

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

\$1 PER YEAR

VOL. XII

GRAND RAPIDS, MAY 15, 1895

NO. 608

WHEN DEAF MUTES WANT THE
S. C. W. CIGAR

They **DO THIS**



Best 5 cent CIGAR

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

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GRAND RAPIDS.

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

"SIGNAL FIVE"

A Fine Havana Filler Cigar for 5 cents.

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ARTISTIC GRILLES of any design made to order.

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

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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.

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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.

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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.

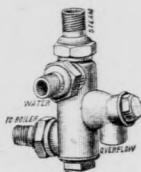
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Absolute Tea!

THE ACKNOWLEDGED LEADER!

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

SPECIFY DAISY BRAND IT IS THE BEST



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STRICTLY FRESH EGGS, **Wholesale Produce**
Choice Creamery and Dairy Butter A SPECIALTY

Northern Trade supplied at Lowest Market Prices. We buy on track at point of shipment, or receive on consignment. PHONE 1300.
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| Hazeltine & Perkins Drug Co. | Ball-Barnhart Putman Co. | Olney & Judson Grocer Co. |
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| I. M. Clark Grocery Co. | Putnam Candy Co. | A. E. Brooks & Co. |

It Has No Equal

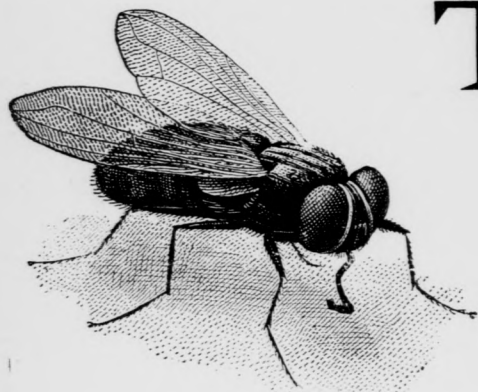


We know it because we sell more each year.
 The Jobber sells more!
 The Retailer sells more!
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 The Babies cry for more, and more mothers write us stating that the

Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods For Quotations See Price Columns



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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

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"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.

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

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18 and 19 Widdicomb Bld.

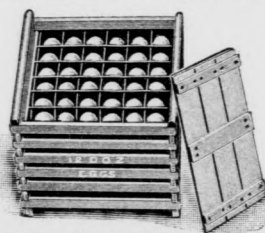
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We are now ready to make contracts for bark for the season of 1895.

Correspondence Solicited.

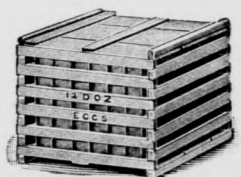


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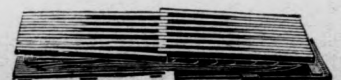
RETAILS AT 25 CENTS EACH, COMPLETE.

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CUMMER MFG. Co.
 Cadillac, Michigan.



MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, MAY 15, 1895.

NO. 608

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.
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Reports on Individuals for the retail trade, house
renters and professional men. Also local agents
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Book." Collections handled for members
Telephones 166 and 1030

THE Grand Rapids FIRE INS. CO.
PROMPT. CONSERVATIVE. SAFE

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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, Bench-
es, Dry Kilns, etc.
Also other property with power for manufactur-
ing purposes. W. M. T. POWERS,
Opera House Block.

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

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.**

5 AND 7 PEARL STREET.

THE INCOME TAX REHEARING.

Less than three days were devoted in the Supreme Court to the arguments in the income tax cases, when adjournment was taken to May 20, at which time the final decision will probably be rendered. What the decision will be is, of course, a matter of conjecture, and will probably remain so, as the Court will not be apt to again permit its conclusions to be announced prematurely, as happened in the first hearing.

It seems to be the opinion of most of those who watched the arguments closely that the decision will be against the constitutionality of the entire law. It is generally conceded that the decision rests entirely upon Justice Jackson, whose absence made the tie possible in the former opinion. His antecedents and general political positions are unfavorable to the law, as a whole, and especially so in its present mutilated condition. In the arguments submitted for the Government there was nothing new that would seem sufficient to change his position.

The principal point urged by the Attorney-general is that a tax on rents, as a part of incomes, is not a tax on land. The Government did not try to defend the equality of the tax, but claimed the right to make exemptions as it should see fit. The argument as to the precedent of the war tax and the illegality of the Government's action at that time, if such a law is unconstitutional, had but little weight. The Government seemed to be entirely indifferent as to the fate of the law if it could not get a reversal on the part declared unconstitutional.

The unpopularity of the law has steadily increased in intensity ever since its adoption and, especially, since the former decision excepting rents and bonds. None of its promoters would own it in its present condition. It has proved such a mine of perplexity and annoyance in the Revenue Department that the officials are heartily sick of it; and if the result of this opinion should leave it still a law, which, after all, is a possibility, a strong effort will be made to secure its early repeal by Congress.

The Grain Market.

Wheat was very irregular during the week. The visible decreased 3,500,000 bushels, when a much smaller amount was looked for, which caused a strong market. Then there were rains in the winter wheat belt, which acted to depress the market. The Government crop report showed a gain of 1½ per cent. over April report, as April showed 81.4. On May 1 the report was 82.9, which tended to depress the market. On top of that came the report of snow and frost, which made the shorts cover and raised the market to near the top on this crop year. While foreign markets do not keep in accord with ours, which is the bear feature of it, and while our exports are rather more than last year, they do not come up to general expectation, and our home stocks are being depleted as fast

now as was predicted, simply because the grain is being taken from wheat centers, as country elevators have none. Detroit is shipping back to nearby mills, so there is only about one-quarter of what there was last year. Report has it that Chicago shipped 100,000 bushels to St. Louis (rather the wrong way). Wheat should move eastward. Then Chicago also sends wheat to Toledo and, it is claimed, to Detroit. The latter we have no doubt about, but it matters not. The great quantity of wheat that lay dormant in Chicago so long is being moved out and when the new crop comes along there will probably be less wheat visible than there has been for three years past. Local receipts are very small, although the mills pay 65c, with Detroit only 67@67½c. One of two things is certain: either farmers have not the wheat they are reported to have or they are holding for higher prices, which they may realize should anything happen to the growing crop. If wheat does not look better and there is no more of it than in this section, the Government crop estimate is too high.

Corn ruled very strong and higher than last week, although it was only a shade weaker the last day. Receipts have been light and the demand from eastern dealers good.

Oats have been contrary to what has been the case of late. Instead of strong they have been weak, and ruled about 1c less.

Receipts during the past week have been: wheat, 55 cars; corn, 17 cars; oats, 10 cars.
C. G. A. VOIGT.

The Credit System a "Colossal Fraud."

GRAND RAPIDS, May 11—In reading several very able and interesting articles in your paper on "The Advantages of the Cash System," I discover very little, if any, allusion to the matter of the possibility or impossibility of maintaining a cash system under present conditions. The facts are, the peculiar system under which business is being done, precludes the possibility of doing an ideal cash business. Our financial system is so constructed and operated as to tend at all times to restrict the necessary volume of money necessary for circulation. We cannot successfully do a cash business with a money adapted only for a credit system. We require a "cash" especially adapted to an anti-credit system.

Scientifically considered, money is a title to a value produced and deposited in the market, as the agency or medium through which exchanges of values are made, be it represented by a corner grocery or a bank. The producer surrenders his title to such value when he becomes a consumer. Suppose, however, the market or his trusted agent has transferred this value to some one upon credit—in other words, no value whatever—how, then stands the relation between these three industrial factors? Are book accounts at a grocery or promises to pay at a bank to be considered substantial values with which to reimburse honest labor? The credit system is a colossal fraud upon mankind from the business of a peanut stand to the affairs of the government of a nation.

O. H. SOLLAU.

You make a bad trade when you sacrifice character for money.

As a result of the interference of Russia in the terms of the treaty between Japan and China the former has consented to forego the occupation of Port Arthur and the possession of territory west of Corea. While Japan is as much entitled to the possession of the territory she has conquered as Russia is to what she has so long been absorbing in Central Asia, she has probably shown excellent judgment in yielding. Even with all the prestige she has acquired as the result of this war she cannot afford to enter the arena of the aggressive nations, like England and Russia. She is wise enough to see that her best interests will be served by pushing the commercial advantages which will accrue from this treaty. Chinese trade will be worth more to Japan than Chinese territory and the early completion of the trans-Siberian railway, with amicable relations between Russia and Japan, will be vastly more valuable than any possessions the latter could hold in the country west of Corea. The commercial significance of the completion of this road to all the countries interested in northern Pacific trade, including the United States, is greater than is generally considered.

The convention of the National League of Musicians, recently held in Cleveland, passed a resolution that in future non-union musicians should be so designated and the word "scab" should be expunged from the official language of the organization. If all labor organization would adopt polite terms to designate those not in sympathy with them it would materially lessen the contempt their language engenders in polite circles; but the leaders appear to think that foul terms are necessary to engage the interest of the ignorant they are trying to control. What they gain in this is more than offset by the loss of respect they cause among decent people.

A Chicagoan named Latta recently purchased from a curio dealer in New Orleans for \$150 a rude collection of old postage stamps. As soon as he reached home he regretted the bargain and sent the stamps to New York for approval. Back came the cheerful information that one stamp alone was worth \$2,000, and that the value of the entire collection could fairly be estimated at \$15,000! It would be wise for people who have old stamps to ascertain something about their value before they sell in Chicago.

The sale of books by department stores at prices far below cost as "leaders" for trade has so badly demoralized the book business of the country that it has been found necessary to call a convention of the National Association, to be held in Brooklyn, Aug. 13 and 14, for the special purpose of devising a remedy for that element of trade demoralization.

Connecticut has passed a law forbidding the posting of bills of any sort on houses, trees and rocks without the owner's consent.

Commercial Aspect of the Bicycle.

Written for THE TRADESMAN.

The twentieth century is already spoken of as the horseless age. While this may be putting it a little strong, there is some foundation for the idea that twenty or twenty-five years hence a horse will be more of a curiosity than anything else, and the bicycle will be the main cause. The use of electricity will have to be combined with the live principles of the bicycle to make it possible to do away with the expense and annoyances incident to owning and driving an animal of the equine persuasion; but the indications are that, so far as the practicability of combining ball bearing and pneumatic tires with electricity is concerned, the problem has been solved. An electric bicycle was exhibited at the World's Fair which worked very satisfactorily. The machine will soon be on exhibition in this city at the salesrooms of Adams & Hart, the West Side carriage dealers, who have seen "the handwriting on the wall" and added bicycles to their line of "horse goods." Opportune mention might here be made that one of the largest dealers in carriages in Grand Rapids have just rented a store in the heart of the city and started in the bicycle business. They all find it profitable, for the reason that a bicycle is now not only a necessity, but, as Fashion has smiled upon this method of locomotion and has put her stamp on the wheel, many now own a "bike" who poohed at the idea a year ago; especially is this true of the fair sex, whom we receive with open arms—of course, I mean figuratively speaking.

Electric carriages built on the principles of the bicycle are already in use in some of the larger cities, though they are now so costly that their sale is not extensive. Experimenting, with the end in view of eventually evolving a pneumatic tired ball bearing electric carriage which will travel at any speed from two to thirty miles an hour at the pleasure of the rider, is constantly going on and very flattering results have been achieved, though the end is not yet. Such a machine will do entirely away with the use of horses for pleasure vehicles, and the same ideas can be perfected for use in heavy traffic. In the rural districts of some sections of the country, steam plows and cultivators have been in use for some time, and when a few principles of bicycle construction have been applied, together with electricity, the use of these will be universal.

For individual locomotion the bicycle, as it is, has already usurped the place of the horse in every branch of life; also in the line of sport, nearly every driving club in the country having lost money last year, while the bicycle race meet promoters made money. This year, driving clubs all over the country are endeavoring to retrieve their lost prestige by securing bicycle races in addition to their regular program. An example is afforded in Grand Rapids, in the offering by the local driving club of \$1,000 for the great Sanger-Johnson race, which is to come off soon. For the good of the sport and the trade in this city it is to be hoped that they secure it.

One thing that has done much to hinder the growth of cycling in this country is the abominable condition of the roads in most states. This same thing will interfere greatly with the use of vehicles

whose motive power is in themselves. However, "good roads bills" are being passed in nearly every state legislature north of Mason and Dixon's line, and in the future the country highways may be passable.

The man who establishes a bicycle livery in any town, large or small, is going to make money fast. In Denver, Colorado, where the streets and roads are all good, a bicycle livery recently started there has almost run the livery stables out of business. In Grand Rapids are two tandems which are rented for \$2.50 per day and \$1 an evening, and the demand for them is so great that application for their use has to be made two weeks in advance. The rent of single wheels, when there are any secondhand wheels to be found, brings \$1.50 per day. As yet, no one has been enterprising enough to start a cycle livery here.

The demand for wheels is so great that the local dealers have almost completely cleared out their stocks. Even old solid tired safeties and ordinaries which have laid in basements rusting for two or three years have been brought to light and sold.

The manufacturers seem to be getting farther behind than ever on their orders, and many persons who have ordered high-grade wheels have to wait so long for them to arrive that they get disgusted and take a cheap wheel instead, preferring to do that, to walking or riding on street cars. The outlook now is that the rush will continue until snow flies, as, once a person gets "the fever," he rests not until he is the happy possessor of a wheel; and it is the regret of all connected with the trade that they cannot supply the demand.

MORRIS J. WHITE.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the MICHIGAN TRADESMAN on Tuesday evening, May 7, Messrs. Harris, Wagner and Lehman were appointed a committee to wait upon the License Committee of the Common Council, for the purpose of securing their favorable consideration of the wishes of the Association in the matter of license fees for the ensuing year.

A considerable discussion followed on the license matter, Mr. Lehman summarizing the situation in the statement that, while Mayor Fisher was disposed to treat peddlers with great consideration, to prevent their becoming city charges, a continuance of this policy for any considerable time would place the grocers where they would be compelled to draw their support from the poor fund of the city.

The new rate card promulgated by the Committee on Trade Interests was discussed at some length and approved.

The matter of employing a regular Secretary, to give his entire time to the Association, was discussed at some length, and, on motion of Mr. Brink, the matter was made the special order of business for the next meeting.

There being no further business, the meeting adjourned.

The tea used in the immediate household of the emperor of China is treated with the utmost care. It is raised in a garden surrounded by a wall so that neither man nor beast can get anywhere near the plants. At the time of the harvest those collecting these leaves must abstain from eating fish, so that their breath may not spoil the aroma of the tea; they must bathe three times a day, and, in addition to these precautions, they must wear gloves while picking the tea for the Chinese court.

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
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523 John st.
Kalamazoo

LEMON & WHEELER CO.**WHOLESALE GROCERS****Grand Rapids****The New Clippers**

Makers of



Grand Rapids Cycle Co.

Mich.

Are said to be among the finest productions of this year. One of Bay City's oldest and most prominent wheelmen recently remarked, after having tried his brother's 20 lb. special built Clipper, "My — runs like an ice wagon, compared with that Clipper." This blank wheel is one of the best known "record breakers" on the market. Our New Clippers

Are Built Like Bicycles.

We test our wheels on the road. All OUR factory space is utilized in getting out Bicycles for those who KNOW a good thing when they see it. Our office force and 90 per cent. of our workmen are practical riders. We test our wheels by practical riders on the road.

BOSTON PATENT PATENTS, PATENTED JULY 26, 1892.

**BOSTON PATENT BICYCLE PANTS.**

West Michigan Agents

CANDEE RUBBER GOODS

Large Stock

Prompt Shipment

BICYCLE CLOTHING

Of all descriptions

We are Exclusive Agents for

Boston Patent Pants Co.BICYCLE SUNDRIES
BASE BALL and TENNIS GOODS
Agents Wanted**Perkins & Richmond**97-99-101 Ottawa St.
GRAND RAPIDS, MICH.

Also a Full Line of

Wading Pants and Boots.

HOSE
BELTING
PACKING
Everything in Rubber

STUDLEY & BARCLAY

4 MONROE ST.

Grand Rapids, Mich.

HESTER'S GODFATHER.

"Two dollars and forty cents!" Hester said, bitterly. It lay upon the table before her in a pile of pennies and small pieces of silver, and over it bent two faces, Hester Wright's and her mother's; faces that had been fair and beautiful, but were pallid with sorrow and the privations of two years of grinding poverty.

Not all at once had they fallen down the slope from wealth to want, although the first crushing blow had thrown them far along the road. From a luxurious home to a small one; from that to a boarding-house; from one to another, each poorer than the last, to a room in a tenement house, until they were at last in a bare cold attic, so scantily furnished that the very emptiness was chilling. They had, at last, reached the point where actual beggary or starvation stared them in the face.

"If we invest the forty cents in charcoal," Hester said, in the same low, bitter tone in which she had first spoken, "two dollars won't pay our funeral expenses."

"Hester! Don't, dear!" her mother said, in a voice full of sorrow, but without one echo of the ring that was in her daughter's. "Don't! God will not desert us!"

"People *do* starve!" was the quick reply. And then, with a wail indescribable in her voice, she cried: "I could bear it alone! I could work, starve, die! But to see you suffer is more than I can endure. My heart is breaking!"

She threw herself into her mother's arms as she spoke, sobbing violently. A creature of impulse, of quick, sudden change of mood, she wept for a few moments, and then stood erect, dashing back the tears.

"I will try once more," she said. "Give me two cents, mother, to buy a newspaper. I will answer every advertisement."

She took from a closet a shabby black shawl and heavily veiled crape bonnet, and began to put them on.

"My birthday, too!" she said, presently, buttoning her well-worn boots. "I am 21 to-day!"

As she spoke, there was a knock upon the door, and a basket was handed in; a shallow, open, round basket, piled with flowers—roses of every tint, fragrant blossoms of various kinds, buried in soft moss and tender green leaves. Upon the top lay a card.

"Harry!" Hester said, hot tears falling upon the blooming gift that lighted up even that dull room. "Oh! he should not do so! Think what that has cost, and he works so hard!"

"He will never learn economy," Mrs. Wright said, gently; "and he loves you so well, Hetty."

"Our one friend," the girl replied.

"Say, rather, your true lover!" said her mother.

"Though he has good cause to hate me!"

And kissing her mother tenderly, Hester went out, down the narrow bare staircase, into the street, where a sharp October wind brought dreary promise of winter's coming. A tall handsome girl, whom mean attire could not render vulgar, she bore herself, even in her heart-sick misery, like a queen, carrying her shapely head with unconscious hauteur, that lessened materially her chance of obtaining work. She had not learned yet to humble herself in manner, even

though her heart burned with bitter humiliation—the humility of shame.

Shame, because two years before, her father, who had reigned as a millionaire, had been detected in fraudulent dealings that led on and on through the mire of dishonesty, forgery, misrepresentation and breach of trust, till, in a prison-cell, he committed suicide.

In his ruin was involved that of others, and the greatest sufferer had been his ward, Henry Ashworth, son of an old friend who had left a large estate in the hands of Marcus Wright, in trust for his only child. For years, Harry Ashworth had been one of Mr. Wright's family, leaving his home only for school or college, and returning to it, naturally, after graduating in the law school, to assume a man's duties.

Utterly unsuspecting, trusting his father's friend implicitly, Harry had never thought of investigating his own affairs, even after he came of age, and Mr. Wright made a show of settling them.

He had loved Hester from the time she was a child, and their engagement caused no surprise in their social circle, though two people more unlike could not well be found.

