

MICHIGAN TRADESMAN

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GRAND RAPIDS, MAY 8, 1895

NO. 607

Three Things Are Coming!



1. HOT WEATHER
2. A CIRCUS
3. FANS



Of all the past and by-gone advertising fakes, none hold their own with the ever-present

PICTURE CARD.

Other "fakes" come and go, and their whiskers sprout, turn gray and fall out, but the picture card ever bobs up serenely, and when it comes to a

PICTURE CARD and FAN COMBINED,

WHY—

- The children want them,
- The old folks want them—for the children,
- Grandma wants one,
- The fat man needs one,
- The dude has to have one.

And, remember, all these people are advertising the man who gives away the fans.

BUT THEY COST!
WELL, I SHOULD SAY NOT!

Just see our late samples and lead the procession with an advertising fan on circus day.



Tradesman
Company

GRAND RAPIDS

M. H. ALDEN

ALDEN & LIBBY,

C. H. LIBBY

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Prices. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

93 and 95 South Division Street,

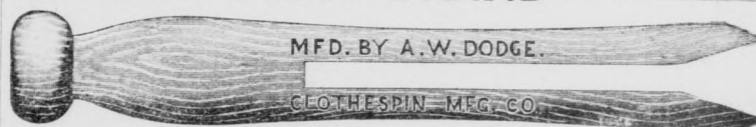
GRAND RAPIDS, MICH.

SWEET'S HOTEL

MARTIN L. SWEET, Proprietor.
HENRY D. and FRANK H. IRISH, M'grs.

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

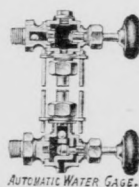
SPECIFY DAISY BRAND IT IS THE BEST



MFD. BY A. W. DODGE.

CLOTHESPIN MFG. CO.

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



AUTOMATIC WATER GAUGE.

— THE —
PENBERTHY
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
55,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequaled.
SEND FOR CATALOGUE. PENBERTHY INJECTOR CO. DETROIT, MICH.
BRANCH FACTORY AT WINDSOR, ONT.

Absolute
Tea!

THE ACKNOWLEDGED LEADER!

SOLD ONLY BY

TELFER SPICE CO.,
GRAND RAPIDS, Mich.



Our Plan

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

IF NOT SATISFACTORY, YOUR MONEY BACK.

IN THE LINE OF—

Heating --- Plumbing
Steam, Hot Water or Hot Air. IN ALL ITS PARTS.

Sheet Metal Work

NO FIRM IN THE STATE HAS BETTER FACILITIES OR REPUTATION. OUR WOOD MANTEL GRATE, GAS AND ELECTRIC FIXTURE DEPARTMENT is pronounced the FINEST IN THE COUNTRY, East or West.

WEATHERLY & PULTE,
GRAND RAPIDS.

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
No. 1—10 gal., to churn 4 gals.	8.50	No. 4—25 gal., to churn 12 gals.	12.00
No. 2—15 gal., to churn 7 gals.	9.00		Write for discount.

FOSTER-STEVENS & CO.

MONROE
ST.

AGENTS FOR WESTERN MICHIGAN.

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

GRAND RAPIDS BRUSH COMP'Y,



MANUFACTURER OF BRUSHES GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

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.

W. C. HOPSON

H. HAFTENKAMP

ROLL CAP

Steel Roofing

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

W. C. HOPSON & CO.

Louis and Campau Sts.

Send for Catalogue.

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



It would make a horse laugh



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

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MAY, 8 1895.

NO. 607

THE MICHIGAN TRUST CO., Grand Rapids, Mich.

Makes a Specialty of acting as

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

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

Any information desired will be cheerfully furnished.

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



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. HIMES.
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.

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.

COMMERCIAL CREDIT CO. 65 MONROE ST.

Reports on individuals for the retail trade, house renters and professional men. Also local agents for the Furniture Commercial Agency Co.'s "Red Book." Collections handled for members.
Telephones 166 and 1630



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

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.

The Drug Market.

Acid—The advance in carbolic is well sustained by most holders, but there are a few outside lots which can be had at a fraction under the general quotations. Citric continues seasonably active and firm. Other varieties are without new feature and the general market has a steady undertone.

Alcohol—The market for grain has not improved and consumers claim to be able to meet their wants at 4c per gal. less than cost of production at present price of grain.

Balsams—Tolu is very strong, with stocks light and closely concentrated. The market is better supplied with Peru by recent direct arrivals, which have influenced a slightly easier tendency. Further arrivals are noted of copaiba, but they have had no effect on the market, as the demand from consumers continues to absorb considerable stock.

Borax—Continues in fair demand at the decline noted last week.

Cacao Butter—There is no change in the condition of the market and very little interest seems to be manifest in the auctions to take place in London and Amsterdam Tuesday.

Caffeine—The general quotation is \$10, but in special instances that figure can be shaded for small lots only.

Cassia Buds—There is a moderate trade demand for small parcels.

Cocaine—Is quiet and easy, with dealers generally anticipating a further decline.

Cod Liver Oil—The tone of the market is slightly firmer under the influence of continued strong advices from primary sources.

Ergot—The market is flat and lifeless.

Essential Oils—The market is without important feature.

Gambier—Is stronger and more active for both consumption and speculation, the latter largely due to excited markets abroad, which indicate a steadily advancing tendency.

Gums—Refiners of gum camphor have not changed their quotations, and the tone of the market is firmer, owing to cables received from London of an excited and advancing market for crude, with a corresponding improvement in refined. Some of the principal importers of foreign have withdrawn from the market, awaiting further advices from abroad. Whole kino has been further advanced.

Leaves—Coca continue to show an easy tendency under the influences heretofore noted. Medium grades of Tinnevely senna are moving steadily upward and holders decline to shade full quoted figures. Short Buchu are selling fairly. Laurel are fractionally higher in sympathy with the primary market. Damiana are in better supply and lower.

Opium—The market is entirely without animation, and lack of inquiry has had a tendency to further depress values.

Quicksilver—Is ruling strong at the recent advance and a fair business is reported within the range.

Quinine—Has been very active and strong, with an upward tendency.

Seeds—The market for all varieties of canary is exceedingly quiet and values continue easy. Dutch caraway is lower, in sympathy with the Holland markets. No further important movement in mustard has occurred. It is said that the supply of Brown in California is practically exhausted. California yellow seed is momentarily neglected, but the market is steady at the previous quotations.

The Hardware Market.

Trade is fairly good, with prospects of continuance. Prices have a firmer tone all around.

Wire Nails—Are firm, with prospects of a slight advance. One or two mills which have been a disturbing element have been brought up and the prospect is that better prices will rule. We quote from mill 95@90c and from stock \$1.20@1.10.

Barbed Wire—Notwithstanding advances in other lines and in everything which goes into barbed wire, the market, at present, is weak, but no change with jobbers has been noticed. It is not believed that this weakness will be of long duration. There is no change to note in prices, either at mill or from stock.

Screws—The late demoralization has come to an end and prices are firm at 85 per cent. discount.

Glass—A new list has been issued and the discount changed, making an advance of about 10 to 15 per cent. The new lists are not yet ready to be issued, but soon will be.

Wool Twine—Is firm at 5@5½c per pound, according to quantity.

Rope—Remains as last mentioned—5c for sisal and 9c for manilla.

Fishing Tackle—There is a great scarcity in hooks and flies in general all over the country. As the better hooks are all imported, everybody has been short.

A Philadelphian who has been visiting Jamaica says that the photographer of the party induced a group of native girls to pose for him. After arranging them to his satisfaction he prevailed upon one of the other girls to take a peep through the camera. What she saw quite astonished her, and she lost no time in imparting to the posers the fact that she had seen them standing on their heads. The effect was ludicrous. When the photograph was taken it revealed each maiden frantically clutching her skirts about her knees, while a look of great distress appeared upon each black countenance.

William Ulmer started from Bluffton, Ind., the other day for the oil fields with a wagon loaded with 720 quarts of nitroglycerine. It is surmised that he managed to upset the wagon, but nothing is positively known about it, except that there was a tremendous explosion, which broke all the window glass for miles around. A hole was found in the road 60 feet in diameter and 15 feet deep, but nothing has been seen or heard of Ulmer, his wagon or his team.

The Practical Man.

Ever again, by some striking proof of its truth, the superiority of the practical man over the man merely theoretical is brought home to our understandings. It is to him we turn in our difficulties; it is to him we turn in our difficulties; it is he who, sometimes in ignorance, sometimes wilfully transgressing the precepts of the theorists, accomplishes the work of the world. What trade, business or profession, what department of learning, does not teem with examples? The sciences which have been monopolized by men who, by education, their profession and other circumstances, are notably impractical, what a web of useless, not to say childish, theories and metaphysical speculation has been woven around them. In recent years there is evident everywhere, even in our schools of higher education, a tendency toward the simplifying and making practical all knowledge and science. The most frequent and, indeed, the strongest objection urged against the trade school is that it lays too much importance on theoretical knowledge.

Theory, while a valuable adjunct to the practical mechanic, does not atone for a lack of acquired skill. In the decadence of the apprenticeship system, theory can never take the place of years of toil and self-denial in gaining practice. In work requiring highly-skilled labor the home-trained workmen must give way to the foreign-trained. It is positively painful to contemplate how some man is almost useless to himself and to the world, who has an abundance of latent useful knowledge, which, if generously parceled out among his practical neighbors, would be of the greatest value. The successful man of to-day is the intensely practical man. His every suggestion has worth; the speculative knowledge of the theorist is not brought down from the clouds to the earth. The theorist may for a time dazzle and bewilder the unwary with his airy speculations, but he soon comes to grief with all his glittering generalities. Less to be pitied is the bore who finds his theoretical knowledge invaluable for conversational purposes. The practical man needs no encomiums. Now and always he stands pre-eminent.

Bank Notes.

Ernest Ackenhausen deposited \$1,000 in the People's Saving Bank of Detroit, gave his bankbook to Joseph Lange, and then went to Cleveland. Lange drew out the money, sent \$500 to Ackenhausen and disappeared with the rest of it. Ackenhausen claimed that his signature upon the withdrawing check is a forgery, and sued the Bank. He acknowledged that Lange had sent him \$500, and a jury in the Wayne Circuit Court gave him a verdict for the other \$500. The Bank will appeal.

Hon. Edwin C. Nichols succeeds V. P. Collier as President of the National Bank of Battle Creek.

Use Tradesman Coupon Books.

ENGLAND'S DECLINE.

America Taking the World's Markets
Away from Her.

From present indications America will, in the near future, dominate all the markets of the world in the production of manufactured goods. The old-time supremacy of England is on the wane, and even in England itself many grades of American goods, particularly cotton goods, manufactured leather and iron are, sold more cheaply than the native product. America has need of this new export business because her export of food products has declined, and she has not been getting as much money from other countries as she has been giving to them. The enormous increase in wheat production in the Argentine Republic and the large surplus of that commodity for export at low prices has resulted in a decrease in the exportation of American wheat. This Argentine competition is not a temporary one, but is growing, and is becoming more important every year. In addition to the decrease in the exportation of American wheat, the exportation of other food products has been seriously affected. At the same time, there is a decrease in the exportation of raw materials. While it is true that there is practically no change in the value of manufactured goods exported, it is estimated that the average decline in the price of the goods included under this head was not less than 15 per cent., indicating, of course, a considerable increase in volume, although on a lower basis of value. In view of the decrease in the exportation of food products and raw materials, it will be seen that any increase in the exportation of manufactured goods becomes a matter of great importance, as assisting the United States to maintain in their favor the annual balance of trade.

The increase in the number of articles exported indicates that American manufacturers are beginning to realize the importance of an export outlet for their goods, and they have found themselves able to compete with England and European countries in a great many lines of manufacture which have not heretofore been exported. The principal articles of export which are now largely exported from this country in competition with European manufacturers, and which were not exported to any extent five years ago, may be enumerated as follows: Iron, barb wire fence, wire nails, steel rails, locomotives, armor plate, agricultural implements, shoes, tools, steel, dry goods, paper, carpets, all sorts of cotton fabrics, and chemicals like sulphate of copper, acid, etc.

In certain classes of tools and hardware Americans, owing to the greater use of machinery and larger output, have long stood pre-eminent. Australian and South African doors are furnished with American locks and knobs, and we furnish as well the doors themselves. An infinite variety of hardware used in the construction of dwellings is also shipped abroad in great quantities, and you may be surprised to know that one of the very best markets we have is England itself.

Of the new articles of export, take barb wire fence, for instance. Five years ago the cheaper labor of England, Germany and Belgium made it impossible for American manufacturers to compete with those countries in supplying this article. In these five years the superior genius and industry of the American workmen have revolutionized the business of manufacturing wire in this country, and enables us to supply the whole world with it. We have beaten England, Germany and Belgium in their own markets. We have driven their own manufacturers out of the export business. Take the next article mentioned, wire nails. For years German and Belgian manufacturers have defied competition. They have undersold the Englishmen and controlled the English market, but we've learned how to make wire nails. Our inventors have given us machinery superior to any possessed in either Germany or Belgium, and wire nails are now being shipped from here to every part of the world in ever-increasing quantities.

I know of an order for 20,000 kegs of those nails. We landed them in England cheaper than they could be made there and cheaper than they could be imported from Continental countries. Now look at the steel business. We are to-day exporting American steel rails to Cuba in competition with German and English manufacturers, and our manufacturers are extending their inquiries for business to South American countries. In this commodity tonnage is the principal question. The more we make, the cheaper we can make. The more we increase our output, the more dangerous competitors we become to England and Germany. It is only a matter of time when we shall control a large portion of the markets of the world in this line. We export locomotives. American locomotives have been shipped to Brazil, to Argentina, and even to Australia. We manufacture them here and ship them to those countries and deliver them to the purchaser there set up on the rails in running order, at prices very much lower than the English or Continental manufacturers can name. Armor plate is another thing that we have begun to export. You know, of course, that this is now being supplied by one of the great American iron works to the Russian Government, the order having been taken in competition with the most celebrated English and European makers. Our business in the manufacture of armor plate also depends considerably upon the question of tonnage, and as we continue to manufacture, the business is bound to increase.

We are particularly successful in the exportation of agricultural implements, such as harvesters, mowers and headers. We are shipping these articles in great quantities to Russia and to South America, and our orders are constantly increasing. It is only necessary, in order to demonstrate the fact that our great competitors, the British, fully appreciate the competition which this country is now giving them, to quote from an article in the *London Times*. I don't remember the exact date, but I made a memorandum of the exact words. They were as follows: "Speaking at a meeting of the Council of the London Chamber of Commerce last week, Mr. Bindloss made rather startling reference to the diversion of the British iron and steel trade to other countries. Of late years the United States had developed their own resources, and by a heavy tariff had so stimulated production that they could not only supply themselves, but severely interfere with England in foreign markets, and he would not be surprised if by and by they threatened competition even in this country."

The competition referred to by Mr. Bindloss has come to pass, as great quantities of American iron have been shipped to England itself, and contracts are made to-day by which American manufacturers undertake to lay down gas, steam and water pipes in English warehouses at lower prices than the Englishmen can meet. Mind you, I say lay down in English warehouses.

In the great gold and diamond mines of South Africa all of the iron pipe used is produced in America. Why, within a few weeks a single consignment of a train load of twenty cars was shipped to Africa. Nearly all of the gold-mining machinery of the great mines of the Transvaal is made in Chicago, and not many months ago a steamer was loaded at New Orleans with machinery for Africa. It was shipped down the Mississippi River to that point. Take bar iron as another example; that is the iron for blacksmiths' use. We are shipping that to Japan and China and other Eastern countries. A very recent shipment consisted of 450 tons. We are shipping cotton ties and hoop iron to Bombay and Calcutta. So much for the iron business.

Sulphate of copper is another article which is very largely exported to France and Italy, and small shipments have been made to South Africa. Not only is the American sulphate of copper much cheaper than the European or English product, but it is of infinitely better quality, and promises to control the markets of the world.

"Tole You So!"

What did we tell you about Sugar? Clear case of "tole you so."

Many of our friends acted on our advice and have made nice money on their purchases.

We believe it's a good time to buy yet—Sugar is cheap to-day, very cheap.

But....Fruit Jars!

Well, they are "out of sight." Those who acted on our suggestions have reason to be pleased. Those who did not better do so now, and our advice is, DON'T BUY. They are too high—believe they will be lower.

**Olney &
Judson
Grocer
Co.**

"Ceresota"

"GOOD THING--PUSH IT ALONG."

There was another article in the London Times recently which pointed out that the United States had practically overtaken the United Kingdom as a coal-producing country. Just take the figures a moment. You will see that in 1870 the United States produced only one-third as much coal as Great Britain; at the end of the next eleven years, that is, in 1881, you will find that the product had increased to one-half that of Great Britain. To-day the two countries have practically come abreast of each other, and the result has been that everywhere Great Britain has ceased to command the supremacy which she formerly enjoyed as the chief coal-producing country of the world. I think it will be a matter of some surprise to people to know that regular shipments of coal in cargoes are made to Liverpool for gas making purposes. The United States produces the finest coal in the world for making gas. The Englishmen have learned that, and they purchase it in preference to their own product. The Spanish and English West Indies are supplied with coal from the United States as far down as Grenada, one of the most southerly of the Windward group of islands in the West Indies. The mineral statistics show that the average value of the coal output of the United Kingdom in 1892 was 7 shillings and 3 pence, and in 1894, 6 shillings and 9 pence per ton. In the United States the reported value of the output of bituminous coal for several years past has not averaged much over 4 shillings and 3 pence per ton, and in some states the average has been about 3 shillings and 6 pence. Hundreds of cargoes of coal are ordered from England at prices considerably in excess of those at which the same coal could be bought in the United States, the main reason being the fact that with free trade they are able to secure lower freights for coal-shipping, because such vessels can obtain return cargoes.

The American workman is more intelligent, more industrious and much more productive. He is also much more inventive than the workmen of any other country. Why, you go into a factory to-day and you will see something being done by hand, and you go in the factory next week and you will find that some workman in the factory has invented a machine to do the work. The machinery in American factories is largely the invention of the American workman, and the improvements on the original machine are of his invention. He will go to work at his machine and in a day or a week he will think of something that will make that work just a bit easier, or that will make it possible to run his machine at a higher speed, and to get more out of it. He will set himself to thinking, and shortly he has an improvement that maybe doubles his producing capacity. It is true, too, that he is not seriously hampered by trades unions, as is the case in England. I know it is generally understood that the relations between capital and labor in this country are strained. The newspapers talk about it and the Socialists and Anarchists talk about it, and the dissatisfied of the population lecture on it, and try to drum it into the ears of their fellow workmen, but the relations of the employer and employed here are infinitely better than they are in Great Britain. Why, here was a case the other day in Fall River, where the manufacturers, without even a demand being made upon them, restored the rate of wages paid last August. They did this without anybody asking them to. If there had been any strained relations it is not likely they would have done it.

England is actually cursed by trades unionism. A very good illustration of this fact is furnished by the shoe strike in England, where the prices to be paid to labor for shoemaking are established by trades unions. This strike was brought about by the desire of the English manufacturers to introduce improved American machinery in order to meet American competition, and the workmen declined to use the new machinery and struck. You don't find the English workmen inventing machines to take the place of hand work. They not only won't invent them,

but won't permit their use when they are invented. Before this strike began the American shoe trade had for some time been rapidly increasing in England. As with other manufactured articles, the commodity, once introduced, took a firm hold. By striking, the workmen there have given the American manufacturer a golden opportunity, which he has seized. He was ready for the strike with a big stock of goods already there, and he has been shipping steadily ever since. Within the last six months the shipment of shoes to England from the United States has been large, and it is steadily growing. There is no reason why the United States could not hold that market. With their improved machinery and their superior industry they can undersell the natives.

Tool steel is one of the articles in which the United States stands pre-eminent. They produce the finest steel in the world, and at a price whereby American manufacturers are fully able to compete with the finest English and Continental products, and they are doing it everywhere.

Dry goods may be considered a new class of exports, and a rapidly growing class. In nearly all classes of dry goods the United States is gradually increasing its shipments to foreign countries, and is slowly but surely displacing similar fabrics heretofore manufactured in and exported from England and the Continent to non-manufacturing countries. I was down in one of the South American countries some time ago on a very different business than that of dealing in dry goods. It had not entered my mind at all, but I happened to pass a dry goods store, and saw on the stand there some goods with the familiar Nashua mill mark, and on another pile I saw the word "Merrimac." I went into the store and asked the man where they came from, and he said, "They are imported here from Liverpool and Hamburg." I immediately hired a dry goods expert, and we looked into that thing that very afternoon. We had the prices that were paid, and I cabled to New York to get our prices on the same goods. I found we could beat them about two cents a yard, and I can tell you that from that day to this the dry goods business in Nashua goods in that country has belonged to America.

American paper is another article which we are exporting largely. It is cheaper than any other paper, and several of the London and Liverpool newspapers are printed on it. Nearly all Australian and many South American journals use it. Significant figures are those showing the exports of ten years ago as compared with those of 1894. Ten years ago the figures were \$850,000; in 1894 they were \$2,083,344. The reason for this is, of course, we manufacture our paper from wood pulp, and we have plenty of wood and we have the process down finer than any foreign manufacturer. We have better machinery. Right here I might say that in the manufacture of machinery we always are in the lead, and the foreigner who thinks to compete with us by buying our machines finds that by the time he gets them there and gets them set up they are back numbers in this country. We have invented something better, something faster, and we beat him just the same.

Moquette carpets are another thing that we have begun to export. American moquette carpets are seriously challenging the English article, and are sold so cheaply in England as to have brought about a heavy reduction in the price of the English Axminster. That trade is increasing rapidly, too.

A very much larger variety of all classes of merchandise might be exported were it not for the discrimination in freights against American shipments. This, as I stated before, is owing to the exclusion by our tariff of return cargo. The new tariff, however, has either reduced or removed the duty upon so many raw materials that, as soon as the manufacturers have fully equipped themselves to take advantage of the new order of things, this difficulty should be largely overcome. A careful study of the world's markets and a comparison of the

[CONTINUED ON PAGE SIX.]



and salted with

WORCESTER SALT

which is a guarantee of quality.



We are Sole Agents
for the above.

I. M. CLARK GROCERY CO.

JESS

JESS

THE MOST POPULAR BRAND OF

PLUG TOBACCO

In Michigan to-day, and has only been on the market four months. For sale only by

MUSSELMAN GROCER CO.

GRAND RAPIDS

JESS

JESS

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl St.

Manufacturers and Jobbers of

Boots, Shoes & Rubbers

Agents for the Boston Rubber Shoe Co.'s goods.

Now is the time to order your rubbers. They will be higher Oct. 1st. If you place your order with us, we will take good care of you and give you the best possible terms and discounts, and guarantee them until time of payment. You do not have to pay for them any sooner, and you are more sure of having your order filled complete if given now. Light goods very much improved in style and quality.

Do You
Sell Cheese?

If so, you, of course, aim to get the best, but you will "miss your aim" unless you get

IDEAL

which is made at Morenci, Lenawee Co., in the center of the famous dairy section of Michigan,



AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Bancroft—F. A. VanTuyt has opened a new grocery store.

Joppa—Wm. Braden succeeds Braden Bros. in general trade.

Alpena—Chas. Asselin succeeds J. B. Elie in the grocery business.

Coldwater—Lowry & Fenn succeed I. N. Shaw in the coal business.

Gaylord—C. W. Bahel has sold his drug stock to T. B. McArthur.

Hopkins—W. S. Campbell has sold his grocery stock to L. S. Bookwalter.

Uby—Chas. McMillan succeeds Greyerbiehl & Murray in general trade.

Lapeer—Salisbury & Dent succeed Alfred Vosburgh in the grocery business.

Carney—Chas. Swanberg succeeds Carigan & Swanberg in the meat business.

Paris—J. L. Davenport succeeds J. L. Davenport & Co. in the grocery business.

Clare—Parrish & Wilson succeed Mason & Wilson in the millinery business.

Kalamazoo—Oscar D. House has purchased the grocery business of Peck & Browne.

Detroit—Barnett Bros. succeed Ben. Barnett in the men's furnishing goods business.

Iron Mountain—Louis Stockley succeeds K. H. Ingram as proprietor of the Ingram Pharmacy.

Bancroft—F. L. Convis has purchased a stock of groceries in Detroit and removed to that city.

Brighton—E. F. Mills & Co. have purchased the dry goods, shoe and notion stock of E. D. Alley.

Flint—J. E. Burroughs & Co. are succeeded by C. G. Burroughs & Co. in the flouring mill business.

Gladstone—Weinig & Stenzel, meat dealers, have dissolved, Martin Weinig continuing the business.

Saginaw—F. J. Myer succeeds Geo. A. Soyer in the wholesale and retail liquor, tobacco and cigar business.

Ovid—H. W. Huntley meat dealer, has added a line of groceries, having purchased the W. G. Cameron stock as a nucleus.

Saranac—Wilkinson & Co. have sold their stock of harness goods to E. A. Rising, of Clarksville, who has moved it to that place.

East Jordan—Chas. Gay has purchased the interest of M. Muma in the meat market business and will continue the business in his own name.

Alma—Caple & Hall, hardware dealers, will soon begin the erection of a handsome brick block, two stories high, having a depth of 200 feet.

Zeeland—John R. Pruim has sold his restaurant and confectionery business to his son, Ed. J. Pruim, who will continue the business at the same location.

Muskegon—J. B. Wallace has bought the interest of Palmer & Moen in the feed and flour store at 24 Pine street. He will continue the business at the same location.

Midland—H. P. Whipple has sold his stock of dry goods, furnishing goods and groceries to Trim & McGregor, of Ypsilanti, who will continue the business at the same location.

Dowagiac—A. L. Larkin, of the grocery firm of Larkin Bros., recently surprised his friends by announcing his marriage, which took place last July, to Miss Lois E. Fletcher of St. Joseph.

Elwell—Taylor & Meyer write THE TRADESMAN that they have purchased Phelps Bros' drug stock only and that the latter will continue their general merchandise business at the old stand.

St. Johns—The sales made by the receivers of the Michigan Mortgage Co., Limited, have been confirmed by the Circuit Court and creditors will receive a dividend of 15 per cent. in a few days.

Allegan—Chas. H. Adams has purchased the interest of the late A. M. Sherwood in the furniture and undertaking business of A. M. Sherwood & Son. The new firm will be known as Sherwood & Adams.

Manistee—C. D. Stanley has purchased the brick store building belonging to the Dummer estate and has leased the store for a term of years to G. A. Johnson & Co., who will take possession about May 20 with their boot and shoe stock.

Kalamazoo (Telegraph)—The merchants of this city are justly indignant over the advent of a transient concern which advertises by handbills to sell, at ridiculously low prices, goods of a very superior quality. Concerns of this kind are not uncommon in the smaller cities and in nearly every case advertise to carry very heavy stocks of A 1 goods, which, if submitted to an investigation, would in nearly all cases stand more than the usual mercantile cut of 2 per cent. ten. Concerns of this kind are detrimental to a city, because the goods sold are almost invariably of a shoddy variety, and it is because of this fact that such apparent bargains can be offered. As a matter of fact such concerns cannot buy at any lower rates than local merchants, but have a cheap stock made up for transient sales. The public should consider that the articles they purchase are of an inferior quality to that offered by home business men and, more than that, that money paid to such concerns is taken away from the city, when by patronizing local tradesmen who are taxpayers in the city, the money is kept at home. It is an injustice to these home dealers that such concerns should be allowed to sell their cheap goods, temporarily, without paying any tax or license to the city, and thus compete unfairly with home merchants who pay taxes and contribute to the support of the city and the upbuilding of the community.

MANUFACTURING MATTERS.

Ewen—The Ewen Planing Mill Co. has merged its business into a corporation under the same style.

Holly—Lane Bros., wire fence manufacturers, are succeeded by the Cyclone Woven Wire Fence Co.

Remus—Henry Moiles has started his sawmill for the season. He has about 3,000,000 feet of logs to cut at that point.

Standish—Norris' sawmill building is in frame and nearly enclosed, and the machinery is being placed in position. It is expected the mill will start the first of June.

Saginaw—The Michigan Salt Company has reduced the price of fine salt from 60 to 55 cents, the reduction taking effect May 1. The Company has about 200,000 barrels of salt on hand and as the active manufacturing season has arrived, stocks will continue to accumulate. About seven-eighths of the salt product is handled by the Salt Company. Last year the salt product of the State was 3,485,426 barrels.

Detroit—The Leland, Faulconer & Norton Co. has filed a notice in the county clerk's office amending its articles by which its name is changed to the Leland & Faulconer Manufacturing Co., and its capital stock is increased to \$70,000.

Pigeon—R. Mitchell has built a small sawmill near this place, where he has nine 40-acre tracts of timber, 500,000 feet of pine on skids, and will lumber 1,000,000 feet more of pine, oak, ash, elm and cedar. He is building a tram road a mile long for log hauling purposes.

Greenville—At the annual meeting of the Bradley Cigar Co., held April 30, Will H. Bradley, A. Magee, L. W. Hyde, W. B. Burris and Geo. S. Kent were elected directors. The directors subsequently elected the following officers: President, Will H. Bradley; Vice-President, A. Magee; Secretary and Treasurer, L. W. Hyde.

