The Michigan Tradesman.

VOL. 6.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 20, 1889.

WHO IS TO BLAME?

Advantages and Disadvantages

erican Analyst

Bazaar Stores.

There has been a tendency in our large

cities, of recent years, to the establish

NO. 283.

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wandered poor, half-witted Nat that pleasant summer afternoon. He had no particular destination. "ophy resist BLANK BOOKS EDMUND B. DIKEMAN B If you have any to offer send THE GREAT samples where"—his reply always to any ques-tion in regard to his movements. During Stationery, E TABLETS, STEEL PENS, Watch Maker the morning he had been parading the village street, his hat trimmed luxuriantly with feathers, while he sounded forth his own praise through the medium INKS. E Jeweler, OUR NEW LINE OF Valentine Samples 44 CANAL ST., and amount and Katon, Lyon & Go., will try to buy them Grand Rapids, - Mich W. T. LAMOREAUX, 20 and 22 Monroe St. 1000 Cigars Free! 71 Canal Street. Voigt, Herpolsheimer & Co. On or about April 1st, 1889, we propose putting a new brand of cigars on the market which we shall sell to the trade at \$33 60 per thousand. Now we want a NAME for this cigar, and want it badly. Hence we make the above offer of 1000 of these cigars (the first thousand made) to wny wholesale or retail dealer who will send us an original nan of that will be acceptable, subject to the following conditions, viz.: 1st. The NAME must be one that has never been used for a cigar and one upon which we can get a trade-mark patent. BUYImporters and Jobbers of entered a forest which stretched for miles away. It was here quiet and lonely, but Nat fancied this. He occa-Muscatine Dry Goods sionally liked to escape from human voices and human habitations, to get away by himself and talk with the birds, STAPLE and FANCY. dealer in cigars. Names from all others will be rejected.
 3rd. This name must not reach us later than March 15th, 1889, as the award or salection of the name will be left to a committee of three (3) consisting of the editors of the following papers published in this ity. The Flint Evening Journal, the world the this ity. The Flint Evening Journal, the world the name selected by this committee, and if upon investigation, we find it has never been used as a cigar brand, we will forward to the winner one thousand cigars by express, charges prepaid.
 5th. Should the committee select a name, that had been sent to us by more than one firm or dealer, the thousand cigars will be numbered in rotation as received. No firm or dealer will be allowed to send more than one AXME.
 A postal card containing the award or selection by the committee will be mailed to all contestants. ROLLED the trees and the flowers. Here in the wood the wild vagaries of his brain Overalls, Pants, Etc. found full play. Here no one disputed his claims to greatness, no one denied his OUR OWN MAKE. OATS being a noted general, a gifted orator or musician, when the fancy seized him to A COMPLETE LINE OF be such. In fact, Nat always had "great-ness thrust upon him;" he was never an Fancy Grockery and IF YOU WANT ordinary man in his own estimation, and he was not now. But on this occasion a new fancy had taken possession of him—he was on bus-Fancy Woodenware BEST! THE iness for the King. What King, or what was the particular business he did not OUR OWN IMPORTATION. Address, GEO. T. WARREN & CO., Mfrs. High Grade Cigars. Flint, Mich Inspection Solicited. Chicago and De precisely know, but he had derived his idea from various sermons he had heard troit prices guaranteed. CREOLE STRAIGHT CUT. G. M. MUNGER & CO. at the village church and Sunday-school, which he attended with scrupulous punc-F. J. DETTENTHALER GRAND RAPIDS To all Merchan's Handling Cigarettes: A new era has been reached whereby all dealers selling cigarettes may now make a larger profit than heretofore on any other brand. The tuality through all weathers, and al-though he understood but little of the Successors to Allen's Laundry Mail and Express orders attended to with piomptness. Nice Work, Quick Time Satisfaction Guaranteed. W. E. HALL, Jr., - Manager C proceedings, yet chance sentences had fastened themselves on his sluggish K CREOLE STRAIGHT CUT. brain. BRAND "I'm on business for the King," he muttered, reaching up his great strong hand and wrenching a huge overhanging Try sample order in 14 dozer packages. Prices, 81, 82, 83, 84 dress Graham Roys, Grand Which has recently been introduced into the State is becoming very popular, it being the only straight cut sold for five cents, thus giving the dealer a cigarette with which he may please all classes of cigarette smokers. The same are nicely put up in packages of ten and packed with ac-tresses' photos. There is also a variety of other inducements, a notice of which is contained in each package. E 0 branch from its place and speedily con-Rapids, Mich. verting it into a walking stick. "Yes, I'm on business for the King, the King of J. W. Welton's Commercial College all around here, the birds, the trees, the flowers and the bumblebees. He sent F me, He did. Parson said so t'other Sun-day. He said the King sent out his mesollege branches at the ot fail to send for a fort Give the CREOLE a trial and you will find it a big seller. Z Welton's Commercial College, Grand Rapids, Mich Sold by all Grand Rapids jobbers, and manufactured by sengers to do his work. He sent out twelve on 'em onc't, an' they wasn't to S take no money in their purse nor nothin to eat. Guess He sent me, 'cause I hain' S. F. HESS & CO. NIEL LYNGH got no money an' hain't had nothin' to eat all day." ROCHESTER, N. Y. And Salt Fish. Mail orders receive prompt attention. Manuf'rs of High Grade Cigarettes. He strode onward, murmuring his See quotations in another column GRAND RAPIDS. r to FRED D. YALE & CO., CASH SALE CHECKS. Encourage your trade to pay cash instead of running book accounts by using Cash Sale Checks. For sale at 50 cents per 100 by F. A. STOWE & BRO., Grand Rapids. Flavoring Extracts, his attention, and he paused to consider it. He could not read, but as his eyes REMOVED Baking Powder, were fixed upon the printed characters the tinkle of a cow-bell was heard down Bluing, Etc. the road, and presently a cow came into view, followed by the short, sturdy fig-RISING SUN BUCKWHEAT THE GRAND RAPIDS ure and round, freckled face of Tommy Brock. Tommy was flourishing a large And Jobber of PAPER BOX FACTORY. Grocers and Druggists' Sundries stick and shouting at the cow in his efforts to keep her in a proper homeward W. W. HUELSTER, Proprietor,

Tracey paused to listen. "I didn't hear anything," he said. "I thought I heard some one over of a tin horn. Of course, he had at-tracted attention. A small army of ur-chins had surrounded him, front and rear, and he had taken their shouts and teasing remarks for applause and admithere," pursued the other, pointing to a large, high pile of boards a few feet distant—the boards being piled in form of a square, with a large cavity in the center. ration. But now his grandeur was gone. One by one his followers had forsaken 'Most likely it was rats, though." "More likely to be rats than anything him, until at last he was "left alone in his glory," and with poor Nat, like the else, there's so many about here," answered Tracey. Then he added, joe-ularly: "Maybe, though, it's them bur-glars that's been playin' mischief 'round rest of us, what does glory amount to when there are none to witness? And so he moved onward in his driftthese parts for the last week or so-maybe they're stowed away in that pile of lumber. My! if I really believed ing, uncertain way across the creek at the edge of the village, up the hill, until his stalwart form stood out against the sky-for Nat was strong in body that, I'd be uneasy myself, for the chaps would have heard all I said about my though weak in mind; then he passed pension. down on the other side to where the road

"What burglars is that ?" inquired the other. "What burglars? Why, man, don't ou read the papers? Why, only yester-

day, the Sheriff and his deputies rode by my house on the hunt for 'em. Last my house on the hunt for Saturday night they broke into Lawyer Burke's house, in the village, and carried off about a hundred dollars, and then on Sunday night they got into the railroad station, broke open the safe, and made off with about three hundred more. That's the biggest of their hauls, though they've entered several other places."

I had to leave it at home. I reckon it's safe enough, though, till to-morrow

uddenly. "What's that ?"

The conversation was continued on this topic for a few minutes, and then dropped. Neither of the men thought it worth while to investigate the cause of the noise, and they pursued their work for a short time, and were then called over to the other side of the mill. Just as they disappeared a face peered over the top of the board-pile from the inside, another followed a moment later, and presently two rough, villainous-looking men came into view, and seeing they were unobserved, sprang quickly to the ground and hastened into the forest.

'Close shave, that, as bein' as we wa hid there all last night and all day till now," said one as he pushed through the underbrush.

"Yes; I thought as once them mill chaps was a comin' to look," responded the other. "Good for 'em as they didn't, an' took us for rats; 'cause the p'lice be on the look-out now an' we don't want to use no shootin' irons an' make things We must move out lizely from too hot.

'ere, Bill.'' "Not till we get that 'ere pension," answered Bill, significantly. "That lay-out were as good as pitched at us, an' it 'd be a pity not to take it. 'Sides, the gov'ment owes me a pension for all the time I've lost in jails and prisons, an' He strode onward, murmuring his thoughts as he went, until after a time he came upon a public road which ran through the wood. A placard fast-ened to a tree by the roadside attracted bis attraction on the provide the time of the time of the time. knows where the crib is, 'cause we

"But there's that 'ere other chap as said he was agoin' there?"

"Him? He's crazy, an' if he goes there at all he'll only stop a bit an' move on. A tap on the head'll settle him, any-way, if he's there—but then he won't be there. direction. As he came up, he exclaimed: "Hello, Nat! What are you doin' During this time Nat was not idle

His tall form, with long and steady stride, was hastening forward "on bushere ?" "I'm on business for the King," re iness for the King." It did not occur to him what he should do when he reached plied Nat, with dignity. "On business for — who?" asked Tracey's and had been supplied with food. At present he was "obeying or-ders"—and beyond that his thought did not go. It was, indeed, a long walk he had

night, and then—" "Hist!" interrupted his companion, dered eager by her success, ' there's an-other thing the King said—you heard it at Sunday-school. He said, 'Suffer lit-tle children to come unto me²—that is, such little children as mine, there," pointing to them as they stood at her side. "And the King said, too, 'Who-soever shall offend one of these little ones it is better for him that a millstone were hanged about his neck, and he were cast into the sea.' The King doesn't

"My pension. My claim was allowed When the King's messenger entered a

stop.

he said.

wish any harm to come to his little ones, in any way—you remember that ?" "Yes'm," replied Nat, absently. "Well, then," continued Mrs. Tracey,

house he was to abide there-that is, to

"Yes'm, that's his orders. I'll stop,'

"And, Nat," pursued the lady, ren-

Don't you remember?"

Nat considered the proposition.

triving the concluding nail into her ar gument, ' if any bad, wicked men should ome here to-night, and try to hurt me or these little ones that belong to the King, you would help us, wouldn't you ?"

She waited anxiously for the reply. Nat looked at her vaguely for a moment, and then his eyes wandered aimlessly around the room, and then back to her.

Finally he said, quietly: "The King sent me. I'll obey orders." How far he understood she did not know, and all her effort could draw out no more definite reply, and with that she was obliged to be content. As the evening grew late she provided her guest with a sleeping-place in an adjoining room, by throwing a few quilts on the floor—for Nat would sleep nowhere else—and then she lay dcwn, without undressing, on a bed beside her children. But it was a long time before slumber

visited her troubled spirit. As for Nat, no thought of worry or his dreams were peaceful. But after a time those dreams became disturbed and

other room. In an instant he sprang lightly to his feet, and grasping his stick he strode forward and opened the door. A fearful struggle met his view as he entered. Two rough, evil-looking men were there—one eemed to tower yet higher, and a strange, fierce light to gleamed from his eyes. "I belong to the King !" he thundered. 'How dare you offend his little ones ?" At this unexpected intrusion, one of the burglars released his hold of Mrs. Tracy and sprang forward with an oath to meet him. But it was in vain. The head of the villain, and he sank senseless to the floor. The remaining burglan stopped there last week for somethin' to hastened to his comrade's assistance, but eat, don't you mind? This feller that he was like a child in the hands of a eat, don't you mind? This feller that he was a moment he, too, was owns it was there at the time. There is nobody but a woman an' two little 'uns, helpless and motionless. Nat stooped and drew the two insensible forms to the time.

He paused and left the sentence ished. "But there ain't no millunfinished.

and feet and leave them until morning."

ment of large retail stores in which various branches of retail trade, hereto-fore confined to separate stores, have been united under one roof and manage ment, though, perhaps, divided into de-partments. There can be no doubt of the convenience of such an establish-ment so far as it obviates the necessity of visiting many stores in search of a list of articles one wishes to purchase, but it does not really save time, because each purchase in such a store occupies fully as much time as it would in several stores. The only question we propose to

rom the Am

consider, however, is that two-fold one in which the consumer is interested quality and price. Both of these points open a wide field for consideration and lead on to other connected, though at first sight apparently irrelevant, sub-

As to quality much depends upon jects. the knowledge and experience of the

buyer for each particular department and upon the consideration given to main-taining the reputation of the house for keeping the best goods. Unfortunately, the public has been taught to look upon these bazaars as places where everything can be bought very cheap; and as some goods that are really of superior quality cannot be bought at less than regular prices, this public expectation compels the proprietor of the bazaar to lower the quality of his goods. As the price at which they are sold is so closely connect-ed with the question of quality and purity, we must stop for a moment and look into some of the methods of these stores

anxiety for the future was on his mind, and their effect upon the methods of and he "slept the sleep of the just" and other establishments in similar business. It will be seen at once that the most powerful lever of trade, competidiscordant—a voice seemed to be calling tion, largely influences here, not only in to him from his King, and presently he the business of other bazaars, but also in awakened with a start. "Nat! help! Nat, the King wants you!" came in smothered tones from the large buyers and make rapid sales they

can manage to pay their enormous expenses by the large aggregate of small profits. This, however, is only true to a limited extent. There are many staple goods on which the profit, even to the holding Mrs. Tracey, the other the chil-heaviest purchasers, is very small, and dren—and the villains were evidently as no one can afford to retail goods withtrying to bind and gag their victims. As Nat witnessed the scene his tall form there must be some way out of such a dilemma. This is accomplished by an ingenious system of making a paying advertisement out of what otherwise would be a heavy loss. Goods, with the prices of which the public generally is perfect-ly familiar, are sold at a loss, but this loss is carefully limited. For instance, a certain magazine can be bought in one great stick was whirled in the air, and of these bazaars at three cents less per then came down with fearful force on the copy than its cost at the best trade discount. Here the loss is limited by the firm selling only five hundred copies, and thus losing only fifteen dollars. After these five hundrsd copies are sold, though thousands more might be disposed of, no more are offered, but the reason for this, though obvious, is not explained to the customer. In this way the firm at a

"Now bring them ropes, and I'll hang triffing cost of fifteen dollars has impressed the public with the idea that owing to the magnitude of the business would do? I must obey orders." how have been a store would an analyzed and the store a big rock would do? I must obey orders." how have bound here to hang round their bound here to hang round their done they can undersell every other store done they can undersell every other store by 10 per cent. As this does not pay when done very often, and as the lesson to be effective has to be repeated daily,

"No, I don't believe a rock would do," eplied Mrs. Tracey, smiling in spite of here is precisely where the consumer is her alarm. "But they will be coming to innocently helping to injure himself. Job presently; I would just tie their hands lots and auction goods aid to a limited extent to fill the gap, but where this can-"Yes'm, so I will. The King said tie em hand and foot—that's his orders. They won't offend his little ones any if not better than the superior goods. On



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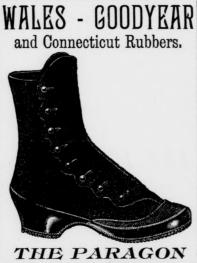


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their class.



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BEANS but also ALL KINDS OF PRODUCE. We can sell as well as anyone. We invite correspondence. BARNETT BROS.

159 So. Water St., CHICAGO. SAFES!

> "On business for the King, and goin' to my house, eh?" answered the person Anyone in want of a first-class Fire or Burglar Proof Safe of the Cincinnati Safe and Lock Co. manufacture will find it to

miles

C. M. GOODRICH & CO.,

With Satety Deposit Co., Basement of Wid-comb Blk.

"On business to. Tommy, in surprise. "For the King. He sent me," said "For the King. "That's his orders there, I take it," pointing to the placard. What undertaken, and it was just at dusk that "That? Why, that's only an adverhe reached his destination. The Half-

Way House was a lonely hostelry, sit-uated at the intersection of two roads, tisement," answered Tommy, his eyes opening wider in his astonishment. "It says, 'Go to Tracey's Half-Way House for a square meal.'" with no other house in sight, and was a common stopping-place for persons pass "Yes, I know'd it! I know'd it!" ex-

ing to and from the city. Nat stepped boldly upon the broad piazza in front, claimed Nat, exultingly. "The King said take no money nor nothin' to eat, and with full consciousness of his right walked unhesitatingly into the pleasant an' He'd take keer of me. He says, 'Go,' an' I'll obey orders,'' and instantly sitting-room. Mrs. Tracey came forward to meet him his tall figure was moving swiftly down "Why, Nat, is that you ?"

the road. "Yes'm," he answered, gravely. "I was told to come here an' get a square Tommy gazed after him a minute in bewildered silence, and then exclaimed, meal. The King sent me." emphatically, as he turned away: "My! but ain't he cracked !"

"The King sent you? Well, I gue With rapid steps Nat hurried forward, swinging his huge stick and talking to I'll have to give you a supper, then," said she. "And, by the way, Nat, did

himself. He had taken the placard as a you see my husband on your way here ?" "Yes'm; and he said for me to tell you veritable command to go to Tracey's, and thitherward he directed his steps. It was he'd be home to-morrer night, an' for

not the first time he had been there. On you not to be uneasy 'bout that money." "Oh, dear! I did so hope he'd come this evening," she sighed. previous occasions when he had passed that way he had been kindly treated by

Mrs. Tracey, and perhaps that had some thing to do with the alacrity of his move She was, indeed, uneasy on account of the money in the house. She had ment, and he hastened down the road till slept but little the preceding night for ment, and he hastened down the road the it brought him to a small stream, on the bank of which stood a sawmill. Mr. Tracey, the owner of the Half-Way House, was engaged at work here, and thinking of it, and had worried about it all through the day, and now another lonly night was before her. As she was preparing supper for her guest, another thought came to her. Could she not inhe turned aside to speak to him. "I'm on business for the King, and I'm goin' to your house," he announced, duce Nat to stop there for the night? His notion of wandering made it an uncertain request, and even if he r mained, with his beclouded intellect, he could with the dignified gravity that belonged to his roval commission.

not be depended on in case of trouble. Still, he would be company, and perhaps

addressed, a good-natured smile crossing his kindly face. Well, I reckon that's a high honor to me. You've got a tramp "Nat," she said, as she poured out a

high honor to me. You've got a tramp afore you, though, Nat-a good seven glass of milk for him, "won't you stay here to-night?" "I must obey orders," replied Nat, "I don't know whether it be orders,"

he answered uncertainly. "Parson said

simply. "That's right—obey orders. Well, if you do go, tell Mrs. Tracey I'll be home to morrow night. Tell her, too, not to be to-morrow night. Tell her, too, not to be uneasy about that money bein' in the stop."

"Oh, yes, it is," replied Mrs. Tracey, ouse, 'cause I'll see to it when I come." "What money's that?" asked a fellow-"I heard what the parson said, too. of a household of \$3.45. workman as Nat turned away.

offend his little one more," and in a few minutes Nat had such goods as these the bazaar makes

them safely secured. I need not tell of the night that folenormous profits and the consumer meets with a corresponding loss. Again, while the innocent purchasers have been taught lowed, of how Nat kept sleepless guard over his captives, and of how, when that these bazaars sell goods cheap, they morning came and help came with it, the burglars were safely lodged in the county will sooner or later learn that on goods, jail. All that is easily surmised. But at last Nat was a hero—not only in his

the prices of which are not so generally known, or where the value is concealed or depends upon the reliability and honesty of the house selling him, this own eyes, but in the eyes of all others. He bore his honors meekly and with digapparent cheapness is a myth and the goods sold are really very dear. There nity, as a right belonging to a servant of the King. He accepted the numerous is also a further evil consequent upon this system, the effect on other dealers in the same line, who, in order to hold ongratulations and hand-shakings, wondering, perhaps what it all meant, and their customers, have to cheapen their replying to the questions heaped upon him with the simple statement: "I just goods, which, as the manufacturer will not permit himself to be a loser, invariabeyed orders." Nothing, however, not permit himself to be a loser, invaria-could induce him to accept any reward bly reacts on the consumer. A good exobeved orders." ample of this injurious result may be seen in the brush business. Only a short for his services. The royal command was to take no bread, no money in his time ago the brushes sold in house fur-nishing stores and bazaars were well purse, and he would not.

But Nat did not lack for friends after made by well paid free labor, now, it is impossible for a manufacturer employing that. He still continued his wandering, and, as the story spread, homes and hearts were open to him everywhere. free labor to sell to these retailers. Only prison-made brushes can compete for this But it was at Tracev's that he was more custom. Thus a large number of honest working people are seriously injured. especially welcomed, and as the years came and went it was noticed that his Another evil effect of the bazaars that may be referred to here has shown itself visits became more frequent and his stays more prolonged. Indeed, as Tracey in the collar business. Sharp competi-tion has so depressed this industry that

an iniquitous agreement to sell these goods at the highest prices. Of course

"He'll get his orders to come here an' those firms who dealt in imported collars die yet, I reckon; an' he's welcome to all the care we can give him. An' I just were compelled to withdraw, and only domestic manufacturers who dealt in believe that away up in that other world we read about, he'll be as clear-headed inferior goods, collars made with linen outside, filled with muslin, could mainas anybody, and in genuine earnest will forever be 'on business for the King.'" ERSKINE M. HAMILTON. tain themselves. As soon as they had ridden themselves of the competition, they immediately resorted to a combina tion of the few manufacturers left and put up prices, secure in refusing to sell goods to any retailer who would not sign

that sandy-haired clerk of yours is ! Merchant-Yes-but he's always ready to shut up at night.

this will last only until a better grade of collar can be imported again, but until The interest on the public debt now then the consumer is made to suffer. No amounts to sixty-nine cents per head of doubt this trouble extends to many other our population per annum. Taking the average family to be five persons, this What is the best

What is the best remedy? Is centralizacatching at once an idea of his thoughts. makes a total annual charge on each head tion alone to blame? How much blame rests on the consumer?

When He Ceased Talking. Customer-What an incessant talker

expresses it :

the country, have nothing so much to The Michigan Tradesman the country, have nothing so much to fear as censure which may reach his ears. Official Organ of Michigan Business Men's Association

WEEKLY JOURNAL DEVOTED TO THE Retail Trade of the Wolderine State.

18

E. A. STOWE & BRO., Proprietors. Subscription Price, One Dollar per year. Advertising Rates made known on application

Entered at the Grand Rapids Post Office. E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 20, 1889.

SAVING THE SEAL FISHERIES.