Hester, tall, dark, stately, yet impulsive, was quick-tempered, liable to look on the gloomy side of life, quick to resent injustice, loving, yet jealous and exacting.

Harry, a blond of the English type, was frank, joyous in disposition, seeking the brightness of all things, confiding and tender—a lover, once won, who could not be inconstant.

When the crash came, and he knew his entire fortune was swept away by the dishonesty of his guardian, it was Harry Ashworth who stood between Hester and her mother and the world; who guarded them, as far as possible, from the indignation of friends turned to enemies, of those who, wronged by the dead man, came to pour out their vials of wrath upon the innocent widow and child. It was Harry who saved a trifle from the wreck by claiming Mrs. Wright's jewels, presents from her relatives on her marriage. It was Harry who, yielding in all else, would not give up his right to protect Hester, but claimed her promise to be his wife, steady and unmoved by her passionate, scornful denunciations of herself, as her father's child.

More fortunate than his betrothed, he had obtained employment as a clerk in a lawyer's office, and had a salary at his command about equal in amount to his tailor's bills of previous years. Friends who turned from Hester's appeals for employment pitied the "victim" of her father's frauds and extended a helping hand to Harry. Yet, with all his love, all his generosity, he could not arrest that downward, struggling fall that had carried his betrothed and her mother to the very verge of desperation.

Hester had not been gone more than ten minutes, and Mrs. Wright was still burying her misery, for the time, in the delight the flowers brought her, when she heard rapid steps coming up the narrow staircase, and the door was opened quickly to admit the girl again, flushed and excited.

"Mamma!" she cried, "did you ever know anybody named Godfrey Holborne? I seem to have some recollection of the name."

[Continued on page 6.]

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.

Summer Goods

Organdies, Challies White Goods (Percales, 60 styles) Lawns, Crepes, Satin Stripe Crepe Mosquito Nets, Palm Fans, Folding Fans, Light Neckwear for Ladies and Gentlemen, in Bow, Teck and Windsor Shapes

COME IN AND LOOK AT THEM.

P. Steketee & Sons

A FULL ASSORTMENT OF DOMESTIC and IMPORTED **CHEESE**

YOUR ORDERS SOLICITED.

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

Chocolates

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

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

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Kalamazoo—John C. Cragin succeeds Noah Dibble in the grocery business.

Allen—B. F. Joiner has removed his general stock of goods to Salina, Kas.

Berlamont—Luce Bros. are succeeded by Tanner & Linton in general trade.

Kalamazoo—Phillips & Keef have sold their grocery business to M. H. Harris.

Flint—D. D. Freeman is succeeded by David Anderson in the grocery business.

Detroit—Martin Brennan has sold his grocery stock to John G. Gascon & Son.

Sand Beach—Chas. E. Pettit succeeds Eugene Carey in the drug and cigar business.

Lansing—Jos. Baumgart has removed his clothing stock from Detroit to this place.

Lowell—D. E. Murray has sold his shoe stock to Jas. Anderson and Clare Findlay.

Fenton—D. J. Bagley succeeds E. E. Bagley & Son in the tobacco and cigar business.

Lansing—Burnett & Clafin are succeeded by E. J. Darling in the grocery business.

Stanton—G. G. Hoyt & Son succeed the Stanton Milling Co. in the flouring mill business.

Entrican—Evans & Steere, general dealers, have dissolved, Arthur J. Steere succeeding.

Ishpeming—Wm. Mandley has purchased the confectionery business of John Kjesboe.

Tecumseh—Schurtz & Mitchell have discontinued the meat business and retired from trade.

Petoskey—C. W. Storm succeeds W. R. Kilborn & Co. in the agricultural implement business.

Eaton Rapids—Frank J. Brainerd will succeed W. D. Brainerd & Co. in the drug business about June 1.

Petoskey—Gatch & Williams are succeeded by Williams & Fry under the style of the Petoskey Cigar Co.

Menominee—The stock of J. M. Smith, wholesale and retail cigar dealer, has been attached by his creditors.

Albion—Keep & Wilder, lumber dealers, have dissolved. The business will be continued by Wilder & Son.

North Lansing—D. C. Hurd has sold his furnishing goods and boot and shoe stock to Blumenthal & Baumgart.

Dundee—M. R. Fletcher & Co., grocers and meat dealers, have dissolved partnership and removed to Ypsilanti.

Ishpeming—Lindberg & Beyer, meat dealers, have dissolved. Gust Beyer will continue the business in his own name.

Mount Pleasant—Morris Seitner has removed his stock of boots and shoes and dry goods from Breckenridge to this place.

Cheboygan—Geo. Greenwood has purchased Geo. H. DeGereaux's stock of confectionery and will add a line of notions.

Lapeer—Moore, Mapes & Carpenter, general dealers, have dissolved. The business will be continued by Mapes & Carpenter.

Bangor—W. D. Allen has sold his drug stock to H. W. Rodenbaugh, formerly engaged in the drug business at Breedsville.

Wayland—C. H. Wharton has purchased the meat market of J. C. Yeakey and will continue the business at the same location.

Allegan—O. R. Johnson has sold his grocery stock to Chas. S. Ford and engaged to travel on the road for the Ionia Knitting Works.

Hart—E. A. Noret has sold his hardware stock to J. H. Colby, formerly engaged in the same business at Rockford and Muskegon Heights.

Hastings—Phin Smith has purchased the F. G. Beamer grocery stock. The only things Phin won't buy are a coffin and a tombstone for his own use.

Flint—Frank C. Phillips has sold his interest in the Foot & Phillips shoe store to Chas. H. Wolverton. The firm name will hereafter be Foot & Wolverton.

Detroit—Maurice Downey, boot and shoe dealer at 299 Grand River avenue, has renewed a chattel mortgage on his stock in favor of H. P. Baldwin, 2d & Co. for \$356.

Petoskey—Dr. W. A. Farnsworth, silent partner in the drug store of A. E. Fisk, has purchased the interest of his partner and will continue the business in his own name.

Bangor—H. W. Rodenbaugh, formerly engaged in the drug business at Breedsville, has purchased the W. D. Allen drug stock at this place and will continue the business at the same location.

Big Rapids—Jas. W. Morton has been appointed receiver of the clothing stock of Will Pike, at Morley, who has been closed up by an obdurate creditor. Mr. Morton will sell the stock in a lump if he can.

Albion—J. S. Millard & Co. have closed out their bazaar stock and will retire from trade. Mr. Millard expects to travel for a ladies' and men's furnishing goods house.

Laingsburg—Gleason & Clark, dealers in dry goods and groceries, are succeeded by Mr. Gleason. Mr. Clark will shortly open a new grocery store in the Hibbard building, which he has purchased.

Mackinac—L. Pauly, formerly engaged in the drug business at St. Ignace, has formed a copartnership with James Gallagher under the style of Pauly & Gallagher for the purpose of opening a drug store at this place.

Eaton Rapids—Will E. Hale and Amos McKinney have formed a copartnership under the style of Hale & McKinney and will consolidate their grocery stocks about June 1, occupying the store building now occupied by W. D. Brainerd & Co.

Detroit—H. S. Robinson & Co. announce that they propose to shortly increase the number of their traveling men to eighteen. They will then cover Michigan, Ohio, Indiana, Illinois, Minnesota, Wisconsin, Texas, Oklahoma, Indian Territory and Nebraska.

Kalamazoo—C. E. Powers for some time past a clerk for Olin, White & Olin and formerly of Vicksburg, has purchased the Farmers' Sheds Grocery of E. H. Ranney. Mr. Ranney has taken an interest in the Dunkley Celery Co. and will devote his entire time to that concern.

Saginaw—Chief of Police Kain has had so many complaints by citizens that licensed peddlers have been selling to the public out of short and unlawful measures, that he has ordered members of the force to keep a sharp lookout and run in any violators they may capture. All unwholesome or damaged vegetables will be confiscated when found.

MANUFACTURING MATTERS.

Lapeer—Henry Schlegel succeeds Mrs. Chas. Schlegel in the tannery business.

Marshall—The Rice Creek Milling Co. (N. H. Perrin, proprietor) is succeeded by Bisbee & Perrin.

Saginaw—Simpson & Emery are erecting a planing mill on the site of the Wiggins mill premises.

Saginaw, E. S.—McCormick Bros., who have been running a lumber yard here, have secured additional capital and will soon remove the yard to the west side on the belt line tracks.

Standish—A planing mill is to be added to the new sawmill outfit of James Norn. The sawmill building is 40x106 feet, two stories, and the planing mill 22x40, one story. The machinery is now being placed in the buildings and the plant will start early in June.

Marquette—The lumbermen in this section have generally a decided opinion as to the value of what lumber they have on hand, and the delay in getting down logs, together with the great probability of "hanging up" a good percentage of them, has not tended to weaken prices any.

Manistee—Some of the sawmills here are so full of orders for bills that they have been compelled to refuse to saw any more for immediate delivery. Some of the mills are not in position to cut special bills yet, while others are not willing to furnish the stuff at going prices, preferring to save their bill logs until later, when they hope for better figures.

Manistee—The Manistee & Grand Rapids Railroad is now laying track on the extension into the city from Filer City, which has heretofore been the terminus of the road. There will be a depot and docks on the river opposite the Canfield office, and a switch into the Canfield & Wheeler mill yard, which will give that firm a chance to ship both lumber and salt by rail should it be deemed advisable.

Hastings—Eugene Carpenter failed to fulfill his contract with the city to organize a stock company to embark in the manufacture of school seats and opera chairs, consequently the old furniture factory plant will remain unoccupied for the present. N. A. Fuller has left the disposal of the property with Sylvester Greusel, who will use his best endeavors to interest outside capital in some enterprise which can use the plant.

Pay for Overtime.

"Say," said the office boy, "I think the boss ought to give me a bit extra this week, but I guess he won't."

"What for?" asked the book-keeper.

"For overtime. I wuz dreamin' about me work all last night."

African Philosophy.

"Casionally," said Uncle Eben, "er young man seems a heap mo' willin' to spen' money on valentines fo'er young lady dan he is ter settle de grocery bill after he marries her."

Messrs. Goossen Brothers, grocers at 31 East Bridge street, know a good thing when they see it, and they say that Shaw's Name File Book, in connection with order slips, is right up to the times. Write to 29 Canal street for descriptive circulars.

Mr. I. J. Cilley, solicitor of patents since 1881, has removed to larger and pleasant offices over 74 Monroe street.

CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

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

MIXED CANDY.			
	Bbls.	Pails.	
Standard	5%	6%	
Leader	6	7	
Royal	6%	7%	
Nobby	7	8	
English Rock	7	8%	
Conserves	8%	7%	
Broken Taffy	baskets		
Peanut Squares	7	8	
French Creams		9	
Valley Creams		12%	
Midget, 30 lb. baskets			
Modern, 30 lb.			

FANCY—In bulk			
	Pails		
Lozenges, plain	5%		
" 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		
Lozenges, plain	60		
" printed	65		
Imperials	60		
Mottos	70		
Cream Bar	55		
Molasses Bar	50		
Hand Made Creams	80@90		
Plain Creams	60@90		
Decorated Creams	90		
String Rock	60		
Burnt Almonds	90@25		
Wintergreen Berries	60		

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

ORANGES.			
California Seedlings—12c, 15c, 17c, 20c, 21c	3.00		
" 20c	3.75		
Messina Oranges, 20c	3.60		

LEMONS.			
Choice, 300			
Extra Choice, 3.0	4.00		
Extra Fancy, 3.00	5.00		
Choice, 350	4.00		
Extra Choice, 350	4.25		
Fancy, 350	4.50		
Extra Fancy, 350, gilt packing	5.00		

BANANAS.			
Large bunches	1.75@2.25		
Small bunches	1.25@1.50		

OTHER FOREIGN FRUITS.			
Figs, fancy layers 16lb	13		
" " 20lb			
" extra " 14lb			
" bags	6½		
Dates, Pard, 10-lb. box	7½		
" " 50-lb. "	5		
" Persian, G. M. 50 lb. box	4½		

NUTS.			
Almonds, Tarragona	2.14		
IVACA	2		
California, soft shelled	2.12		
Brazil, new	2.8		
Filberts	2.10		
Walnuts, Grenoble	2.14		
" French	2.12		
" Calif No. 1	2.13		
" Soft Shelled Calif.	2.11		
Table Nuts, fancy	2.9		
" choice	2.11		
Pecans, Texas, H. P.	2.11		
Chestnuts			
Hickory Nuts per bu., Mich.	3.65		
Cocoanuts, full sacks			
Butternuts per bu.			
Black Walnuts, per bu.			

PEANUTS.			
Fancy, H. P., Suns	5%		
" " Roasted	7		
Fancy, H. P., Flags	5%		
" " Roasted	7		
Choice, H. P., Extras	4%		
" " Roasted	6		

FRESH MEATS.			
BEEF.			
Carcass	6½@8½		
Fore quarters	5@6		
Hind quarters	8@10		
Loins No. 3	11@14		
Ribs	10@14		
Rounds	5½@6½		
Chunks	3½@5		
Plates	3½@4		
PORK.			
Dressed	5@5½		
Loins	8		
Shoulders	7		
Leaf Lard	8		
MUTTON.			
Carcass	6½@7½		
Spring lambs	10@11½		
VEAL.			
Carcass	5½@6		

GRAND RAPIDS GOSSIP.

David F. Wolin has purchased the boot and shoe stock of J. M. Peterson at 131 Stocking street.

John W. Merrick has opened a grocery store at Conklin. The Lemon & Wheeler Company furnished the stock.

A. Giddings has re-engaged in the grocery business at Sand Lake. The Lemon & Wheeler Company furnished the stock.

The John N. Compton Furniture Co., at 523 South Division street, has uttered a chattel mortgage to Henry C. Russell for \$163.10.

J. B. VandenHoek has embarked in the grocery business at 1107 Fifth avenue. The stock was furnished by the Lemon & Wheeler Company.

White B. Randall, of Randall, Argard & Co., boot and shoe dealers at 45 Monroe street, has retired. The style of the company remains the same.

A. Ghysels has opened a grocery store at the corner of Turner and West Leonard streets. The Lemon & Wheeler Company furnished the stock.

The Lemon & Wheeler Company have opened a fruit department in connection with their wholesale grocery establishment, with F. J. Parker in charge.

Church & Snyder, dealers in wood working machinery and engines at 96 South Division street, have dissolved, I. R. Church continuing the business.

Henry J., Charles and William Goossen have formed a copartnership under the style of Goossen Bros. and purchased the grocery stock of Pettit Bros., at 31 East Bridge street. The consideration was \$1,248.37.

D. R. White and D. H. Armstrong have formed a copartnership under the style of White & Armstrong for the purpose of embarking in the jobbing cigar business, having secured the agency of Cuscaden & Safford, of Tampa, Florida.

The morning market, which ceased to exist last November, has resumed business at the old stand—Louis and Fulton streets—and for the next six months that locality will have peculiar attractions for the retail grocers and commission merchants of the city. A couple of weeks ago one lone vegetable wagon inaugurated the season, but on Monday morning of this week the wagons had increased to half a hundred, the principal article of sale being rhubarb.

Gripsack Brigade.

F. M. Tyler, traveling representative for the Howard Furnace Co., sold three furnaces to the M. E. church at Lapeer last week.

In response to the call issued by THE TRADESMAN of last week, a considerable number of Grand Rapids traveling men met at the New Livingston Hotel last Saturday morning for the purpose of organizing a baseball club. Will H. Pipp was elected President and Manager and J. Henry Dawley Secretary and Treasurer. It was decided to meet again at North Park at 3 o'clock Saturday afternoon (May 18), at which time an exhibition game of ball will be played and the Manager will announce his selections for the regular nine. As soon as a little preliminary practicing has been done, a challenge will be sent to the Detroit Traveling Men's Ball Club, with a view to bringing about an exchange

of visits and combats between the two organizations.

Holland Times: Our town had a visit last Friday from the smallest traveling man on the road. It was C. W. Dierdorf, representing the S. C. W. Cigar Co., of Grand Rapids. The gentleman, who is only 44 inches high, is as successful a salesman as any big member of the craft. Mr. Dierdorf is also an expert telegraph operator and is well known in railroad circles.

Robt. L. Hall, general traveling representative for the Allen B. Wisley Co., is jubilant over his election to the position of school inspector for the Seventh ward, Detroit, having carried every precinct in the ward, receiving a majority of 308. The position is for four years and will give Mr. Hall an admirable opportunity to acquaint himself with the educational methods of Detroit.

The Michigan Commercial Travelers' Association has paid the death losses of the late S. S. McCamley and the late A. A. King out of the reserve fund. Assessment No. 3 has been called, payable on or before June 10, to pay the death loss of the late T. C. Manchester, who died Feb. 14 of oedema of the lungs. Deceased joined the Association May 5, 1876, and was 69 years old at the time of his death.

The Railway Committee of the House of Representatives has reported favorably the bill known as "Substitute for House Bill No. 580, File 180," providing for the sale of interchangeable 1,000 mile mileage books, good over any road in the State. Geo. F. Owen gave the matter a boost Saturday by obtaining signatures to two petitions in favor of the bill—one from jobbers and manufacturers and the other from local traveling men.

Purely Personal.

Chas. E. Olney (Olney & Judson Grocer Co) and family have returned from Los Angeles, Cali., where they spent the winter months. They will proceed to their summer home at Thompson, Conn., in about two weeks.

Cyrus Alsdorf, senior member of the drug firm of C. Alsdorf & Son, druggists at Lansing, died May 9 from the results of a disease contracted during the war. Deceased left a widow and three children, two sons and a daughter.

In the death of Theodore H. Hinchman, who passed away Saturday at the ripe age of 77 years, Detroit lost one of her noblest citizens and the business interests of the State are deprived of one of their most prominent representatives.

C. Shay, for the past three years assistant book-keeper for the Lemon & Wheeler Company, has gone on the road for the Worden Grocer Co. He is succeeded by D. J. Huntley, who for the past three years has served the Lemon & Wheeler Company in the capacity of billing clerk.

R. W. Blake, formerly engaged in the hardware business at Kalamazoo, was in town last week for the purpose of investigating the working plans of the Commercial Credit Co., with a view to establishing a similar institution in the Celery City.

L. Winternitz, formerly local agent for Fermentum, but now General Manager of the Fermentum Yeast Co., Chicago, was in town several days last week and remained over Sunday to renew his many acquaintances among the trade. Mr. Winternitz has as many friends to the square yard as any man in the trade.

Chas. R. Visner, tea dealer at 25 West Leonard street, will be married May 30 to Miss Sadie M. Stone, the ceremony taking place at St. James' church at 9 o'clock a. m. under the direction of Father Pulcher. A reception will be given the bride and groom in the evening at the residence of Jos. P. Visner, brother of the groom, at his residence at 331 Bates street.

A. W. Ferguson, who has served R. G. Dun & Co. very acceptably in this field for several years in the capacity of local manager, leaves Saturday for Detroit, where he takes the position of assistant manager of the Detroit office. Mr. Ferguson came to this office as chief clerk and on the retirement of Mr. McWhorter was promoted to the position of manager, in which position he has developed a wonderful amount of executive ability, which enables him to stand high in the ranks of the Dun agency. He carries with him to Detroit the best wishes of the business public with which he has been on intimate terms for the past ten years. His successor is L. P. Witzleben, who has for some years acted as manager of the Dun agency at Marquette.

