				
California Seedlings—125, 150, 175, 200, 216		2 75		
" 250				
Fancy Navels—112		3 50		
" 126		3 75		
" 150, 175, 200		3 75		
Messina Oranges, 200		3 60		
LEMONS.				
Choice, 300		4 00		
Extra Choice, 300		4 50		
Extra Fancy, 300		4 50		
Choice, 360		3 75		
Extra Choice, 360		4 00		
Fancy, 360		4 00		
Extra Fancy, 360, gilt packing		4 50		
BANANAS.				
Large bunches		1 75@2 50		
Small bunches		1 25@1 50		
OTHER FOREIGN FRUITS.				
Figs, fancy layers 16b		13		
" " 30b				
" extra " 14b				
" bags		6 1/2		
Dates, Fard, 10-lb. box		2 7 1/2		
" " 50-lb.		2 5		
" Persian, G. M. 50-lb. box		2 4 1/2		
NUTS.				
Almonds, Tarragona		7 14		
Ivaca		2		
California, soft shelled		2 12		
Brazil, new		2 8		
Filberts		2 10		
Walnuts, Grenoble		2 14		
" French		2		
" Calif. No. 1		2 12		
" Soft Shelled Calif.		2 13		
Table Nuts, fancy		2 11		
" choice		2 9		
Pecans, Texas, H. P.		8 2 11		
Chestnuts				
Hickory Nuts per bu., Mich.				
Cocoanuts, full sacks		3 65		
Butternuts per bu.				
Black Walnuts, per bu.				
PEANUTS.				
Fancy, H. P., Suns		2 5 1/2		
" Roasted		2 6 1/2		
Fancy, H. P., Flage		2 5 1/2		
" Roasted		2 6 1/2		
Choice, H. P., Extras		2 4 1/2		
" Roasted		2 6		
FRESH MEATS.				
BEEF.				
Carcass		6 1/2@ 8 1/2		
Fore quarters		5 @ 6		
Hind quarters		8 @ 10		
Loins No. 3		11 @ 14		
Ribs		10 @ 14		
Rounds		5 1/2@ 6 1/2		
Chucks		3 1/2@ 5		
Plates		3 1/2@ 4		
PORK.				
Dressed		5 @ 5 1/2		
Loins		8 1/2		
Shoulders		7		
Leaf Lard		8		
MUTTON.				
Carcass		7 @ 8		
Lambs		2		
YEAL.				
Carcass		5 1/2 @		

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

252 and 254 CANAL ST., GRAND RAPIDS

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.

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.

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Barn Telephone 1059.

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Moving, Packing, Dry Storage.

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

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HAND MADE CREAMS, FRENCH MIXED and STANDARD MIXTURES.

OUR GOODS ARE WINNERS FROM START TO FINISH.

Putnam Candy Co.

LEMON & WHEELER Co.

WHOLESALE GROCERS

Grand Rapids

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

a vacation. He eats, and he rides, and he visits, and he goes fishing along the same old stream that blessed his boyhood and that greets him now with the same ripples of laughter as in the olden time, and he makes believe that there never was another such a vacation taken as that(!); and then he shakes hands with them all some happy morning, and, with a joy he doesn't try to hide, gets home just as soon as he can, where his wife, with that plainness of speech sometimes assumed by her sex, declares that that is the last vacation that she shall ever urge John to make. He made his own life wretched and everybody else's who came anywhere near him. No more vacation for him!

* * *

A New York salesman, who claims to know what he is talking about, says that his sales are increasing and that it is due to the fact that people want pure goods. Of course, this particular salesman never has anything but pure goods to sell, because the house he travels for never handles anything else—a condition of things which cannot be too much commended. Admitting that to be true, what I want to say is that no brighter sign of returning prosperity has, so far, appeared than that the people are wanting pure goods. It means that they are coming to their senses. It means that they have, at last, found out that cheap goods are cheap because they are not good for anything; that they have got tired of this, and are willing to pay what goods are worth for the sake of having them good and "pure."

Now that the tide has turned, whatever enters into the wants and wishes of men will be of the same stamp. "I want something that will wear. I want it all wool and I want it to be just what it appears—good, clear through." The pure food question is taking good care of itself. It is going to be quite a while before the real coffee berry takes the place of the chicory and the bean, but it will come in time; and who knows but that one of these days when honesty gets to be more and more what the people want, they may be brave enough to ask for oleomargarine, no matter what its color may be, and refuse to buy fresh farm butter that has been dyed the color of the buttercup?

The desire for the good and the pure will not stop here. When it is distinctly understood what the people are not only wanting but are determined to have, the reform will set in in good earnest. I can imagine that the time is not far off when a man will detest a filled watch-case as he detests a filled cheese! What a glorious world to live in it will be when the call for pinchbeck jewelry is over and all the acid is left out of the molasses! Think of the sweat-shop closing its doors because the business and all that belongs to the debasing idea is to be tolerated no longer! And who would doubt the dawn of the Golden Age if "the people" should turn their backs upon those in purple and fine linen and upon those not so clad who get gain by cheating and exultingly flaunt the result of their shrewdness upon the world! "People want pure goods." It is the most cheering sign yet of the good times coming, and the surest, for when the people begin to call for the best—because it is the best, on the principle that like seeks like—it indicates a wholesomeness and a healthiness of the body politic which has not existed before for many a day.

RICHARD MALCOM STRONG.

Advantages of the Cash System.

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

Why is it that a merchant will give great amounts of merchandise to a person with absolutely no security? This same merchant might not lend a friend \$50 without security of some kind, even if that friend were possessed of real estate to the amount of thousands of dollars, but, when a stranger comes along and says, in a plausible manner, that he needs a little time on a bill of goods, the merchant gives him the goods at once. Why should he do this? The reason is simply this: The merchant's anxiety to do business overcomes his better judgment, or else he is located in a community where everyone gives credit. To overcome the former fault lies, of course, with the individual, who needs training; to overcome the latter needs organization—no halfway organization, but complete unity of all merchants in that line of goods. The retail grocers, for instance—there is no class of merchants who give credit so promiscuously as do they. And why? If they were thoroughly organized, they would not be compelled to give credit, simply because the person who applied for it and was refused could not get it at any of the retail groceries which the community might contain. It only one grocer gave credit it would be an easy matter to overcome his objections after three months' time. If thoroughly organized, what trade you might lose by refusing credit would be counteracted by those your neighbor loses who now come to you.

Now, if you were doing business on a strictly cash basis, see what the advantage would be. You would be able to discount all your bills, besides being able to get a better bargain from the wholesaler, who knew his money was forthcoming; you would, consequently, make larger profits, as you would be buying your goods cheaper, and there would be no loss to be deducted from your profits, as there is now when you have given credit to some of these plausible-talking dead-beats with which the country abounds. E. ALPHONSE CLOONAN.

St. Louis, Mo.

New Departure in Brooms!

THE NEW

Socket Broom

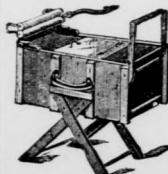
Neatly packed in cases. Do not get spoiled in shipping. Take very little room in store. Handles easily attached. Every one guaranteed. Send for prices.

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NOTHING SUCCEEDS LIKE MERIT!

—THE—
Rocker Washer

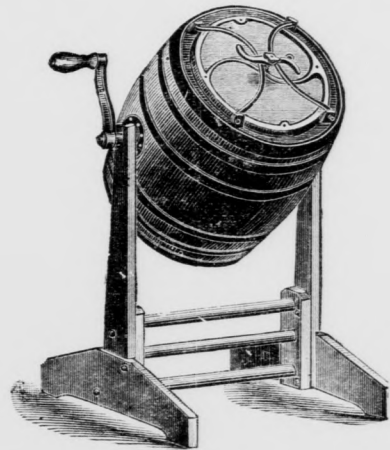


Has proved the most satisfactory of any washer ever placed upon the market. It is warranted to wash an ordinary family washing of

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.

The Favorite Churn



POINTS OF EXCELLENCE.

It is made of thoroughly seasoned material. It is finished smooth inside as well as outside. The iron ring head is strong and not liable to break. The bails are fastened to the iron ring, where they need to be fastened. It is simple in construction and convenient to operate. No other churn is so nearly perfect as The Favorite. Don't buy a counterfeit.

SIZES AND PRICES.

No. 0—5 gal., to churn 2 gals. \$ 8 00	No. 3—20 gal., to churn 9 gals. 10 00
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No. 2—15 gal., to churn 7 gals. 9 00	Write for discount.

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Brown & Sehler

JOBBERS 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.

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Published at
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E. A. STOWE, Editor.

WEDNESDAY, MAY 1.

JOURNALISTIC FAKES.

The American system of news gathering for the press is, perhaps, as practical as any that can be devised and it is probable that it will progress on substantially its present lines until it reaches a high degree of efficiency. Its prestige and usefulness are greatly impaired, however, by the fact that so great a percentage of the most sensational of its gatherings is baseless fabrication.

Of course, it is impossible to prevent the gathering and use of much, based on rumor or with no foundation, that is not entitled to credence, by any system paying for the space occupied and employing correspondents of all grades of reliability; but there may, and should be, an exercise of scrutiny and judgment on the part of the officials of the associations or editors that will greatly reduce the quantity of such literature now current. In much of this the falsity is so manifest that it causes a suspicion of collusion on the part of those who "pass" it.

Recently there seems to have been an epidemic of "fakes" and all degrees of ingenuity are resorted to in giving them plausibility or inventing localities and surroundings, making it impossible to detect their falsity. Thus, we have a series of thrilling accounts, such as a combat between a lion and a grizzly bear from an inaccessible locality in Northern Mexico; stories of long imprisonment of American citizens in the Mexican mountains, without trial, although accused of crime; the enslaving of negroes in Mexico—Mexico seems a favorite location for fakes. Occasionally, there is more audacity in the location and surroundings, as in the case of some great mystery of crime which has long engaged public attention. Thus, we have the solution of the mystery of the White Chapel murders in a long and circumstantial account, said to have been given at a private banquet of medical men in some Western city, reciting that the crimes were committed by a mad physician in London, since confined in an asylum, and that these facts had been known, ever since the occurrence, to the London detectives. The impossibility of this becomes apparent when one remembers to what an extent public enquiry has al-

ways been engaged in this mystery, and it is hard to believe that its falsity was not apparent to those whose duty it was to pass upon it.

It seems as though the temporary gain resulting from such sensations would be more than counteracted by the loss of reliability and respect among intelligent people, but, evidently, this is not the opinion of the news conservators. This feature of daily journalism is becoming too prominent, however, and unless a halt is called in this direction the public will soon manifest an interest and an ability in discriminating between record of fact and that invented to pander to depraved taste, and will learn to place a just estimate on the value of journals which resort to such methods to enlarge the circle of their readers.

ENGLAND AND NICARAGUA.

Perhaps no act of this administration has been so widely criticised as the apparent indifference it has shown in allowing the British Government to land troops in Nicaragua. It is claimed that it amounts, practically, to an abandonment of the Monroe doctrine, permitting its provisions to be flagrantly violated without even a protest. The criticism has greatly exceeded that caused by the refusal of the administration to accept the proposition of annexation from Hawaii, and the responsibility for the indifference is charged to the same lack of "Americanism" that was manifested in that instance.

It is probable, however, that the administration is governed by the belief that Great Britain has a real grievance and that it would be as great a perversion of the intent of the Monroe doctrine to interfere with the enforcement of her claims as it would be to allow any of the American republics to use it as a protection in disregarding the rights of European nations. There seems, unfortunately, to be sufficient precedent for England's action in the manner in which the United States has treated her weaker sister republics, like Paraguay, Chili and others.

Of course, the principal interest in the matter is on account of the Nicaragua Canal. It has been suggested that the British occupation of Corinto is with reference to a permanent station giving the control over, or a large interest in, the affairs of the canal. If such were the case, and if the English Government should proceed to dig the canal, it would serve this country right for her indifference and procrastination in regard to it; but there is no probability of any such occurrence. The continued occupation of Corinto would only serve to keep the canal project in abeyance. If the United States has any active part in the construction of the canal, England will scarcely attempt any authority in it on account of military occupation of the locality. She will depend on amicable treaty for any advantages she may claim. That England should take possession of Nicaragua and open the canal on her own responsibility, in defiance of the wishes of this country, is a contingency hardly to be imagined.

China is having some difficulty in convincing her government officials that she is whipped and that an acceptance of the treaty of peace offered by Japan is advisable. It is to be hoped that their obtuseness on these points will not lead to the administering of another drubbing.

THE WAR CLOUD IN EUROPE.

That a great war is approaching in Europe is the impression of nearly all intelligent on-lookers. In what quarter it will break out first is quite uncertain. The relations of the great powers are so entangled, especially through their relations to the smaller ones, and to their own dependencies in Africa and Asia, that a chance for a collision offers itself whichever way one may turn. A few weeks ago it seemed not impossible that France and England might come to blows because of French aggressions on the Upper Nile. The materials for such a conflagration are always present at the mouth of the river. The Chittrealise war is a distinct menace to Russia, and gives that nation a chance to stir up the Afghans against the English advance, and so on.

At present the storm center is Norway. The struggle for greater independence of Sweden, which has gone on for more than a generation, has become suddenly acute. The Norwegian Storting has made it simply impossible to form a Ministry acceptable to King Oscar. Its leaders talk of impeaching the Conservatives if they take office. They themselves will serve only if the King concedes the country a separate staff of consuls. This is a matter of more importance than appears on the surface, as Norway is more largely engaged in shipping business than any other country in proportion to its population, and the Norwegians think that the Swedish consuls are less zealous for their interests than consuls of their own would be.

As Russia has a common frontier with both countries, and has good reason for using the hatred the Norwegians in common with the Danes feel toward Germany, it is natural that there should be reports of a Russian intervention in their behalf. Natural also that reports should spread that the German Emperor has assured his support in that case to Sweden, whose abstention in the Schleswig war of 1864 was so useful to Germany. But whether all this is diplomatic romancing or sober fact is too early to say.

There is considerable interest among the retail grocers as to the probable attitude of the new city administration in the matter of peddlers' licenses, as the time approaches for the consideration of that subject. The inconsiderate tender-heartedness of Mayor Fisher, which prompted him to actually exceed his authority in the granting of permits to the poor and unfortunate, to those who came with the endorsement of that most excellent organization, the Charity Organization Society, so thoroughly demoralized the license system that all concerned have become thoroughly disgusted and disheartened. The demoralization has not only caused a contemptuous disregard of the ordinance by the peddlers, but it has so thoroughly disgusted the officers whose duty it is to see it enforced to have that enforcement so constantly frustrated by the flourish of a mayor's permit, that it has become little more than a dead letter. There is strong hope that matters will be improved by the incoming administration. They cannot be made worse. At all events the gentlemanly(?) chairman of the Committee on Licenses, Mr. Shaw, will probably be superseded by a man who will not go out of his way to give the grocers the

polite designation of swine, and it is probable that the Mayor will not take the care of paupers from the poor department, where it belongs, to saddle it on the grocers and other classes of tradesmen. As the time approaches it behooves the grocers to use diligence, that their rights in this matter may be properly presented to the incoming Council, and it will be unfortunate if they allow the discouragement caused by last year's failures and mistakes to jeopardize their interests this year.