The correspondence with the British government about the rights of Canadians to take seals in Alaskan waters has been transmitted to the Senate by the State Department. Although it extends over several years, it shows no progress toward a settlement of the question, the Department merely showing a reasonable desire to avoid irritating severities in the enforcement of our rights, while waiting their undertaking. for a decision of the case from the court

to which the cases had been taken. In one respect there has been progress. Acting upon a suggestion made by Joseph Wharton, Mr. Bayard has opened negotiations for an international agreement to establish a close season in the seal fisheries everywhere, so that the mother seals may not be killed at the time of gestation and suckling their young. Only the governments of Sweden and Norway have shown any reluctance to rying their own risks and dividing among enter into this agreement, which is

needed to prevent the entire extinction to the capitalists of the Eastern States of the seal and of the polar people, who depend on it for food and clothing. The terms of the compact are still under discassion, and there is some reason to hope that the fairness of the proposal and the general assent of civilized nations to it forever after hold their peace and pay will secure the adhesion even of the

Scandinavian countries." In the course of the correspondence England recalls the fact that the United

States in 1822 refused to assent to the Russian claim that Behring's Sea was a land-locked body of water, from which the colored people of the eastern counthe ships of other nationalities might be excluded. But this ground was not maintained consistently by later Secretaries of State, and when the sovereignty tempt to supplement the courts by priof Alaska passed to us, Russia was as vate and irresponsible organizations. effectively in possession of the control of Behring's Sea as of the White Sea. Nor would our concession of a Canadian ty-five years ago to-day. right to fish for cod and mackerel in those waters carry with it a right to take seals. The seal is not a fish, although men last Friday evening. we speak of seal fisheries. It is an amphibious mammal which has its habitat on the land, and resorts to the water couple of days last week. only to find its food. So little is it dom iciled in the water that the young of & Stowe Company, has been called to many species have to be driven to it by Buffalo by the death of his mother. their parents, and taught to swim by them. These seals in Behring's Sea be-Brown Bros., the Charlotte clothiers, atlong to the adjacent coasts and islands tended the traveling men's ball last Friwhich are United States territory. And day evening. while the natives of those northern re gions are able to take them in the open this city, have closed out their grocery sea by harpooning, the white fishermenbusiness at San Diego, Cal., and gone to Canadian and American-take and kill Seattle, Wash. Ter. them either on land or on ice-floes, more commonly on the former. In fact, the iness here and taken the management of business could not be carried on to any

the Converse general store-formerly advantage by the Canadians if they were known as the Clay store-at Newaygo. bound not to land on our territory or to C. C. Philbrick, of the firm of Foster, come within the three-mile limit and Stevens & Co., leaves to-day for a visit their presence in Behring's Sea is pre to New York and Washington and a trip sumptive evidence that they are poachers. through the South. He expects to be

ANESE PROGRESSION

AMONG THE TRADE. GRAND RAPIDS GOSSIP. REQUIESCAT IN PACE. Williams & Woodburn have established The interview with Samuel M. Lemon, a branch clothing and furnishing goods published in another column, clearly store at Manistee under the management

sets forth the status of the Michigan of John V. Vansyckle. Wholesale Grocers' Association. It is as D. E. and H. R. Lattin, who recently dead as though it had been buried a purchased the general stock of J. Welch, dozen years and no amount of agitation at Scottville, have added a line of hardwill be able to bring it to life again. On ware. Foster, Stevens & Co. furnished some accounts, THE TRADESMAN regrets the stock, A. D. Baker placing the order. its early demise, as the organization

could have been made the vehicle of AROUND THE STATE. great good to the retail, as well as the Newago-E. D. Dempster is closing out wholesale, trade. As it was constituted, his grocery stock. however, it could never have succeeded. Nunica-Jubb & Needham have added as it possessed conflicting elements which a line of dry goods. could never have been reconciled, but

Wakelee-J. E. DeCue has engaged in would have been a perpetual menace to the harness business. the well being of the retail trade. These Croswell-Howard & West have as shortcomings THE TRADESMAN forcibly signed their drug stock. pointed out last December, and sounded Goodrich-D. M. Scriver has sold his the alarm in time for the Association to

general stock to Milton Hill. have eliminated the evil features. That Plymouth-J. R. Rauch succeeds H. C they did not act on THE TRADESMAN'S Bennett in the grocery business. friendly advice, is due the non-success of

Jackson-E. G. Greene succeeds Green & Rulison in the clothing business. Albion-Joseph W. Clark, of the mill The business men of Michigan have ing firm of Amsden & Clark, is dead.

claimed for years that they have been Paw Paw-Shepard & Buskirk succeed paying too high rates of insurance, satis-Aaron Thompson in the meat business. factory proof of which is shown by the Sault Ste. Marie-P. Cameron succeed annual reports of the companies to the Cameron & Gardner in the meat busines Insurance Commissioner. The busines men now have an opportunity to constitute themselves their own insurers, by organizing a company of their own, caropened a merchant tailoring establishment.

themselves the profits annually disbursed Battle Creek-Pease & Mix succeed E. Pfander in the bakery and restaurant and Europe. If the business men are business

sincere in their professions, they will Saranac-Wm. Mercer succeeds Wm. embrace the plan proposed and carry it Mercer & Son in the banking and grain into successful operation. If they do business.

not improve the opportunity, they should Jackson-Gallup, Luther & Co. suc ceeded Gallup & Luther in the furniture business.

> Colon-J. E. Chivers & Co. have as signed their drug and jewelry stock to Joseph Farrand.

Wayland-John C. Branch succeeds Branch & Albright in the grocery and ful as might have been desired." crockery business. East Jordan-S. B. Calkins has purchased Martin's interest in the drug store

of F. C. Warne & Co. Freeport-John Yarger gave chattel mortgages on his general stock, and as-

signed to Will Moore. Paw Paw-H. W. Showerman succeeds O. A. Ball struck Grand Rapids twen-H. Oppenheim in the boot and shoe and furnishing goods business. H. F. Miner and wife, of Lake Odessa Constantine-C. H. Felt has sold a half attended the annual ball of the traveling interest in his drug stock to Geo. H. Felt,

late of Washington, D. C. C. H. Little, of the Michigan Dairy Blissfield-J. Gauntlett, Jr., has re Salt Co., at East Saginaw, was in town a tired from the general merchandising W. N. Fuller, President of the Fuller

firm of J. Gauntlett & Son. Fostoria-The elevator of Foster & Borsen burned last Wednesday night. Loss, \$6,000; insured for \$3,500. The handsome member of the firm of Overisel-Dangremond & Nyerk are moving their branch hardware store from

> Hamilton to their main store here. Gilbert-Andrew Carlson, formerly en gaged in general trade here, will open a grocery store at Manistee about April 1. East Saugatuck-Mrs. G. F. Gretzinger

has concluded to close out the general stock left on her hands by the death of her husband. Harbor Springs-W. B. Smith has purchased a half interest in the hardware

stock of C. H. Eaton. The new firm will be known as C. H. Eaton & Co. Edwardsburg-C. N. Lewis, formerly engaged in the harness business at Pok-

IN "STATU QUO." and I, personally, feel sorry that we were not allowed time to prove the beneficent In Other Words, It is Ready for the results of the organization.'

Grave "Would it not have been better for the A reporter of THE TRADESMAN, while movement if you had let the retail trade tarrying at the wholesale grocery house more into your confidence ?" of Lemon, Hoops & Peters last evening, "I have no doubt it would have been

accosted Mr. Lemon as follows: better, and I am sure the wholesale gro-"Mr. Lemon, there are many conflictcers of Michigan had no secrets which ing rumors relative to the present condithey desired withheld from the retailers tion of the Michigan Wholesale Grocers' and had both organizations met in joint Association. Will you be kind enough session from time to time, better results to tell me something of its present might have been accomplished." status?"

"The Michigan Wholesale Grocers' As Artemas Ward and John T. Burgess sociation is to-day in statu quo, the active have incorporated the Philadelphia Gro operation of same being postponed some cer and the Market Journal in a single what indefinitely." paper, under the title of the National

"What causes have lead to this post-Grocer. The new paper is issued from ponement?" New York and is an improvement over

"The success of any organization deits predecessors, good as they were. THE pends largely, in my estimation, upon TRADESMAN expects to see the National the genuine ability, strength and un-Grocer take a commanding position swerving courage of the executive. And amon _ trade journals. I regret to say that the Michigan Whole-

Jno. R. Dougherty & Co. have placed a sale Grocers' Association was lacking, in new safe in their bank at Lyons. a very large measure, in this particular. In perfecting the organization, it was

FOR SALE, WANTED, ETC. deemed prudent to give to Detroit the rtisements will be inserted under this head for nts a word the first insertion and one cent a for each subsequent insertion. No advertise-aken for less than 25 cents. Advance payment. presidency, that city being the oldest and one of the two largest jobbing points in the State, and as Mr. W. J. Gould at-

FOR SALE.

WANTS.

tended the first meeting at Lansing, and FOR SALE-DRUG STORE IN FIFE LAKE DOING a good business; no competition: stock and fix-tures will involce \$2.000; proprietor has other busi-ness. Addresss, C. E. Blakely, Mancelona, Mich. 379 was apparently very much interested in the movement, the honor of president A. GOOD CHANCE TO GO INTO TRADE-FO sale, at a bargan, a stock of boots, shoes an ent's furnishing goods, and good will of the business t 565 South Division St. Enquire of Kindge, Bertes Co., 12, 14 and 16 Pearl St., Grand Rapids. 282 Jonesville-W. J. Baxter is succeeded was conferred upon him; but, alas! we A in the clothing business by E. B. Thorp. had not gone far until we discovered A Co., 12, 14 and 16 Pearl St., Grand Rapids. 382 POR SALE-AT A EARGAIN, THE OLDEST AND best established meat marke in the city, central-ly located and doing a good paying business, with slaughter house, utensils, etc., Also one new and com-plete set of butcher's tools, cheap, if sold inside of thirty days. For terms and particulars apply to Wm. Henry & Son, 8 W Western are., Muskegon, Mich. 362 POR SALE-A WELL-SELECTED STOCK OF GRO-certes, doing a good business. One of the best lo-cations in the city. Owner wishes to retire from trade. Will lease store for term of yeare. Address No. 384, care Michigan Tradesman. 364 Cadillac-Klinge & McCartney have our mistake-when it was too late-realizing most unmistakably that our president was wholly unacquainted with even

rudimentary parliamentary rules; and wholly unable, for several good reasons unnecessary to mention, to perform the functions peculiar to his office. He lacked push and stamina; he was too

Gave might Tradesman. 364 GOOD CHANCE-FOR SALE-THE ENTIRE STOCK of goods of a well-established business. The store to rent, also the house; well adapted for hatel, if desired; a creditable custom has been enj-yed by the owner, who will be pleased to impart further informa-tion at the place, 137 West Bridge street, Grand Rapids, lick. M. Bootz. vacillating; apparently too insincere; and, in fact, did not possess the necessary moral courage; nor even the ability to inspire and retain confidence among his

own neighbors-the jobbors of Detroit. This was the character of our executive. and this was the one great reason why the Association has not been as success the most pleasant streets "on the nge for stock in any good instituti e Mich gan Tradesman.

"What action, if any, will probably next be taken?"

"That question, for my part, I am unable to answer." "Will it ever be possible for Michigan

jobbers to secure cartage?" "Most decidedly so. Nearly all large

jobbing points throughout the country make a charge for cartage and boxing, and in purchasing goods at New York Boston, Philadelphia, Baltimore, Chicago and other points, we have invariably to pay cartage and consider it a just charge, always adding the cartage and freight together as a part of the cost of the goods; and, in my estimation, retail dealers ought to so look upon this, adding freight

and cartage together as a portion of the ommon cost of their purchases." "What other points did you hope to ecure through your organization?"

"We hoped by honest and continued effort, well directed, to weed out of the retail trade of Michigan many irresponsible, illegitimate and dishonest dealers WANTED-POSITION AS MANAGER OF STORE OR salesmanby a young man of twelve years' ex-perience. Address, A Robertson, Martin, Mich. 383 WANTED-SITUATION BY DRUG CLERK 19 YEARS old, who has had two years' experience; can give best of referencs. Address 330, care Michigan Tradesman, Grand Rapids. 380 Westate in the thriving village of Bailey on the C. & W. M. Railway for house and lot in Grand Rapids. worth about \$1,500. Address, D. B. Galentine. Cas-novia, Mich. 372 and thus improve, in general, the morale of the retail grocer of the State; because the honest retailers of Michigan would thereby have been placed on an equal footing with other honest men, who intend to-and in fact do-pay 100 cents Novia, Mich. 312 STEUATION WANTED-A COMMERCIAL TRAVELER is open for engagement. Large acquaintance with grocery trade in Michigan. Address Jackson, care Michigan Tradesman. 325 on the dollar, and who are in business to stay; not by cutting prices, nor by fail-

NEW DEPARTURE.

We take pleasure in announcing to the trade that we have put in a full line of

Syrups and Molasses.

Which we offer at Bottom Prices.

All Goods Guaranteed to Give Satisfaction.

No Charge for Cartage.

.

Telfer Spice Company.

P. STEKETEE & SONS, JOBBERS IN

Dry Goods Notions,

83 Monroe St. and 10, 12, 14, 16 & 18 Fountain St.,

Grand Rapids, Mich.

Spring Line of Prints, Seersuckers, Toile Du Nord, Ginghams, Hosiery and White Goods Just Received.



Product of Our Factory at Fon du Lac, Wis.

You can buy a better \$3 Men's Calf Shoe and other grades made by C. M. HENDERSON & CO. near your own door than other manufacturers can offer, and this is true of our Ladles' Fine Dongola and Goat \$2.50 Shoe and our \$3 Henderson French is id, and other grades made at our Dixon Factory, where our celebrated "Red School House" shoes are produced. We have special advantages for manufacturing them and make them all on the theory of merit and style. "The proof of the pudding is in chewing the string," and if you will test them we shall highly appreciate it and are sure it will prove to your advantage. Our heavier grades of goods made at our third factory are also acknowledged to be unequaled.

any rates the companies may impose without a murmur. In Maryland the White Cap business

Purely Personal.

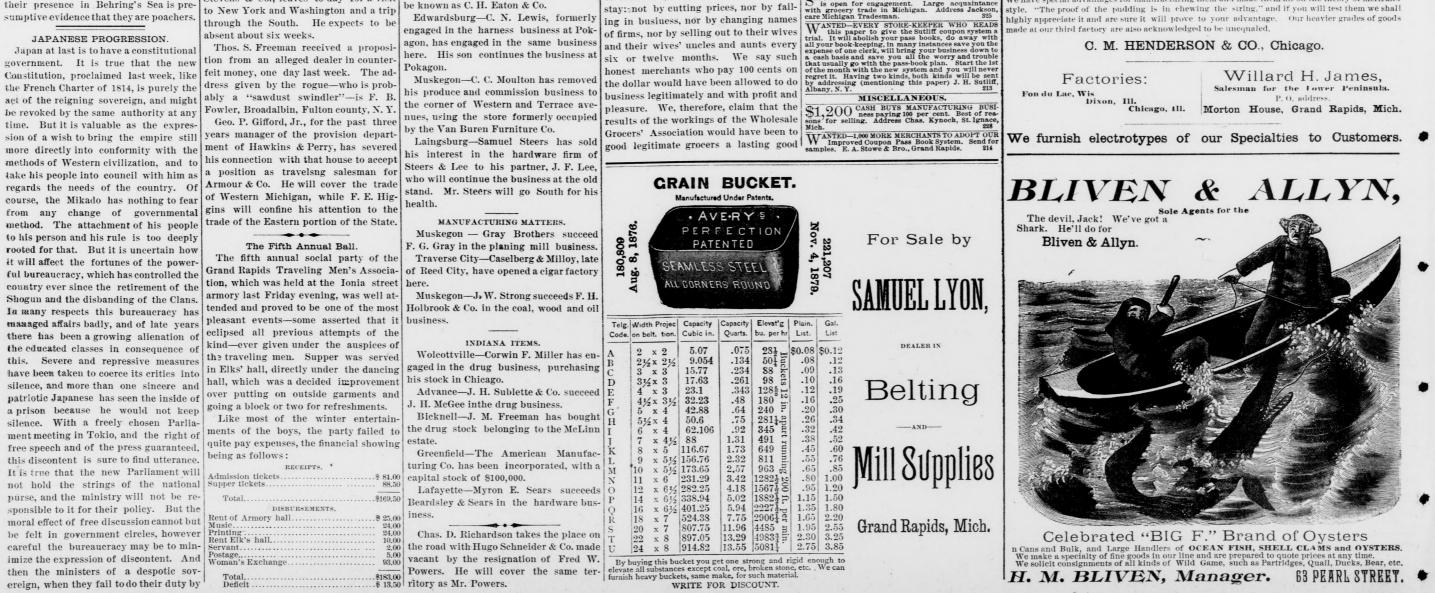
Walter and Geo. Keeney, formerly o

J. R. Harrison has closed out his bus-

NOW IS THE ACCEPTED TIME.

seems to have degenerated into a Ku-Klux organization to annov and terrorize ties of the State. This is just the out-

come we might have expected from this mischievous and quite unnecessary at-



ASSOCIATION DEPARTMENT.

MIGHIGAN HUSINESS Men's Association. President-Frank Wells, Lansing. First Vice-President-H. Chambers, Cheboygan. Second Vice-President-C. Strong, Kalamazoo. Secretary-B. A. Stowe, Grand Rapids. Treasurer-L. W. Sprague. Greenville. Executive Board-President; C. L. Whitney, Muskegon; Frank Hamilton, Traverse City; N. B. Blain, Lowell; Chas. T. Eridgman, Flint; Hiram DeLano, Allegan; Secretary. Michigan Business Men's Association.

Secretary. Committee on Insurance-Geo. B. Caldwell, Green-ville; W. S. Powers, Nashville; Oren Stone, Flint. Gommittee on Legislation-S. E. Parkill, Owoso; H. A. Hydorn, Grand Rapids; H. H. Pope, Allegan. Dommittee on Trade Interests-Smith Barnes, Traverse City: Geo. R. Hoyt, East Saginaw; H. B. Fargo, Mus-logamittee on Transportation-Immediate

Committee on Transportation-James Osborn,Owosso; O. F. Conklin, Grand Rapids; C. F. Bock, Battle Creek. tee on Building and Loan Associations—Chaun rong, Kalamazoo; Will Emmert, Eaton Rapids

cey Strong, Kalamazoo; Will Emmert, Es W. E. Crotty, Lansing. Local Secretary-P. J. Connell, Muskeger. Official Organ-THE MICHIGAN TRADESMAN.

The following auxiliary associations are op erating under charters granted by the Michi gan Business Men's Association:

No. 1-Traverse City B. M. A. President, J. W. Milliken; Secretary, E. W. Hastings President, J. W. Milliken; Secretary, E. W. Hastin No. 2-Lowell B. M. A. President, N. B. Blain; Secretary, Frank T. King. No. 3-Sturgis B. M. A. President, H. S. Church; Secretary, Wm. Jo No. 4-Grand Rapids M. A. President, E. J. Herrick; Secretary, E. A. Stow No. 5-Muskegon B. M. A. President, John A. Miller; Secretary, C. L. Whitney. No. 6-Alba B. M. A. ddent, F. W. Sloat; Secretary, P. T. Baldwin No. 7-Dimondale B. M. A. President, T. M. Sloan; Secretary, N. H. Widger. No. 8-Eastport B. M. A. President, F. H. Thursten; Secretary, Geo. L. Thurston No. 9-Law rence B. M. A. President, H. M. Marshall; Secretary, J. H. Kelly No. 10-Harber Springs B. M. A. No.11-Kingsley B. M. A. President, H. P. Whipple: Secretary, D. E. Wynkoor No. 12-Quincy B. M. A. President, C. McKay; Secretary, Thos. Lenn No. 13-Sherman B. M. A. sident, H. B. Sturtevant: Secretary, W. J. Austin. No. 14-No. Muskegon B. M. A. No. 15- Boyne City B. M. A. President, R. R. Perkins; Secretary, F. M. Chase No. 16-Sand Lake B. M. A. President, J. V. Crandall; Secretary W. Par No. 17-Plainwell B. M. A. President, E. A. Owen, Secretary, J. A. Sidle No. 18-Owosso B. M. A. Ibort Todd: Secretary S. Lamfr No. 18-Owosso B. M. A. President, Albert Todi; Sceretary, S. Lamfrom. No. 19-Ada B. M. A. President, D. F. Watson; Sceretary, E. E. Chapel. No. 20-Sangstuck B. M. A. President, John F. Henry; Sceretary, L. A. Phelps. No. 21-Wayland B. M. A. President, C. H. Wharton; Sceretary, M. V. Hoyt. No. 22-Grand Ledge B. M. A. President, A. B. Schumacher; Sceretary, W. R. Clarke. No 23-Carson City B. M. A. President, F. A. Rockafellow; Sceretary, C. G. Bally. No. 24-Morlex H. M. A. No. 24 - Morley B. M. A. President, J. E. Thurkow: Secretary, W. H. Richmond President, J. E. Thurkow; Secretary, W. H. Richmon No. 25-Palo B M. A. President, H. D. Pew; Secretary, Chas, B. Johnson. No. 26-Greenville & M. A. President, S. R. Stevens; Secretary, Geo. B. Caldwell. No 37-Dorr B, M. Á. President, E. S. Botsford; Secretary, L. N. Fisher. No. 28-Cheboygan B. M. A President, A. J. Paddock; Secretary, H. G. Dor No. 29-Freeport B. M. A. President, Wm. Moore; Secretary A. J. Ob-

 President, wn. sloore; Secretary, A. J. Cheesebrough

 No. 30-Oceana B. M. A.

 President, A. G. Avery; Secretary, E. S. Houghtaling

 No. 31-Charlotte B. M. A.

 President, Thos. J. Green; Secretary, A. G. Fleury.

 No. 32-Coopersville B. M. A.

 President, W. G. Barnes; Secretary, J. B. Watson.

 No. 33-Charlevoix B. M. A. President, L. D. Bartholomew; Secretary, R. W. Kane No. 34-Saranac B. M. A. President, H. T. Johnson; Secretary, P. T. Williams. No. 35-Bellaire B. M. A. Tresident, H. M. Hemstreet: Secretary, C. E. Den Tresident, H. M. Hemstreet; Secretary, C. E. Densmord No. 36-Ithaca B. M. A.
 President, O. F. Jackson; Secretary, John M. Everder
 No. 37-Battle Creek B. M. A.
 President, Chas E. Rock; Secretary, E. W. Moore. No. 37-Bartue Creek B. M. A. President, Chas. F. Bock; Secretary, E. W. Moore. No. 38-Scottville B. M. A. President, H. E. Symons; Secretary, D. W. Higgins. No. 39 Burr Oak B. M. A. W. S. Willer: Secretary, F. W. S. President. No. 40-Eaton Rapids B. M. A. nt, C. T. Hartson; Secretary, Will Emme President. No. 41-Breckenridge B. M. A. nt. C. H. Howd: Secretary, L. Waggone President No. 42-Fremont B. M. A. President, Jos. Gerber; Secretary C. J. Rathbun No. 43-Tustin B. M. A. President, Frank J. Luick: Secretary, J. A. Lindstro No. 44-Reed City B. M. A. President, E. B. Martin; Secretary, W. H. Smith No. 45-Hoytville B. M. A. President, D. E. Hallenbeck; Secretary, O. A. Halladay No. 46-Leslie B. M. A. President, Wm. Hutchins; Secretary, B. M. Gould President, Wm. Hutchins; Secretary, B. M. Gould No. 47—Flint M. U. President, W. C. Pierce; Secretary, W. H. Graham No. 48-Hubbardston B. M. A. No. 49-Leroy B M. A. President, A. Wenzell; Secretary, Frank

No. 50-Manistee B. M. A. President, A. O. Wheeler; Secretary,C. Gran No. 51-Cedar Springs B. M. A. President, L. M. Sellers; Secretary, W. C. Congdo No. 52-Grand Haven B. M. A. President, A. S. Kedzie: Secretary, F. D. Vos No, 53-Bellevue B. M. A. President, Frank Phelps; Secretary, John H. York. No. 54-Douglas B. M. A. President, Thomas B. Dutcher, Soc. M. A.

Association Notes

John E. Thurkow, President of the Morley B M. A., was in town Monday.

The Michigan Business Men's Association has been invited to send five delegates to the National convention of business men to be held at St. Louis on the 28th to frame an equitable and acceptable bankrupt law.