From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade:

- Eli Lyons, Altona.
- W. H. Wheeler, Cedar Springs.
- John Pikaart, Brookside.
- M. V. Wilson, Sand Lake.

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

PRODUCE MARKET.

Asparagus—15c per doz. bunches.
 Beans—While values on some varieties have settled a little more, there is a steadier feeling, due to an increased inquiry from the West and Southwest. The actual demand, however, shows but a slight improvement, except for export, which has enlarged a trifle. From the fact that orders slightly below quoted rates have been turned down, there is a feeling in the trade that the bottom has been touched, at least for the present.
 Butter—All grades are in ample supply. Choice dairy brings 14@16c, and factory creamery is in moderate demand at 19@20c.
 Beets—Still in market, but buyers can have them at almost any price they choose to offer.
 Cabbages—California stock is about all there is in market, commanding \$1 per doz.
 Cauliflower—\$1.50 per doz.
 Cheese—The market is in an abnormally poor condition and prices have declined fully 1/2c on fancy goods during the week. The quality is irregular.
 Celery—California stock, \$1 per doz.
 Cucumbers—50@75c per doz.
 Eggs—11c per doz.
 Honey—No change in values and a very quiet demand is the record in this department. Small orders are being placed, but no round lots are moving.
 Onions—Home grown are completely played out, there having been no offerings of any consequence during the past week. Bermuda stock is in fair demand at \$1.60 per bu. and green stock is in large supply at 60@8c per doz. bunches.
 Potatoes—The market is still weaker in price than a week ago, local handlers being able to purchase stock at 30@35c per bu. Indiana and Ohio dealers report that the potato season is about over.
 Pieplant—1/2c per lb. The market is fairly glutted with stock.
 Radishes—In ample supply, at various prices, depending on size and quality.
 Spinach—25c per bu.
 Strawberries—Tennessee stock is still coming, but this week will be the big week for the crop of Southern Illinois, which is large in amount and fine in quality. Present prices are 10c per qt., and nothing but a continuance of the present cold weather would cause any upward tendency in the price. It is expected that berries from Southern Indiana will begin to arrive next week.

The third annual meeting of the Michigan Wholesale Grocers' Association will be held at Bay City, convening at 10 o'clock in the morning. In the evening a banquet will be tendered the visitors by the grocers of the Saginaw Valley.

Wants Column.

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

BUSINESS CHANCES.

FOR SALE—DRUG STOCK, CONSISTING OF staple drugs, patent medicines, stationery, blank books, wall paper, etc. Inventorying about \$4,000, for one half cash and two years' time on balance. Cash sales last year, \$5,000. Store has steam heat, electric lights, hot and cold water—everything in first-class shape—and is situated in best town in Upper Peninsula, in mining district. Reasons for selling, ill health, necessitating a removal to a warm climate. Address No. 769, care Michigan Tradesman. 769

FOR SALE—HOUSE AND CORNER LOT ON finest residence street in Grand Rapids. Lot 76x145 feet in dimensions, with alley. House on rear of lot, leaving room for mansion on front of lot. Price, \$9,000. Terms, \$3,500 cash; balance on time. Address No. 772 care Michigan Tradesman. 772

FOR SALE—GOOD STOCK CLOTHING, DRY goods and boots and shoes, at 60 cents on the dollar. Best stock ever offered; fine location; will invoice about \$5,000. Address No. 770, care Michigan Tradesman. 770

FOR SALE—A WELL SELECTED STOCK OF drugs and fixtures complete, located on good street in Grand Rapids. A bargain, if taken at once. Address Chas. E. Mercer, phone 883, 1 and 2 Widdicomb block. 771

HOUSE AND LOT AND VACANT LOT IN Grand Rapids for sale cheap or exchange for grocery stock. Address Box 101, 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

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

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

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

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

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 758, care Mich. Tradesman. 758

MISCELLANEOUS.

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

GRANITE AND MARBLE MONUMENTS, Gravers and all cemetery work. Largest stock. Write us about what you want and we will quote prices. Grand Rapids Monument Co., 81 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. Detenthaler, Grand Rapids, Mich. 760

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

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. 763

SITUATIONS WANTED.

WANTED—SITUATION BY ASSISTANT pharmacist. Good references. Address No. 62, 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. 763, care Michigan Tradesman. 763

HESTER'S GODFATHER.

[Concluded from page 3.]

"He was your godfather! But he went to Colorado years ago!"

"Read that!" Hester said, opening the newspaper in her hand to point out a paragraph, and Mrs. Wright read:

"If Hester Wright will communicate with Godfrey Holborne, 247 L— street, she will learn something to her advantage."

Suddenly there flashed over Mrs. Wright's face a look of hope, long a stranger there.

"I cannot recall it clearly," she said, "but your father told me something, years ago, about some money Godfrey Holborne held for you. It is all very vague! He was a man of whom they said he turned everything he touched to gold. Every speculation he made was a success, and when he went West, his good luck followed him."

"I will go now—to-day!" Hester cried, and then her face fell, as she added, "But, mother, if he has money of father's—it cannot honestly be mine."

"You had better go, dear. I wish I could remember better!"

247 L— street proved to be a private residence; a house of magnificent proportions, furnished with taste and wealth, and Hester was ushered into a room filled with treasures of art and beauty, while her card was carried to the master of the house. He came to her at once, a fine-looking, portly man nearly seventy years old, with kindly blue eyes and a pleasant smile.

"And this is my little godchild," he said, as he took both Hester's hands in his own. "Dear, dear! You were in long clothes when I saw you last. And you have had heavy sorrow. I did not know until yesterday, or I should have found your mother before. I have just come from Europe. You saw my advertisement?"

"It was that that made me venture to call," Hester said, all her pride of bearing broken by this genial reception. "You—you say you know our troubles."

"Yes! yes! But this little affair of ours? It has nothing to do with your father's business. He told you, certainly he must have told you, of your investment with me."

"No! I know nothing about it!"

"So! Well! Well! Why, my dear, I have held some money of yours over twenty years. Did you never hear of your gold mine?"

"Never!"

"How strange! Perhaps your father forgot it! It was just after the war was over! You were a baby, and on the day you were christened your father gave a dinner party to some of his most intimate friends, all gentlemen. I was your godfather, and I mentioned to all the guests the occasion for the dinner. Gold was very scarce in those days, very scarce, and held at a high premium. So we, the gentlemen who were invited to the dinner, made our choice of a gift for you in gold. Dear! dear! how well I remember it all! Your mother presided at the dinner, but left us, after the dessert, to our wine and cigars. But before we began to smoke, your father, at my request, sent for you. You were a beauty even then, a queen of babies. While you sat, erect as a soldier, in your father's arms, we presented you with a silver cup, filled with gold coins, five hundred dollars in all. But after you were taken away the cup still stood upon the table, and your father asked me to invest it for you, un-

til you came of age. He made some jesting allusion to my success in business, and exacted from me a promise to hold the money, 'turn and twist' it, to use his own expression, and return it to you only on your twenty-first birthday. I accepted the trust, taking the gold, and making a careful entry of the date upon which it was to be returned. And this is the day!"

Hester's voice trembled as she said:

"This morning, Mr. Holborne, I counted the money that stood between us and starvation, and it was two dollars and forty cents. I have tried in vain to obtain steady employment, since my father's death. The mantle of his fault," she said, with a ring of the old bitterness, "was supposed to be wrapped about me. No one would trust me. I proposed, far more in earnest than in jest, to invest the forty cents in charcoal and end the tragedy by a deeper one. And now you tell me I have five hundred dollars all my own!"

"Bless the child!" cried the old gentleman, "does she suppose I put the money in an old stocking and locked it up? Five hundred dollars! No, no, my dear! I 'turned and twisted' it, as your father wished, and really, I took quite a comical interest in watching it roll itself up and come out of every investment with flying colors. I kept it quite by itself, and I have a detailed memorandum to show you, if you wish, precisely how your christening present became thirty thousand dollars."

"You are laughing at me!"

"No. I am quite serious. The last twenty years have offered great chances for speculation, and you have been fortunate. And remember, it is yours. I know all. I can speak to you frankly, and I tell you this money is your own, a gift from friends. Your father never held it in his hands. From your silver cup, it went into my pocket! Now! now! to cry over your good fortune! Poor child! There, cheer up! Bright days are coming."

"But," said Hester, smiling through her tears, "surely the money must be yours."

"Not a dollar, not a cent of it! It is yours, honestly and fairly. And now, tell me more of yourself."

There was a long talk, ending in Mr. Holborne's promise to call upon Mrs. Wright, and then Hester, with bank-bills that took her breath away, "just for present emergencies," her godfather explained, hurried home.

It had been Harry who had urged a

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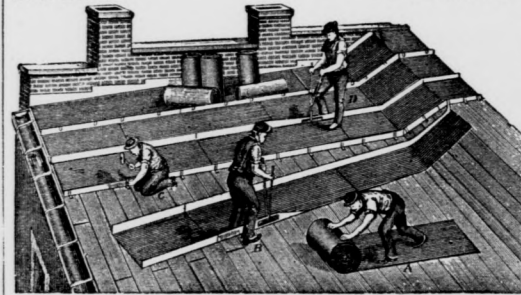
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wedding, to give him a right to care for Hester; and Hester who resisted, refusing to burden him. But, once established in what Mrs. Wright tearfully called "a home of their own, once more," it was Hester who, blushing but bravely, insisted on the ending of their long engagement; and there was a quiet wedding, at which Mr. Holborne claimed a godfather's right to give the bride away.

ANNA SHIELDS.

The Situation in Leather Goods.

Local manufacturers of boots and shoes report an advance in price in heavy leather from 50 to 75 per cent., as compared with six months ago, the advance amounting to from 15 to 25 cents per pair on lower grades of heavy shoes.

Manufacturers have made up all the stock they had on hand and prices are now based on the present price of leather. They are buying from hand to mouth, to cover present necessities only. Lighter goods are not affected so much by the advance as heavy goods, but the recent sharp advance in sole leather has made it necessary for manufacturers of this class of goods to raise prices from 5 to 10 cents per pair. No jobbers can now pay these prices and sell goods at the old prices. Local jobbers are doing the best they can for their customers and advancing prices only as they are obliged to, as they have to buy to replenish stock, as up to this time they have been paying all they were getting for goods, in order to avoid an advance, and it is not possible for them to continue in this way any longer.

No Bargain Days.

"How many stamps do you sell for a quarter?" she said to the stamp clerk at the post office.

"Twenty-five one-cent ones, or twelve two-cent ones, ma'am."

"Don't you give back the one cent change?"

"Certainly."

"Are they the Columbian stamps, or the old kind?"

"I can give you either."

"Don't the old style ones come a little cheaper?"

"No, ma'am."

"I thought they did. They're out of style, you know."

"The Government receives them the same as the new ones in payment of postage, and many people prefer them."

"But their color doesn't match some styles of envelopes."

"I can't help that."

"Couldn't you sell me a dozen of old two-cent ones for fifteen cents?"

"No, ma'am."

"Couldn't you on Friday?"

"No, ma'am."

"But that's bargain day in the stores."

"Possibly, but not at the post office."

"When is your bargain day?"

"We don't have any."

"Not have any bargain day! Well, I never. And my husband told me the post office was run on business principles."

The Whistling Fiend.

"Got any chewing gum?" asked the haggard looking man, who was plainly suffering from nervous strain.

"What kind?" asked the druggist.

"Any kind, so it is noiseless. I want to give it to the fellow who works at the desk next to mine. I haven't been able to keep my books straight for a month."

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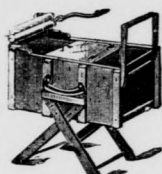
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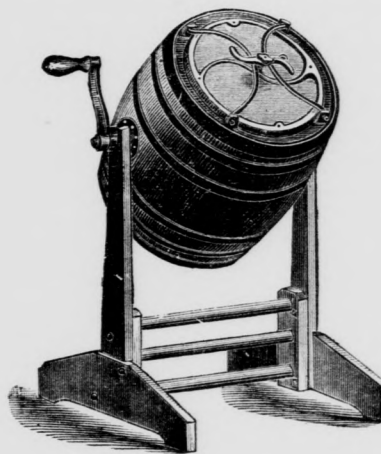
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E. A. STOWE, Editor.

WEDNESDAY, MAY 15.

ARE THE PEOPLE ALWAYS RIGHT?

The expression, *Vox populi, vox Dei*—meaning the voice of the people is the voice of God—is attributed in Camden's "History of England," to Simon Mepham, Archbishop of Canterbury, as the burden of a sermon preached by him when King Edward II, of England, was dethroned in favor of his son Edward III.

The second Edward was a weak-minded king, who was entirely under the influence of Piers Gaveston, one of the most corrupt men of that time. The King became extremely unpopular with his barons, and was hated by his wife, who, with her favorite, Roger de Mortimer, joined in a plot against him and effected his dethronement, the Queen and De Mortimer assuming a regency over the kingdom during the minority of her son, who subsequently became Edward III. It was on the occasion of this dethronement that the Episcopal Primate of England preached the sermon crediting the dethronement to the English people, and declaring that the voice or verdict of the people was the judgment of God.

It is not intended here to discuss the wisdom or godliness of the revolution which dethroned a bad king and placed a selfish and unscrupulous queen and her lover on the throne; but it may tend to further establish the nature of the alleged divine verdict by noting that the dethroned King, who had been imprisoned, was murdered in his cell, as has been charged, by order of the Queen and her favorite. This incident has been related partly to give the origin of the expression about the divinity of the popular decree, and partly to introduce an inquiry as to whether the people's voice is really invested with any divine qualities.

The expression, "*Vox populi, vox Dei*," is probably very much older than the Fourteenth Century. It is as old as demagoguery, and that is pretty nearly as old as the human race. Every fair-spoken, oily-tongued fellow who has been able to gain the popular ear has been accustomed from the earliest time to flatter the people who were foolish enough to second his selfish schemes, with the notion that their voice was the voice of God, that their verdict was the divine will. Nothing is more common than for every demagogue who desires to use the people to employ such claptrap expres-

sions, and the result of it all is that some of the worst men the world ever saw were popular favorites. The most depraved of the Roman emperors and the most bloodthirsty of the leaders in the French revolutions have presented striking examples of this sort of thing.

What is called the people—that is, the mass of the people—is made up of a vast number of individuals, each one of which has his own notions of duty, his own standard of right and wrong, and his own opinions on various subjects of interest. It is impossible to discover what is the general voice, unless the people can be assembled and organized in some particular cause to carry out some design. The most of the people confine their thoughts to matters that most nearly concern their individual interests and they give very little attention to subjects of public duty in the way of politics or patriotism, until they are specially drawn to them.

This is true without regard to classes, those who have the largest property interests at stake being conspicuous for the zeal and activity they display in avoiding public duties, such as attendance on juries and military service. The truth is that the people are right, but their voice possesses divine qualities only when their leaders are wise, honest, unselfish and patriotic. When, on the contrary, the people are following demagogues and self-seekers, then the popular verdict is wrong, because it is dictated by bad men in the interest of selfish designs.

It is astonishing how readily the people, people of education and intelligence, will listen to every sort of schemer who tells them a flattering tale. They will not only listen to him, but they will believe him, and they prove their belief by investing their money in it. How often has been witnessed in this city, and in every city, the spectacle of people pouring out their money upon quack doctors and their quack medicines, while the regular physicians are distrusted. A slippery-tongued rascal can at any time entice men of intelligence into dens of thieves, where they are robbed, when the commonest sort of prudence should be sufficient to warn them of their danger. It is not an unusual thing for ignorant men to stop work, listen to the harangue of some lazy demagogue and straightway a crowd is formed which soon grows into a mob, ignorant of the cause for which it was assembled, but ready to do any bloody deed at the bidding of some unknown and self-appointed leader.

From this it will be seen that the multitude is very often wrong, not because of any lack of honesty, justice and general goodness in the people as individuals, but because, without thinking for themselves, they allow others to lead them, and these leaders are often the least deserving and the most untrustworthy to be found. People are too apt to hear with their ears and not to consider with their minds what is said. Nothing is so readily believed as promises of benefaction, promises to give something for nothing, promises to make everybody rich and happy out of pure disinterested goodness. These promises, and those who make them, ought to be regarded with the sternest distrust and the most active suspicion; but, on the contrary, they are capable of deceiving even the very elect.

The reason for this is simple. Every

person is so selfish that he considers only himself, and, in his desire to acquire benefits, he does not consider that the person who promises benefactions is even more selfish than is he who desires to receive them, and so he is blinded by his own covetousness. When, then, men come with representations that, in order to make all the people of the United States rich and happy, all that is necessary for them to do is to assist in depreciating the money of the country, it is not strange that such doctrines are believed, and thousands and hundreds of thousands of people are carried away by the prospect of a general benefit. They do not see how the great good is to be accomplished, nor do they inquire. They have been promised grand benefits, and they seem to have as little power to resist the flattering but unreasonable prospect as are those people who are enticed into a bunco game and are invariably robbed. No man can honestly get something for nothing, and the masses of the people will only become poorer by following the leadership of charlatans, while the ingenious speculators who put up the job will alone profit by it.

The people are right only when their leaders are wise and virtuous. But when the people follow false prophets, or abandon themselves to the enticements of greed, they are sure to go wrong. They would do well to stop and think this thing over before they commit themselves to any dangerous course.

THE TRADESMAN is pleased to give place, in other pages of this issue, to an excellent address by Mr. Wm. Widdicomb, recently delivered before the Y. M. C. A., of this city, on the mutual relations of employer and employe. The speaker's practical knowledge of the subject from the standpoint of a mechanical workman, up through the grades of employer and manager of a great industrial establishment, and the lifelong interest he has taken in industrial and economic questions, eminently qualify him as an authority on any phase of either question. It is probable that the problem will find its solution along the lines Mr. Widdicomb suggests—profit sharing—and the adoption of any equitable system of profit sharing necessarily sounds the death-knell of unionism, for the reason that trades unionism tyranny can exist only where the exponents of the pernicious doctrine are able to create unnecessary antagonism between employer and employe, and profit sharing tends to bring the two forces closer together and dissipate the insidious influence of the walking delegate. THE TRADESMAN commends a careful perusal of Mr. Widdicomb's address, as it is seldom that so many plain truths are told in so candid a manner within the compass of a single address.

The ship canal to connect the Baltic with the North Sea is to be opened in June. If it had been built by any other nation than the Germans it would be remarkable that its cost did not exceed the estimate, \$40,000,000, nor the time of building exceed that named, eight years. It is sixty-one miles long, 200 feet wide at the surface and 85 at the bottom and its depth of 28 feet is sufficient for the largest ships.

Spanish censorship of the war news from Cuba is not sufficient to keep up the illusion of continued Spanish suc-

cesses. In every considerable battle—and such are quite frequent—it transpires that the Spaniards are the principal sufferers, notwithstanding the Cubans are usually less in number. The insurgent leaders are assuming the offensive and invading the provinces under Spanish control. In a recent battle in Camagüey the Cubans under Gomez, numbering 3,000, defeated 4,500 Spaniards, inflicting great loss of life. It is said that General Campos, who was recently sent to the Island by the Spanish government, with the expectation that he would make short work of the rebellion, is much discouraged and wishes himself well out of the affair. It is probable there is not much significance in the report that the rebellion is likely to be brought under control by the bribing of the insurgent leaders. It is probable that such attempts have been and are being made, but there is too much American patriotism in Cuba for such attempts to be successful.