The friends of S. A. Sears (New York Biscuit Co.)—and they are legion—are urging his appointment as a member of the Board of Police and Fire Commissioners and the indications are that Mayor-elect Stebbins will honor himself and the city by naming Mr. Sears for that responsible position. The friends of the other candidates are pressing their claims, mainly on grounds of political expediency, the only argument used against Mr. Sears being that he is not a member of "de gang" which assumes the right to control the appointments of the incoming Mayor. Mr. Sears is not an active politician, albeit he has always been a liberal contributor to Democratic campaign funds and—in common with most Democrats—invariably votes his ticket straight. The argument that he is not a professional politician ought to have no influence with Mayor-elect Stebbins, for the office of Police and Fire Commissioner is not a political office, in any sense of the word, but should be occupied by a man who is actuated solely by a desire to serve the best interests of the city, irrespective of the dictates of party. The appointment of Mr. Sears would ensure that the city's business be kept out of the mire of party politics, and THE TRADESMAN urges Mr. Stebbins to consider the matter solely from a business standpoint and bestow the honor on a man whose ability and energy and character are such as to enable him to discharge the difficult duties of the position with credit to himself, with honor to the city and with profit to the people.

The rehearing of the income tax question before the entire bench of the Supreme Court, to begin May 6, will be watched with greater interest than even the first hearing occasioned. It seems to be taken for granted by many that the burden of the decision will rest on Justice Jackson, who was sick during the first trial, and there is considerable conjecture as to his position on the question to be considered and his personal interests and prejudices. It is generally thought that, on account of being a Southerner, he will be in favor of the law, although his large interests in real estate will tend to make him satisfied with the decisions as they stand. The Government, however, expects to make a more thorough presentation of its case and it will not be strange if the position of other justices be changed by the arguments on one side or the other.

The World's Fair diplomas are to be ready for delivery from the bureau of engraving and printing in about sixty days. They will be elaborately engraved and printed on Japan paper and will contain the name of the exhibitor, the article exhibited and the comment made thereon. The number issued will be about 24,000.

THE COLOR STANDARD.

The good people of New York City have for some time been entertained, if not edified, by exhibitions of human statuary under the denomination of living pictures.

First, the figures of men and women partially nude, but decently draped, were shown upon the stage. It appears that there was too much drapery to please the public taste, and, in order to meet popular requirement, the draping was curtailed as much as possible. But, since the law forbade the public exhibition of figures without some covering, the models were clad in the thinnest possible tight fleshings, and so presented for popular delectation.

The tights, however, proved to be too much covering for those who wanted the real, undisguised truth, and so the device was resorted to of gilding or bronzing the naked bodies of the actors, and so giving them to the admiring spectators. This process consists of coating the skin with a light sizing of varnish, and then rubbing on bronze powder. Any white persons so treated would present the effect of nude mulattoes, with nothing between them and the rest of the world save a coat of varnish.

The police could see nothing but unlawful exposure in the bronzed performers and arrested them. The matter thus being brought into court, a test case was tried in the Court of General Sessions by Police Judges Feitner, Hogan and Meade. The models, Bessie Stanton, Pearl Nahlen and Otto Kohler, were on hand as defendants, with their manager. The court, after gravely considering the case and hearing testimony, decided that a coat of varnish on the naked body is less suggestive and indecent than is a suit of tights, and dismissed the case.

Thus it has been judicially decided that no clothing is a more moral and edifying condition of the human form than is a complete covering of silk or cotton, and this settles the matter so far as morals are concerned. A varnished skin would certainly give a person so treated an appearance of being highly polished; but polish and refinement do not always imply morality and purity of character. Nevertheless, in New York law, varnish satisfies all the requirements of judicial modesty and decency.

But the relation of this external polish to art is quite another thing. The beauty of the nude human form resides, next to its symmetry and pose, in the whiteness of the skin. Figures in clothes should be cast in bronze; but the nude form, particularly of a woman, should be in white marble. Whiteness is an essential to the idea of beauty and purity in a woman, and if there be only beauty and no purity, at any rate the charm should be preserved by an exhibition of whiteness.

If, then, varnish can cover, in the eye of the law, all the immoral suggestions of nudity, why not use white varnish? That would obliterate all the stains and discolorations of birthmarks, and show up a beautiful figure in perfect whiteness. It is to be hoped, in the interest of art, that bronze has not been judicially set up as the color of allowable and legal nudity. There should be a latitude in the coloring, and, if so, let the living pictures be whitewashed with an honest brush, as well as by the sentence of a bench of judges, who may, indeed,

be suspected of expressing a personal prejudice when they preferred a coat of paint to clothing as an expression of decency and morality.

The modern jurymen is likely to have a very severe strain laid upon his power of judgment, if hypnotism is to be accepted as a plea of defense. He already was sufficiently embarrassed by the plea of "emotional insanity," which was supposed to convert murder into an act of virtue. But if every weak and muddle-headed fellow who, under the influence of a stronger will than his own, may plead that he had no responsibility for his acts, it is not the jurymen only who will be perplexed by the consequences. Yet a Kansas jury has acquitted the man who actually committed a murder, and a second has found the alleged hypnotizer guilty; and this verdict has been confirmed by the Supreme Court. In this case the "hypnotizer" had strong reasons for wishing to have the murder committed, and this fact weighed with the jury. On the other hand, the actual murderer was not a passive instrument, as he had been roused to active resentment against his victim by statements made with regard to his own wife. The case for mere hypnotic suggestion, therefore, was not the strongest possible. And while hypnotizers and snakelike fascinators may be dangerous persons, they are neither so common nor so dangerous as the weaklings who would throw the responsibility of their acts upon other men's wills.

Razors are very slow of sale in Jamaica, where the natives, instead of them, are accustomed to use a bit of broken glass. The soap in common use is made of cocoanut oil and homemade lye, and a delightful soap it is. When a native Jamaican wants to shave, he takes his cocoanut shell of soap, a donkey-tail brush and an old bottle, of which there are myriads scattered everywhere, and goes to a convenient pool, which supplies him with water and serves as a mirror. He breaks his bottle on a stone, selects a good, sharp piece and proceeds to business. It is said that a good piece of glass works quite as well as a razor, and the user rarely cuts himself.

One of the most wonderful of the many discoveries in science which have been made during the last few years is the fact that a ray of light produces sound. A beam of sunlight is caused to pass through a prism, so as to produce what is called the solar spectrum, or rainbow. A disk having slits in it is revolved swiftly, and the colored light of the rainbow is made to break through it. Place the ear to a vessel containing silk, wool or other colored material. As the colored lights of the spectrum fall upon it sounds will be given by different parts of the spectrum, and there will be silence in other parts.

"Ptomaines" are the poisons of putrefaction. They are always liable to occur in animal matter and especially in serum from the blood. Taken into the veins, it is thought that they have an action similar to the venom of poisonous serpents, which some suppose to be a ptomaine. It is believed that the immediate cause of death in case of ptomaine poisoning is the disorganization of the fiber of the arteries. The action of ptomaines is often very rapid.

The Only **Pepsin Cracker** In the Market.

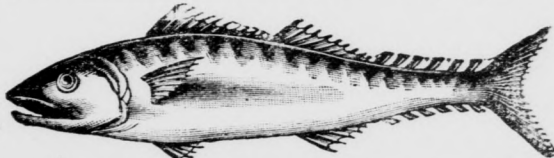
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Endorsed by medical fraternity. For table use their delicious, creamy flavor is never forgotten. Cure Dyspepsia, Indigestion, Sick-Headache, Nervousness. Sweeten the breath. Sold by all dealers. In handsomely lithographed cartons. Retail at 20 cents each.

Ask Jobber for a sample order, or **American Pepsin Cracker Co.** 348 Grand River Ave. DETROIT.

A FULL ASSORTMENT OF **CHEESE**
DOMESTIC and IMPORTED
YOUR ORDERS SOLICITED.

F. J. Dettenthaler, 117-119 MONROE STREET, GRAND RAPIDS, MICH.

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.

Catching Rain Water



is a familiar practice in sections where the regular water supply is too hard for use. Its softness and purity make it very desirable on wash day. The same results can be derived by using

OAK LEAF SOAP.

It makes the hardest water soft, makes the clothes white without injuring them, and reduces the labor of washing one-half. Ask the grocer for it.

OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids, Mich.

LEMONS!

Everything goes to indicate that prices will be much higher very soon. When about to place an order, remember us.

Putnam Candy Co.

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.



THE CANNELTON STRIKE.

Written for THE TRADESMAN.

"The men have struck, father. I just came by the shaft house, and there must have been fifty of them, all shouting and hurraing for 'Forrester and more wages!'"

The speaker was a blonde slip of a lass, about eighteen or twenty years of age, pretty and sparkling all over with the freshness of early womanhood. Such was Leckie Harding. Her father was the proprietor of Cannelton's largest store—the only general store, in fact, of which the little mining town, nestling among the mountains of Pennsylvania, boasted.

To make clear the significance of the news conveyed in the girl's sudden announcement as she entered her father's store, we must go back a little. A year previous to the time of which we write, the miners of Cannelton Mine had struck for more wages, but, through the wise counsel of a few cool-headed among their number, had compromised on an agreement by the company to pay the existing scale for one year and then grant the advance. The time had now arrived when this promise was to be made good. The company, owing to hard times and a serious accident in the mine, causing the loss of many thousands of dollars, notified the men that the existing wages could not be increased; that if the men still insisted, the mines would have to shut down for the present.

Wise counselors were scarce among the miners this time, and Leckie's announcement to her father shows the state of affairs at the opening of this narrative.

"The idiots! I knew it would come to that, finally, but I still hoped something might happen to stave it off."

Robert Harding was a man of iron resolution. He had lived and dealt with the miners in Cannelton for many years. He was marshal of the place and many a struggle had he had with the drunken and quarrelsome men in preserving order. Yet, in spite of his authority, he was very popular among them, for the roughest and most brutal respect fearlessness and stubborn honesty in their associates or superiors, and these qualities Robert Harding possessed to a marked degree.

He had but one genuine enemy among the whole mining population, and this existed in the person of Ralph Forrester, a man whom he had placed under arrest, during the trouble among the men the year before, for inciting a riot. Forrester was an English miner—one of the foremen—who, to judge from his conversation and appearance, was born far above the low estate of a common coal miner. He was a strong handsome man of about thirty years and had always been a leader among his fellows. His greatest redeeming trait was the love and reverence he bore his mother, who was feeble with age and quite an invalid. His care for her comfort and happiness was a proverb in the community, and his cottage contained many luxuries and evidences of refinement lacking in the homes of his rougher companions. Forrester was a total abstainer, and this partly explained his leadership among the men—his head was always clear.

"You take care of the store for a while, Leckie," said Harding; "I'm going down to see what's going on."

When he arrived at the mine, he found

Forrester haranguing the men. Harding could not get near enough to hear what was going on, but he could see, from the excited faces and violent gesticulations of the men, that their leader's words were entirely to their liking.

By the time Forrester got through, Harding had crowded up to him.

"Ralph, are you urging these poor devils into another strike, with winter facing them? I supposed you a man of more sense and humanity. Don't you know they will starve, along with their wives and children? Yes, and your old mother will suffer with the rest. Stop it, Ralph! You can do it, if you will."

Forrester winced a little at the mention of his mother; but his English obstinacy stood in the way and he answered, "You mind your own business, Robert Harding. These men are being starved by slow degrees by the bosses, and" (in an undertone) "they might as well die soon as later." And he turned away with the men, who were dispersing.

* * *

The miners of Cannelton were little short of absolute starvation. True to their word, the owners of the mine had shut down. There was no employment of any nature and, therefore, no revenue with which to fill the hungry mouths and clothe the little ones against the rigors of a Pennsylvania winter. In nearly every home could be seen the ravages of hunger. Thin, drawn faces, shrunken bodies, clothing in rags, and very little even of those, spoke mutely but most pathetically of the suffering thrust upon the innocent dependants by their misguided and stubborn breadwinners. It was pitiful, indeed, to see the children huddling around their bit of a fire, or delving among the refuse heaps for fuel with which to keep life in their puny bodies.

The mining company now refused to allow the miners coal to burn and were threatening to evict them to make room for other tenants. They had decided to open the mines with outside workmen. And all this wretchedness was the direct result of the criminal stubbornness and lack of common sense on the part of the miners! Led on to the belief that capital was their natural enemy, they had sacrificed everything in their blind struggle against it and dragged down, in the general ruin, those dependent on them.

The men were desperate. Harding had long since refused them credit. How they eked out an existence no one could tell. Even Forrester's gray-haired old mother was in need of the necessities of life, and she an invalid. This threat of bringing in new men acted like a blow, stunning some of them into apathy; but only for the moment. The men began to wear a more gloomy and determined look; the women to appear even more miserable, and the little children—well, let that pass.

* * *

"Leckie, you are the one responsible for all this misery. If you had said 'yes' a year and a half ago, when I asked you to marry me, we would have had a happy home and I would never have urged the men on to strike."

It was Ralph Forrester who spoke. He had met Leckie as she left her father's store and had roughly—almost forcibly—detained her to speak to her. Before the trouble, Leckie had looked not unfavorably upon Ralph Forrester's suit for her hand; but her father had opposed the match and she had dutifully

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yielded to his will—with great wisdom, as it now appeared.

"You do well to accuse me of all this suffering, Ralph Forrester! You, and you only, are to blame for it. Your word is law with the men. You might have saved all this, and then—perhaps—"

The girl's voice faltered and she turned as if to leave him.

"Perhaps what, Leekie?" eagerly asked Forrester.

"Perhaps," her eyes flashed and her voice had regained its accustomed firmness, "perhaps there might have been some chance for your future salvation; but for the misery you have caused you will suffer as long as you live, and when you die—Ralph Forrester, I hate you! Let me pass!" He had stretched a detaining arm across her path.

"Just a word, Leekie! If you'll say you'll marry me sometime, even if I have to wait a year or more, I give you my word that I will stop all this trouble and get the men to return to work, for they will do just what I tell them to. The company is going to bring in new men next week, and, if we don't go back to our old places before they get here, there'll be worse trouble than we've had yet. Say you will, Leekie, for I love you!"

"You had my answer a long time ago, Mr. Forrester, and you have done nothing to make me change my mind. Now, let me go!"

His hand dropped to his side and his face worked with strong emotion, as he watched her graceful figure out of sight.

The good angel of Ralph Forrester unfurled her pinions and took flight when Leekie left him. The bad all came to the surface then, and even his mother was forgotten.

* * *

The new miners had arrived. The company had served eviction notices on its former employes. The newcomers were all single men, and lived in shanties until better accommodations could be secured by the evictions. The mines and property of the company were guarded by armed men, who also served as a body-guard to the new arrivals; still, there had been several collisions between them and the old men, and serious trouble would undoubtedly ensue upon the eviction of the miners' families.

Through all this Ralph Forrester had been the leading spirit. His word was law among the men, and, had he so desired and advised, they would have returned to work long before matters had arrived at this crisis—surely a serious responsibility for a man to take upon himself.

A dozen of the old miners were congregated, late in the afternoon of the day the eviction notices were served, in an isolated shanty far up the mountain. They conversed in low tones—it could hardly be said they conversed, for Ralph Forrester did most of the talking—and a desperate purpose showed in the hardened lines of each countenance.

"Can you manage that part of it, Miller?" asked Ralph of the swarthy heavy-browed fellow nearest him, after giving certain instructions. The man took his hand from his pocket and exhibited, with an ominous gesture, a large stick of dynamite.

"That'll fix th' shanties where the new fellers are," he leered, "an' here's another fer ter fix old Hardin' an' his

old store! I ain't forgot how he refused ter give my ol' 'oman a bit o' flour, an' her an' th' kids astarvin', curse him!"