Bay City—Unless some other parties purchase the Sage & Co. sawmill plant there is no likelihood that it will be operated. Mr. Sage is too old to engage in the manufacturing business and his sons are engaged in other lines of business and have no intention of operating the plant again. The site is an excellent one for a planing mill and factory.

Saginaw—The Western Telephone Construction Co., of Chicago, has purchased over 100,000 telephone poles here and on the Huron shore. The poles run from 25 to 80 feet in length and the prices paid range from 75 cents to \$13 a pole. The deal represents an investment of nearly \$200,000 and this company owns about all of the poles that were on the market in this section of the State.

Homestead—The Guelph Patent Cask Co., which conducts manufacturing plants at Guelph, Ont., and Wolverine, Mich., has purchased 10,000 acres of hardwood timber in this vicinity and will found a town six miles north of this place, giving it the name of Honor. Extensive sawmill and barrel machinery will be put in, and in all probability a general store will be opened as soon as the necessary building can be erected. E. T. Henry is manager of the company's operations in this locality.

Stupidity in a Beginner.

"Say," said the new boy, "there ain't enough berries here to fill all these boxes."

The fruit dealer came to see what was wrong. He picked up one of the filled boxes, looked into it, and then under it. "No wonder," he said, "You have got them upside down."

Edward Tucker, a prominent merchant of Port Tampa, Fla., got a dose of his own medicine the other night. It was not given according to law, but, from all accounts, he got his deserts. He has been used to getting drunk and going home to abuse his wife. He received several anonymous warnings, but paid little attention to them. A few nights ago his wife was heard screaming. In a few minutes a number of men entered the house, and dragged Tucker to the outskirts of the town. Here some women dressed in white caps took him in hand, bared his back, bound him to a tree, and thrashed him with rawhides until his back was raw. It is said that some of Tampa's most prominent women held the whips.

Five large flour milling plants of Milwaukee have been merged into a combination, or trust, with the object of reducing expenses by doing away with Eastern representatives and traveling agents. Only two plants are left out of the combination. It is stated that the output of the mills will be regulated by the requirements of the trade.

It is of interest to this country that a probable result of British aggression in Venezuela and Nicaragua will be the boycotting of English trade by all the Central American republics. Such a movement would be to the advantage of American trade.

John D. Rockefeller announces that the great ambition of his life is to accumulate a fortune of \$500,000,000. The rest of us can now be easy. It looked as though he wanted the earth.

Grand Rapids Retail Grocers' Ass'n.

President—E. WHITE.

Secretary—E. A. STOWE.

Treasurer—J. GEO. LEHMAN.

SUGAR CARD—GRANULATED.

5½ cents per pound.
4½ pounds for 25 cents.
10 pounds for 50 cents.
20 pounds for \$1.

Jackson Retail Grocers' Association.

President—PAUL W. HAEFNER.

Secretary—W. H. PORTER.

Treasurer—J. F. HELMER.

SUGAR CARD—GRANULATED.

5 cents per pound.
5 pounds for 25 cents.
11 pounds for 50 cents.
22 pounds for \$1.

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

PRODUCE MARKET.

Asparagus—25c per doz. bunches.

Beans—Quiet and dull, the market having slumped off 2½c, with possibility of a further decline.

Butter—Not quite so plenty as a week ago, although the fresh grass is sure to increase the supply in a few days. Choice dairy brings 13¢ 10c, with no established price for low grades. Creamery, 18¢ 19c.

Beets—Dry, 25c per bu.

Cabbages—California stock is beginning to arrive, commanding \$1.50 per doz.

Cauliflower—\$1.50 per doz.

Celery—California stock, \$1 per doz.

Cucumbers—\$1 per doz.

Eggs—11¢ 12c per doz.

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 \$2.25 per bu. Green stock is meeting a large demand, which is amply supplied by local growers, at 8¢ 10c per doz. bunches.

Pieplant—1c per lb.

Potatoes—The market is sick, owing to the cessation in the demand at the principal consuming centers, due to the fact that the farmers in Ohio and Indiana are now marketing the stock they have been holding for \$1. Fearing they will not realize their anticipations, they are dumping their stocks at any price they can get, which has caused a temporary break in the market. Whether the ground lost will be regained and the price resume its former position, no one is qualified to predict with any degree of accuracy. The hot weather is causing stock to sprout considerably and from now on the shrinkage will be heavy, so that even though the market should revive the enhanced price will only partially make up the loss.

Spinach—35c per bu.

Strawberries—The indications are that Tennessee stock will be sold very low before the end of the week. The warm weather is pushing the crop on the market very rapidly and all reports agree in the statement that the yield will be unusually large. Handlers offered choice stock Monday at 12¢ 15c and it is possible the price will go to 8¢ 10c before the week is over.

Thos. E. Wykes

LIME, SEWER PIPE,
FLOUR, FEED, Etc.

Any quantities, Wholesale and Retail. Write for prices.

45 S. Diviston St., Grand Rapids.

GRAND RAPIDS GOSSIP.

Peter Braam succeeds Braam & Smith in the meat business at 699 South Division street.

W. M. Griffith succeeds M. A. (Mrs. I. F.) Griffith in the boot and shoe business at 40 Monroe street.

Mrs. Ada Benedict has purchased the millinery stock of Mrs. M. B. Keeler at 450 South Division street.

J. H. Lowell & Co. have removed their hardware stock from Wacousta to this city, locating at 477 East street.

M. J. Butler, undaunted by fire, has resumed the grocery business at Sand Lake. The Musselman Grocer Co. furnished the stock.

Frank E. Shattuck and G. A. Goul, whose general stocks were burned in the recent fire at Sand Lake, have re-engaged in the grocery business at that place. The Olney & Judson Grocer Co. furnished both stocks.

Chas. W. Shedd, who has been engaged in the manufacture of pickles and preserves for several years, has removed to Norfolk, Va., where he has made arrangements to embark in the pickle business on a somewhat extensive scale.

The Commercial Credit Co. finds it necessary to use more floor space than is available in its present location and has made arrangements for more commodious offices on the fifth floor of the Widdicomb building. The change of location will occur about Sept. 1.

John M. Smith and John Viergever have purchased the grocery stock of James M. Robinson at 220 Plainfield avenue, and will continue the business under the style of Smith & Viergever. Mr. Robinson has purchased the grocery stock of Wm. Z. Hazlett at the corner of Sweet street and Coit avenue.

Robt. Gleason, Edward J. Jackoboise and A. H. Waterson, proprietors of the Grand Rapids Machine Works, at 36 Mill street, have purchased the West Side Iron Works of Jos. Jackoboise, leased his building and will continue the business under the style of the West Side Iron Works. The consolidation gives the new concern the benefit of larger quarters and more machinery, which will enable it to increase its capacity very materially.

Purely Personal.

Will Berner, son of the late John F. Berner, the Luther grocer, was in town over Sunday, the guest of Jimmy Bradford.

W. F. Bricker, general dealer at Belding and Sunfield, was in town last week and placed orders for two Champion cash registers—one for each store.

W. H. Porter, Secretary of the Jackson Retail Grocers' Association, was in town Saturday, for the purpose of investigating the working plans of the Commercial Credit Co., having established a similar organization under the style of the Jackson Commercial Agency.

J. H. Lowell, who has removed his hardware stock from Wacousta to this city, was engaged in trade at the former place twelve years, having lived in the same township fifty-five years. So well was he regarded by his friends and neighbors that they presented him with a beautiful gold-headed cane on the occasion of his removal from the place.

H. B. Fairchild (Hazeltime & Perkins Drug Co.) went fishing on the Pere Marquette River May 1, all the preliminaries—except fish—having been arranged beforehand by Thos. Heffernan, the Baldwin druggist. Not meeting with extraordinary success Mr. Fairchild attempted to buy some trout of a man whom he found guarding a large box of live fish on the bank of the River. The sentinel disregarded his entreaties and it afterwards transpired that the refractory individual was a Fish Commissioner, who was seining trout for breeding purposes. Since then it has been a standing joke around town that Mr. Fairchild tried to bribe the Fish Commissioner to sell him some fish and the story is told, with variations, gaining in scope and improbability each time it is repeated.

The Grocery Market.

Sugar—The market is strong and excited, two advances having occurred Monday, aggregating 3-16c. With the advance of last week the market is now 5-16c higher than a week ago and the general opinion among the trade appears to be that still higher prices may be expected, some predicting that the New York market will reach a 5c basis by June 1. Other believe that prices will slump off during June, but regain the ground lost by Aug. 1.

Cheese—The manufacturers and jobbers are holding the price of new goods down to a low level for the purpose of inducing the retailers to put the price down to a shilling or 12c, on which basis it is believed the people will consume large quantities of cheese, especially in view of the high price of meat.

Canned Goods—Chas. W. Shedd, the pickle manufacturer, was in Baltimore last week and called on a number of vegetable canners. He found the canners, as a class, very despondent, owing to the glutted condition of the market and the gloomy prospects ahead. One canner told him he had 10,000 cases of tomatoes which he could have sold last fall for 70c, but for which he is now offered only 57c. A large number of factories have gone into liquidation and many more will not open their doors for business during the season of 1895, owing to the large amount of goods yet on hand from the pack of 1894.

Bananas—The market has been bare of good fruit for the past two weeks and prices have been extremely high, although at the same time our local wholesalers have made but very little profit, as all the fruit was bought at the importers' sales. Friday and Saturday four cars came into this market, and, as the weather was extremely warm, it ripened the fruit very fast. During the present week there will be plenty of good fruit to ship out, and, as a great deal of it is ripe, prices will be considerably lower. Outside dealers, in sending in orders from now on, should instruct the shippers to send them fruit which is somewhat green; otherwise it will be liable to reach them in an over-ripe condition, in which event they would lose some of the profit they might otherwise enjoy.

Lemons—During the past ten days the different auctions in New York, Boston and New Orleans have been getting much better prices. The warm weather throughout the country has stimulated the demand wonderfully, and, as usual,

everybody wants to stock up, and, when there are lots of orders, prices advance. The prices realized at the Montreal sales last week were not extremely high, but, withal, there was a good stiff feeling. The *Freemona*, with 37,000 boxes of lemons, is scheduled to sell in Montreal this week, and, as arrivals are light at the other ports, it is expected that the various Western cities will be well represented and good prices will probably be realized, especially if the warm weather ruling at present continues during the week. There is considerable complaint that auction offerings do not average sound, a great many lines showing more or less weakness. A perusal of the local market reports on another page will show that our dealers have advanced their prices fully 50c per box all around. All fruit now going out to the retailers will be repacked, and be perfectly sound, and as prices are still reasonable, considering everything, it will be safe to place fairly liberal orders.

Oranges—California oranges are getting so ripe that they do not stand up in a satisfactory manner. Most of the fruit has to come forward in iced refrigerators, and it takes but a few days' exposure to the warm air before they melt down very rapidly. In consequence, Messinas, which stand up better, are bringing higher prices.

Figs, Dates and Nuts—Remain steady, the demand being moderate. Any dealer who evinces a desire to buy in liberal quantities will be able to get current prices shaded considerably.

Candy—All manufacturers report a steadily increasing volume of business and that the factories are running full time. The price of sugar has been slowly advancing a sixpence at a time, until confectioners have been obliged to tack 1/2c per pound to all staple mixtures and pan-work, and it is possible that an additional advance may be made before the month is out. It all depends on the fluctuations of sugar.

Gripsack Brigade.

Geo. T. William, formerly with the Ball-Barnhart-Putman Co., has taken the position of general salesman for Moseley Bros.

J. P. Visner, city salesman for Edwin J. Gillies & Co., has removed from the Eagle Hotel to the corner of Bates and Dolbee streets.

D. G. Crotty, the Muskegon salesman, has engaged to travel in this State for the R. W. Bell Manufacturing Co., manufacturers of soap at Buffalo.

Geo. J. Heinzelman, traveling representative for Rindge, Kalmbach & Co., is rejoicing over the advent of a new girl, who arrived at his house last week to gladden the hearts of her parents.

The Michigan Commercial Travelers' Mutual Accident Association offers \$185 in cash prizes to the members securing the largest number of applications for new members before July 1—\$100 to the person securing the largest number and \$50, \$25 and \$10, respectively, to the persons securing the next largest numbers.

What Do You Say?

J. Boyer, boots and shoes; Peoples' Credit Clothing Co.; Geo. A. Powell, real estate; Thompson & Co., grocers; and others say that Shaw's Name File Book for keeping accounts is unsurpassed. For particulars address J. C. Shaw, 29 Canal street, Grand Rapids.

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.

HOUSE AND LOT AND VACANT LOT IN Grand Rapids for sale cheap or exchange for grocery stock. Address Box 161, Leslie, Mich. 765

I WILL PURCHASE GOOD, LARGE MERCANTILE business, if offered cheap, for cash. General stock or boots and shoes preferred. Address Box 700, Stanton, Mich. 764

WELL-ESTABLISHED DRUG STAND IN Grand Rapids to exchange for a drug stock to move. Will bear inspection. Address No. 763, care Michigan Tradesman. 763

FOR SALE, NO TRADE—ONE OF THE FINEST drug stores in Grand Rapids. Clean stock, hardwood 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 Ipecac, 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

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, Widdicomb building. 653

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

MISCELLANEOUS.

WANTED—PAIR PLATFORM SCALES, standard make, capacity not less than 1,000 pounds. Large platform preferred. Address No. 768, care Michigan Tradesman. 768

FOR SALE—NO. 3 DETAIL NATIONAL Cash Register, suitable for merchant, practically as good as new, for \$100 cash. Address Rogan, care Michigan Tradesman. 766

FOR SALE—PECK'S LATEST CASH REGISTERS. Cost \$25. Will sell for \$10 cash. Grand Rapids. Address Grover, care Michigan Tradesman. 767

GRANITE AND MARBLE MONUMENTS, markers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 813 South Division. 761

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 & Greulich, 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.

SITUATIONS WANTED.

WANTED—SITUATION BY ASSISTANT pharmacist. Good references. Address No. 762, care Michigan Tradesman. 762

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. 753

ENGLAND'S DECLINE.

[CONCLUDED FROM PAGE THREE.]

prices of American manufactured goods with those of other countries make it clear that the door of our export trade is only ajar, but American enterprise and American intelligence and push will undoubtedly throw the portal wide open and give to the United States the supremacy in the manufacture of nearly all classes of merchandise for shipment to non-manufacturing countries.

We have practically driven England out of Canada. Canada purchases her manufactured goods from us. Take iron products. We can manufacture them here, and, despite a very heavy duty, which is meant to keep them out of Canada, we can lay them down in the Canadian market for less money than they can be manufactured for anywhere else in the world. Recently a public institution was erected in Montreal, and the municipality wanted to put in steam heat. They purchased their apparatus from a Chicago firm.

The prospect of America was never so bright as now, and manufacturers have not been slow to see their opportunity. Merchants in New York who are engaged in the export trade are daily in receipt of inquiries as to the possibility of exportation of new lines of goods. The manufacturers are asking the cost of similar goods in other countries, and are showing every desire to establish an export outlet. With a good export trade manufacturers become more independent of the conditions of trade in this country, as, when trade is bad here, they can always turn to their foreign market and be sure of sufficient work to keep their factories going, while in good times the increased output required to care for the foreign market reduces the cost of manufacture of the whole product, it being well known that the larger the output the less the cost of the article manufactured—the tonnage question again.

Curiously enough, our high tariff had a great deal to do with the development of the American export trade. It fostered our American industries. It enabled large profits on goods. The profits were so large that manufacturers sprang up all over the country. Competition was something tremendous. Then followed the combinations of business, which were inevitable. Some people call them trusts and denounce them, but I say they are inevitable. Our manufacturers got together and they regulated the output. In one line of business, for example, they closed up thirty per cent. of the mills. With the other seventy per cent. they manufactured tons and tons of goods more than the country itself would consume. The logic of the situation would have been for them to make still further reduction in the production the following year. That would mean the closing down of more factories. In that dilemma they turned to the exporter. They said to him: "Here we have so many thousand tons of goods that the country cannot consume. We can afford to sell those goods at exactly what they cost us. We have already made our profit. See what you can do for us." The exporter went into the foreign markets. He put those goods down at cost price, and he undersold the foreign maker every time. Well, the result was that the manufacturers saw in this export trade a safety valve, and they fostered it. Then it suddenly dawned upon them that there was a great possibility of profit in it, too. It was chiefly a question of tonnage with them. They could run their mills and their factories at their full capacity, and the more they could make the less they could make things for. That is to say, the average cost of production was reduced, so that they could put their oversupply in the foreign markets and sell it at what would have been actual cost with a smaller production and make a profit. And they have done it. They are continuing to do it, and are doing it more and more. It is because of this that we are destined to dominate the markets of the world.

T. A. EDDY.

The successful business man is the one who is honest in all his transactions in the commercial world.

Ginseng Culture in Corea.

The following interesting item from a gentleman who had traveled in Corea was published in the Boston Herald:

At about eight miles out of Phajre I arrived at a little village on the Imjin River, where I first came close enough to a ginseng garden to inspect it. Ginseng is a drug grown in large quantities in Corea for medical use chiefly. It is, in fact, the national production. It is rather hard to grow, and takes six years to arrive at a stage of perfection. It is very valuable, therefore, and has to be continually watched. A ginseng garden is a peculiar looking contrivance of a number of low sheds and a high platform, well roofed over with straw, on which watchmen are placed to guard the drug plantations. The watchman is given a pipe and kept supplied with all the smoking material he desires, but if he is caught sleeping while on duty he is put to death at once. The seed of the ginseng plant is sown in March, and the seedlings are planted out in beds raised a foot above the level of the surrounding soil, bordered with upright slats and covered or protected from the sun and rain by sheds of reeds three or four feet high. These sheds are well closed in except on the north side, where they are left more or less open according to the weather. They are built in rows, allowing just enough room for one person to walk between them. In the first and second years the ginseng plant obtains only two or three inches in growth and acquires only two leaves. It is transplanted frequently during this period of its progress. By the fourth year the stem obtains about six inches of growth, and in the fifth year a strong, healthy plant has reached maturity. It is not, however, unusual to leave it in the ground another year after this. The cultivation of the plant is entirely in the hands of a few privileged farmers, licensed by the King, whose privy purse is largely dependent upon the monopoly of this drug. In 1891 the revenue from this source was estimated by a very competent authority to be over 468,000,000 cash, or about \$500,000.

Professional Recognition of Pharmacists in the Army and Navy.

In the army of the United States there are three ranks only for the pharmacist: that of private in the hospital corps at \$13 a month, acting hospital steward at \$25 a month, and hospital steward at \$50. Hospital steward ranks only as high as ordnance sergeant. In contrast to this, veterinary surgeons get \$100 a month, stone-cutters and carpenters \$3.50 a day, chaplains \$125 to \$175 a month, assistant surgeons \$165 a month, and surgeons from \$250 to \$625 a month. In the navy, the apothecary ranks only as a petty officer at \$60 a month, and the carpenters, sail-makers and gunners even outrank him and get from \$100 to \$150 a month. In charming comparison to this is the high professional position of pharmacists in European countries. In the Austrian army the pharmacists rank with the surgeons and assistant surgeons, running from the rank of lieutenant to senior lieutenant, captain, major, lieutenant-colonel, up to full colonel. In the German army, the service is arranged in a very similar manner, as is also that of Hungary. In the Italian army the rank is from second lieutenant through the various grades up to full colonel. In both the French and Russian armies, the ranking is still higher, the highest rank of the apothecary in each of them being that of major-general. What a contrast does our own service of the United States present! In the civilized world the dilatory action of the United States is only equaled by that of China and England. In the Japanese army the pharmacists receive the same pay and rank as second lieutenants, first lieutenants and captains, the ranks being divided into three grades. They besides receive additional pay for special duty. Are the lives of sick American soldiers less valuable than those of foreign countries?

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Bbls.	Pails.
Standard, per lb.	5	7	
" H. H.	6	7	
" Twist	6	7	
Boston Cream	8%		
Cut Loaf			8
Extra H. H.	3%		

MIXED CANDY.		Bbls.	Pails.
Standard	5	6%	
Leader	5%	6%	
Royal	6	7%	
Nobby	7	8	
English Rock	7	8%	
Conserves	6%	7%	
Broken Taffy	baskets	7	
Peanut Squares	"	8	
Valley Creams	"	12%	
Midget, 30 lb. baskets		8	
Modern, 30 lb.			

FANCY—in bulk		Pails.
Losenges, plain		8%
" printed		9%
Chocolate Drops		11
Chocolate Monumentals		12
Gum Drops		5
Moss Drops		7%
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
Losenges, 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
Stripping Rock		60
Burnt Almonds		90@1 25
Wintergreen Berries		60

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

ORANGES.		
California Seedlings—125, 150, 175, 200, 216		2 75
" 200		3 75
Messina Oranges, 200		3 60

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

BANANAS.		
Large bunches	1 75@2 25	
Small bunches	1 25@1 50	

OTHER FOREIGN FRUITS.		
Figs, fancy layers 16lb		13
" extra " 14lb		
" bags " 30lb		6%
Dates, Pers. 10-lb. box		2 75
" 50-lb.		2 5
Persian, G. M. 50-lb. box		2 4%

NUTS.		
Almonds, Tarragona		2 14
Ivaca		2
California, soft shelled		2 12
Brasils, new		2 8
Filberts		2 10
Walnuts, Grenoble		2 14
" French		2
" Calif. No. 1		2 12
" Soft Shelled Calif.		2 13
Tabie 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., Sun		2 54
" Roasted		62 64
Fancy, H. P., Flags		2 54
" Roasted		62 64
Choice, H. P., Extras		2 14
" Roasted		52 6

FRESH MEATS.		
BEEF.		
Carcass	6% 8%	
Fore quarters	5 6	
Hind quarters	8 10	
Loins No. 3	11 214	
Ribs	10 214	
Rounds	5% 6%	
Chucks	3% 5	
Plates	3% 4	

PORK.		
Dressed	5 2 54	
Loins	8	
Shoulders	7	
Leaf Lard	8	

MUTTON.		
Carcass	6% 7%	
Spring lambs	10 12%	

VEAL.		
Carcass	5% 6	

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OUR LEATHER LINE is full and complete; also an elegant line of FELT BOOTS and SOX for fall.

See our salesmen—it will pay you to examine samples.

REEDER BROS. SHOE CO.

GRAND RAPIDS, MICH.

Why will you use Iron or Steel Roofing when you can buy our Celebrated



RUBEROID ROOFING

Which we guarantee to be eminently superior, for a great deal less money.

It will not contract or expand.

It is odorless, and absolutely waterproof.

It will resist fire.

It is all ready to lay and needs no coating or painting.

Write for our special low trade prices.

H. M. Reynolds & Son,

GRAND RAPIDS, MICH.

Advantages of the Cash System.

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

In correctly arguing the virtues of any one method of conducting a business, it is absolutely essential that it not only be judiciously criticised from a "fore and aft" standpoint, but that it be compared, in a fair and unprejudiced manner, with the financial standing and prosperity of business houses using other methods of conducting their affairs. We cannot justly say that the cash system is invariably the means of bringing wealth and prosperity to all manner of trades and professions. We cannot, on the other hand, ignore its virtues, for that would be even more unjust than in the former case. Cash vs. Credit is not unlike Jarndice vs. Jarndice, with which Dickens has to do in his story of "Bleak House," not only because it was argued both pro and con for many, many years, but in so far that it was in reality never decided until long after his death. So with Cash vs. Credit—it has been lauded and praised on the one hand, while abused and mistreated on the other. Until this great case, for such it is, has been thoroughly tested, we can only adopt the system or not, as it appeals to us from a successful business enterprise here, or a bankruptcy there. As we are not concerned with the "prosecution" of this system, we will see what sort of a defence we can make for it.

The first question is: Is it looked upon with favor in the eyes of the law and by our constitution? The answer is that both our constitution and our laws echo and re-echo its staunchness and everlasting merits. Is it looked upon favorably by the courts of justice and the majority of business men? Never has a system been more loyally courted than this. Can you adopt the system of cash and meet your bills as readily or more so than when governed by the system of credit? Not only can you meet your bills when due, but you can pay cash for them, and charge the profit of discount to your system of cash. Will your trade be increased or diminished if you discontinue credit and cater to cash? This seems to be the only point that the prosecution have any hopes of sustaining. Will it bring them a verdict? Let us see. They say that long, long ago, Simple (note right here the significance of his name) Simon, when he was on his way to the Fair, tried his utmost to persuade the dealer in pies to give him credit; and when he found his pleading was in vain, he boycotted the pie man entirely. This, by the way, reminds me of the story once told me of a young man who, when censured by his friend for leading such a dissipated life, and, being told by him that if he did not reform immediately he would be ostracized by his friends and the community at large, replied: "What! ostracize me? Why, I'll ostracize them." Could he do it? Then could our prosecutor's heroic Simon boycott our cash merchants?

Now, to return, I will ask what prevented Simon from eventually making this purchase—and we have no record that he went elsewhere to patronize a dealer who sold on credit—after he found that the pie man was a strict adherent to the cash system? The fact is that he had (according to his own acknowledgment) no money. Well, says the prosecution, he certainly could have returned home to his mother and induced a loan

from her until his weekly allowance should fall due, if such he was accustomed to receive, or could have borrowed the necessary penny from some of his playmates. We reply that, particularly in these days of financial strife, nine men out of every ten will find this a very hard matter to do, although they secure their indebtedness by some chattel or real property mortgage; and this is a fact not only because the wings of our American eagles have been "clipped," but their property, as a general rule, has served them in this stead before, and is tied up here and encumbered there. And even should they succeed in doing so, again we find them resorting to the system of credit and taking upon themselves obligations which only the system of cash, with its mighty powers of deliverance, can rectify. So, in the case of Simon and the pie man, we find a man wanting something for nothing. Are they the kind of customers our merchants are looking for and for whose benefit they are expending their well-earned money in advertising, so that they may assist them not only in calling their attention to something that they would like to have, and have not, but in pointing out to them the inducements they are offered if they will only come and carry off anything they want from their particular store? Is this profitable? What say you, Mr. Prosecutor? Are they the people that our merchants dote upon? Are they the people that our merchants can rely upon to make their business a successful one?

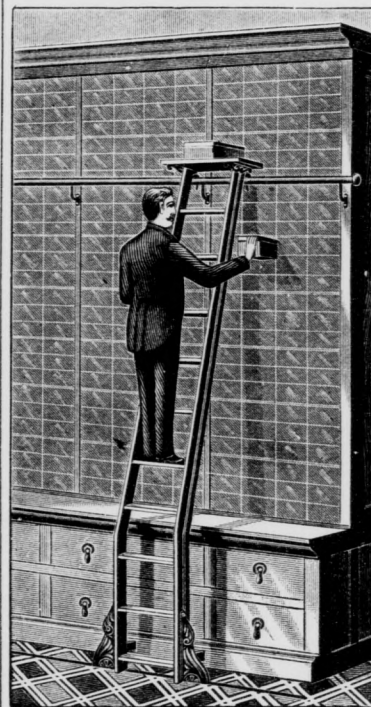
Again, says the prosecution: What will a poor man do when he wants bread and butter and has no money with which to pay for it? To this, I affirm, first, that if our Government ever intended that our stores should answer the purpose of public houses for the suppression of hunger, thirst and for the satisfying of the one thousand and one desires and fancies of our many million of American citizens, it would have inserted such a proviso among its statutes; and, even should it have done this, I think it could have been carried to the Supreme Court of the United States and been proven to be unconstitutional, in so far that we are all given by that sacred instrument—which, too, was formulated in the days when hardships and privations were as thick as the trees of the forest—the right to a lawful and unmolested possession and enjoyment of our own legally acquired property. The laws of our land and the customs adopted by our forefathers have formed a government which furnishes the working man with many more luxuries than any other nation on the globe. We are all placed on the American soil with fewer distinctions as to class, clan and to freedom than any other nationality. Why, then, with so many natural blessings, and gifted with the true sense of honor and nobleness, all to be inspired and stimulated by our banner of freedom and justice, and protected as we all are by our unexcelled system of laws and the good will of our countrymen, can we afford to lose our freedom, our honor, our self-respect and—invariably last, but of great concern—to disturb the placid waters of our conscience, by placing ourselves under financial obligations to those with whom we are on an equal footing and to whom we look for respect and for friendship. Our Government has given us the Almighty Dollar

with which to provide for ourselves that which we might otherwise obtain and never pay for. Just as many of these will be given us as we can earn. The merchants earn theirs. Will they be expected to earn yours for you? If they do, is it justice to them? Some of them do, whether they will or no. Are they who do adherents to the system of cash or of credit? Answer, Mr. Prosecutor. REX RONALD CASE.

Lansing, Mich.

The theory that the moisture in the atmosphere has an important relation to such nervous diseases as epilepsy is broached with confidence. It does seem to be true that in comparatively dry climates the worst forms of the disease are rarer than in the localities where the air is heavily charged with water vapor.

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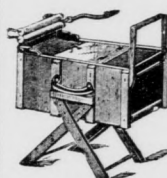
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E. A. STOWE, Editor.