The Y. M. C. A. of Grand Rapids recently inaugurated a series of discussions on the labor question, announcing that an opportunity would be given to present all sides of the controversy. Rev. Dan F. Bradley and Mr. Wm. Widdicomb presented the ethical and philosophical phases of the question and the advocates of the strike and the boycott were given all the latitude which such blatant demagogues crave. When it came time for the non-union workman (who is twenty to one in numerical strength and intelligence as compared with the union man) and the employer of labor to present their sides of the question, the Y. M. C. A. abruptly announced that the discussion was closed—all of which goes to show the utter unfairness of the man or men who inaugurated and managed the controversy. Had the discussion been placed in charge of a committee of walking delegates it could not have been conducted more unfairly or with greater satisfaction to the cohorts of unionism and rum.

THE TRADESMAN is in receipt of a copy of "The Financial School at Farmerville," published by the Currency Publishing House, 178 Michigan St., Chicago. The book is in the line of Coin's Financial School, except that it advocates bimetalism, instead of the ultra silverism of the latter work. It is written in a readable and attractive style and in the illustrations there is not found the coarseness characteristic of Coin's treatise. The book may not be pushed to the extent of creating such a furor as Coin's has done, but is better deserving of public recognition from the standpoint of literary merit.

The recent financial crisis in Newfoundland and the depression succeeding it, added to the inclemency of that region, have driven many of the inhabitants to emigrate to this country. There were over 1,000 such emigrants during the month of April. The number is limited by their inability to raise sufficient means to pay their passage. It is stated that on the northern shore there is great suffering every year, and many actually die of starvation before the ice permits their relief by fishing vessels. Those coming to this country are desirable accessions, as they are a frugal, industrious and hardy people.

DEPARTMENT STORES.

It is very generally conceded that the department store has come to stay; and if it is a fact that this system of retail distribution is the most economical, that the goods can be sold at lower prices and still yield a fair profit, it is useless to contend against it—it ought to stay. In their development in the great cities, these establishments are already so far beyond the experimental stage as to demonstrate their great profit and their permanence.

But there are features of the department store system, as carried on in most localities, which make it properly the subject of severe criticism and reprobation. This is, especially, the case in the methods of advertising and schemes to catch the popular attention. It is a matter of observation that these stores flourish most luxuriantly in localities where there is the largest proportion of a comparatively ignorant element in which to build up trade. The regular dealers in special lines, located within the influence of this competition, are subjected to constant annoyance and anxiety, not so much on account of the ability of such stores to undersell on the average of their goods as on account of the reprehensible means used to gain the interest and custom of the ignorant classes by selecting standard lines as leaders and selling these goods so low as to demoralize the trade in such lines. To illustrate: Such a store in this city is now displaying lists of prices on watch repairing at one-half the rates charged at any of the large number of reputable jewelry stores in the immediate neighborhood. Of course, the class of custom obtained in this way is vastly different from most of that of the regular stores, but the influence of such quotations is demoralizing to trade and exasperating to dealers. As an illustration of the extent to which such methods are carried, the "Fair," one of the largest and most sensational of the department stores in Chicago, recently celebrated its "anniversary" by selling many lines of goods so far below cost that it was estimated that its losses—or what it gave away—that day amounted to more than \$5,000. Among the schemes advertised was an offer to give \$5 gold pieces for \$4.75. Files of people, extending a long distance, patiently waited their turn to thus obtain something for nothing. It is easy to imagine the class of people represented in such a line.

But this sort of bait is not frequently employed. These Ishmaelites of trade serve their purposes better by selecting such lines as will make as apparant as possible a disparity of well-known or easily-compared prices in their favor, as against the best known dealers. Such methods are peculiarly adopted to the department store plan, as the loss sustained on these leaders cuts but a small figure and is easily made up.

How shall such competition be met? The problem is not easy of solution. From the fact that such concerns can only prosper where there is sufficient of the more ignorant to be caught by their methods we may conclude that the spread of intelligence will be a remedy, but, unfortunately, that is very slow in operation. There is one thing the sufferers should bear in mind, however, the situation can never be improved by attempting to meet the competition with similar tactics. A steady persistence in correct business methods will, eventually, out-ride such interferences, although they

may be exasperating and discouraging while they last. Of course, THE TRADESMAN would not wish to be understood as asserting that such methods are characteristic of all department stores. There are many such operating successfully on as correct business methods as any, and if all were like them there would not be nearly so much said about the serious character of department store competition.

NECESSITY OF FORTIFICATIONS.

The recent complications which have arisen because of British action in Nicaragua and Venezuela have turned the attention of the military authorities afresh to the condition of the country's defenses. It is generally admitted that, in the event of a sudden outbreak of hostilities, none of the ports of the country could be properly defended, except New York. Some show of preparation for defense has been made in the harbor of New York; but, in the case of other ports, not a single modern battery exists, and the old forts have been permitted to fall into decay, until at the present time not one of the guns mounted in them is serviceable, nor are there accommodations for troops to garrison them.

It is realized that it would be impossible to remodel the defenses and construct modern fortifications at the leading ports at short notice; but, while making all the haste possible in securing modern forts, the War Department has reached the conclusion that it would be well to repair the old fortifications and maintain them in good condition. The old forts, if put in repair, would accord some protection, and many of them could be made available for modern armaments with a little remodeling.

The lack of forethought exhibited in allowing the old forts to decay and become worthless, when they could have been maintained in serviceable condition at small cost, is extraordinary, and proves in what a fool's paradise our statesmen at Washington have been living. This neglect cannot be too soon repaired, and, although the work of providing modern batteries and forts should be actively pushed, steps should also be taken, as soon as an appropriation can be secured, to restore such of the old forts as can be repaired.

When the late Russian loan was negotiated in Paris and London last winter, the Rothschilds explained to their co-religionists that they had abandoned their boycott of Russia, as they had received satisfactory assurances from the new czar that the persecution of Hebrews should cease in his dominions. In spite of this a ministerial edict has just been published ordering a more rigorous enforcement of the stringent laws of 1893 against the Jews, and forbidding them from visiting any of the health resorts in the Caucasus and the Crimea.

The announcement of the municipal census of New York City gives Chicago the opportunity to claim first place in population. New York, however, is loud in denial of the correctness of the count and claims still to be ahead of Chicago. This claim will not be possible very long.

It is reported that sardines are very scarce this year on the coast of France, Spain and Portugal and the catch very small. The American minnow is all right, though.

A "Spade's a Spade"

The World over. We call 'em "Spades."

Speaking with a dealer the other day, he asked us, "How can you do better by us than other houses?" Simplest reason in the world—

WE KNOW HOW!

Why are some men better Doctors than others? Some better Lawyers? Why does Mr. Stowe publish a better trade paper than any other in Michigan? Simply because "he knows how."

That's all there is to it, and anyone who "knows how" knows a good thing when they see it.

Here's a "Good Thing!" "Push it along."

Norton Rolled Oats, 18-5s, \$2.85
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Perfect in Quality.
Attractive in Appearance.
Reasonable in Price.
In fact, an all-around "Winner."
Include a case in your next order.

Olney & Judson Grocer Co.

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"GOOD THING--PUSH IT ALONG."

THE RELATION OF THE EMPLOYER TO HIS WORKMEN.

From the Standpoint Of One Who Has Occupied Both Positions.*

You have listened to addresses upon the historical and ethical phases of this subject; also from the position of the trades union. They have been ably presented, and I need refer to them only so far as may be required to make clear some of my points.

I shall consider this subject from the simpler standpoint of our relation to each other in the good city of Grand Rapids—to you, as young men who, by your connection with the Y. M. C. A., have shown a desire to develop your characters, and to me, as having learned my trade here in this city and followed it with a fair degree of success, both as a skilled mechanic and as manager of a business; and of the moderate success with which I have been favored, no share of it affords me more satisfaction than that I was a skilled workman in my trade and that that skill was the most important element in my success. I mention this that you may understand the value of the higher skill and improve the facilities you have through this Association.

It has been assumed that employers and workmen do, or should, occupy a relation antagonistic toward each other, the assumption being based upon the hypothesis that labor is the producer of all commodities; hence, if there is a share that has been separated from the proceeds of the sale of this product and accumulated in the shape of capital, labor has been deprived of that much of its reward. This is the assumption. I can but take exception to it as being plausible only and think it is not supported by safe facts.

We will not discuss this theoretical view of our subject, but will take the relation which young men should bear to it—you who wish to consider the question from the standpoint of what is right—not so much from what seems theoretically exact, as what is best for us here in our position with our employers and what should be our employers' position toward us. So my talk will take up the question somewhat from my own personal experience; for the subject itself compels a degree of self which I can but depreciate.

The last twenty-five years have witnessed a great change in the economic and social conditions of this as well as of other countries. Especially has this change affected the conduct of manufacturing enterprises, introducing methods almost revolutionary in their effect, since a comparison of manufacturing methods of a generation ago with those existing now may disclose to us why these problems which trouble employer and workman have appeared and are so difficult of solution.

In the days of my youth it was expected that the young man should acquire his trade in all its branches and fit himself to take up any part. I worked at all the different parts of furniture making, getting a good knowledge of all. Now, as you all know, a young man is placed where he masters one small part only of a general trade, as many men be-

ing given a piece of work as the character of the work permits it to be divided into. In my boyhood the system of apprenticeship permitted and encouraged an intimacy between employer and workmen which tended to a close personal interest. The shops were small, employing but few workmen, the owner working more or less with his men. This encouraged a development of broad individuality in skillful workmanship that cannot now be expected; and especially was this valuable in promoting pleasant personal relations between the employer and his workmen. I can recall the largest furniture establishment in Central New York, in about the year 1850, which employed some forty men, having steam power and a small equipment of machinery, where all the single young men and the apprentices boarded in the families of the two members of the firm. They were both citizens of excellent reputation, occupying prominent positions in the community, the junior member being the mayor of the city.

Under the impetus manufacturing has received since those days conditions have so changed that, not only does such intimate relation no longer exist, but it is doubtful whether it could be maintained, however desirable it might be. These changes have been produced by the aggregation of capital and the introduction of machinery—labor-saving machinery, it is called, which it may be, in that it permits a great increase in production. Yet I fail to see that it has diminished the physical labor required from each workman, as compared with the manual labor of earlier days.

The employment of large amounts of capital has compelled a system of management which is largely responsible for the loss of the old-time pleasant acquaintance between owner and workmen. No employer can personally know the large number of men he now employs. There is no time, even if he wished to do so; and there has grown up a system of superintendents and foremen, sub-contractors and petty bosses, entirely unknown in former days. All these are barriers between employer and workmen, almost insurmountable. The relation has to be delegated from one subordinate to another until, when the workman is reached, there may be such perversion and misunderstanding that no amicable relation remains. Antagonism even may replace it, but there is no possibility for mutual consideration of differences for mutual adjustment. I can but think that this very aggregation of capital into immense establishments is responsible for much of the differences which seemingly can be settled only by strikes on the one side and lockouts on the other.

Within a very few years after I had become an employer, I realized the difficulties that were impending if manufacturing establishments were to grow without limit to their size. Not only did I then apprehend danger because of differences with the workmen, but because they would tend to absorb or crush the smaller concerns in the competition these larger corporations would develop among themselves.

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*Address by Mr. Wm. Widdicombe before Y. M. C. A.

About fifteen years ago, when traveling to sell the goods manufactured by myself, I frequently passed the then embryo town of Pullman and, naturally, fell into a discussion of the merits of what was planned to be the finest and most complete manufacturing plant in America. I then took the position that it would develop into a menace to other manufacturers and, possibly, a curse to the men employed. Much surprise was expressed at my radical views, but I asserted it would crush competition by its very size and that its capital would be satisfied with a moderate return upon the investment; that it was far better to have twenty small establishments in as many different towns, each with its complement of workmen, owning their own homes, even if they did not have all the conveniences which were to be offered by this model town; and I said with emphasis that twenty small concerns, each with a group of younger men growing up with it in the expectation of some day sharing in the ownership were inconceivably preferable for this American people to that great corporation with its army of paid employes obeying orders issued from some head so remote that it could not be recognized—and I have had no reason to change my views since, for I have continued to look with alarm at this same tendency in our own city's manufacturing interests.

We must admit that, however objectionable this system may be, it is with us, and, doubtless, here to stay. Then the problem is, how can the system be so modified as to eliminate, so far as possible, its pernicious features?

The success of a business depends largely upon the character and ability of its management, and if the management is also the ownership, then the more successful it will be and the more nearly uniform and consecutive will be its methods.

I shall have to advance as one of my theories that no business, and especially no manufacturing business, can be efficiently managed from an office only. Understand me correctly. I mean that the manager must make his presence and personality felt everywhere. This implies that he must have a thorough technical knowledge of the business, with such broad business ideas as will furnish him, not only ability to grasp important matters, but the patience and perseverance required to consider the smallest details when necessary. The manager's knowledge must be so thorough that he can know when the whole establishment is working harmoniously and economically; that each man is performing his duty; and, what is still more important, that each man receives recognition and approval—personally, if possible—for duty well done. From this you will understand that the position and responsibilities of the management require elements of character not often combined in one man; in fact, the successful manager is in a degree the "survival of the fittest," yet this is a position to which every man should aspire. The manager holds the vital position in a manufacturing establishment and every man should appreciate that fact; and, whether he be owner or not, his share in the returns of the business should be in proportion to the success he attains. That the prosperity of the business depends largely upon him cannot be disputed, as evidence of same can be seen every day and every-

where. From this it follows that it is both unjust and unreasonable to assume that the managing share of the returns from the business is secured by depriving the workman of his just portion. A recent writer has said, "A good manager benefits the workman as well as himself; any attempt to get along without him would not only prevent the manager's share from coming into being, but also a portion of what the laborer himself is accustomed to receive." I do not say to you that every man can succeed, yet every man should fit himself to secure such share in the management of affairs in this world as the ability granted him by nature will permit.

There are three methods of adjusting the relation which exists between employer and workman (capital and labor): Profit sharing, arbitration and strikes and lockouts. I give them in the order in which they commend themselves to me.

I have never ceased to feel a certain regret that I withdrew from the manufacturing business, as it had been my ambition that I could some day introduce into my business the plan of profit sharing—not that I had then any apprehension of strikes or disputes in the establishment, for in all my business experience I have had no difference of any kind with the workmen I employed. I have always been thoroughly imbued with the idea that every man has the God-given right to toil for himself. I could realize that this was not practicable for all men, yet I could see through a sharing of the profits in proportion to the ability of all who were engaged in producing those profits. We should approach as near as practicable to the condition that each man is toiling for himself and that through profit sharing he is to receive his share in the results of his labor. We are not of equal strength, either mentally or physically. The conception that "All men are born free and equal" is a glittering generality, a misleading declaration. We are neither free nor equal, and we must be content to accept such of the world's opportunities as our ability can wrest from the chance that falls to us. Chance, or fortuitous circumstance, has much to do with the share we receive here below. We all confidently hope and encourage ourselves that in the better world beyond there will be a more equitable adjustment.

Realizing that these inequalities were inevitable and bore so heavily upon the many who could not attain to positions of eminence, I could see in profit sharing a partial adjustment of this inequality; for the man of exceptional talent or peculiar ability for certain positions would devote a part of his efforts to the improvement of the share of him who was not so well equipped by nature, and thus a partial solution of the strained relation that seemingly exists between capital and labor would be accomplished.

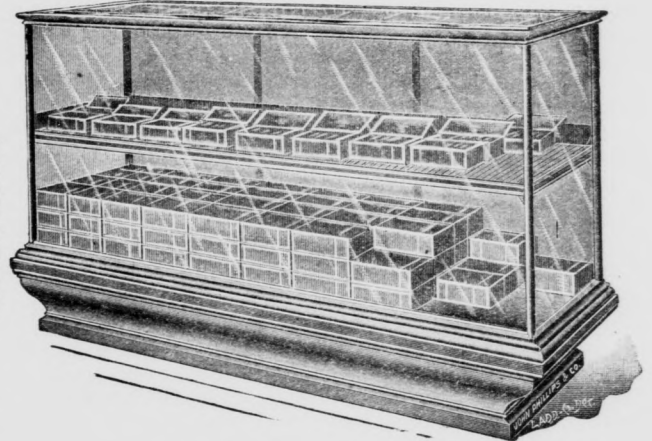
My time is too brief to admit of an extended explanation of the plan, although much of it is simplicity itself and the relation made so mutual that all can concede its merits.

Capital receives the customary rate of interest upon its investment and is responsible for all losses. The balance of the profit is shared by all. The entire wage of each employer being considered as so much capital and added to the capital stock, after paying the interest, the

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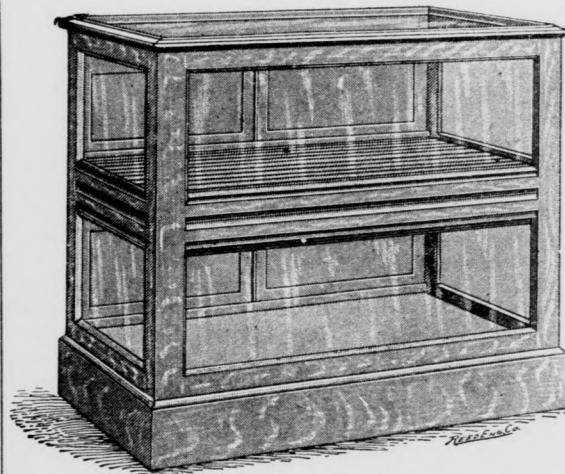
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balance of the profit is divided between the combined wage and capital stock. It was my idea—one that I entertained with much confidence—that this combination of wage earnings and capital would not materially reduce the dividends capital have received. I felt positive that after the system had been given time to become understood and appreciated, the increased interest in the prosperity of the company by all the men employed, the economies practiced by the management (Now, I don't mean the economies which come from reduced wages, but from care exercised), the waste prevented, would meet the additional dividend. This system of co-operation has been in operation in the great manufacturing establishment of Proctor & Gamble, of Cincinnati, for several years and has resulted in all the benefits my imagination pictured in those days when it was a hope only. Not long ago I met an employe of the Proctor & Gamble Co., and I know you would have felt your heart stirred, as was mine, at his enthusiastic account of the working of this profit sharing adjustment of the relation of the workman to invested capital.

For our next method, arbitration, I cannot arouse in myself very much enthusiasm as a mode of settlement of trade differences. The very word implies a pre-existent dispute between the interested parties, a difference that was irreconcilable by the parties themselves and disinterested persons must be called in to adjust the contention. When the demands of the one and the refusal of the other have reached such a stage that they cannot settle the matter satisfactorily, even an arbitration must be disappointing, as one of the disputing parties must fail to get what he has determined are his rights.

That arbitration cannot permanently solve this problem of the relation of capital to labor is certainly shown in the failure to establish legal arbitration for such disputes as arise. No enquiry made under the prestige of State authority has yet made a report recommending arbitration—that is, effective arbitration or compulsory arbitration—at least, I have not found such recommendation in the limited reports of authorities at my command. The celebrated English Commission, which I think sat six years, issuing some thirty volumes of reports, failed to make convincing or satisfactory recommendations, and, finally, rendered the opinion that compulsory arbitration was not practicable. Without the strength to enforce its decree the vital point in an arbitration is lost.

I can see one admirable object which might be obtained by an arbitration commission. It could be authorized to enquire into the facts which enter into a strike or lockout and publish a fair statement, that the public may judge how far the disputants were justified in resorting to extreme measures. Public opinion is a tremendous power with English speaking people, and, when they have correct facts upon which to form their opinions, the party receiving the condemnation of public judgment will hesitate long before it will again invite the censure of an indignant public.