Cheboygan Tribune: At the meeting of the Cheboygan Business Men's Association, Monday vening, a communication was read from E. A. towe, Secretary of the State Association, in which he stated that a letter from the Secretary of the Cheboygan Association was six weeks on the road before reaching him and he thought this demonstrated the necessity of direct railroad connection between Grand Rapids and Cheboygan.

cinctly Set Forth. To the commercial travelers of Michigan: We have laid the foundation of an association in Michigan on which we have hopes of build-ing a grand organization and to which every commercial man in the State ought to lend his help. The cost of 50 cents per year is so low that all can afford to belong. It shall be the aim of the officers and Board of Directors that the affairs shall be conducted on a strictly cash basis. "Pay as we go," will be our moto. We welcome all respectable commercial travelers to come into our Association. Do not come in as drones, but come in and do your part. Remem-ber your officers can not do all the work, as they have their work to do as well as you, and you are not asked to pay any salaries. Every member who will add one or more will be helping to do his part, and we ask all who may have any grievances against the management to kindly make it known, in the proper way, and I am sure it will be promptly adjusted. To the Michigan Commercial Travelers' Associ-tion we extend our hand in good fellowship and ask that the feeling existing between them and that by combining our efforts we may do good for all. Our aim is to aid you and give our influence in your favor regarding matters of insurance. In return, we ask only that "you do unto us as you would like to be done by." To all commercial travelers' associations in the United States, we send greeting and will co-The Detroit Free Press correspondent at Green ville notes the following: The second annual anquet of the Greenville Business Men's Assoiation occurred Friday evening at Hotel Phelps About 100 couples were present, it being the largest social gathering held here yet this winter. The programme consisted of supper, speaking and dancing, and reflects credit upon the organ zation. There are no flies on Greenville business men when they have anything of a social

ature on hand. Charlotte Republican: The Business Men's Association held a special meeting at the council ooms, Tuesday evening, and elected the following officers: C. M. Jennings, President; C. A. Lamb, Vice-President; Geo. M. Fenn, Secreary; Executive Board, D. B. Ainger, E. S. Lace nd George Huggett. An effort will be made to build up the organization and aid the business and manufacturing interests of the city in every ossible way and we hope the Association may eet with success.

The transformer and the set of th Cheboygan Tribune: A meeting of the Che ooygan Business Men's Association was held in he council room Monday evening to consider e question of the Business Men's Insurance to. The attendance was not very large, only en being present. The Insurance Committee was instructed to proceed at once to solicit subcriptions to the stock among the members. cared for. Current for the second second second second second Our Employment Committee has as its chair-man Geo. C. Cooper, of Lansing, who will endeavor to furnish a position to any member in good standing and who can answer satisfac-torily the questions that will be required to insure our indorsement. Arrangements will be made with manufacturers and wholesale houses to aid and give our members a preference. These are some of our objects, but the social part of being a member only is worth the amount you pay. One-fifth of the amount expected to be taken in Cheboygan was subscribed among those present and several more shares were promised to be

Holland City News: The last issue of the Allegan Gazette contained a report of the second nnual meeting of the Business Men's Associaon of that place. From this we learn that our you pay. With this statement before you, we trust i will meet your hearty approval and support. KNIGHTS OF THE GRIP, A. F. PEAKE, Pres. eighboring village has a wideawake organizaion of business men, who are constantly watch ng for chances to secure new enterprises for neir town. Not only this, but they have suc eeded in doing excellent service during the ast year, and start their work in 1889 with sev ral prospective industries "on the string." Holland needs something of this kind, at once we expect to continue its growth. A Greenville correspondent of the Detroit Free Press writes as follows: Greenville business

ock mutual fire insurance company now being rganized by the State Business Men's Associa on. They will no doubt willingly do this, as heir demand for better rates and some con ideration for new water works and a reduced noral and material hazard has gone entirely un-eeded. Our rates are the same as five years ago, when we were told by the insurance companie hat if we had the fire protection we now have t would be less. We now have the protection ut are told by our district inspector that our ates were too low before. Traverse City Herald: The Business Men's

nd it see

ng the stormy weather.

nen are asked to take \$2,500 stock in the new

E. A. Stowe, Grand Rapids: DEAR SIR—Our second annual banquet sur-passed anything in the social line held here yet this season. "Hotel Phelps" did all in its power to satisfy us, but was not prepared for so many and gave out in the second round. The pro-gramme consisted of eating, speech making and dancing—principally the first and last. The occasion was twice the importance of our effort one year ago. Everybody enjoyed them-selves and the occasion reflects credit upon our Association, and particularly on the committee in charge. in charge. We apparently stand well with all except the dead-beat. Yours. They Were Short on Sizes From the Boot and Shoe Recorder. "725 cases best quality ladies' rubbers, 19 cents per pair." This is the sign that attracted attention from a Washington Association met on Tuesday evening. Dr. B. D. Ashton and Wm. Beitner were admitted to memership. Incorporation matters were discussed.

med to be the sense of the meeting that t was advisable to change our charter to that of rubbers are sold wholesale this was a a city, and Dr. Kneeland was appointed a com-mittee to draw a bill for introduction in the remarkable bargain. In fact, it would pay any of our rubber companies to step in and buy up the whole 725 cases; they Legislature. Details will be perfected later, when it will be submitted to the people for their could make money by it. How could it be done? The writer stepped in the decision, by vote. The special committee on nternal Improvements also reported and their store and passed to the rubber departeport was discussed and certain powers granted em. The meeting was well attended, consider-"A pair of ladies' rubbers, if you

. A. Stowe, Grand Rapids:

please," he asked of a clerk. "What size?" Allegan Gazette: Here's a chance for another oom. President Pope, of the Business Men's ssociation, has a letter, sent by parties in Ohio, "Three and a half." A pair of first quality shoes was passed asking for the prices of coal and iron in Allegan, and what inducements the town will make for and accepted, the clerk wrapped them up in a paper and passed them to the writer, who in turn gave the clerk a establishment here of a stove foundry employing fifty to sixty men. Offers have been made by quarter. other towns, and intimation is made that the "Fifty cents, if you please." highest bidder will win the prize. Inducements "How so?" ndeed? Why, if those gentlemen will only "That's the price." ne and look at the town they will never leave

"I thought you were selling first quali-We have had not a little of this sort of work ty of rubbers for 19 cents." o do, the past year, but if the enterprise can "Oh, if you want those rubbers, here they are," was the clerk's reply, as he exhibit substantial qualities there is no doubt but Allegan's liberal and lively business men took up a pair from another lot. will do whatever is necessary to secure it. "They will do."

"What size did you say?" "Three and a half." "We have only twos and se

KNIGHTS OF THE GRIP. Carnegie's Advice to Young Men.

You are about to start in life and it is The Objects of the Organization Suc well that young men should begin at the cinctly Set Forth. beginning and occupy the most suborial travelers of Michigan

dinate positions. Many of the business nen of Pittsburg had a serious responsiout the office.

Pitcairn, Superintendent of the Pennsyl-likelihood is that the young man's life vania Railroad; and Mr. Moreland, City will be hopelessly blighted by a sentence Attorney of Pittsburg.

Begin at the beginning, but aim high. I would not give a fig for the young man who does not already see frimself the partner or the head of some important

There are three dangers in your path. The first is the drinking of liquor. The second is speculation, and the third is

suspicion. I have lived to see all of them ruined, bankrupt in money and bankrupt in character. There is scarcely bankrupt in character. There is made a an instance of a man who has made a fortune by speculation and kept it. The man who grasps the morning paper to see how his speculative ventures are likely to result unfits himself for the

calm consideration and proper solution tective. of business problems with which he has to deal later in the day, and saps the

sources of that persistent and concentrated energy upon which depend the permanent success and often the very safety of his main business. The thorough man of business knows that only by years of patient, unremitting attention to affairs can he earn his reward, which is the This plan to make meat dear has been

esult not of chance, but of well-devised neans for the attainment of ends. Nothing is more essential to young

business men than untarnished credit and nothing kills credit sooner than the knowledge in any bank board that a man engages in speculation. How can a man be credited whose resources may be swept away in one hour by a panic among gamesters? Resolve to be business men,

out speculators never. The third danger is the perilous habit Annual Banquet of the Greenville B. M. A. of indorsing notes. It appeals to your generous instincts and you say, "How GREENVILLE, Feb. 16, 1889. can I refuse to lend my name only to as-sist a friend ?'' It is because there is so

much that is true and commendable in that view that the practice is so danger ous. If you owe anything, all your cap ital and all your effects are a solem trust in your hands to be held inviolate for the security of those who have trusted you. When a man in debt indorses for another, it is not his own credit or his own capital that he risks. It is the money of his own creditors. Therefore GEO. B. CALDWELL, Sec'y. I say that if you are ever called upon to I say that if you are ever called upon to indorse, never do it unless you have cash means not required for your own debts and never indorse beyond these debts, and never indorse beyond those

means. Assuming that you are safe in regard to these, your gravest dangers-drinking, speculating and indorsing-the question structed attention from a week. To street dry goods store the past week. To any person who knew the price at which do something exceptional and beyond the Railros range of his special department. He must attract attention. A shipping clerk He Garden. Hand. may do so by discovering in an invoice an error with which he has had nothing Cow to do and which has escaped the atten-Door, Sargent. tion of the proper person. If a weighing clerk, he may save for the firm by doubting the adjustment of the scales Stove Carriage new list doubting the adjustment of the scalesCarriage new list.and having them corrected. Your employer must find out that he has not gotPlowa mere hireling in his service, but a man.Sleigh shoe.Not one who is content to give so manyCast Barrel Bolts.hours of work for so many dollars in re-
turn, but one who devotes his spare hours.Cast Saure Spring.Our young partners in Carnegie Bros.Wrought Sunk Flush.have won their spurs by showing that we
did not know half as well what was
wanted as they did.BRACES. Barber. wanted as they did.

Backus There is one sure mark of the coming Am. Ball millionaite-his revenues always exceed his expenditures. He begins to save as well, plain... soon as he begins to earn. For every Well, swivel. ers, here y, as he soon as he begins to earn. For every \$100 you can produce as the result of hard-won savings, Midas, in search of a partner, will lend on credit \$1,000; for every \$1,000, \$50,000. It is not capital your seniors require, wrought Loose Pin, acorn tip...... Wrought Loose Pin, acorn tip......

peculations far exceeded his resources. He found himself at last in imminent danger of exposure and disgrace. He made a desperate endeavor to raise the amount of his shortage by borrowing of his friends, but they failed to respond as bility thrust upon them at the very thresh-old of their career. They were intro-At last he found further concealment duced to the broom and spent the first hours of their business lives sweeping money he decamped. His employers are anxiously looking for him, and the I was a sweeper myself and who do American Security Company, who went ou suppose were my fellow sweepers? upon his bond, are making strenuous David McCargo, now Superintendent of efforts to put their hands upon him; and the Allegheny Valley Railroad; Robert as they never compromise any cases, the efforts to put their hands upon him; and likelihood is that the young man's life to the penitentiary. In speaking of this young man, one of his employers said that he has 3,000 or 4,000 men in his department, and that if he had been asked to choose the most faithful and honest of

all, he would have selected this young man who proved to be a defaulter. He further stated that there was a big moral in this defalcation. That he believed the young man to be inherently honest,

second is speculation, and the third is "indorsing." When I was a telegraph operator in Pittsburg I knew all the men who specu-lated. They were not our citizens of first repute. They were regarded with suspicion. I have lived to see all of them ruined, bankrupt in money and

The Attack on Dressed Meats rom the Chicago News,

The Pennsylvania legislature has fol-lowed the example of that of Ohio in kill-Clark's, small, \$1 Ives', 1, \$18; 2, \$ ing the ridiculous meat inspection bill by which the butchers and cattle-raisers hoped to exclude Chicago dressed meats. Heller's Horse R roundly denounced from Colorado to New York in nearly every prominent Nos. 16 to 20; List 12 Discount, 60

newspaper, as well as by meat con-sumers who have tested the quality and the price of Chicago meats. There are a number of legislatures which have yet to struggle with the meat inspection sham as expressed in bills

which solemnly claim to protect the when some some some source that the source of the source o

come a law in any state. If it should do so the courts would knock down its underpinning in short order.

HARDWARE. Prices Current.

These prices are for cash buyers, who pay promptly and buy in full packages. Ives', old style dis. \$ 7 00

HOUSE Stamped Tin Was Japanned Tin Was Granite Iron War AXES. First Quality, S. B. Bronze. D. B. Bronze. S. B. S. Steel. D. B. Steel... Grub 1 Grub 2 Grub 3 BALANCES. dis. Au Sable ... dis.\$ 14 00 net 33 00 Au Sable..... Putnam..... Northwestern.. BARROWS Railroad BELLS.

BOLTS.

BUCKETS

Door, mineral, ja 60&10&10
 \$\$\$ 10000, mineral, jap

 \$\$\$ 10000, porcelain, jap

 \$\$ 30\$ 415

 \$\$ 25

 \$\$ 0000, porcelain, jap

 \$\$ 0000, porcelain, jap
 .30&15 Russell & Irwin Mallory, Wheeler Branford's Norwalk's

60&1

Stanley Rule and Adze Eye. Hunt Eye. Hunt's.... onze and Plated Knob Flush. .60&10 dis. Sperry & Co.'s, Po 50&1

Gate, Clark's, 1, 2

Gray enameled.

Pots.... Kettles. Spiders

Coffee, Parkers C "P. S. & W. Landers, H "Enterprise net Stebbin's Patter dis. 70& Stebbin's Enterprise, self-n Advance above

Office of

Foster, Stevens & Co., WHOLESALE HARDWARE

Grand Rapids, Mich., Jan. 29, 1889.

The fiber from which Sisal and Manilla Rope is made is now cornered" and very high. The price of rope in New York today is,

Sisal, 12 1-2 cents per pound.

Manilla, 15 cents per pound.

Our price in Grand Rapids is ONE CENT ABOVE PHESE PRICES. We have in stock a new rope called

NEW PROCESS.

Its superiority te Sisal in every respect is now universally ad-mitted, and where it has been substituted for Manilla, favorably impresses the purchaser with confidence in its utility and success. It is manufactured in all sizes, the smaller coils being made up in a ball cord shape, thus avoiding the necessity of a reel. We keep in stock "New Process" from 1-4 up to 5-8 inclusive, and our price to-day is only 9 1.2 cents a pound for 3.8 and larger, and 10 cents for 1.4. This price, however, will not hold and must go higher if Sisal and Manilla keep advancing.

A trial coil will convince you the days of Sisal rope are nbered. FOSTER, STEVENS & CO. numbered.

	/						
10 and 12 Monroe-S	t., 33,	35,	37	39	and	41	Louis-St

	1
EXPANSIVE BITS. dis. Clark's, small, \$18; large, \$26	List acct. 19, '86dis. 40
All K S, Small, \$18; large, \$20	List acct. 19, '86dis. 40
FILES-New List. dis.	Silver Lake, White Alist 50
American File Association List	" Drab A
New American	White B " 50
Nicholson's	" White C
Heller's Horse Passe	Discount, 10.
GALVANIZED IDON	Solid From SASH WEIGHTS.
Nos. 16 to 20; 22 and 24; 25 and 26; 27 28 List 12 13 14 15 18 Discount, 60 GAUGES. dis. 50 Stanley Rule and Level Co.'s. 50	sond Eyes
List 12 13 14 15 18	SAUSAGE SUUFFERS OR FILLERS. Miles' "Challenge" per doz \$20 dig 506150405
Discount, 60	Perry
Stanley Rule and Level Co's	Draw Cut No. 4
HAMMERS.	SAUSAGE SUUFFERS OR FILLERS. Miles' "Challenge"per doz. %20, dis. 506250&05 Perryper doz. No. 1, \$15; No. 6, Draw Cut No. 4
Naydole & Co.'sdis. 25	Silver'sdis. 40&10
Verkes & Plumb's dis 40\$10	Disston's Circular SAWS. dis.
Mason's Solid Cast Steel	"Cross Cut
Blacksmith's Solid Cast Steel, Hand 30c 40&10	" Hand
HINGES.	*Extras sometimes given by jobbers.
state	"Silver Steel Dia, X Cuts, per foot. 70
crew Hook and Strap, to 12 in. 41/2 14 and	" Special Steel Dex X Cuts, per foot 50
Screw Hook and Eye 1/	Enterprise Mfg. Co. dis. 20k10020 Silver's. dis. 40k10 Disston's Circular. 4504545 "Cross Cut. 4504545 "Hand 35025455 *Extras sometimes given by jobbers. Atkins' Circular. 70 "Special Steel Dia. X Cuts, per foot. 70 "Special Steel Dax X Cuts, per foot. 30 "Cuts, per foot. 20 "Cuts, per foot. 30 "American, all kinds. 60 Steel, all kinds. 60
""""""""""""""""""""""""""""""""""""""	Cuts, per foot
" " " " "net 7½	TACKS. dis
trap and T	American, all kinds
WANGERS 10	TACKS. dis. American, all kinds 60 Steel, all kinds 60 Swedes, all kinds 60 Gimp and Lace. 60 Cigar Box Nails 60
HANGERS. dis. Barn Door Kidder Mfg. Co., Wood track 50&10	Cince and T
Barn Door Kidder Mfg. Co., Wood track50&10 Champion, anti-friction	Cigar Box Nails
	Common and Patent Brads
HOLLOW WARE	Hungarian Fails and Miners' Tacks 50
Pots	Gimp and Lace. 60 Cigar Box Nails. 50 Finishing Nails. 50 Common and Patent Brads. 50 Hungarian Fails and Miners' Tacks. 50 Trunk and Clout Nails. 50 Tinned Trunk and Clout Nails. 50 Leathered Carpet Tacks. 50
piders	Leathered Carpet Tacks
Gray enameled 50	TRAPS, dis,
HOUSE BUDNISHING GOODS	Steel, Game
tamped Tin Warenew list 70&10	Oneida Community, Newhouse's
apanned Tin Ware	Hotchkiss'
	1. S. & W. Mig. Co. S 70
HOES	Hotchkiss' 70 P. S. & W. Mfg. Co.'s 70 Mouse, choker 76 Mouse, delusion \$1.50 per doz.
rub 2\$11.50, dis. 60	WIRE dia
arub 3	Bright Market
HORSE NAILS, un Sable	Annealed Market
utnamdis. 5&10&2% &2%	Extra Bailing
dis. locioco	Tinned Market
KNOBS-New List. dis.	Tinned Mattress
Door, mineral, jap. trimmings 55 Door, porcelain, jap. trimmings 55 Door, porcelain, plated trimmings 55	Coppered Spring Steel
boor, porcelain, plated trimmings	Plain Fence
boor, porceigin, trimmings	Barbed Fence, galvanized
boor, porcelein, trimmings	Mouse, delusion \$1.50 per doz. Bright Market 074 Annealed Market 674 Coppered Market 674 Tinned Market 624 Tinned Market 624 Tinned Broom per pound 04 Coppered Spring Steel 50 Tinned Spring Steel 50 Plain Fence per pound 39 Barbed Fence, galvanized 30 Copper 32% WIRE GOODS dis
Iemacite	Brass
	WIRE GOODS. dis.
Kussell & Irwin Mfg. Co.'s new list 55 Iallory, Wheeler & Co.'s 55	Bright
Branford's	Hook's
orwalk's	Gate Hooks and Eyes
tanley Rule and Level Co's dis.	WRENCHES
MATTOCKS. 70	WRENCHES. dis. Baxter's Adjustable, nickeled. 30 Coe's Genuine. 50 Coe's Patent Agricultural, wrought, 75 Coe's Patent, malleable. 75&10
dze Eye	Coe's Genuine
unt Eye	Coe's Patent, malleable
MAULS. dis.	MISCELLANEOUS. dis.
perry & Co.'s, Post, handled 50	Bird Cages
MILLS. dis.	Pumps, Cistern
offee, Parkers Co.'s	Casters, Bed and Plate
offee, Parkers Co.'s	Dampers, American
" Enterprise	MISCELLANEOUS. dis. Bird Cages 50 Pumps, Cistern 73 Screws, New List 70&605 Casters, Bed and Plate 50&10&10 Dampers, American 40 Forks, hoes, rakes and all steel goods 66% Copper Bottoms 30
MOLASSES GATES. dis.	Copper Bottoms
MOLASSES GATES. dis. tebbin's Pattern	METALS,
tebbin's Genuine	PIG TIN
NAILS 25	Pig Large
Advance above 12d nails.	
FENCE AND PDADS	COPPER. Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c Manufactured (including all and copper, 3c
od to 60d	Manufactured (including, 4C; Old Copper, 3c