WEDNESDAY, MAY 8.

ENGLAND'S COLLECTION AGENCY.

The action of the British authorities, in directing the withdrawal of her fleet from the occupation of Corinto upon the agreement of Nicaragua to pay her demands, justifies the prediction of THE TRADESMAN last week that she would not attempt to hold territory permanently or entertain designs on the Nicaragua canal inimical to, or in defiance of, the wishes of this country. There is no question but that England is doing all she dares in the way of extending her military power for the control of the trade of the world and that she is drawing her lines as closely as possible around this country; but although the administration is so indifferent and although its representative at the English court, in his lack of "Americanism," appears to invite to any degree of contempt of American claims and prestige, there is in the English mind so true an appreciation of the real sentiment and spirit of the American people that she will be careful to stop short of actual antagonism. Of course, she could not resist the opportunity to bully this country a little and test the claims of the Monroe doctrine by the precedent of a temporary occupation, but she is careful to stop short of the "thus far and no farther."

The truth of the matter is that England, as a government, is essentially sordid. Among the other nations of the world disagreements occasionally arise and, when national honor has been assailed, reparation must be made by an apology. Thus, in the *Alliance* affair, an apology from Spain sets all aright. If pecuniary damages are claimed they are actual damages suffered by citizens and are such as the citizen would claim from his own country had he suffered similarly at her hands.

Not so with England. When she fancies her national honor assailed, the sordid character of the government immediately comes into prominence, suggesting the stinging rebuke of English greed uttered by her late poet laureate, Tennyson:

"The jingling of the guinea helps the hurt that honor feels."

Should her flag be fired upon, or should she fancy some disrespect to be shown to her representatives, she immediately sets the price, sends in her bill and pro-

ceeds forthwith to prostitute her magnificent navy to the work of collecting it.

Nicaragua denies the justice of this claim as to its national character on the ground that she had never recognized Mr. Hatch, who was a saloon and brothel keeper at Greytown, as a representative of England. His entire business interests were not worth \$1,000 and, as a private citizen, he could not claim damage to more than that amount; but, by some pretense, he had obtained credentials as consul for the English Government and nothing but the guinea's jingle could help the hurt.

England's greed in this instance has caused her to overstep the mark, so far as her interests are concerned. She has always enjoyed quite an extensive trade with all the Central American republics. She will have lost the amount of the indemnity many times over before the hostility engendered dies out sufficiently to restore her trade to its former condition.

IMPROVEMENTS IN THE NAVY.

Congress, at its last session, authorized the construction of two new battle-ships of the largest type; six small gunboats, at a cost not to exceed \$175,000 apiece, and three torpedo boats. This provision by Congress permits the Navy Department to continue the work of building a modern navy, and the labor of preparing the plans for the new vessels is already well under way.

The new battle-ships will, in all probability, be larger than any of the battle-ships now being completed for the Government. They will probably exceed the *Iowa*, the largest of the vessels now building, by about 1,000 tons in displacement, this extra tonnage to be utilized in providing a heavier armament than that to be given the *Iowa* and for greater coal capacity.

The frequency with which the Monroe doctrine is being attacked by European countries points out very clearly the wisdom of providing as soon as possible an adequate fleet of fighting ships. With the two vessels recently authorized, the United States will possess six first-class battle-ships, two second-class battle-ships, two armored cruisers and seven coast-defense vessels. While this is a force of seventeen powerful armor-clad vessels, which is a fleet more than sufficient to cope with any of the Latin-American countries, or any of the second-rate powers of Europe, still we are yet unprepared to properly defend our extended coasts, or protect our interests abroad, from the first-class countries of Europe, such as Great Britain, France, Russia and Germany. It is, therefore, to be expected that Congress will continue to authorize the construction of battle-ships until our fleet is equipped with a much greater supply of such vessels.

The six gunboats authorized by the last session of Congress present the most attractive features of the new naval programme. It is intended that these vessels shall be of light draft, so as to be able to enter shallow harbors along the Central and South American coast, as well as be able to enter and ascend the rivers both in South America and the China station. In order to economize coal as much as possible, it is also proposed to equip the new gunboats with ample sail power, so as to enable them to cruise with sails alone.

The coal bill has become a very serious

item of naval expenditure, and the Navy Department feels compelled to adopt every expedient which promises to reduce the cost of fuel. With this end in view, the Secretary of the Navy has tried the experiment of sending colliers from this country to meet the squadron cruising in the West Indies, with the result that the necessary fuel has been supplied at a cost of a little less than \$4 per ton, whereas the cost of purchasing fuel in the West Indies would have amounted to about \$9 per ton.

UNREST IN BRAZIL.

Although there has been within the past year a change of administration in Brazil, and most of the people implicated in the late rebellion have escaped punishment, nevertheless, it is quite apparent that all is not well in the South American republic. Quite recently serious rioting was reported in Rio de Janeiro, the trouble being of so grave a character as to warrant the adoption of extraordinary military precautions, such as confining the troops to their barracks and holding the naval forces in readiness. A conflict occurred in the streets of Rio in which many persons were killed, and a state of siege was declared in consequence.

It is also reported from Rio de Janeiro that the present government distrusts the army, and relies mainly on the navy, which was the branch of the service but little depended upon during the Peixoto regime. It is feared that the army contemplates a restoration of the Ex-President to power by a *coup d'etat*. Owing to the dissatisfaction in the army, the government has been compelled to strengthen the navy as much as possible, and that branch of the service is now as hostile to the army as it was during the memorable rebellion which kept Rio in a state of turmoil for nearly a year.

Although very nearly a year has elapsed since the collapse of the De Mello rebellion, the embers of the insurrection still smoulder in the State of Rio Grande do Sul, and but recently Admiral da Gama was reported to have gained a victory there over the government forces.

It is clear from all these indications that another outbreak is to be looked for in Brazil before long, and this time President Peixoto's followers will probably be found among the insurgents, while the government will be supported by many of the elements which were behind the De Mello outbreak.

In the investigation in the Illinois State Senate as to the operation and effect of the Chicago department stores the special committee summoned the proprietors and managers to testify in regard to the peculiar features of their business. One of these witnesses was Frank H. Cooper, of the firm of Siegel, Cooper & Co. Among the questions asked Mr. Cooper were the cost per annum of the firm's advertising, the payroll of the firm, with the direction that it be produced, the profits of the firm for the past two or three years, the gross amount of business, and the amount of taxes paid. These questions he refused to answer, with the exception of the last, which was a public matter. In consequence of this refusal Mr. Cooper was arrested and called before the bar of the Senate, where he presented a lengthy statement of his reasons for refusing to answer the questions as to the firm's private business, which will be found

elsewhere in this week's paper. At a caucus of Senators, later, it was voted, almost unanimously, to discharge Mr. Cooper from custody and to discharge the special committee whose folly had placed the Senate in so ridiculous a position. It is possible, sometimes, to get a few men together on a committee who will make such fools of themselves, but that such questions should be asked before an entire Senate is almost too absurd for belief.

The Cuban war promises to continue indefinitely, although little is known of the real situation. The Spaniards continue to report petty skirmishes, in each of which the insurgents are badly beaten and prominent leaders killed, while passengers on steamers coming from that country report severer engagements in which the Spaniards are the principal sufferers. They report a battle last week near Bayamo, in which 2,000 Cubans defeated 3,000 of the government troops, with heavy loss to the latter.

The Senate has passed the Johnson bill, placing building and loan associations under the supervision of the Commissioner of Insurance. While it is barely possible that the Commissioner of Banking is the proper official in whose hands the building and loan associations should be placed, yet the Senate bill is an advance over the present lack of inspection and supervision, and it is hoped that the House will give the Senate measure careful consideration.

The proposition is seriously discussed in the New York papers requiring all bicycles to be provided with brakes. This illustrates the stage of development of the wheel as a means of locomotion in that antiquated burg. Such a requirement in Grand Rapids would be considered only less absurd than to require brakes on buggies. Of course, no one should ride a wheel in crowds before he knows how to manage it, any more than he should drive a buggy without suitable practice.

The cordage trust has put into operation a new plan for controlling profits in its field. Instead of a combination on the prices of its output, an agency or company has been formed for the purchase of all the raw materials imported for the manufacture. These will be sold only to members of the trust and at prices which will insure fair profits to be divided among its members. It is not proposed to make any regulation of prices of manufactured goods.

An outcome of the advance in leather by the leather trust will be an association of shoe manufacturers. At the meeting when this action was decided upon an agreement was entered into to notify dealers that, to enable the quality of goods to be kept up, it will be necessary to increase the price in correspondence with the increased cost of material.

A cargo of 35,000 pounds of powder has been sent from New York to Cuba to replace that stolen by the insurgents from the magazine of an iron mining company in that island. The Spaniards will keep an eye on this shipment.

The Treasury report for the month of April shows a deficit of \$8,704,854. The deficit for the fiscal year to date is \$45,247,006.

THE INCOME TAX OUTLOOK.

According to the advices from the National Capital the collections actually made under the income tax law up to the present time have been inconsiderable, and the outlook is not favorable to an improvement in the future. The opposition to the law, instead of diminishing, is as virulent as ever, and the attitude of the Supreme Court towards the measure in practically granting a rehearing, which virtually opens up the whole question of its constitutionality anew, has still further diminished the chances of satisfactory results for some time to come.

The decision of the Supreme Court, announced some weeks ago, left the administration of the law in a chaotic condition. The exemption of rents and bonds cut down the calculations of the Revenue Department, as to the amount of collections, fully one-half, and the agitation in favor of a rehearing, which has practically been strengthened by the evident disposition of the Supreme Tribunal itself to permit of the reopening of the whole question, has still further upset the calculations of the officials of the Government.

It is very apparent now that taxpayers will delay paying the income tax until the Supreme Court has again passed upon the measure. Justice Jackson, who was absent from the bench on sick leave when the first decision was rendered, has now returned to Washington to resume his duties, hence it is possible that, as a result of a rehearing, the law may be declared unconstitutional and the collection of the tax entirely stopped.

The opposition which has developed to the law and the exemption of rents and bonds have rendered its long continuance on the statute books impossible. The interests which were most urgent in its advocacy will now turn against it because of the exemption of large incomes derived from bonds and rents. Moreover, as a revenue producer the law is entirely insufficient without the taxation of incomes from bonds and rents, as even under the most favorable circumstances it could not be expected to yield half the amount calculated upon before the decision of the Supreme Court was rendered.

It is, therefore, to be hoped that the rehearing prayed for may be granted and the law declared unconstitutional. That would be the most convenient and prompt disposition of the problem, especially as it would prepare the way for the adoption of other legislation looking to the providing of additional revenue without discouraging delays.

ONLY USE FOR THE LABEL.

The efforts of those who are trying so persistently to advance the movement for the use of the union label in this city continue unabated, but, in spite of all these efforts, it still cuts a most insignificant figure in trade. A peculiar feature of the situation—or, more properly, a too common feature—is that, when the labor agitators call upon the dealers who affect the use of the label, an interest is manifested which greatly encourages them and leads them to believe that the label movement is making rapid headway; but, in the absence of the ones so immediately interested in keeping up the agitation, because their prestige and leadership depend upon it, the interest quickly dies out. Of course, there are a

very few laboring men who are careful to see that the "label" is in its proper place, but in most lines the manifestation of that interest is very seldom.

The reason for this is not far to seek. Unionism as a sentiment is, like beauty, no more than skin deep in the case of the great majority of those professing its control. This fact can be demonstrated by anyone who will take the pains to talk with any large number of the more conservative and intelligent of those whose interests are not directly engaged in its propagation.

There is one thing unfortunate in the practical operation of unionism which accounts for the organizations doing so many things which are disapproved by the majority of their members. The spirit of unionism is so active in the meetings that measures will pass which are reprobated by a majority of those present in separate interviews. This, in conjunction with the fact that so many of the conservative ones are not present, accounts for the degree of radicalism in their action which does not obtain in their membership. With an interest based on such foundations it is only necessary for the dealer to have a label handy to meet the occasional demands of a purchaser and, more especially, to keep the peace with the agitator when they happen to call on their rounds. This is the only significance of the union label in trade.

Armour & Co. have published a statement of the accounts of the firm, showing a loss in the meat business of \$73,230.43 for the year ending Nov. 3, 1894, and a small gain for the part of 1895 now past. The report does not, however, answer the question asked by the Government as to whether there is a meat trust. It is hardly conceivable that a trust could be formed of only four firms that should control one of the greatest food products of the country. There is this to say about it, no such trust can exist any great length of time, unless in its operation it furnishes its commodity at prices nearly or quite as low as would obtain if there were no trust. The profits must depend upon economy of management, instead of enhancement of prices, or open competition will soon bring an end to its career. Should the maintenance of a trust like this prove to be possible, the question will be suggested as to what extent trust methods may operate in our national economic administration, and, in fact, in the economic administration of the world, for they are beginning, as in the case of the Standard Oil Company, to control their product in many other countries.

The Northern Steamship Company, of Hong Kong, China, has put three new steamers into service on the line between Tacoma and Hong Kong. These make six in the line and, as the capacity is greater, the facilities are much more than doubled. This is an indication of the increased trade to result from the ending of the Eastern war.

Every available British vessel in San Francisco harbor is being put into commission for the transportation to Liverpool of the 200,000 tons of wheat held for advance in that city, and forty more vessels are on the way to engage in the same work. A year ago Mission Bay was crowded with idle British shipping.

BREAD AND CRIME.

Germany is after the gamblers in grain, and the discussion there on the proposition to monopolize the trade has brought out a curious fact, which may apply to trusts and deals in this country. It is that crimes against property increase or decrease according to the fluctuations in the price of bread. The ratio of increase or decrease of criminal acts against property compared with the price of bread is one in every 100,000 inhabitants for every six pennies, more or less, than the average price. Statistics point to a moral feature which is of weight with respect to the attempts to fix legal limits for grain speculations as carried on in this country, as well as in Germany. Gambling in bread is not good for people who need the bread.

John Brodie, of Brooklyn, has \$300 worth of pennies on hand in his office, and he is anxious to part with them at their face value, although some of them cost as much as 5 cents apiece. They are all of the 1892 denomination, and Mr. Brodie has been engaged in making up the collection since April 1. On the morning of All Fools' Day a friend told him confidentially that the 1892 1-cent issue had been recalled by the Government and that each coin was worth 8 cents. He acted on the supposed tip at once, and, after much hustling among the groceries, butchers' shops and saloons in Brooklyn and the suburbs, got enough 1-cent pieces together to fill two large-sized baskets. It was not until several days later that he realized that he had been fooled.

A peculiar substitute for window glass, known as "tectorium," is stated to have been for some time employed in Austria, Italy, Germany, Switzerland and Russia as a covering for hothouses, marquees, verandas, windows of factories, roofs of stores, etc. It is a special, insoluble, bichromated gelatine, translucent as opal glass and incorporated in wire gauze, and it is said to refract the rays of the sun. It is said to possess the translucency of opal glass, and to be flexible, it bending without breaking, does not dissolve in water, and is not injured by frost. It is a bad conductor of heat, and becomes stronger and stronger, it is stated, the longer it is exposed to the air. If the glass is as the explanation, builders will soon see through it.

The Supreme Court of Minnesota has rendered an important decision to the effect that the law of that State, granting eminent domain to telephone companies, is proper and right. The suit was taken to the courts by a farmer who objected to the erection of poles in front of his premises. This confirms the decision of the lower court that the poles could be placed anywhere in roads or streets, without compensation to owners, for the reason that the telephone is a public service.

The *Detroit Tribune* proposes as a solution of the currency problem a plan that, at least, possesses the elements of novelty and simplicity. It is the coinage of a composite dollar, about the size of a silver half dollar, to be composed of a mixture of gold and silver, in the proper proportions as to parity of value. The theory is that the depreciation of one metal must always be exactly made up by the enhancement in value of the other.

Those in a position to know say the horrible condition of affairs in Cuba is not yet realized by the outer world. With the close of the sugar season next month there will be misery and famine. The sugar crop has been far below the average this year, and all of it will now be subject to the new United States tariff on sugar. It means much loss to the planters, and with the beginning of the "dead season," lasting from the close of the sugar season until next September, there will be no employment for labor. It means idle hands—whites and negroes. Such conditions cannot but add to the smoldering fires of the rebellion, as a matter of fact, but the act of rebellion will not make the poor richer. Rebels, and patriots, and loyalists, suffering alike, can and should get themselves together on a hard times platform and see what can be done, outside of shooting, to improve business and make times easier.

An observing man remarks that the figures of the United States Treasurer make up one of the standing mysteries of the day. We are all the time said to be paying out more money than we receive, at the rate of millions a month, and yet the general balance in the Treasury does not seem to vary much, having been somewhere about what it is now when the "gold reserve" was run down to about its lowest. Alexander Hamilton, who devised the Treasury system of book-keeping, would seem to have had some such notion of the office of figures as Talleyrand had of speech. But no matter what alarmists may say about money, it is safe to say the balance of the United States Treasury will always be all right.

That you can learn news of home by going aboard is evidence, by the revelations of Japanese papers recently received at San Francisco. The *Japan Gazette* of March 23, notes the advance in petroleum of from 1.90 yen to 2.25 yen per case, and adds that the rise followed the receipt of a cablegram at the Yokohama office of the Standard Oil Co. As this was before the boom began in the United States, it would seem to indicate pretty clearly how the advance was manipulated in this country.

An electric locomotive of a new type has just been completed by the Baldwin Locomotive Works for experimental work in handling heavy freight and for switching in Milwaukee. It resembles the ordinary consolidation type used for heavy freight yard work. There are four pairs of drivers, fifty-six inches in diameter, coupled by connecting rods, the end ones only being flanged. The locomotive is provided with four electric motors, of 250 horse power each, speeded to drive it at 35 miles per hour.

As much ado is made over the appointment of Col. R. H. McLean as Commander in Chief of the military forces of the Hawaiian Republic as would be made over almost any national appointment of a corresponding character. Yet these forces consist of an army of only 700 men and a militia of 1,500.

A prominent New York lunch room, known as Dolan's, closed recently after a career of twenty-six years, having earned its proprietor during that time a fortune of \$800,000. His original investment was \$22.

THE GAMBLER'S END.

Dramatic Incident Which Occurred in Utah in 1869.

As in the construction of the Union and Central Pacific Railroads their junction drew near, two strange spectacles might have been seen upon different points of those plains of Utah which then presented so melancholy, drear and desert-like an appearance. The advance of the Western line was being made by a great body of Chinese. There were some ten thousand of them, and they were so well drilled that their work of laying the rails upon the previously graded road-bed went forward with the precision and automatic promptness of a machine. They had worked on the Central Pacific from the extreme slope of the Sierra, and after the tremendous engineering and construction difficulties of the mountain sections, railroad building on the level bottom of the Salt Lake Valley seemed mere child's play to them.

Toward the last, when both companies were straining every nerve to see which should reach Promontory Point first, the Central Pacific force actually laid ten miles of rails in one day—a feat unprecedented then, and, so far as my information serves, still unsurpassed. There was a considerable number of white men on this side also, but they were skilled workmen, foremen, bridge-builders, and so forth.

Strict discipline was maintained in the Central Pacific construction camps, and the more easily, since permission to open peripatetic drinking-booths was steadily refused to all applicants. A different condition of things existed on the Union Pacific. As that road advanced beyond the settlement on its way westward, its construction camps attracted some of the most lawless and desperate men of those who habitually hang upon the selvages of civilization. There were gamblers, rumsellers, thieves, bullies, murderers and ruffians of every kind, and they were absolutely unrestrained. The chief attraction to this mercenary crowd was the wages of the railroad hands, and every pay-day was the occasion of orgies which invariably ended in fighting, more or less promiscuous, and usually several murders. Justice, however, made no attempt to control or administer the laws upon these evil birds of passage; and as they generally killed one another during their mad outbreaks, perhaps it was thought judicious to let them save the Territory expense in this way.

In passing through the settled regions, the men employed on the construction of the Union Pacific had given a good deal of trouble, being a pretty rough lot, independent of the influences exerted by the following of criminals and outlaws just spoken of. It was the practice of these birds of prey to put up little towns of tents at convenient points, and then open saloons and gambling-hells. These ambulatory villages never remained long in one place, but followed the construction parties as closely as possible. As the Utah Valley was traversed, the influx of desperadoes swelled, and, a short time before the union of the two lines at Promontory, the atmosphere of the last of the gambling and drinking camps became so preternaturally sultry that even the veterans began to feel nervous. The place had received the suggestive and significant name of "Kill-Me-Quick,"

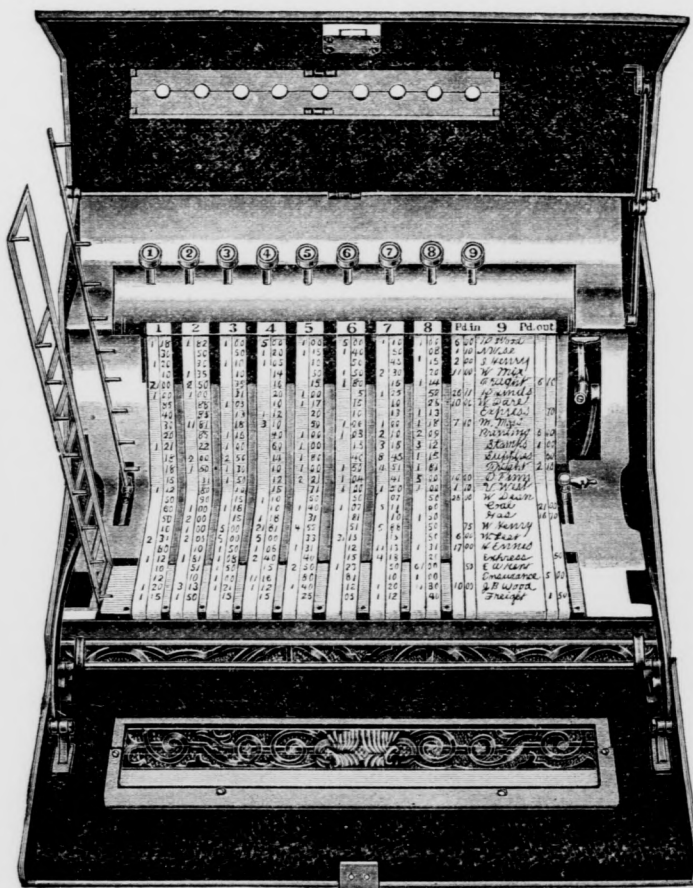
and the title was justified. It was a rare event for any dawn to break in that haunt of iniquity without bringing into view three or four stiff forms stretched on the scrubby sage-brush about the tents. No inquiry was ever made as to how they met their death, nor was it thought worth while to give them decent burial. The most that was done was to hire some particularly out-at-elbows hanger-on to drag the bodies out into the open, and there they were left to the disposal of the coyotes. No man's life at "Kill-Me-Quick" was ever worth two minutes' purchase, for not only were pistols drawn at all hours of the day and night, but the thinness of the tents in which every one lived invited stray bullets, which frequently found unintended billets. There were a few women in the place, and these were of the most desperate and abandoned kind; even quicker than the men with the pistol and knife, and reckless in all ways beyond conception.

Things were in this state at the "front" of the Union Pacific, when, in the spring of 1869, the writer of this sketch went from San Francisco to the place of junction in Utah, to witness the laying of the last rail. Arriving some days before the ceremony, he was obliged to make many odd shifts to get to the foremost construction-camp; and one day he found himself thrown into strange company, the only other passenger on the car being a rough and determined-looking man, who had with him two singularly heavy valises. The stranger was sociably inclined, and condescended to enter into conversation with the young man, who, on his part, welcomed the opportunity to study a new species. In a few minutes, the man of the two valises had stated that his name was Bill Dresser; that he was a gambler "by profession," and that he was on his way to "rig up" something, over the thought of which he chuckled several times. Now it must be said that Mr. William Dresser was not at all like the Western gambler described by Bret Harte. He was not smooth and polished and cold, with the manners of an exquisite and the eye of a rattlesnake. He did not wear broadcloth and fine linen, he exhibited no diamonds, his hands were not smooth and white, and nobody could by any possibility have mistaken him for a gentleman. He was red-faced, rough-skinned, with a scrubby beard, wore a coarse and shabby suit of clothes and a rusty soft hat, displayed no jewelry whatever, but was evidently well "heeled," that is to say, he carried two big navy revolvers at his belt and a knife in one of his boots. For a man who, according to his own account, had killed several of his fellow-creatures without the least compunction or remorse, he did not appear formidable. Thousands of honest farmers wear no more innocent expression and are not more frank and affable in manner. Perhaps it was the fact that there was nobody for him to talk to but me that loosened his tongue. Perhaps it was his habit to distribute his confidences freely. My acquaintance with him was too brief to interest me upon this point, but I was perfectly content to hear all he was willing to say.

Presently he happened to kick one of his valises, and a curious metallic, jingling sound which followed encouraged

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me to inquire what he had there. Here-upon he laughed, and said:

"I guess you'd be a long time findin' out that! It's guns!" and then he opened one of the valises and showed that it was filled with apparently secondhand revolvers. I must have looked the perplexity I felt at this sight, and Bill Dresser was not the man to leave a companion in uncertainty. He proceeded to enlighten me as to the meaning of the phenomenon.

"Yer see," he began, rather thoughtfully, but with a candor to inspire confidence, "of late, these yer fellers wot bucks the tiger hev' got to be uncommon rambunctious, 'specially the railroad hands. Yer can't win the leastest pile off'n 'em without their pullin' their guns on yer, and tho' in the perfeshion we hev' to take chances, of course, this everlastin' shootin' 's kind o' wearin' on the nerves."

To this I assented, it seemed so obvious, but still I was as far as ever from perceiving the meaning of the two valises full of "guns."

Mr. William Dresser proceeded:

"Now, mate," (by this endearing term he was kind enough to designate the writer) "I've got a pardner, which his name is Jim Farley. Jim's cute, and up to more tricks than I am, and 'twas him that worked out this plant. It's jest this way: W'en we mark down a railroad camp I go on ahead, and strike the boys jest before a pay-day, so's to make sure that they'll be out of cash. Well, I open up the game, and some on 'em drops in and hangs round, gloomy like. Presently they lets me know ther' ain't any money in the camp. I sez, cheerfully, that this don't make no differ. I'm willin' to meet the boys morn' half way. Them as hasn't any rocks can plank down their guns at an agreed valuation, and there we are—nothin' to hinder the game. The boys don't need a second askin', and I corrales all the guns in the camp—see! By 'n' by pay-day comes around, and then my pardner takes up the runnin', sails into the camp, and collars the shinplasters. Just here's where the fine work comes in. Ef the boys had their guns, ten to one they'd fill my pardner full of lead, but I've drawn their teeth, yer see, and so Jim has time to clear out with his winnin's before the crowd can git cool enough to organize a lynchin'-party. It's an all-fired combination, and works like a charm."

So saying, Bill Dresser beamed upon me as though he had been relating the most praiseworthy and philanthropic of actions, and his eye so clearly expressed confidence in my admiration that I really felt embarrassed at being unable to endorse the "combination" heartily and without prejudice. But he was not dependent upon the cold charity of the world for approbation. The mere sight of the two valises tickled him, and he could not touch one with his foot without breaking into a guffaw. Suddenly a thought struck and for the moment sobered him. He put his hand upon my knee, and, dropping his voice a little, observed, feelingly:

"Mate, my pardner and me'd rake in a big pile ef 't weren't for one thing. I can't stand off old rye! That's my weak point, and it's broken up no end o' promisin' plants. Some day"—here his gloom deepened—"I expect it'll lead to my passin' in my checks prematurely."

Here he paused and fell into a re-

flexive mood, which I did not interrupt.

The most striking point in this man was the placid unconsciousness of abnormality which marked his easy relation. It was evident that he did not regard himself as in any respect singular, nor did he think his occupation one to be ashamed of. Living wholly with those who did the same or worse, this was natural enough, but law-abiding people commonly make the mistake of supposing that lawless people fully recognize their lawlessness. Hence the false conceptions of black-browed, saturnine desperadoes to be found in fiction—creatures who are filled with remorse, rage and despair. Such characters do not exist. Your real outlaw may no doubt be sullen and evil-tempered, but he is quite as likely to be debonaire, genial and cheery, and to go through the world with a light heart, caring only for the plaudits of men who hold the same views as himself, and neither comprehending nor troubling himself about the condemnation of that respectable element of society which he ignores or mildly despises. Bill Dresser was a typical outlaw, and thoroughly acclimated to his environments. He sincerely took pride in Jim Farley's "combination," and he saw no reason why an ordinary, intelligent stranger should not share his opinion. He was a decidedly interesting study, and when, in answer to my questions, he avowed an intimate knowledge of the game called "three-card monte," and proceeded to instruct me in the mysteries of the "joker," the instruction became still more novel and amusing. I do not think I was a very apt scholar, for really the only impression I carried away was a conviction that whoever played "three-card monte" in the hope and expectation of winning money deserved to be put in a lunatic asylum. Yet, at the time, and indeed long afterwards, monte players so infested the Central and the Union Pacific Railroads, and victimized so many passengers, that the companies found it necessary to place warning placards in every car, besides doing their utmost to keep the gamblers off the lines. Bill Dresser was quite proud of his sleight-of-hand skill; but he did not try to induce me to bet, and I have sometimes thought that he may have had a vague feeling of disinclination to fleece one to whom he had revealed himself so fully.