"Well, then, we'll attend to the mines, and I'll warrant Cannelton'll get a shakin' up it won't forget in a jiffy!"

As he spoke, Ralph Forrester arose and the miners filed out into the wintry night and scattered to the abodes of misery which, on the morrow, they could not name as home.

They had determined to destroy not only the mines, but all the company's property, as well as Robert Harding's store. This last piece of business troubled Ralph Forrester, but Leekie's rejection of his suit had hardened him, and he smothered his conscience.

* * *

Twenty-four hours later, Ralph Forrester left his house and took his way down the mountain side toward the meeting place decided upon by the miners. He was early at the rendezvous. Something seemed to weigh him down as he thought of the awful thing about to be perpetrated, and for which he was morally—if not in all ways—responsible. He must see his dear old mother again before he went on with this business. He might be killed, and he wanted to feel her hand upon his head in a mother's blessing once more, as when a boy he had knelt in innocence at her knee. "Thank God, she'll never know," he thought, as he retraced his steps up the mountain. "And Leekie——" as the thought of the girl he loved came into his mind, the girl whose father would be ruined through him before to-morrow, he determined to pass her home and catch, if he could, a glimpse of her.

Entering his home, he thought he heard voices as he passed through the shed at the rear. Stepping cautiously to a window, where he could see and hear without discovery, a sight met his eyes which completely unnerved him. On the table stood a basket containing delicacies such as invalids like; and there sat Leekie Harding, while near her was his gray-haired mother in the attitude of prayer. And she was praying for him! "Dear Father in heaven, bless my boy to-night, and keep him from all evil." These were the words that fell on Ralph Forrester's ear, as he gazed through the little window at the scene. Then all his love for the dear old mother strove with him and arrested the evil in his heart. His mother arose to her feet. Leekie came to her and, putting her pretty young face on Mrs. Forrester's shoulder, sobbed, "Dearest, I love your boy, and, if I had told him so, this terrible trouble would not have come upon us all. Will you forgive me and tell him this when he comes?"

Ralph Forrester waited to hear no more. He must stop this murderous work going on down the mountain! The horror of it all came over him like a flash. It had never seemed so hideous to him before. Would he be too late? He had tarried on the mountain longer than he dreamed, listening to the revelations which had awakened him to a realizing sense of the awful crime he had undertaken. He flew, rather than ran, down the mountain side, never stopping for the path in his mad rush. The bushes and rocks tore his clothes and bruised him cruelly, but he heeded them not. To save his comrades from the

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Advantages of the Cash System.

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

The evils of the credit system and benefits of the cash system of selling goods, considered from the narrow standpoint of the parsimonious retail dealer who is in the business merely for the money he can make out of it, are so apparent that they would not require the profound intelligence of Darwin's ancestors to comprehend them; but, when we look upon it in all its length and breadth and height, and take into account all the opportunities it offers for the development of character, from the lowest to the highest type, it becomes a question of no small importance. In considering it from this point of view I shall find it necessary to reverse the proposition and mention, first, some of the benefits of the

credit system. To the philanthropist—or, to be more explicit, the man who has in his heart a desire to spend the best efforts of his life and a large share of his income in helping to bring ease and comfort to the masses of the people—the credit system affords an unlimited field for labor, for there are vast numbers who go without the comforts and luxuries, and sometimes even the necessities, of life just because they have no credit with which to buy.

The man whose greatest ambition is to do a large volume of business has a fine opportunity to excel all his more conservative competitors by doing a general credit business. He boasts of the thousands of dollars of goods sold in a given time, in which his brother dealers sell only hundreds. It is a great boon, also, to clerks, book-keepers and collectors, as

it gives employment to many who would otherwise find nothing to do. Even the courts and lawyers get their share of the benefits, in the suits that are brought against delinquent debtors.

If the cash system were adopted, the goods of these merchants, instead of going out to bless the hearts and homes of the masses, might stay on the shelves until they became dust covered, moth-eaten and worthless.

If, perchance, there is a man who is doing business for the purpose of money-making, the cash system, strictly enforced by wholesaler and retailer alike, would possess for him innumerable advantages. It would greatly reduce expenses, as it would not require the large clerical force necessary to a credit business; and there would be no losses from bad debts. There would be no sleepless

nights nor worrisome days over the problem of how or when he would pay his bills, for he would make no bills, and when his goods were sold he would have money with which to buy more. He would buy goods as low as his competitors, and so be able to sell as cheap as they without sacrificing all his profits. He would feel it a pleasure to do business and not an everlasting horrible grind.

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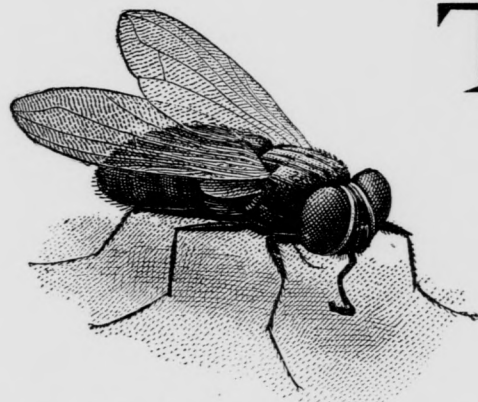
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FOR QUOTATIONS SEE PRICE COLUMNS.

GREELEY'S HANDWRITING.

Amusing Incident in the Career of the Great Editor.

(Hayden Carruth in Harper's Magazine. Copyrighted 1895 and reprinted by permission of Harper & Bros.)

I had never known a tramp printer of sufficient age who had not worked on the New York Tribune in the Greeley days, and who did not, consequently, have reminiscences of the great editor's copy. With this fact in mind one evening, when old Mark Wallis, my compositor, was sober, and, therefore, in a colloquial mood, I gently led up to the subject.

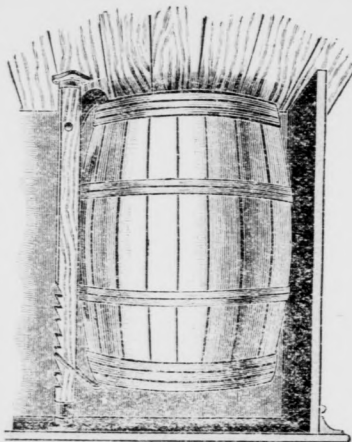
"Yes," he said, with the utmost confidence, "I was on the Tribune for a year in the early sixties. I never saw much of Greeley's copy, as that was set mostly by one man—a hoary-headed anachronism, who smoked a cob pipe with the corn still on it. He boasted that he could read Greeley's copy at three yards with one eye shut. Tangled and terrible as it was, it was said to be really less difficult to read when taken in detail than you might suppose, much of its bad reputation having sprung from the horror inspired in surveying a page of it as a whole. But, whether difficult or not, there were few errors made in setting it. I never knew of an instance in the Tribune office like the one I met with in a small Ohio town, where the editor was one week obliged to put on his first page, after his second and third had been printed: 'Erratum: For "Price of Nails," in the foreign editorial on our inside, read "Prince of Wales."'

"This man of the agricultural pipe, who was named Larkway, and who, I hope, in the interest of archaeology, has been preserved in some museum, was so much given to bragging about his ability to read Greeley's copy that he was a burden to the office. There came to be a tacit understanding that an attempt must be made to humble him; but when the attempt was made it was practically a failure.

"Mr. Greeley was constantly receiving offerings of the products of the earth from rural admirers, as if he were a sort of modern Ceres and the Tribune office his temple. Sometimes it would be a big melon; again a prize squash; on another occasion a champion pumpkin. From the choice ears of corn which he got, Larkway used to make his pipes. Often he would not even remove the husks, and on one occasion these caught fire, as he was studying an obscure word, and gained considerable headway before he noticed it. Sometimes an aspiring country boy would send Mr. Greeley a whistle made out of a pig's tail, just to show that it could be done, despite the popular belief to the contrary; and Larkway would take one of these, bore a hole through it, and use it for a stem to his pipe, thus getting, in a crude form, along with his tobacco, that Southern staple, hog and hominy.

"One day a worshiper in Herkimer county sacrificed on the Greeley altar two young roosters, alive. They were of a new strain, originated by the man, and he had named it the 'Go-West' breed. Mr. Greeley was much interested in the new fowls, and gave the man a good notice in the agricultural department, and cooped them under his desk, bestowing upon them an old straw hat for their nightly abode, since they were not large enough to roost.

"In fact, the man, in his eagerness to pour out his feathery libation, had sent these cockerels when they could not have been over a month old. They were so young that they required soft food, so Greeley used to bring down corn meal and mix it up with water for them. This pabulum, together with the cockroaches, which they soon learned to run to earth, constituted their diet, and they prospered and grew. But they had not been in the office a fortnight before they developed a trick which brought them into disfavor. They learned to eat the paste. They would hop on the owner's desk and gorge themselves from the paste pot as regularly as he went out, seldom leaving enough to stick a gumless postage stamp. It was a favorite plan of Greeley to clip an item from a loathed contemporary, paste it on the top of a sheet of copy paper, and then proceed to tear the un-



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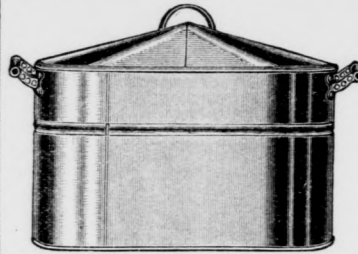
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fortunate author of the paragraph limb from limb, beginning with the truculent 'You lie, you villian, you lie!' and ending with the crushing 'We don't want to hear from you again.' Several times, when boiling with rage at something he had just clipped, he started to dab it on a piece of paper, and found the paste pot polished out like a lamp chimney, and saw those two roosters standing about in a calm attitude almost ready to burst. He sent for the foreman, and said to him:

"Do you see those two confounded young roosters? They've eaten up my paste. They're full of it. They're waiting for me to get some more. I want you to take 'em upstairs, and never let me see 'em again!"

"The foreman tucked a rooster under either arm and did as he was told; and thus they came to make their home in the composing room.

"Here they continued to prosper, getting plenty of cockroaches and corn meal, with an occasional snatch at the foreman's paste pot; and once in a while the galley-boy used to give them a mouthful of news ink on the end of a column rule, which seemed to agree with them, although this, or something else, had a bad effect on their tempers, and they began to fight each other a good deal. They constantly grew more combative, until it seemed that, instead of being called the Go-Wests, a more appropriate name would have been the On-to-Richmonds.

"After they had been with us a couple of weeks the boy one day left the ink roller of the proof press on the floor. One of the roosters walked over it, and then across a piece of white paper. The foreman saw him, and a great light burst upon his mind which nearly stunned him. He slapped his leg with his hand hard enough to break it and shut his jaws together like a vise to keep from breaking out in a volcano of laughter. He walked to his desk as if in a trance, keeping his eye on Larkway. Before he went home he spoke to the proof reader and one or two others, and they fractured their legs with their hands; and then they all went off to the hospital for the night.

"The next afternoon they were back at the office two hours before the usual time. The foreman caught one rooster and the proof reader the other, and they took them over in the corner behind the imposing stones. They had previously sent the devil down to Mr. Greeley's room to get a dozen sheets of the paper he always wrote on. These were spread on the floor in the form of a square. Then they carefully inked the feet of the fowls and set them to fighting on the copy paper. They had just had a meal of cockroaches, and they went at each other savagely. Every two or three minutes the men would take them off, ink the bottoms of their feet and tess them into the ring again. At the end of twenty minutes every sheet of the paper was covered with their tracks, and the foreman gathered up the pages, numbered them and scrawled a head on the first one, 'The Plain Duty of Congress,' in imitation of Greeley's hand, marked the whole 'Brevier—Double Lead,' and hung it on the copy hook.

"Pretty soon the men began to drop in, but they all heard of the game that was on and picked around the article. After a while Larkway came lumbering in. He had just made a new pipe out of the biggest ear of corn ever raised in Cayuga county, and a particularly crooked pig's tail from Brattleborough, Vermont, and seemed unusually pert. He started the conflagration in his pipe, put on his spectacles and walked to the hook.

"Hey? You fellers still soldiering, ain't you?" he cried. "Still afraid of the old man's stuff, hey? Can't rastle it, can you? Had to leave it for old Larkway, didn't you? Well, that's all right; I like it. You do me a favor when you leave it for me."

"He took it, walked over and slammed it down on his case, planted a handful of leads on the bottom of it and picked up his stick. Every man in the room held his sides and watched to see the old fos-

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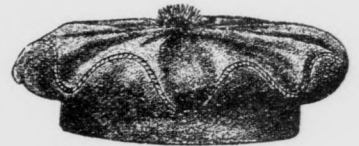
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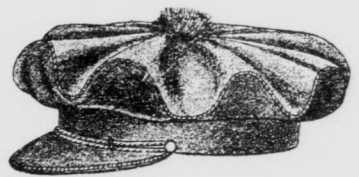
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THE DAVIS, Nos. 8 and 9.



THE BATUS, No. 13.

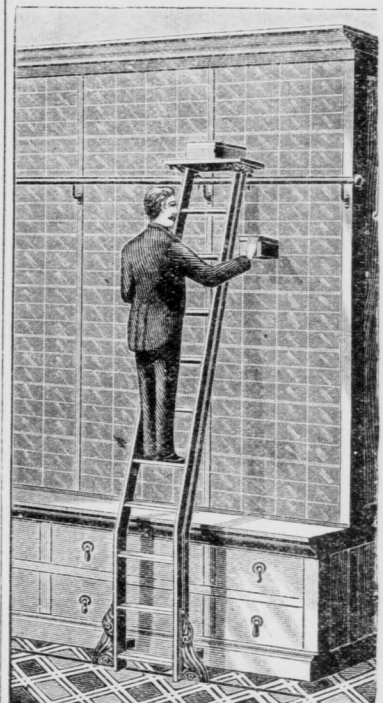
The above cuts are new shapes and are fast sellers. Write for samples.

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

P. Steketee & Sons

Grand Rapids.

CYCLE STEP LADDER.



WRITE

HIRTH, KRAUSE & CO.,

MICHIGAN STATE AGENTS,
for Catalogue.

sil flabbergasted; but, by the Goddess of Truth, he began to set it!

"Yes, Larkway started to set it. At the end of the second line he began to look a little troubled, laid down his stick, and we thought our moment of victory had come; but he only swore a little, knocked the ashes out of his pipe, refilled it, lit it with a husk stripped from the outside, picked up his stick and went on, and never looked up again until he got almost to the bottom of the last page. Here he stuck on a place where one of the roosters had slapped down the edge of his wing, also inky. Larkway studied over it for a long time, then he said to the foreman:

"Darn it, the best of us get bung up on a word once in a while. What's that, down there?"

"Don't ask me," said the foreman. "You know I can't read the stuff. Go down and ask the old man himself."

"Larkway shuffled out with a long face, carrying his pipe in one hand and the copy in the other. He went to the chief's room, and said in a low tone: 'Mr. Greeley, I'm stuck. What is that word?'"

"Greeley snatched the sheet from his hand impatiently, studied it a moment, and then squeaked, in his highest voice: 'Unconstitutional, sir! Great Jehoshaphat! it seems to me sometimes as if this office was full of pesky college graduates, even after I've given the janitor strict orders not to allow one of 'em in the building!'"

Advantages of the Cash System.

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

The practice of people obtaining goods from one another and paying for them at different intervals, commonly called credit, has become so common, nowadays, that some people do business on credit almost entirely.