My admiration of profit sharing arises from the fact that when intelligently accepted and honorably acted upon nothing will appear that even needs arbitration. I admit that there are certain in-

dustries that preclude profit sharing, but, in such cases, the spirit that would make profit sharing practicable will bring the disputing parties together upon some common ground, so that the dispute can be adjusted before it ripens into the implacable stage that requires the interference of outside persons. Average human nature when met in the spirit of conciliation will seldom fail to respond in like spirit.

We have yet before us the third method—the lockout or strike. My friend, Mr. Gill, who recently addressed you, gave statistics to show that the strike was a generally successful recourse. Not that he advocated the strike, but gave figures showing that, when used, it proved successful in a large majority of cases. I have to say that, in my opinion, the strike or lockout is not a defensible method of settling trade disputes and is not successful in securing a permanent settlement. It is really a test of the relative strength of the two parties and not of the justice of the issue. While one may be, apparently, the victor, having won his point, the whole contest can be compared only to a war; like a battle at arms between states or races. The vanquished side is not convinced that its position was wrong because it lost the fight. The victor is not always the winner, for to him may be left such loss of strength, and with the other party such vindictive feeling, that the victory bodes no good to either. It is well known that in trade disputes the losing party always consoles itself in the face of defeat with the hope that the fight shall be on again just as soon as a more favorable opportunity appears and he shall have recovered his forces for a better showing. A settlement leaving either party in this mental and physical condition has no permanence in it.

I have always advocated associated effort and have been forward in assisting such organized work, and it cannot be denied that great benefits can be derived from such union of interests, whether trades unions or business associations; but my desire for union is that the best results may be obtained by conservative use of the combined wisdom, more than by resorting to the combined strength. I have often expressed my admiration for the self-denial and fortitude displayed by trades union members when they deem the individual should suffer for the common welfare. It is the noblest trait of the Anglo-Saxon race, and it grieves me that the finest characteristic of our common race should be used to fight out a battle of brute force, when the result might be attained by wise consideration and mutual conference of the interested parties.

I have said that I thought the lockout or strike the most objectionable method of all and that it should be avoided. In support of my position I would cite the present condition of the industrial forces in the Australian States. In that far away region has been enacted by about 4,000,000 people in the past twenty-five years a state and industrial government which gave scope for many modern peculiar ideas; a government adopting many of the social innovations; industrial forces that resorted to the strike and lockout on the least provocation—and, at times, without provocation, for continued success intoxicated the victors. The end finally came in commercial ruin, disorganized trades unions,

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120	2½	bags in a barrel,	@	\$3.00
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starving people—a financial wreck so overwhelming that years and years must pass before recovery.

Organized effort, whether in trades unions or business associations, must be governed by conservative ideas, and in that feature I can but think business associations display more wisdom than the trades unions. If the trades unions were under conservative control we should witness less strikes and more real victory, if the strike is ordered as a last resort.

We all know that the most successful labor organization in the United States is the Order of Railway Engineers. In that great body there is not one strike per year. I might say there is not one once in two or three years.

Order is an exemplification of labor, strength and wisdom, and, if the three were combined, strikes would disappear and wisdom would accomplish all reasonable demands upon capital and the employer. Men should be in control of the union because of their special executive ability, not because they are agitators, and in business unions this feature is kept in sight. Observation has taught the business man that good management is crystallized experience, and control should be given only to those who have shown special wisdom for their part—not because they can talk and incite others. Bill Nye said in a recent letter that "This country is slowly learning—very slowly, too—that the man who makes a brilliant speech may not be the ablest man to conduct the state or its finances." This is equally pertinent in other affairs of life.

There is one trait in the ownership of capital in these United States which I not only deplore but am inclined to strongly protest against, and that is that, when a reasonable competence is secured, its possessor does not retire from business and make room for others. I said that every man should aspire to a share in management and its compensations; yet, if every man who holds the vantage ground of present management does not retire after a reasonable share has been secured for himself, what opportunity is there for others, or the younger men just appearing in the business arena? This is one of the peculiar traits of American character and is responsible for much of the discontent that prevails. The German and French races do these things much better than we do. A moderate competence secured, the possessor is expected to withdraw from the activities of life to the quiet enjoyment of what he has and make way for others, that they, too, may obtain a share. Not only does this serve to stimulate every man, but the community is benefitted. Such examples of modest enjoyment of life produce a degree of tranquility that we do not have. The feeling of resentment that pervades our country at the spectacle of great fortunes accumulated by men still in control of the business that gave them what they have, still unsatisfied, is something very discouraging to the younger generation.

For many years we have enjoyed a prosperity that supercedes all former experience. I will not discuss its causes nor the decline that now prevails. In my opinion, we shall not witness a restoration of either the profits or wages of those years; and for this very reason am I the more forcibly impressed for the urgency of some system which shall

equitably adjust the relation of capital and labor. In times like these the way seems slow and hard, attended with much discouragement, for seemingly the rich grow richer, the poor poorer; but this, apparently only, as the world holds open a door for any energetic man to enter and take a share of its opportunities.

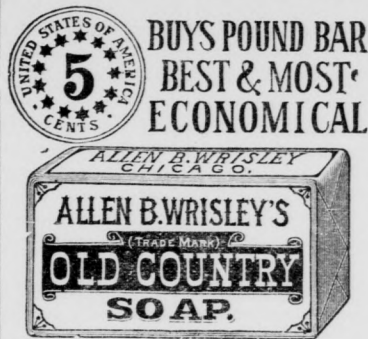
Carnegie has said, "There are but three generations between shirt sleeves and shirt sleeves." I have admired this bit of material wisdom and thought it original with him; yet, this idea prevailed in somewhat different guise 500 years ago. I was startled to meet the same thought in an industrial history of early England, in a quotation from a folk poem of that early time—Langeland's "Piers Plowman," I think. Even then this question of capital and labor was a matter of grave import, and the people of that day realized the mutability of all earthly things as a regulator of fortune. Men may pile up fortunes, but nature's law—terrible in its inevitableness that all things shall pass away and new forms appear—does its stern work here, too. The exceptional ability that accumulates a fortune is seldom transmitted. Nature's law that death, decay and dissolution shall do their work cannot be avoided. In the working of this law does every young man with energy and purpose find his opportunity.

In a course of lectures delivered before the young men of an Eastern city, one was upon the subject of the young man's opportunity. The lecturer, a resident of the town, had been a student of the mutability of this world's affairs and had made a record of the changes within his own observation. His record showed that in a period of fifty years 11 per cent. only of the original owners or their descendants were still in possession of the business or capital of the city. This was an exceptionally conservative New England city, where the vicissitudes of fortune are not as severe as the average community will show. I might cite yet another instance to show that no young man is barred from a place in the business community.

For some object, which I do not now recall, an enquiry was made among the leather manufacturers of Woburn, Mass.,—the center of the shoe leather tanning business of the United States—to ascertain what number had inherited their businesses, and it was found that every man engaged in the business had been in his youth a workman in a tannery. Almost the same facts are to be found in Gloversville and Johnstown, New York, the center of the glove industry of the country.

You young men should study these facts and feel your courage rise, for it is inconceivably better that you should develop into the future manufacturers of this city than that they should be represented by aggregations of capital, conducted by salaried managers. You should strive to accumulate capital, work to fit yourselves for a business career, for men who have felt the pressure of life are better fitted to sympathize with, and adjust the problem of, capital and labor. Do not denounce capital or express a contemptuous disregard for it, as it is the vital element for business success.

You gather from what I say that my solution of this problem is that mutual consideration and concession should pre-



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vail; that every man should endeavor to fit himself to fill higher positions. Some may say this is optimistic, visionary; yet it cannot be denied that these difficulties did not appear in this country in the earlier days when these better forces were at work.

I have no confidence in any state aid or state interference, and think dismal failure will follow such socialistic attempts. I pin my faith to individual effort—to you, young men, rather than to regulation of capital and labor; for I would have the young men seek to get these positions and capital for themselves and inaugurate a better order of things than we who are passing from the stage of life have done.

The Advantages of the Cash System.

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

I note the agitation in THE MICHIGAN TRADESMAN of the advantages of the cash system over the credit system, which is the system we are all using, more or less. The majority of us aim to sell goods or merchandise, or, rather, to dispose of the same so as to do as large a business as possible. I have learned by the credit system that it is a very small matter to dispose of merchandise, but it takes a keen business man to sell goods on credit and get pay for them without a loss of from 2 to 50 per cent. and keep on good terms with his customers at the time of settlement. If you sell for cash you have the good will of all good customers; with dead-beats no one wants to be on good terms. If you are, the dead-beat is going to take advantage of you, sooner or later, if you trust him.

If you will not trust him, he is going where he can get trusted; and, when he can get no more credit, he will come and pay you the cash and shun the man whom he owes. How many of you see an occasional customer who is owing you go to your neighbor with cash! Why? Because he owes you and does not owe your neighbor. How many merchants have gone to the wall with their ledgers full and no money to pay their creditors! How many are to-day struggling for an existence on account of credit! How many are good-natured as they turn the leaves of the ledgers and see the figures staring them in the face! How persistently have they always to look and watch their chance to get a small old account! They are compelled to take anything they can get at double its value. How they must figure on the bills coming due and past due and notes maturing with no funds to meet them. It is somewhat different with the merchant who sells for cash. He has the money in his till for the bills not due when they mature; but he can discount them from 1 to 8—yes, sometimes 10—per cent. Did you ever stop to figure on the difference there is between discounting and paying interest? There may be a few people who have funds enough to extend credit and carry the community and also discount their bills, but they are few and far between. If you sell for cash you will not have to pay lawyer's and collector's fees; you will not be sick if you look over your ledger; you will not be sick when the agent comes to sell you more goods, and you will have no excuse to make to him for non-payment of bills; you can buy closer. The agent will always have some leader for you which he will not be afraid to sell you. His house will urge that he must sell you, he

must stop at your place; but he need not mind your credit neighbor, or must not sell him to exceed a certain amount. You can do justice to your customers, for you can sell them more for their money. The consumer can make his money go farther, and when his pay-day comes he need not pay out his last cent and start a new account or pay for a dead horse, but he can look for bargains, which are always to be found at the cash stores.

The fact is, the cash system is the only true system for success, not only for the merchant, but, also, for the laborer, mechanic, manufacturer, retailer or wholesaler, and the sooner we start, the better for all concerned. We will be able to buy cheaper, sell cheaper, help the needy, take more comforts for ourselves and others, the poor will not always be in debt, the merchant will be happy, the physician will smile, the manufacturer will be contented, the laborer will have more money, the mechanic will have a bank account, the printer will be rejoicing, the farmer will have money left after paying taxes, the business man and wholesaler will have their capital at their command, the banks will have plenty of money in case of hard times, and the lawyer—well, he has all the law to himself and knows how to use it to his best advantage. Let us all join hands and see if we cannot run on a cash basis, and we will not begrudge it.

SIMON LIEFFERS.
Eastmanville, Mich.

Hopeful Business Indications.

From the Iron Age.

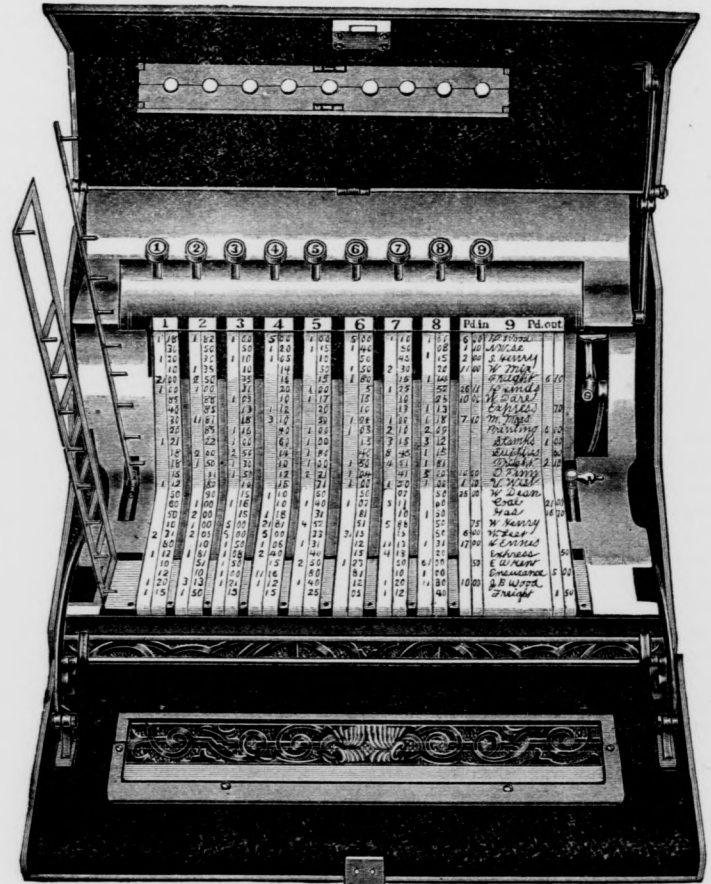
An indication of improvement, although it may be regarded as of a negative character, is the stubborn resistance to further concessions which is manifested by many manufacturers. It is no longer easy to induce a manufacturer to discount his bottom price. The limit of endurance has been reached, and the gradual increase in consumption forms at last a basis on which to rest a stand for better prices. If this is once established so that buyers are convinced of it, a general movement to stock up may be expected, and the country is so bare of stocks of manufactured goods that even a moderate impulse in this direction cannot fail to exert a mighty influence along the whole line. The West is particularly short of stocks, as shown by the urgent demand for prompt shipment whenever orders are placed, and it would not be surprising at any day to find the buyers of that section taking all kinds of goods with something like their old-time vigor. Reports from the most impoverished districts, sorely stricken by drought last year, state that the people are bravely making preparations for the coming year's battle with nature's forces, and that they have every reason to expect their labors to meet with success. If they do but fairly, other parts of the West will do grandly, and heavy business will again rejoice the hearts of the managers of the great east-and-west lines of railroads. But it is by no means an insignificant fact that the earnings of some of the greatest of these systems are even now increasing. The opening of spring has quickened the energies of the people, and the general resumption of outdoor operations has necessitated the movement of much material, creating a traffic that may continue of goodly proportions until the crop movement begins.

The best tea in Japan is raised in districts where the snow often falls to the eaves of the houses. Many plants will survive under such snow that are not hardy even in the Southern States. By the same rule some varieties of Japanese lilies will survive Vermont winters that are not hardy in Missouri.

Use Tradesman Coupon Books.

We Appeal

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



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

REMEMBER THAT WITH THE

Champion

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

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

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

MANUFACTURED ONLY BY

CHAMPION CASH REGISTER COMPANY,

GRAND RAPIDS, MICH.

LOOKING BACKWARD.

Interesting Antiquities from the Nineteenth Century.

From THE MICHIGAN TRADESMAN, June 10, 1895.

Living as we do in the advanced civilization of these closing years of the twentieth century, much of the history of our ancestors, even as recent as a hundred years ago, would seem like an improbable dream were it not for the relics continually being brought to light, reminding us, only too forcibly, of the crude barbarism of those by-gone days.

We herewith present impressions from some old printing plates recently unearthed and brought to THE TRADESMAN office for identification. It has required no little amount of study and research to find the significance of these uncouth and apparently meaningless "certificates," but the pains taken has been well repaid in recalling many of the curious conditions of industry obtaining at that time. There are very few among the older inhabitants who will recognize them or recall the yoke-like servitude to which the lower classes of that time were subjected by the many organizations, two of which used these plates as emblems. They carry us back to the period immediately succeeding the Spanish inquisition and including the exiles of Siberia, the Molly Maguires, the Mormon superstitions, the Clan-na-gael, etc. History tells us that in those early days every class of artisans had its peculiar emblem, among them the hod carrier, the teamster, the milk peddler, the boot black, the knight of the cuspidor, the dock walloper and the coal heaver and including many other difficult avocations similarly requiring many years of constant application in their acquirement. Our illustrations represent two among the many.

The first represents what was known



as the cigar makers' union and was placed upon all goods manufactured by the adherents of that society. The ignorant classes were led to believe that all other goods not protected by this stamp were poisonous or injurious to health. Those too intelligent to be thus deceived were waited upon by a committee whose business it was to terrorize them into using only those goods. The penalty for refusing to do so was utter annihilation from the business world. The potency of the label was frequently injured in the minds of the more ignorant when it was found that the most vile and poisonous goods became suddenly "purified" when the manufacturers joined the organization, although they had made no other change in the method of manufacture.

The method of joining these organizations are said to have been very curious. The candidate, after swearing allegiance, was compelled to kiss the left heel of the most high and astute shagnasty, or ruler. This was a symbol of the part of the obligation which subjected the candidate to absolute and unquestioning obedience to this official or his representatives, called "walking delegates."

It is difficult at this time to realize the degree of subjection to which the slaves of these organizations were brought. There were many under the yoke who did not dare to taste a loaf of bread that

did not have an impression of the great toe of the grand shagnasty. Even the poor old lady around the corner who baked a few loaves extra to sell was obliged to pass the humiliating ordeal of joining the organization to enable her to procure a few impressions to put on her bread unless she might be fortunate enough to find purchasers who preferred the bread without the coarse emblem and the odor it suggested.

The second emblem represents what



was known as the painters and decorators' union, a more recent organization, dating back to a short time after the people ceased using old newspapers on their cabin walls. This would be comparatively unimportant, as the organization was insignificant, were it not combined with the emblem of a much older organization, known as the typographical union. This will be seen in the lower left hand corner. It is curious that the operation of the rules of unionism made it necessary to thus use the emblem of the society making the labels for others, so that all except the printers' labels, were double barreled. This organization is said to have been the father of all the other industrial "unions." It was one of the most peculiar associations doing business at that time. Without incorporation, capital stock, liabilities or visible assets of any kind, it at one time took charge of many of the large newspapers and publication enterprises in the world, including the great publishing house supposed to be run by the Government. All such periodicals and publications under their supervision carried this emblem at the head of their editorial column—that is, the column supposed to be used by the editorial staff to express its unbiased and individual opinion on matters of great public import—but, necessarily, it soon lost its meaning and strength of argument, when it became known that each article had to be passed upon by the most high shagnasty; otherwise, utterances not in accord with the ideas of the "gang" might appear and the publication would be cut from the list and the individual who, unfortunately, owned it, and did nothing but furnish the brains to keep it in existence and the money to pay the bills would be obliged to take charge of it himself and publish it with people called "rats," who did not belong to the association and, probably, derived their name from their natural instinct to flee from sinking ships.

To those whose memories carry them back to the closing years of the rule of these societies it seems like an improbable dream. They were halcyon days for the botch, the bum and the loafer, as the badge of superior workmanship could be secured by anyone who had the price and the "influence" with the most high shagnasties. It is only recently that the country has fairly recovered from the bad effects of such conditions on the younger generation, in destroying all ambition for superior workmanship

Pop Corn Goods!

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

Penny Ground Corn Cakes in
Molasses Squares
and **Turkish Bread**

Are Tip Top Sellers.

DETROIT POP CORN NOVELTY CO. 41 JEFFERSON AVENUE
Detroit, Mich.
ESTABLISHED THIRTY YEARS.