As he intimated a purpose to introduce the "combination" at the Central Pacific front, I thought it my duty to inform the superintendent of construction of the plot, and when Mr. Dresser approached the camp, he was politely but firmly invited to go somewhere else. I did not meet him again. What follows was gathered from other sources and by scraps and fragments. It seems that when he went back to "Kill-Me-Quick," he found his partner impatiently awaiting his return, Farley's immediate presence at the East being required in the interest of some other "plant"—no doubt criminal—but of what nature I never learned. Before leaving, Bill's "pardner" had to determine whether to let the joint capital remain in Dresser's hands and be employed by him as usual in keeping the gaming house in operation, or whether the game should be closed during his absence. Prudence suggested the second course; avarice supported the first. Farley had no fear that his partner would run away with the funds, and

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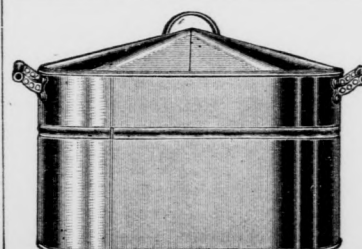
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this fact spoke rather strongly for Bill, since there are not many of his kidney who are above temptation and superior to opportunity. What Farley did fear was Bill's addiction to "old rye," for he was always liable to get on what he called a "jamboree," and if he did, the funds would certainly be lost. Dresser, however, swore so solemnly to shun the flowing bowl, and represented so strongly the folly of losing a golden opportunity for "raking in the shekels," that his partner at length forewent his better judgment, and decided that the game should be kept open. This settled, he took the train for the East, the understanding being that he would return in two weeks at the farthest.

Frail human nature is so constituted that it always hankers after forbidden fruit; and no sooner had Jim Farley disappeared, than his partner began to reflect upon the extent of the privation to which he had pledged himself for no less a period than fourteen days. For the first twenty-four hours his good resolutions were bracing enough to keep him in the path of (comparative) virtue; but precisely *because* he had sworn not to touch liquor, the craving for it grew upon him, until his condition was truly pitiable. He held out, notwithstanding the cumulative weight of his temptations, to the end of the first week. Then he fell like Lucifer—"never to rise again." This was no ordinary spree. The law of proportions necessitated its adaptation to the causes which had produced it. There had been every reason for abstaining from drink, therefore there was every reason for drinking more heavily than ever when he did begin. Bill Dresser was not quarrelsome in his cups, or he would certainly have been killed during this spree, for he was perfectly reckless. His neighbor birds of prey, of course, took prompt advantage of his condition. He had closed his game, but he saved nothing by that, for he immediately proceeded to bet upon all the other games in the camp. As not one of these games was "square," it followed that Bill lost his and his partner's capital rapidly; but this did not check him. He was, in truth, in the state called "fey" by the Scotch—that peculiar state in which, death being decreed, the predestined victim is supposed to be mysteriously impelled to carry his own doom into effect. He drank deeply, and gambled wildly, until the day before Farley was expected back. Then he stopped playing, because he no longer possessed a dollar, and he stopped drinking because the barkeepers refused to give him credit. So the week's furious excitement ended, and left a shaking, half-delirious, remorseful, shame-burdened wretch in the place of the jaunty and self-confident Bill Dresser. Having now nothing else to do, he thought, and though his thoughts could not, in the state of his system, be healthy or normal ones, they none the less led him to a fixed resolve, which he proceeded to carry out as soon as his partner arrived.

He found it necessary to beg a stiff drink of whisky before facing his injured friend, for he was very tremulous and unnerved. Of course, there was a stormy scene; in fact, Farley was beside himself with rage and disgust at his own folly in running such a risk. But the thing was done, the bank was broken, and the veteran gambler had seen too many ups and downs not to have

achieved a certain measure of philosophy. In short, he could have calmed down by degrees if let alone; but Bill Dresser's destiny meant otherwise. While Farley was still in the stage of white heat, his partner stood up before him, and spoke thus:

"See here, Jim, yer can't feel any worse nor I do, an' yer can't despise me worse nor I despise myself. Ye'r robbed, an' in the meanest way, an' I'm the dirty thief. Now, ef you woke an' found a galoot goin' through yer clothes, wouldn't you shoot him? Well, this 'ere's a par'el case, and ye'r entitled to yer revenge. Wot I say is for you to jest take me out t' th' edge of the sagebrush and put a ball through my head. I ain't no good, no ways, an' mebbe ef you don't do it, I shall light out that way myself."

Jim Farley looked hard at his partner, and after a moment replied:

"By thunder, Bill, you do deserve to be wiped out!"

"Well," returned Dresser, perhaps a little peevishly, "why don't yer wipe me out, then?"

This irritated the other and somehow seemed to put him on his mettle, and merely saying, "Come on! I will!" he stepped from the tent where the explanation had been made, and strode toward the dreary waste of sage-brush-covered plain that stretched in dismal flatness all around the camp. Dresser followed, calmer and cooler than before. They halted a hundred yards from the outermost tent. Farley drew his revolver, examined it carefully, and then asked his late partner if he had "anything to say—last words or sech?"

Bill Dresser merely shook his head. He was alone in the world. He had nothing to bequeath, and nobody to bequeath it to. A look passed between the two men; a look of farewell, forgiveness, rancor and shame all mingled together. Farley raised his pistol. A sharp report followed, and a man holding a smoking revolver in his hand stood alone, looking down at something that lay still enough at his feet. Bill Dresser had expiated his offense as far as he could.

Nothing was ever done against Jim Farley, who in due time died "with his boots on." If any reader thinks this story incredible I shall not be surprised. Truth is often incredible, and this relation is true. G. F. PARSONS.

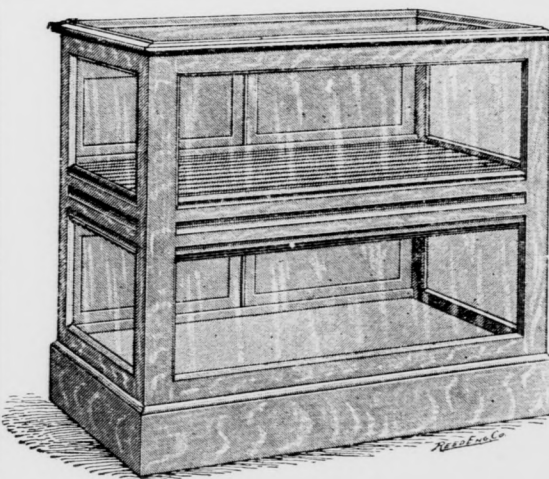
"What do a king git?" was the inquiry propounded to Huckleberry Finn by his colored friend, Jim. Huck's answer was not very clear, but it is doubtful if there are many persons who know what European royalty receives for doing nothing. Besides having all his wants attended to and a large number of palaces at his disposal, the Emperor of Russia is said to receive \$25,000 a day; the Sultan of Turkey receives \$18,000 a day; the Emperor of Austria rejoices in \$10,000 a day; Emperor William has to get along with \$8,000 from breakfast to bedtime; Queen Victoria has \$35,000 to spend every week. The President of the United States receives a trifle under \$1,000 a week. Considering the actual services rendered, some of these people are probably a little overpaid.

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From the Boot and Shoe Recorder.

The total number of persons carried annually by the railroads of this country is greatly in excess of the population, but we are aware that while many travel frequently and far, there are many also who never stir from their own market town, or who even pass a lifetime on their native leath. The liabilities of carriers of passengers for personal injuries, while of general interest to the public, is of special importance to those engaged in commercial and industrial pursuits. The almost universal liability to injury is best shown by the vast number of accident policies issued in this country yearly; and it also shows that many do not care to trust the usual course of litigation for a recompense, but prefer to rely upon an express contract with an insurance company, than on an implied contract with the railroad company.

The legal remedy against a railroad company for personal injuries is but a development of principles existing at common law anterior to the building of extensive systems of passenger traffic; and there is much in common between this right and that of recovery for personal injuries under ordinary circumstances, varying mainly in the degree of care requisite on both sides, and the fact that the relation between the carrier and customer is only temporary, while it is continuous between employer and employee. The mercantile world is, however, more interested in the liability under the former classification, and to this we will confine our review of the subject in the present article.

Though not insurers of life and limb, such carriers are yet bound to the utmost care and diligence. They must omit no precaution which may conduce to the passenger's safety. In consideration of the payment of fare, the owners of the vehicle are bound to transport the passengers to the place of contemplated destination safely. Having in all the emergencies the conduct of the journey, the owners rest under every obligation for care, skill and general capacity, and if from defect of any of these requisites injury is done to the passenger, the persons employed are liable. In case of injury carriers must show that their whole duty was performed, and that the accident was unavoidable by any human foresight. They must satisfy the jury on every point that touches the passenger's safety—roads, carriages, engines, and management. Whatever human foresight can secure in reference to the mode of conveyance—the inevitable risks of which, of course, the passenger takes—they are responsible for, supposing, of course, that there is no fault on the part of the passenger. Though a carrier is not responsible for interior and hidden defects which a thorough and careful examination could not disclose, and which could not be guarded against by the exercise of sound judgment, yet it is not enough that this vigilance be exercised after the car or other appliance has come into the carrier's possession. It must be shown that the materials were tested at the shop before they were used. The company must account to the passenger, and it may look to the maker.

The carrier is bound to the most exact care and diligence not only in the management of the trains and cars, but also in the structure and care of the track, and in all subsidiary arrangements necessary to the safety of the passengers. The road must be well built, with rails at once strong, well laid and well fastened. Its viaducts, drawbridges and switches must be of a good kind and of the most improved inventions. The company must employ for the purpose not only engineers of competent skill and science, but those engineers must adopt the best methods and the best materials. The road should be protected, either by fences or by the company's servants, in some way, from danger from those obstructions which prudence should suggest as likely to get upon it, and it must have tracks sufficiently numerous to prevent those accidents likely to arise from having but one track. One object of

railway travel is speed, and certain dangers are inseparable in procuring this. There are fundamental risks, inseparable from the use of this sort of road. But it is the duty of the company to reduce these to the smallest possible number.

The highest considerations of public policy, says the Supreme Court of Iowa, demand that there be no relaxation of the common law responsibilities of common carriers. The experience of past generations, and the trying experience of the immensely extended commerce and trade of the present day, demonstrate the necessity and wisdom of firmly adhering to common law regulations. Those in charge of railways should be steadily admonished of the high moral and legal obligations resting upon them. Appalling losses occur with alarming frequency, and are traced to the want of due diligence; public preservation renders it necessary to attach heavy penalties to the carrier for the result of every act of negligence or want of diligence.

Such is the tendency of the best courts at the present day.

A curious settlement of curious people has been discovered in the mountains near Delhi, N. Y. There are about 200 of them. They are called "Rushers," and live on a branch of the Delaware river called the Popple, which has its rise in the mountains not far from Delhi. The colony has no communication with the outside world, and far up the steep and rocky mountain sides, it is so entrenched that its existence has been almost forgotten. Nearly all of these people are afflicted with some deformity caused by intermarriage for many generations and lack of self-preservation or care. Their hair is unkempt and their faces are a deep yellow in color. They possess instinct rather than intelligence, and even the faculty of speech is lacking. The history of this strange tribe is said to extend back to 1700. It is said that a man named Shannon settled in the wilderness of Sullivan county. He had three daughters, one of whom lived with an Indian hunter named Jacobs. Shannon was killed, and his two remaining daughters joined the elder sister and became polygamous consorts of her protector. They raised a large family, and these "Rushers" are supposed to be their descendants.

It is said that at one of the suburban stations along the line of the Reading Railroad an enterprising soap manufacturer has erected a factory and warehouse. Facing the railroad is the large back window of the main salesroom. In this window one day, a few weeks ago, there appeared to the riders on the early morning trains a very pretty girl, who appeared to have paused in the midst of her labor of washing the window to flirt with the travelers. Nearly every male rider who saw her proceeded to flirt with her, and the male riders on all the trains that passed during the day did the same. In fact, she has been flirted with ever since, although most of the regular riders have long since learned that the beautiful young girl in the window is but a waxen figure. The wax woman was all right for the average drummer to flirt with, when passing by; but the smart chap who suddenly recollected that he had business in that village, and waited around the factory for her royal waxness to come out, is not done kicking himself yet.

Italy proposes to make a trial of 5-cent telegrams, and is trying to make an arrangement with other European countries for a general reduction of rates.

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"Mr. Thomas"

IS NOT A MUSICIAN, BUT—

IN THE SLUMS,

"Slumming" has come to be a choice diversion of certain sorts of pure minded and particularly pious persons. Having all their lives contemplated things only that were virtuous, chaste and perfectly lovely, they become impressed with a desire to visit the haunts of sin and to inspect vice wholly naked and unnamable, and to behold human misery and degradation in their most revolting and shocking aspects.

It is difficult to understand how those who delight in regarding beauty can ever desire to look upon sights that are hideous and horrifying, and quite as difficult is it to believe that persons whose chief happiness is in the practice of moral purity and virtue can love to get into an atmosphere of moral vileness and corruption and take delight in witnessing exhibitions of unrestrained and undisguised salacity. It would be as extraordinary and unreasonable as to suppose that the angels would wish to quit heaven for periodic excursions through the dreadful abodes of damned spirits. However, slumming has been practiced not a little by self-appointed upholders of piety and purity, and it is possible that it is one of the peculiar manifestations of modern virtue.

But the wretched people of the slums should not be wholly neglected, and they require chiefest of all the attention of the sanitarian, the statesman and the philanthropist. The term "slum" is from the argot, the slang of thieves, and it means a low and vile place where people resort. Most words of criminal nomenclature are derived from old, and even from primitive, languages. Those words of the argot which are not Sanskrit and Gypsy, are from the old forms of the European tongues, such as Gothic, Anglo-Saxon and the like. Slum is doubtless from the Anglo-Saxon "slim," which is slime—a slippery, glutinous filth found in cellars, sinks and sewers, places familiar to the criminal classes of every age.

The slums of a city are where the poorest people live. The inhabitants of such places are not wholly of the vicious and criminal classes. In many cases they are honest and virtuous working people who suffer from the terrible curse of poverty. Being poor, they must crawl into the cheapest shelter they can find, and, being there, they must not quarrel with their near neighbors, driven to the same cover by their necessities.

When crime and vice are rich, as often they are, they need not hide themselves from the law. They can defy it, and so they live in fine houses, on fashionable streets, and roll in luxury. Only the criminals who are "out of luck," and the wretched courtesans, who drink only the dregs of profligacy, broken down by debauchery and disease, are forced to the degradation of the slums. They are, then, not places for fashionable and prosperous piety to seek diversion in; but besides that of the police, they need the attention of the city's health officer and the profound consideration of statesmanship and philanthropy.

The sanitarian must clean up the noxious slime and purify the foul air which pervade those regions, while the statesman and philanthropist must inquire why it is that honest poverty and criminal poverty are forced to herd together and to seek the same shelter. Why are the worthy and the good driven into

haunts where they must encounter the infection of vice, as well as the bacteria of bodily disease? Can the innocent, forced to consort with the guilty, and to inhale an atmosphere charged with the effluvia of moral putridity, long escape the contamination of such influences? What is to be the lot of the children of the honest poor, brought up with the offspring of thieves and drabs? If a prison is a college of crime, so much the more are the slums of a great city hotbeds of every moral abomination.

At last, statesmanship is taking up the slums. It is high time. At first they were left wholly to the police; more lately the public health officers took them in charge, and now they have got into Congress. The Fifty-second Congress enacted a bill which provides that the Commissioner of Labor shall make a full investigation relative to what is known as the slums of cities of 200,000 inhabitants and over, as shown by the eleventh census (of 1890). The investigation shall relate to the occupations, earnings, sanitary surroundings and other essential facts necessary to show the condition of such localities, etc. The sum of \$20,000 was appropriated to pay the expenses of the service, and the act was approved July 20, 1892.

The United States Commissioner of Labor has just issued his first report under the requirements of this act. It is a volume of 600 pages, bound in the conventional and unattractive style common to Government publications. Its contents are mostly tables of statistical figures, with none of the sensational narratives that would ordinarily be written about the slums of great cities. Nevertheless, some startling facts can be extracted from the prosy array of figures with which the book is crowded.

There are tables of statistics showing the proportions of the sexes and of the children and adults found in the slums of the great cities of the Union. There are set forth in the same condensed form the crimes and criminal facts concerning these people; the numbers of them that are crowded into the tenement houses and into each room; the lack of water supply, of baths and of closets; the condition of filth in the halls and the squalor in the rooms, and then there are chemical analyses of the poisoned atmosphere and catalogues of the various sorts of bacteria discovered in the places where the wretched people live.

All that is required is to invest the skeleton tables of figures with human life; endow them with poverty; picture all the men, women and children of the same family, or of several families, sleeping in the same room, and clothe them all with misery and inspire them with desperation, to get a realistic idea of how people live in the degraded quarters of cities. No imagination is required to fill up the picture; but all that is necessary is to translate figures into words, and let them tell their own story.

The cities embraced in the scope of the act of Congress are, taken alphabetically: Baltimore, Boston, Brooklyn, Buffalo, Chicago, Cincinnati, Cleveland, Detroit, Milwaukee, New Orleans, New York, Philadelphia, Pittsburgh, St. Louis, San Francisco and Washington, sixteen in all, with an aggregate population of more than 8,000,000, or nearly one-eighth of the people of the Union. The estimate made by the investigations shows that the popula-



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tion of the slums of those sixteen cities by the last census was about 800,000, or one-tenth of that of the cities themselves. The appropriation of \$20,000 was not sufficient to secure the slum statistics of all the cities, and only those of the largest were attempted. New York, Chicago, Philadelphia and Baltimore are the cities chosen for the commencement of the work. The slum population of Baltimore is given at 25,000; of Chicago, at 162,000; of New York, at 360,000; of Philadelphia, at 35,000.

In New York there was a barroom to each 200 persons; in Philadelphia, 1 to 870; in Baltimore, 1 to 229 persons; in Chicago, 1 to 200 people. In the slums the proportion of barrooms was much greater than in the other districts. The statistics of crime show that, for the whole population of each city there was, in Baltimore, 1 arrest to each 14 persons; in Chicago, 1 to each 11 persons; in New York, 1 arrest to every 18 people, and in Philadelphia the proportion was 1 to 18 also. There were districts in Chicago where the arrests were 1 to every 4 people, and in New York 1 to every 6 people.

Many pages of curious facts could be extracted from this Government book on the slums, but what has been given is enough for the present. The most important thing is that these facts concerning a large proportion of the population have been put in an official form and placed in possession of Congress and of the public. They need the attention of a wise and beneficent statesmanship.

FRANK STOWELL.

Dr. W. O. Wilcox, of a San Francisco medical college, had an exciting time the other day with a morphine fiend. He was alone in his office, when a wild-eyed man came in and demanded that the doctor should give him a "shot" of morphine. The doctor saw at once that the man was a slave of the drug and ordered him to leave the office. The madman grabbed up a surgical knife from the table, and threatened to cut the doctor's heart out unless his demand was complied with. Dr. Wilcox caught up a bottle of chloroform from the table, and instantly the madman sprang at him with the knife uplifted. The doctor caught his arm and succeeded in holding him until he was stupefied with the chloroform, when, as the easiest way of getting rid of him, he gave him an injection of morphine. When he came to himself, the fellow was perfectly rational and disclaimed all knowledge of his assault on the doctor, for which he begged a thousand pardons, and took his departure. The doctor escaped with only a scratch from the knife and a badly cut coat.

Isaac Pitman, the father of phonography, died recently at the ripe age of 82. He was the original inventor of the idea of writing with the simplest possible characters, strictly according to sound. His first treatise on the subject was published in 1837, and the value of his ideas was at once widely recognized. He opened an institute in Bath, Me., for teaching the art, and published many subsequent works. His system was greatly improved in the later editions of his book, largely as the result of suggestions made by members of a correspondence society, which he organized. Other phonographic systems have since been invented, but there has been small improvement upon the original Pitman.

Raising Small Potatoes.

Small potatoes count for little either in or out of their jackets. They may have absorbed the rains of spring and the sunshine of summer, and made the same demands on the perspiration and shoe leather of the cultivator as tubers that would fill a teacup and sell at a premium. They may have developed considerable top and given the farmer a lively hope that when he marketed the crop he could pay off an old mortgage or purchase a new team. Alas for his faith and his mortgage and the continued vacancy in his pocket! The small potato ruins them all.

Now, there is a kind of so-called "small potato" that is causing not a little trouble and disappointment, nowadays, to their foolish or unfortunate growers. We allude to that rapidly increasing class of modern gentry who are being dumped out of our schools and academies with the profound conviction that the object of education is to escape perspiration, secure a soft snap with a salary, and keep the old idea in flannel that mechanics and artisans are unfortunate necessities. There are thousands of these fools at large. You may find them loafing around boarding houses, where the pie they eat is got on credit and their laundry bills are eaten by mice before they are paid. They hold up the telephone pole with their backs, wear out the seats of chairs, and hang round the post office for a letter from home in which a fond parent may have inclosed a \$5 bill. So long as they are the owners of a stomach it must be fed, and, while the idea that the object of education is to escape toil has lodgings under the hat, the hands decline the plow handle or the hammer.

In this matter-of-fact world such ideas are as likely to freeze as a shorn lamb would be at the North Pole, and in the stern task of hewing out a living in the quarry of life they fail as a feather would in squaring a block of granite. These unfortunates are not necessarily vicious, or lazy, or in need of lye to clean their morals. They would like to better their condition—if they could do so without having to "come down" to manual or even to skilled labor.

Who is to blame for this state of things? In nine cases out of ten society is the culprit. It is accepted as sound gospel that work must be shunned, if possible, and that the primary object of education is not so much to carve out a brave, honorable and useful life, as to secure a good position where the salary exceeds the sweating. Fed from this suckling bottle and nursed in this flannel, the result is simply logical—such a cow, such a calf. Go where you will in this broad land and you will find some farmer regretting that, as soon as his boy has graduated and raised a mustache, he has an aversion to the wood pile, objects to bending his back under a bag of corn and keeps from a plow handle as a matter of conscience. The same may be observed in all places and in all trades, the school being used as a step-ladder to get out of the hole where the majority of mankind have to make boots and shoes, spin cotton and perspire at forges and in foundries. We believe in education, but not in the kind that spoils its scholars and results in that big pile of "small potatoes" where whatever of verdure there may be in the top has precious little of what is sound and good at the bottom. The modern aversion to work is in line with what I have said before—that a man ashamed of a buck saw despises the man who uses it.

FRED WOODROW.

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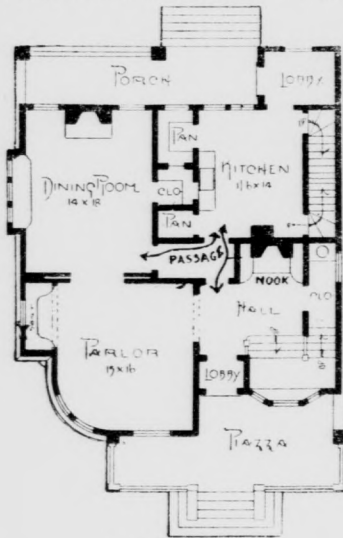
41 JEFFERSON AVENUE
Detroit, Mich.

Design for Suburban Cottage.

The perspective and floor plans presented herewith will doubtless appeal to those of our readers who are interested in cottages which can be built at a moderate cost. This design is of a character which renders it suitable for erection on a suburban lot. The house contains all the essentials of a home for a small fam-



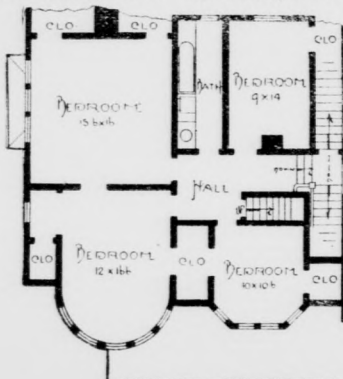
ily, the rooms being of a fair size and well arranged for their use. The entrance from porch is through a vestibule into the hall which has a nook, a fireplace in the center and seats on both sides, the start of the stairs is four feet wide and has a large landing with seat in bay, under stairs is a lavatory. From the hall we can enter either parlor or through two doors to kitchen or dining



FIRST FLOOR PLAN.

room. A large opening is provided for between parlor and hall which has fret work overhead. The parlor is 15x16 which is to serve as a general living room, there is also nook with seat allowed.

Between parlor and dining-room we have sliding doors. The dining-room is



SECOND FLOOR PLAN.

14x18 in size and it has a fire place in end and a buffet at side. We also have closet from dining-room and which has a

small door between this closet and kitchen, large pantry which is provided with cupboards, flour bins, etc. The kitchen is 11.6x14 in size, and has, besides the large pantry, a small one for tinware and stove utensils. There are cellar stairs, also rear stairs to the second floor which can be dispensed with, and by taking out lavatory the cellar stairs can be put under the main stairs. The outside entrance to the kitchen is through a lobby or vestibule. Across almost entire back part a seven foot porch is provided. On second floor we have four chambers 12x16.6, 10x10.6, 15.6x16 and 9x14. All have plenty of closets. The bath room is 5x14. Stairs are provided to go into the attic and one or two rooms can be finished off or a large hall can be made of the same to be used for parties, etc. To those who would want an extra room on first floor, a change could be made, so that by taking out passage, rear stairs, pantry and closets, a dining-room could be made of present kitchen, the pantry, etc., could be placed where porch and lobby is now and a kitchen back of this. If wanted a chamber could be placed back of present dining-room which, under the change suggested, would be the sitting-room. On second floor another chamber could be provided for by adopting these changes. The exterior is sided first story, and shingles second story, which if preferred could be entire sided or shingled.

Cheap Bread at Rochester.

There is rejoicing among purchasers of bread in the city of Rochester. Owing to a fight between large grocers, who have branch stores throughout the town, the price of bread has been reduced from 5 cents to 1 cent per loaf at retail. On a recent morning the price opened at 2½ cents, but before sundown the bottom figure had been reached. It is not unlikely that bread will be sold at ten loaves for a nickel before long. The bakers' price at wholesale has been 2½ cents per loaf.

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If you intend
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call
or write me
for I will
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with the view
of furnishing plans.

Sketches Free

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During the past ten years, many of the readers of THE TRADESMAN have read our advertisements to the effect that we do all kinds of Engraving, and the fact has impressed itself upon their minds to their benefit and our profit. Many others have read our advertisements and have, as yet, failed to be impressed with the fact--many of those interested in lines of business requiring Engravings--thus illustrating the necessity of continuous advertising.

Some will be impressed by this advertisement who have never noticed its predecessors.

Tradesman Company

Grand Rapids

Horseless Carriages in France.

From the London Queen.

Two innovations are likely to revolutionize road tours. The first is the horseless carriage and the second the motor cycle. Already for the first in France prizes are offered, and more than one great competition has taken place for speed on long distance runs, such as from Paris to Rouen. The Count de Dion is the aristocratic patron of the "Voiture Automobile," as it is called, and he now has scores of adherents. No law in France denies the right of driving a locomotive over any highway, and no danger flag precedes even the traction engine of the steam roller. The firm of Les Fils de Peugeot Freres, one of the largest firms of carriage and cycle constructors in France, has its hands full of orders, and without any doubt a tremendous popularity is in store for this easy and cheap mode of locomotion. In a few words I will endeavor to describe this carriage.

It is built of tubes, which are encased in a light framework, and therefore not seen. These tubes are the tanks to supply the water—not for the boiler, for a boiler there is not—but for the cylinders direct. That is to say, the water is conducted into two little tubes with closed ends over petroleum oil lighted wicks no larger than those of a duplex lamp. These supply steam for the cylinders sufficient to drive a carriage for four people, weighing about 1,300 pounds, at the rate of fifteen miles an hour over level ground, and three or four miles an hour up gradients of an ordinary road character. The engine and all apparatus are practically out of sight, but easy of access for lubrication. The wicks are inclosed in a little box with doors behind, and only need very occasional trimming—say once a day. A few minutes suffices to get up full steam.

The conducting or driving is regulated by a lever at the right hand of the "coachman." The brakes are to the right of driver and left of driver's companion, and another, like that on an omnibus, applied by the driver's foot. Steering is much the same as a cycle, both hands holding upright handles.

The wheels are fitted with cycle spokes and have solid, vulcanite tires. The fittings of the interiors of those I have seen differ in nowise from an ordinary horse carriage, but at present the seats are generally facing each other, which is a mistake, I think, as it only induces the occupants of the first seat to constantly turn around to see where they are going, besides qualifying them for a stiff neck. But others with differently arranged seats also exist.

The price of these carriages so far is very high. It will come down after the novelty is worn off. For a carriage to seat two, £172 is asked; for the carriage just described, £224 to £236; for a Victoria for four, £244; for a phaeton for four, £240; and for a break, £252. Then one has to pay more for the hood and for all kinds of other extras. But after all is said that can be said, even at these prices the cost is less than a horse and carriage, with the same accommodation. For, after the first outlay, there is little else to pay for. One half-penny per mile is all the cost of the best refined petroleum, and the wear and tear of the whole affair, comprising even the tires, is estimated at not more than the same amount per mile.