No. 54-Douglas B. M. A.	A Question of Membership.	"Three and a half."	every \$1,000, \$50,000.	Wrought Narrow, bright 5ast joint	Advance above 12d nails.	
President, Thomas B. Dutcher; Secretary, C. B. Waller.	1	"We have only twos and sevens in this	It is not capital your seniors require,	Wrought Loose Pin	FENCE AND BRADS.	Duty: Pig, Bar and Ingot, 4c; Old Copper, 3c
No. 55-Petoskey B. M. A. President, C. F. Hankey; Secretary, A. C. Bowman.	ALMA, Feb. 18, 1889.		it is the man who has proved he has the	Wrought Loose Pin japannod	1100	Manufactured (including all articles of which
No. 56-Bangor B. M. A.	E. A. Stowe, Grand Rapids:	lot at that price."	business habits which make capital. Be-	Wrought Loose Pin, labanned, silvertinned 602-05	18d and 9d	Copper is a component of chief value) 45 nev
President, N. W. Drake; Secretary, Geo. Chapman.	DEAR SIR-We have, as applications for mem-	Tableau-Writer goes out without rub-	gin at once to lay up something. It is		6d and 7d 40	cent ad valorem. For large lots the following
No. 57-Rockford B. M. A.	the college and we are not certain whether they	bers. Clerk wonders how long he has	gin at once to ray up something. It is	Wrought Inside Blind	4d and 5d 60	quotations are shaded:
President, Wm. G. Tefft: Secretary. E. B. Lapham.	can be admitted or not. Will you kindly in-	got to work at this swindling game.	the first hundred dollars saved which	Blind Clark's	3d	INGOT.
No. 58-Fife Lake B. M. A.	form us.		tells.		2d 1 50	Lake
President, L. S. Walter; Secretar; C.C. Plakely.	Also, would you advise us, for the strength of	Art in Windows.	And here is the prime condition of suc-	Blind, Shepard's	4d 1 00	"Anchor" Brand
No. 59-Fennville B. M. A.	the Association, to take doctors and attorneys?		cess, the great secret; concentrate your	BLOCKS	3d 1 00	
President F. S. Raymond: Secretary, A. J. Capen.	We are prospering and doing well. Very respectfully, C. F. BROWN, Sec'v.	From the New York Mail and Express.	energy, thought and capital exclusively	Ordinary Tackle, list April 17, '85 40	2d	Duty: Sheet, 2½c per pound.
No. 60-South Boardman B. M. A.	Very respectfully, C. F. BROWN, Sec'y.	"Let me dress my window, and I don't	upon the business in which you are en-	CARPET SWEEDEDO	CASTING AND DOX	600 pound casks
Bresident, H. E. Hogan; Secretary, S. E. Neihardt.	It has been the custom of many of the associa-	care who writes my advertisements."	gaged. Having begun in one line, re-	Bissell No. 5 per doz \$17 00	12d to 30d	Per pound
No. 61-Hartford B. M. A.			solve to fight it out on that lines to lead		100	IFID
President, V. E. Manley; Secretary, I. B. Barnes.	tions to admit doctors, lawyers and professional	Thus observed a shrewd Sixth avenue	solve to fight it out on that line; to lead	Bissell, Grand	8d to 9d	Duty: Pig, \$2 per 100 pounds. Old Lead, 2c per
No 62-East Saginaw M. A. President, Jas. H. Moore; Secretary, C. W. Mulholand.	men generally, and THE TRADESMAN has yet to	merchant, recently. Whether he was	in it; adopt every improvement, have the	Magic	4d to 5d 1 10	pound. Pipe and Sheets 3c per pound
No. 63-Evart B. M. A.	hear of a single cause of complaint from this			CRADLES.	3d 1 10	American
President, C. V. Priest; Secretary, C. E. Bell.	source. Such men are not generally attracted		about it.	Grain		Newark
No. 64-Merrill B. M. A.	by the benefits of the collection department, but	steady stream of humanity that stopped	Finally, do not be impatient, for, as		% inch	Bar
President, C. W. Robertson; Secretary, Wm. Horton.	they are interested in the growth and prosperity	for a minute or more to gaze into his		Cast Steel	1 × · · · · · · · · · · · · · · · · · ·	SOLDER.
No. 65-Kalkaska B. M. A.	of their town and wish to aid the B. M. A. in all	well-filled window, and only moved on in	out of the ultimate success but your-	Iron, Steel Points	CLINCH.	1/2@1/2
President, Alf. G. Drake; Secretary, C. S. Blom.	endeavors in that direction.		selves."	CAPS.	11/2 and 13/2 inch 1 35	Extra Wiping
No. 66-Lansing B. M. A.	indeators in that another.	seemed to give the color of truth to his		Ely's 1-10 65	2 and 214 " 1 15	The prices of the many other qualities of solder in the market indicated by private brands
President, Frank Wells; Secretary, Chas. Cowles.		seemed to give the color of truth to his		Hick's C. F " 60	21/2 and 23/4 " 1 00	vary according to composition.
No. 67-Watervliet B. M. A.	The Facts in a Nutshell.	observation. The show window has be-	Living Too Fast.	G. D 41 35	3 inch	ANTIMONY.
President, Geo. Parsons; Secretary, J. M. Hall.	From the Cheboygan Tribune.	come an important factor in the retail	A great cause of disaster in the careers	Musket " 60	Each half keg 10 cents extra.	
No. 68-Allegan B. M. A. President, H. H. Pope; Secretary, E. T. VanOstrand.	The annual report of the Commissioner of	trade, and the merchant who fails to	of many bright young men is an unfor-	Rim Fire U M C & Winchester nor Mat		Cooksonper pound 141/4 Hallett's
No. 69-Scotts and Climax B. M. A.	Insurance shows that for the year 1992 the 10"	grasp the point with both hands, as it	tunate propensity for living too fast In	Rim Fire. United States	OILERS. dis.	TIN-MELYN GRADE.
President, Lyman Clark; Secretary, F. S. Willison.	insurance companies organized in other states	were, is sure to realize his blunder	the majority of cases where young men	Central Firedis. 25	Zinc or tin, Chase's Patent	10mit IC Changes
No. 70-Nashville B. M. A.	received in premiums from the citizens of this State \$2,352,035, while for losses in the State they	sooner or later.			Brass or Copper	10x14 1C, Charcoal
President, H. M. Lee; Secretary, W. S. Powers.	only paid \$1,135,484, an excess of receipts over	In this big town window dressing has	we find that they were led into their evil		Reaper Dor moor \$10 mot	19 10 10 44
No. 71-Ashley B. M. A.	losses paid of \$1,216.541. The Business Men's	become an art, and a high art, too, and			Olmstead's	14x14 IC, " 10 00
President, M. Netzorg; Secretary, Geo. E. Clutterbuck.	Association believes that it would be better to	like all arts it takes its particular for	ways by a passion upon their part to dress well, live well and stand well in a social way. Their legitimate incomes	Socket Corner	1 DT 1 2000 21	10x28 1C, "
No. 72-Edmore B. M. A.	keep the profits of insurance in our own State,	turos from its curroundings Barticular lea-	dress well, live well and stand well in a	Butchers' Tanged Firmer		10x14 IX, "
No, 73-Belding B. M. A.	and at its annual meeting in Cheboygan a com- mittee was appointed to devise a plan for a State	tares from its surroundings. For in-	social way. Their legitimate incomes	Barton's Socket Firmers	I Sciola Dench	10-10 TV 11
President, A. L. Spencer; Secretary, O. F. Webster.	Business Men's Insurance Co The committee					$12 \times 12 \times 13$, $12 \times 12 $
*o. 74-Davison M. U.	completed its work and a plan was approved by	beyond which meridian this art becomes	expenses of such a life, they draw upon	COMBS. dis.	Stanley Rule and Level Co.'s, wood	20x28 IX "
President, J. F. Cartwright; Secretary. L. Gifford.	the Executive Committee of the State Associa-	a more travesty unworthy of the name.	the funds of their omployers comptimes	Curry, Lawrence's	PANS	Each additional X on this grade, \$1.75.
No. 75-Tecomseh B. M. A. President, Oscar P. Bills; Secretary, F. Rosacraus.	tion and also by most of the local associations in the State. Subscriptions to the stock are being	differs as much from the display made	with the intention of repaying the	HOICHKISS 25	Fry, Acmedis. 50&10	TIN-ALLAWAY GRADE,
No. 76-Kalamazoo B. M. A.	solicited and every indication is that the stock	on upper Broadway as the gaudy canvas	amounts taken but in most instances	CHALK.	Common, polisheddis. 60&10	10x14 IC, Charcoal
President, S. S. McCamly; Secretary, Chauncey Strong.	Will be speedily taken The design is to give	of an auction shop differs from the	this good intention upon their part he	white Crayons, per gross	RIVETS. dis.	14x20 IC, 540 12x12 IC, 4
No. 77-South Haven B. M. A.		chaste production of a European master.	comes impossible A young man in	Broom Dashingto COCKS.	Iron and Tinned	14x14 IC, "
President-L. S. Monroe; Secretary, S. VanOstrand.	possible cost. It is not proposed to cut insur-					29x28 IC, " 0.95
No. 78-Caledonia B. M. A.	ance rates but to divide profits each year among the policy holders.	chaste production of a European master. The same diversity is noted between the hodge-podge windows in Kleine Deutsch-	r intadelphia, notaing a high and impor-	Beer	"A" Wood's patent planished. Nos 24 to 27 10 20	10x14 IX, " 11 80
President, C. F. Williams; Secretary, J. W. Saunders.		land, at the other end of the abarrant	tant position of trust and in receipt of a salary of \$1,800 a year has just turned	Fenns'	D wood's pat. planished, Nos. 25 to 27 9 20	14x20 IX, "
No. 79-Fast Jordan and So Arm B. M. A.	Good Report from South Haven.	land, at the other end of the shoppers'	salary of \$1,800 a year, has just turned	COPPER.		14x14 IX, " 715
President, Chas. F. Dixon; Secretary, L. C. Madison.		continent along the eastern borders of	out to be a defaulter for over \$11,000.	Planished, 14 oz cut to size per pound 33	ROPES.	
No. 80-Bay City and W. Bay City R. M. A. President, F. L. Harrison; Secretary, Geo. Craig.	SOUTH HAVEN, Feb. 18, 1889. E. A. Stowe, Grand Rapids:				Sisal, 1/2 inch and larger 13	Each additional X on this grade \$1.50. 14,80
No 81-Flushing B. M. A.	DEAIR SIR-At our regular meeting, Feb. 19,	ontions made by the wealthy dealers of	years and was implicitly trusted, hun-	Cold Bolled 14-40	Manilla 16	BOOFING PLATES
President, L. A. Vickery; Secretary, A. E. Ransom.	the insurance matter, with subscription paper				Stool and Loss SQUARES. dis.	14x20 IC, Terne M. F
No. 82-Alma B M A.	sent us, was prought before the meeting and the					20x28 IC, "" "
President, B. S. Webb; Secretary, M. E Pollasky.	chairman of the Insurance Committee directed	art has as many phases as the people for	he fell in love with and wanted to marry	Morse's Bit Stocks	Mitre	14x20 IX, " " "
No 83-Sherwood B. M. A.	to canvass and see what he could do We are all			Paper and straight Shank 40	SUPPET TOON	29x28 IC, " " " 11 50
President, L. P. Wilcox; Secretary. W. R. Mandigo.	hard of the insurance bas been fact that a large	whose tastes it is pursued. The skillful window dresser, true artist that he is,	der to keen up a show of	Morse's Taper Shank 40	Com. Smooth Com	14x20 IC, " Allaway Grade 4 90
	year and that money is close makes it somewhat		der to keep up a show of prosperity	DRIPPING PANS.	Nos. 10 to 14	14x20 IX, """"""""""""
Onekama business men have formed a B. M.				Small sizes, ser pound 07	Nos. 15 to 17	20x28 IC,
A., officered as follows: President, S. Little:	We are doing well as an Association. Three	customers. It would not be profitable for him to blunder, and his is not the	to her lavorable consideration, he took	Large sizes, per pound 61/4	105. 10 0 41	
Vice-President, C. D. Stanley; Secretary, Geo. A.	new names were sent in at the last meeting.		various sums from time to time, expect-	ELBOWS.	Nos. 22 to 24	BOILER SIZE TIN PLATE.
Barstow; Treasurer, J. J. Barnes.	our concetion department is a success.	only case where artists times have been t	ing to replace them when nav-day came	Com. 4 piece, 6 indoz. net 75		14x28 IX
	. VAN OSTRAND, Sec'y.	drawn by golden rules.	He soon found to his amazement that his	Corrugated dis. 20&10&10 Adjustable dis. 3&10	No. 27	14x56 IX, for No. 8 Boilers.)
					wide not less than 2-10 extra	14x60 IX, " " 9 " per pound 09



The imperial tax is now seven per cent. (reduced to this from nine per cent. in 1882). There are in addition duties Ivory black and bone black are made 1882). levied by the various provinces ranging out of ivory chips. The exquisite Prussian blue is got by from four per cent. in Rio de Janeiro and

Santos to seven per cent. in Bahia and fusing horses' hoofs and other refuse animal matter with impure potassium Ceara.

Venezuela is, next to Brazil, the larg-est exporter of coffee to the American carbonate. It was discovered by an accident.

ant. In the vegetable kingdom are included he lakes, derived from roots, barks and gums. Blue-black is from charcoal of the the lakes, derived from roots, barks and

centers of the coffee-growing industry, while Maracaibo, Laguayra and Puerto Cabello are the chief ports. Guatemala, Mexico and United States vine stalk. Lampblack is soot from certain resin-

ous substances.

From the madder plant, which grows in Hindostan, is manufactured Turkey

Gamboge comes from the yellow sap of a tree, which the natives of Siam catch in cocoanut shells.

Raw sienna is the natural earth from the neighborhood of Sienna, Italy. Raw umber is an earth from Umbria,

and is also burned. To these vegetable pigments may prob-

To these vegetable pigments may prob-ably be added India ink, which is said to be made from burnt camphor. The Chinese, who alone produce it, will not reveal the secret of its composition. Mastic—the base of the varnish so called—is from the gum of the mastic tree, indigenous to the Grecian archi-nelago.

pelago.

Bistree is the soot of wood ashes

milion, is from quicksilver ore.

papers to that effect.

papers to that effect. Merchant—Well, take our bill for Sep-tember and go up. You haven't been able to get in the last twenty-five or thirty times you have called, but you can get there to-day. I tell you, John, society is a great blessing, if you only look at it right.

of Colombia are of about equal impor-To Colombia are of about equal impor-tance as regards their shipments to the United States, but Guatemala coffee ranks highest in price. Most of this coffee is sent to Europe. The coffee of Mexico is grown chiefly in the State of Vera Cruz, from the port of which the bulk of the crop is sent to the United States The want of capital and labor States. The want of capital and labor in sufficient quantities is said to be the

TO THE MERCHANTS OF MICHIGAN - We offer

ser margin of profit than any concern in te. Write for estimates on Building Stone etery work. First class material and work Hayti sends the largest quantity to the United States, 5,745,198 pounds in 1887, SAM'L MOFFETT, Manager.

Bistree is the soot of wood ashes. Of real ultramarine but little is found in the market. It is obtained from the precious lapis lazuli, and commands a fabulous price. Chinese white is zinc, scarlet is iodine of mercury, and cinnabar, or native ver-milion, is from quicksilver ore. United States, 5,745,198 pounds in 1887. against 16,023,221 pounds in 1886. Hay-tan coffee exports to this country reached their height in 1881, when 31,908,074 pounds were sent. The British West Indies in 1887 sent 4,551,959 pounds, against 2,917,248 pounds in 1886. Ex-ports from other islands were of insig-

milion, is from quicksilver ore. Merchant (to collector)—John, are the Slimkinses going to receive to-day? Collector—I saw their card in papers to that effect. Difference in the stands were of many ports from other Islands were of many nificant proportions in 1887. Hayti lev-ies a very heavy export duty on coffee, \$3 per 100 pounds being the rate. This duty, added to the low price ruling, ac-counts for the decline noted in 1887 from exprised to the stands were of many nificant proportions in 1887. Hayti lev-ies a very heavy export duty on coffee, the stands were of many nificant proportions in 1887. Hayti lev-ies a very heavy export duty on coffee, the stands were of many inficant proportions in 1887. Hayti lev-ies a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of many is a very heavy export duty on coffee, the stands were of the stands were of the stands were of the stands were of the stands the stands were of the stands were of the stands were of the stands the stands were of the stands were of the stands the stands were of th

hoto& Zinc Engravint SO LEADS SUUCS BRASS RULE BOR WOOD ERIEST GRAND RAPIDS MICH.

FLINT.

Conclete



MICH.

Monuments

Increase your Cigar Trade by selling the



Named in Compliment to the

Association, Men's **Business**

And especially adapted, both in Quality and Price, to the requirements of the RETAIL GROCERY TRADE.

Absolutely THE BEST 5 Gent Cigar on Earth!. PRICE, \$30 PER THOUSAND.

Spice Company, Telfer The

MANUFACTURERS' AGENTS, GRAND RAPIDS.

The Michigan Tradesman

WEDNESDAY, FEBRUARY 20, 1889.

LEISURE HOUR JOTTINGS. Written for THE TRADESMAN.

BY A COUNTRY MERCHANT.

I hardly think there is among those deal- edly the revolution that has thrown upon ers affected a general and enthusiastic de- the dealer and his assistants-biped and sire to erect a memorial of gratitude to quadruped-the muscular exertions once the individual who first introduced the cheerfully assumed by the customer, will free delivery system. Even in localities prove no exception. In fact, from the where custom and surroundings have present outlook, there is a strong indicamade it practically indispensable it is tion that this particular revolution is far not "pointed to with pride" by a major- from having accomplished its mission, ity of those who are forced to make it a and will not have accomplished its misconspicuous feature of their trade, while sion until science and discovery shall in the country towns there is, among the have, let us say, enabled the apothecary merchants who have adopted the custom, to purge and blister his customers by an almost unanimous conclusion that it the remedies on his own person; when is an unreasonable and unnecessary load the grocer shall deliver his commodities, upon an already overburdened business. hot, and prepared for the stomach; when the boot and shoe dealer shall be pro-And the country grocer, for instance,

after sufficiently anathematizing his own vided with automatons to wear, break folly, and that of his competitors, nat- and fit goods for any foot; when the urally takes a mental inventory of what hardware man shall furnish a motor with modern progression has done for his every machine and implement sold; when line in trade, since he faced his first cus- the vender of dry goods shall furnish his fabrics, made up, at the cost of the ma-terial, and so on to the end of the chaptomer from behind a counter, and, if he

om the New York Post.

is at all old-fogyish in his habits and ter of the various trades and pursuits. disposition, he undoubtedly ranks the aggregation of labor saving machinery, which has gradually accumulated on his hands, with the free delivery system.

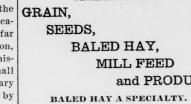
* A few years ago some half a dozen parties were handling groceries in the he said: "Most of the lemons we get in small village of X—. They were all this market come from Naples, Sorrento, of them, perhaps, a little countrified and ports they are shipped by way of Liverunprogressive in their habits, but they had all the goods which their trade de-manded; good credit, and the reputation of doing a small, but safe business. The people of the section rather preferred tities of lemons are sold here by auction, roasting and grinding their own coffee, shaving their dried beef, etc., and carrying home their own goods. They didn't care whether their tea came from a \$10 the market. Sometimes they are 'a drug gilded can, or the original chest. They wanted honest weight, but didn't insist box is not an unusual price. Dealers on bronze and marble scales. They put here do not keep regular agents at the up their own "sass," and the canned goods trade was decidedly an "infant in-ductory". dustry.' the gathering of Italian lemons is

But a sudden and disastrous calamity overtook the local grocery trade of X—... Une gathering of Italian lemons is at its height between February and March. Some lemons will not keep over a month The son of a wealthy resident of a neighboring town was peremptorily in-formed by "the old man" that the time best Italian lemons and will keep the had arrived to "fish or cut bait," and, unfortunately, decided to open a high-from Nanles. The Palermos rank next, while the poorest, as a general thing, come from Nanles. There is however, no unfortunately, decided to open a high-toned grocery in the village. The best rule by which one can be sure that lemons and largest store in town was leased, the insides torn out, and made new and re-splendent by the decorator's art. The splendent by the decorator's art. The have been index form Messina. Dealers most elaborate and expensive store fix-know no special varieties of lemons, but tures were purchased; a glittering de-livery wagon put on the streets, and the the places from which they come. Some room filled to overflowing with almost colored and ripened by sulphur fumes

every article known to the trade. But the worst feature of the whole entirely wrong. Lemons, when they are matter was that the young fellow, in his total ignorance of business methods, commenced a reckless cutting and slash-commenced a reckless cutting and slashing in prices, and gave credit almost in-tured upon the tree. "The best lemons we get in New York discriminately. speedily secured the bulk of the trade. come from Florida. They are naturally But the usual results of incapacity, reck-But the usual results of incapacity, reck-lessness and extravagance followed, possibilities before the Florida growers and the "Palace Grocery" went into the are extensive, and, if care is taken by hands of a receiver; was started up them in sorting and picking, they may in hands of a receiver; was started up again by the "old man;" collapsed more market. The Florida lemons are packed disastrously than before, and, in about in boxes holding about 250 to 300 apiece two years from the time of opening was They begin to come in November.

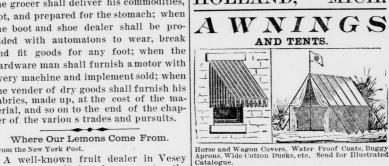
climax, Deacon Crossgrain has declared open war against us because I wouldn't deliver fifty pounds of salt after 10 o'clock the other night."

Ine saying that "revolutions never go backward" is commonly regarded as an **JOHN E. KENNIA** Conditional to the say our dealer for them. Manufactured only by **JOHN E. KENNIA** CONTRACTOR CO exceptionally truthful one, and undoubt-



11.

10 C



street was applied to by a reporter the Chas. A. Coye, other day for some information in regard to the lemon trade in this city. In reply

MAGIC COFFEE ROASTER groe the sales of a single day often amounting to forty thousand or fifty thousand boxes The price they bring depends entirely upon their quality and the quantity in

Cleveland, Ohio d send us your orders. We handl BEST and CHOICEST BRANDS GLASS.

WM. REID, 73 & 75 Larned Street West, DETROIT, MICH. Grand Rapids Store, 61 Waterloo Street

WANTED! We want stocks of goods in exchange for \$100,000 worth of productive real estate in Lansing city property and improved farms.

R. A. CLARK & CO. Real Estate Brokers Lansing Mich. Crockery & Glassware LAMP BURNER

of a prime quality, and then the distance Tubular 6 doz. in box. First quality. o. 0 Sun, crimp to XXX Flint We

emptied by the sheriff and the holders of sundry chattel mortgages. Unfortunately, the folly of the "Pal-ace" man had, in the meantime, innoc Pearl top . 1 Sun, wrapped and labeled No. 2 Hinge, ' ace' man had, in the meantime, finite interface are grown in populating or and are a much more important product of that island than the lemons. Limes La Bastic. No. 1 Sun, plain bulb the only way for anything like compe-must be packed tightly in barrels to pre-No. 1 crimp No. 2 ... vent bruising ery wagons were put on the road, unreas-onable investments made in fixtures, the shelves filled with showy but unsalable investments and e in fixtures, the shelves filled with showy but unsalable in a general way it may perhaps be said that better lemons grow on high ground STONEWARE-AKRON. Butter Crocks, per gal Jugs, ½ gal., per doz. goods, the profits cut down to a mini-mum and credit customers encouraged. season, place and individual tree seems Meat Tubs, 10 gal., each to be a law unto itself. We can never Milk Pans, 1/2 gal., per doz. (glazed 66c tell in advance where we are to get the best fruit."



season. Discount, terms of delivery and dating of invoice we Manufacture to Order Hose and Police Patrol Wagons, Peddlers, Bakers, Creamery, given on application. Catalogue for 1889 now ready.

tition was to imitate his methods, delivmum, and credit customers encouraged. Since the "Palace" closed up the grocery trade of X---- has had a large amount of experience with modern mercantile progression. Bankrupt stocks have antagonized the regular trade; nearly all salable articles have become "leaders;" expenses are materially larger or damages, send them on the day the goods are checked. that all the allurements and seductions of "new methods" can ever increase the about the error at once. volume of trade in any degree.

"The delivery system," said Smith's to be able to do so. clerk and driver, "has considerable effect in bringing out an individual's carelessness, selfishness and laziness. There, for instance, is old Crickett, who comes in once a week, buys a gallon of kerosene, and gets it and himself carried for the coming year never to refuse a home a mile on a two-cent profit. Then draft.

of sugar; buys a dollar's worth, and insists on my hitching up expressly to take The Biggest Pair of Shoes ever Made. about three-quarters of a mile, is a good

bounce of nutmegs, have to be trucked inde into bing string, the string, have to be trucked inde into bing string, the string would be 24,000 inches long. The soles weigh 8¼ pounds. The soles are 14 inches long, 5½ wide and 8¼ inches deep. That doesn't count the heel, which would be string to the other bing inches to be at the soles.

have to deliver it. And then, to cap the add another inch to the depth.

How to Guard Your Credit. The Canada Book and Notion gives the following good advice:

1. If you have any claims for shortage

2. When the monthly statement is rendered check it, and if wrong, write

3. If you cannot remit when asked to, drop a line when you reasonably expect

4. If you are notified that you will, after a lapse of time, be drawn upon, at-tend to the matter immediately. See to accept the draft. If not, write exactly what you want. Let it be your ambition

home a mile on a two-cent profit. Then there's Dusenberry, who comes in on the muddiest, rainiest day of the month; grumbles for half an hour over the price ters will save much trouble.

atorning Express. Through Mail..... Grand Rapids Expro-*Night Express.... Mixed..... about three-quarters of a mile, is a good customer, and good pay, but if his fam-ily buy seventeen articles in two days, I've got to make exactly seventeen trips. Mrs. S—'s half-pound of tea, or ounce of nutmegs, have to be trucked made for actual use. It took a piece of leather containing 1,040 square inches to make the uppers, and 1,960 to make the soles. That is 3,000 square inches altogether. If that leather were cut into two strips an eighth of an inch wide, and ounce of nutmegs, have to be trucked made into one long string, the string y, bungit Expr

sleeper to Toronto. Through tickets and sleeping car berths s D., G. H. & M. R'y offices, 23 Monroe St., and at JAS. CAMPBELL, City Passenge

TIME TABLES. Grand Rapids & Indiana.

ty. . m. train has sleeping car for Petoskey and aw City.

GOING SOUTH. innati Express 11:45 a r 5:00 p r

ll Trains daily except Sunday. Muskegon, Grand Rapids & Indiana

1:15 a 4:20 p m..... Leaving time at Bridge street depot 7 minutes later C. L. Lockwood, Gen'l Pass. Agent.

Detroit, Grand Haven & Milwaukee. GOING WEST

Arrives. ... 1:05 p m ... 4:55 p m ... 10:40 p m ... 6:40 a m 1:10 p m 5:10 p n 7:00 a m 7:45 a m GOING EAST. 6:50 a m 10:30 a m 3:50 p m 10:55 p m

York 10:10 a. m. next day. through sleeper Grand g at Milwaukee



GRAND RAPIDS, MICH.

All Grocers sell SANTA CLAUS SOAP. Made by N. K. FAIRBANK & CO., Chicago, Ill.

Repairing in all its Branches. H. Leonard & Sons, COLBY, CRAIG & CO., West End Fulton St Bridge. Telephone No. 867.

181

TRIAL

ORDER

SOLICITED

Moline Cl

LEMON, HOOPS & PETERS, Wholesale Grocers



IMPORTERS.

MICH. GRAND RAPIDS,

GROCERIES.

VALUED INSURANCE POLICY.

An Attempt to Pass Such a Measure Before the Legislature. rrespondence Detroit Journal

The insurance situation is becoming interesting. On the 26th of last Decem-ber the Policy Commission, appointed under the act of 1881 to adopt a standard fire insurance policy for the State, completed their work, and last week Insur-ance Commissioner Raymond notified the companies that the new form of policy will take effect on the first day of next July. Senator Wisner recently intro-duced a sweeping insurance measure which is it because the senator of the senator which—if it become a law—will repeal all conflicting acts. The new standard policy does conflict very emphatically with the most vital point of the Wisner act, and can never go into operation unless the antagonistic bill is defeated. The first clause of the standard policy

The company shall not be liable beyond the actual cash value of the property at the time any loss or damage occurs, and the loss or damage shall be ascertained or estimated according to such actual cash value, with proper deduction for depreciation, however caused, and shall in no event exceed what it would then cost the in-sured to repair or replace the same with ma-terial of like kind and quality; said ascertain-ment or estimate shall be made by the insured and this company, or if they differ, then by ap-praisers. Bick how the made by the same data to the same with ma-terial of like kind and quality; said ascertain-ment or estimate shall be made by the insured and this company, or if they differ, then by ap-praisers.