The credit system has become so monotonous that the average business man of to-day is trying more and more to bring his business to a cash basis, which is the most successful mode of conducting business, with the consumer as well as the dealer. The advantages that the cash system affords to the consumer are worthy of attention. It allows him to go to the stores as often as he pleases, to select his goods from the large assortments and to lay in such quantities as he daily requires, thereby getting fresh and wholesome goods. If the consumer is around the different business houses, he can watch the bargains that are thrown out by the cash merchants and can take in one as he desires. In regard to the consumer, if he should go into a store in which he has been trading for some time, and should see something inviting to the eye, he has not the same hankering for it as when he gets credit; and, should he be approached by a salesman and be urged to purchase something, he can simply say that he has no money to invest in merchandise to-day, whereas, if he were obtaining credit, he would be apt to make a purchase to get rid of the salesman's pertinacity. The consumer who pays cash has no accounts—large or small—confronting him on pay day, and, through his system of buying for cash and taking advantage of markets and bargains, soon becomes in shape to have money to carry on a successful career. And he avoids all annoyance likely to arise from disputed accounts.

Again, the retail dealer, by selling goods for cash, has no accounts to look after or keep in memory, nor does he have to spend valuable time figuring how he is going to get even with tardy delinquents. He is not troubled over worthless accounts contracted by the well-dressed dead-beats, who are continually looking for the generous merchants;

neither has he to worry as to how he is going to make both ends meet, nor how he is going to continue his career, nor does he have any fear of coming to the mercy of his creditors. If he sells for cash he can go anywhere without the least fear of meeting enemies who have business grievances that have long stood between them. If a merchant sells goods even in small amounts for cash, he is in better position to buy at the lowest living prices and get the best discounts thrown out by the jobbing houses.

The cash system gives a merchant an advantage over his competitors doing business by the credit system. If the jobber has a rare bargain to offer, he invariably gives the inside chance to the merchant who is selling for cash, because he knows he can make a quick sale without having to extend credit.

The jobber, too, rejoices over the advantages of the cash system. He does not have to wait for merchants who are plodding along in the old way; neither must he transfer the amount of bills to the different books that constitute a jobber's office.

The advantages of the cash system are, in fact, too numerous to mention; they would make a very large volume.

I think that THE TRADESMAN'S many readers will all unite with me in saying that the cash system is the only way to do business—from the smallest store at the most obscure "four corners" to the largest establishments of our metropolitan cities. It is to be hoped the agitation of the subject will come to a focus soon, and that some day in the next generation its advent will be an event commemorated.

THOS. HOUGHTON.

Jackson, Mich.

Rindge, Kalmbach & Co.

12, 14 and 16
PEARL STREET.



RUBBERS

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

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

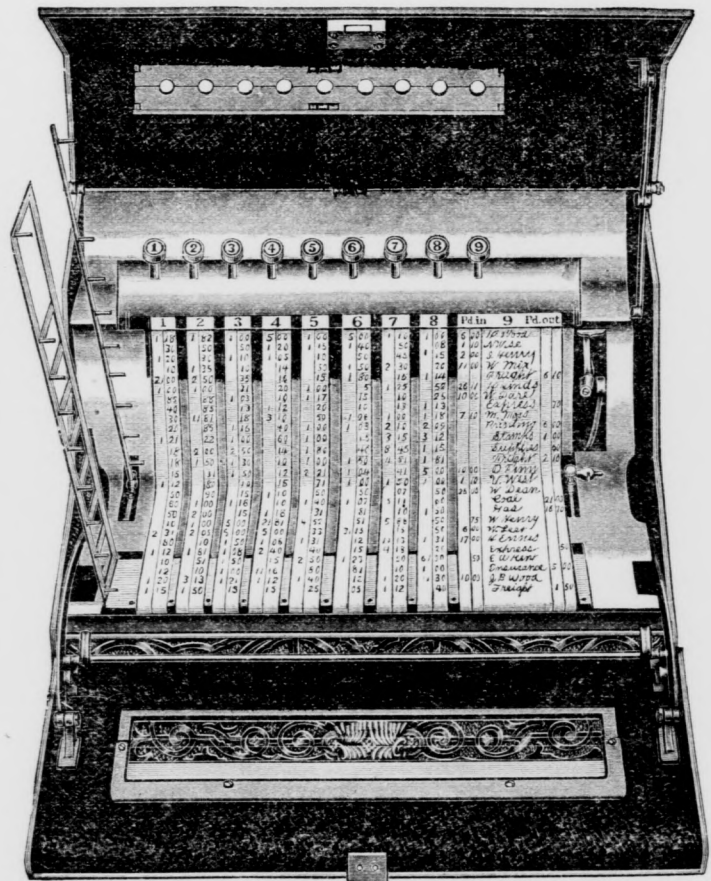
PRICES FROM OCT. 1st, '95, TO MAR. 31st,
'96, both inclusive: BOSTON, 15 per cent.,
BAY STATE, 15 and 12 per cent.

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

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

We Appeal

To the Common Sense of the Clerks as well as the Merchants. The Clerks prefer the CHAMPION because it shows which person in the store is making mistakes. Therefore, they are not blamed for the faults of others.



Our No. 9 Machine with lid open, exposing interior view, showing accounts as separated into proper columns.

REMEMBER THAT WITH THE

Champion

The careless person IMPLICATES only HIMSELF, and NOT everybody in the store, as with other registering systems.

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

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

MANUFACTURED ONLY BY

CHAMPION CASH REGISTER COMPANY,

GRAND RAPIDS, MICH.

The Future of Pacific Commerce.
Written for THE TRADESMAN.

In a recent number of the *North American Review* an instructive article appears from the pen of ex-Minister Thurston, of Hawaii, on the development of Pacific countries. The writer first gives an interesting review of the condition of Pacific trade forty years ago and of the state of development of the countries commercially tributary to it. Commercial statistics are not given, for the reason that on account of the chaotic condition of trade and intercourse there were none. In this country there were no railroads in the western half. San Francisco was a crude frontier town and the settlement of California consisted of a string of mining camps depending on the importation of provisions from the East at fabulous prices. From Oregon, Washington and British Columbia there were practically no exports, excepting furs. The southern and western islands of the Pacific were mostly unclaimed, inhabited only by savages and cannibals. Australian colonies were just beginning their career and China had only just been forced to reluctantly open a few of her ports to foreign commerce, while Japan was a sealed mystery, foreigners being rigorously excluded, and for a native to leave the country was a capital crime. Alaska, or Russian America, and Siberia contributed a few furs obtained from the natives in exchange for fire-water and trinkets by adventurous traders.

In his review of the contrasting conditions obtaining now in those regions his statistics are too bewildering to cite in an article like this. The Pacific Coast is one of the world's chief sources of grain and lumber supply and its fruits go to all the world. It is not necessary to mention its mining wealth. It is significant that while the shipping owned in the Atlantic and Gulf States decreased 710 in number and 135,000 in tonnage during the ten years ending 1894, the increase during the same time on the Pacific Coast was 499 in number and 121,690 in tonnage.

British Columbia, since the completion of the Canadian Pacific Railway, has advanced from the position of an obscure British colony to the port of entry of a great international commerce, and is the center of a continental railway and telegraph system, with numerous lines radiating east and south. Its population grew from 56,000 in 1881 to 98,000 in 1891. The population of its capital, Victoria, increased from 5,000 in 1881 to 17,000 in 1891. Vancouver was forest in 1881; in 1891 it was a city of 14,000 people and the port of entry of four lines of trans Pacific steamers. It is the site of a powerfully fortified and fully equipped British naval station, with dry docks and repair shops, and is the base of operations for the Canadian Pacific steamship service.

It is not necessary to more than hint at the importance of Australia in the Pacific trade. Its wonderful development is familiar to every one; yet her commerce is in its infancy and the island continent is possessed of boundless resources yet untouched.

There is not space to more than glance at Siberia, the largest country in the world. Its southern limit is the latitude of Chicago. The longest single railroad in the world will soon be completed from St. Petersburg to Vladivostok, on the Pacific, 6,000 miles apart, at a cost of

\$175,000,000. The present Emperor, before his accession, was at the head of the Commission having this in charge and devoted most of his time to that work. His Government is pushing the colonization of Eastern Siberia and Vladivostok is already a city of 20,000, with dry docks of the largest capacity and fortifications which make it impregnable. Siberia produces, already, one-sixth of the world's annual output of gold and the railway is opening vast deposits of coal, iron, lead and silver. Her forests and agricultural lands will soon compete in the lumber and grain markets of the world. With the Emperor for a patron, backed by the imperial treasury, the development of Pacific Siberia will proceed with the rapidity of a transformation scene.

The conjectured advantage accorded to Russia, in the settlement of the eastern war, of a more southern outlet through Corea gives added significance to Mr. Thurston's prediction of the the importance of Eastern Siberia in the immediate future. This will afford an outlet during the months when the more northern harbors are closed by ice and will contribute in no small degree to the opening of the whole of Northeastern Asia.

The ending of the Eastern war since Mr. Thurston's article was written gives added importance to China and Japan as factors in the future Pacific trade. The conjecture that the conservatism of China will be broken down becomes a certainty and the importance of Japanese commercial development can be hardly estimated. The war itself has greatly increased the intercourse of the belligerents with other nations in the purchase of munitions and supplies and opened a trade that will not be discontinued but will be turned into other lines. The attention of the world has been attracted to these nations in a manner to give them the widest commercial advertising, and this fact will not fail to make commercial development an immediate result of the war.

Mr. Thurston indulges the prophesy, in closing, that within ten or fifteen years the Siberian railroads will have been completed, and Vladivostok will be the port of entry for lines of steamships to Vancouver, San Francisco, the Nicaragua Canal and the Southern colonies. The railroad system of North America will have been extended to Alaska on the north and to Chili on the south. The Nicaragua Canal will have been constructed and will have diverted a large proportion of the enormous commerce which now pours through the Suez Canal. Honolulu will be the center of a cable system radiating to Tahiti, Australia, Japan, Vancouver and San Francisco; and between the main ports of the Pacific will be in use steamships of the speed and size of those now plying between New York and Europe.

W. N. F.

Low water in the Fox River, Wis., is seriously interfering both with navigation and the paper manufacture dependent on it—an unusual condition for the spring months.

It is stated that the farmers of South Dakota are using the wires of their fences for a telephone system. The statement suggests a possibility in that direction.

Use Tradesman Coupon Books.

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.

Jackson Retail Grocers' Association.
President—PAUL W. HAEFNER.
Secretary—W. H. PORTER.
Treasurer—J. F. HELMER.

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

“Mr. Thomas”

Fireworks

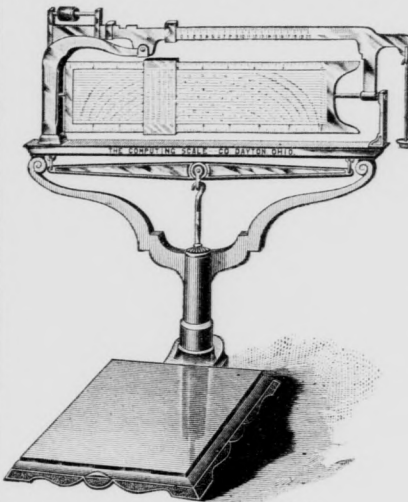
A Full Line. Send for catalogue of net prices.

Fishing Tackle and Sporting Goods.

A Full Line of INSECTICIDES, such as Paris Green, London Purple, Blue Vitriol, Etc.

The A. H. Lyman Co., Manistee, Mich.

COMPUTING SCALES!



More Than 13,000 In Use

At Prices Ranging From \$15 Upwards.

The Styles shown in this cut

\$30.00

Which includes Seamless Brass Scoop.

For advertisement showing our World Famous Standard Counter and Standard Market

Dayton Computing Scales

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

COMRADE

Is one of the few Good 5 cent brands, which All smokers will Realize by giving them a trial.

ED. W. RUHE, Maker, Chicago
F. E. Bushman, Agt. 523 John st. Kalamazoo

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. E. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24;
Lansing, Nov. 6.

Michigan State Pharmaceutical Ass'n

President—A. S. Parker, Detroit.
Vice-President—John E. Peck, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—F. C. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

President, John E. Peck; Secretary, B. Schröder.

Chances for Enterprising Druggists.

Because the druggist must surrender a part of what was formerly his, it by no means follows that the loss is irretrievable or that he is without means of effective retaliation against his depredators. The process of merchandise distribution is undergoing incessant change and readjustment. Every branch of retail trade must expect some losses, but to the enterprising and alert there are usually corresponding gains. If perfumes must go, why not supplant them with school books and school supplies generally? If toilet articles, why not introduce a select line of artists' materials, engravings, etchings, frames, and related supplies? Anything of cleanly and ornamental character, if adapted to the space limitations of a drug store, and particularly if its advantageous sale be largely dependent upon the information and personal judgment and reliability of the merchant, will find an especially appropriate place in the druggist's stock. To this class belong also lamps, glassware, fine wall paper, watches, clocks, the better class of jewelry, fine cutlery, and a variety of other articles quite as germane to the drug business as soda water and cigars, and quite as dignified and profitable. Optical supplies are peculiarly appropriate, provided the druggist be familiar with the art of fitting glasses; the same is true of trusses and similar goods. In short, anything that will not detract from the dignity of the store and that is associated with education, home decoration, popular sanitation, and physical comfort, and that can be made to sell, merits the consideration of every druggist to the limit of his facilities. Insurance agencies, carefully chosen agencies for bicycles (with one or more samples to keep the soda fountain company), agencies for society engraving, comprising specimens of styles and facilities for prompt estimates and execution of orders—all these can be made to contribute generously to the store revenues and to fill in most agreeably and profitably many a leisure moment of the proprietor or clerk. We mention these additions not as desirable accessions to the "practice of pharmacy," but as proper extensions of the retail drug business in localities where an exclusively prescription or medicine trade would fail of adequate returns for all of the druggist's time and his incidental expenses.

Detroit Travelers Ready To Cross Bats.

DETROIT, April 24—The Detroit traveling men's base ball club organized last evening, with the following officers:

President—John McLean.
Vice-President—Thos. L. Hilton.
Sec'y and Treas.—Chas. L. Morgan.
Manager—Wm. H. Baier.
Captain—E. W. Reynolds.

We would like to have the Grand Rapids boys organize, so that we may come there some time during the summer and play with them.

WM. H. BAIER, Manager.

Experience in Northern Michigan's Early Days.

Written for THE TRADESMAN.

At the time of which I speak, the county line road running north to Charlevoix lay in a sparsely settled portion of the Grand Traverse region. It wound about the forest in a vain search for more level ground, through swamps which were at times nearly impassible, skirted steep hills or plunged into the dense growth of water maples and black ash in the low-lying valleys.

Traveling this road on horseback, one afternoon, my ride was uneventful until about four o'clock, when a voice from the bushes just ahead sang out:

"Throw up yer han's an' surrender!"

The muzzle of a gun protruded from the brush and I could hardly do less than comply with the polite request.

"Git offen that horse!"

"What for?"

"Climb down, will yer?" came the swift reply, winged with the harsh emphasis of a cocking gun. I dismounted.

"Hol' yer han's over yer head an' don't yer move. Billy, you go an' take away his shootin' irons."

After a short consultation and some hesitancy "Billy" appeared. He was not more than ten years old and seemed badly scared.

"Go on, Billy," said the voice. "Take away his weepins. The's nine buckshot an' two slugs in Aunt Hanner, an' ef he moves a hair he gits plunked."