The Aleutian Indians are not affected in the cost of illuminating their huts by the advance in kerosene. They catch a fish, about the size of a herring, which swims in countless millions in the waters about their islands. These fish the Indians hang up by their tails, and they become stiff and hard by the exposure to the weather. Then through the long winter the fish are used as candles. When an Aleutian Indian wants to illuminate his cabin he sticks one of these fish into a crack in a board and touches a light to the nose. Then the fish begins to burn with a bright and steady light. These natural candles burn right down

to the tail, and bones and scales are all consumed. In the rude churches where these Indians perform their religious ceremonies these fish may be seen sticking up in long rows before the services begin, and then they are lighted by the medicine man and burn with a steady glimmer.

One of the most extraordinary mechanical wonders of the world is a clock built by a Russian Pole named Goldfadon. He was at work upon it 2,000 days. The clock represents a railway station, with all of its appointments and details carefully carried out. On the central tower is a dial which shows the time at New York, London, Warsaw and Pekin. Every quarter of an hour the station begins to bustle, telegraph operators click their machines, the stationmaster and his assistants appear, porters bustle about with luggage, and a miniature train dashes out of a tunnel on one side of the platform. All the routine of a railway station is gone through, after which the train disappears into another tunnel, to reappear at the next quarter of an hour.

L. C. 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.

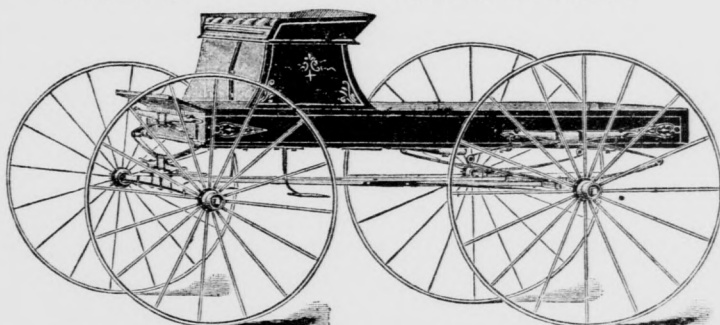
A. B. KNOWLSON,

Wholesale Shipper

Cement, Lime, Coal, Sewer Pipe, Etc.

CARLOTS AND LESS
GRAND RAPIDS, MICH.

BROWN, HALL & CO. BUGGIES, SLEIGHS & WAGONS.
ESTABLISHED 1865. GRAND RAPIDS, MICHIGAN.

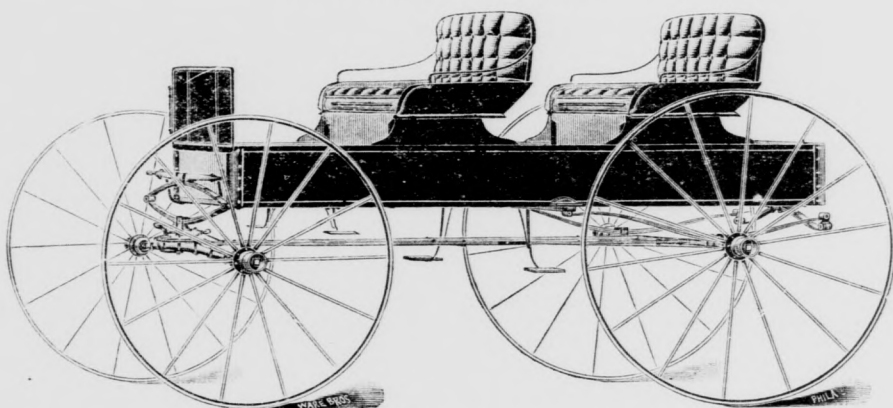


THE GROCER'S SAFETY. MADE IN 2 SIZES ONLY. FULLY WARRANTED.

Body 7 ft. long, 36 in. wide, drop tail gate..... \$40 00
Body 9½ ft. long, 38 in. wide, drop tail gate..... 48 00

Belknap, Baker & Co.

WHOLESALE AND RETAIL.



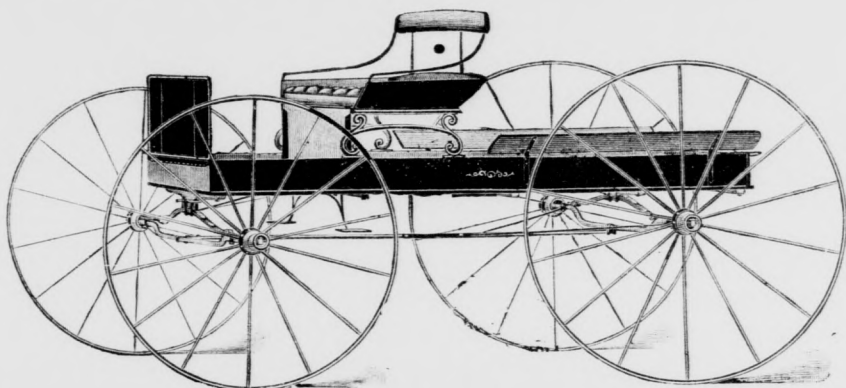
Vehicles of All Grades.

88-90-92 S. DIVISION ST.

GRAND RAPIDS

IS IT NOT A BEAUTY?

FOR
ONLY
\$35



FOR
ONLY
\$35

This is a "Leader" with us and we are selling lots of them. Of course, we have larger and better Delivery Wagons for more money.

WE CARRY A FULL LINE--Carriages, Harness, Pumps, Wind Mills, Plows, Harrows, Wheel Cultivators, Grain Drills, Page Fencing, BICYCLES and other things too numerous to mention. Prices right.

ADAMS & HART, 12 W. Bridge St.

The Demoralizing Bargain Counter.

Wm. H. Maher in Hardware.

The ruling spirit in the mercantile world in these, the last days of the Nineteenth Century, since Christ came to proclaim the brotherhood of man, is Cheapness, and his throne is upon the Bargain Counter.

Before this tyrant every interest must bow. He exacts tribute from manufacturer, merchant, miner, planter, farmer, salaried official and wage earner. He has even become the controlling influence in national politics and governs every school of political economy.

Campaigns are lost or won upon a mere question of figures, and parties vie with each other in promising the voter cheaper products at special bargain counters.

It is not surprising that the wage workers of the whole world are in a state of unrest bordering upon anarchy. They see that the steady tendency of the age is to lessen the cost of production. They are taught that all costs have a limit beyond which they may not go, except the cost of flesh and blood as paid for in wages. These must decline to meet the prevailing cry for cheaper products, but there is no milestone to mark the place where they may say "thus far and no farther."

There was a time when consumers demanded good goods and at reasonable prices. Employers could then pay fair wages for a fair day's work, and merchants paid tribute to quality, knowing that price was but one factor in a sale. But, less than a generation ago, there came into trade circles a new class of manufacturers, whose sole idea of gaining and holding trade was by underselling all competitors. They ignored every question as to quality and harped solely upon their prices. If the buyer pointed to the inferior finish, the poor workmanship, the doubtful quality, he was met with but one answer—"Look at the price!"

Two classes of dealers welcomed these new producers, those who saw greater profit in selling inferior goods at old prices, and another class who was able to foresee that "cheapness" would become the gospel of trade. Both classes found the venture a paying one. In one place the careless or confiding customer accepted the poorer goods at the same prices he had been paying for better wares. The other stores were plastered over with notices of "bargains," and people hastened there to do their buying.

The advent of the "Cheap John" manufacturer, and the eagerness of people for bargains, compelled other producers to reduce their prices in order to hold trade. As the campaign proceeded, they cheapened the material, they slighted the workmanship and they reduced wages. Trade in every line became a keen hunt for something lower priced, in order that to-morrow's announcement might be lower than to-day's. This spirit has permeated every branch of commerce, and "bargains" are the one lodestone that attracts all sorts and conditions of men as well as women.

Wherever the bargain counter has a home, it has monopolized the talent and brains of all concerned in its management. But where can one go and not meet it? It has its special organs in the great Sunday papers, and its glaring invitations to those who worship cheapness are the controlling influence in Monday's shopping.

Who shall be so foolish as to rail against economy? Is it not the crowning Christian virtue? Why shall not the workingman's wife make her few dollars go to the farthest possible length in her purchases? The answer is ready: Because her keen scent after bargains is the controlling influence in reducing the wages of her husband and sons and daughters. If she must have cheaper goods, these others must do their share towards it by working for less wages, so that the wares may be offered at less price than before; and of what value is it that the wage earners form unions to keep wages at a higher level, when their own households are searching the columns of the Sunday paper for lower priced goods?

When one reads the piteous and heart-

rending stories of starving sewing women, do not let the loud announcements of the dealers, "Finished Garments At Less Than the Cost of the Cloth," at once appear before the eyes? Is not one the complement of the other? There is nothing on earth so cheap as flesh and blood, for it never touches a limit of cost of production; everything else does.

How can there be perennial bargains if wages and material are not perpetually scrimped? And, as a bargain ceases to be a bargain to-morrow if not at less price than to-day, so must wages drop lower and lower, to meet the demand for cheaper wares. In the political economy of the next generation there will be one axiom made more prominent than all others—"Cheap goods make cheap men." Satan must surely rejoice when he sees the whole world uniting in the one cry, "Cheap! Cheap! Cheap!"

One operator in coal wants the best customer of another operator. Every other inducement failing, he cuts the price. Then the other retaliates. The fight goes on and coal is sold at a loss. The wages of the miners are reduced, as they are told, in obedience to the laws of trade, and the cutting in prices goes merrily on its way. Is it any wonder, then, that the miner and his fellows get together and demand that the laws of trade shall so adjust themselves that a scant living, at least, is assured to workmen? Why shall one dealer, whose business ability is measured by his readiness to undersell his competitors, make a standard of wages that means a lack of the common comforts of life in one hundred thousand homes?

When a dry goods dealer advertises a garment a few cents under the price of his neighbor, is there a single woman who stops for a moment to consider her sister in the garret who has to work for less in order that this thing may be done? Is the saving made by the buyer a matter of actual concern to her? It very rarely is. But, to produce the article so that it could be sold at this lower price, women went hungry to their wretched beds.

If one did not know that every bargain offered meant sorrow to wage workers somewhere in this wide, wide world, if not at his very doors, he might rejoice that so much could be bought for so little money. But any article is sold too low when the man or woman who made it was not paid living wages. And, when the wage earner's purchasing power is reduced, every other interest must, necessarily, suffer.

The gauge of the times is the condition of the wage earner. Give him fair wages, increase his power to supply himself with the comforts and even the luxuries of life, and his demands for these will accelerate the wheels of business in every line and bring prosperous times for all interests.

But the bargain counter must have cheaper goods. It encourages bankruptcy. It offers a premium for inferiority, but it increases its advertising space. Nothing is out of its line, from summer silks to mess pork, from cooking ranges to slate pencils, from pianos to liver pills.

But, O ye bargain hunters, how can ye close your ears and hearts to the despairing cries of men and women who work from dawn till midnight and barely keep themselves in bread, though bread is now so cheap! Is it nothing to you that these toilers are without joy, without hope? Only despair is theirs—only a dark to-day followed by a darker and more hideous to-morrow. They are the slaves of the modern Moloch, the Bargain Counter, that monster who knows no mercy and serves no God but Cheap John.

Co-education is likely to have a serious setback at Mount Union College, Alliance, Ohio. Courting has become so prevalent among the students that the president says: "It is said that matches are made in heaven, but I think a branch office has been opened at Mount Union College."

The Signal Five leads, all others follow.

WALTER BAKER & CO.

The Largest Manufacturers of

PURE, HIGH GRADE

COCOAS AND

CHOCOLATES

on this continent,

have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

Unlike the Dutch Process

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

BREAKFAST COCOA

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO. DORCHESTER, MASS.

Blank Books,
Tablets,
Stationery.
EATON, LYON & CO.
20 & 22 Monroe St.,
GRAND RAPIDS.

SEEDS

Everything for the

Field and Garden

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

Headquarters for Egg Cases and Fillers.

W. T. Lamoreaux Co.
128 to 132 W. Bridge St.,
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.

CHICAGO

Nov. 18, 1894

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

TO AND FROM MUSKOGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

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

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

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only.

DETROIT,

Oct. 28, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

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

RETURNING FROM DETROIT.

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

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm

TO AND FROM LOWELL.

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

THROUGH CAR SERVICE.

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

Trains week days only.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p.m. Detroit Express..... 7 00 a.m.
5 30 a.m. *Atlantic and Pacific..... 11 20 p.m.
1 30 p.m. New York Express..... 6 00 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:30 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.

Trains	Le	ve	No. 14	No. 16	No. 18	No.
G'd Rapids, Lv	6:45am	10:30am	3:25pm	11:00pm		
Ionia.....Ar	7:40am	11:25am	4:27pm	12:35am		
St. Johns.....Ar	8:25am	12:17pm	5:00pm	1:25am		
Owosso.....Ar	9:00am	1:30pm	5:05pm	3:10am		
E. Saginaw.....Ar	10:50am	3:45pm	8:00pm	6:40am		
Bay City.....Ar	11:30am	4:35pm	8:37pm	7:15am		
Flint.....Ar	10:05am	3:45pm	7:05pm	5:40am		
Pt. Huron.....Ar	12:05pm	5:50pm	8:50pm	7:30am		
Pontiac.....Ar	10:53am	3:05pm	8:25pm	5:37am		
Detroit.....Ar	11:50am	4:05pm	9:25pm	7:00am		

WESTWARD.

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

Grand Rapids & Indiana.

TRAINS GOING NORTH.

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

TRAINS GOING SOUTH.

Leave going South
For Cincinnati..... 7:25 a.m.
For Kalamazoo and Chicago..... 2:15 p.m.
For Fort Wayne and the East..... 8:15 p.m.
For Cincinnati..... 5:40 p.m.
For Kalamazoo and Chicago..... 11:40 p.m.

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

Lv. Grand Rapids..... 7:25 a.m. 2:15 p.m. *11:40 p.m.
Ar. Chicago..... 2:40 p.m. 9:00 p.m. 7:10 a.m.
2:15 p.m. train has through Wagner Buffet Parlor Car and coach.

11:40 p.m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago..... 6:50am 3:30pm 11:30pm
Ar. Grand Rapids..... 2:50pm 9:15pm 7:30am
3:30 p.m. has through Wagner Buffet Parlor Car
11:30 p.m. train daily, through Wagner Sleeping Car

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a.m. 9:50 a.m.
1:00 p.m. 1:15 p.m.
4:40 p.m. 5:30 p.m.

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

Advantages of the Cash System.

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

In discussing the advantages of a cash system of business it is well to name them before proceeding to the discussion. The most important are the following: Absence of bad accounts, the very much more simple requirements of book-keeping, the ability to dispense with a collector's services, the much greater volume of money handled, the great amount of time saved and the holding of a certain amount of trade which every house must lose occasionally through disputed accounts.

Bad accounts are a natural consequence of the credit system of doing business. They are absolutely unavoidable, for the reason that regular customers who have always paid promptly occasionally find themselves unable to pay immediately for something they get, and so ask for credit or a short extension of time. It is doubtful if there is a man in any business who would refuse credit under such circumstances, and especially as business is everywhere done on credit. Small accounts started innocently in this way are bound, in a few cases at least, to accumulate, and, if they are not ultimately disputed, payment is deferred until the debtor either thinks his creditor can as well afford to lose the amount as he can to pay it; or, he becomes unable to pay it. Either way it is a case of creditor "whistling." When a business man calculates the profit he should make upon his goods in order to yield a fair return upon the money invested, he allows for possible losses of this kind when he fixes the prices of his goods. A

narrow margin will not suffice either, as, where a credit business is done at all, it must be done on a more or less large scale, according to the size of the business in question. This makes the price of everything higher to everybody and practically makes the honest portion of the community pay for the support of, and the luxuries enjoyed by, the dead-beats, as the former pay the prices which enable the dealer to make a profit after deducting an approximate percentage of loss to be sustained through the dead-beats; the latter pay nothing—if they can help it.

With a cash system of doing business any one could do the book-keeping. The principal things to be kept would be a stock book and a bank book (checks always being regarded as cash.) No charging a man up with what he gets, and have him say, the next time you see him, that you charged it wrong; no making out statements or bills every week or month; no wasting of \$\$\$ and \$\$\$ in stationery and stamps every day in drumming up bad accounts; no use for commercial credit companies, thus saving membership dues and commissions on accounts which you have put into their hands for collection; no use for receipts or bills, and no use for a collector to collect the same. If such a system were already in vogue, no change from a credit system being required, just as much business would be done, and every commodity would be cheaper. At the same time, salaries in every branch of business would be higher, for a greater volume of money would necessarily be required to do business; with money easy, salaries are always good.

No business house exists (unless it be a very new one) which has not had the experience of losing custom through disputed accounts or through pressing debtors too hard. The trade lost in this way sometimes amounts to thousands of dollars in the aggregate. Such losses cannot be looked upon with indifference by the wealthiest business houses. But one class of companies is exempt from these losses, and they are the ones who have a monopoly. With them it is, "Pay, or you can't have something you can't get along without." With no disputed accounts, much less money would be wasted in attorneys' fees, fewer "justices of the peace" would be sponging on business men for a living, all the time wasted in discussion over accounts could be more profitably used, and the expression, "I wouldn't buy of that firm if they were the last house on earth," would be an obsolete expression.

With everyone paying cash for everything, there would be no hoarding of gold to force bond issues by the Government, because the hoarding would not result as desired. There is not enough gold in the world to supply the demands of trade, and that metal could not possibly be used as a unit. With silver as a unit, money could not be made scarce—there is too much of it.

With money plenty, the manufacturer could pay good wages, for he would have the means with which to do so. His employees paying cash for what they bought would enable retailers to do likewise with the wholesale houses. In short, if all paid cash, money would be kept flying, and business would be lively; lively business makes profits large, large

profits make the money fly, and thus we have the complete circle. From this point of view the cash system is certainly most desirable. MORRIS J. WHITE.

Is the Honest Farmer a Delusion?

GRAND RAPIDS, May 3—I have been much amused at the articles which have recently appeared in your paper relative to the illegality of the so-called "St. Joe" basket, which is the common measure used by both growers and dealers in the handling of fruits and vegetables. I aim to do the fair thing at all times and under all circumstances, but I have been unable to use anything but bastard bushel baskets since the short measure baskets came into general use. The reason for this is that the growers have adopted as their standard the basket containing seven-eighths of a bushel and, so long as the dealers and consumers put up with such imposition and dishonesty, the growers will find it very convenient to continue their present policy of deception and cheating. I have had many years' experience in dealing with farmers and fruit growers and I am frank to admit that a more dishonest class of men never existed. They appear to imagine that all men are trying to "do" them, and that any subterfuges they can resort to for the purpose of adding to their incomes are legitimate—a sort of "dog eat dog" theory. I know of preachers even who buy bastard baskets for the purpose of marketing their products, yet the same men would brand as dishonest the dealer who advertised to give 24 pounds of sugar for \$1 and actually gave 21 pounds. Yet there is no difference between the grocer who sells 24 pounds and delivers 21 and the grower who sells a bushel and delivers seven-eighths of a bushel! It is all very well to talk about the necessity of this reform, but I am willing to stake my reputation as a prophet on the statement that, instead of increasing the size of the bushel basket, the growers will gradually reduce the size to three-quarters of a bushel! NEMO.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 " 320 ".....	2 50
4 " 480 ".....	3 00
5 " 640 ".....	3 50
6 " 800 ".....	4 00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 invoices...\$2 00

TRADESMAN COMPANY,

Agents,

Grand Rapids, - - Mich.

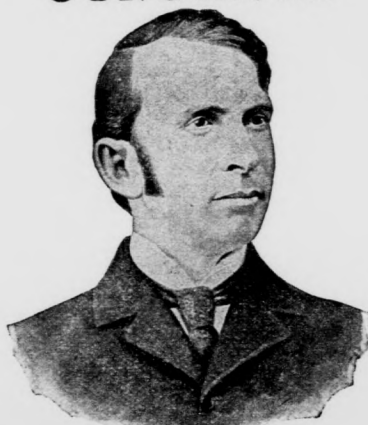
DECOY AND DWARF DECOY

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.



CONGRESS



CIGARS

Congress Cigars

ARE MADE BY THE BEST CUBAN WORKMEN FROM THE

CHOICEST AND HIGHEST GRADE HAVANA TOBACCO

This Brand of Cigars is a decided success. Try them. Send a sample order to any of the following Jobbers:

Hazeltine & Perkins Drug Co.
Lemon & Wheeler Co.
I. M. Clark Grocery Co.

Ball-Barnhart Putman Co.
Musselman Grocer Co.
Putnam Candy Co.

Olney & Judson Grocer Co.
Worden Grocer Co.
A. E. Brooks & Co.

The Possibilities of Our Boys.

Character is either good or bad. Liberality of ideas, justness of judgment, generosity of heart, tenderness of sympathies, susceptibility of feelings, integrity, veracity and exactness are the leading distinguishing qualities of a good character, the absence of these is the requisite of a bad one.

Many psychologists contend that character is pre-eminently hereditary; but our observation has been to the contrary—environment is by far the most important factor in developing the mind into what constitutes character. Environment is virtually all. You may take the most perfectly developed acorn, sprout it, and transplant it in the dry, compact earth of a public highway, to be run over and trampled down by hundreds of vehicles, and none are too simple to know the result; but, if the same sprout be planted in rich, loose and fertile soil, and carefully protected from destructive influences while in its tenderness, it will, in due course, develop into the mighty monarch of the forest, unfolding its huge green boughs to the balmy breezes and defying the trivial influences that at one time, under different circumstances, would have crushed it in its insignificance. So it is with the human mind. The Spartans, at one time, caused their slaves to be made intoxicated that their youths might learn from observation (environment) the degradation to which inebriety drags the human being, and profit by the example. How far they were successful we can better know from the fact that, only a few centuries later, Grecian wisdom, Grecian arts and Grecian civilization shone forth in all-

splendent beauty, spreading its brilliancy over the then entire civilized world, and standing out to-day with such perfectness as to cause even us of this gloriously progressive and intellectual nineteenth century to contemplate them with admiration and reverence. The development of the mind depends entirely on the training and information it receives, be the mind mediocre or of great innate ability. The acquisition and use of information constitute mental development. Now, if this acquisition and use of information be of a refining and elevating nature, so will the matured mind, fed in its immaturity in this manner, be refined and elevated. If the information imparted to the tender, unformed mind be of a degrading influence, it will degrade it, no matter what may be its inborn capacity. Did not the English immediately fall slaves to the use of tobacco? How much more quickly is an evil work accomplished when brought to bear upon immature—nay, tender, uninformed minds, having no knowledge of actions themselves, much less of the consequences of actions? Would our boy learn the use of profanity if he never had occasion to hear it? Hardly. Would he learn the use of tobacco if he never saw anybody smoke? Hardly. Would he sit around barefooted, filthy and idle, if all with whom he was thrown in contact were neat, industrious and refined, and he furnished with the necessities to be like them? Again, we are constrained to answer—hardly.

We find examples of boys from the most refined families—refinement and intellect in both parents—bright and prom-

ising boys, fall into bad environments and are carried down by their evil influences. How much stronger is this principle when applied to the tender, wholly undeveloped mind, to the boy of 2 or 3 years of age? He may have the innate ability to learn mathematics, but if taught to plow and hoe from early childhood until 18 or 20 he is very likely to continue plowing and hoeing to the end of the chapter. He may have innate refinement, but, if you teach him coarseness and untidiness, by example and precept, from tenderest babyhood until tolerably well matured, he is more than likely to continue just as you have trained him. We have a most striking and familiar example in the hardy, systematic, methodical and upright pilgrim fathers, whose sons developed into the able, determined and patriotic heroes of the revolution, as contrasted with our present political and social leaders. So we see very plainly and conclusively that environment is the all-potent factor in developing the tender mind and maturing it into character; and that the possibilities of our boys depend entirely upon their babyhood and boyhood training and surroundings. The home should be a home—not a prison, nor a rendezvous for all the harum-scarum, unprincipled boys of the neighborhood. And right here is where the mother steps in and holds the fate of the nation in her hands! On her—and what is there nobler, worthier and more inspiring than a loving, devoted mother, whose gray head is bowed with age, and worn by the trials and efforts so generously lavished upon the object of her devotion?—on her devolves the regeneration of our twentieth

century manhood. In her hands lie the reins with which she may guide the nation to a higher, nobler plane, or sink it into the deepest vice and final destruction. When she draws a rigid line of demarcation between the present social superficialities and true home life—teaching her daughters the enervating influences of society, and its shallowness, as contrasted with a pure, industrious and devoted home-life, and molding them into that lovely and useful type of womanhood, of which the praises of all poets could express but a faint idea of the admirable qualities flowing through their entire being; teaching her boys that success is obtained only by the proper application, and not by standing around idly “waiting for something to turn up”—then the period of regeneration will bud into its dawn. Now, I do not want to be construed as meaning that girls are to become mere household drudges—not one bit of it; but I do mean that they should be taught the truer and higher ends of life, that they may not cater to whimsical social regulations, spending their time, energy and money—aye, their whole lives—trying to keep “in touch with society,” but that they may turn scornfully from its vast emptiness and make noble women; then our boys will have an additional stimulus towards developing into worthier manhood.

The home should be a home, pervaded throughout by system, method and refinement, and ruled by love and tenderness, yet determination. Let the boy learn that he has a shelter and protector at home as long as the generous heart of his dear old mother sends brightness and tenderness through her precious cheeks;

It Has No Equal



We know it because we sell more each year.

The Jobber sells more!

The Retailer sells more!

The Consumer buys more!

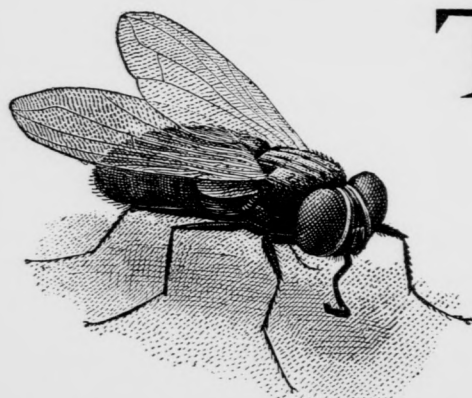
The Babies cry for more, and more mothers write us stating that the

Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods

For Quotations See Price Columns



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

Tanglefoot

SEALED STICKY FLY PAPER

YOUR CUSTOMERS WILL ALL PREFER IT.

PRICES FOR THE REGULAR SIZE.

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

If you are particular about your STICKY FLY
PAPER, specify

TANGLEFOOT

“LITTLE
TANGLEFOOT”

5 1/4 x 9 inches.

Particularly adapted for Show Windows and Fine Rooms.
25 Double Sheets in a Box, 15 Boxes in a case.
Retail for 25 cents a box.
Costs \$1.75 per case.

Profit nearly 115 per cent.
Will be a Good Seller.

learn that he is welcome to share the fortunes of his old home, whatever they be and however severe his may be. Teach him—and do it by example and tenderness—that his highest aim should be an honorable success, but that should he fail, his home is still his refuge. Let him gather about the place all the lively fun that his young, playful and energetic mind may devise, and give full scope to his mental and physical activities that they may develop. By no means dwarf his investigating and experimenting tendencies by a continual "don't." Teach him, above all things, to be true to himself; that truth is the father of all virtues. Let nothing at home be too sacred for him, nothing in the wide world too good for him; give him all the sugar he can eat, rather than develop one falsehood in his tender and fertile mind, remembering that whatsoever you sow, or cause to be sowed thereon, is likely to produce until the end. Raise him thus, mother, and he will not be a burden and source of constant anxiety to you in old age, but, on the contrary, a pride and everlasting joy. The memory of the sweet and dear old home days will go down with him as fresh in the sixties as in his most joyous boyhood hours; his home ever as a model for him to aspire to, and the word "mother" will follow him, with all its precious relations, through his entire life. In her absence it will swell his bosom with that warm and true filial devotion that lends such strength and purity to character; in times of adversity and temptation it will be his deepest inspiration, causing to surge through his veins the noble resolution that he would rather die than bring the slightest touch of worry or shame to her dear, old, loving heart, and in the days to come, when you are no more, it will lend a halo and a sweetness to his life, when its memories at twilight bud forth in all their freshness, an inspiration that will lead him up the rugged pathway of success, even to the very pinnacle, there to stand forth peer to any, surpassing many, as a model of perfect manhood, gracing your name, a pride to his family and an honor to his country.

S. F. READ.

The Advantages of the Cash System.

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

The advantages of the cash system over those of the credit are numerous; in fact, I do not believe, after long experience in both lines, that the credit system has the advantage over the cash in a single instance.