A SURE THING



Is what the average dealer is looking for. When he sells a customer goods he wants the fact of realizing a profit and getting a duplicate of the order to be a "sure thing" In selling goods of our manufacture, you take no chances—they are well and favorably known, and while not always the lowest in price, they are ever of standard quality and always satisfactory.

PUTNAM CANDY CO.

The Sun --- Draws Water You Can Draw Trade

From all parts of the world without apparent effort.

From all directions almost as easily if you handle our Famous Brands of Spring and Winter Wheat Flour, our Celebrated Feed and our well-known Specialties.

IT PAYS to buy where you can get EVERYTHING you need. IT PAYS TO BUY OF US.

BECAUSE our goods are continually advertised all over the State.

BECAUSE people KNOW them.

BECAUSE people WANT them What people want they BUY.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

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Spurgeon used to say that the best committee consisted of three members, with two of them sick. Whatever may be the number of those associated for a definite purpose, there is usually one who leads, either by his superior ability, or by his skill in manipulation. When more than one such man is found in the same organization, their energies will be expended in the contest for supremacy, and the result will be nothing but confusion. Where no man leads, no useful work is done. Where one man leads, there are great possibilities both for good and evil. He may accomplish the most abominable things, and yet the public may be unable to locate the responsibility. The same skill which enabled the leader to bring to pass what he desired will often enable him to hide the machinery by which he works his will.

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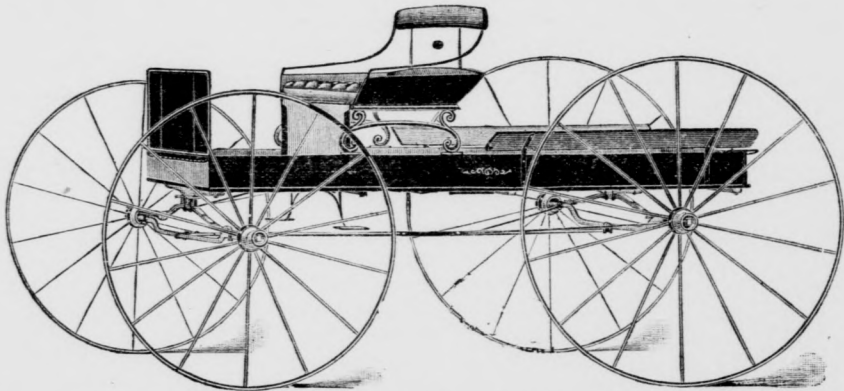
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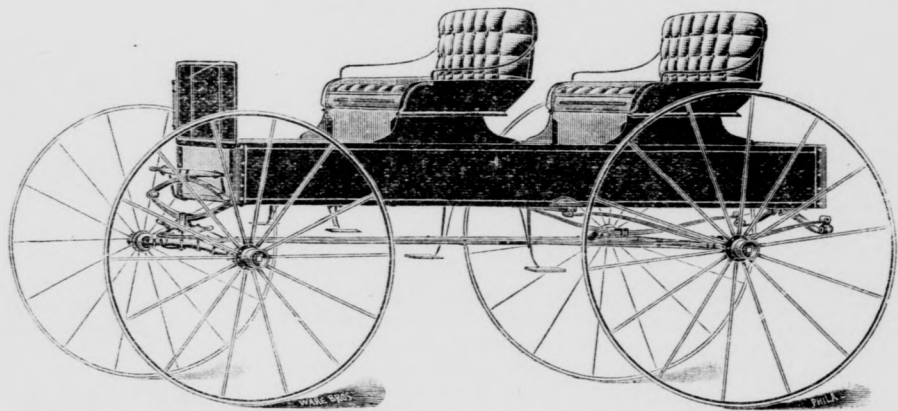
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GRAND RAPIDS



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GRAND RAPIDS.

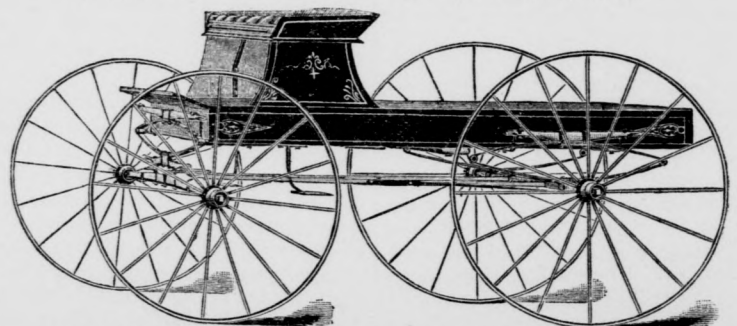
CARRIAGES, WAGONS

Harnesses, Harrows,
Plows, Cultivators.

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These cuts represent the Newest and Latest

Street Sailors

For Ladies and Misses, in Black, White, Brown, Navy and Ecu.



MYSTIC.

LAKEWORTH.

NEWPORT.

MARVEL.

Fancy Braid, per doz.....\$3 50
 Union Milan, per doz..... 6 00
 Fine Milan, per doz..... 9 00

Send your ordersto



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Manufacturers and Jobbers of

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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.

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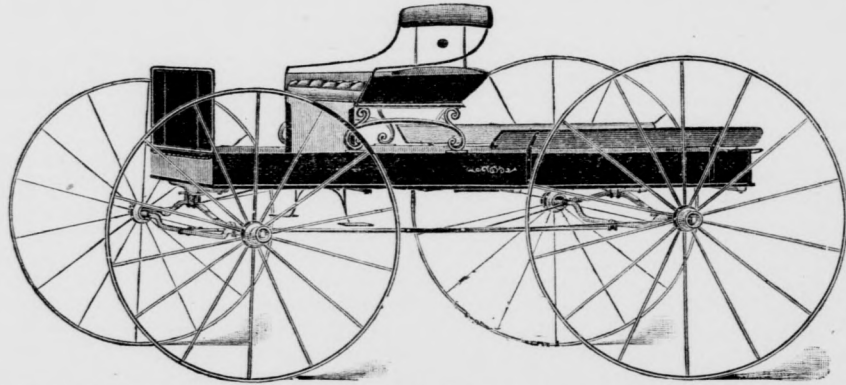
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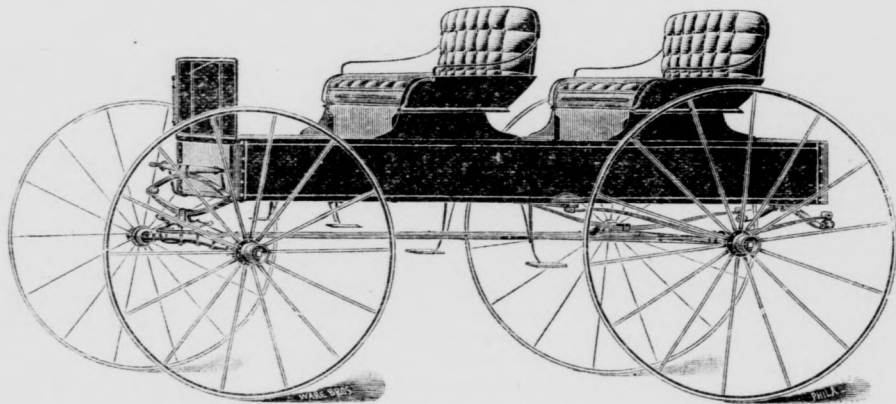
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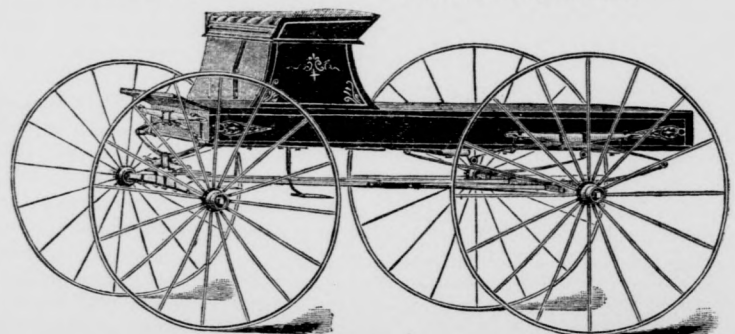
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THE BACK OFFICE.

Written for THE TRADESMAN.

The yearly wail has again begun about the increase of the cities and the consequent depletion of the country. For some reason or other the minute the farm boy gets big enough and old enough to take care of himself, that minute sees him pack his valise and start for the city. For the same reason the boy in the village gets tired of that sort of life and starts for the town; and farm and village can't understand what a boy wants to leave a good home for and go to the city, where, for the hardest kind of hard work and "none too extra fare," with little or nothing for pay, he manages to keep body and soul together. "There isn't one of 'em that expects to get rich, an' what under the sun there is to coax 'em there an' keep 'em there," the average farmer, for the life of him, can't see. It wasn't so when he was young. Hear him: "Great Scott! In them days a day in town was all the farm boy could stand, an' all a farmer had ter do when the boy got obstrup'r'us an' oneasy was ter jist take 'im to town an' turn 'im loose fer a day er tew. That settled 'im an' ever arter nobody never heered 'im peep 'baout livin' 'n town!"

I don't know all the reasons why a farm boy makes up his mind that the farm is no place for him; but I know some of them, and one of the first reasons is the great longing the boy has for a little money. All the cash that comes to the farm goes into his father's wallet, and, moreover, it stays there. It doesn't make any difference what extra work the boy does, he never gets any pay for it. He may turn the grindstone for a dozen new scythes, until his backbone is a column of pain; but that is only a part of his regular, happy-go-easy life and isn't worth mentioning. He and the hired man may dig potatoes from the rising of the sun until the going down of the same; the hired man is paid his well-earned stipend, but the boy doesn't get anything, although at sundown his hoe has done an equal share of the work. The only difference between the two is that, when the day's digging is over, the hired man rests and the boy, with his back feeling as if it had been sawed in two, is sent after the cows, with the injunction not to let the grass grow under his feet. Of course, the boy does his share of the milking. Then he feeds the pigs and fills the wood box, and then, if he has any vitality left and wants a game of "barn tick," ten chances to one, he is told to "put up that ball and go to bed, so 's to be up bright an' early in the mornin' an' ready fer work." How a ten-cent piece shining on that boy's palm would brighten matters; and what a hot, dull, stupid place the town would be if the boy could see enough of its hardships to make the farm and its not

too burdensome work seem like a Paradise in comparison!

I know several other first-class reasons that are sending the boys to the city in droves, and the wonder to me is that more of them didn't start cityward long ago. I can say this for the comfort of the farmer—that any time when he stops thinking that his herds and his flocks are of more importance than his children, and governs himself accordingly, he can't hire his boys to leave the farm, any more than he can make up his mind to leave it himself.

* * *

"Whenever," says the *Commercial Tribune*, "we see a boastful, ostentatious man who imagines he has a mortgage on the world because he has accumulated wealth, we feel like pitying him."

As this is a free country, there is no law against the indulgence of the above compassionate regard, but we can assure our friend of the Northwest that little benefit will accrue from it aside from the gratification which the feeling itself engenders. Certainly, the object of commiseration referred to wants none of it, and, to be candid about it, I see no reason why he should. Years and years ago, when he was making his money, his finger nails were just as dirty as they are now, and his English was just as execrable as it is to-day. Money was his object and he has it—any quantity of it. He started without a penny in the world.

He says (without the full consciousness of the truth he utters): "Long ter fust 'twas rewt hog 'r die an' th' animile's alive yit. Yis, sir, I'm a self-made man—frum th' craown o' m' head ter th' sole o' m' feet, ev'ry inch on me; an' ef a man's goin' ter git anythin' in this world, he's got ter be a hog an' dew some tall rewtin', naow I tell yer! W'y, w'en I started"

And the wearisome story is told again of the days and nights of unremitting toil, until the first hundred dollars or the first thousand were earned and saved and added to; and more hard work earned more money, which was saved—always "work" and "money" and nothing else. He has gained, in his estimation, the whole world in gaining his money. Is it any wonder that he has forgotten what he has lost and so brags of his possessions? Is it any wonder that the heavy watch chain with its tremendous seal festoons his vest; that the big diamond flashes from his ample shirt front, and that his fat fingers are hooped with gold? He earned it—let him have the credit of it; and if, sometimes in his boastings, he makes it too apparent that in all his gettings he has not got understanding, let us remember that the habits of a lifetime are clinging to him, and that "long ter fust 'twas rewt hog 'r die," and that "th' animile 's alive yit!"

RICHARD MALCOM STRONG.

Why He Was Advanced.

A business firm once employed a young man whose energy and grasp of affairs soon led the management to promote him over a faithful and trusted employe. The old clerk felt deeply hurt that the younger man should be promoted over him, and complained to the manager.

Feeling that this was a case that could not be argued, the manager asked the old clerk what was the occasion of all the noise in front of their building.

The clerk went forward and returned with the answer that it was a lot of wagons going by.

The manager then asked what they were loaded with, and again the clerk went out and returned, reporting that they were loaded with wheat.

The manager then sent him to ascertain how many wagons there were, and he returned with the answer that there were sixteen. Finally he was sent to see where they were from and he returned saying they were from the city of Lucena.

The manager then asked the old clerk to be seated, and sent for the young man and said to him:

"Will you see what is the meaning of that rumbling noise in front?"

The young man replied: "Sixteen wagons loaded with wheat. Twenty more will pass tomorrow. They belong to Romero & Co., Lucena, and are on their way to Marchena, where wheat is bringing \$1.25 per bushel for hauling."

The young man was dismissed, and the manager, turning to the old clerk, said:

"My friend, you see now why the younger man was promoted over you."

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Incredible as it may seem, the reform wave in New York has discovered some dishonest auctioneers, and serious charges have been made against a dozen or more auctioneers who were licensed during Mayor Gilroy's term. The technical charge is of collusion to defraud creditors. It is said that their practice has been to buy up the stock of retailers who are in a hard way and to sell it at auction on their own account. A big wholesale shoe firm which had lost considerable money through retailers and auctioneers laid a trap for them. Decoy letters were sent from Philadelphia representing that the sender was a retail dealer whose creditors were about to come down on him for payment and who was anxious to dispose of his stock cheap. A dozen or more auctioneers took the bait. The firm has made the charges. The licenses of all these men expire next month and the Mayor will not renew them.