Billy found nothing more formidable than a pocketknife, and when he had secured that the joint owner of the voice and musket came out of the thicket.

He was a boy of about fifteen, long haired, barefooted and arrayed in the scantiest possible attire consistent with Northern ideas of propriety.

"Yo' go on ahead, an' don't you wiggle a ninch outen line or I'll shoot yo'!"

As I moved on I could not help wondering what that boy might do with his gun.

"Where are you taking me?" I asked.

"To our place."

"What for?"

"Show yo' to dad."

"What does he want of me?"

"Yo'll fin' out!"

We soon reached a little clearing, in the middle of which stood a small log shanty, and the larger of the boys began to call:

"Dad! Dad! We got 'im."

"Dad," who had been mowing his back yard, came from behind the house, carrying a scythe. Considerably to my relief he called me by name and said:

"Why, jess come in an' take a set down. Supper'll be ready right away. Jim, yo' stan' the little boss in the stable."

"Really," said I, "I haven't the time to stay; but I seem to be the prisoner of this young man. If you could get him to point his gun some other way and tell me what it's all about, perhaps I could explain matters and be allowed to go on."

"What yo' ben adoin' of, Jim?" asked the old man, sharply.

The boy looked as though there might, after all, be some mistake, but he held up stoutly and said:

"Why, dad, yo' know Pete Duffy's mules was stole?"

"Yes."

"An' Dud Hodges's three-ye'r-olds is amissin'?"

"Wan'?"

"An' Cy Hollenbeck hain't saw his mooly heifer fer two weeks?"

"What of it?"

"Wall, when Billy an' me seen this feller acomin' along down ther road ahorseback, we suspicioned him o' bein th' gent what's been astealin' of 'em, so we jess hel' 'im up like—like—er—er—like Ben Burbank, the boy detective o' Roarin' Gulch, did th'—"

But Jim never finished that sentence. "Dad" seized him by his flowing locks with a jerk that lifted him clear of the ground and sent the musket spinning off into a neighboring brush fence. Then he sat down on a convenient log, laid the bow shrieking youth across his stalwart knees and, as I mounted to ride away, was diversifying an instructive discourse with the conclusive arguments contained in several feet of hemlock lumber.

"You Jim!"

Whack!

"Wanter be a bad man!"

Thump!

"Eat raw meat an' drink coal ile, eh?"

Thump! whack!

"Pulverize widders an' lick little young uns, would yo'?"

Thump! whack! thump!

"Bad man f'm Arizony, you be!"

Whack! 'tump! whack!

"Chaw terbacker an' swear in meetin'!"

Whackety thump!

"B'en readin' dime novels, eh?"

Thumpety whack!

"Fight Injins an' ketch hoss thieves, will yo'?"

Board broke!

"Git out, yo' mis'ble, no 'count, ornery, low down yap! Go an' fight that woodpile with Dad's ax 'til supper's ready. Arter that, yo' kin detect th' cows outen th' woods an' milk 'em. Termorrer, take th' mules an' dime novel th' foller with th' two-shovel cultivator. Ef ye'r boun' ter be a public character, what yo' want is eddicatin' an' 'larnin', an' yer ol' dad 'll give 'em ter yo', ef he haster buy a sawmill ter cut th' lumber ter baste yo' with!"

GEORGE L. THURSTON.

Central Lake, Mich.

Be wise and buy the Signal Five.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

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

"W.J. FLORENCE" PEER OF DOMESTIC 10¢ CIGARS
J.G. HERBINE & CO. GRAND RAPIDS, SOLE AGENTS.
Mail and telegraph orders receive special attention.

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

WHEN DEAF MUTES WANT THE
S. C. W. CIGAR
They **DO THIS**



Best 5 cent CIGAR
Sold by all Wholesale Druggists, Confectioners and Grocers traveling from Grand Rapids, and the Manufacturer,
G. J. JOHNSON,
GRAND RAPIDS.



IT IS-----
Making a Name =====
WHEREVER SOLD.
THE BEST 5c. CIGAR EVER PUT IN A BOX!
WELLAUER & HOFFMANN CO.
MILWAUKEE, WIS.
Wholesale Distributors.
J. A. GONZALEZ,
Michigan Representative

Wholesale Price Current.

Advanced—Flint Glassware.		Declined—Spirits Turpentine, in bbl. lots.	
ACIDUM.			
Aceticum	80 10	Cubebae	1 60 21 70
Benzolcum German.	85 75	Execubthios	2 20 31 30
Boracic	15	Erigeron	1 20 31 30
Carbolicum	21 31	Gaultheria	1 50 21 60
Citricum	41 2 44	Geranium, ounce	75
Hydrochlor	3 2 5	Gossypil, Sem. gal.	80 70
Nitricum	10 12	Helleboma	1 25 21 40
Oxalicum	10 12	Juniperi	50 22 00
Phosphorium dil.	70 20	Lavendula	90 22 00
Salicylicum	70 20	Limonis	1 30 21 50
Sulphuricum	1 40 21 60	Mentha Piper	1 85 23 00
Tannicum	1 40 21 60	Mentha Verid	1 80 22 00
Tartaricum	30 2 33	Morrhuae, gal.	1 25 21 30
AMMONIA.			
Aqua, 16 deg.	4 2 6	Myrcia, ounce	50
20 deg.	6 2 8	Olive	90 23 00
bonas	12 2 14	Pisic Liquida, (gal. 35)	10 2 12
toridium	12 2 14	Ricini	85 2 95
ANILINE.			
Black	2 00 2 25	Roseae, ounce	6 50 2 8 50
Brown	80 2 100	Succini	40 2 45
Red	45 2 50	Sabina	90 2 100
Yellow	2 50 2 30 00	Santal	2 50 2 70 00
BACCAR.			
Cubebae (po 25)	20 2 25	Sassafras	50 2 55
Juniperus	80 2 10	Sinapis, ess. ounce	85
Xanthoxylum	25 2 30	Tigili	21 00
BALSAMUM.			
Copalba	45 2 50	Thyme	40 2 50
Peru	2 3 25	theobromas	15 2 20
Terabin, Canada	45 2 50	POTASSIUM.	
Tolutan	35 2 50	Bi Carb.	15 2 18
CORTEX.			
Abies, Canadian	18	Bichromate	11 2 13
Cassiae	12	Bromide	40 2 43
Cinchona Flava	18	Carb.	12 2 15
Euconymus atropurp.	30	Chlorate (po. 17 2 19)	15 2 18
Myrica Cerifera, po.	20	Cyanide	50 2 55
Prunus Virgin.	12	Iodide	2 90 2 3 00
Quillaja, grd.	10	Potassa, Bitart, pure	23 2 25
Sassafras	12	Potassa, Bitart, com.	15
Ulmus Po (Ground 15)	15	Potass Nitras, opt.	8 2 10
EXTRACTUM.			
Glycyrrhiza Glabra	24 2 25	Potass Nitras	7 2 9
" po.	33 2 35	Prussiate	28 2 30
Haematox, 15 lb. box	11 2 12	Sulphate po.	15 2 18
" 1/2 lb.	13 2 14	RADIX.	
" 1/4 lb.	14 2 15	Aconitum	20 2 25
" 1/8 lb.	16 2 17	Althae	2 2 25
FERRU.			
Carbonate Precip.	15	Anchusa	12 2 15
Citrate and Quinis.	2 3 50	Arum, po.	2 2 25
Citrate Soluble	80	Calamus	20 2 40
Ferrocyanidum Sol.	50	Gentiana (po. 12)	8 2 10
Solnt Chloride	15	Glycyrrhiza (pr. 15)	16 2 18
Sulphate, com'l.	9 2 7	Hydrastis Canadian,	
" pure	7	(po. 35)	2 30
FLORA.			
Arnica	12 2 14	Hellebore, Ala, po.	15 2 20
Anthemis	18 2 25	Inula, po.	15 2 20
Matricaria	15 2 5	Ipecac, po.	1 30 2 40
FOLIA.			
Barosma	14 2 30	Iris piox (po. 35 2 38)	35 2 40
Cassia Acutifol, Tin-	18 2 25	Jalapa, pr.	40 2 45
nivelly	25 2 30	Maranta, 1/2 s.	2 35
" Alx.	25 2 30	Podophyllum, po.	75 2 00
Salvia officinalis, 1/2 s	12 2 20	Rhei	75 2 00
and 1/4 s.	8 2 10	" cut.	75 2 35
Ura Ursi	8 2 10	" pv.	75 2 35
GUMMI.			
Acacia, 1st picked	2 60	Spigelia	35 2 38
" 2d	2 40	Sanguinaria, (po 25)	2 20
" 3d	2 30	Serpentaria	50 2 55
" sifted sorts.	2 30	Senega	55 2 60
Aloe, Barb. (po. 60)	50 2 60	Similax, Officialis. H	2 40
" Cape, (po. 30)	2 12	M	2 25
Socotri, (po. 60)	2 50	Scillae, (po. 35)	10 2 12
Catechu, 1s, 1/2 s, 1/4 s.	2 1	Symplocarpus, Fosti-	
16)	2 1	cus, po.	2 35
Ammoniae	55 2 60	Valeriana, Eng. (po. 30)	2 25
Assafetida, (po 40)	35 2 40	" German	15 2 20
Benzoinum	30 2 35	Zingiber a.	18 2 20
Euphorbium po	44 2 50	Zingiber j.	18 2 20
Galbanum	35 2 40	SEMIN.	
Gamboge, po.	65 2 80	Anisum, (po. 20)	2 15
Guaiacum, (po 35)	2 30	Apium (graveolens)	14 2 16
Kino, (po 3 00)	2 30	Bird, Is.	4 2 6
Mastic	2 80	Carul, (po. 18)	10 2 12
Myrrh, (po. 45)	2 40	Cardamon	1 00 2 25
Opil (po 30 2 3 50)	2 00 2 10	Coriandrum	12 2 14
Shellac	40 2 60	Cannabis Sativa	4 2 5
" bleached	4 2 45	Cydonium	75 2 00
Tragacanth	50 2 80	Chenopodium	10 2 12
HERBA—In ounce packages.			
Absinthium	25	Dipterix Odorata	1 80 2 00
Eupatorium	20	Foeniculum	2 15
Lobelia	25	Foenugreek, po.	6 2 8
Majoram	25	Linl.	3 2 4
Mentha Piperita	25	Linl, grd. (bbl. 3 1/4)	3 2 4
" Vir.	25	Lobelia	35 2 40
Rue	30	Pharialis Canarian	4 2 5
Tanacetum, V	22	Rapa	4 2 5
Thymus, V	25	Sinapis Albu	7 2 8
MAGNESIA.			
Calcined, Pat	55 2 60	Nigra	11 2 12
Carbonate, Pat	30 2 32	SPIRITUS.	
Carbonate, K. & M	20 2 25	Fruentii, W. D. Co.	2 00 2 50
Carbonate, Jennings	35 2 36	" D. F. R.	2 00 2 25
OLEUM.			
Absinthium	2 50 2 30 00	Juniperis Co. O. T.	1 55 2 00
Amygdalse, Dulc	30 2 50	Saacharum N. E.	1 75 2 50
Amygdalse, Amarae	8 00 2 25	Spt. Vini Gall.	1 75 2 50
Anisi	1 90 2 00	Vini Oporto	1 25 2 00
Aurant Cortex	1 80 2 00	Vini Alba	1 25 2 00
Bergamit	3 00 2 30	SPONGES.	
Cajiputi	60 2 65	Florida sheeps' wool	2 50 2 75
Caryophylli	75 2 80	Nassau sheeps' wool	2 00
Cedar	35 2 35	Velvet extra sheeps'	1 10
Chenopodi	61 60	wool carriage	
Cinnamonii	1 35 2 14 9	Extra yellow sheeps'	85
Citronella	4 2 45	carriage	
Centum Mac.	35 2 65	Grass sheeps' wool car-	65
Coppaba	80 2 90	riage	
		Hard for slate use	75
		Yellow Reef, for slate	1 40
		use	
		SYRUPS.	
		Accacia	50
		Zingiber	50
		Ipecac	60
		Ferri Iod.	50
		Aurant Cortes.	50
		Rhei Arom.	50
		Stimilax Officialis.	50
		Senega	50
		Scillae	50
		" Co.	50
		Toustan	50
		Prunus virg.	50

Morphia, S. P. & W.	1 85 2 10	Seidlitz Mixture	2 30	Linseed, boiled.	62	65
" S. N. Y. Q. &	1 75 2 00	Sinapis	2 18	Neat's Foot, winter		
C. Co.	1 75 2 00	" opt.	2 30	strained	65	70
Moschus Canton	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	35	40
Myristica, No 1	65 2 70	Voes	2 35	PAINTS.		
Nix Vomica, (po 20)	2 10	Snuff, Scotch, De. Voes	2 35	Red Venetian	1 1/2	2 2 3
Os. Sepia	15 2 18	Soda Boras, (po. 9-10)	2 20	Ochre, yellow Mars.	1 1/2	2 2 4
Pepsin Saac, H. & P. D.	2 20	Soda et Potass Tart.	2 24 2 25	" Ber.	1 1/2	2 2 3
Picis Liq, N. C., 1/2 gal	2 20	Soda Carb.	1 1/2 2	" Putty, commercial	2 1/2	2 4 2 3
Co	2 20	Soda, Ash	3 1/2 2 4	" strictly pure	2 1/2	2 4 2 3
Piper Alba, (po 25)	2 3	Soda, Sulphas.	2 2	Vermilion Prime Amer		
Piper Nigra, (po 22)	2 1	Spts. Ether Co.	50 2 55	Ican	1 1/2 15	
Piper Alba, (po 25)	2 3	" Myrcia Dom.	2 2 00	Vermilion, English	68 2 72	
Plix Burgun	2 7	" Myrcia Imp.	2 2 50	Green, Peninsular	1 1/2 16	
Pumbl Acet	10 2 12	" Vini Rect. bbl.	2 45 2 55	Lead, red	5 1/2 6	
Pulvis Ipecac et opil.	1 10 2 10	Less 5c gal., cash ten days.		Whiting, white Span.	2 70	
Pyrethrum, boxes H	2 15	Strychnia Crystal	1 40 2 1 45	Whiting, Gilders	2 90	
& P. D. Co., doz.	2 15	Sulphur, Subl.	2 2 2 2 4	White, Paris American	1	
Pyrethrum, pv.	20 2 30	" Roll.	2 2 2 4	Whiting, Paris Eng.		
Quassiae	80 2 10	Tamarinds	8 2 10	Oil	1 40	
Quina, S. P. & W.	3 1/4 2 3 1/4	Terabenth Venice.	28 2 30	Universal Prepared	1 00 2 1 15	
" S. German	2 7 2 3 7	Theobromae	45 2 48	VARNISHES.		
Rubia Tinctorum	12 2 14	Vanilla	9 00 2 16 00	No. 1 Turp Coach	1 10 2 1 20	
Saccharum Lactis pv.	16 2 18	Zinci Sulph.	7 2 8	Extra Turp.	160 2 1 70	
Salacin	2 30 2 50	OILS.				
Sanguis Draconis	40 2 50	Whale, winter	70	70		
Sapo, W	12 2 14	Lard, extra	60	65		
" M	10 2 12	Lard, No. 1	40	45		
" G	15	Linseed, pure raw	59	62		

Seasonable!

Pure Paris Green
 Pure 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 listing various grocery items such as AXLE GREASE, BAKING POWDER, BATH BRICK, and CANNED GOODS with their respective prices.