Start at the beginning: Mr. X., the cash man, intends going into the retail grocery business. His stock is to be purchased. He goes to the jobber and tells him he wishes to purchase a bill of goods for which he has the cash to pay; that, unless he makes very close figures, some other jobber will get the bill. My word for it, he buys a bill of goods very cheap. On the other hand, take Mr. Y., who wishes to buy his opening bill but can pay only one-half in cash. He is, therefore, compelled to ask an accommodation of the wholesaler of thirty, sixty or ninety days, as the case may be. He will surely pay more for his goods than did Mr. X. As "Goods well bought are half sold," Mr. X. opens his business with an advantage. He begins business by announcing: "I have only one way of doing business. My terms are spot cash to one and all. I make no exceptions. My reasons for demanding cash are several and will result in saving money both for you and me. In the first place, if you pay me cash, there is no charge to be made and, consequently, I do not have to employ a book-keeper. I make no bad accounts

and, therefore, do not have to make my good customers pay for what I lose on the bad. I can afford to make you a close price, for, when you pay me the cash, I can pay likewise for all my purchases and secure the same advantages I offer you. Having sold nothing on credit, I cannot forget to charge an article. This amounts to a great deal more than is at first apparent."

Another thing: Mr. X. refuses to credit Mr. A. in the presence of Mr. B., Mr. C. and Mr. D. Mr. A. is worth \$100,000 and is as "good as gold." Messrs. B., C. and D. are men whom Mr. X. is desirous of selling for cash but would not be willing to extend credit. Had he sold Mr. A. on credit, the others would be likely to ask for a similar accommodation. Upon a refusal from him, they would more than likely take offense and spend their money elsewhere. Having seen that he refuses Mr. A., they do not even ask him for credit, but spend all their cash with him, knowing full well that he is in a position to offer them cheaper prices than his competitors.

Again, the wholesale grocer or manufacturer has a certain salable article that can be handled satisfactorily by only one man in a locality. It is one that bears a good profit to the retailer and is desirable. The best man with whom to place it is naturally sought. The two men—cash and credit—both possessing the same business ability, are taken into consideration. The cash man will invariably be given the preference, because the jobber knows that he buys and sells for cash and will pay for the goods as soon as they are delivered.

All business men have more confidence in him. The banker points him out as the man who never borrows but always has money in the bank to his credit.

Mr. X. sells, to-day, \$50 worth of goods. At night he has the \$50 to put in goods for to-morrow's business. Mr. Y. sells and "puts in on the books." He must needs have more capital than Mr. X., or buy more goods on credit. What is more, Mr. X. has the advantage of Mr. Y. in the peace of mind he enjoys. He goes home at night with no business cares on his mind. He owes no one, no one owes him. If the mill closes down, or the operatives go out on a strike, not one of them owes him a cent. They must eat. They owe the credit man around the corner. They have a little cash laid by for a rainy day. If they go to the credit man to spend it, he will surely want them to pay something on account. This they cannot afford to do; therefore, they will go to the man whom they owe nothing. If crops fail, the same thing. The credit man has all the worry and does all the losing; the cash man gets all the cash afloat.

The first sixty days after having been in business, let the cash grocer take an inventory. Knowing how many goods he has bought, how much cash he has taken in and the quantity of goods remaining unsold, he can easily tell the per cent. he has made. Trying this every sixty days for awhile, he soon finds the average gain on sales. At night he counts his cash and knows the result of the day's business. If he finds he is doing a losing business, he must cut down expenses or close his shop, for, if he cannot make money on business conducted in this manner, he is hopelessly lost under the credit system.

Monroe, La.

WM. B. REILY.

"It won't rub off."

Ask your paint dealer for Card of Tints



ALABASTINE

It Won't Rub Off.

Wall Paper, with its vegetable paste and poisonous coloring, is unsanitary, and to apply repeated layers is uncleanly and dangerous.

Kalsomine is temporary, rots, rubs off and scales.

THE DOCTOR—"One layer of paper is bad enough, you have three here. Baby may recover but cannot thrive."

ALABASTINE

forms a pure and permanent coating and does not require to be taken off to renew from time to time. Is a dry powder, ready for use by adding water. Can be easily brushed on by any one. Made in white and twelve fashionable tints.

ALABASTINE is adapted to all styles of plain and relief decorating.

For Sale by all First-Class Paint Dealers. Manufactured only by ALABASTINE CO., Grand Rapids, MICH.

"PAINT YOUR ROOFS" WITH BLACK



Rubber Roofing Paint

PRICE, 50 CTS. PER GALLON, BY THE BARREL.

One gallon covers 250 square feet on Tin or Iron Roofing, or 100 square feet on Shingle or Board Roofing. Good also for painting Smoke Stacks, Boilers, Iron Fences, etc.

Anyone can apply it with a white-wash brush. Water and Fire Proof. Stops all leaks in old or new roofs. Give it a trial.

Scofield, Shurmer & Teagle, GRAND RAPIDS, MICH.

Send for Pamphlet of Testimonials, etc.

SHE USES

CONCORDIA SOAP

SOLD BY ALL GROCERS.

Manufactured by

G.R. SOAP WORKS

See TRADESMAN'S QUOTATIONS.



Sutton & Murphy Co.,

—MANUFACTURER OF—

SPECIAL AND ORDER FURNITURE

Office Fixtures,
Store Fixtures, etc.

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

CHRISTENSON BAKING CO. Crackers

AND FULL LINE OF Sweet Goods

MANUFACTURER OF

AND FULL LINE OF

252 and 254 CANAL ST., GRAND RAPIDS

REDUCED THE LICENSES.

Saginaw Grocers Suffer Through Lack of Organization.

from the Saginaw Evening News, April 30.

Peddlers, grocermen, sundried fruits and rotten pickles, all tumbled into a "Trilby" mixture, made last evening's Council meeting interesting and peculiar and composed the salient feature of the doings of the aldermen. Everything in the Council chamber ran like newly oiled machinery until a communication from the Committee on Ordinances was read, recommending a reduction of the annual license fees for peddlers to \$10 for foot artists, \$15 for one horse and \$5 for each additional horse, as against \$10, \$25 and \$30, the price last year. Alderman Lee opened the ball by explaining all points about the change without making an argument. Then came Alderman Laird, with about the same argument he used last year relative to the hard time the peddlers have to get along and make a living. Aldermen Smart and Fordney took him up on some of the statements made and argued in favor of the grocermen, making capital invested and taxes paid cut quite a big figure.

C. F. Alderton, representing the retail grocers, was heard and he gave the grocers' side of the story, telling how they get first pick at the supplies from the commission merchants and the peddlers have to take the leavings to palm off on the public. Then a peddler named Randall spoke and said that the peddlers, as a rule, buy the best goods obtainable and pay the same prices the retailers do. Then, after telling that \$1 per day was the average profit of a peddler, he told how he purchased some pickles recently of a certain wholesaler within reach of his voice; how the wholesaler demanded cash payment; and how, when the peddler found one barrel rotten and had to throw it into the river, any reduction in the price was refused.

Alderman Smart took the floor and said that the pickles referred to were purchased at his establishment and that he informed Randall when he purchased them that they were old, second-class pickles and could not be sold to the retail trade. Aldermen Lemcke's eyes grew as big as saucers when that statement came out and, gaining the floor, he said he thought it time to quit watching the peddlers and throw a searchlight on the wholesale dealers who would sell such rotten stuff knowingly to peddlers. He made himself ridiculous by advancing the idea that grocers should be licensed to compel them to sell good stuff to peddlers, so that the people would have no cause to complain of receiving poor goods. After Aldermen Krapf and Stingel had exchanged a few love taps about meat wagon peddling outside the city Alderman Biesterfeld said that peddlers had forced undesirable goods on the people at his home.

Alderman Weale's eyes twinkled when he informed the Council that he had a strong-minded woman at his home and was not afraid of any forcing business at his place. Then a vote was taken and the amount of license fee reduced to correspond with the report of the Committee by vote of 15 to 14. Subsequently the amended ordinance was passed unanimously and the peddlers triumphed.

Laziness the Enemy of Trade.

Written for THE TRADESMAN.

It is curious that we know the least about many things which are most familiar to us. For instance, ask anyone with faculty in drawing to make a representation of a hand and, unless especially artistic study has been made of that subject, the result will be a pronounced failure. Yet the hand is about as frequent an object of consideration as anything we can mention. It is so in the moral, or immoral, qualities of character. It is so with the quality of laziness. There is, perhaps, no other quality so familiar to us in the frequency with which it is brought to our notice, yet we really know less of it than of most other qualities. Perhaps our lack of knowl-

edge is partly caused by the fact that it is not a pleasant subject to contemplate and that we instinctively choose to let our minds dwell on pleasanter ones. Whatever the cause it may be well to occasionally have the subject brought to our attention.

The ravages of this arch enemy of industry are potent in every walk of life, but, perhaps, in no other is its presence so frequently a determining factor in the problem of success or failure as in the pursuit of trade; and, perhaps, in no other is its approach more insidious. The clerk who can go through the usual apprenticeship of a varying trade without unconsciously contracting the habit of loitering or consulting his indolent ease has in him the elements that, guided by honesty, will insure his success in any mercantile career. In the industrial or manufacturing trades or in the profession there is the constant opportunity for personal effort and push and, when there is a suspension of this effort, there is an immediate and positive knowledge of the sin on the part of the sinner. Unfortunately, in trade there is the element of chance which, at times, must be waited upon. The customer may come at any moment and the clerk or merchant must be ready for him, must be waiting for him, and it is a most difficult matter to be thus waiting without acquiring the waiting habit. This is the stumbling block which wrecks many mercantile ambitions.

What is laziness? The common answer is a disinclination to work. With the ordinary meaning given the term "work," this answer is insufficient. Laziness is a disinclination to effort, especially to disagreeable effort, and it is in this last attribute—the tendency to avoid the disagreeable—that another peculiar danger to the mercantile career manifests itself. Such manifestations are liable in a hundred different directions. Thus, there is the tendency to delegate duties because they are disagreeable. This is laziness. The merchant whose clerks know that he is ready to do anything he requires of any of them commands a respect and obedience which go far to insure success.

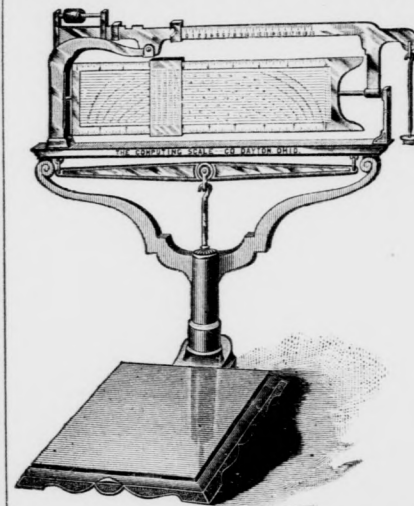
There are varying degrees of agreeableness on the part of customers. There is, consequently, the temptation to give personal attention to the most agreeable, who may, commercially, be of the least worth, while the rougher customers, who are perhaps those of most intrinsic worth, are turned over to subordinates. This is laziness. In the matter of collections and settlement of disagreeable accounts, whose existence is usually to be charged to this same sin, there is a special temptation to shirk or procrastinate, which is also laziness. In the light of these facts, it is fair to assert that laziness is peculiarly the enemy of trade.

RADIX.

There is a fellow somewhere in the country who represents himself as an agent of the Mexican government for disposing of 600,000 acres of fine land belonging to that government. The Mexican Minister at Washington, Senor Romero, has been asked about the business, and he says that the man is and must be a fraud, as his government has not authorized anybody to sell lands in the United States, or in any other country.

Signal 1, 2, 3, 4, Five.

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

The Salt that's all salt

Do you handle it?

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

Diamond Crystal Salt

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

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

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

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

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

Wash Day

Nearly every woman dreads "wash day" with its drudgery and discomfort. Some women have found out that there is one great aid that helps to make lighter the work of washing clothes. That is

OAK-LEAF SOAP.

It takes the dirt out without excessive rubbing—leaves the clothes clean and white, without injury. You can well afford to give it a trial. Get it at your dealers. A catalogue of beautiful pictures free.

GOWANS & SONS, Buffalo, N. Y.

The Only **Pepsin Cracker** In the Market. AMERICA'S GREATEST RELISH! 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.

MAJOR'S CEMENT

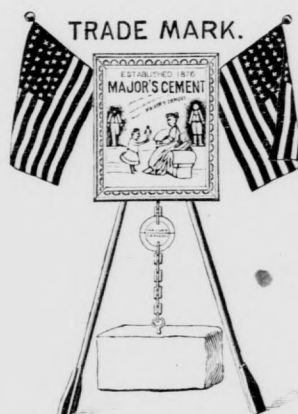
ESTABLISHED 1876. REGISTERED TRADE MARK NO. 17,570.

TWO MEDALS AWARDED at the World's Columbian Exposition. UNIVERSALLY ACKNOWLEDGED to be
THE BEST AND STRONGEST PREPARATION ever offered to the public



A. MAJOR.

For Repairing China, Glassware, Furni-
ture, Meerscham, Vases, Books,
Leather Belting, Tipping
Billiard Cues, etc



An ordinary plate broken in two and mended with MAJOR'S CEMENT held a stone weighing 300 pounds during the World's Columbian Exhibition at Chicago, 1893.

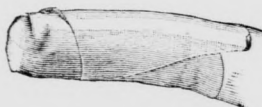


Price 15c. and 25c. per Bottle.



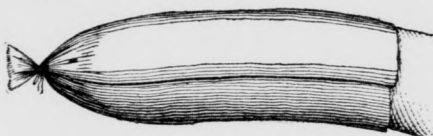
MAJOR'S LEATHER CEMENT costs 15 cents a bottle, and with it "invisible" patches can be put on shoes, so prolonging their wear. Worth the price, if you only use it once.

It's the Sore Finger That catches all the hard knocks. Use a little of MAJOR'S CEMENT and put on a bandage like this:



Then you can eat, sleep, work and wash your hands.* This bandage protects and allows the sore to heal rapidly.

FOR OBSTINATE RUNNING SORES, use a bandage with absorbent cotton, like this:



PRICE LIST.

Major's Cement,	1/2 oz. size,	15 cents,	\$12.00 per gro.
Major's Cement,	1 oz. size,	25 cents,	18.00 per gro.
Major's Best Liq Glue,	1 oz. size,	10 cents,	9.60 per gro.
Major's Leather Cem't,	1 oz. size,	15 cents,	12.00 per gro.
Major's Leather Cem't,	2 oz. size,	20 cents,	18.00 per gro.
Major's Rubber Cem't,	2 oz. size,	15 cents,	12.00 per gro.



MAJOR'S RUBBER CEMENT, for repairing Rubber Boots, Shoes, Rubber Garments and Bicycle Tires. You can use a piece of old rubber shoe for patching, which will do as well as new material. Price 15 cents per bottle. You can also repair all kinds of garments and umbrellas of different material in the same way.

Handled by Wholesale Druggists. The above Cements for sale by dealers all around the earth,
or by mail at the same price.

A. MAJOR CEMENT CO. 461 Pearl St., near Park Row
NEW YORK CITY

THE BACK OFFICE.

Written for THE TRADESMAN.

There are always two sides to every question, and, after listening attentively to what I think are strong objections to the department store, it seems but meet and right to hear something from the other side. I didn't care to call on the proprietor of "the largest establishment in the United States," and hear him tell me that the business world is thinking and that new ideas, the result, are at work, because I don't think that the idea is new at all. I've bought too many groceries on one side of the country store and too many dry goods on the other side to be told, at this late day, that the idea is something new. I have heard, until I am tired of it, that the department store is a fad to draw custom, and that the cheap groceries—almost given away—are not good for anything else, because I know, in the first place, that goods that are good for nothing are the worst thing in the world for advertising, and I know, too, that the scramble after the Almighty Dollar is too eager to be wasted upon a fad. So, when I met, not long ago, an intelligent customer fresh from her trade with the department store, I asked her if she thought she gained much in buying groceries at such a place, and whether she thought it just the thing to desert her grocer with whom she had traded for years, for the sake of encouraging the new trade octopus that is fairly devouring the small dealer.

"Well," she reasoned, "the gain is a matter of dollars and cents, and this is the way the question stands with me: I've been wanting some codfish for weeks. My grocer has some for ten cents a pound, dirty and black and with the skin on. He says it's the best in the market. I ordered some to-day, no bone, no skin, and neatly packed in a box. There are three pounds and I paid 22 cents for three pounds—just about the amount I wanted. Now, strange as it may seem, I rather pay 22 cents than 30. Another instance: We are very fond of pineapple, but don't feel like having it very often because it costs so much; but, now that I can get it at \$2.06 a dozen by the can, we can have all we want. And so I might go on, but the substance of it all would be this: I have come home with two dollars more than I should have, had I bought my groceries at the corner. This isn't the first time that I have bought goods at the department store, and my experience has been that I have always got there goods that are first class. I have never seen anything that looks like a low-grade article, and, so long as I can purchase better goods there at a less price than I can get them for at the corner, the 'octopus' you talk about is going to have my trade. So much for the quality and the price—now for something else. It may seem a matter of no importance to you, but, after a lady has got through with dress goods and things of that sort, it's rather nice to step into another part of the store, and, without taking off her gloves or being obliged to look out for her gown, see all these fine groceries, and not be waited on by someone who should, that very minute, be putting on clean clothes. Now, careful attention is paid to all these things in the one store and they are not looked after in the other; and, if the grocer doesn't want the 'octopus' to feed on him, all he has to do is to fight the 'octopus' with his own weapons.

"Just take this one little instance for illustration. I had seen in the down town stores these little boxes of codfish, and always supposed that, if we pay ten cents a pound for the whole fish, dirt and skin and fins thrown in, those neat boxes of clean white fish would, of necessity, be much more. I have tried, more than once, to get that corner grocer to keep it in stock, but he has always put me off. The fact is that he gets his big black dirty fish for almost nothing and sells it for all he dares ask for it. I think it would be a good plan for the 'octopus' to squeeze him a little here and teach him a thing or two which he evidently doesn't know."

It is only a straw; but, if the department store has been watching this and so found out which way the trade-winds are blowing, the rest of the trading world must do the same, or suffer the consequences.

RICHARD MALCOM STRONG.

CURRENT COMMENT.

A canary bird, which is as good as a watchdog, lives in a little store on Fifth avenue, New York. It is one of the class of petty stores where the wife keeps house in the rear rooms and watches the counter in the front room, while the husband goes out to work at his trade. As a rule, the customer does not find her behind the counter. He gives a loud cough, or rap, and she comes in from her cooking, wiping her hands on her apron to receive his penny or his nickel. In this particular store you do not need to cough or rap. As soon as you put foot across the threshold the bird sets up a loud, shrill twitter, and keeps piping until his mistress comes. This wise canary is 11 years old. He was silent for eight years—noteless, twitterless; then he began to sing like four and twenty blackbirds, and he has been sounding his warning ever since.

* * *

A story comes from Montreal to the effect that a young lady organist in a church was captivated with the young pastor of a church in the next street, and was delighted to hear one week that by exchange he was to preach the next Sunday in her own church. The organ was pumped by an obstreperous old sexton, who would often stop when he thought the organ voluntary had lasted long enough. This day the organist was anxious that all should go well, and as the service was about to begin she wrote a note intended solely for the sexton's eye. He took it, and, in spite of her agonized beckonings, carried it straight to the preacher. What was that gentleman's astonishment when he read: "Oblige me this morning by blowing away till I give you the signal to stop." The note was signed "Miss Allen."

* * *

A scientific publication recommends a solution of sugar of lead and alum in an improved process for making cotton goods waterproof, but, according to authorities of physiological chemistry, such goods should never be worn next to the skin, as the salts of lead are absorbed with ease and are nearly all very poisonous.

* * *

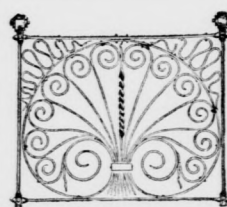
The hog killing industry of the country for the year ending March 1 reached an aggregate of 21,610,000 hogs, for which were paid \$332,000,000.

Use Tradesman Coupon Books.

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



Symonds' Wire and Iron Works

DETROIT, MICH.

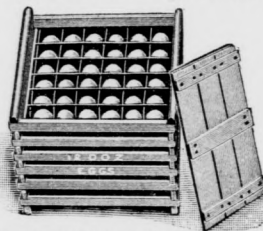
Mfrs. of Window Guards, Weather Vanes, Roof Cresting, Wire and Iron Fences, Bank and Office Railing, Stable Fixtures, Fire Escapes, etc.

ARTISTIC GRILLES of any design made to order.

PHONE 1285-2 r.

State your wants and send for Catalogue.

'HUMPTY DUMPTY' FOLDING EGG CRATE



RETAILS AT 25 CENTS EACH, COMPLETE.

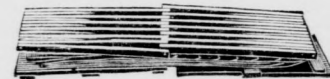
A convenient 1/2 bu. fruit package when fillers are removed.



FIVE DOZEN CRATES COMPLETE WITH FILLERS with your Ad. neatly printed on each crate, delivered at your railroad station for \$10.00

MANUFACTURED BY

CUMMER MFG. Co.
Cadillac, Michigan.



SMOKE

CAMEO

The Best
5 Cent
Cigar
On Earth

Worden
Grocer
Co.

Grand Rapids, Mich.

MICH. K. OF G.

Fifty-one New Members Received During April.

GRAND RAPIDS, May 3.—I beg leave to report the addition of fifty-one members of our list during the month of April, as follows:

M. B. Divine, Belding.
E. McDonald, Chicago.
Clarence Tuxbury, Grand Rapids.
H. F. Nickerson, Ishpeming.
W. S. Shoaf, Manistee.
C. H. Hinman, Battle Creek.
John M. Fay, Grand Rapids.
Eugene W. Cramer, Ludington.
John Corrigan, Mackinac Island.
Geo. H. Haskall, Detroit.
Frank L. Palmer, Fort Wayne, Ind.
Horace B. Rose, Grand Rapids.
Sydney E. Slater, Chicago.
John A. Cline, Ludington.
Frank Bassett, Milwaukee.
C. E. Hewitt, Detroit.
Wm. M. Tice, Kalamazoo.
B. J. Robertson, Breedsville.
Charles E. Morgan, Fremont.
H. W. Wolcott, Jackson.
Peter Baum, Saginaw.
Fred D. Foley, Lafayette, Ind.
Louis Archer, Detroit.
Uriah Hoffmaster, Traverse City.
John J. Closs, Detroit.
A. B. Scotten, Indianapolis.
W. D. Bennett, Union City.
H. Earl Lanford, Bay City.
Otho W. Riebel, Toledo.
Clarence B. Osgood, Chicago.
S. L. Mead, Detroit.
Eugene W. Crane, Adrian.
John Tripp, Charlotte.
J. S. Hirth, Grand Rapids.
H. B. Fournier, Chicago.
J. J. Sullivan, Chicago.
W. E. Anthony, Detroit.
Frank P. Dodge, Toledo.
Harry Mercer, Detroit.
Wm. E. Cartier, Ludington.
Abe Sant, Menominee.
H. F. Harbeck, Grand Haven.
John Coleman, Detroit.
James N. Riley, Ann Arbor.
Edwin R. Johnson, Quincy, Ill.
Alvin L. Greenwood, Newton Highlands, Mass.
W. A. Stowe, Milwaukee.
U. Grant Hamlin, Muskegon.
Frank J. Shively, Traverse City.
Andrew A. French, Baltimore, Md.
G. E. Stewart, Fairgrove.

In addition to the above active members, we have received one additional honorary member—C. C. Gilbert, of Fremont.

I have prepared and had printed a new form of application for honorary members which simplifies the work of securing honorary applications very materially. I shall be glad to send packages of these blanks to any member who will interest himself in the matter.

I propose to inaugurate an aggressive campaign against delinquent members, with a view to bringing them back into the fold, and during the next month I shall send every delinquent a statement of his account, with an urgent appeal that he pay up, sign a health certificate and again take advantage of the death indemnity guaranteed to members in good standing.

The next meeting of the Board of Directors will be held at the Hudson House, Lansing, the first Saturday in June. Another \$2 death assessment will probably be ordered at that time.

GEO. F. OWEN, Sec'y.

Valuable Contributions to the Literature of the Cash System.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held March 19, the following recommendation of the special Committee on Essays was unanimously adopted:

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

regular meeting of the Association on May 21.

Respectfully submitted,
J. J. WAGNER,
PETER SCHUIT,
HENRY J. VINKEMULDER,
Committee on Essays.

Up to May 1, twelve contributions competing for the prizes were received by Secretary Stowe, as follows:

1. Mrs. Anna McKee, Mt. Morris.
2. Geo. Schlinger, Saginaw, W. S.
3. Frank T. Lawrence, Grand Rapids.
4. E. Alphonse Cloonan, St. Louis, Mo.
5. O. W. Pettit, Grand Rapids.
6. Thos. Houghton, Jackson.
7. E. A. Owen, Vittoria, Ont.
8. Morris J. White, Grand Rapids.
9. Wm. B. Reily, Monroe, La.
10. R. R. Case, Lansing.
11. Simon Lieffers, Eastmanville.
12. W. M. Gibbs, Fredonia, N. Y.

All but the eleventh and twelfth contributions have appeared in THE TRADESMAN and these will be published in the issue of next week.

A peculiar feature of the contest is the wide extent of territory covered by the contributors—eight being from Michigan and one each from New York, Missouri, Louisiana and Ontario.

So far as THE TRADESMAN's information goes, this is the most complete and valuable collection of contributions on

this subject ever published, and the Retail Grocers' Association is to be congratulated on its enterprise in securing so much interesting information on so important a topic.

Employer and Employees.

From the Street Railway Journal.

In the disputes concerning wages or management, which sometimes arise, in even the best regulated companies, between officers and employees, the sympathies of the public are nearly always with the men. There is evidently a tendency to regard a corporation, particularly a railway corporation, in the light of a public enemy which is always in the wrong in its public and internal affairs. The same feeling is exemplified in legal actions before a jury where a railway corporation is one of the contending parties, and appears to be one of the peculiarities of human nature or of our modern civilization. When a number of men become associated for the purpose of performing a public service they seem, in the popular mind, to lose their identity, together with some of their rights of property and liberty of action, and are often compelled to forfeit many privileges which each, as an individual, certainly possesses. They are thenceforth considered, not as individuals, but as a greedy corporation. In the treatment of corporations, espec-

ially as regards the right to hire labor in the cheapest market, the stockholder seems to have disappeared. The expression coined by a well-known economist to cover another case, "the forgotten man," seems to suit him exactly. The newspapers, politicians and boards of arbitration, who govern their own affairs according to their own judgment, try to coerce the railway company in the management of their own business. The rights of A, B and C, who compose the company, are not considered. They may be upright, law-abiding citizens. Perhaps their entire property is invested in the railway, and they are dependent upon its earnings for support. All this makes no difference. Their existence is as completely lost sight of as if they had lived in a prehistoric age, and the average jurymen or other citizen, who might have some qualms about sand-bagging and robbing them as they walk the streets as individuals, has no objection to "administering a rebuke" to "a rich and grasping corporation." Until "the forgotten man" is occasionally remembered in our legislatures and halls of justice, we are forced to be skeptical of his rights under our laws, even though his existence cannot be wholly overlooked.

Frank Wixom succeeds E. Henry as traveling representative for the Bancroft Cigar Co.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,
Clerk

ROWLAND COX,
Complainant's Solicitor.

Drug Department.

State Board of Pharmacy.

One Year—George Gundrum, Ionia.
Two Years—C. A. Bugbee, Charlevoix.
Three Years—S. E. Parkhill, Owosso.
Four Years—F. W. R. Perry, Detroit.
Five Years—A. C. Schumacher, Ann Arbor.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Detroit (Star Island), June 24; Lansing, Nov 5.

Michigan State Pharmaceutical Ass'n.

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

Grand Rapids Pharmaceutical Society.

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

Why Should a Drug Store Be Loafers' Headquarters?

It is a sad state of affairs, but nevertheless true, that in most small towns, or even in some stores in cities, these universal pests seem to exist. Now the question arises, how do they (some of them) manage to attend to any business of their own, for many of them you do not miss from your place of business from early morn till late at night? Apparently they feel in duty bound to entertain each visitor who enters the store, whether or not they have ever seen him before. Now, there is a difference between the loafer and the friends who come in to make a purchase and stop to exchange a few social remarks; but if the latter come too often without purchasing and stay too long, it will not be very long ere they are considered loafers in the estimation of the public.

Most people do not consider it loafing if they stop to spend a few hours in the front part of your store to watch the passers-by, and it would not be if it were not so frequent. Presently comes another and then another, conversation is entered into, and sometimes heated discussions are the result (in fact, that is what they come for, never coming to buy, for should they want anything in the drug line they will go to the next store), and soon the place is crowded.

In a country town there always seem to be some chronic loafers, who think people, both customers and proprietor, never get tired of seeing their faces and hearing their gossip, which is anything else than entertaining or instructive.

Ofttimes men who have business places of their own will leave these places to spend several hours with some kind friend (druggist friend, of course), so termed by themselves, but never considering how much they cause him to lose from customers who come to the doors and pass on, because of so many loafers; and, more than that, not once in ten thousand times do these (so-called friends) loafers buy where they loaf. And seldom, if ever, will ladies enter a store (especially a drug store) when there is a raft of men sitting around, like skillpots around a pool on a warm spring day. Often they are boisterous, chewing tobacco, spitting and smoking, all which is very unpleasant to ladies.