Right here Mr. Wisner's bill takes issue. It requires that in case of total sale in order to realize the promy shown in the policy sale in order to realize the promy shown in the policy shall be paid. It specifies that in recov-shall be paid. It specifies that in recov-tion fine losses by legal action the world's supply is short of the total re-world's supply is short of the total reshall be admitted as to the value of the property insured." Whenever there is a equal to the damage. In estimating the loss, the foundation shall not be taken into account or treated as a part of the building. Nothing in the act, however, is to be construed as preventing the admission of testimony to prove fraud and deception.

This portion of the bill is modeled closely after the New Hampshire law. Nearly all of the foreign companies pulled out of the State after its passage, but recently they have commenced to re-establish agencies there. The Wisner bill has another radical feature in an anti-compact clause, which its sponsor is confident the companies cannot avoid. It provides that in case any company enters into any compact or combination for the purpose of controlling the rates charged for fire insurance, the Commischarged for hre insurance, the Commis-sioner shall revoke the license of the company to do business in Michigan and no renewal shall be granted for three no renewal shall be granted for three years. The bill ignores the Insurance Policy Commission and directs that the Insurance Commissioner shall prepare a standard policy in conformity with the leading features of the bill.

Senator Wisner will push his bill earnestly, but the insurance men will fight it with equal vigor and emphasis. They assert that the payment of the full face value of the policy will give an opening for unlimited fraud between dishonest local agents and the insured, as it will give them opportunities to insure at exorbitant figures and then add the crime of arson to the fraud without fear of detection.

The act of 1881 provides that the standard policy provision should not apply to farmers' mutual insurance companies, that insure farm property exclusively Senator Holbrook has prepared a bill to so amend the act that the provision will not apply to the farmers' mutual companies that are insuring city property.

No Cartage for Them.

MANTON, Feb. 14, 1889. E. A. Stowe, Grand Rapids: DEAR SIR-Enclosed find copy of an

agreement made by the business men of Manton. Will you be kind enough to publish the same in your paper and ber this tract. Mr. LaDue will look after oblige the retailers of Manton? Yours respectfully, F. L. ROBERTS.

MANTON, Feb. 14, 1889. To the Michigan Wholesale Grocers' Association

We, the undersigned merchants of this place, hereby pledge ourselves to trade with no firm charging cartage or boxing. F. A. Jenison, Frank Weaver, A. Curtis, Northrup & Williams, Ira E. Kibbe, Krohn & Alvin, E. W. Hubbell, J. C. Particle, M. F. White Bundled, Bullet

CLERKS AND THEIR WORK. six weeks in nearly all departments of business activity, Wall street is closely Their Community of Interest Limited

watched for the first evidences of im-provement, and the steady growth of a --Some of Their Difficulties. bullish sentiment during the past week or ten days has no doubt been reflected "To speak of clerks in a general way as though there were much of anything in the more cheerful feeling that has in common among them in point of work,

recently come to the surface in commer-cial circles. The money market has likewise given evidence of increased number of employes, representing difactivity in the better demand for loan-able funds and the higher rates of inter-est that have been obtainable for call as well as time loans. The bardening ten well as time loans. The hardening ten-dency developed last week is likely to result in a closer money market from this time forward, but the supply of loanable funds will nevertheless be ample for all requirements, especially as the large pur-chase of bonds last week by the Treasury Department indicates a willingness on the part of the Secretary to prevent any further accumulation of funds. There manners are practically necessitated by further accumulation of funds. There has been important change in the grain market. Wheat has continued to fluctu-ate under the influence of speculative preponderance of a bullish sentiment, and hence a higher level of prices has been maintained; but the most material

and that preclude any thought of ex-ports except upon a much lower level of ing to the kind of store we are in, from but who wants to favor an advertisement?

values. The sharp advance caused five loads to be taken on Monday for Lisbon, easy, semi-professional positions to the positions of ordinary laborers. Apart the annoyances incident upon clerking lessen and the pay improves as the work amount of damages shall be the amount expressed in the policy or contract as the amount insured, "and no other evidence shall be admitted as to the value of the

people who enter don't know just what

kill time simply from the desire to see

A Glut of Eggs. om the Merchants' Revi

If there is any truth in the theory held by some people that a hen lays only a certain number of eggs in a year, there essen the demand in that direction. "People rarely go into a grocery, a hardware store or a wholesale house without wanting to buy, and they usually is likelihood of a shortage in the egg crop next summer and fall. The poor creatures have been laying at a warm weather rate during the past month, the unusual mildness of the season having apparently deluded them in the notion that winter is over. The receipts from all points at this market have been enormmenced to re-The Wisner mous and there is no prospect of a fall-ing off in the arrivals unless the temperature takes a sudden drop. For the month of January the average daily receipts have been about 70,000 dozen above those of January, 1888, and the price has fallen lower than for twenty

five years at this date. The following hey want and the clerk has to help them decide, and probably half of those who ester the clerks don't want to buy at all. Per Doz.

East Saginaw Jottings

W. F. Twelvetrees has purchased Frye & Wicklein's stationery and wall paper stock. He takes possession at once. Mr. Gibbs will have charge of the news stand in the postoflice which Mr. T. also owns. There has been some talk of one of our position on the part of the curious or un-scrupulous, and I should advise those inading dry goods houses purchasing or renting and enlarging and refitting the tending to take up clerking as a business to shun the stores of pretty things and corner where O'Brien's liquor store now is, owned by the Germania society, for a nice surroundings and choose the stores where necessaries of life are sold and dry goods store. people who come in mean business. "Class of patronage, too, makes all the

G. W. Stevens, of the firm of Stevens his future home, next May or June. Mr. Stevens goes there to look after the lumbering interests of the firm, who own 200,000,000 of pine near Ashland. They

A. F. Peake. President of Michigan A. F. Peake, President of Michigan Knights of the Grip, was in town last Friday to attend the traveling men's ball. Fred W. Powers, for three years past traveling representative for Hugo Schnei-der & Co., has engaged to travel for the mappropriateness of certain clerks in certain places—a gentleman at a glove traveling representative for Hugo Schnei-der & Co., has engaged to travel for the mappropriateness of certain clerks in certain places—a gentleman at a glove counter, for instance, or a lady behind a tigar-case of a resturant. Now let me selves better than is generally supposed. the mappropriateness of certain clerks traveling representative for Hugo Schnei-tell you that those things regulate them-selves better than is generally supposed. the Widdicomb Furniture Co., taking the The one thing that a clerk wants to accom-

Advertising in Season An unidentified writer on advertising

a retail business has written a few pa words on the time to advertise :

"There is nothing on earth so mys teriously funny as a newspaper or periodical advertisement. The prime, first. last and all-the-time object of an advertisement is to draw custom. It is not transfer between widely different classes of proprietors and patrons. Hence our cliques, in so far as we have any, are mostly of personal friendships and limit-ed to the employes of a single store. "A peculiar feature of clerk life is that have half a holiday six days in the week: They are built to do hard work, and

should be relentlessly sent out in the dull days, when a customer has to be from a few stores where some special dull days, when a customer has to be skill or aptitude is necessary I think that struck between the eyes with hard facts, kicked insensible with startling bankrupt reductions, and dragged in and laid uncertainties and whims, and these crop of an advertisement, and if you ever out more in matters of taste, dress, and open a concern to manufacture milling the luxuries of life than in the necessi- supplies and wood working, don't try to

gravitate toward easy places and thus already sticking out of the windows, but give them your advertisement as a square knock-down right in the dull season, and thereby you will wax rich and own Proctor Knott or some kindred fast horse to enable you to throw dust from your know what they want. The work done by the employes of such stores is usually hard, but it almost invariably results in a sale and is not attended by the endless answering of questions and taking down of goods so noticeable in some other this down where you will fall over it his down where you will fall over it this down where you will fall over it of goods so noticeable in some other this down where you in the to look for and kinds of stores. In other words, the every day. The time to look for and work all counts, and when nothing is draw business is when you want bus-actually wanted the clerk is not needless-iness, and not when you already have ly kept busy. In many stores, like dry- more business than you can attend to. goods, millinery, and fancy goods estab-lishments, probably nine-tenths of the Cultivation of Nutmegs in New Guinea

Paddling into a little cove, says Capt. John Strachan, on the south side of the bay, we landed beside a clear, rippling stream, and, having ordered the whole of Still they cause as much trouble and the men to march in Indian file in front, work and consume as much time as cus-we started by a little rugged path into tomers who buy freely and thus help salesmen to make a good record for effi-ciency. I have known people to go into a furniture store or a carpet house and kill time simply from the desire to see closed fresh scenes of verdure and trop pretty things they can't and don't mean ical splendor. Winding along the sides Then again, in some kinds of stores rere is less chance for trouble and anthere is less chance for trouble and an-noyance to clerks from people's bringing back goods soiled and otherwise damaged and then entered the nutmer country and asserting that they were so when de-Here we halted and rested. The Rajah and then entered the nutmeg country livered. Few people, perhaps realize the amount of confusion and trouble to us resulting from these practices of im-ripe. plained how far they were from being

Having rested sufficiently, we again started forward, and after scrambling along for about an hour, we gained a fine piece of table land, over which we trav-eled for about another half an hour, when we reached three houses erected in the very heart of the forest. These were & LaDue, will move to Ashland, Wis., his future home, next May or June. Mr. Sterane goes there to lock after the lum trouble we experience. There are many laden air delicious. Nutmeg and other stores which certain families always pat-equally valuable trees were everywhere quainted with them, know their whims or tastes and how to lease them. Then 200,000,000 of pine fear Asinand. They quainted with them, know their withins of the nutmeg in appearance resembles a pear, and, when ripe, opens and displays the worst part of our experience is over. The same old course of feeling one's way, of catering to foibles, of making mistakes, and the like has to be gone through with altern the worst part of our experience is over. with almost every purchaser at a store whose trade is largely transient.

PRODUCE MARKET.

Apples—In poor demand at \$1.25@\$1.50 per bbl. Beans—Handlers are paying about \$1.25 for un-pleked and getting \$1.65@\$1.75 for hand-pleked. Butter—Creamery is in fair supply at 25@26c. Dairy is in good demand at 18@21c, according to oundity

L

Wholesale Price Current.

The quotations given below are such as are ordinarily offered cash buyers who pay promptly and buy in full packages.