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Cassia	12	Lobelia	50
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Eunonymus atropurp.	30	Nux Vomica	50
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Haematox, 15 lb. box	11 12	Serpentaria Co.	50
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Carbonate Precip.	2 15	MISCELLANEOUS.	
Citrate and Quinia	23 50	Ether, Spts Nit, 3 F.	35 38
Citrate Soluble	2 80	" " 4 F.	38 40
Ferrocyanidum Sol.	2 50	Alumen	24 3
Solut Chloride	2 15	" ground, (po.	30 4
Sulphate, com'l	9 2	Annatto	40 50
" pure	2 7	Antimoni, po.	4 5
FLORA.		" et Potass T.	55 60
Arnica	12 14	Antipyrin	2 10
Anthemis	18 25	Antifebrin	2 25
Matricaria	18 25	Argent Nitras, ounce	2 53
FOLIA.		Arsenicum	50 7
Barosma	14 30	Balm Gilead Bud.	35 40
Cassia Acutifol, Tin-	18 25	Bismuth S. N.	1 20 1 80
nively	25 30	Calcium Chlor, 1s, (1/2s	10 1/2 12
Salvia officinalis, 1/2s	12 20	Cantharides Russian,	2 1 00
and 1/4s	8 10	po	2 15
Ura Ursi	8 10	" B po.	2 15
GUMMI.		Caryophyllus, (po. 15)	10 12
Acacia, 1st picked	2 60	Carmine, No. 40	23 75
" 2d	2 40	Cera Alba, S. & F.	50 55
" sifted sorts	2 20	Cera Flava	40 42
" po	60 80	Coccus	2 40
Aloe, Barb, (po. 60)	50 60	Cassia Fructus	2 25
" Cape, (po. 20)	2 12	Centuria	2 10
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Catechu, 1s, (1/2s, 14 1/2s,	2 10	Chloroform	60 68
16)	2 10	" squibbs	2 15
Ammoniac	55 60	Chloral Hyd Crst.	1 50 1 30
Assafetida, (po. 40)	35 40	Chondrus	20 25
Benzoinum	50 55	Cinchonidine, F. & W	15 20
Camphora	48 52	" German	34 12
Euphorbium po	35 10	Corks, list, dis. per	65
Galbanum	2 50	gent	2 35
Gamboge, po.	65 80	Craosium	2 2
Guaiaecum, (po 35)	2 30	Creta (bbl. 75)	5 5
Kino, (po 3 00)	2 30	" prep.	5 11
Mastic	2 80	" precip.	2 8
Myrrh, (po. 45)	2 40	" Rubra.	2 8
Opil (po 3 10 2 30)	1 90 2 60	Crocus	50 55
Shellac	40 60	Cudbear	2 24
" bleached	40 45	Cupri Sulph.	5 6
Tragacanth	50 8	Dextrine	10 12
HERBA—In ounce packages.		Ether Sulph.	75 90
Absinthium	25	Emery, all numbers.	2 8
Eupatorium	20	" po	2 6
Lobelia	28	Ergota, (po.) 40	30 35
Majoram	28	Flake White	12 15
Mentha Piperita	28	Galla	7 8
" Vir.	25	Gambier	7 8
Rus	30	Gelatin, Cooper	60
Tanacetum, V	22	" French	80 50
Thymus, V	25	Glassware flint, by box	30
MAGNESIA.		Less than box 70.	
Calced, Pat	55 60	Glue, Brown	90 15
Carbonate, Pat	20 22	" White	130 25
Carbonate, K. & M.	20 25	Glycerina	130 20
Carbonate, Jennings	35 38	Grana Paradisi	2 22
OLEUM.		Humulus	25 55
Absinthium	2 50 3 00	Hydraeg Chlor Mite.	2 77
Amygdalae, Dulc	30 35	" Cor	2 87
Amygdalae, Amarae	8 00 8 25	" Ox Rubrum	2 87
Anisi	1 90 2 00	" Ammoniatl.	2 97
Aurant Cortex	1 80 2 00	" Unguentum.	45 55
Bergamit	3 00 3 20	Hydrargyrum	2 65
Cajiputi	60 65	Iohthyobolla, Am.	1 25 1 50
Caryophylli	75 80	Indigo	75 1 00
Cedar	35 40	Iodine, Resubl.	3 80 3 90
Chenopodii	2 1 60	Iodoform	24 70
Cinnamonil	1 35 1 40	Lupulin	2 25
Citronella	2 45	Lycopodium	60 65
Conium Mac.	35 45	Macle	70 75
Copaiba	80 2 90	Liquor Arsen et Hy	2 27
		" drarg Iod.	2 27
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		Magnesia, Sulph (bbl	1 1/2)
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Cotton, 40 ft., per doz. 1 25 " 50 ft. 1 40 " 60 ft. 1 60 " 70 ft. 1 75 " 80 ft. 1 90 " 90 ft. 2 00 " 100 ft. 2 15 Jute 72 ft. 1 00 CONDENSED MILK. 4 doz. in case.  N. Y. Condensed Milk Co's brands Gall Borden Eagle 7 40 Crown 8 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Time 3 35 Peerless evaporated cream 5 75 COUPON BOOKS.  "Trade Man" 1 books, per hundred 2 00 2 " " " 2 50 3 " " " 3 00 4 " " " 3 50 5 " " " 4 00 6 " " " 4 50 7 " " " 5 00 8 " " " 5 50 9 " " " 6 00 10 " " " 6 50 11 " " " 7 00 12 " " " 7 50 13 " " " 8 00 14 " " " 8 50 15 " " " 9 00 16 " " " 9 50 17 " " " 10 00 18 " " " 10 50 19 " " " 11 00 20 " " " 11 50 21 " " " 12 00 22 " " " 12 50 23 " " " 13 00 24 " " " 13 50 25 " " " 14 00 26 " " " 14 50 27 " " " 15 00 28 " " " 15 50 29 " " " 16 00 30 " " " 16 50 31 " " " 17 00 32 " " " 17 50 33 " " " 18 00 34 " " " 18 50 35 " " " 19 00 36 " " " 19 50 37 " " " 20 00 38 " " " 20 50 39 " " " 21 00 40 " " " 21 50 41 " " " 22 00 42 " " " 22 50 43 " " " 23 00 44 " " " 23 50 45 " " " 24 00 46 " " " 24 50 47 " " " 25 00 48 " " " 25 50 49 " " " 26 00 50 " " " 26 50 51 " " " 27 00 52 " " " 27 50 53 " " " 28 00 54 " " " 28 50 55 " " " 29 00 56 " " " 29 50 57 " " " 30 00 58 " " " 30 50 59 " " " 31 00 60 " " " 31 50 61 " " " 32 00 62 " " " 32 50 63 " " " 33 00 64 " " " 33 50 65 " " " 34 00 66 " " " 34 50 67 " " " 35 00 68 " " " 35 50 69 " " " 36 00 70 " " " 36 50 71 " " " 37 00 72 " " " 37 50 73 " " " 38 00 74 " " " 38 50 75 " " " 39 00 76 " " " 39 50 77 " " " 40 00 78 " " " 40 50 79 " " " 41 00 80 " " " 41 50 81 " " " 42 00 82 " " " 42 50 83 " " " 43 00 84 " " " 43 50 85 " " " 44 00 86 " " " 44 50 87 " " " 45 00 88 " " " 45 50 89 " " " 46 00 90 " " " 46 50 91 " " " 47 00 92 " " " 47 50 93 " " " 48 00 94 " " " 48 50 95 " " " 49 00 96 " " " 49 50 97 " " " 50 00 98 " " " 50 50 99 " " " 51 00 100 " " " 51 50	"Superior." 1 books, per hundred 2 50 2 " " " 3 00 3 " " " 3 50 4 " " " 4 00 5 " " " 4 50 6 " " " 5 00 7 " " " 5 50 8 " " " 6 00 9 " " " 6 50 10 " " " 7 00 11 " " " 7 50 12 " " " 8 00 13 " " " 8 50 14 " " " 9 00 15 " " " 9 50 16 " " " 10 00 17 " " " 10 50 18 " " " 11 00 19 " " " 11 50 20 " " " 12 00 21 " " " 12 50 22 " " " 13 00 23 " " " 13 50 24 " " " 14 00 25 " " " 14 50 26 " " " 15 00 27 " " " 15 50 28 " " " 16 00 29 " " " 16 50 30 " " " 17 00 31 " " " 17 50 32 " " " 18 00 33 " " " 18 50 34 " " " 19 00 35 " " " 19 50 36 " " " 20 00 37 " " " 20 50 38 " " " 21 00 39 " " " 21 50 40 " " " 22 00 41 " " " 22 50 42 " " " 23 00 43 " " " 23 50 44 " " " 24 00 45 " " " 24 50 46 " " " 25 00 47 " " " 25 50 48 " " " 26 00 49 " " " 26 50 50 " " " 27 00 51 " " " 27 50 52 " " " 28 00 53 " " " 28 50 54 " " " 29 00 55 " " " 29 50 56 " " " 30 00 57 " " " 30 50 58 " " " 31 00 59 " " " 31 50 60 " " " 32 00 61 " " " 32 50 62 " " " 33 00 63 " " " 33 50 64 " " " 34 00 65 " " " 34 50 66 " " " 35 00 67 " " " 35 50 68 " " " 36 00 69 " " " 36 50 70 " " " 37 00 71 " " " 37 50 72 " " " 38 00 73 " " " 38 50 74 " " " 39 00 75 " " " 39 50 76 " " " 40 00 77 " " " 40 50 78 " " " 41 00 79 " " " 41 50 80 " " " 42 00 81 " " " 42 50 82 " " " 43 00 83 " " " 43 50 84 " " " 44 00 85 " " " 44 50 86 " " " 45 00 87 " " " 45 50 88 " " " 46 00 89 " " " 46 50 90 " " " 47 00 91 " " " 47 50 92 " " " 48 00 93 " " " 48 50 94 " " " 49 00 95 " " " 49 50 96 " " " 50 00 97 " " " 50 50 98 " " " 51 00 99 " " " 51 50 100 " " " 52 00	FARINACEOUS GOODS. Farina. 115 lb. kegs. 2 1/2 Grits. Walsh DeRoo & Co.'s 1 85 Hominy. Barrels 2 1/2 Grits 3 1/2 Lima Beans. 5 1/2 Maccaroni and Vermicelli. Domestic, 12 lb. box 55 Imported 10 1/2 @ 11 Pearl Barley. 3 Chester 2 1/2 Peas. Green, bu split per lb 1 10 2 1/2 Rolled Oats. Schumacher, bbl 2 65 4 bbl 2 50 Monarch, 1/2 bbl 4 00 Monarch, 1/4 bbl 3 13 Quaker, cases 3 30 Oven Baked 3 25 Sago. German 3 East India 3 1/2 Wheat. Cracked 3 FISH-SALT. Blosters. Yarmouth 1 65 Cod. Georges cured 4 Georges genuine 5 Georges selected 6 Boneless, bricks 6 1/2 Boneless, strips. 6 1/2 @ 3 Halibut. 11 1/2 Smoked Herring 11 1/2 Holland, white hoops keg 80 " " bbl 10 00 Norwegian 11 00 Round, 1/2 bbl 10 lbs 2 55 " 1/4 40 " 1 30 Scaled Mackerel. 13 1/2 No. 1, 100 lbs 12 00 No. 1, 40 lbs 5 50 No. 1, 10 lbs 1 75 No. 2, 100 lbs 10 00 No. 2, 40 lbs 4 30 No. 2, 10 lbs 1 15 Family, 90 lbs 10 lbs 80 Sardines. Russian, kegs 55 Trout. No. 1, 1/2 bbls, 100 lbs 4 25 No. 1, 1/4 bbl, 40 lbs 1 95 No. 1, kits, 10 lbs 55 No. 1, 8 lb kits 48 Whitefish. No. 1 family 1/2 bbls, 100 lbs 25 25 " 40 " 2 80 1 25 10 lb. kits 78 41 8 lb. " 65 35 FLY PAPER. Regular Size. Per box 38c. Per case. 33 40 In 5 case lots, per case 3 30 In 10 case lots, per case 3 20 "Little Tanglefoot." Retail, per box 25 Costs, per case 1 75 LARGE SIZE 25 dbl. shts. in box, pr. bx. 3 38 Per case of 10 boxes 3 40 BWARF SIZE. 25 double sheets in box, Case of 10 boxes 1 25 Case of 20 boxes 2 50 COMBINATION CASE. 5 boxes Large Decoy 33 40 12 boxes Dwarf Decoy 33 40 MATCHES. Globe Match Co.'s Brands. Columbia Parlor 1 25 XXX Sulphur 1 00 Diamond Match Co.'s Brands. No. 9 sulphur 1 65 Anchor parlor 1 70 No. 2 home 1 10 Export parlor 4 00	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz 75 4 oz 1 50 Regular Vanilla. 2 oz 20 4 oz 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 Jennings. Lemon Vanilla 2 oz regular panel 75 1 20 4 oz " 1 50 2 00 6 oz " 2 00 3 00 No. 3 taper 1 25 2 00 No. 4 taper 1 50 2 50 Northrop's Lemon Vanilla. 2 oz oval taper 75 1 10 3 oz " 1 20 1 75 4 oz regular " 85 1 20 2 oz " 1 60 2 25 GUNPOWDER. Rifle-Dupont's. Kegs 3 25 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's Kegs 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck-Dupont's. Kegs 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. palls 27 17 " " 45 30 " " 70 LICORICE. Pure 80 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz. 1 20 4 doz. 2 25 MINCE MEAT.  Mince meat, 3 doz. in case 2 75 Pie Prep. 3 doz. in case 2 75 MEASURES. Tin, per dozen 1 gallon 81 75 Half gallon 1 40 Quart 70 Pint 45 Half pint 40 Wooden, for vinegar, per doz. 1 gallon 7 00 Half gallon 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap. Sugar house 14 Cuba Baking. Ordinary 16 Porto Rico 20 Prime 20 Fancy 30 Fair New Orleans 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half barrels 3c. extra 40
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OLD BOGGS AND HIS GIRL.

Purchase of a Wedding Outfit at the Company Store.

I was standing in front of the Pine Mountain Lumber Company's store, situated on the upper waters of the Cumberland, when old man Boggs came up from the sawmill on the bank of the river and approached me with some degree of doubt, I thought, in his manner. Seeing no one else around, he became easier, and greeted me pleasantly.

"How are you, Mr. Boggs?" I said, in return to his salutation. "Fine day. Any news up the mountain?"

"I'm tollible like, I reckon," he responded. "Nothin' happenin' our way—much. But that ain't what I want to talk to you about, Colonel," he added, relapsing into the manner of doubt I thought I had observed at first.

"Well, what is it? Any shooting going on, or liable to?"

"Reckon not. Most uv the boys has gone down to Looisville for witnesses ag'in' them moonshiners, and things is restin' some."

He came up quite close to me and looked over his shoulder to be sure there was no one in hearing distance, except myself.

"Air you a married man, Colonel?" he asked in a whisper.

"I am not so fortunate," I admitted with as much gallantry of manner and as pretty a candor as if a dozen women had been there.

"Then I reckon you ain't much knowin' on sich things as havin' yer gals gettin' married?"

"Hardly," I confessed with a smile.

"Anyhow," he said resignedly, "you air old enough to be, and I want you to gimme a lift."

"How do you mean?" I inquired in surprise.

"Don't git skeert," he grinned. "It's only my gal, Susan."

"Oh," I said in a tone of relief; "she's going to get married, is she?"

"Kinder that away. I want ter git some weddin' fixin's, and I don't want ter git 'em from the young feller in the store. Won't you fix 'em up fer me?"

"Certainly," and we went in. "By the way," I inquired, "is Susan your oldest daughter?"

"No; she's the youngest."

"Isn't that rather cutting the others out?"

"I reckon not," he laughed. "You see, they take after me, and I didn't git spliced till I was past 40. Susan takes after her mammy; she got me afore she was 20."

He laughed again, and I laughed with him, and threw out several pieces of dress goods on the counter.

"I suppose you want something white," I said, spreading the goods out so he could see the effect. "That will be very nice for a bride."

"What's the tax on it?" he asked, without touching it, showing that he was not versed in dry goods.

"Two bits a yard."

"Geemently gosh, Colonel!" he exclaimed, starting back. "I can't afford no sich goods as that. Silks and satings ain't fer we'uns. Hain't you got some calico?"

"Plenty of it," I said, and I dumped an armful down on the counter.

"What's this wuth?" he asked, picking out a bright yellow piece, with a red vine trailing through it.

"That's ten cents a yard, and it will only take ten yards for the pattern."

"That's a dollar, ain't it?" he inquired after a moment's mental calculation.

"Exactly."

"Gimme that, Colonel. Susan allus had a weakness for yaller. It kinder matches her freckles, she says."

I cut off the amount called for and laid it aside.

"Now," he said, "show me some shoes."

"What kind?" I asked, not caring to hazard my judgment again.

"How do they run in price?"

"From \$1.50 up."

"That's purty steep fer a gal that's been useter goin' bar'footed, I reckon," he mused; "but a gal don't git hitched

**Blank Books,
Tablets,
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State Agents for Lycoming Rubber Co.

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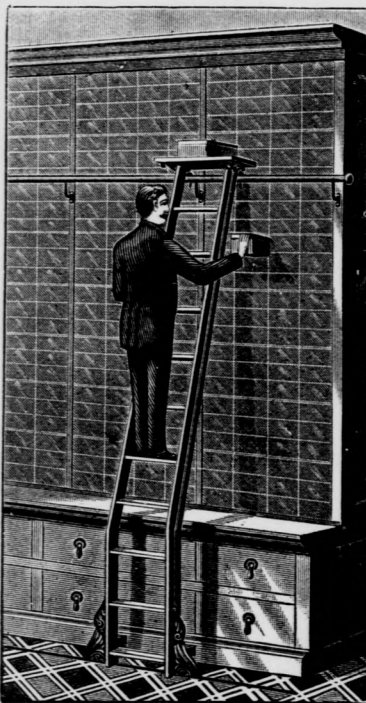
Nine years ago these goods were not known in Michigan, and to-day they stand second to none and are as well known as any. A great many of the best retail merchants in Michigan and Indiana think they are the best goods made, being made from the Purest Rubber and on the best style lasts, and are the best fitting goods in the market. Our trade for the past nine years on these goods has steadily increased.

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

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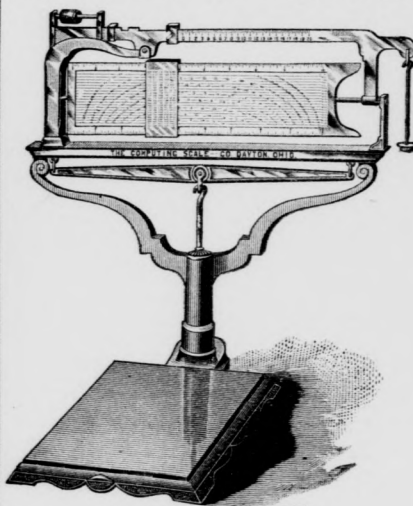
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For advertisement showing our World Famous
Standard Counter and Standard Market

**Dayton Computing
Scales**

See last page of cover in this issue.

THE COMPUTING SCALE CO., - DAYTON, OHIO

every day, and I s'pose I kin stand it. Jim'll have to buy 'em fer her anyhow after this. Lemme have one uv them pa'r at \$1.50."

"What size?"
"About sevens, I reckon," he said. "Six is her size in summer time, but gittin' married is makin' her kinder proud, and she says she's goin' to wear stockin's; so, you see, Colonel, we'd better git 'em a size bigger ter 'low for the extry."

I picked out a pair of number sevens, neat, but not gaudy, and laid them beside the calico.

"Now," I said, getting ready to show him a few other articles for a trousseau, "what else?"

"What else is thar to git?" he asked in guileless astonishment. "Ain't that enough weddin' fixin's fer any gal? Them cost \$2.50, didn't they?"

"Yes, but I thought she might want something else, perhaps."

That remark didn't begin to express all that was in my mind, but it was the best I could do under the circumstances.

"Likely she does," he replied, "but it's Jim's turn to do the buyin' now. I've done my sheer."

"When is the wedding?" I inquired, as I wrapped up the trousseau I had sold him.

"It's done tuck," he answered, as though surprised at my question.

"I don't understand what you mean," I said.

"The weddin' over," he explained.

"It tuck place yistiddy."

"But what are you getting these things for now?" I asked, more astonished than ever.

"Caze, now's the time," he said with a short laugh. "You don't reckon I was goin' to git all these yer weddin' fixin's aforehand, and run the resk uv havin' the whole shootin' match flash in the pan, do you? Jim's stiddy and shore footed, but Susan gits to steppin' mighty high and actin' frisky when she's got good clo's onto her back. She takes atter her mother, Susan does."

I hadn't a word to say, of course, but as Mr. Boggs started out I handed him a bolt of blue ribbon, and told him to give it to the bride with my compliments, without knowing exactly whether blue ribbon matched yellow calico with a red vine trailing through it or not.

W. J. LAMPTON.

He Was a Close Buyer.

"Mr. Putterby, my old-time neighbor of forty years ago, was what we call in the country close fisted," said the man from the rural districts. "He could drive the closest bargain of any one I ever met, and could keep house with the least buying. One of our coins in those days was the old silver 12 1/2-cent piece, variously called 'ninepence,' 'York shilling,' and 'bit,' according to the part of the country you were in, and it was the existence of this coin that enabled him to make a crowning triumph in the way of a close trade.

"A farm boy came along one day with a load of pumpkins which he was peddling about the village at a cent apiece. Mr. Putterby, after examining them, thought he would invest, but half a pumpkin was all that he cared to buy.

"But a whole pumpkin is only a cent," said the boy. "How are you going to pay me for half a one?"

"The easiest thing in the world," said Mr. Putterby, and so a pumpkin was cut and he took one of the halves under his arm and handed the boy a shilling. "Now give me the twelve cents change," and, taking the twelve coppers from the astonished boy, he walked away with the purchase."

The Erie Canal boats are idle, so far this season, as a result of rate cutting in grain carrying by the railroads. The railroads are carrying at lower rates than the cost would be to the canal men. The result of the competition is likely to be disastrous to boat owners.

The Sloss Iron and Steel Co., of Birmingham, Ala., has sold 100 tons of pig iron in Liverpool, England. It is expected that other orders will follow.

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 1/2 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.

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Successors to WM. SEARS & CO.,

Grand Rapids, Mich.

CHICAGO AND WEST MICHIGAN R'Y.

GOING TO CHICAGO.

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

RETURNING FROM CHICAGO.

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

TO AND FROM MUSKEGON.

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

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

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

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

PARLOR AND SLEEPING CARS.

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

*Every day. Others week days only

DETROIT, LANSING & NORTHERN R. E.

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 5:20pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

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

TO AND FROM LOWELL.

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

THROUGH CAR SERVICE.

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

Trains week days only.

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

MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 a m Detroit Express 7 00 a m
5 30 a m Atlantic and Pacific 11 20 p m
1 30 p m New York Express 6 00 p m
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

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

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

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.				
Trains Leave	†No. 14	†No. 16	†No. 18	*No.
G'd Rapids, Lv	6 45am	10 30am	3 25pm	11 00pm
Ionia..... Ar	7 40am	11 25am	4 27pm	12 35am
St. Johns..... Ar	8 25am	12 17pm	5 20pm	1 25am
Owosso..... Ar	9 00am	1 20pm	6 05pm	3 10am
E. Saginaw..... Ar	10 50am	3 45pm	8 00pm	6 40am
Bay City..... Ar	11 30am	4 35pm	8 37pm	7 15am
Flint..... Ar	10 05am	3 45pm	7 05pm	5 40am
Pt. Huron..... Ar	12 05pm	5 50pm	8 50pm	7 30am
Fontaine..... 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 *8:40 a. m.
For Grand Haven and Muskegon..... †1:00 p. m.
" " Mil. and Chi. †5 35 p. m.
For Grand Haven, Mil. and Chi. *7:40 p. m.
For Grand Haven and Milwaukee..... †10:05 p. m.
†Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m., 10:30 p.m.
Trains arrive from the west, 6:40 a. m. 8:15 a. m. 10:10 a. m. 3:15 p.m. and 7:05 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana.

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

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

Chicago via G. R. & I. R. R.
Lv Grand Rapids..... 7:25 a m 2:15 p m *11:40 p m
Ar Chicago..... 2:40 p m 9:05 p m 7:10 a m
2:15 p m train has through Wagner Buffet Parlor Car and coach.