People never think of loafing in a doctor's or a lawyer's office. They transact their business in those places and go on their way rejoicing, to impose on some kind friend who has a drug store and is dependent upon the patronage of the public for support, and not upon a few individuals, as most of the loafers suppose. Of all professional men, the druggist is the most consistent, and most generally receives less thanks and gets no credit for his patience and consistency. People

think you are under obligations to obey every whim and call; if a doctor is called in the night he charges for a night visit, and nothing thought of it; but let a druggist charge 25 cents for a night call for an ounce of syrup of ipecac, when the customer has been having the bottle filled for five cents, ten chances to one, if you raise the price because you have been called out of your nice, warm bed, and perhaps walked three or four squares, that man will never put his foot in your store. Consistency, sympathy, charity, leniency and many other good qualities too numerous to mention, are very requisite for the druggist to beat his way in this world of trials and tribulations, and if he is pretty shrewd he will get there, if he can only find some exterminator which will eradicate the loafer, the druggist's greatest enemy from a business standpoint. HITE WATSON.

A Pharmaceutical Romance.

From the Pharmaceutical Era.

It was evening in San Francisco. The mellow glow of the tinted shades fell over an interior of tasteful magnificence. The house was that of Jacob Grogam, the well-known stock operator.

In a costly fauteuil, before the fire, sat Clarissa Grogam, the idolized only daughter of the stern old speculator. Before the fire in a costly fauteuil also sat young Herbert McSwiggen, M. D., one of the young physicians turned loose upon the community among the last batch from the Toland College. The slender waist of Clarissa was encircled by his strong right arm, and occasionally she was shifted to the other knee.

They were gazing thoughtfully into the fire, which cracked cheerfully in its unassuming way. Why did it crackle? Ah, who can tell? There are problems in this world which, far reaching in their intensity, evoke from the depth of the inner soul doubts—vague, terrifying doubts, which— But we digress.

Suddenly Herbert tightened his clasp. Clarissa sighed.

"Oh, Herbert," she sighed, "you mustn't. What would my paw say?" and she hid her blushing face amid the recesses of his ear.

"Nay, dearest," said he, soothingly, "he would say naught. Was he not once young himself? And what if he has a house on Van Ness avenue, and 4 per cent. bonds and things, I am not unworthy to claim the hand of Jacob Grogam's child."

"But he calls you a—a—"

"A what?" indignantly demanded Herbert McSwiggen, gazing into her deep, dark, soulful eyes.

"A sawbones," reluctantly replied the lovely girl.

"Ha!" shouted Herbert McSwiggen, "a sawbones! Oh, would that he were here—would that I might confront him and—"

At this moment the sound of Jacob Grogam's footfalls without was heard, then the fumbling of the paternal latch-key. Herbert rose hastily, but not ungracefully, throwing Clarissa over the back of the chair as he did so, and, grabbing his ulster from the hatrack, got a running start for the back door. Clarissa heard his agitated footsteps as her father pursued him through the hall, then the whiz of the heavy boot, then the sound of her lover's descent as he lightly fell on the other side of the back fence.

The poor girl with a sigh of relief murmured, "Saved! saved!" and fainted away on the coal scuttle.

Let us leave her there.

Two years have passed away. Twice has the earth in its accustomed pathway swung round the orb of day. Twice has the world had a head on it the day after New Years. Twice has it sworn off. Twice has it fallen down. Twice—but we digress.

Fortune had smiled on Jacob Grogam. The fickle goddess danced lightly before him, beckoning him ever onward with her golden wand. Deeper, deeper

into the wilderness she went on. At last she led him into the tangled thickets. Jacob got short on a stock that he couldn't fill, because it was all in, and because he hadn't any money if it hadn't been in.

Jacob Grogam failed to keep up with the procession. He was ruined.

"If you please, give me a box of McSwiggen's Liver Pills."

It was the voice of a young girl. Herbert McSwiggen looked forth from his office at the rear of the gorgeous pharmacy. He was rich now, was Herbert, and famous. "McSwiggen's World Famous Blood and Liver Pills" had brought him wealth and fame. But, alas! they had not brought him Clarissa.

However, it seemed that she had come at last.

"Clarissa," said he, advancing toward her.

The fair girl looked upon him.

"Tis he!" she cried.

It another moment the lovers were in each other's arms, but the box of pills was all broke up.

They were married. Life flew on golden wings for the McSwiggenses. The vista of the years opened out before them, radiant, golden, peaceful and pharmaceutical.

But a single cloud dimmed the sky of their existence. One morning Jacob Grogam did not come to breakfast. Repeated knocks at his door failed to bring him forth. The door was forced. There lay the cold form of what was once Jacob Grogam.

Herbert approached. He saw a box lying on the table and examined it. He shook his head.

Jacob Grogam had taken a box of McSwiggen's pills.

What about the Michigan peach crop? Isn't it nearly time to hear that it has failed?

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Manistee, Mich.

Wholesale Price Current.

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ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellus R.	60
Benzolcum German.	65 75	Alces	60
Boracic	21 15	and myrrh.	60
Carbolicum	41 31	Arnica	50
Citricum	41 31	Asafetida	50
Hydrochlor.	3 12	Atropine Belladonna	60
Nitrosum	10 12	Benzoin	60
Oxalicum	10 12	Co.	50
Phosphorium dl.	20	Sanguinaria	50
Salicylicum	70 75	Barosma	50
Sulphuricum	1 14 5	Cantharides	75
Tannicum	1 40 21	Capicum	50
Tartaricum	30 23	Ca damon	75
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	4 6	Bi Carb.	15 18
20 deg.	6 8	Bichromate	11 13
bonas	12 14	Bromide	40 43
loridum	12 14	Carb.	12 15
ANILINE.		Chlorate (po. 17 19)	16 18
Black	2 00 2 25	Cyanide	50 55
Brown	80 21 00	Iodide	90 21 00
Red	45 2 50	Potassa, Biart. pure.	23 25
Yellow	2 50 2 00	Potassa, Biart. com.	23 25
BACCAR.		Potassa Nitras, opt.	8 10
Cubae (po. 25)	20 25	Potassa Nitras	7 9
Juniperus	80 10	Prussiate	25 23
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	23 25	Althae	2 25
Terabin, Canada	45 50	Anchusa	12 15
Tolutan	40 50	Arum, po.	2 25
CORTEX.		Calamus	20 40
Abies, Canadian	18	Gentiana (po. 12)	8 10
Cassiae	12	Glycyrrhiza (pv. 15)	16 18
Cinchona Flava	18	Hydrastis Canadian	2 30
Euonymus atropurp.	30	(po. 35)	15 20
Myrica Cerifera, po.	20	Hellebore, Ala, po.	15 20
Prunus Virgini	10	Iula, po.	15 20
Quillaja, grd.	10	Ipecac, po.	1 30 21 40
Sassafras	12	Iris plox (po. 35 38)	35 40
Ulmus Po (Ground 15)	15	Jalapa, pr.	40 45
EXTRACTUM.		Maranta, 1/8	2 35
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" (po. 35)	33 35	Rhel	75 21 00
Haematox, 15 lb. box.	11 12	" cut	21 75
" 1 lb.	13 14	pv.	75 21 35
" 1/4 lb.	14 15	Spigelia	35 38
" 1/8 lb.	16 17	Sanguinaria (po. 25)	2 20
FERRU.		Serpentaria	50 55
Carbonate Precip.	2 15	Senega	55 60
Citrate and Quinia	23 50	Similax, Officinalis. H	2 40
Citrate Soluble	2 50	M	2 25
Ferrocyanidum Sol.	2 15	Scilla, (po. 35)	10 12
Soluit Chloride	2 15	Symplocarpus, Feti-	2 35
Sulphate, com'l.	2 7	dus, po.	2 25
" pure	2 7	Valeriana, Eng. (po. 30)	2 25
FLORA.		Ingber a.	15 20
Arnica	12 14	Zingiber j.	18 20
Antemiss	18 25	SEMIN.	
Matricaria	18 25	Anisum, (po. 20)	2 15
FOLIA.		Apium (gravelous)	14 18
Barosma	14 30	Bird, 1/8	4 6
Cassia Acutifol, Tin-	18 25	Cardamom	10 12
navelly	25 30	Carul, (po. 18)	10 12
Salvia officinalis, 1/8	12 20	Cardamum	12 14
and 1/4	12 20	Cannabis Sativa	4 5
Ura Ural	8 10	Cydonium	75 21 00
GUMMI.		Chenopodium	10 12
Acacia, 1st picked	2 60	Dipterix Odorata	1 80 2 00
" 2d	2 40	Poeniculum	2 15
" 3d	2 30	Poenicreek, po.	2 8
" sifted sort	2 20	Linl	3 4 2 4
" po.	60 80	Linl, grd. (bbl. 3 1/2)	3 4 2 4
Aloe, Barb. (po. 60)	50 60	Lobelia	35 40
" Cape, (po. 20)	2 12	Phararia Canarian	4 5
" Socotri, (po. 60)	2 12	Rapa	4 5
Catechu, 1/8, 1/4, 1/2	2 1	Sinapis Albu	7 8
Ammoniac	55 60	Nigra	11 12
Assafetida, (po. 40)	35 40	SPIRITUS.	
Benzoinum	50 55	Frumentum, W. D. Co.	2 00 2 50
Camphora	44 50	" D. F. R.	2 00 2 25
Euphorbium po	35 40	"	1 25 21 50
Gamboge, po.	50 60	Juniperis Co. O. T.	1 65 2 00
Guaicum, (po. 35)	2 30	Sacharum N. E.	1 90 2 10
Kino, (po. 3 00)	2 30	Spt. Vinl Galii	1 75 2 00
Mastic	2 40	Vinl Oporto	1 25 2 00
Myrrh, (po. 45)	2 40	Vinl Alba	1 25 2 00
Opil (po. 30 23 50)	2 00 2 10	SPONGES.	
Shellac	40 45	Florida sheeps' wool	2 50 2 75
Tragacanth	50 60	carriage	2 00
HERBA—In ounce packages.		Nassau sheeps' wool	2 00
Abutilum	25	carriage	1 10
Eupatorium	20	Velvet extra sheeps'	1 10
Lobelia	25	wool carriage	1 10
Majorum	25	Extra yellow sheeps'	1 10
Mentha Piperita	23	carriage	1 10
" Vir	25	Grass sheeps' wool car-	1 10
Rue	30	riage	1 10
Tanacetum, V.	25	Hard for slate use.	1 10
Thymus, V.	25	Yellow Reef, for slate	1 40
MAGNESIA.		use	1 40
Calced, Pat.	55 60	SYRUPS.	
Carbonate, Pat.	30 32	Acacia	50
Carbonate, K. & M.	30 32	Zingiber	50
Carbonate, Jennings	35 36	Ipecac	50
OLEUM.		Ferri Iod	50
Absinthium	2 50 2 00	Aurant Cortes	50
Amygdalae, Dulc.	30 32	Rhel Arom	50
Amygdalae, Amarae	30 32	Similax Officinalis	50
Anisi	1 90 2 00	Senega	50
Aurant Cortes	1 90 2 00	Scilla	50
Bergamit	3 00 2 30	" Co.	50
Cajuput	60 65	Tolutan	50
Caryophylli	75 80	Prunus virg.	50
Cedar	35 40	SINAPIS.	
Chenopodii	21 60	Sinapis	50
Cinnamoni	1 35 21 40	Sinapis	50
Citronella	2 45	Sinapis	50
Conium Mac.	35 40	Sinapis	50
Copaiba	80 2 90	Sinapis	50

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AXLE GREASE.			Cherries.			CREAM TARTAR.			"Superior."			FARINACEOUS GOODS.			FLAVORING EXTRACTS.		
doz gross			Red			Strictly pure			1 books, per hundred			Farina.			Southern.		
Aurora			White			Telfer's Absolute			2 " " " "			115 lb. kegs.			Oval Bottle, with corkscrew.		
Jastor Oil			Erie			Grocers			3 " " " "			Grits.			Best in the world for the money.		
Diamond			Damsons, Egg Plums and Green			CLOTHES PINS.			5 " " " "			Walsh DeRoo & Co.'s			Regular		
Frazer's			Gages			Daisy Brand.			10 " " " "			Hominy.			Grade		
Mica			Erie			5 gross boxes			20 " " " "			Barrels			Lemon.		
Paragon			California.			COCOA SHELLS.			30 " " " "			Grits			dos		
BAKING POWDER.			Common			35 lb bags			COFFEE.			Lima Beans.			2 oz		
Acme			Peaches.			Less quantity			Fair.			Dried			4 oz		
10. cans 3 doz			Gooseberries.			Pound packages			Good			Macaroni and Vermicelli.			Regular		
1 lb.			Ple			COFFEE.			Prime			Domestic, 12 lb. box			Vanilla.		
Bulk			Maxwell			Green.			Golden			Imported			dos		
Arctic.			Shepard's			Fair.			Peaberry			Pearl Barley.			2 oz		
10. cans 6 doz case			California.			Good			Fair.			Chester			4 oz		
1 lb.			Monitor			Fair.			Good			Peas.			XX Grade		
Bulk			Oxford			Good			Fair.			Split per lb			Lemon.		
Sun Light.			Pears.			Good			Fair.			Rolled Oats.			2 oz		
1 lb. cans, 6 doz case			Pineapples.			Prime			Prime			Schumacher, bbl.			4 oz		
1 lb.			Common			Peaberry			Mexican and Guatemala.			Monarch, bbl.			XX Grade		
Bulk			Booth's sliced			Fair.			Fair.			Monarch, 1/4 bbl.			Vanilla.		
Van Anrooy's Pure.			Booth's grated			Good			Fancy			Oven Baked.			2 oz		
1 lb. cans, 6 doz case			Quinces.			Good			Maracalbo.			Sago.			4 oz		
1 lb.			Common			Good			Prime			German			Jennings.		
Bulk			Raspberries.			Good			Milled			East India.			Lemon, Vanilla		
Teifer's.			Lawrence			Interior			Java.			Cracked.			2 oz regular panel		
1 lb. cans, 6 doz case			Hamburgh			Private Growth			Mocha.			Wheat.			4 oz		
1 lb.			Erie			Mandehing			Arabian.			Fish--Salt.			No. 3 taper		
Bulk			Terrapin			Whortleberries.			Roasted.			Bloaters.			No. 4 taper		
BATH BRICK.			Blueberries			Meats.			To ascertain cost of roasted			Cod.			Northrop's		
2 dozen in case.			Corned beef			Roast beef			Coffee, add 1/2 c. per lb. for roast-			Georges cured.			Lemon, Vanilla		
English			Roast ham, 1/2 lb.			Potted ham, 1/2 lb.			ing and 15 per cent. for shrink-			Georges genuine			2 oz		
Bristol			" tongue, 1/2 lb.			" chicken, 1/2 lb.			age.			Georges selected			4 oz		
Domestic			" chicken, 1/2 lb.			" chicken, 1/2 lb.			CRACKERS.			Boneless, bricks			2 oz regular		
BLUING.			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Butter.			Boneless, strips			4 oz		
Arctic, 4 oz ovals			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Seymour XXX.			Halfbut.			GUNPOWDER.		
1 lb.			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Seymour XXX, cartoon			Herring.			Rifle--Dupont's.		
Bulk			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Family XXX.			Holland, white hoops keg			Kegs		
Vegetables.			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Salted XXX, cartoon			Norwegian			Half kegs		
Beans.			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Salted XXX, cartoon			Round, 1/4 bbl 100 lbs.			Quarter kegs		
Hamburgh stringless			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Kenosha			Scaled			1 lb cans		
French style			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Boston.			No. 1, 100 lbs.			1/4 lb cans		
Limas			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Butter biscuit			No. 1, 40 lbs.			Choke Bore--Dupont's		
Limas, green			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Soda, XXX			No. 1, 10 lbs.			Kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Soda, City			No. 1, 10 lbs.			Half kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Soda, Duchess			No. 2, 100 lbs.			Quarter kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Crystal Wafer			No. 2, 40 lbs.			1 lb cans		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Long Island Wafers			No. 2, 10 lbs.			Eagle Duck--Dupont's		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Oyster.			Family, 10 lbs.			Kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			S. Oyster XXX			No. 1, 40 lbs.			Half kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			City Oyster, XXX			No. 1, 10 lbs.			Quarter kegs		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Farina Oyster			No. 2, 10 lbs.			1 lb cans		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Dried Fruits.			No. 2, 10 lbs.			HERBS.		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Domestic.			No. 2, 10 lbs.			Sage		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Apples.			No. 2, 10 lbs.			Hope		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Evaporated, 50 lb. boxes			No. 2, 10 lbs.			INDIGO.		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			California in bags			No. 2, 10 lbs.			Madras, 5 lb. boxes		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Evaporated in boxes			No. 2, 10 lbs.			S. F., 2, 3 and 5 lb. boxes		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			In boxes			No. 2, 10 lbs.			JELLY.		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			20 lb. boxes			No. 2, 10 lbs.			15 lb. pails		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			75 lb. boxes			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Peaches.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Peeled, in boxes			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Cal. evap.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			In bags			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			California in bags			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			California boxes			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Pitted Cherries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Prunelles.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white			" chicken, 1/2 lb.			" chicken, 1/2 lb.			Raspberries.			No. 2, 10 lbs.			" "		
Limas, white																	

PICKLES.	
Barrels, 1,200 count...	24 00
Half bbls, 600 count...	22 50
Small...	
Barrels, 2,400 count...	5 50
Half bbls, 1,200 count...	3 25
PIPPES.	
Clay, No. 216...	1 70
" T. D. full count...	70
Cob, No. 3...	1 20
POTASH.	
48 cans in case...	4 00
Penna Salt Co.'s...	3 00
RICE.	
Domestic...	
Carolina head...	5 50
" No. 1...	5 50
" No. 2...	4 50
Broken...	3 50
Imported...	
Japan, No. 1...	5 50
" No. 2...	5 50
Java...	5 50
Patna...	4 50
SPICES.	
Whole Sifted...	
Allspice...	9 50
Cassia, China in mats...	9 50
" Batavia in bundle...	32
" Saigon in rolls...	32
Cloves, Amboyna...	22
" Zanzibar...	11 50
Mace Batavia...	70
Nutmegs, fancy...	65
" No. 1...	60
" No. 2...	55
Pepper, Singapore, black...	10
" white...	20
" shot...	16
Pure Ground in Bulk...	
Allspice...	15
Cassia, Batavia...	18
" and Saigon...	25
" Saigon...	35
Cloves, Amboyna...	22
" Zanzibar...	18
Ginger, African...	16
" Cochina...	30
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng and Trieste...	22
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	20
Sage...	20
" Absolute" in Packages...	
Allspice...	84 1 55
Cinnamon...	84 1 55
Cloves...	84 1 55
Ginger, Jamaica...	84 1 55
" African...	84 1 55
Mustard...	84 1 55
Pepper...	84 1 55
Sage...	84
SAL SODA.	
Granulated, bbls...	1 50
" 75 lb cases...	1 50
Lump, bbls...	1 50
" 145 lb kegs...	1 50
SEEDS.	
Anise...	2 13
Canary, Smyrna...	4
Caraway...	7
Cardamon, Malabar...	80
Hemp, Russian...	4
Mixed Bird...	4 50
Mustard, white...	9
Poppy...	8
Rape...	4 50
Cuttle bone...	30
STARCH.	
Kingsford's Corn...	
20 1-lb packages...	6 50
40 1-lb "	6 50
" Kingsford's Silver Gloss...	
40 1-lb. packages...	6 50
6-lb. boxes...	7 50
Common Corn...	
20-lb boxes...	5 50
40-lb "	5 50
Common Gloss...	
1-lb packages...	5
3-lb "	5
6-lb "	5 50
40 and 50 lb. boxes...	3 50
Barrels...	3 50
SNUFF.	
Scotch, in bladders...	37
Maccaboy, in jars...	32
French Rappee, in jars...	43
SODA.	
Boxes, English...	5 50
" 4 50...	4 50
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...	85
" 280 lb bbls...	3 50
" 224 lb "	2 50
Worcester...	
115 2 1/2 lb sacks...	84 10
60 5-lb "	3 75
30 10-lb "	3 50
24 14 lb "	3 30
220 lb bbl...	2 50
8 lb sacks...	32 50
linen sacks...	60
Common Grades...	
100 3-lb. sacks...	82 10
60 5-lb "	1 90
35 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
Solar Rock...	
56 lb. sacks...	22
Common Fine...	
Saginaw...	90
Manistee...	90

SALERATUS.	
Packed 60 lbs. in box...	
Church's...	3 30
DeLand's...	3 15
Dwight's...	3 30
Taylor's...	3 00
SEELY'S EXTRACTS.	
Lemon...	
1 oz. F. M. \$ 90 doz...	\$10 20 gro
" N. S. 1 20 "	12 60 "
2 1/2 F. M. 1 40 "	14 40 "
Vanilla...	
1 oz. F. M. 1 50 doz...	16 20 gro
" N. S. 2 00 "	21 60 "
2 F. M. 2 50 "	25 50 "
Rococo—Second Grade...	
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 55
" 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 30
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. E. Fairbank & Co.'s Brands...	
Santa Claus...	3 90
Brwn, 60 bars...	2 10
" 80 bars...	3 10
Lautz Bros. & Co.'s Brands.	
Acme...	3 65
Cotton Oil...	6 00
Marselles...	4 00
Master...	4 00
Thompson & Chute Co.'s Brands	
Silver...	3 65
Mono...	3 30
Savon Improved...	2 50
Sunflower...	2 80
Golden...	3 25
Economical...	2 25
Scouring.	
Sapallo, kitchen, 3 doz...	2 40
" hand, 3 doz...	2 40
SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino...	\$5 18
Cut Leaf...	5 18
Cubes...	4 21
Powdered...	4 57
XXXX Powdered...	5 16
Granulated...	4 44
Fine Granulated...	4 44
Extra Fine Granulated...	4 16
Mould A...	4 81
Diamond Confee, A...	4 44
Confee Standard A...	4 37
No. 1...	4 25
No. 2...	4 25
No. 3...	4 25
No. 4...	4 25
No. 5...	4 18
No. 6...	4 12
No. 7...	4 06
No. 8...	4 00
No. 9...	3 94
No. 10...	3 87
No. 11...	3 81
No. 12...	3 75
No. 13...	3 62
No. 14...	3 44
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 05



TEAS.	
JAPAN—Regular.	
Fair...	217
Good...	230
Choice...	24
Choicest...	32
Dust...	10
SUN CURED.	
Fair...	217
Good...	230
Choice...	24
Choicest...	32
Dust...	10
BASKET FIRED.	
Fair...	18
Choice...	25
Choicest...	35
Extra choice, wireleaf...	40
GUNPOWDER.	
Common to fair...	25
Extra fine to finest...	50
Choicest fancy...	75
Badger...	25
Common to fair...	23
IMPERIAL.	
Common to fair...	23
Superior to fine...	30
YOUNG HYSON.	
Common to fair...	18
Superior to fine...	30
ENGLISH BREAKFAST.	
Fair...	18
Choice...	24
Best...	40
TORACCO.	
Cigars.	
Congress Brand...	\$80 00
Imperial...	70 00
Perfectos...	61 00
Boquets...	55 00
Fine Cut.	
P. Lorillard & Co.'s Brands...	
Sweet Russet...	25
Tiger...	30
D. Scotten & Co.'s Brands...	
Hawatha...	60
Cuba...	32
Rock...	32
Spaulding & Merrick's Brands...	
Sterling...	30
Private Brands.	
Bazoo...	230
Can Can...	227
Nellie Bly...	24
Uncle Ben...	24
McGinty...	27
" 1/2 bbls...	25
Columbia...	24
Columbia, drums...	23
Bang Up...	23
Bang up, drums...	19
Sorg's Brands.	
Spearhead...	39
Nobby Twist...	27
Nobby Twist...	40
Scotten's Brands...	
Kylo...	25
Hawatha...	38
Valley City...	34
Finzer's Brands.	
Old Honesty...	40
Jolly Tar...	32
Lorillard's Brands.	
Climax (8 oz., 41c)...	39
Green Turtle...	30
Three Black Crows...	27
J. G. Butler's Brands.	
Something Good...	38
Out of Sight...	24
Wilson & McCaulay's Brands.	
Gold Rope...	43
Happy Thought...	37
Messmate...	32
No Tax...	31
Let Go...	27
Smoking.	
Cattlin's Brands.	
Kiln dried...	17 25
Golden Shower...	19
Huntress...	26
Meerschaum...	29 50
American Eagle Co.'s Brands.	
Myrtle Navy...	40
Stork...	30
German...	15
Frog...	32
Java, 1/2 foli...	32
Banner Tobacco Co.'s Brands.	
Banner Cavendish...	36
Gold Cut...	30
Scotten's Brands.	
Warpath...	14
Honey Dew...	36
Gold Block...	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless...	26
Old Tom...	18
Standard...	22
Globe Tobacco Co.'s Brands...	
Handmade...	40
Leidersdorf's Brands...	
Rob Roy...	26
Uncle Sam...	28 50
Red Clover...	32
Spaulding & Merrick...	
Tom and Jerry...	25
Traveler Cavendish...	30
Bour Horn...	30
Flow Boy...	30 50
Corn Cake...	16
VINEGAR.	
40 gr...	25
50 gr...	29
\$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 35
" 15 "	1 35
" 17 "	1 80

YEAST.		
Magie.....	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	@ 68
Red Fox.....	1 00	@ 1 69
Gray Fox.....	40	@ 61
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	@ 1 50
Otter.....	5 00	@ 8 00
Wolf.....	1 00	@ 2 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.....	5 50	@ 6 1/2
Part Cured.....	7	@ 8
Full ".....	7	@ 8
Dry.....	6 1/2	@ 8 1/2
Kips, green.....	5	@ 6
" cured.....	7	@ 8
Calfskins, green.....	8 1/2	@ 8
" cured.....	9	@ 10 1/2
Deaconskins.....	10	@ 25
No. 2 hides 1/4 off.		
PEELTS.		
Shearlings.....	5	@ 20
Lambs.....	25	@ 75
WOOL.		
Washed.....	8	@ 13
Unwashed.....	5	@ 11
MISCELLANEOUS.		
Tallow.....	3 1/2	@ 4 1/2
Grease butter.....	1	@ 2
Switches.....	1 1/2	@ 2
Ginseng.....	2	@ 2 1/2
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	46
Granulated.....	2	65
FEED and MILLSTUFFS.		
St. Car Feed, screened.....	\$22	00
St. Car Feed, unscreened.....	21	50
No. 1 Corn and Oats.....	21	00
No. 2 Special.....	20	50
Unbolted Corn Meal.....	20	50
Winter Wheat Bran.....	15	00
Winter Wheat Middlings.....	16	00
Screenings.....	14	00
CORN.		
Car lots.....	52	
Less than car lots.....	54	
OATS.		
Car lots.....	34	
Less than car lots.....	36	
HAY.		
No. 1 Timothy, car lots.....	11	00
No. 1 " ton lots.....	12	00
FISH and OYSTERS.		
FRESH FISH.		
Whitefish.....	2	75
Trout.....	2	75
Black Bass.....	12 1/2	@ 15
Halibut.....	12 1/2	@ 15
Ciscoes or Herring.....	6	0
Bluefish.....	12 1/2	@ 15
Fresh lobster, per lb.....	18	
Cod.....	10	
Haddock.....	8	8
No. 1 Pickerel.....	7	
Pike.....	7	
Smoked White.....	7	
Red Snappers.....	14	
Columbia River Salmon.....	12 1/2	
Mackerel.....	18	@ 25
Scallops.....	35	
Shrimps.....	1 1/2	
Clams.....	30	
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.....	4	
Extra Selects.....	4	
Selects.....	3	
IX L Standards.....	3	
Standards.....	2	

DEPARTMENT STORES.

Why They Are Driving Smaller Traders Out of Business.

A committee of the Illinois Legislature is investigating the department stores of that State on the following points:

1. That, by reason of the operation of large stores under one management and offering for sale and selling all kinds of merchandise under one roof, other property-owners and tradesmen are greatly injured and the value of property depreciated.

2. That in such stores many minors are employed, thereby preventing adult persons from being employed in the usual and proper occupation for which adults should be employed.

3. That the managing and conducting of large stores is injurious to public morality and causes general and widespread injury in various ways.

Frank H. Cooper, of Siegel, Cooper & Co., of Chicago, was recently summoned before the committee to answer such questions as might be put to him. He refused to answer any questions, but produced a written statement, setting forth the department store side of the question, which he was permitted to read. The paper was as follows:

If I may be permitted to express my views on the resolution known as Senate resolution No. 43, under which this investigation is now being held, I would say that it is well known to all the members of the Senate that all stores conducted in towns and villages and small cities carry a miscellaneous stock of merchandise suited to the wants of their community and have stocks of merchandise on hand comprising groceries, dry goods, clothing, hardware, boots and shoes, hats and caps, fancy goods and all such other articles as the proprietor of such a store may desire to deal in.