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

Table listing various grocery items such as CREAM TARTAR, CLOTHES PINS, COCOA SHELLS, COFFEE, and CHICORY.

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

Table listing various grocery items such as FARINACEOUS GOODS, DRIED FRUITS, and FLY PAPER.

Table listing various grocery items such as FLAVORING EXTRACTS, GUNPOWDER, HERBS, and LICORICE.



PICKLES. Medium. Barrels, 1,200 count. 24 00. Half bbls, 600 count. 23 50. Small. Barrels, 2,400 count. 5 50. Half bbls, 1,200 count. 3 25. PIPES. Clay, No. 216. 1 70. T. D. full count. 70. Cob, No. 3. POTASH. 48 cans in case. Babbitt's. 4 00. Penna Salt Co.'s. 3 00. RICE. Domestic. Carolina head. 5 1/2. No. 1. 5. No. 2. 4 1/2. Broken. 3 1/2. Imported. Japan, No. 1. 5 1/2. No. 2. 5. Java. 5. Patna. 4 1/2. SPICES. Whole Sifted. Allspice. 9 1/2. Cassia, China in mats. 9 1/2. Batavia in bund. 15. Saigon in rolls. 32. Cloves, Amboyna. 11 1/2. Zanzibar. 11 1/2. Mace Batavia. 70. Nutmegs, fancy. 65. No. 1. 60. No. 2. 55. Pepper, Singapore, black. 10. white. 20. Pure Ground in Bulk. Allspice. 15. Cassia, Batavia. 18. Saigon. 25. Cloves, Amboyna. 22. Zanzibar. 18. Ginger, African. 16. Cochon. 20. Jamaica. 22. Mace Batavia. 65. Mustard, Eng. and Trieste. 22. Trieste. 25. Nutmegs, No. 2. 18. Pepper, Singapore, black. 18. white. 24. Cayenne. 20. Sage. 20. 'Absolute' in Packages. Allspice. 84 1/2. Cinnamon. 84 1/2. Cloves. 84 1/2. Ginger, Jamaica. 84 1/2. African. 84 1/2. Mustard. 84 1/2. Pepper. 84 1/2. Sage. 84. SAL SODA. Granulated, bbls. 1 1/4. 75lb cases. 1 1/2. Lump, bbls. 1 1/4. 145lb kegs. 1 1/4. SEEDS. @13. Anise. 4. Canary, Smyrna. 4. Caraway. 7. Cardamon, Malabar. 80. Hemp, Russian. 4. Mixed Bird. 4 1/2. Mustard, white. 9. Poppy. 8. Rape. 4 1/2. Cuttle bone. 30. STARCH. Kingsford's Corn. 6 1/4. 40 1-lb packages. 6 1/4. Kingsford's Silver Gloss. 6 1/2. 40 1-lb. packages. 6 1/2. 6-lb. boxes. 7 1/4. Common Corn. 20-lb boxes. 5 1/2. 40-lb. 5 1/4. Common Gloss. 5. 3-lb. 5. 6-lb. 6 1/4. 40 and 50 lb. boxes. 3 1/2. Barrels. 3 1/4. SNUFF. Scotch, in bladders. 37. Maccaboy in jars. 35. French Rappee, in jars. 43. SODA. Boxes, English. 5 1/2. Kegs. 4 1/2. SALT. Diamond Crystal. Cases, 24 3 lb. boxes. \$ 1 60. Barrels, 320 lbs. 2 50. 115 2 1/2 lb bags. 4 00. 60 5 lb. 3 75. 30 10 lb. 3 50. Butter, 56 lb bags. 65. 20 14lb bags. 3 50. 280 lb bbls. 2 50. 22 14 lb. 2 25. Worcester. 115 2 1/2 lb sacks. \$4 00. 60 5-lb. 3 75. 30 10-lb. 3 50. 22 14 lb. 3 30. 320 lb. bbl. 2 50. 8 lb sacks. 32 1/2. linen sacks. 60. Common Grades. 100 3-lb. sacks. \$2 10. 60 5-lb. 1 90. 28 10-lb. sacks. 1 75. Warsaw. 56 lb. dairy in drill bags. 30. 28 lb. 16. Ashton. 56 lb. dairy in linen sacks. 75. Higgins. 56 lb. dairy in linen sacks. 75. Sossar Rock. 56 lb. sacks. 22. Common Fine. Saginaw. 90. Manistee. 90.

SALERATUS. Packed 60 lbs. in box. Church's. 3 30. DeLand's. 3 15. Dwyght's. 3 30. Taylor's. 3 00. SELLY'S EXTRACTS. Lemon. 1 oz. F. M. \$ 90 doz. \$10 20 gro. 2 " N. S. 1 20 " 12 60 " 2 " F. M. 1 40 " 14 40 " Vanilla. 1 oz. F. M. 1 50 doz. 16 20 gro. 2 " N. S. 2 00 " 21 80 " 2 " F. M. 2 50 " 25 50 " Rococo—Second Grade. Lemon. 2 oz. .75 doz. 8 00 " Vanilla. 2 doz. 1 00 doz. 10 50 " SOAP. Laundry. G. R. Soap Works Brands. Concordia, 100 3/4 lb. bars. 3 50. 5 box lots. 3 30. 10 box lots. 3 30. 20 box lots. 3 20. Best German Family. 60 1-lb. bars. 2 25. 5 box lots. 2 15. 25 box lots. 2 00. Ailen B. Wrisley's Brands. Old Country, 80 1-lb. 3 20. Good Cheer, 60 1-lb. 3 90. White Borax, 100 3/4-lb. 3 65. Proctor & Gamble. Concord. 3 45. Ivory, 10 oz. 6 75. 6 oz. 4 00. Lenox. 3 65. Mottled German. 3 15. Town Talk. 3 25. Dingman Brands. Single box. 3 95. 5 box lots, delivered. 3 85. 10 box lots, delivered. 3 75. Jas. S. Kirk & Co.'s Brands. American Family, wrp d. \$3 33. plain. 2 27. N. K. Fairbank & Co.'s Brands. Santa Claus. 3 90. Brywn, 80 bars. 2 10. 80 bars. 3 10. Lantz Bros. & Co.'s Brands. Acme. 3 65. Cotton Oil. 6 00. Marsellies. 4 00. Master. 4 00. Thompson & Chute Co.'s Brands.

TEAS. JAPAN—Regular. Fair. @17. Good. @20. Choice. @24. Choicest. @32. Dust. @10. SUN CURED. Fair. @17. Good. @20. Choice. @24. Choicest. @32. Dust. @10. BASKET FIRED. Fair. @18. Good. @20. Choice. @25. Choicest. @30. Extra choice, wire leaf. @40. GUNPOWDER. Common to fair. @25. Extra fine to finest. @50. Choicest fancy. @75. OOLONG. Common to fair. @23. Superior to fine. @30. FINE CUT. P. Lorillard & Co.'s Brands. Sweet Russet. @25. Tiger. 30. D. Scotten & Co.'s Brands. Hiawatha. 60. Cuba. 32. Rocket. 30. Spaulding & Merrick's Brands. Sterling. 30. Private Brands. Bazono. @37. Can Can. @24. Nellie Bly. @24. Uncle Ben. @24. McGinty. @27. 1/4 bbls. 25. Columbia. 24. Columbia, drums. 23. Bang Up. 23. Bang up, drums. 19. 'Ring. SORG'S BRANDS. Spearhead. 39. Joker. 27. Nobby Twist. 40. Scotten's Brands. Kyo. 35. Hiawatha. 38. Valley City. 34. Old Homesty. 40. Jolly Tar. 32. Lorillard's Brands. Climax (8 oz., 4lc). 39. Green Turtle. 30. Three Black Crows. 27. J. G. Butler's Brands. Something Good. 38. Out of Sight. 24. Wilson & McCaulay's Brands. Gold Rope. 43. Happy Thought. 37. Messmate. 32. No Tax. 31. Let Go. 27. Smoking. Catlin's Brands. Kiln dried. 17@18. Golden Shower. 19. Huntress. 26. Meerscham. 29@30. American Eagle Co.'s Brands. Myrtle Navy. 40. Stork. 30. German. 35. Frox. 32. Java, 1/2 foil. 32. Banner Tobacco Co.'s Brands. Banner. 16. Banner Cavendish. 35. Gold Cut. 30. Scotten's Brands. Warpath. 14. Honey Dew. 26. Gold Block. 30. F. F. Adams Tobacco Co.'s Brands. Peerless. 26. Old Tom. 18. Standard. 22. Globe Tobacco Co.'s Brands. Handmade. 40. Leidersdorf's Brands. Rob Roy. 26. Uncle Sam. 26@32. Red Clover. 32. Spaulding & Merrick. Tom and Jerry. 25. Traveler Cavendish. 38. Buck Horn. 30. Plow Boy. 30@32. Corn Cake. 16. VINEGAR. 40 gr. @8. 50 gr. @9. \$1 for barrel. WET MUSTARD. Bulk, per gal. 30. Beer mug, 2 doz in case. 1 75. WOODENWARE. Tubs, No. 1. 5 75. No. 2. 4 75. No. 3. 4 00. Pails, No. 1, two-hoop. 1 25. No. 1, three-hoop. 1 35. Bowls, 11 inch. 90. 13 " 1 25. 17 " 1 80.

YEAST. Magic. 1 00. Warner's. 1 00. Yeast Foam. 1 00. Diamond. 75. Royal. 90. HIDES PELTS and FURS. Perkins & Hess pay as follows: FURS. Mink. 40 @ 1 25. Coon. 30 @ 75. Skunk. 60 @ 1 15. Rat Spring. 15 @ 18. Rat, winter. 08 @ 11. Rat, fall. 03 @ 08. Otter. 1 60 @ 1 60. Gray Fox. 40 @ 60. Cross Fox. 3 00 @ 5 00. Badger. 50 @ 1 00. Cat, wild. 50 @ 75. Cat, house. 10 @ 25. Fisher. 5 00 @ 6 00. Lynx. 1 00 @ 2 50. Martin, drk. 2 00 @ 3 00. Martin, pale, yel. 1 00 @ 5 00. Wolf. 5 00 @ 8 00. Beaver. 3 00 @ 7 00. Bear. 15 00 @ 25 00. Opossum. 10 @ 25. Deer skin, dry. 10 @ 25. Deer skin, green. 05 @ 12 1/2. HIDES. Green. 4 1/2 @ 5 1/2. Part Cured. @6 1/2. Full. 6 1/2 @ 7 1/2. Dry. 6 @ 8. Kips, green. 5 @ 6. cured. 6 1/2 @ 7 1/2. Calfskins, green. 6 1/2 @ 8. cured. 8 1/2 @ 10. Deaconskins. 10 @ 25. No. 2 hides 1/2 off. PELTS. Shearlings. 5 @ 20. Lambs. 25 @ 75. WOOL. Washed. 12 @ 15. Unwashed. 8 @ 12. MISCELLANEOUS. Tallow. 3 1/2 @ 4 1/2. Grease butter. 1 @ 2. Switches. 1 1/2 @ 2. Ginseng. 2 00 @ 2 25. GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test). 63. No. 2 Red (60 lb. test). 63. FLOUR IN SACKS. *Patents. 4 00. Second Patent. 3 50. Straight. 3 30. Clear. 3 10. *Graham. 3 30. Buckwheat. 4 50. Rye. 3 55. *Subject to usual cash discount. Flour in bbls., 25c per bbl. additional. MEAL. Bolted. 2 35. Granulated. 2 50. FEED AND MILLSTUFFS. St. Car Feed, screened. \$21 00. St. Car Feed, unscreened. 20 50. No. 1 Corn and Oats. 20 90. No. 2 Special. 19 50. Unbolted Corn Meal. 19 50. Winter Wheat Bran. 16 00. Winter Wheat Middlings. 17 00. Screenings. 14 00. CORN. Car lots. 51. Less than car lots. 53. OATS. Car lots. 35. Less than car lots. 37. HAY. No. 1 Timothy, car lots. 11 00. No. 1 " ton lots. 12 00. FISH and OYSTERS. FRESH FISH. Whitefish. @ 8. Trout. @ 8. Black Bass. 15. Halibut. @12 1/2. Ciscoes or Herring. @ 6. Bluefish. @12 1/2. Fresh lobster, per lb. 18. Cod. 10. Haddock. @ 8. No. 1 Pickerel. @ 8. Pike. @ 7. Smoked White. @ 7. Red Snappers. 14. Columbia River Salmon. 12 1/2. Mackerel. 18@25. Scallops. 35. Shrimps. 1 25. Clams. SHELL GOODS. Oysters, per 100. 1 25 @ 1 50. Clams. 75 @ 1 00. OYSTERS—IN CANS. F. J. Dettenthaler's Brands. Fairhaven Counts. 40. F. J. D. Selects. 35. Selects. 30. F. J. D., Standards. 25. OYSTERS—IN BULK. Oscar Allyn's Brands. New York Counts. 40. Extra Selects. 40. Selects. 35. IXL Standards. 30. Standards. 25.

CROCKERY AND GLASSWARE. LAMP BURNERS. No. 0 Sun. 40. No. 1 " 45. No. 2 " 65. Tubular. 50. Security, No. 1. 60. Security, No. 2. 80. Nutmeg. 50. Arctic. 25. LAMP CHIMNEYS.—6 doz. in box. Per box. No. 0 Sun. 1 75. No. 1 " 1 88. No. 2 " 2 70. First quality. No. 0 Sun, crimp top, wrapped and labeled. 2 10. No. 1 " " " " " " " 2 25. No. 2 " " " " " " " 3 25. XXX Flint. No. 0 Sun, crimp top, wrapped and labeled. 2 60. No. 1 " " " " " " " 2 80. No. 2 " " " " " " " 3 80. Pearl top. No. 1 Sun, wrapped and labeled. 3 70. No. 2 " " " " " " " 4 70. No. 2 Hinge. " " " " " " " 4 88. Fire Proof—Plain Top. No. 1, Sun, plain bulb. 3 40. No. 2, " " " " " " " 4 40. La Bastie. No. 1 Sun, plain bulb, per doz. 1 25. No. 2 " " " " " " " 1 50. No. 1 crimp, per doz. 1 35. No. 3 " " " " " " " 1 60. Rochester. No. 1, lime (65c doz). 3 50. No. 2, lime (70c doz). 4 00. No. 2, flint (80c doz). 4 70. Electric. No. 2, lime (70c doz). 4 10. No. 2 flint (80c doz). 4 40. Miscellaneous. Doz. Junior, Rochester. 50. Nutmeg. 15. Illuminator Bases. 1 00. Barrel lots, 5 doz. 90. 7 in. Porcelain Shades. 1 00. Case lots, 12 doz. 90. Mammoth Chimneys for Store Lamps. Doz. Box No. 3 Rochester, lime. 1 50. 4 20. No. 3 Rochester, flint. 1 75. 4 80. No. 3 Pearl top or Jewel gl's. 1 85. 5 25. No. 2 Globe Incandes. lime. 1 75. 5 10. No. 2 Globe Incandes. flint. 2 00. 5 85. No. 2 Pearl glass. 2 10. 6 00. OIL CANS. Doz. 1 gal tin cans with spout. 1 60. 1 gal galv iron with spout. 2 00. 2 gal galv iron with spout. 3 25. 3 gal galv iron with spout. 4 50. 5 gal McNutt, with spout. 6 60. 5 gal Eureka, with spout. 6 50. 5 gal Eureka with faucet. 7 00. 5 gal galv iron A & W. 7 50. 5 gal Tilting Cans, Monarch. 10 00. 5 gal galv iron Nacefacs. 9 50. Pump Cans. 3 gal Home Rule. 10 50. 5 gal Home Rule. 12 00. 3 gal Goodenough. 12 00. 5 gal Goodenough. 13 50. 5 gal Pirate King. 10 50. LANTERN GLOBES. No. 0, Tubular, cases 1 doz. each. 45. No. 0, " " " " " " " 45. No. 0, " " " " " " " 45. No. 0, " " " " " " " 45. No. 0, " " " " " " " 25. LAMP WICKS. No. 0, per gross. 20. No. 1, " " " " " " " 25. No. 2, " " " " " " " 35. No. 3, " " " " " " " 65. Mammoth, per doz. 75. JELLY TUMBLERS—Tin Top. 1/2 Pints, 6 doz in box, per box (box 00). 1 60. 1/2 " 24 " " " " " " " 20. 1/2 " 6 " " " " " " " " 1 80. 1/2 " 18 " " " " " " " " 22. STONEWARE—AERON. Butter Crocks, 1 to 6 gal. 06. " " " " " " " 60. Jugs, 1/2 gal, per doz. 70. " 1 to 4 gal, per gal. 07. Milk Pans, 1/2 gal, per doz. 60. 1 " 72. STONEWARE—BLACK GLAZED. Butter Crocks, 1 and 2 gal. 85. Milk Pans, 1/2 gal, per doz. 85. OILS. The Standard Oil Co. quotes as follows: BARRELS. Eocene. 12 1/4. XXX W. W. Mich. Headlight. 11. Naptha. @11 1/4. Stove Gasoline. @11 1/4. Cylinder. @8. Engine. 13 @24. Black, winter. 11 1/2. Black, summer. 9. FROM TANK WAGON. Eocene. 10. XXX W. W. Mich. Headlight. 8. Scofield, Shurmer & Teagle quote as follows: BARRELS. Palacine. 13. Daisy White. 12. Red Cross, W W Headlight. 11. Naptha. 11 1/4. Stove Gasoline. 11 1/4. FROM TANK WAGON, Palacine. 10. Daisy White. 12. Red Cross W W Headlight. 8 1/2.