Dairy is in good demand at 18@21c, according to quality.		ull packages.	
Cabbages—Home grown command \$3@\$5 per 100 Celery—18@20c per doz. Cider—8@10c per gal.	BAKING POWDER.	Strictly pure	SYRUPS. Corn, barrels
Cooperage—Pork barrels, \$1.25; produce barrels 25c.	RUYAL FEEL	Grocers' 24	
Cranberries-\$6.50 for Bell and Cherry and \$7.25 for Bell and Bugle.	6 oz 1 90	Apples, sun-dried 51/2@ 6 evaporated 7 @ 7%	" kegs 1 20 Pure Sugar, bbl
Dried Apples—Commission men hold sun-dried at 4½@5c and evaporated at 6@6½c. Eggs—The market is still uncertain, handlers	12 oz. " 3 80 1 lb. " 4 95	Aprices, sum draded	X XXX
not daring to pay above 13c, for fear of a further downward movement.	2½ lb."11 78 5 lb. "13 75	Nectarines "	Sugar Creams
Honey-More plenty, being easy at 15c@17c per lb.	6 lb. "	Raspberries "	Graham Crackers
Onions—Buyers pay 18@20c for good stock, and hold at 25@30c per bu. Pop Corn—2½c per lb.	Arotio 1/ lb cans 6 dog 45	Citron, in drum @23 "in boxes @25	Climax
Potatoes-The market is remarkably quiet. few shipments being made-and those at no particu-	A leader, 78 lb. (2418, 0 002 45) (244) (2410)	Lamon Dool	Double Pedro
lar profit. Squash—Hubbard, 1c per lb. Sweet Potatoes—Kiln-dried Jerseys, \$3.50 per	" 1 lb. " 2 " 2 40 " 5 lb. " 1 " 12 00	Crange Peel. 14 Prunes, Turkey. 6 43 "Imperial 6 Raisins, Valencias	Peach Pie
bbl. Turnips-25c per bu.	Absolute, 34 lb. cans, 100811 75 " 12 lb. " 50810 00 " 1 lb. " 50818 75	Raisins, Valencias7½ @ 8½ "Ondaras	TEAS
PROVISIONS.	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$		Fair
The Grand Rapids Packing and Provi- sion Co. quotes as follows:	Acme. ¼ 1b. cans. 3 doz	Harma, 100 10. Acgs	Choice
PORK IN BARRELS. Mess, new	" ½ lb. " 2 " 1 50 " 1 lb. " 1 " 3 00 " bulk 20	Macaroni, dom 12 lb box 60 "imported @10	Foir SUN CURED.
Short cut Morgan. 13 00 Extra clear pig, short cut	Red Star, ¹ / ₄ lb. cans, 12 doz 45 ¹ / ₂ lb. ⁶ ⁶ ¹ / ₈₅ ¹ / ₁ lb. ⁴ 4 ⁴ 1 50	Pearl Barley @ 3 Peas, green @ 140 "split	6000
Extra clear beavy 14 50	" 1 lb " 4 " 1 50 BATH BRICK.		Fair DASKET FIRED.
Clear quill, short cut. 14 50 Boston clear, short cut. 14 50 Clear back, short cut. 14 50 Standard clear, short cut, best. 14 50	English, 2 doz. in case 80 Bristol, 2 " " 75 American, 2 doz. in case 65	Wheat, cracked @ 6½ Vermicelli, import @10	Choicest @25
SMOKED MEATS-Canvassed or Plain.	BLUING. Gross	" domestic @60 FLAVORING EXTRACTS. Jennings' Lemon Vanills	Extra choice, wire leaf @40*
" 16 lbs	Arctic Liq, 4-oz	2 oz. Panel, doz. 90 35 4 oz. " " 1 10 2 25	Common to fair25 @35 Extra fine to finest50 @65- Choicest fancy75 @85
Shouldons	" "	6 oz. " 2 25 3 25 No. 3, " 1 0 1 60	Common to fair 90 Gar
boneless 64 boneless 84 Breakfast Bacon, boneless 10 Dried Beef, extra. 7½ " ham prices. 9 Long Clears, heavy 7 Briskets, medium. 74 " light. 7½	" " " " 4 4 00 " " " 5 9 00	No. 8, " " 2 75 4 00 No.10, " " 4 50 6 00 No. 4 Teper " 1 60 8 50	Superior to fine40 @50
Dried Beef, extra	No. 2 Hurl	No. 4, Taper, "1 60 2 50 ½ pt, Round, "4 25 7 50 1 " " 8 50 15 00 FISH—SALT.	Common to fair
Long Clears, heavy	No. 2 Hurl 2 00 No. 1 2 25 No. 2 Carpet 2 25 No. 1 2 75 Parlor Gem 3 00 Compron Whick 90	FISH-SALT. Cod, whole	Common to fair
LARD—Kettle Rendered.	Parlor Gem	" boneless	Fine to choicest
Tierces 81% Tubs 81% 50 lb, Tins 81%	Common Whisk 90 Fancy 100 Mill 350 Warehouse 300	Halibut 221 Herring, round, ½ bbl. 275 "Holland, bbls. 1000 "Holland, bels. 1000 "Scaled	Fair 25 @30 Choice
LARD-Compound.	BUCKWHEAT.	"Holland, kegs @90 "Scaled	Tea Dust
Tierces. 7½ 30 and 50 lb. Tubs 7½ 31 lb. Pails, 20 in a case. 7% 5 lb. Pails, 12 in a case. 7%	Kings 100 lb. cases	Mack. sh's, No. 1, ½ bbl 9 50	Sweet Pippin
10 lb. Pails, 6 in a case	BUTTERINE Dairy, solid packed 13 " rolls 14	Mack, sh's, No, 1, ½ bbl 9 50 """ 12 lb kit 1 55 """ 12 lb kit 1 55 Trout, ½ bbls	Hiawatha
20 lb. Pails, 4 in a case	" rolls	" 10 lb, kits	Petoskey Chief
BEEF IN BARRELS. Extra Mess, warranted 200 lbs 6 75	Hotel 40 lb boxes 101/	" 12 10. Kits1 15 " 10 lb. kits1 00 " Family, ½ bbls3 00 " " kits	Thistle 42 Florida 65 Rose Leaf 66
Extra Mess, Chicago packing	Star, 40 $3^{1/2}$ Parafine 12 Wicking 25	GUN POWDER.	Swamp Angel 40
Extra Plate	CANNED GOODS-Fish.	Kegs	TRADESMAN CREDIT COUPONS.
^{3/2} 001	Clam Chowder, 3 lb	LAMP WICKS. No. 0	
Ham Saucago 10	Clam Chowder, 3 lb	No. 2	Subject to the following dis.
Ham Gausage 12 Tongue Sausage 9 Frankfort Sausage 8 Blood Sausage 5 Bologna, straight 5½ Bologna, thick 5½	" 2 lb. "	LICORICE, Pure	200 or over
Bologna, straight	" 2 lb. Star	MINCE MEAT 18	1000 "
nead Cheese	" 31b. in Mustard 3 00		
PIGS' PEET. In half barrels	" 3 lb. soused3 00 Salmon, 1 lb. Columbia2 00	MOLASSES. Black Strap	50 gr
In half barrels	" 2 lb. " 3 25 " 1 lb. Sacramento 1 70	Porto Rico	Cocoa Shells, bulk 33/4 Jelly, 30-lb, pails
In quarter barrels	" 21b. "275 Sardines, domestic 14s 5	" choice33@40 " fancy45@48 One-half barrels, 3c extra.	Jage 15
FRESH MEATS.	" Mustard ½s@ 8 " Mustard ½s@10 " imported ¼s10@11	OATMEAL. Muscatine, Barrels 6.00	PAPER, WOODENWARE, PAPER, Curtise & Community
Beef, carcass	" spiced, ½s10@12 Trout, 3 lb. brook	"Half barrels3 15 "Cases2 25@2 35	Curtiss & Co. quote as follows:
beer, carcass 3 (G 6)_{2} " fore 6 (G 6)_{2} " fore $3\frac{1}{2} \text{ (G 6)}_{2}$ Hogs 6 (G 6)_{2} Pork loins 6 (G 6)_{2} " shouldars 6 (G 6)_{2}	CANNED GOODS-Fruits. Apples, gallons, stand2 00	ROLLED OATS Muscatine Barrels 6.00	Straw 134 "Light Weight 2 Sugar 2 Reg Sugar 2
SHOUIGEIS	Blackberries, stand1 00 Cherries, red standard2 50 " pitted	" Half barrels3 15 " Cases2 25@2 35	Hardward
Bologna 65 Frankfort sausage 68 Blood, liver and head sausage 63 Mutton 63/40	Damsons 1 00	OIL. Michigan Test	Bakers 2½ Dry Goods 2½ Jute Manilla 8 Red Express, No. 1
Mutton	Gooseberries 1 40 Grapes 90	PICKLES Medium	Jute Manilla
OYSTERS and FISH.	Green Gages	Water White	48 Cotton 22
F. J. Dettenthaler quotes as follows:	" seconds	²² ²⁰ ²¹ ²¹ ²¹ ²¹ ²¹ ²¹ ²¹ ²¹	48 Cotton
OYSTERS IN CANS. Standards	Pears		Sea Island, assorted40 No. 5 Hemp
Anchors	Quinces 150 Raspberries, extra 25 "red 25 Strawberries 1 10@1 25	Carolina head	No. 8 B
OYSTERS IN BULK.	whortleberries1 20	$ \begin{array}{c} \begin{array}{c} & & No, 1 \\ & & No, 2 \\ & & No, 2 \\ & & No, 3 \\ \end{array} \\ \begin{array}{c} & & 5\frac{1}{2} \\ \end{array} \\ \begin{array}{c} & & 5\frac{1}{2} \\ \end{array} \\ \begin{array}{c} & & 5\frac{1}{2} \\ \end{array} \\ \end{array} $	Tubs No 1 mm
Standards	CANNED VEGETABLES. Asparagus, Oyster Bay1 80 Boons Lime stand		No. 2
Clams 1 25 FRESH FISH.	Asparagus, Oyster Bay	SALERATUS. DeLand's, pure	Clothespins, 5 gr. boxes 60
Black Bass	" Stringlesg, Erie 90 " Lewis' Boston Baked1 45	Dwight's	Bowns, 11 mcn
Whitefish	Corn, Archer's Trophy " Morn'g Glory 1 10 " Early Gold1 10	SAL1 Common Fine per bb1 89 Solar Rock, 56 lb. sacks 25 28 pocket	" 17 " 2 75 assorted, 17s and 17s 2 50
	Peas, French	28 pocket	
CANDIES, FRUITS and NUTS. Putnam & Brooks quote as foll ws:	" June, stand 1 40@1 50	100 " 2 25 Ashton bu, bags 75 Higgins " 75 Warsaw " 37	" bushel 1 60 " " with covers 1 90 " willow cliths No.1 5 50
Standard, 25 lb, boxes.	" French extra fine 14 00	Warsaw " " 37	 with covers 1 90 willow cl'ths, No.1 5 50 " No.2 6 00 " " No.3 7 00 splint " No.1 3 50 " " No.2 4 25 " " No.3 5 00
Twist, 25 " 9½ Cut Loaf, 25 " 10	Mushrooms, extra fine18 00 Pumpkin, 3 lb. Golden 85 Succotesh, standard @ 85	SAL SODA. Kegs	" splint " No.1 3 50 " " No.2 4 25
MIXED. Roval 25 lb. pails	Squash	SAPOLIO. Kitchen, 3 doz. in box 2 35	" ', " No.3 5 00 GRAINS and FEEDSTUFFS
⁴⁷ 200 lb. bbls	"Good Enough1 10 "Ben Har	SAUERKRAUT. Silver Thread, 30 gal. 3 50	White 1 00
Royal, 25 lb, pails 9 "200 lb, bbls 8½ Extra, 25 lb, pails 10 "200 lb, bbls 9 French Cream, 25 lb, pails 11½ Cut Loaf, 25 lb, cases 10 Beedeen 40 lb, Beeter 10	Michigan Full Cream 12½@13	Granuated, boxes	Red 98
Cut Loar, 25 10. cases 10 Broken, 40 lb, Bask 9½ " 200 lb, bbls 9	CHOCOLATE.	Canary	FLOUR. 5 00 "" barrels
FANCY-In 5 lb, boxes. Lemon Drops	Runkel Bros.' Vienna sweet 22 " Premium	Hemp. 4½ Hemp. 4½ Rape. 8½ Mustard. 7½	" barrels 6 20 MEAL.
Sour Drops	" " Breakfast 48 CHEWING GUM.	Rape	Granulated
Chocolate Drops	Rubber, 100 lumps	Scotch, in bladders	Bran
Gum Drops	Bulk	Maccaboy, in jars	Screenings 14 00 Middlings 17 00 Mixed Feed 17 75
Lozenges, plain	Red	SOAP. Dingman, 100 bars4 00 Don't Anti-Washboard4 75	CORN.
Imperials	Die	Don't Anti Wookhan	Car 11 94
Cream Bar	" good	Jaxon	Car "
Cream Bar 12	" good	Jaxon 3 75 Queen Anne 3 85 German family 2 40 Big Bargain 1 87	OATS. 30 Car "
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 16	" good	Jaxon 375 Queen Anne 385 German family 240 Big Bargain 187 SODA.	Car "
Cream Bar	" good	Jaxon 375 Queen Anne 385 German family 240 Big Bargain 187 SODA.	Car "
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams 16 Decorated Creams 20 String Rock. 14 Burnt Almonds 22 Wintergreen Berries 14	" good	Jaxon 3 75 Queen Anne 3 85 German family 2 40 Big Bargain 1 87 Boxes 514 544 Kegs, English 434 87 Allspice 10 746	Car 30 Car 28 RYE. 200 BARLEY. 130 No. 2. 110
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 16 Decorated Creams 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk, 14	" good	Jaxon 3 75 Jaxon 3 75 German family 2 40 Big Bargain 1 87 SODA 80 Boxes 514 Kegs, English 434 sPICES—Whole. 434 Allspice 10 Cassia, China in mats 752 "Batavia in bund 11 "Sation in Jolls 42	Car BYE. 28 No. 1, per 100 lbs 2 00 BARLEY. 2 00 No. 2 1 30 No. 2 1 10 HAY. 14 00 No. 2 13 00
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 16 Decorated Creams 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk, 14	" good	Jaxon 3 75 Gueen Anne 3 75 German family 2 40 Big Bargain 1 87 Boxes 50A. Boxes 514 Kegs, English 432 spices—Whole. Allspice 10 Cassia, China in mats 75 "Batavia in bund 11 "Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24	Car BYE 28 No. 1, per 100 lbs 2 00 No. 1, per 100 lbs 2 00 No. 1 1 30 No. 2 1 10 HAY. 14 00
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk 12 """ in bbls 11 "" in bbls 12 """ in bbls 12	"good1814@19 "prime	Jaxon 375 Jaxon 375 German family 240 Big Bargain 187 Boxes 50DA. Boxes 514 Kegs, English 432 sPICES—Whole. Allspice 10 Cassia, China in mats 752 "Batavia in bund 11 "Batavia in bund. 11	Car Stress Stre Stre Stre
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 String Rock 16 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk. 14 Lozenges, plain, in pails 12 """ in bbls 11 "" in bbls 12 "" " in bbls 12 Gum Drops, in pails 2 "" " in bbls 12 "" " in bbls 2	" good	Jaxon 375 Jaxon 375 Queen Anne 355 German family 240 Big Bargain 187 SODA. Boxes 514 Kegs, English 434 Kegs, English 434 Kegs, English 434 Kegs, English 434 Kegs, English 434 Cloves, Amboyna 11 Saigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 Nutmegs, fancy 70 "No. 1 65 "No. 2 00	Car 28 RYE. 200 No. 1, per 100 lbs 2 00 No. 1 1 20 No. 2 1 10 HAY. 1 20 No. 1 1 10 HAY. 1 300 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. HIDES. Green 4 @ 41/2
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 String Rock 16 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk. 14 Lozenges, plain, in pails 12 """ in bbls 11 "" in bbls 12 "" " in bbls 12 Gum Drops, in pails 2 "" " in bbls 12 "" " in bbls 2 "" " in bbls 2	"good	Jaxon 375 Jaxon 375 Queen Anne 355 German family 240 Big Bargain 187 SODA. Boxes 514 Kegs, English 434 Kegs, English 434 Kegs, English 434 Kegs, English 434 Kegs, English 434 Cloves, Amboyna 11 Saigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 Nutmegs, fancy 70 "No. 1 65 "No. 2 00	Car 28 RYE. 200 No. 1, per 100 lbs 2 00 No. 1 1 20 No. 2 1 10 HAY. 1 20 No. 1 1 10 HAY. 1 300 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. HIDES. Green 4 @ 41/2
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Hand Creams 19 Plain Creams 19 Decorated Creams 19 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 FANCY—In bulk. 12 """ in bbls 11 """ in bbls 11 """ in bbls 11 Gum Drops, in pails 6 """ in bbls 5 Moss Drops, in pails 10 """ in bbls 11	"good	Jaxon 375 Jaxon 375 Queen Anne 375 German family 240 Big Bargain 187 SODA. Boxes 514 Kegs, English 434 sPICES—Whole. Allspice 01 Cassia, China in mats 7½ "Batavia in bund 11 "Batavia in bund 11 "Saigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 Nutmegs, fancy 70 "No. 1.65 "No. 2.65 "No. 2.65 "No. 2.65 "Sol 18½ "shot 21 SPICES—Ground-In Bulk Allspice.55	Car 28 RYE. 200 No. 1, per 100 lbs 2 00 No. 1 1 20 No. 2 1 10 HAY. 1 20 No. 1 1 10 HAY. 1 300 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. HIDES. Green 4 @ 41/2
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Plain Creams 19 Decorated Creams 19 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 FANCY —In bulk. 12 """ in bbls 11 """ in bbls 12 """ in bbls 12 """ in bbls 11 """ in bbls 12 """ in bbls 5 Moss Drops, in pails 10 """ in bbls 9 Sour Drops, in pails 11 Imperials, in pails 11 Second Drops, in pails 11 Second Drops, in pails 10 """ 10 "" 10 "" 10 <	"good	Jaxon 3 75 Jaxon 3 75 German family 2 40 Big Bargain 1 87 SODA. Boxes 514 Kegs, English 434 SPICES—Whole. Allspice 01 Cassia, China in mats 752 " Batavia in bund 11 " Saigon in rolls 42 Cloves, Amboyna 30 " Zanzibar 24 Mace Batavia 70 " No. 1 65 " No. 2 00 " Spices—Ground-In Bulk Allspice 15 Cassia, Batavia 20 " and Saigon 25 " Saigon 42	Car BYE. 28 No. 1, per 100 lbs 200 BARLEY. 2 00 No. 2 1 30 No. 2 1 10 HAY. 1 4 00 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: Part Cured 4 1/2 Full 41/2 Full 41/2 Full 5 66 6 Dry Kips 5 66 6 Carleskins, green 3 6 4 "cured 44/26 5 Dry Kips 5 66 6 Dry Kips 5 66 6 Deaconskins 10 620
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Decorated Creams 19 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Korner Berries 14 Lozenges, plain, in pails 12 "" in bbls 11 " printed, in pails 12½ "" in bbls 11 " printed, in pails 12½ "" in bbls 11 " printed, in pails 12½ "" in bbls 11 " printed, in pails 12½ "" in bbls 9 Sour Drops, in pails 10 "" in bbls 9 Sour Drops, in pails 11½ "" in bbls 11½ "" in bbls 11½ "" in bbls 9 Sour Drops, in pails 11½ "" in bbls 10½ "" in bbls 10½ "" in bbls 9 Tanges,	"good	Jaxon	Car RYE. 28 No. 1, per 100 lbs 2 00 BARLEY. 2 00 No. 2 1 30 No. 2 1 10 HAY. 1 4 00 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 6 4½ Full " 4½6 5½ Dry Kips 5 6 6 Calfskins, green 3 6 4 " Cured. 4½6 5 Deacon skins 10 620 ½ Off for No. 2. 10 620 ½ PELTS, PELTS,
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Decorated Creams 19 Burnt Almonds 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 """ in bbls 11 """ in bbls 11 """ in bbls 11/5 Chocolate Drops, in pails 12 Gum Drops, in pails 12 """ in bbls 9 """ in bbls 9 Sour Drops, in pails 11/5 Imperials, in pails 11 """ in bbls 9 """ in bbls 9 Sour Brops, in pails 11/2 """ in bbls 11/2 """ in bbls 9 """ in bbls 10/2 FRUITS 10/2 """ 220s 62 """ 220s 62 """ 220s 62 """ 220s <	"good	Jaxon	Car BYE. No. 1, per 100 lbs 200 BARLEY. 2 00 No. 2 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 HAY. 1 30 HAY. 1 30 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 4 02 Part Cured. 4 4½ Full 4 4½ Full 5 6 6 Calfskins, green
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Decorated Creams 19 Burnt Almonds 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 """ in bbls 11 """ in bbls 11 """ in bbls 11/5 Chocolate Drops, in pails 12 Gum Drops, in pails 12 """ in bbls 9 """ in bbls 9 Sour Drops, in pails 11/5 Imperials, in pails 11 """ in bbls 9 """ in bbls 9 Sour Brops, in pails 11/2 """ in bbls 11/2 """ in bbls 9 """ in bbls 10/2 FRUITS 10/2 """ 220s 62 """ 220s 62 """ 220s 62 """ 220s <	"good	Jaxon	Car 8 RYE. 20 No. 1, per 100 lbs 2 00 No. 1, per 100 lbs 2 00 No. 2 1 30 No. 2 1 10 HAY. 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. 64 Part Cured 4 45 Dry Kips 5 66 6 Caffskins, green 3 6 4 "Cured 456 514 Deacon skins 10 620 ½ off for No. 2 FELTS. Shearlings 10 230 Estimated wool, per D 20 628 FURS.
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Decorated Creams 19 Burnt Almonds 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 """ in bbls 11 """ in bbls 11 """ in bbls 11/5 Chocolate Drops, in pails 12 Gum Drops, in pails 12 """ in bbls 9 """ in bbls 9 Sour Drops, in pails 11/5 Imperials, in pails 11 """ in bbls 9 """ in bbls 9 Sour Brops, in pails 11/2 """ in bbls 11/2 """ in bbls 9 """ in bbls 10/2 FRUITS 10/2 """ 220s 62 """ 220s 62 """ 220s 62 """ 220s <	"good	Jaxon 375 Jaxon 375 Queen Anne 375 German family 240 Big Bargain 187 Boxes 5024. Boxes 514 Kegs, English 434 sPICES—Whole. Allspice 10 Cassia, China in mats 752 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 "No. 1 65 "No. 2 60 "No. 2 60 "No. 21 SPICES—GroundIn Bulk. Allspice 15 Cassia, Batavia 20 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Jamaica 18 Mace Batavia 80 Mustard, English 80 "and Trie. 25 "and Trie. 25	Car RYE. 28 No. 1, per 100 lbs 2 00 No. 1, per 100 lbs 2 00 No. 1 BARLEY. 1 30 No. 2 1 10 HAY. 1 30 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green Part Cured 6 4½ Full 456 5¼ Dry Kips 5 6 6 Caffskins, green 3 6 4 "Cured 4½6 5 Deacon skins 10 630 Estimated wool, per b 20 628 FUBS. Mink Soft 10 Sknake 561 10
Cream Bar 13 Molasses Bar 13 Caramels 19 Hand Made Creams 19 Plain Creams 19 Decorated Creams 19 Burnt Almonds 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 """ in bbls 11 """ in bbls 11 """ in bbls 11/5 Chocolate Drops, in pails 12 Gum Drops, in pails 12 """ in bbls 9 """ in bbls 9 Sour Drops, in pails 11/5 Imperials, in pails 11 """ in bbls 9 """ in bbls 9 Sour Brops, in pails 11/2 """ in bbls 11/2 """ in bbls 9 """ in bbls 10/2 FRUITS 10/2 """ 220s 62 """ 220s 62 """ 220s 62 """ 220s <	"good	Jaxon 375 Jaxon 375 Queen Anne 375 German family 240 Big Bargain 187 Boxes 5024. Boxes 514 Kegs, English 434 sPICES—Whole. Allspice 10 Cassia, China in mats 752 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 "No. 1 65 "No. 2 60 "No. 2 60 "No. 21 SPICES—GroundIn Bulk. Allspice 15 Cassia, Batavia 20 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Jamaica 18 Mace Batavia 80 Mustard, English 80 "and Trie. 25 "and Trie. 25	Car RYE. 28 No. 1, per 100 lbs 2 00 No. 1, per 100 lbs 2 00 No. 1 BARLEY. 1 30 No. 2 1 10 HAY. 1 30 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green Part Cured 6 4½ Full 456 5¼ Dry Kips 5 6 6 Caffskins, green 3 6 4 "Cured 4½6 5 Deacon skins 10 630 Estimated wool, per b 20 628 FUBS. Mink Soft 10 Sknake 561 10
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Hand Creams 19 Plain Creams 16 Decorated Creams 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 """ in bbls 11 "" printed, in pails 12½ """ in bbls 11½ Chocolate Drops, in pails 12 """ in bbls 5 Moss Drops, in pails 10 """ in bbls 9 Sour Drops, in pails 11 Imperials, in pails 11 Messina 200s 275 """ Messina 200s 275 """ 3008 63 00 """ Bags, 50 lb 6 """ Says, 50 lb 6	"good	Jaxon 375 Jaxon 375 Queen Anne 375 German family 240 Big Bargain 187 Boxes 5024. Boxes 514 Kegs, English 434 sPICES—Whole. Allspice 10 Cassia, China in mats 752 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 "No. 1 65 "No. 2 60 "No. 2 60 "No. 21 SPICES—GroundIn Bulk. Allspice 15 Cassia, Batavia 20 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "and Saigon 25 "Jamaica 18 Mace Batavia 80 Mustard, English 80 "and Trie. 25 "and Trie. 25	Car RYE. 28 No. 1, per 100 lbs 2 00 No. 1, per 100 lbs 2 00 No. 1 BARLEY. 1 30 No. 2 1 10 HAY. 1 30 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green Part Cured 6 4½ Full 456 5¼ Dry Kips 5 6 6 Caffskins, green 3 6 4 "Cured 4½6 5 Deacon skins 10 630 Estimated wool, per b 20 628 FUBS. Mink Soft 10 Sknake 561 10
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams. 19 Plain Creams. 19 Burnt Almonds. 20 String Rock	" good 18/4@19 " prime	Jaxon 3 75 Queen Anne 3 75 German family 2 40 Big Bargain 187 87 Boxes soDA 80 Boxes 514 Kegs, English 432 srtcss-Whole. Allspice 10 11 Cassia, China in mats 7½ 7½ 11 Saigon in rolls 42 42 12 Cloves, Amboyna 30 24 24 Mace Batavia 70 70 11 51 Wategs, fancy 70 70 12 81 Wategs, fancy 70 16 15 15 Mace Batavia 20 60 15 15 Pepper, Singapore, black 18 15 15 Cassia, Batavia 20 22 60 Pepper, Singapore, black 18 15 Cassia, Batavia 20 21 15 Cloves, Amboyna 35 25 26 27 20 28 15 Cloves, Amboyna 35 24	Car RYE. 28 No. 1, per 100 lbs 200 BARLEY. 200 No. 1, per 100 lbs 2 00 No. 2 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 No. 2 1 30 HAY. 14 00 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: Perkins & Hess pay as follows: 4½ Part Cured 4½ Full 4½ Part Cured 4½ Full 56 6 Calfskins, green 5 6 6 Calfskins, green 3 6 4 " cured 4½@ 5 Deacon skins 10 @ 20 ½ off for No. 2. PELTS. Shearlings 10 @ 30 Estimated wool, per b 20 @ 28 FUBS. Scal 10 Muskrat 120 Muskrat 120 " cross 506 50 " wild 506 50
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams 20 String Rock 14 Burnt Almonds 22 Wintergreen Berries 14 Burnt Almonds 22 Wintergreen Berries 14 Lozenges, plain, in pails 12 "in bbls 11 "printed, in pails 12½ "in bbls 11 Chocolate Drops, in pails 10 "in bbls 9 Sour Drops, in pails 10 "in bbls 10½ "in bbls 11 Imperials, in pails 11 Imperials, in pails 11 Imperials, in alls 11/½ Fauges, Floridas, <td>"good</td> <td>Jaxon 3 75 Gueen Anne 3 75 German family 2 40 Big Bargain 187 Boxes 50DA. Boxes 514 Kegs, English 442 sPICES—Whole. Allspice 10 Cassia, China in mats 742 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Cazibar 24 Mace Batavia 0 Nutmegs, fancy 70 "No. 1 65 "No. 2 00 Pepper, Singapore, black 18½ "Shot 21 spices—Ground—In Bulk Allspice 15 Cassia, Batavia 20 "Cloves, Amboyna 35 "Satigon 22 "Cloves, Amboyna 35 "Satigon 22 "Cloves, Amboyna 35 "Satigon 22 "Cochin 15 "Jamalca 18 Mace Batavia 80 Mustard, English 22 "Cayenne 25 "Cayenne 25 "Starch. Mystic, 11b, pkgs 7 "barrels 6</td> <td>Car BYE. No. 1, per 100 lbs 2 00 BARLEY. 2 00 No. 1, per 100 lbs 2 00 BARLEY. 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 HAY. 1 4 00 No. 2 1 3 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 4 (2 4½ Part Cured 4 4½ Full 4 4½ Part Cured 4 4½ Full 5 6 6 Calfskins, green 3 6 4 ''Cured 4 4½ Shearlings 10 620 ''S off for No. 2 PELTS. Shearlings 10 620 'S off for No. 2 PELTS. <td< td=""></td<></td>	"good	Jaxon 3 75 Gueen Anne 3 75 German family 2 40 Big Bargain 187 Boxes 50DA. Boxes 514 Kegs, English 442 sPICES—Whole. Allspice 10 Cassia, China in mats 742 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Cazibar 24 Mace Batavia 0 Nutmegs, fancy 70 "No. 1 65 "No. 2 00 Pepper, Singapore, black 18½ "Shot 21 spices—Ground—In Bulk Allspice 15 Cassia, Batavia 20 "Cloves, Amboyna 35 "Satigon 22 "Cloves, Amboyna 35 "Satigon 22 "Cloves, Amboyna 35 "Satigon 22 "Cochin 15 "Jamalca 18 Mace Batavia 80 Mustard, English 22 "Cayenne 25 "Cayenne 25 "Starch. Mystic, 11b, pkgs 7 "barrels 6	Car BYE. No. 1, per 100 lbs 2 00 BARLEY. 2 00 No. 1, per 100 lbs 2 00 BARLEY. 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 HAY. 1 4 00 No. 2 1 3 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 4 (2 4½ Part Cured 4 4½ Full 4 4½ Part Cured 4 4½ Full 5 6 6 Calfskins, green 3 6 4 ''Cured 4 4½ Shearlings 10 620 ''S off for No. 2 PELTS. Shearlings 10 620 'S off for No. 2 PELTS. <td< td=""></td<>
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams. 16 Decorated Creams. 20 String Rock 14 Burnt Almonds. 22 Wintergreen Berries. 14 Burnt Almonds. 22 Wintergreen Berries. 14 Lozenges, plain, in pails. 12 """ in bbls. 11 "" printed, in pails. 12/4 """ in bbls. 11/14 Chocolate Drops, in pails. 10 """ in bbls. 10 """ in bbls. 11/4 """ 10 """ 10 """ 11/4 """ 11/4 """ 11/4 """" 10	"good	Jaxon 3 75 Gueen Anne 3 75 German family 2 40 Big Bargain 1 87 Boxes 50DA 80DA Boxes 514 Kegs, English 434 srtcss-Whole. Allspice 10 Cassia, China in mats 74 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 Nutmegs, fancy 70 "No. 1 65 "No. 2 00 Pepper, Singapore, black 1852 "Stotes - 70 "No. 2 00 Pepper, Singapore, black 1852 "Stotes - 70 "No. 2 00 Pepper, Singapore, black 1852 "Stotes - 70 "Stotes - 70 "Cochin 15 "Jamaica 18 Mace Batavia 80 Mustard, English 22 "Trieste 77 Nutmegs, No. 2 00 Pepper, Singapore, black 22 "Trieste 77 "Stotes - 70 "Stotes 75 Stotes 75 "Stotes	Car BYE. No. 1, per 100 lbs 2 00 BARLEY. 2 00 No. 1, per 100 lbs 2 00 BARLEY. 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 HAY. 1 4 00 No. 2 1 3 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 4 (2 4½ Part Cured 4 4½ Full 4 4½ Part Cured 4 4½ Full 5 6 6 Calfskins, green 3 6 4 ''Cured 4 4½ Shearlings 10 620 ''S off for No. 2 PELTS. Shearlings 10 620 'S off for No. 2 PELTS. <td< td=""></td<>
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams. 16 Decorated Creams. 20 String Rock 14 Burnt Almonds. 22 Wintergreen Berries. 14 Burnt Almonds. 22 Wintergreen Berries. 14 Lozenges, plain, in pails. 12 """ in bbls. 11 "" printed, in pails. 12/4 """ in bbls. 11/14 Chocolate Drops, in pails. 10 """ in bbls. 10 """ in bbls. 11/4 """ 10 """ 10 """ 11/4 """ 11/4 """ 11/4 """" 10	"good	Jaxon 3 75 Gueen Anne 3 75 German family 2 40 Big Bargain 187 Boxes 50DA. Boxes 514 Kegs, English 442 sPICES—Whole. Allspice 10 Cassia, China in mats 742 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Cazibar 24 Mace Batavia 00 Nutmegs, fancy 70 "No. 1 65 "No. 2 00 Pepper, Singapore, black 18½ "shot 21 spices—Ground—In Bulk Allspice 15 Cassia, Batavia 20 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "Saigon 22 "Cochin 15 "Saigon 22½ "Cochin 15 "Saigon 22½ "Cayenne 25 "Stare, 7 "united 25 "Stare, 7 "barrels 6 SUGARS. Cubes 75 "Granulated, H. & E.S. 6 75 "Granulated, H. & S.S. 7 "Saigon 25 "Stare, 75 "Stare, 75 "Stare, 75 "Stare, 75 "Cobes 75 "Stare, 75 "Stare	Car BYE. No. 1, per 100 lbs 2 00 BARLEY. 1 30 No. 2 1 10 HAY. 1 10 No. 2 1 30 HAY. 1 30 No. 2 1 300 HAY. 1 400 No. 2 1 300 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES, Green 4 (2 4½) Part Cured 4½ Full 4½(2 5) Part Cured 4½(2 5) Dacon skins. 10 (20) ½ off for No. 2. 10 (20)
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams. 19 Plain Creams. 20 String Rock. 14 Burnt Almonds. 22 Wintergreen Berries. 14 Burnt Almonds. 22 Wintergreen Berries. 14 FANCY-In bulk. 12 Lozenges, plain, in pails. 12 " " in bbls. 12 " in bbls. 19 " " in bbls. 10 " " in bbls. 11 Imperials in pails. 11 Imperials, in pails. 11 Imperials, in pails. 11 Sour Drops, in pails. 11 Imperials. 11/5 Oranges, Floridas, " 200s	"good	Jaxon 375 Jaxon 375 Queen Anne 375 German family 240 Big Bargain 187 soDA. Boxes 50A. Boxes 514 Kegs, English 442 spices—Whole. Allspice 10 Cassia, China in mats 71/2 "Batavia in bund 11 Satigon in rolls 42 Cloves, Amboyna 30 "Zanzibar 24 Mace Batavia 70 Witmegs, fancy 70 "No. 1 65 "No. 2 60 Pepper, Singapore, black 185/2 "shot 21 spices—Ground-In Bulk Allspice 15 Cassia, Batavia 20 "and Saigon 25 "Saigon 42 Cloves, Amboyna 35 "Canzibar 28 Ginger, African 125/2 "Jamaica 18 Mace Batavia 80 Mustard, English 22 "Trieste 27 Nutmegs, No. 2 Cochin 15 "Jamaica 18 Mace Batavia 80 Mustard, English 22 "Casene 25 StARCH 70 Mustard, English 70 Pepper, Singapore, black 22 "Cayene 25 StARCH 70 Pepper, Singapore, black 25 Starch 70 Pepper, Singapore, black 22 "Cayene 25 Starch 70 Pepper, Singapore, black 22 "Cayene 25 Starch 70 Pepper 26 Starch 75 Granulated, H. & E.'S. 7 "Cayene 675 Granulated, H. & E.'S. 7 "Cayene 675 Confectionery A. 62 "Cayene 52 "Candard A. 62 "Cayene 62	Car BYE. No. 1, per 100 lbs. 2 00 BARLEY. 2 00 No. 1, per 100 lbs. 2 00 No. 2. 1 10 HAY. 1 10 No. 2. 1 10 HAY. 1 30 No. 2. 1 3 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: Perkins & Hess pay as follows: 4 02 4½ Part Cured. 4 4½ Full " 4½60 5¼ Dry. 5 6 6 Caffskins, green. 3 6 4 " cured. 4½60 5 Deacon skins. 10 620 ½ off for No. 2. PELTS. Shearlings. 10 620 ½ off for No. 2. FUBS. FUBS. 561 10 Skunk. 561 20 " cross. 506 500 " grey. 561 00 " wild. 56 50 " wild. 56 50 " wild. 56 50 " wild. 56 50 " wild. 56 50<
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams. 20 String Rock. 14 Burnt Almonds. 22 Wintergreen Berries. 14 Lozenges, plain, in pails. 12 "in bbls. 11 "printed, in pails. 12/5 "in bbls. 11/5 Chocolate Drops, in pails. 10 "in bbls. 10 "in bbls. 10 "in bbls. 11 Imperials, in pails. 10 "in bbls. 10/5 Gum Drops, in pails. 10 "in bbls. 10/5 FRUITS. 6 Tranges, Floridas, 6 "in bbls. 10/5 Limperials, 50 lb. 6 "is date: 200 "is date: 200 "is date:	"good	Jaxon 3 75 Jaxon 3 75 German family 2 40 Big Bargain 1 87 SoDA 80 Boxes 50A 187 Boxes 514 Kegs, English 442 sprczs-Whole. Allspice 10 Cassia, China in mats 7½ " Batavia in bund 11 " Satagon in rolls 42 Cloves, Amboyna 30 " Zanzibar 24 Mace Batavia 0 " No. 1 65 " No. 2 60 Pepper, Singapore, black 18½ " shot 21 sprczs-Ground-In Bulk Allspice 15 Cassia, Batavia 20 " and Saigon 25 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 55 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Trieste 70 Pepper, Singapore, black 29 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Trieste 70 Pepper, Singapore, black 22 " " Knight's.7 06 Confectionery A. 67 Granulated, H. & F. 7 " Knight's.7 06 Confectionery A. 63 " 64 Sugara 65 No, 1, White Extra C. 66 Sugara 64 Sugara 65 No, 2 Extra C. 66 Sugara 64 Sugara 65 No, 2 Extra C. 66 Sugara 64 Sugara 65 Sugara 65 Su	Car RYE. 28 No. 1, per 100 lbs 200 BARLEY. 200 No. 1, per 100 lbs 200 No. 2 1 30 No. 2 1 10 HAY. 1 30 No. 2 1 30 HAY. 1 400 No. 2 13 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: Perkins & Hess pay as follows: 402 Part Cured 442 Full 446 514 Dry 5 66 6 Caffskins, green 3 6 4 "Cured 4426 5 Deacon skins 10 620 ½ off for No. 2 PELTS. Shearlings 10 630 Estimated wool, per b 20 628 FURS. Muskrat 16 25 Fox, red 56 100 " cross 566 25 " wild 56 50 " wild 56 50 " wild 56 50 " pale. 106 26 Muskrat 5
Cream Bar. 13 Molasses Bar. 13 Caramels 19 Hand Made Creams 19 Plain Creams. 20 String Rock. 14 Burnt Almonds. 22 Wintergreen Berries. 14 Lozenges, plain, in pails. 12 "in bbls. 11 "printed, in pails. 12/5 "in bbls. 11/5 Chocolate Drops, in pails. 10 "in bbls. 10 "in bbls. 10 "in bbls. 11 Imperials, in pails. 10 "in bbls. 10/5 Gum Drops, in pails. 10 "in bbls. 10/5 FRUITS. 6 Tranges, Floridas, 6 "in bbls. 10/5 Limperials, 50 lb. 6 "is date: 200 "is date: 200 "is date:	"good	Jaxon 3 75 Jaxon 3 75 German family 2 40 Big Bargain 1 87 SoDA 80 Boxes 50A 187 Boxes 514 Kegs, English 442 sprczs-Whole. Allspice 10 Cassia, China in mats 7½ " Batavia in bund 11 " Satagon in rolls 42 Cloves, Amboyna 30 " Zanzibar 24 Mace Batavia 0 " No. 1 65 " No. 2 60 Pepper, Singapore, black 18½ " shot 21 sprczs-Ground-In Bulk Allspice 15 Cassia, Batavia 20 " and Saigon 25 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 35 " Zanzibar 28 " Saigon 42 Cloves, Amboyna 55 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Trieste 70 Pepper, Singapore, black 29 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Cochin 15 " Jamaica 18 Mace Batavia 90 Mustard, English 92 " Trieste 70 Pepper, Singapore, black 22 " " Knight's.7 06 Confectionery A. 67 Granulated, H. & F. 7 " Knight's.7 06 Confectionery A. 63 " 64 Sugara 65 No, 1, White Extra C. 66 Sugara 64 Sugara 65 No, 2 Extra C. 66 Sugara 64 Sugara 65 No, 2 Extra C. 66 Sugara 64 Sugara 65 Sugara 65 Su	Car BYE. No. 1, per 100 lbs. 2 00 BARLEY. 2 00 No. 1, per 100 lbs. 2 00 BARLEY. 1 30 No. 2. 1 10 HAY. 1 4 00 No. 2. 1 30 HAY. 1 4 00 No. 2. 1 3 00 HIDES, PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 4 (2 4½) Part Cured 4 ½ Full 4 ½ Part Cured 4 ½ Tory. 5 6 6 Calfskins, green 3 6 4 ° Cured 4 ½ Yo ff for No. 2. PELTS. Shearlings. 10 620 ½ 0 ff for No. 2. PELTS. Shearlings. 10 620 ½ 0 ff for No. 2. PELTS. Shearlings. 10 620 ½ 0 ff for No. 2. PELTS. Shearlings. 56 1 00 Coon. 56 1 00 Sk