The department stores in large cities are conducted on the same principle of keeping a miscellaneous stock of merchandise on hand suitable to the wants of that community in which they conduct their business and endeavor to acquire trade by offering the greatest inducements to the public in selling goods at the lowest possible prices.

It is almost axiomatic that every man's success is made by overcoming others in the same business. Success is simply a process of eliminating others from the contest. Whether it be a merchant, a lawyer, a physician or artist, success follows those who have the ability, the knowledge and judgment and give close attention to their work and follow it out to its logical end. Every business man strives to succeed, and the world is full of failures simply because the many in their endeavors fail to exercise that assiduity of purpose, closeness of attention or ability to conduct a business which their more successful competitors have brought to bear. Siegel, Cooper & Co., from a humble beginning, have worked their way up to the standard of success, and the field is free to every merchant to reach that standard by close attention to business, fair dealing and giving the best goods for the least money.

When I came to America, at the age of 23, I started to work at \$5 a week. Without friend or favor I have fought my way to the top, and so have Messrs. Siegel, Keim and Brennan, who all started as cash-boys. The same way is open to all, and will remain open unless our lawmakers should see fit to crush enterprise, perseverance and all that which commends success.

Siegel, Cooper & Co., who conduct a large business under one roof and occupy the largest floor space of any one retail house in the world, are enabled to undersell the smaller dealers, for the following reasons:

1. Having large available resources, they can and do buy their merchandise for cash in large lots.

2. Buying for cash enables them to take advantage of all the discounts, also of the forced sales which occur from time to time.

3. The entire business being conducted under one management eliminates

numerous expenses in various ways which fall upon the smaller retailer.

4. By selling goods for cash only no bad debts are made, and the money, being taken in daily, is being turned over again and again.

5. In this way the stock of Siegel, Cooper & Co. is turned over from ten to twelve times a year, thus preventing the accumulation of bad stock, shopworn or out-of-style goods, while the smaller merchant often turns his stock but once a year and thus accumulates lots of bad stock.

6. By turning over stocks often a small profit on each transaction is sufficient to show profitable results at the end of the year, and by so doing both the consumers and the community at large, as well as the house conducting the business, are benefited.

It is well known to all of you that the smaller the business the larger must be the percentage of profit necessary to defray the expenses. We claim that the so-called department store in a city as large as Chicago is an absolute necessity, for without it the customer living in the suburbs, wishing to buy, say, a dozen different articles, would be obliged to chase all over town to twelve different stores, perhaps located on twelve different streets, the one several blocks away from the other, so that such a customer, who can now secure these twelve various items in an hour or two, would require maybe two days to do the same thing. This would entail loss of time, a great deal of worry and a waste of shoe leather.

We admit readily that on account of having to compete with large department stores the smaller specialty houses cannot secure as large a percentage of profits as they formerly did, and in so far these stores suffer by said competition. But is not the public at large the gainer?

To illustrate: The committee read to me the complaint of thirty-nine photographers, who state that they cannot turn out the same class of work at the same price as Siegel, Cooper & Co. These thirty-nine photographers are therefore sufferers to the extent of having to compete with superior work at a reduced price, but is not the community at large the great gainer? In one word, we increase the buying capacity of a dollar, and hence lay claim to being public benefactors.

It cannot be successfully maintained that Siegel, Cooper & Co. have in any manner in the management of their business injured owners or tradesmen or injured or depreciated the value of property. On the contrary, the establishment of the store of Siegel, Cooper & Co. has greatly enhanced the value of the property in its immediate neighborhood and enabled the city, county and state to derive a larger amount of taxes than heretofore. Nor can it be successfully contended that the establishment of such a store prevents adults from being employed, for it is a fact that with the exception of cash-girls and wrappers, who constitute but a minor portion of the help of the store, nearly all the rest of the employees are of age.

I regard the institution of large stores supplying a good article at a low price as a more genuine philanthropy than endowments inspired through fear of death to secure a select corner in Heaven.

Women Have Rights in Chicago.

Miss Lotto Ott, a Chicago young woman, was called into Judge Hanecy's court, the other morning, as a juror, her name having been drawn from the poll lists. Miss Ott said she knew she would not be accepted as a juror, as she had read about other women being called in, as she was, and discharged; but when the court excused her, she demanded the fee which is paid to men who are called as jurors and for any reason are excused from service. This was \$2, representing one day's pay and mileage from her home to the court and back again. Judge Hanecy said she was entitled to pay the same as men, and she received the money and went away prepared to do a little shopping before she returned home. She was just as happy as a man who escapes from jury duty and gets pay for it.

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.

S. P. Bennett Fuel & Ice Co

Mine Agents and Jobbers for

ALL KINDS OF FUEL.

GRAND RAPIDS, MICH.

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.



A Pillow Fight



Is not an unusual thing with children, for "boys will be boys," but the durability of the cloth, of which the pillows and sheets are made, is an important item to all housekeepers.

Dwight Anchor Sheetings

Are of extraordinary durability, are readily washed and retain their clear white color. For sale everywhere.

MINOT, HOOPER & CO.
BOSTON AND NEW YORK

DWIGHT ANCHOR COTTONS

ARE FOR SALE AT

P. STEKETEE & SONS

AS WELL AS TWENTY OTHER POPULAR BRANDS — ALL AT LOWEST MARKET PRICES.

81 MONROE ST.
10 to 18 FOUNTAIN ST.
Grand Rapids, Mich.

Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

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

Spring & Company.

"GET OFF THE EARTH"

That's the way some people talk. Others make you feel that way.

DO YOU SELL DRY GOODS?

If so, you have a mission to perform. That is, to keep people good-natured and satisfied, and at the same time do yourself a good turn.

CAN IT BE DONE?

We say yes, and have the goods that will do the business. The latest always on hand and of the kind that makes buyers every time.

PRICES—DON'T MENTION IT!

We are way down to BED ROCK. None can beat us on that score.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

One of the most necessary features of a good selling bicycle is a good, practicable tire. A good machine with a poor tire will not run easily, or else the owner will be continually having trouble with his tire—one or the other. In the former case the disadvantage will be the result of a heavy, sluggish tire. Some tire makers still manufacture tires with thick treads. No reason is apparent unless the fabric used is not of good enough quality to permit of a light construction. Still others make and put upon the market, year after year, a tire which is not able to stand two months' usage. These tires are made of no better stuff than those with the sluggish running qualities and generally have to be replaced after being ridden a short time. In judging of the merits of a tire by the wearing qualities, a road tire should never be compared with a racing tire. Racing tires are always made of the best material at the command of the bicycle manufacturer, although the material used depends largely upon who the latter is. A racing tire will wear well if put to the use for which it is intended, but if used on the road it is subjected to many abuses which its delicate fabric was not intended to withstand. Many racing tires are used on the road by careful riders with no bad results, but the percentage of those which do not suffer from this riding is very small, when compared with the whole. A road tire is always made stronger than the racing tire of the same pattern, in order to withstand the rough roads with which it will be brought in contact, although it is not made of any better goods. It is made very light, as a general rule, its weight being measured by the ounce, instead of the pound, although the lightest ones are, necessarily, those made of the very best material. The greater width of the road tire also adds materially to its wearing qualities, as there is more surface to bear the weight of the rider.

The question of which is the most serviceable pattern of tire, the single tube or double tube, has been pretty thoroughly decided by the demand for the two styles. Nine-tenths of all the wheels put upon the market are fitted with double tube tires. These are almost all of the "clincher" pattern, though one or two of them are laced or cemented. The preference is due to the ease with which a permanent repair can be made on a double tube tire. The inner tube is the one which has to be patched and, when the repairs are completed, it is invisible and at the same time the tire is just as good as it was before it was damaged. A single tube tire is very easily repaired, if the damage is small; but, in case of a large cut, it is impossible to fix it on the road. As a general thing, it is impossible to fix it at all if a cut an inch or more is made, as the only way to repair such a cut is to cement a large piece of canvas on the inside of the aperture. As single tube tires are necessarily made endless and seamless, they cannot be opened up for the purpose of inserting such a patch. But one manufacturer of bicycles has ever used the single tube tire exclusively on his wheels, although one other is this year supplying a single tube tire of superior make when ordered. The firm which at first supplied only a single tube is now fitting a double tube clincher tire to its wheels when so ordered. One manufacturer of tires only confines his product solely to the single tube variety. Another makes only a double tube tire, but the remainder all make any kind of tire wanted by any bicycle manufacturer. The demand for double tube tires is greater this year than ever before.

When the wood rim came into favor, it was thought that the single tube tires would gain the ascendancy over the other variety, because no feasible plan was known for using a clincher tire on that kind of a rim. The cemented and laced inner tube tires are at a disadvantage, when compared with the clinchers, for the reason that in removing the inner tube of this kind of tires it is liable to stick to the canvas casing which lines the rubber tire proper. In removing a tube

when it is in this condition, it is liable to be torn or damaged beyond repair. In case of a clincher tire, the inner tube may be carefully pulled out after the tire is taken off the rim and opened up. Various devices have been brought into use, however, which have made the clincher tire a success with the wood rim. They are attached with buttons and wires, by making the point of connection very near the center of the rim, or by making a double clinching arrangement, thus distributing the strain upon the rim, instead of bringing it all on one portion. The latter two are the least bungling and make the neatest connections.

For racing wheels, the single tube tire is undoubtedly the favorite among the "Crack-a-Jacks," as the flyers are called. It can be made the lightest and most resilient, and at the same time sufficiently strong to answer all purposes. When one of them gives out, the manufacturer whose wheel it is on, or the tire manufacturer, will replace it without charge to the rider, so it makes no difference to him anyway. This kind of light tires should never be placed on a wheel which is to be used on the road.

Some of the single tube tires are made self-healing. The ideas are good, but, as yet, they are in a very imperfect state of development. A small puncture will heal readily, with the kind of material used in one of the tires, but a large one will not. A cut invariably means a new tire. Several puncture-proof tires and self-healing tires have been put upon the market, but none of them have yet shown enough merit to make them extensively used. A puncture-proof tire has the same objections as the old style thick tread ones, and has no advantages sufficient to repay the rider for the loss of resiliency. Several of them were on the market last year, but they have all been retired.

The question of a non-slipping tire has been considered at length, as one of the greatest evils a cyclist has to contend with is wet, slippery pavements in a city. No effective antidote for slipping has yet been introduced, although the corrugated tire has some merit. It reduces the danger of slipping very much, although it is by no means a sure safeguard. A corrugated tire has, also, the advantage of a smaller wearing surface, and, consequently, less friction. It also throws less mud when being used on wet pavements.

The one and one-half inch tire is almost exclusively used this season on all kinds of wheels. It helps to reduce weight, but it has to be inflated so hard, to prevent the rim from touching the ground when any slight inequalities are passed over, that it is very uncomfortable for rough riding. On a very hard road it is the best, if the road is perfectly smooth, for it presents less wearing surface. On a soft road, however, the inch and three-fourths tire is immeasurably superior. It rides over a sandy piece of road instead of plowing through it. It can be ridden a little soft without injuring it, and without allowing the rim to touch the ground. It will absorb twice the vibration of a small tire, which is one of the main points of comfort. The original purpose of the pneumatic tire was to absorb vibration. Prior to its introduction, spring frames, spring forks, saddles, and other various kinds of "springs" were in use, making it necessary to build heavy, awkward wheels. It was the vibration in the small wheels of the safety bicycle that kept the ordinary in favor so long after its introduction. Large numbers of the best riders in the country never rode a solid tired safety at all, preferring the old ordinary to the excessive vibration in the small wheeled vehicle. The air tire was what permitted the discarding of so many unnecessary parts of the bicycle, thus giving the present light, enjoyable means of locomotion. MORRIS J. WHITE.

Cairo, Egypt, is to have an electric street railway next year, and bids have been made for a trolley line from that city to the pyramids. A Frenchman proposed to build an elevator to the top of the great pyramid, but his proposition was not considered.

Business Is Business.

An interesting insight into the ways of the ultra new woman was furnished by the testimony in a London court of Mrs. Beauclerk, a stock broker. Mrs. Beauclerk testified that she employed her husband in her office, but that she dismissed him from her employ last August, because of certain derelictions of duty. Whenever she went out she used to lock the door of her private office. "Do you mean to say," asked the solicitor-general, "that if you saw the man you had sworn to honor and obey writing in your private room you would be so hard-hearted as to say: 'Out you go'?" "I should, certainly," was the answer. "If a wife has a perfectly no-account husband to support, she should have the right to put him out."

Unfortunate Affair for Port Huron Druggists.

A drug rate war has been inaugurated in Port Huron and patent medicines are being sold at less than actual cost at wholesale. The reason for this is that a grocer added a patent medicine department to his business and made great cuts in prices on everything in that line. To offset this every druggist in Port Huron made a still greater cut, and are now selling many medicines at less than half the former price.

Massachusetts cotton manufacturers have restored wages to the scale existing before the reduction in August of last year.

Drake's NEW PROCESS Graham Flour

Is an All-Wheat Flour, which is claimed by all who have used it to be a superior article.

DEALERS—If you want a Graham Flour that will make customers out of all who buy it, send for sample and prices. Manufactured only by

O. DRAKE & SON, Armada, Mich.
PROPRIETORS ARMADA ROLLER MILLS.

West Michigan Agents

Also a Full Line of

**CANDEE
RUBBER
GOODS**

**Wading Pants and
Boots.**



**HOSE
BELTING
PACKING**

Everything in Rubber

STUDLEY & BARCLAY

Large Stock

4 MONROE ST.

Prompt Shipment

Grand Rapids, Mich.

BOSTON PATENT PANTS, PATENTED JULY 26, 1892.



BOSTON PATENT BICYCLE PANTS.

**BICYCLE
CLOTHING**

Of all descriptions

We are Exclusive
Agents for

**Boston Patent
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BICYCLE SUNDRIES
BASE BALL and TENNIS GOODS
Agents Wanted

Perkins & Richmond

97-99-101 OLIVER ST.

GRAND RAPIDS, MICH.

Makers of



**Business
Bicycles**

Grand Rapids Cycle Co.

Mich.

Mr. Business Man

You may be thinking of a bicycle; you may want some out-door exercise. If

You're the fellow

Who has worked yourself almost to death in an office, and live too far from business to enjoy walking,

We are laying for

You. We can suggest a remedy that will be valuable to you. Buy a

New Clipper Business Bicycle. IT FILLS THE BILL.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, May 4--J. H. Mohlman & Co. have the sympathy of the trade in the destruction of the new building they had just occupied. They moved in Friday and on Monday night the whole building collapsed and took fire. The insurance companies deny any liability, claiming that the building took fire after the fall and that it was to the fall alone that the fire was due. A long lawsuit over the matter is in order. The loss amounts to some \$200,000.

The coffee market seems to have a streak of "upwardness" this week and holders are mighty firm. While quotations are not exactly higher, they give every evidence of soon going up a peg, and those who are here to buy are not waiting. The invoice value of No. 7 Rio coffee to-day is 16c, at which price it is freely taken. Mild coffees are in about the same position as a week ago, but there is, certainly, a firmer feeling--perhaps due to the general impression that everything is tending upward.

Refined sugar has had a tremendous impulse given it during the week and sales have been larger than for a long time. There is a lull at the moment, but buyers are still sending in excellent orders and the refiners have their hands full to meet the demand without loss of time.

Teas show no animation whatever. Any sort of taste can be suited at any sort of price. Trade is light and the market presents no new features.

Syrups show a much firmer tone, owing, probably, in some degree, to the feeling in sugar, and buyer are taking a good deal of interest in the situation. This is for best grades. Lower qualities are not wanted and are hard to dispose of. Molasses shows more animation, also, and buyers are taking hold with a will for this season of the year. Prime to choice New Orleans molasses is worth from 22@31c for centrifugal and 29@32c for open kettle.

The canned goods market remains in about the same condition that has characterized it for some time. There is no particular change to chronicle in prices. Tomatoes show a slight improvement. Some quite large parcels of cheap peaches have been moved. Not much is doing in the way of future contracts. Some offers of goods are reported to have been made which show no profit whatever to the packers. It is strange that they will go on doing this sort of business. It is simply dishonest. New York State gallon apples are worth \$2.50 @2.60; standard tomatoes, 62½c; peaches, \$1.15@1.22½ for standard all yellow. Prospects are excellent for big crops of everything in this part of the country.

Receipts of really first-class butter have not been large, nor has the demand been active. The trade is of an everyday character. Nineteen cents is the top price for either Elgin or New York.

For new cheese the feeling is one of suspended animation. Nothing worthy of mentioning is being transacted. Quotations are very low, 8c being the extreme.

The lemon market has been one of activity all the week. Although rates at the moment are a shade lower it is not thought they will remain so long, and every indication is toward higher prices for foreign fruits of all descriptions.

There is a slow trade in bean and peas. Choice pea beans, 1894 crop, are worth \$2@2.05. Marrow, \$2.50@2.55.

The Grain Market.

Wheat has held very firm during the week. Receipts in the winter wheat markets have been extremely small--so small that the country elevators would not sell or make any offers, because there is no wheat moving; so they propose to hold on for higher prices. The spring wheat movement has been quite liberal; in fact, above the corresponding time last year, but nowhere near the cor-

responding time two years ago; but it is all absorbed by the Northwestern millers. Some which has been purchased at low ebb is being moved out. Our exports are about the same as last season, but hardly up to what they were two years ago, and foreigners are still of the opinion that they will be able to get American wheat at less than ruling prices. May be they will, but the condition does not favor that conclusion. The visible is about 1,000,000 bushels less than last year at this time and it will decrease faster, as the decrease in receipts is large. Detroit has only one-third the amount she had last year, or only 524,000 bushels against 1,524,000 bushels last season, which shows the scarcity of winter wheat.

Corn has been weak, so has oats, and we look for lower prices in these cereals.

Receipts the past week here were wheat, 79 cars; corn, 24 cars; and oats, 1 car, which is more than the average amount received of wheat and corn, and a very small amount of oats.

C. G. A. VOIGT.

The D. & M. Change Time.

The summer time card of the D. & G. H. & M. Railway is now in effect. Trains to and from the East run on the usual time. Two trains have been added to the Grand Haven service and trains depart for the West at 8:40 a. m., 1 p. m., 5:35 p. m., 7:40 p. m. and 10:05 p. m. This is the best route to take for Milwaukee and Chicago. Berths on steamers are assigned passengers at the city office, 23 Monroe street.

JAS. CAMPBELL, City Ag't.

Simple Method of Testing Milk for Water Adulteration.

A very simple process for testing the amount of water in milk is to mix 1 ounce of plaster paris with enough milk to form a stiff paste and then allow it to stand. With milk of 1.030 specific gravity and a temperature of 60 deg. F., it will harden in ten hours; if 25 per cent. of water is present, in two hours; if 50 per cent., in one and one-half hours; if 75 per cent., in 30 minutes. Heat should not be applied. J. DEBOE.

Grand Rapids Boys to Play Ball.

GRAND RAPIDS, May 4--Noting in THE TRADESMAN of this week that the Detroit traveling men have organized a base ball club, it occurs to me that we must not be outdone by our Detroit brethren and I hereby call a meeting of all Grand Rapids traveling men, without regard to their ability as ball players, to be held at the parlors of the New Livingston, Saturday, May 11, at 10:30 a. m. Come one, come all! J. HENRY DAWLEY.

One Way to Increase Trade.

A live Pennsylvania retailer enlists the services of all the boys in his region by offering a \$75 bicycle to the boy who sends to his store customers whose patronage aggregates the most in two months. Blanks are provided the youngsters and persons buying in each one's favor has the amount of the purchases punched out by the clerk and by him also signed. This is a bright scheme and ought to be a trade winner from start to finish.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: P. M. Cleveland & Son, Nunica. P. B. Sharp, Byron Center. O. R. Johnson, Allegan. W. H. Porter, Jackson. Crandall & Gregg, Luther. Frank Hamilton, Traverse City. Sid V. Bullock, Trufant.

The population of France would remain about stationary if it were not that there is a considerable immigration from the adjoining countries.

PROVISIONS

The Grand Rapids Packing and Provision Co quotes as follows:

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

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, ¼ advance.	
20 lb. pails, ¼c ..	
10 lb. " ¼c ..	
5 lb. " ¼c ..	
3 lb. " 1c ..	

BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	6 50
Extra Mess, Chicago packing	6 75
Boneless, rump butts	10 00

SMOKED MEATS--Canvassed or Plain.	
Hams, average 20 lbs.	10
" " 16 lbs.	10½
" " 12 to 14 lbs.	10½
" picnic	7
" best boneless	9
Shoulders	7
Breakfast Bacon boneless	9
Dried beef, ham prices	11

DRY SALT MEATS.	
Long Clears, heavy	6½
Briskets, medium	7

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

TRIPE.	
Kits, honeycomb	75
Kits, premium	65

BUTTERINE.	
Creamery, rolls	17
" tubs	13
Dairy, rolls	13
" tubs	11½

A. T. BLISS, Pres't.

MAX HEAVENRICH, Treas.

DUNCAN Y. STEWART, Sec'y.

THE JAMES STEWART CO.

LIMITED.

SAGINAW, E. S.

Japan Teas for 1895.

Advices from Japan are to the effect that early picked Teas open up at an advance of four cents per pound over last season, and that indications all point to higher prices on all grades over former years.

We have on hand 1200 ½ chests Japan Teas, nearly all of our own importation, which we offer to the retailers of Michigan at prices that will move them rapidly, if the matter receives their earnest consideration. Samples and prices cheerfully mailed.

Values--14 c. up to 35c.

THE TRADESMAN
Has a FIELD of its own.

THAT'S WHY

Advertisers get RESULTS.

Eggs Wanted!

Prices quoted on application.

NOTE LOW PRICES

On following goods:

Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:	
30-lb. pail	60
20-lb. pail	45
17-lb. pail	40
15-lb. pail	37
1 quart Mason Jars, per doz	1 40
1 pint Mason Jars, per doz	1 00
Per case, 3 doz. in case	2 85
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	
Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6½
12-lb. pails, per lb.	6½
2-lb. cans, per doz.	1 40
5-lb. cans, per doz.	3 50
Pint Mason Jars, per doz	1 25
Quart Mason Jars, per doz	2 00
Pure Sweet Cider, in bbls., per gal.	12½
Pure Sweet Cider, in less quantities, per gal.	14
Maple Syrup, pint Mason Jars, per doz.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, per doz.	9 00
Peach Marmalade, 20-lb pails	1 00
Peach Marmalade in pt. Mason jars, pr dz.	1 20
No. 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included	1 25
No. 1 Egg Crates with fillers complete	33
Special prices made on 100 Crate lots.	

EDWIN FALLAS,
Grand Rapids, Mich.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

**Nine
Other
Great
Specialties
Are**

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

DID YOU NOTICE

S

ON YOUR CRACKERS?

S

EARS'
SUPERIOR
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.

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.

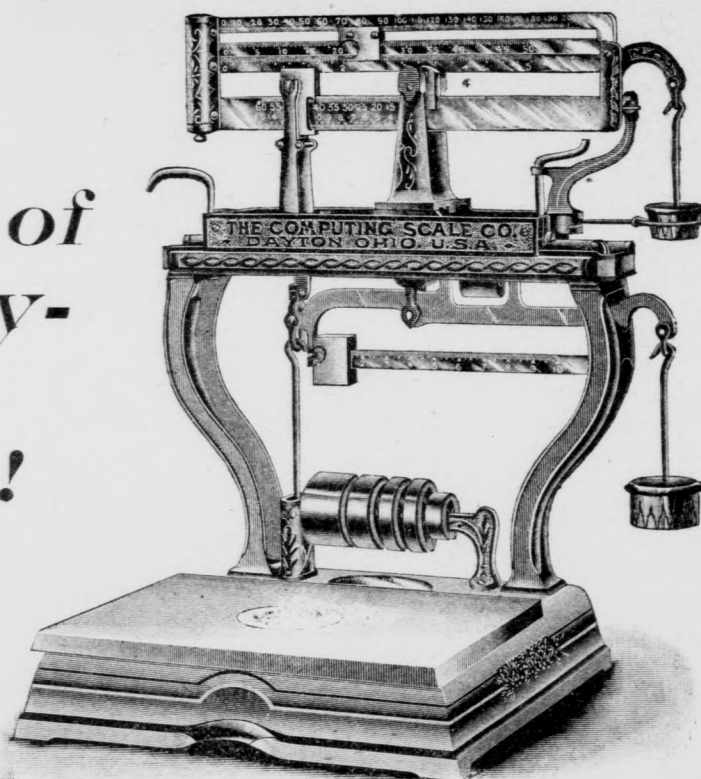
Detroit Branch, GEO. HILSENDEGEN, Proprietor, 310 Woodward Avenue

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, 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.

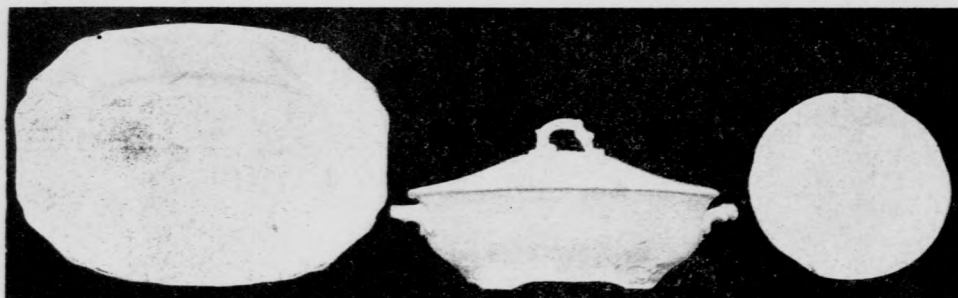
See What Users Say:

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

The COMPUTING SCALE CO., Dayton, Ohio

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



NEW IDEAL SHAPE. Original Assorted Crates.



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

NO. 141910, IDEAL SHAPE			NO. 15168, IDEAL SHAPE		
Orig. Asstd. Cte., Alfred Meakins' White Granite.			Original Assorted Crate, Alfred Meakins' White Granite Ware.		
6 doz 5 inch Plates.....	42	\$ 2 52	5 doz 5 inch Plates.....	42	\$ 2 10
20 doz 7 inch Plates.....	61	12 20	2 doz 6 inch Plates.....	52	1 04
2 doz 8 inch Plates.....	70	1 40	12 doz 7 inch Plates.....	61	7 32
6 only 6 inch Bakers.....	94	47	2 doz 8 inch Plates.....	70	1 40
6 only 8 inch Bakers.....	1 50	85	2 doz 7 inch Plates, Soup.....	61	1 22
6 only 24s Bowls.....	94	47	6 doz 4 inch Fruit Saucers.....	28	1 08
12 only 30s Bowls.....	75	75	2 doz Individual Butters.....	19	38
12 only 36s Bowls.....	63	63	2 only 8 inch Dishes.....	94	16
12 only 6s Open Chambers.....	3 00	3 00	3 only 9 inch Dishes.....	1 13	28
6 only 9s Covered Chambers.....	4 50	2 25	6 only 10 inch Dishes.....	1 69	85
12 only 6 inch Scallops.....	94	94	6 only 11 inch Dishes.....	2 25	1 12
12 only 7 inch Scallops.....	1 13	1 13	3 only 12 inch Dishes.....	2 81	70
12 only 8 inch Scallops.....	1 69	1 69	3 only 14 inch Dishes.....	3 94	99
6 doz 4 inch Fruit Saucers.....	28	1 68	12 only 3 inch Scallops.....	66	66
4 doz Individual Butters.....	19	76	6 only 5 inch Scallops.....	75	38
15 set handled St. Denis Teas.....	37 1/2	5 63	12 only 6 inch Scallops.....	94	94
15 set handled Henhall Teas.....	37 1/2	5 62	13 only 7 inch Scallops.....	1 13	1 13
21 set unhandled St. Denis Teas.....	27 1/2	6 62	13 only 8 inch Scallops.....	1 69	1 69
24 only Oyster Bowls, 30s.....	75	1 50	6 only 9 inch Scallops.....	3 25	1 13
6 pairs 9s Ewers and Bastns.....	7 13	3 57	3 only 7 inch Covered Dishes.....	3 94	66
6 only 9 inch Dishes.....	1 13	56	3 only 8 inch Covered Dishes.....	4 50	75
6 only 10 inch Dishes.....	1 69	85	2 only Sauce Boats.....	1 50	25
6 only 11 inch Dishes.....	2 25	1 13	3 only Pickles.....	1 13	28
Crate and Cartage.....		2 50	2 only 7 inch Casseroles.....	4 50	75
Total.....		\$58 72	3 only 8 inch Casseroles.....	5 06	84
			3 only 5 inch Covered Butters.....	3 38	56

NO. 15116, "SUMMERTIME"		
Assorted Crate.		
4 doz 5 in Plates.....	51	\$3 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 35	68
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
18 doz Teas.....		90 16 20
2 doz Coffees.....		1 05 2 10
3 doz 30 Oyst'r Bowls.....		90 2 70
Crate and Cartage.....		2 50
Total.....		\$63 79

100 PIECE DINNER SET.
Open Stock. \$6.25

All these goods in Open Stock at slight advance.

H. LEONARD & SONS, Grand Rapids