SILVER SOAP. Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel. SUGAR. Domlno. \$4 87. Cut Leaf. 4 87. Cubes. 4 50. Powdered. 4 50. XXXX Powdered. 4 12. Granulated. 4 12. Fine Granulated. 4 12. Extra Fine Granulated. 4 25. Mould A. 4 50. Diamond Confec. A. 4 12. Confec. Standard A. 4 06. No. 1. 3 94. No. 2. 3 91. No. 3. 3 94. No. 4. 3 94. No. 5. 3 87. No. 6. 3 81. No. 7. 3 75. No. 8. 3 69. No. 9. 3 62. No. 10. 3 56. No. 11. 3 50. No. 12. 3 44. No. 13. 3 31. No. 14. 3 18. SYRUPS. Corn. Barrels. 20. Half bbls. 22. Pure Cane. Fair. 15. Good. 20. Choice. 25. TABLE SAUCES. Lea & Perrin's, large. 4 75. small. 2 75. Halford, large. 3 75. small. 2 25. Salad Dressing, large. 4 55. small. 2 65.

ELECTROTYPES ENGRAVINGS TYPE FORMS. SINGLY OR IN QUANTITY. TRADESMAN CO., GRAND RAPIDS, MICH.

Advantages of the Cash System.

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

The grocers of Grand Rapids deserve credit for the spirit of enterprise and progressiveness evinced in offering a substantial reward for the best written essay concerning the advantages resultant upon the adoption of the cash system. It shows that the Retail Grocers' Association of Grand Rapids is a live factor in the upbuilding and maintaining of the reputation for push with which the big furniture town is everywhere credited.

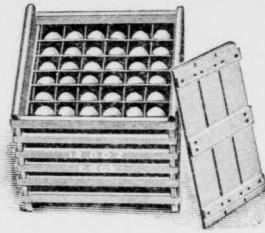
Cash and Credit are twin brothers. They are as old as commerce itself. Cash, or "Ready Pay," was strong and popular from the very start, while Credit was timid and had few friends. When civilization advanced and commerce grew, men felt more and more inclined to place confidence in each other; hence, Credit gradually came to the front, and has been gaining strength in the commercial world ever since. Confidence, or a more generous faith in mankind, is one of the most glorious results of our modern Christianized civilization. The effect of this is a stronger tendency to give credit; but, as modern civilization has also evolved a reckless spirit of speculation and a senseless, insatiate greed for wealth, Credit has outgrown its swaddling clothes. To drop the metaphor, it is this abnormal over-extension of credit, resulting, as it does, from a gross violation of the "live and let live" rule, that is the direct cause of nine-tenths of all the evils growing out of the credit system. To know when, where and to what extent to give credit is a simple but highly essential bit of knowledge which the average retailer fails to acquire. His only aim, apparently, is to scatter his goods and keep his book-keeper and collector busy, under the fatal delusion that he is "doing business." He tears off, weighs out, delivers and charges, trusting not to reason, of course, but to blind chance, for remunerative returns in due time. That "due time" never arrives, as countless thousands know to their sorrow.

Credit is said to be the foundation of business in all civilized countries, and to do away with it would diminish the volume of business to an unnecessary and alarming extent. The truth of this statement no man in his right mind will deny; but it is made in a general way, having reference to the complicated conditions that govern operations in the great world of industry and exchange, and has no bearing whatever on the feasibility or desirability of adopting the cash system in the retailing of merchandise.

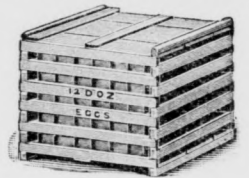
That a new business can be safely launched on a cash basis; that even an old, long-established credit business can be satisfactorily converted into a cash business, and that there are advantages to be gained by adopting a cash system are facts clearly demonstrated in every trade center in the country. The number of cash stores is increasing daily, and the universal testimony of all who have given it a fair trial is that the cash system is far more satisfactory than the old system. Now, let us look, for a moment, at the advantages claimed by those who have adopted the cash system. The reader may accept what follows as a digest of opinions gleaned from interviews with practical men who are working out the problem, and not as mere imaginary ideas of the writer:

The selling of goods on indiscriminate credit is an act utterly devoid of sound business principles. "But we do discriminate," say the credit dealers. Well, if you do, all I have to say is that your powers of discrimination, judging from the general result of their application, are abnormally undeveloped. The fact is that a safe discrimination in a retail grocery store is well-nigh impracticable. The men who smile at us so blandly from behind flour-laden and moisture-stained counters are as brave and courageous as any other class of men; but, when they attempt to play the discrimination act, they find that their spinal columns are nothing but tow strings.

Business is a warfare; the man who engages in it is commander in chief, and the capital dollars invested are the only available forces at his command. Common sense should teach him that victory can be won only by good generalship in the preservation and proper manipulation of these metallic forces. The average retailer is not encumbered with a surplus of capital. If he could command more, he could use it to advantage a good share of the time, in replenishing stock, in taking advantage of the market and in discounting his bills. It stands to reason, therefore, that every dollar invested should be kept constantly in sight—that is, available for use as the exigencies of the business may require. Every dollar of working capital—the only capital the average retailer possesses—that passes beyond the control of the retailer imperils the solvency of the business to just that extent. It is no longer a vital force in the business; and, although it may return—a mere matter of chance—it is dead and utterly unavailable for use in the business. Suppose A invests \$2,000 in the grocery business. At the start, his working capital consists of \$2,000, every dollar of which, if properly invested, represents a live factor in the business. At the close of the first year, he takes an inventory, with the following result: Merchandise, \$1,500; personal accounts, \$1,000. Assuming cash on hand sufficient to cover all liabilities, A is well pleased with the result. He is new in the business and fancies he has lived out of it, paid all expenses and cleared \$500. Fatal delusion! This is the *ignis fatuus* of the credit system. The beginner always counts those perpetually increasing personal accounts as available assets, but, when his experience ripens, he learns that the ledger is a mocker in time of calamity and that only from 50 to 60 per cent. of its contents are even realizable. To the retailer operating with a limited capital, there is a vast difference between an available resource and a realizable resource; the former is a goods-purchasing, bill-discounting and debt-paying factor, ready to be drawn upon in a time of emergency, while the latter lacks these properties, becoming available at a future and uncertain time and never when most needed. But, assuming that all of A's personal accounts in the case supposed are realizable, the fact remains that he commences his second year with 25 per cent. less vital force, or working capital, than he began with. His business must be kept up, although his available resources have been cut down one-fourth. This weakens him and, instead of being able to discount bills, he is forced to ask for renewals. To follow A

'HUMPTY DUMPTY' FOLDING EGG CRATE

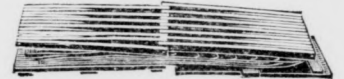
THE MOST COMPLETE
**EGG
CARRIER**



In Existence.
Without the Fillers, this Crate can be used as a half bu. package for fruit, etc.

PRICE, \$2.00 PER DOZEN, NET. We print your business card on each Crate FREE OF CHARGE on lots of Five Dozen.

CUMMER MFG. Co.
Cadillac, Michigan.

**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.

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.

**Do you
Sell Soap**

IF YOU DO, WE CAN INTEREST YOU.



Will Increase
Your Sales

Order from Your Jobber
OR
Grand Rapids Soap Works.

in his struggles to keep up business, from year to year, with a too limited capital, a considerable portion of which is kept in a sink hole where it is unavailable for use, and where, at least 40 per cent. of it has passed out of sight forever—I say, to follow A in his struggles and to note his frantic efforts to keep his head above water as he appeals again and again to that hateful misleading ledger for relief that never comes; to listen to the wrangling over disputed accounts; to mark the ill will caused by desperate attempts to realize on "charge it's," and to gather up all the false promises, broken pledges, bitter disappointments, degrading subterfuges, sleepless nights, heartburnings and headburstings—all this would be an object lesson in the true inwardness of the credit system.

I am not overdrawing the picture in the least. I place A among the little flock that finally succeed in overcoming the "world, the flesh and the devil," in spite of the disadvantages of the credit system. If I were desirous of presenting my readers with a picture that would wither the rose on a marble tombstone, I would depict the sickening career of the mighty majority who are floundering in the quicksands of credit. Is it any wonder that these men, on being extricated from this horror, with nothing left but misspent lives and the clothes on their backs, should curse the system that robbed them of their capital, deprived them of their commercial freedom, cheated them out of life's best opportunities, destroyed their happiness and blasted their faith in mankind?

But enough has been said to show the disadvantages of the credit system. Between the lines may be read the reverse side—the advantages of the cash system. Safe business can be conducted only on sound business principles. Every element entering into a business should be either a resource or a liability. Resources are of two kinds—commodities and evidences of debt—and both should possess a present value, capable of adjustment and ever available for use when needed. The difference between these two classes of resources is that, whereas a commodity possesses a market value subject to fluctuation, an evidence of debt should possess a fixity of value as immutable as the coin of the realm. I say "should possess," for if it does not, it cannot be a resource according to sound business principles, which demand certain present values in order that the manager of a business may at all times keep his finger on the financial pulse of his affairs.

With these simple propositions in mind, let any grocer who is contemplating a change from credit to cash open his ledger in quest of resources. He will find evidences of debt amounting, probably, to thousands of dollars; but, inasmuch as he cannot, of his own free will, make use of a single one of them for meeting current expenses, for liquidating a matured bill, for discounting at the bank, or for any other business purpose, they are not resources at all and are worse than dead stock. What are they? Simply a bundle of uncertainties, a millstone around the neck of their owner, the great nightmare of the credit system, whose only use is to worry their unfortunate possessor into an untimely grave.

The cash system, or that system which demands value for value in all exchanges, is the only safe, sound, satis-

factory system of doing business. Adopt it and henceforth you are a free man. No longer will you chafe under the galling yoke of the jobber; you will be at liberty to buy where you please, and you will be able to do business with less capital, for every dollar will be at your command. Your profits will be greater, for you will be in a position to secure bottom prices and discount your bills. Then the demons that keep you tossing at night on your pillow will take their departure; your appetite will return, and life will present you with pleasures never dreamed of before. The dead-beat will cease to harass you, and your brother man will no longer be the totally depraved thing he now appears to be. If for no other reason, adopt the cash system for the sake of your customers. It will make them more industrious, more economical, more truthful and better citizens in more ways than one.

E. A. OWEN.

Everyone smokes the Signal 5.

FOR RENT.

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

SMITH-HILL ELEVATORS

Electric, Steam and Hand Power.
PRICES LOW. MECHANISM SIMPLE.
NOT LIABLE TO GET OUT OF REPAIR.
Call and see me or telephone 1120 and I will accompany enquirer to dozens of local users of our elevators. J. C. MULBERRY, Agent, Kortlander Building, 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.

A. B. KNOWLSON,

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

KENT CO. SAVINGS BANK

GRAND RAPIDS, MICH.
Jno. A. Coyode, Pres. Henry Idema, Vice-Pres.
J. A. S. Verdier, Cash. T. K. Van Hop, Ass't Cash'r
Transacts a General Banking Business.
Interest Allowed on Time Deposits.
Solicits the Accounts of Merchants and Individuals.
DIRECTORS—Jno. A. Coyode, 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

Chas. A. Coye

MANUFACTURER OF
 Tents, Awnings,
HORSE, WAGON and
BINDER COVERS.
11 PEARL STREET,
GRAND RAPIDS, MICHIGAN.

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.

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	2 1/2	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 2 1/2, 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.

TRADESMAN COMPANY



All Kinds of Printing
All Kinds of Engraving

LOUIS AND OTTAWA STREETS
GRAND RAPIDS, MICH.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, April 27--The past week has been a fairly satisfactory one in jobbing circles in almost all lines. If any one department is better than another we should say it was hardware. The utmost activity is displayed and the sidewalks are almost barricaded with the great piles of farm implements going to every quarter of the Union. The grocery trade has been good, too, and, with the arrival of some genuine warm weather, the town begins to receive new life. Many buyers are here and those who do not come in person are sending in excellent reports and orders for goods. The Food Exposition is in full blast and the attendance has been very satisfactory. The most notable exposition in this part of the country, however, promises to be held at Asbury Park, N. J., in August. The location is so desirable that the attendance is sure to be "simply immense," and your correspondent thinks that Michigan food manufacturers will do well to take advantage of this exhibition and send a good representation.

The coffee market remains "funny." Really desirable sorts of Brazils are said to be hard to find. Buyers are not over-anxious, and quotations are nominal. There are afloat 465,505 bags, against 488,218 at the same time last year. Mild sorts of coffee are firm and the bulk seems to be going to Europe. Sales not large and there has not been a fractional change in quotations.

No change has been made in the quotations on refined sugar, the demand for which has been somewhat disappointing. Higher rates were anticipated and are looked for at any time, although this has not been any incentive, apparently, for buyers to purchase ahead of everyday legitimate wants.

A little more activity has been displayed in the tea market during the past few days and a good many mail orders have come to hand; but they are for small lots and there is not much expectation of any higher prices.

Syrups and molasses are dull and irregular. The market seems to be under the influence of a "hot wave" and quotations are nominally unchanged.

Even the poor despised tin can of eatables feels the thrill of better times, at last, and there is a perceptibly better demand, while prices on many articles have materially advanced. It has been a long time coming. New goods will soon be here, and whether the improvement will continue or not remains to be seen.