Bostick, M. F. White, Rinaldo Fuller Meyer Hardware Co., F. L. Roberts, F. retail trade of Michigan, Ohio and Indi-plish is to create a reputation in point of R. Danberry, C. B. Bailey. ana.

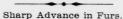
case.

The Condition of Trade. From the New York Shipping List.

The new week opens more favorable prevailed for some time, the continuation of a lower temperature and more seasonable winter weather in nearly all parts the writer, and THE TRADESMAN sees no of the country having been a material reason for making an exception in this to see us in our surroundings. What is factor in stimulating business in many localities, while the improved temper of a number of the speculative markets and a general display of confidence in the future has had a beneficial influence in expanding the volume of legitimate trade as well as speculation. The usual guide posts that are accepted as affording a re-liable basis for estimating the volume and direction of trade all point to favor-able results, the clearing house returns last week having shown a considerable increase in the volume of business passing through the banks as compared with the week previous and the corresponding week last year, and the railroad earnare likewise showing important gains in the gross earnings reported from week to week. Then, again, the money market has continued in good shape, and there has been a considerable increase in the foreign trade movement, both imports and exports being in excess of last year. The depression that hangs over the iron adustry is an unfavorable feature of the industrial situation, especially as there does not seem to be any chance of im-mediate improvement, and prices are drifting downward instead of upward, while the failure of a large business enterprise in Boston caused a momentary feeling of hesitation in speculative circles. but there is a growing feeling of confidence in the stock market which seems to be imparting a more cheerful temper to commercial affairs generally. During

"Traveler" sends THE TRADESMAN a poetical effusion without enclosing his will find an obliging gentleman behind everyday name. It has long been the the glove or silk counter of a store more auspices with respect to the general con-dition of commercial affairs than have offices to decline to publish any commun-

ication without knowing the name of readily explained. Our heads are more



The wool market shows a weaker feeling, with little doing. Small stocks, small wants.

Hides are in fair demand at the extreme low prices. Tanners feel some better, as leather is selling at the low

prices, which helps to clean up stocks on hand and make an opening for that coming out of vats.

Tallow is in fair demand and steady. pect of an oil war grows more imminent. Furs are in good demand for export in time for March sales. We advance prices

15 per cent. above list for all goods received on or before March 1.

Excursion to Washington.

All persons who go to Washington with the Traveling Men's excursion can use the sleepers while there, as side track

privileges have been secured for ten (10) Wagner sleeping cars. Those intending to join us please drop me a card, care of F. M. Briggs, General Agent Michigan Central railroad, 95 Monroe street, Grand Rapids. Telephone 788.

GEO. F. OWEN.

The Paw Paw National Bank recently a period of quietude and dullness, such paid a draft for \$40 which was issued to

as has been experienced during the past a New York man six years ago.

large sales. Sex helps in this to an appreoiable extent. One sex prefers to be waitclass lady clerk. In the same way many of the incongruities of clerking are level than some people would suppose.

more, store-keeper are just as well aware of this natural or sexual fitness of salespeople to special places as we are. would be well for those who are not to

post themselves on the subject. "The next thing, from our point of view, to a place where there is lots of work and little trouble is a place where

by some element of natural fitness we can make the annoyance subserve personal success in the matter of sales.'

The Grocery Market. The anomaly in the sugar market, re-ferred to under this head last week and week before, still continues. The pros-

VISITING BUYERS.

VISITING BUYERS.GYAdministration of the state of the

Why They Walk on Their Heels

From the Chicago Tribune. "Stand here a moment and watch," said an observer of human oddities at

Clark and Madison streets yesterday. He was peering intently at the procession of feet through the slush of the crossing. "Notice the men first." His companion did so.

"How do they tackle the soup?" asked

the observer presently. "Nine out of ten," answered the companion. "come across on their toes. The tenth plunges ahead in a devil-may-care, flat-footed style."

"Now watch the women." A puzzled look of surprise spread over the face of the novice as he followed the movements of the smaller set of feet. "Well?" asked the observer. "Why," was the response, "they all come across on their heels—even when they wear rubbers, as most of them do." "Now," said the observer, "you have

seen the best possible, because unconscious, illustration of the leading differences between the sexes. The men follow the natural promptings of the muscles and walk over in the way to throw them least in the slush. The women come across on their heels preserve the appearance of the front of their shoes or rubbers."

A Maine grocer, who has just "ex-perienced religion," acknowledged in meeting that he had been a hard sinner, cheating customers by adulterating his goods, etc., but, being converted, would repay any one he had wronged. Late that night he was awakened by a ring at his door bell. Looking out, he saw a man. "Who are you, and what do you want?" he asked. "I'm Bill Jones. You said to-night you would repay those you had cheated. Give me that \$100 you've owed me so'long." "Can't you wait till morning?" "No, I ain't going to wait till then and stand in line all day." He was paid.

Drugs # Medicines.	A Word of Caution. From the Druggists' Bulletin. We have authentic advices that the	Science in a Nutshell. The movement of glaciers in summer is found to be four times that made in	Wholesale Price Current.			urrent.	DO YOU HANDLE IT?		
State Board of Pharmacy. One Year-Ottmar Eberbach, Ann Arbor. Two Years-Geo. McDonald, Kalamazoo.	country is shortly to be flooded with a supply of spurious cascara sagrada bark,	the winter.	ACIDUM.	101 00	Chlorate (po. 20)	1800 20	Antipyrin	THE	< T >
Three Years-Stanley E. Parkill, Owosso. Four Years-Jacob Jesson, Muskegon. Five Years-James Vernor, Detroit.	gathered at an unfavorable season. It is unfortunate that the well established and	an amount of force equivalent to that of	Benzoicum, German 80 Boracic	30@1 00	Cyanide	50@ 55 2 85@3 00	Arsenicum 5@ 5 Balm Gilead Bud 38@ 40	ALBAN	
President—Geo. McDonald Secretary—Jacob Jesson. Treasurer—Jas Vernor	enviable reputation of this, one of the foremost drugs in the materia medica,	The preservation of rails in use is due		5@ 60	Potassa, Bitart, com Potass Nitras opt	© 15 8@ 10	Calcium Chlor, 1s, (½s 11; ¼s, 12) @ 9		
Next Meeting—At the lecture room of Hartman's Hall, Grand Rapids, Tuesday and Wednesday, March 5 and 6.	should be menaced by such a danger, and	duced by the compression of the rust on	Nitrocum 10 Oxalicum 13	0@ 12 3@ 14	Potass Nitras Prussiate	7@ 9 25@ 28	Cantharidae Puccian	STINELY BUARANTEES	NIAMOND YEA
Michigan State Pharmaceutical Ass'n. President-Geo. Gundrum, Ionia. First Vice-President-F. M. Alsdorf, Lansing.	it is therefore but just that the matter be directed to the attention of every thought- ful pharmaciet	In testing forty-two boys between nine	Phosphorium dil Salicylicum	1 80 1 80 34 @ 5	, RADIX.	100, 10	" " po @ 16 " " B po @ 14	4	DIVINIOND I CN
First Vice-President—F. M. Alsdorf, Lansing. Second Vice-President—H. M. Dean, Niles. Third Vice-President—O. Eberbach, Ann Arbor. Secretary—H. J. Brown, Ann Arbor.		and sixteen years of age for color blind- ness, not one made an error in matching	Tennieum 14	0@1 60 5@ 50	Althae	25@ 30 15@ 20	Caryophyllus, (po. 30) 25@ 28 Carmine, No. 40 @3 75 Cera Alba, S. & F 50@ 55	THEGERMAN	CURES
Treasurer-Wm Dupont, Detroit. Executive Committee-A. H. Lyman, Manistee; A. Bas-	are dependent upon the open market for their supplies of the drug are now periodely and an are now	Cryolite for making candles is brought	Aqua, 10 dog	30 5	Arum, po Calamus	@ 25 20@ 50	Cera Flava 28@ 30	MEDICATED	Liver and
Hall, Greenville; E. T. Webb, Jackson. Local Secretary—A. Bassett, Detroit.	seriously embarrassed owing to the scar- city of it, is well evidenced by the in-	little known mining operations are car-	Carbonas 11 Chloridum 12	16 10 1	Glychrrhiza, (pv. 15) Hydrastis Canaden,		Centraria @ 10 Cetaceum @ 35	STOCKFOOD	Kidney Troubles
President, J. W. Hayward, Secretary, Frank H. Escott.	crease in the price of the fluid extract which they have recently made. Their	Experiments carried on at Astrakan	ANILINE.	1	Hellebore, Ala, po	$\begin{pmatrix} @ & 60 \\ 15@ & 20 \\ 15@ & 20 \\ \end{pmatrix}$	Chloroform		Blood Diseases Constipation
President, J. W. Caldwell. Secretary, B. W. Patterson.	endeavors to obtain supplies have stimu- lated inexperienced collectors on the	could be carried on as far north as the	Brown	0@1 00	Ipecac, po	2 40@2 50	Chondrus		-AND-
President, Geo. L, LeFevre, Secretary, G. W. Hoye.	Pacific coast, and this inferior bark is foisted upon the drug trade as a conse-	Recent researches show that the elec-	Red		Maranta, ¼s Podophyllum, po		" German 5@ 12 Corks, list, dis. per cent @ 60	THE GERMAN MEDICINE	Female
David T. J. Fuller in Pharmaceutical Era.	quence. Those who are instrumental in procuring the drug, do not hesitate to	lar organs of the terminations of nervous		$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	Rhei " cut	$75@1 00 \\ @1 75 \\ 75@1 35 \\ \end{bmatrix}$	Creasotum	The price delay orthogen EV	
business have a very erroneous idea of it.	say that it has been peeled from the trees since the sap accumulated in the roots.	The vegetable matter in the sea to the	Xanthoxylum 25 BALSAMUM.	1	Spigelia	$\begin{array}{ccc} 48@ & 53 \\ @ & 20 \end{array}$	" precip 8@ 10 " Rubra @ 8	UICATE	Complaints
They behold a store full of handsomely gilt labeled bottles and large show cases	Now as the remedy is generally supposed to be to a great extent, dependent for its	to contain a large amount of fish and	Copaiba	(a)1 30 1		30@ 35 75@ 80 @ 40	Crocus	STARK	Being composed entirely of HERBS, it
containing beautiful fancy goods, toilet	action upon a glucoside, even if these supplies were from the true <i>purshiana</i> .	other life-sustaining substances. The New England Meteorological So-	Tolutan 45 CORTEX.	500 50 5	" M Scillae, (po. 35)	@ 20 10@ 12	Dextrine 10@ 12 Ether Sulph 68@ 70	STOCK	is the only perfectly harmless remedy on the market and is recommended by all
bottles, pungents, ivory sets, and a hun- dred other things that please the eye,	they would lack this principle, for most	ciety proposes a loan exhibition of me-	Abies, Canadian	18	Symplocarpus, Fœti- dus, po Valeriana, Eng. (po.30)	@ 35 @ 25	Emery, all numbers @ 8 "po @ 6 Ergota, (po.) 45 40@ 45	FOOD	who use it.
with the neat, gentlemanly and often handsome clerk to wait on them and	either as such, or in a nascent condition, until the sap again begins to flow. Fur-	in connection with its fourteenth regular meeting in Boston.	Cinchona Flava Euonymus atropurp	18 30 Z	" German Zingiber a Zingiber j	$15@ 20 \\ 10@ 15$	Flake White 126 15 Galla	FUUD	Retail Druggists will find it to
think, "well, what more could one ask	thermore, cascara sagrada should never be used within one or two years after	The danger from gases only in connec- tion with house drainage are said to be	Myrica Cerifera, po Prunus Virgini Quillaia, grd	12	SEMEN.		Gelatin, Cooper @ 90 " French 40@ 60		their interest to keep the DIA- MOND TEA, as it fulfills all that
profits," they say, "why you buy goods	gathering, for like other representatives of the <i>rhamnus</i> family, objectionable	comparatively easy to avoid, the main consideration being a continuous	Sassairas	10 4	Anisum, (po. 20) Apium (graveleons) Bird, 1s		Glassware flint, 75 per cent. by box 66%, less Glue, Brown	Horses, Cattle, Hogs, Sheep,	is claimed, making it one of the very best selling articles handled.
three hundred per cent. more, not to speak of prescriptions which are nearly	and griping effects result from the use of	thorough ventilation of the pipes. There are propositions in France to	EXTRACTUM.	10 25 0	Carui, (po. 18)1	$12@, 15 \\ 00@1 25 \\ 100@1 25 \\ $	"White 13@, 25 Glycerina 18@, 22	Colts, Calves, Pigs, Lambs,	Place your order with our Wholesale House.
all profit." That is how it looks to most outsiders, but to those within the circle	tablished beyond a peradventure, and	construct canals from Bordeaux to the	Haematox, 15 lb. box 11	1@ 12 0	Corlandrum Cannabis Sativa 3 Cydonium	31/2@ 4	Humulus	Has the finest line of illustrated advertising and most attractive lithograph label. A 75 cent cash	
how very different!	fore look well to the brand of fluid ex-	bonne to the Mediterranean; total length, 330 miles; cost, \$130,000,000.	" ½s 14	5@ 17 I	Chenopodium1 Dipterix Odorate1 Foeniculum	10@ 12 75@1 85 @ 15	" Cor @ 75 " Ox Rubrum @ 90 " Ammoniati @1 10	guarantee on every box you sell, 1,000 illus- trated circulars in each case. Rubber stamp and	Diamond Medicine Co.,
difficult to become an apothecary in a city as to be a physician. The would-be-	disappointment will certainly result from	To the changed condition of a vessel's	FERRUM. Carbonate Precip	@ 15 I	Foenugreek, po 4	6@ 8 4 @ 4½	"Unguentum. 45@ 55 Hydrargyrum @ 65	self-inking pad free with your first order through	PROPRIETORS,
apothecary must go through a regular		voyage may be attributed the loss of	Citrate and Quinia	@ 80 I	Lini, grd, (bbl. 4) 4 Lobelia Pharlaris Canarian 3	35@ 40	Ichthyobolla, Am1 25@1 50 Indigo	large trade with every shipment. Our new circu-	DETROIT, - MICH.
course of study, pass his examination and obtain his diploma, just as in any other	Referring to sophistication in gums, a	more vessels than is usually thought to be the case among maritime men.	Solut Chloride	@ 15 H	Rapa Sinapis, Albu	500 6 800 9	Iodoform	ventive," is attracting universal attention.	Hazeltine & Perkins Drug Co.,
profession, and to do this requires a good preliminary education, part of which	has the following:	Dr. Rutgers, of England, after an ex- tensive series of dietetic experiments,	FLORA	6 1	" Nigra SPIRITUS.		Liquor Arscn et Hy-	in regard to this terrible disease, and only known	WHOLESALE AGENTS,
must be actual experience in a drug store. Then, after his college course is	and Senegal is difficult and chiefly made	declares that a vegetable diet can easily	Arnica 14				drarg Iod @ 27 Liquor Potess Arsinitis 10@ 19	positively successful treatment. Gives valua- ble information in regard to swine-raising	GRAND RAPIDS, - MICH.
finds himself in a business where the	dered and mixed with starch, the latter	is, weight for weight, equal to animal albumen.	Matricaria 300 FOLIA.	J J	Juniperis Co. O. T1	$\begin{array}{c} 10@1 & 50 \\ 75@1 & 75 \\ 75@3 & 50 \end{array}$	Mannia, S. F 90@1 00	ble information in regard to swine-raising for large profit. See other circulars for all kinds of stock. The facts contained in these circulars are worth many dollars to every enterprising farmer or stockman. Send to jobbers for their special circular "TO THE	State and a state of the state
greatest care, most assiduous attention	is detected by adding a drop of iodine, which then produces a blackish-blue	Professor Geddis calls attention to two	Barosma 100 Cassia Acutifol, Tin-		Saacharum N. E1 Spt. Vini Galli1	75@2 00 75@6 50	Morphia, S. P. & W2 55@2 80 S. N. Y. Q. & C. Co. 2 55@2 70	circulars are worth many dollars to every enterprising farmer or stockman. Send to	ACME WHITE LEAD
sometimes so small as to barely furnish	classified as Turkey gum, Indian gum,	that evolution is the result of the uni-	Salvia officinalis, 148			25@2 00	Myristica, No. 1 60@ 70	TRADE," for full information in regard to rub-	DETROIT,
the necessities of life, and putting out of the question entirely the chance of	etc., is more apt to turn sour in solution.	versal subordination of the former to	and ½s	46 10 F	sponges. Florida sheeps' wool	2502 50	Nux Vomica, (po 20) 6 10 Os. Sepia	ber stamp-free-and also our GRAND CASH PRIZES. See circulars for testimonials of reli-	MANUFACTURERS OF
ever getting married if he has to support	instead of a smooth, uniform mucilage. Cherry gum is used to sophisticate the	In the new process of metal plating		@1 00 N	carriage	2002 50	Co	able dealers from all parts of the country. This trade is about equally divided between drug-	LATEST
Promotion is very slow, and usually amounts to but little except an increase	more valuable kinds. It clots and dis-	the inventor does away with batteries and dynamos and depends upon a double	" 3d " (" sifted sorts	@ 65	Velvet extra sheeps' wool carriage Extra yellow sheeps'	1 10	Picis Liq., quarts @1 00 "pints @ 70	gists, general dealers and grocers. A good trade for one insures a satisfactory trade for the other.	ARTISTIC
of responsibility. I have known a clerk with wife and family, live on ten dollars	canth possesses the peculiar property	electrical composition; in copper plating cast iron an alkaline bath is used in	Aloe, Barb, (po. 60) 50 "Cape, (po. 20) 6	@ 60 @ 12 G	carriage Grass sheeps' wool car-	85	Pil Hydrarg, (po. 80) (6 50) Piper Nigra, (po. 22) (6 18) Piper Alba, (po. 55) (6 35)	Order at once, save freight and commence turn- ing your money every thirty or sixty days, at 71	Shades
a week, but after buying his own clothes (for the clerk must always look neat,	by the addition of alcohol, in which it	place of an acidulated one. One of the chief features of the use of	" Socotri, (po. 60). Catechu, 1s, (½s, 14 ¼s,	H	riage Hard for slate use Yellow Reef, for slate	65 75	Pix Burgun	per cent. profit.	FOR
even nice), the family were compelled to j	is dissolved in hot water, and adultera-	paper fabric for building purposes is the ease with which it can be worked into	Ammoniae	@ 30 @ 15	usesyrups.	1 40	Pulvis Ipecae et opii1 10@1 20 Pyrethrum, boxes H & P. D. Co., doz @1 25	MANUFACTURERS:	interior
Now, of course, if the business was as profitable as many suppose the proprietor,	pected, tincture of guaiacum produces a	sheets of any required width or thickness that will not be affected by changes of	Benzoinum	(a) 38 A (a) 10 Z	Accacia	50 50	Pyrethrum, pv 556, 60 Quassiae	The Ferman Menicine Company	AND
for his own sake, would pay his clerks better, for most proprietors have been	of Western Texas and New Mexico, seems	temperature or humidity.	Galbanum	(80 I) (95 F (40 A)	pecac Ferri Iod Auranti Cortes	60 50 50	" S. German 31@ 40 Rubia Tinctorum 12@ 14		EXTERIOR
clerks and know how it is themselves. But it does not pay well, and I know	authorities; but surely it cannot now be	Sciences, the Prince of Monaco road a	Guaiacum, (po. 45) Kino, (po. 25)	@ 20 R @1 00 S	Rhei Arom	50 60	Saccharum Lactis pv @ 35 Salacin	FOR SALE TO THE TRADE BY	DECORATION
many owners of drug stores who keep up a little show of good living and even	tree." Yellow gum, it seems, has almost	shipwrecked people, who have taken to	Myrrh, (po 45) Opii, (pc. 4 75)	(a) 40 (a) 30 S (a) 35 S	senega	50 50	Santonine @4 50	Hazeltine & Perkins Drug Co., Wholesale Drug- gists; Hawkins & Perry, Wholesale Grocers, Grand Rapids; McCausland & Co., Wholesale	F. J. WURZBURG, Wholesale Agent,
style, just "by the skin of their teeth," and find it very hard to "keep their heads	market, where it was known as "Botany	being able to sustain life with what they	" bleached 286 Tragacanth 306	@ 30 @ 75 T	" Co Folutan	50 50	Seidlitz Mixture @ 28	Grocers, E. Saginaw; W. J. Gould & Co., Whole sale Grocers, Detroit; B. Desenberg & Co.,	GRAND RAPIDS.
	varnishes. It was also used to make pic-		HERBA-In ounce packag Absinthium	ges. 25	TINCTURES.		Sinapis @ 18 "opt	Wholesale Grocers, Kalamazoo.	
begin with, they have large rents to pay. They want their stores as conspicuous as	are now mostly produced from carbolic	The Claims of Competition.	Eupatorium Lobelia Maiorum	25 A	Aconitum Napellis R F	60 50	Voes @ 35 Snuff, Scotch, De, Voes @ 35	LIA 7ET TI	VE
possible for they depend largely on tran- sient trade. In order to accomplish this	that silk waste, leather clippings, and	From Scribner's Magazine. Nothing is clearer than that rivalry	Mentha Piperita Vir	. 23 A . 25 A	and myrrh	60	Soda Boras, (po. 12). , 11@ 12 Soda et Potass Tart 33@ 35 Soda Carb 2@ 24	HAZELTI	
they try to get a store on some good cor- ner, and they need a showy front, some-		and competition are not merely actual but inevitable elements of human life.	Tanacetum, V Thymus, V	·· 22 A	Asafœtida Atrope Belladonna Benzoin	$ \begin{array}{ccccccccccccccccccccccccccccccccc$	Soda, Bi-Carb 4@ 5 Soda, Ash 3@ 4 Soda Sulphas @ 9	& PER	RKINS
thing to attract the passer by. Every	The workers in the Kauri gum fields of	And, therefore, is it our wisdom not to pretend that they do not exist, and even	MAGNESIA. Calcined, Pat	@ 60 S	" Co anguinaria	50	Spts. Ether Co 50@ 55 Myrcia Dom @2 00		
the largest rents. Then the fixtures are	New Zealand use a spear in their opera- tions in order to ascertain if gum be	naughty in them that they ought not to	Carbonate, Pat 200 Carbonate, K. & M 200 Carbonate, Jenning5 350	@ 25 0	antharides	50 75 50	" Myrcia Imp @2 50 " Vini Rect. bbl. 2 21) @2 11	-	DRUG CO.
often of more than a year, yes, sometimes	present. It is in the form of a steel rod with a wooden handle. The rod is thrust	exist, and, least of all, to pretend that though they are naughty, they are never-	OLEUM.	65 50 C	ardamon Co		Less 5c gal., cash ten days. Strychnia Crystal @1 10 Sulphur, Subl. 234@ 344	Importers an	d Jobbers of
patent medicines and fancy goods are	into the ground, and if gum is discovered the whole spot is dug over until the find	theless necessary, and we must compete and strive and struggle to excel and out-	Amygdalae, Dulc 456 Amydalae, Amarae7 256 Amisi 2 007	@ 75 C @7 50 C @2 10 C	atechu inchona	50	" Roll 2½@ 3 Tamarinds		
stores, and at such low prices that the	is exhausted. The gum usually occurs in rough pieces of the size of a hen's egg.	wit our neighbor just as hard as we can, only taking care not to let anybody see	Auranti Cortex	@2 50 C @3 00 C	Columba	50	Terebenth Venice	DDI	100
mere nothing.	looking like a piece of very rough clay. This, when the outside is scraped off, is	what we are doing, or suspect in us the competitive spirit. In a word this is	Cedar 356	(a1 00 C (a2 00 D (c) 65 E	'ubeba Digitalis		Zinci Sulph 7@ 8 OILS.	DRL	193
profit, not as much, though, as many im-	the Kauri gum usually met with in trade and worth 35 cents per hundred weight	just one of those questions which wants to be ventilated with a strong breeze of		@1 75 G	Gentian "Co		Bbl. Gai Whale, winter		
shops in New York City, and only a very	on the spot. The smaller pieces are only washed and dried and do not bring nearly	candid and courageous common sense,		(a) 65 G (a) 00 Z	ammon	50	Lard, No. 1 50 55 Linseed, pure raw 58 61	Chemicals and D	ruggists' Sundries.
iness, the balance is divided among so	such a good price. The scrapings are used for making fire lighters and are	opening the windows and letting such a	Cubebae	16 00 H @1 00 H @1 30 Ic	Iyoscyamus	50	Lindseed, boiled 61 64 Neat's Foot, winter strained 50 69		
rich on.	worth 20 cents for a large sackful. The gum fusing and burning soon sets the	us understand, then, that competition—a strife to excel, nay, if you choose, down-	Gaultheria	@2 35 F @ 75 K	Verri Chloridum	···· 15 ···· 35 ···· 50	Spirits Turpentine 52 57 PAINTS. bbl. lb.	Deale	rs in
new prescriptions a day (and that is more	sticks and logs on fire, and gives off a white smoke and aromatic smell. Some-	right rivalry—has a just and rightful place in the plan of any human life. A	Juniperi 500	@1 25 M @2 00 N	obelia. Ayrrh Yux Vomica	50	Red Venetian		
than most of them do), and gets fifty	times lucky finds are made of pieces	prize fight is probably the most disgust-		@2 00 0 @2 00 0	pii Comphorated	85	Putty, commercial	Datant Madiainas Da	into Alla Vanniahaa