11:40 p m train daily, through Wagner Sleeping Car and Coach.
Lv Chicago 6:50 a m 3:30 p m 11:30 p m
Ar Grand Rapids 2:50pm 9:15 p m 7:20 a m
3:30 p m has through Wagner Buffet Parlor Car

11:30 p m train daily, through Wagner Sleeping Car
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive.
7:25 a m 9:50 a m
1:00 p m 1:15 p m
5:30 p m 5:30 p m

G. L. LOCKWOOD
General Passenger and Ticket Agent.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, May 11—Freeman & Shaw and the Houghton Packing Co., both big firms in the canning business at Baltimore, announce that they will retire from the trade. This is a straw which shows how the business has been overdone within the past few years. Yet there appears to be no let-up in the number of new factories which are being erected. It is only by experience that some things can be learned.

Jobbing grocers report a good distributive trade and feel that they have very little to complain of. The weather is intensely warm and vegetation is progressing wonderfully. Not in many years have we heard so favorable reports from the fruit districts, and a short ride from the city in any direction discloses the trees almost bending beneath their loads of blossoms. It is surely going to be a great fruit year—unless the bugs or some species of pests interfere.

The markets, as a rule, offer few points of interest. Coffee remains in almost exactly the same position that has characterized it for three weeks. The demand is of an everyday character and, while holders are talking of better rates very soon, they are not betting any on the rise. There are afloat of Rio 502, 541 bags, against 416,059 bags last year. No. 7 is worth 16c. Mild coffees show some animation and the trade has been very fair all the week. Quotations, while not perceptibly higher, are firmly adhered to.

Refined sugar remains very strong, but the demand has slackened somewhat. Buyers are not disposed to load up to any great extent, preferring to let matters take their own course.

There is a good regular demand for rice, but not much buying ahead. Stocks are pretty much controlled by two firms. Foreign rice is firm and the market may soon take a turn upward.

Spices are in steady request and prices are firm.

Molasses and syrups hold their own and buyers are not complaining of current quotations at all. The firmness prevailing in the sugar market is reflected in the market for these staples.

There is a fair trade in canned goods all along the line. In some things the market is pretty well cleaned up. New Jersey tomatoes are firmer and there is decidedly less pressure to make sales. Corn is irregular, both as regards offerings and the price thereof.

The hot weather is having a very deteriorating effect on butter and much that is coming is "somewhat fluid." Still, arrivals are not large and the demand for really first-class stock is sufficient to take care of what comes. Eighteen cents is about the top figure for best Western or State.

The cheese market is demoralized. New arrivals show effects of the hot wave and the price has gone down to 5½ @7c. There is a quantity of full cream cheese here that will not bring over 3c. It is flat, stale and mighty unprofitable.

Eggs are dull at 13½c for Western and 14c for nearby. Hot weather is playing havoc with arrivals in this line, as well as in butter and cheese.

Foreign fresh fruits, lemons, oranges, pineapples, bananas, etc., are selling at good rates and the demand is sufficient to keep the market pretty well cleaned up. A few California fruits are here, cherries selling on the streets for 30@35c per lb.

Peas and beans are dull and the market shows no animation whatever. Choice pea beans, crop of 1894, \$2@2.05.

As showing the rapidity with which cocoa is growing in favor, the amount imported during the nine months ending March was 20,061,876 lbs., against 12,373,769 lbs. last year. Cocoa has come to stay. So has beer, the consumption of which shows a marvelous increase. It is likely that water will hold its own for bathing, but as a beverage its days are numbered.

Watermelons came last year May 21. This season we shall have none for four weeks yet.

The Grocery Market.

Sugar—All grades have sustained an advance of fully ½c during the past week. The causes which have produced the advance are the very ones which THE TRADESMAN has reviewed on several occasions in predicting what has taken place. They are, firstly, the shortage in the Cuban crop, compared with early calculations, and, secondly, the decrease in sowings of beets in Europe for the coming campaign. With a prospect for diminished supplies, the fact has been developed that, as a result of low prices, the consumption has increased considerable; while grocers and jobbers, fearing to be caught with heavy stocks on a declining market, have followed a hand-to-mouth policy; hence the advance brought about by the evidence that consumption was overtaking supplies has caught the distributive trade without supplies, and is forcing them into the market at the materially higher level of values which has been established. The market is still strong and excited and every indication points to higher prices, even so conservative authority as Willett & Gray predicting that refined grades are likely to go fully 1c higher than present range of values. Licht, the great German authority, verifies his previous estimates as to short sowings in Europe.

Bananas—The local market will be well supplied this week with good shipping stock. The weather is so much cooler that the fruit now enroute is sure to arrive in good condition and, as there are several cars due to arrive during the week, it is certain that all orders can be filled promptly and that prices will be reasonable.

Lemons—The extreme warm weather which has ruled during the past week has been instrumental in causing the lemon market to be in a ferment. Each of the auction sales has witnessed higher prices and three-fourths of the dealers have been anxious to get in to save the extra advance which seemed more than probable. At the sale of the *Freemona*, at Montreal, Thursday, the 37,500 boxes brought considerable more than importers expected. Had the weather continued warm, all the purchases—even at the figures realized—would have proved profitable for those who made them, but the weather has turned a great deal cooler during the past three days and has rather put a damper on the enthusiasm concerning higher prices. Should it continue during the present week, it is more than probable that prices will go back fully 50c per box. If they do, such dealers as have not already provided themselves with stock will be the winners by buying, for we can reasonably expect hot weather very soon now, and with it lemons will advance 50c@\$.150 per box.

Oranges—There are still a few California seedlings to come forward, and the Southern exchanges are making very low prices, in order to close them out. They are so ripe, however, that they melt down very rapidly, and two-thirds of them are coming forward in iced refrigerators, which, although it adds 30c per box to the original cost, is cheaper and far better than to lose 50c by shrinkage in transit. Mediterranean sweets are now about ready for market and the fancy grades are being quoted at \$1.75 f. o. b. the coast, which would make them cost \$2.65 in carloads, f. o. b. this market, without taking into consideration

the possibility of some decay, and fruit will probably sell at about \$3.

Pineapples—Beginning to come forward in good quantities and, while none of the fruit yet received in this market has proven to be above the average in quality, it is expected that better grades will soon be offered and it is believed prices will be very reasonable.

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.

When the cigarette enters the mouth the brains go out of the head.

I OFFER YOU

Cabbage and Tomato Plants, 200 plants in box, per box	\$ 75
Green Onions, per doz.	12
Round Radishes, per doz.	15
Long Radishes, per doz.	25
Asparagus, per doz.	30
Pie Plant, per bush.	50
Spinach, per bu.	60
Lettuce, per lb.	12
Lemons, per box.	\$4 00@ 4 50
Bananas, per bunch.	1 50@ 2 00

Soliciting your Mail Orders, I am
Very respectfully,

HENRY J. VINKEMULDER,
445-447 S. DIVISION ST.,
GRAND RAPIDS, MICH.

The Dry Goods Market.

American indigos and shirtings advanced ¼c per yard May 10. All makes of cottons and prints, cambrics and plain satines are up 5 per cent. Sweaters are not very plentiful, 25 and 50c grades being sold far ahead of orders.

Eggs Wanted!

Prices quoted on application.

NOTE LOW PRICES

On following goods:

Mrs. Withey's Home Made Jelly, made with boiled cider, very fine. Assortment consists of Apple, Blackberry, Strawberry, Raspberry and Currant:	
30-lb. pall.	70
20-lb. pall.	50
17-lb. pall.	45
15-lb. pall.	37
1 quart Mason Jars, per doz.	1 40
1 pint Mason Jars, per doz.	1 00
Per case, 3 doz. in case.	2 85
Mrs. Withey's Condensed Mince Meat, the best made. Price per case	2 40
Mrs. Withey's bulk mince meat:	
40-lb. pall, per lb.	6
25-lb. palls, per lb.	6½
12-lb. palls, per lb.	6½
2-lb. cans, per doz.	1 40
5 lb. cans, per doz.	3 50
Pint Mason Jars per doz.	1 25
Quart Mason Jars, per doz.	2 00
Pure Sweet Cider, in bbls., per gal.	12½
Pure Sweet Cider, in less quantities, per gal.	14
Maple Syrup, pint Mason Jars, per doz.	1 40
Maple Syrup, quart Mason Jars, per doz.	2 25
Maple Syrup, tin, gallon cans, per doz.	9 00
Peach Marmalade, 20-lb palls	1 00
Peach Marmalade in pt Mason jars, pr doz.	1 20
No. 1 Egg Crate Fillers, best in market, 10 sets in case, No. 1 Case included.	1 25
No. 1 Egg Crates with fillers complete.	33
Special prices made on 100 Crate lots.	

EDWIN FALLAS,
Grand Rapids, Mich.

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

HEROLD-BERTSCH SHOE CO.,

5 and 7 Pearl St.,

Our Line for 1895 is

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

Your 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.



You Can Hold Up

Your washing as a good example for others if you use

OAK-LEAF SOAP.

It does the work easily, does it better, and does it quicker. It's all soap—no acids, no starch, no marble dust, nothing to injure—everything to help. Washes equally well in hard or soft water. Ask the grocer for it.

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

SEEDS - Potatoes - Beans

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buck-wheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Car lots or less.

EGG CRATES and EGG CRATE FILLERS.

If you wish to buy or sell write us.

Moseley Bros.

26-28-30-32 OTTAWA STREET

Grand Rapids, Mich.

Jobbers SEEDS, BEANS, POTATOES, FRUITS.

They all say

"It's as good as SAPOLIO," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article.

Who urges you to keep SAPOLIO? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

Chas. A. Coye

MANUFACTURER OF



**Tents, Awnings,
HORSE, WAGON and
BINDER COVERS.**

11 PEARL STREET,
GRAND RAPIDS, MICHIGAN.

**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.

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.

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.**

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

"It won't rub off!"

Ask your paint dealer for Card of Tints

JUST THINK
of the **ECONOMY!**

25 cents buys enough (one box)

**ANTISEPTIC
Wall Paper Cleaner**

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

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

**THE GREATEST DISINFECTANT—
ZENOLEUM**

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

THE A. H. ZENNER CO.
98 Shelby St., Detroit, Mich.

HERCULES POWDER

SEND FOR DESCRIPTIVE PAMPHLET.

Stump before a Blast. | Fragments after a Blast.

STRONGEST AND SAFEST EXPLOSIVE KNOWN TO THE ARTS.

POWDER, FUSE, CAPS, Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE
HERCULES POWDER COMPANY,
Cuyahoga Building,
CLEVELAND, OHIO.

HERCULES,
THE GREAT STUMP AND ROCK ANNIHILATOR.

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

- Foster, Stevens & Co., Grand Rapids,
- A. Austin, 93 Jefferson Ave., Detroit,
- J. J. Post & Co., Cheboygan,
- Popp & Wolf, Saginaw,
- Potter Bros., Alpena,
- Buechner & Co., Kalamazoo,
- Seavey Hardware Co., Ft. Wayne,
- Camper & Steadman, South Bend.

Wm. Brummeler & Sons,
MANUFACTURERS AND JOBBERS OF
PIECED & STAMPED TINWARE

We make a Specialty of
Tin and Copper Wash Boilers.

Write for our New Price List.
260 S. IONIA ST., GRAND RAPIDS

GRAND RAPIDS BRUSH COMP'Y.

MANUFACTURER OF **BRUSHES** GRAND RAPIDS, MICH

Our Goods are sold by all Michigan Jobbing Houses.

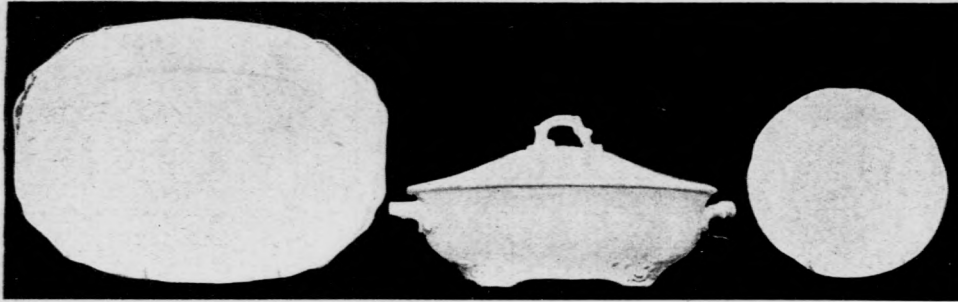
USE FLAVORING JENNINGS' EXTRACTS

SEE QUOTATIONS.

THE BEST
ON EARTH

MEAKINS' WHITE GRANITE WARE.

REDUCED
PRICES



NEW IDEAL SHAPE. Original Assorted Crates.



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

NO. 141910, IDEAL SHAPE.		NO. 15168, IDEAL SHAPE.		NO. 13116, "SUMMERTIME."	
Orig. Ass'd. Cte. Alfred Meakins' White Granite.		Original Assorted Crate, Alfred Meakins' White Granite Ware.		Assorted Crate.	
6 doz 5 inch Plates.....	\$ 42 2 52	5 doz 5 inch Plates.....	\$ 42 2 10	4 doz 5 in Plates.....	\$ 51 83 04
2 doz 7 inch Plates.....	61 12 20	2 doz 6 inch Plates.....	52 1 04	2 doz 6 in Plates.....	62 1 24
2 doz 8 inch Plates.....	70 1 40	12 doz 7 inch Plates.....	61 7 32	12 doz 7 in Plates.....	73 8 76
6 only 6 inch Bakers.....	94 47	2 doz 8 inch Plates.....	70 1 40	2 doz 8 in Plates.....	84 1 68
6 only 8 inch Bakers.....	1 59 85	2 doz 7 inch Plates, Soup.....	61 1 22	3 doz 8 in B. & B. Plates..	1 80 60
6 only 2 1/2 Bwls.....	94 47	6 doz 4 inch Fruit Saucers.....	28 1 68	6 doz 4 in Fruits.....	34 2 04
12 only 3 1/2 Bwls.....	75 75	2 doz Individual Betterers.....	19 38	6 doz Ind. Butters.....	23 1 38
12 only 3 1/2 Bwls.....	63 63	2 only 8 inch Dishes.....	94 16	1/2 doz 24 Sugars.....	3 04 1 52
12 only 6 1/2 Open Chambers.....	3 90 3 00	3 only 9 inch Dishes.....	1 13 28	1/2 doz 9 in Dishes.....	1 35 68
6 only 9 1/2 Covered Chambers.....	4 50 2 25	6 only 10 inch Dishes.....	1 69 85	1/2 doz 10 in Dishes.....	2 03 1 01
12 only 6 inch Scallops.....	94 94	6 only 11 inch Dishes.....	2 25 1 12	1/2 doz 12 in Dishes.....	3 38 1 13
12 only 7 inch Scallops.....	1 13 1 13	3 only 12 inch Dishes.....	2 81 70	1-6 doz 14 in Dishes.....	4 73 79
12 only 8 inch Scallops.....	1 69 1 69	3 only 14 inch Dishes.....	3 94 99	2 doz 3 in Bakers.....	79 1 58
6 doz 4 inch Fruit Saucers.....	28 1 68	12 only 3 inch Scallops.....	66 66	1/2 doz 7 in Bakers.....	1 25 45
4 doz Individual Butters.....	19 76	6 only 5 inch Scallops.....	75 38	1/2 doz 8 in Bakers.....	2 03 68
15 set handled St. Denis Teas.....	37 1/2 5 63	12 only 6 inch Scallops.....	94 94	1/2 doz 6 in Scallops.....	1 13 57
15 set handled Henshall Teas.....	37 1/2 5 62	13 only 7 inch Scallops.....	1 13 1 13	1/2 doz 7 in Scallops.....	1 35 67
21 set unhandled St. Denis Teas.....	27 1/2 6 62	13 only 8 inch Scallops.....	1 69 1 69	1/2 doz 8 in Scallops.....	2 03 1 02
24 only Oyster Bowls, 3 1/2.....	75 1 50	6 only 9 inch Scallops.....	3 25 1 13	1/2 doz 12 Jugs.....	2 70 1 35
6 pairs 9 1/2 Ewers and Bastins.....	7 13 3 57	3 only 7 inch Covered Dishes.....	3 94 66	1/2 doz 24 Jugs.....	1 38 79
6 only 9 inch Dishes.....	1 13 3 57	3 only 8 inch Covered Dishes.....	4 54 7	1/2 doz 30 Jugs.....	1 35 67
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		
				2 only Teapots, 2 1/2.....	3 00 50
				4 only Sugars, 2 1/2.....	2 53 84
				3 only 6 1/2 Jugs.....	3 38 85
				6 only 12 1/2 Jugs.....	2 25 1 13
				3 only 2 1/2 Jugs.....	1 31 33
				6 only 3 1/2 Jugs.....	1 13 56
				6 only 3 1/2 Jugs.....	94 47
				6 only 2 1/2 Bwls.....	94 47
				18 only 3 1/2 Bwls.....	75 1 13
				12 only 3 1/2 Bwls.....	63 63
				6 only prs. 9 1/2 Ewers & Basins.....	7 13 3 57
				6 only Covered Chambers 9 1/2.....	4 50 2 25
				13 only Unco'd Chambers 9 1/2.....	3 00 3 00
				10 1/2 set hdd. St. Denis Teas.....	37 1/2 3 96
				10 1/2 set unhd. St. Denis Teas.....	37 1/2 3 94
				31 1/2 set unhd. St. Denis Teas.....	31 1/2 6 62
				Crate and Cartage.....	2 50
				Total.....	\$61 99

All these goods in Open Stock at Slight Advance.

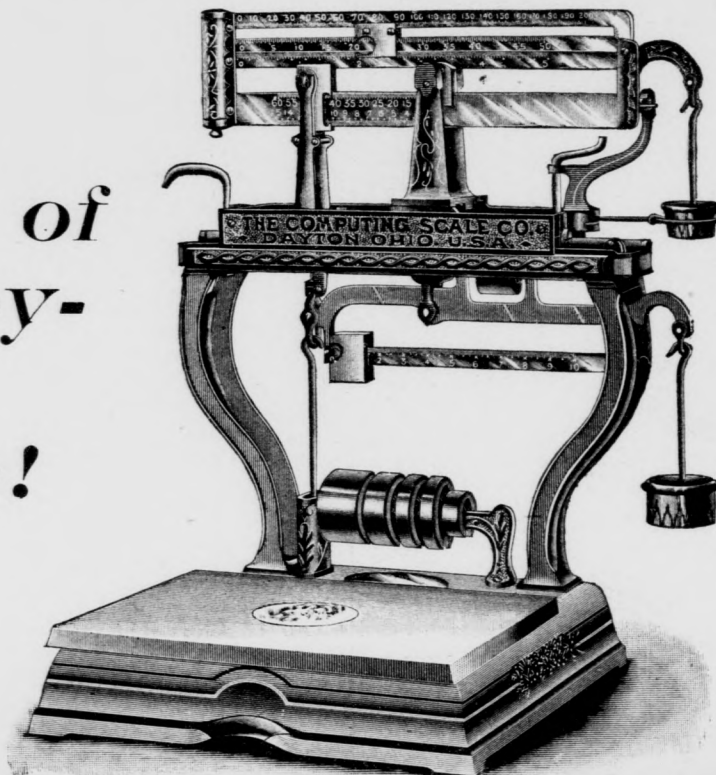
H. LEONARD & SONS, Grand Rapids

The Dayton Computing Scale!

.....

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

.....



Warning!

The trade are hereby warned against using any infringements on **Weighing and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letters Patent of the United States issued in 1881, 1885, 1-86, 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.
Dayton Computing Scale Co.:
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