Butter has met with a setback in the shape of hot weather. There is a falling off in demand and quotations cannot be maintained with any degree of firmness.

Large size new cheese has met with considerable export demand at a rate varying from 7@8c. Old cheese is selling moderately well at 10@11½c.

Eggs are worth 13½c for both best Western and N. Y. State. The demand is pretty good and accumulations are not excessive.

Lemons are meeting with an excellent demand. Orders come from every section and, if rates are not much higher than a week ago, the feeling is one of continued strength and this is likely to remain. Pineapples, oranges, bananas, etc., are all doing well.

The National Retail Grocers' Association met and adjourned to meet at Minneapolis, April 24, 1897. Resolutions against department stores were passed and some profitable discussions ensued. The attendance was fair.

Retail trade is good and dealers are congratulating themselves upon the fact that they are gradually "getting out of the woods," with no presidential election in sight for eighteen months. "Peace and prosperity is the motto from now on!"

The Drug Market.

Acids--Aside from an advance of 1c in prices of carbolic, there are no new features of consequence and nothing to report beyond a steady, active movement of seasonable varieties.

Balsams--Copaiba is active in a jobbing way, and Peru is meeting with less inquiry, but prices for both are unchanged. Tolu is in better demand, with the undertone firmer, the improvement being due to depleted stocks, absence of arrivals and a decided upward tendency abroad.

Bichromate of Potash--The condition of the market has not improved and purchases are limited to current wants of consumers.

Brimstone--The market remains quiet, with quotations unchanged and steady.

Caffeine--Is unchanged in price, small lots being obtainable at \$8 and larger quantities \$10.

Cocaine--The anticipated reduction referred to in our last issue was realized on Tuesday last by the announcement of a further decline of 25c per ounce, but there is no improvement in demand and the market remains quiet; the easier tendency is wholly due to the better outlook for obtaining fresh supplies of crude from primary sources.

Gums--There is a continued good demand for assafetida, and a better feeling has developed, owing to higher prices having been realized at the last auction sale in London. Kino is firm.

Leaves--Continued activity is noted in short buchu and prices are firm. The demand for intermediate grades of Tinnevelly senna is also active and the tendency of values is upward. Coca are quiet, with the tone easy, and there is no further change in quotations.

Mercurial Preparations--The upward movement in quicksilver has imparted a stronger tone to the market and manufacturers have advanced their quotations 2c per lb. on the leading varieties and 1c on minor preparations.

Naphthaline--Manufacturers are oversold and only able to make deliveries on contracts. The result is a firmer market with stocks light, and prices have been advanced.

Quicksilver--Cable advices from London of an advance of 5s. by Rothschild have had a tendency to stiffen the market here; the flask price is \$1.50 higher and the quotation by the pound has been advanced.

Roots--Jalap remains quiet and easy. Ipecac is dull and featureless. Jamaica ginger is arriving freely, but it is all finding buyers for either home consumption or export, and a good business has transpired at steady prices.

Seeds--Canary is depressed and is tending lower. Celery is without material change. Millet is decidedly firm and an early advance is considered probable. Poppy has advanced, caused by an improved condition in Europe. Sunflower has declined to the lowest point on record.

Large sums of money have turned up in odd places, but \$1,000,000 in a warming pan is a little unique. An old lady of 88 named Tanies recently died at her country home in France, leaving all her fortune, which she said amounted to 5,000,000 francs, to the city of Paris. The house was carefully searched, as well as her flat in Paris, but nothing could be found. She was not known to have any banker, and the authorities of Paris were beginning to think that they were victims of an old woman's self-delusion, when some one peered into an old warming pan without a handle, which was stowed under a sink. The pan contained the whole sum in gold, bank notes and bonds.

Big as the elephant is, he needs a friend. A number of friends of the African elephant in Berlin have banded themselves into a society for his defense. The fact that between 50,000 and 60,000 elephants are killed annually in Africa has moved them to do all that in them lies to prevent the animal's total extinction. The society does not mean to leave the elephant undisturbed in the enjoyment of his natural freedom, nor are its motives purely humanitarian. At present the commercial value of the elephant is about £1,000,000 a year. If, instead of being killed for his ivory, he were tamed and employed for transport purposes, his value would be increased tenfold in a country like Africa. The poor elephant is proud of his ivory and does not know enough to keep it in his trunk. For that he is slaughtered.

A curious case is reported as occurring recently in the Johns Hopkins Hospital, Baltimore, recently, where a copper-smith died whose hair and beard were distinctly green. His skin also showed a faint tinge of the same color. The physician states that the reason for the phenomenon, which is very rare, was that the patient did not use the precaution commonly taken by copper workers of daily bathing with a strong alkaline solution. The coloration was caused by a fine dust of copper oxide, which settled in the lungs, producing a distressing cough, and finally death.

PRODUCE MARKET.

Apples--Slow sale at \$1 per bu.
Asparagus--60@75c per doz. bunches.
Butter--A little weaker than a week ago, with every indication of a continuation of the weakness. Choice dairy brings 13@16c, with no established price for low grades. Creamery, 20@22c.

Beets--Dry, 25c 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--California stock has put in an appearance and finds limited sale at \$1 per doz. The stock is large and presents a fine appearance, but (like everything else grown in California) it is utterly devoid of flavor. Local growers claim they will have a limited amount of celery in the course of a month.

Cranberries--If any of THE TRADESMAN's readers can use any choice stock, they can be informed, on application, of a place where they can procure a large amount of stock at any price they are inclined to offer. A local dealer has a large quantity of the fruit in his cellar, but the demand has entirely ceased.
Cucumbers--\$1.50 per doz.

Eggs--The market is a little higher than a week ago, short arrivals and unprecedented demand having forced the price up to 12c a couple of days last week. Eleven cents is about the ruling figure this week, but the high price of meat is holding the price of eggs very firmly and may precipitate a slightly higher quotation unless the supply increases soon.

Onions--Home grown dry stock is dull and about played out, occasional sales being made at 55@60c 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 7@9c per doz. bunches.

Potatoes--Outside markets are stronger and the price is gradually moving upward, local handlers paying 60@65c and holding at 65@70c. Bermuda stock has reached the market in limited quantities, but the price is so high as to be practically prohibitive.

Spinach--50c per bu.
Strawberries--Tennessee stock commands 20@25c per qt. box.
Sweet Potatoes--Plenty of choice stock in market, but few sales, even at the very favorable price of \$1.25 per bu.

Beans--The market is firm, but no higher than a week ago. Handlers who have stocks of any consequence refuse to make concessions, claiming that the price will go still higher before midsummer.

Will Canfield, house salesman for the Olney & Judson Grocer Co., is slowly recovering from a three months' seige with nervous prostration.

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 10
SAUSAGE.	
Pork, links	7
Bologna	5½
Liver	6
Tongue	8½
Blood	6
Head cheese	6
Summer	10
Frankfurts	7½
LARD.	
Kettle Rendered	8
Granger	7½
Family	5½
Compound	5½
Cottolene	6½
Cotosuet	6½
50 lb. Tins, ¼c advance	6½
20 lb. palls, ¼c	
10 lb. " ¾c	
5 lb. " 1c	
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 20 lbs.	10
" " 16 lbs.	10½
" " 12 to 14 lbs.	10½
" picnic	7
" best boneless	7
Shoulders	7
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. pall	60
20-lb. pall	45
17-lb. pall	40
15-lb. pall	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. pall, per lb.	6
25-lb. palls, per lb.	6½
12-lb. palls, per lb.	6½
2-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 palls	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.

Michael Kolb & Son Wholesale Clothiers Rochester, N. Y.

Our representative, WILLIAM CONNOR, of Marshall, Mich., will be pleased to call upon the Trade and show you samples, if you will favor him with a line. Mail orders promptly attended to.

MONARCH BICYCLES!

Absolutely the
Best that Money
Can Produce

LIGHT
STRONG
SPEEDY
HANDSOME



FIVE
MODELS

Weight
18 to 25 pounds

Prices
\$85 to \$100

Send for Catalogue

MONARCH CYCLE COMPANY

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

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

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

DID YOU NOTICE

S

ON YOUR CRACKERS?

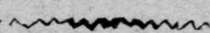
S

EARS'
UPERIOR
EYMOUR

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. **Muskegon,**

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 L. neh,

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

United States Baking Co.

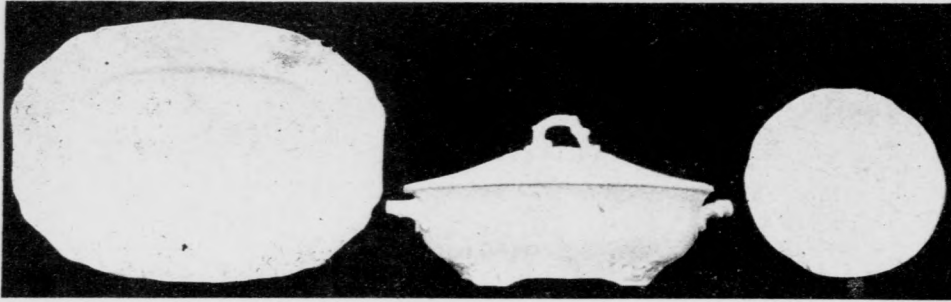
LAWRENCE DEPEW, Acting Manager,

Mich.

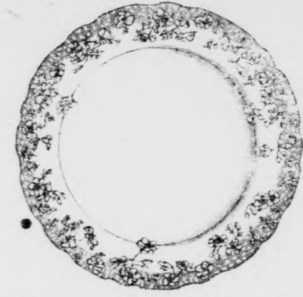
THE BEST
ON EARTH

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	
Orig. Asstd. Cte., Alfred Meakins' White Granite.		Original Assorted Crate, Alfred Meakins' White Granite Ware.	
6 doz 5 inch Plates.....	\$ 42 52	5 doz 5 inch Plates.....	\$ 42 82 10
2 doz 7 inch Plates.....	61 12 20	2 doz 6 inch Plates.....	52 1 04
2 doz 8 inch Plates.....	74 47	12 doz 7 inch Plates.....	61 7 32
6 only 6 inch Bakers.....	59 85	2 doz 8 inch Plates.....	70 1 40
6 only 24s Bowls.....	94 47	2 doz 7 inch Plates, Soup.....	61 22
12 only 36s Bowls.....	75 75	6 doz 4 inch Fruit Saucers.....	28 1 68
12 only 36s Open Chambers.....	3 00 3 00	2 doz Individual Butters.....	19 38
6 only 9s Covered Chambers.....	4 50 2 25	2 only 8 inch Dishes.....	94 16
12 only 6 inch Scallops.....	94 94	3 only 9 inch Dishes.....	1 13 28
12 only 7 inch Scallops.....	1 13 1 13	6 only 10 inch Dishes.....	1 69 85
12 only 8 inch Scallops.....	1 69 1 69	3 only 11 inch Dishes.....	2 25 1 12
6 doz 4 inch Fruit Saucers.....	28 1 68	3 only 12 inch Dishes.....	2 81 70
4 doz Individual Butters.....	19 38	3 only 14 inch Dishes.....	3 94 99
15 set handled St. Denis Teas.....	37 1/2 5 63	12 only 3 inch Scallops.....	66 06
15 set handled Henshall Teas.....	37 1/2 5 63	12 only 4 inch Scallops.....	75 38
21 set unhandled St. Denis Teas.....	27 1/2 6 62	6 only 5 inch Scallops.....	94 94
24 only Oyster Bowls, 30s.....	75 1 50	13 only 7 inch Scallops.....	1 13 1 13
6 pairs 9s Ewers and Basins.....	7 13 3 57	13 only 8 inch Scallops.....	1 69 1 69
6 only 9 inch Dishes.....	1 13 56	6 only 9 inch Scallops.....	3 25 1 13
6 only 10 inch Dishes.....	1 69 85	3 only 7 inch Covered Dishes.....	3 94 66
6 only 11 inch Dishes.....	2 25 1 13	3 only 8 inch Covered Dishes.....	4 50 75
Crate and Cartage.....	2 50	2 only Sauce Boats.....	1 50 25
Total.....	\$58 72	3 only Pickles.....	1 13 28
		2 only 7 inch Casseroles.....	4 50 75
		3 only 8 inch Casseroles.....	5 06 84
		2 only 5 inch Covered Butters.....	3 38 56

NO. 13116, "SUMMERTIME"	
Assorted Crate.	
4 doz 5 in Plates.....	\$ 51 83 04
2 doz 6 in Plates.....	62 1 24
12 doz 7 in Plates.....	73 8 76
2 doz 8 in Plates.....	84 1 68
6 doz 4 in Fruits.....	34 2 04
6 doz Ind. Butters.....	23 1 38
1/2 doz 9 in Dishes.....	1 35 68
1/2 doz 10 in Dishes.....	2 03 1 01
1/2 doz 12 in Dishes.....	3 38 1 13
1-6 doz 14 in Dishes.....	4 73 79
2 doz 3 in Bakers.....	79 1 58
1/2 doz 7 in Bakers.....	1 25 45
1/2 doz 8 in Bakers.....	2 03 68
1/2 doz 6 in Scallops.....	1 13 57
1/2 doz 7 in Scallops.....	1 35 67
1/2 doz 8 in Scallops.....	2 03 1 02
1/2 doz 12 Jugs.....	2 70 1 35
1/2 doz 24 Jugs.....	1 38 79
1/2 doz 30 Jugs.....	1 35 67

100 PIECE DINNER SET,
Open Stock, \$6.25

All these goods in Open Stock at slight advance.

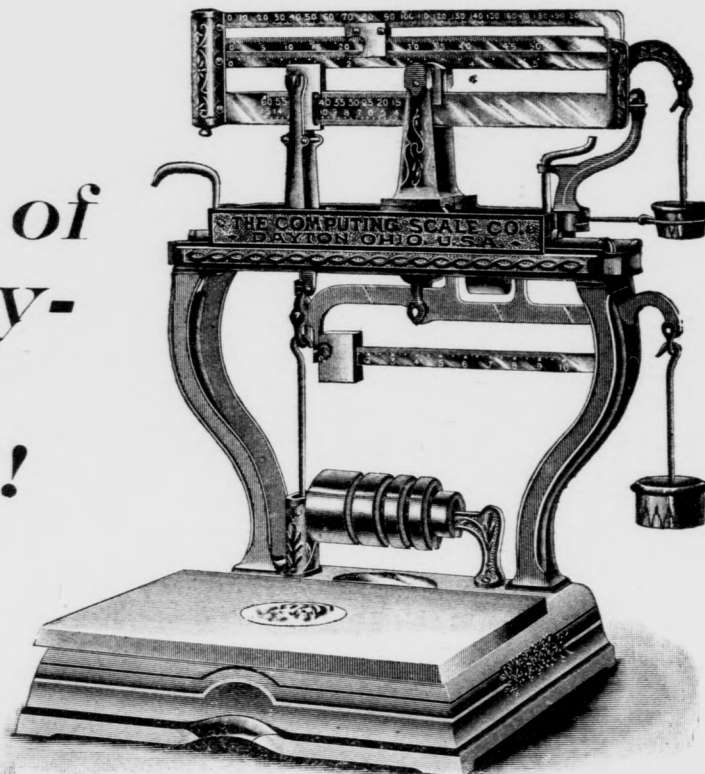
H. LEONARD & SONS, Grand Rapids

The Dayton Computing Scale!

.....

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

.....



Warning!

The trade are hereby warned against using any 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.