tha cents each for them (that is a large average, too), the amount realized is \$12.50, make it very large, and say 150 per cent. of that is profit, \$9.38 it is not much of a sum, say the sales of everything amount to \$40 (and this is placing it high) a day,

I would rather take a nostrum prepared by the apothecary than those that are so largely advertised, for the former are made by more skillful persons and in a more careful manner.

apothecary. The hours are so contin-uous that he has hardly any time tkat he Five months have pa Five months have passed since the an-The has hardly any time that he has hardly any time that he can call his own. In many cases in the cases in the short of the delay. If the Association, and as solutely no time, for he sleeps in the store, and is liable to be rung out of his bed any hour of the has absolutely no time, for he sight, but even when not so, his hours are from 8 in the morning until half-past 10 or 11 o'clock at night; what time, pray, for recreation in the intervening hours? As he increases in years, he is almost?

sure to become narrow minced and cyn-ical and has little ambition beyond his daily routine. If, when a young man first enters the business, he discloses a taste for chemistry, it is promptly nipped

In the basic drugs in gratifying that taste. Certainly, the business has its bright side, what has not? The strangest char-acters are always dropping in, and the remarkable tales from old women and young damsels poured into the ear of the sympathetic clerk give the student of human nature a good chanee to study. But sometimes after he has heard the most woeful tale, he is almost willing to exchange life with them, for an apoth-ecary's life as a general thing is neither a pleasant nor remunerative one.

fty white smoke and aromatic smell. Some-place in the plan of any human life. A times lucky finds are made of pieces weighing a hundred weight or more, of transparent and almost colorless gum. They are generally found near the de-cayed roots of a tree, probably the gum of the original tree. This is worked into ay, or memory for parceners the allosic array and that is alutation as old ay, or memory for parceners the sublime; and that is alutation as old as the callesic array and the stress and the sublime and the stress and the original tree. This is worked into such, say the sales of everything allount to \$40 (and this is placing it high) a day, deduct rent, gas, fuel, the wages of two clerks, one boy, and a porter, interest on money invested in fixtures and dead stock, and you will have very little left. The store that manufactures proprietary articles naturally makes the most money, for the salesman can often sell them when other things for the same purpose are asked for, and he has no middleman's profit to pay on them. Generally, I would rather take a nostrum prepared

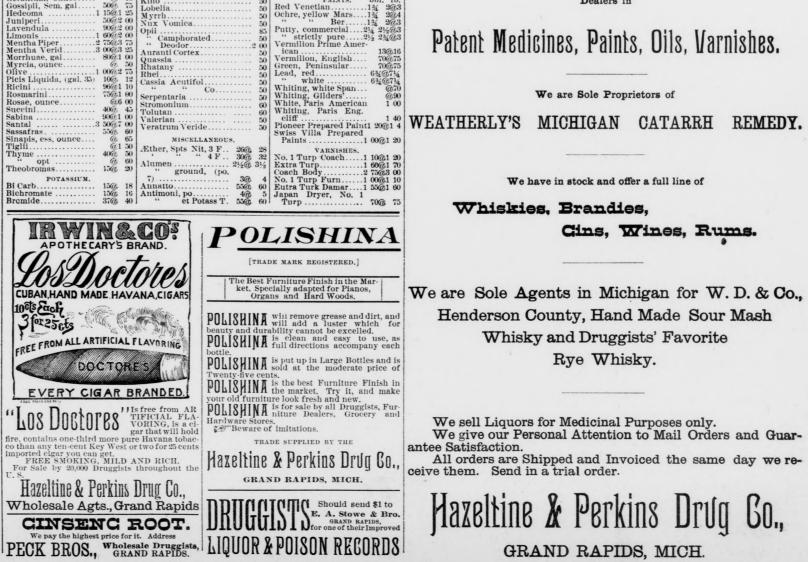
Unwarranted Delay.

The Drug Market.

ditions, they will be at once needless and incongruous, but in such a life as ours is now—in a life, that is to say which Unwarranted Delay. THE TRADESMAN agrees with the *Phar*more careful manner. I always feel profoundly sorry for a young man who chooses the profession of the Secretary of the State Pharma-to be be a secretary of the state pharma-tion out of it would be to rob it of one of cies for the ennobling of human character.

> the egg. In the white it may be de-tected by beating the albumen with a little water, the liquid afterward being

acidulated and shaken with ether, when Chlorate potash has declined and the taste for chemistry, it is promptly nipped in the bud by his employer for fear he may waste drugs in gratifying that taste. Certainly the hysikers her its is promptly higher to be the taste of the acid may easily be identified by the tendency is still lower. Shellacs are ad-vancing. Opium is easier. Quinine, foreign brands, have declined accessed on some her the same pro-



The Michigan Tradesman

The Ideal Clerk.

F. Garrison in the Am 'Hello, Briggs!'' "Hello, Watson!" "Have you seen Wilder's new clerk,

Briggs?' "No. I hope he is an improvement on

He is Sharpe's nephew.

"Well, Sharpe is a sharper; but the young man may be all right. By the way, new clerks are getting to be quite numerous. I saw a new boy in at Halsbrook's last night."

been kind enough to infroduce to the their own interests, to render the most any scheme cardinate to many asso-reader two new arrivals in the town of substantial service to their help in di-pike, which supported, among others, recting, guiding and stimulating their the two above mentioned general stores in the "green-tions that are suggested as showing the the thing is to be worked out on that line." of Wilder and Halsbrook. The "greenlooking chap" referred to in the forego-George Winman. He was a poor lad whose widowed mother had toiled early and late to educate him and to make him respectable, and now that he had secured a paying situation in a store, the mother and son were righteously happy. It was at this time that George Winman registered a solemn, secret vow to exert him-self to the utmost to advance himself, and by so doing to repay his mother. He thus had an aim in life, an incentive to work, an object in living and doing right, which is the pivotal point whereon turns the success or failure of many a

young life. The Sunday after George and Fred had arrived in town, they both attended church, and, after services, they were introduced to prominent members of the church, and also to each other. George smilingly greeted each one who was pre-sented to him, while Fred appeared bored. and as soon as an opportunity offered, he left his new acquaintances, and went off with a group of giggling girls, with whom he seemed to have a ready faculty of getting acquainted. Right here George gained a point over Fred; for each happy smile, pleasant word and friendly grasp of the hand secured to him a friend; while Fred displeased all who observed his manner of leaving the church.

Time went on, and all traces of "green-ness" and awkwardness left George as he became familiarized with his new duties. He used his brain.

He studied.

During business hours he studied the business and the characters and peculiar-

ities of the customers. If Mr. Halsbrook wanted to know "In France they have something akin to profit-sharing as a stimulus to clerks. about the condition or amount of stock on hand, he asked George. If he wanted to know how cinnamon, citron, coffee, cork, sponges or bananas grew, or how The difficulty with that plan is that clerks become too aggressive and officious to patrons, and for the sake of currying sugar, queensware, alapaca, or rat-tail files were made, he knew that George could tell him. If he wanted to know favor and making a good reputation with proprietors they become so solicitous as the forgotten price of an article, he in-quired of George. If a question arose as to the most approved method of packing butter or preserving eggs, he consulted

George as conclusive authority. The time that George could call his own, he spent at home in reading or study. He took and read a trade journal, velop zeal and faithfulness and at the same time kill trade. "As I regard the matter I see practi-cally only one way for employers to ex-ert a salutary influence on the body of an innovation in the policy of doing busi-ness in Pike which all but shocked old Halsbrook. His taste in arranging stock. and his appitude for keeping everything clean and neat, was such that remarks were passed to the effect that "Halsbrook's store didn't look like the same place." He studied the wants of cus-tomers. He liked to accommodate people whether they were customers or not. People liked to trade with him an lief the store with a peculiarly combined feel-ing of regret and satisfaction, such as one feels upon leaving an enjoyable din-

great business house is enough to con- free to other inventors, there would ap-Mr Halsbrook marked a considerable taminate and lower the moral tone of many employes. If a proprietor or floor the name in the patent. The patentee increase in his daily sales, and, being a broad-minded man, although a little pehas an undoubted cultar in his was no

ful to the morals of his force.

"There is one thing, however, that I deprecate, and that is systematic espion-age. It is not necessary to resort to this

to know the practices and resorts of em-ployes. They are bound to crop out in one form or another. A single case of

keepers to follow if they want to exer-EMPLOYER AND CLERK. cise any decisive salutary influence on How the Merchant Should Endeavor to

clerks as a body. is often shorn of its "Philanthropy

Breet the Lives of His Help. From the Chicago News. The relations that should exist between clerks and their employers is a question of vital importance and one which, in practice if not in theory, finds many con-flicting answers. The crowded walks of city life, in which good, bad, and in-different are jostled together: the scram-"No. I nope he is an improvement on his old clerk, Slacky. What's his name?" "Fred Beatem. He's a very fine ap-pearing and sprucely dressed young fel-low. The girls all pronouce him a daisy. Wilder accepted him on the recommenda-tion of old Sharpe up at Beaver Falls. La is Sharpe's nephew"." self-improvement, and a thousand and those who are better hand more better one other considerations, enter into the matter to make the average clerk's posi-tion one of danger. Is the relation be-tween employers and employes merely one of dollars and cents—so much work for so much pay? Should the employer's in them, and make the weight of social ostracism be felt harshly when necessary, it would be a salutary influence second to not other that could be used.

brook's last night." "Yes. I saw some green looking chap there myself. Halsbrook hasn't got the faculty of catching on to anything new and taking, as Wilder has." "Well, Watson, the old fellow's head is generally level, if he is slow and easy." The two citizens parted after having been kind enough to introduce to the reader two new arrivals in the town of Among several others who expresse

importance of the subject. "It is, I think, a self-evident fact," said S. L. MacLeish of the firm of Chas. Gossage & Co., "that whatever tends to be the subject of the stimulate an employe's interest, sober his habits, or inform his mind will ulti-Leish had said, he added:

mately be no less a benefit to his em-ployer than to him. Most business men "That employers are in a measure re what they can to uplift the moral and what they can to upfirt the moral and that they should seek to exert a heath intellectual status of those they employ. The question is, however, how can this supervision and influence best be ex-tended beyond business hours? tended beyond business hours? "Personally, I don't see how clerks will be materially benefited by organiza-tions, associations, gymnasia, and that sort of institutions, even though they were provided especially for their use. There are now institutions of that char-acter which clerks could patronize did they choose to. The fact is that when business hours are closed employes are only too glad to get out and enjoy what may be called a little abandon, and I apprehend that were a clerks' associa-no unanimity of tastes or desires. The may be called a little abaladoli, and i clerks. There is to unable to the set of the set "What is more, that which has proved count, and inefficiency and moral weak ness not only a bar to progress but a ban serviceable in one place will not work in another. The conditions are different.

against employment. This means is in the store-keeper's power and he should In England there are many boarding and odging places and well-stocked libraries feel morally bound to use it." connected with business houses, but The Trade-Mark a Commercial Signature.

there it is the custom to board and lodge in the stores, a custom that probably grew out of the long hours of service re-quired. The plan would be a failure In an able editorial, the Druggists

Circular discusses the tendency of manufacturers of medicine of the pres here if instituted for the clerks' benefit, and it is scarcely practicable to take English customs as suggestions for American enterprise. ent day to make trade-marks do duty as ommercial patents.

It very justly says that it is somewhat questionable whether any invention in medicine should be the subject of a pat-ent, for while once in a long period a really meritorious remedy may be brought to notice through efforts which, but for the prospect of a preliminary re-ward, would not have been made, and for would find it cheaper to give a minimum salary plus a liberal commission on actual sales, but as applied to clerks I am satisfied that the scheme would de-velop zeal and faithfulness and at the ative rights of inventors and the public. Articles that claim protection, however, as original inventions, should at once be brought wholly under the patent law clerks under them. I mean to set good examples and be rigid in requiring those examples to be followed. That many proprietors, superintendents and manabe a fact. Efficiency as a salesman or a made the article on which it appears saleswoman is too often made an excuse for brooking moral del nquencies, and and assigns forever," the sold right to the inevitable result of bad example is overlooked. make and sell that article. If the cir-cumstances are such that the patentable verlooked. "I have been in business long enough invention would not be perfectly proto know that a single black sheep in a tected if its descriptive name should be

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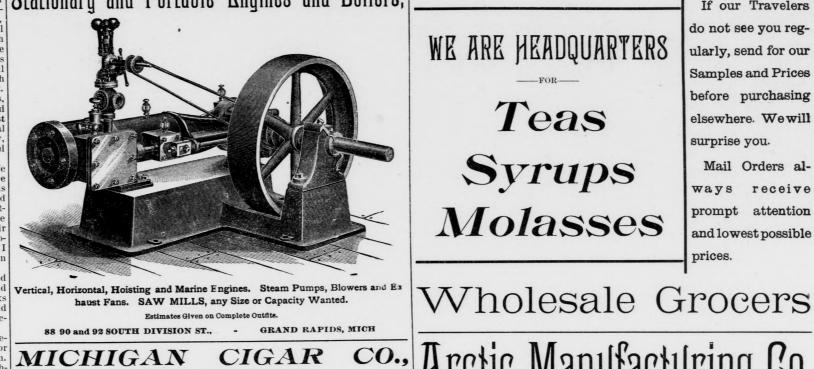
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surprise you.

prices.

deport himself as he should not it will inevitably produce a demoralizing effect the cause. In fact, he so much appreeiated the energetic services and pushing disposition of Winman, and felt so incompetent to do longer without him, that he steadily advanced his wages to a fabulous amount for a clerk in a small town. George Winman knew that he was "King of the clerks of Pike."

What did Fred Beatem do in the meantime? He studied gallanty, fashion-plates and

deviltry, he studied to shirk work onto the other clerks. He studied to read careful to ascertain as much as possible novels during business hours without de- of the antecedents, the abode, the tection. He was usually seen in front of methods of life, and the associates of his the store, or leaning over the counter chatting and laughing, and talking non-sense to a bevy of girls. Indeed, he was quite popular with a good many giddy young ladies; but, be it said, giddy young ladies don't usually do the buying for the afficient doubter to which they be-the employe whose life is known or reasonhouse to weed out remorselessly every employe whose life is known or reasonthe afflicted households to which they be-

long. He spent his evenings at parties and balls, or at cards and billiards. Inably supposed to be off color. It is a duty he owes to himself, and especially crease in salary did not come to him. to the honest clerks in his employ. His expenses, in order to keep up ap-pearances, were considerable. his right to interfere with the life of his clerks in so far as they are not calculated to cast credit on the store or to be health-

Wilder's sales did not augment. They diminished. He could not meet his payments! "Hello, Briggs!"

"Hello, Watson!" "Heard the news, Briggs?" "No. What is it?"

"Wilder's failed, and has had young Beatem arrested for embezzlement."

Beatem arrested for embezzlement." "Don't surprise me much. I should think Wilder would have seen it coming. Others did." "Yes. He ought to have known more than to hire this insinid fellow." said of -and you may be sure that when this is done, if the fault be not made known in the store, the other employes will make shrewd guesses — will be more

than to hire this insipid fellow," said effective as a deterrent and corrective this disciple of public opinion. "But measure than any other plan that could then Wilder is a poor judge of character. be followed to keep a force of clerks as Old man Halsbrook has the clerk who's straight of life as they should be. Clerks got the stuff in him."

t the stuff in him." should feel that they are trusted—not watched, but put on their honor. They man has offered Winman an equal part-nership." should feel, too, that superior intelli-gence and efficiency are recognized and

man has ohered winnah ah equal part-nership." "Good enough for Halsbrook." Again our two friends parted, and we are obliged to them; this time for drawing the curtain on the closing scenes of the clerical life of George Winman and Fred Beatem.

on the force of clerks. I've seen it ex-emplified time and again, and I know I his signature by unauthorized persons am right in saying that the most promi-nent lever a storekeeper can use to ele-one iota of infringement should be tolvate the moral tone of his employes is to have none but men and women of known spected and fully supported by all hom

White Wood, log-run White Oak, log-run.

particular

honor, integrity, and fair judgment as superintendents or managers. perintendents or managers. with the former will excite disapprobe

aim to

HARDWOOD LUMBER $\begin{array}{c} 13 \ 00@15 \ 00\\ 15 \ 00@16 \ 00\\ @22 \ 00\end{array}$ Birch, log-run..... Birch, Nos. 1 and 2. Black Ash, log-run. log-run..... Nos. 1 and 2. Cull.....

 jr, Non

 de, log-run

 ple, soft, log-run

 ple, loss, l and 2.

 aple, white, selected

 aple, white, selected

 aed Oak, log-run

 led Oak, log-run

 led Oak, Nos. 1 and 2.

 abel, white, selected

 aple, white, selected

 aed Oak, Nos. 1 and 2.

 aed Oak, Nos. 1 and 2.

 abel, white, selected

 aed Oak, Nos. 1 and 2.

 abel, white, selected

 aed Oak, Nos. 1 and 2.

 abel, Nos. 1, step plank

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 abel, Nos. 1 abel $\begin{array}{c} .12 \ 00@13 \ 05 \\ .14 \ 00@16 \ 00 \\ .20 \ 00@22 \ 00 \\ .17 \ 00@18 \ 00 \end{array}$ Frey Elm, log-run. White Aso, log-run

Notice of Limited Partnership.

Notice of Limiteu Faruers, and Zachary T. Notice is hereby given that Frederic A. Wurz-Wurzburg, as general partners, and Zachary T. Michigan, have this day formed a limited part-hichigan, have this day formed a limited part-hichigan and the said special partner has con-thield to the common stock, is twenty-seven hundred and fifty dollars, and that said partner-hindred and fifty dollars, and that said partner-hindred and fifty dollars, and that said partners. BREDERIC A. WURZBURG, WILLIAM F. WURZBURG, WILLIAM F. WURZBURG, MILLIAM F. WURZBURG, MILLIAM F. WURZBURG, Barten Partner. Bated, Grand Rapids, Jan. 25, 1889.



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