

Michigan Tradesman.

Published Weekly.

THE TRADESMAN COMPANY, PUBLISHERS.

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VOL. 10.

GRAND RAPIDS, MAY 3, 1893

NO. 502

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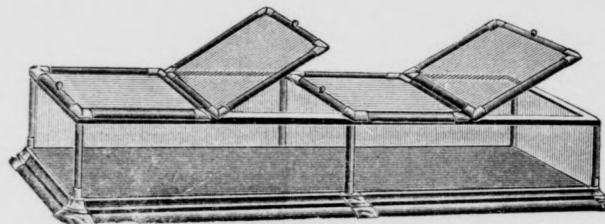
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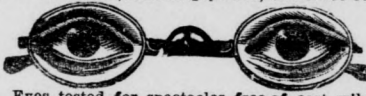
MICHIGAN TRADESMAN.

VOL. X.

GRAND RAPIDS, WEDNESDAY, MAY 3, 1893.

NO. 502

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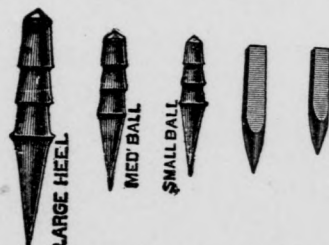
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HANNAH'S SHOPPING EXEDITION.

The report started in Blake's store. To disbelieve a report that started in Blake's store was an unheard-of heresy at the Corners. So, astonishing as this was, the Corners received it without a shadow of doubt. It hardly needed to be known that Mrs. Goodrich herself was the authority.

She was down at the store Saturday afternoon as usual to make her weekly purchases. Anson Blake, who never failed, when groceries were purchased, to conduct the customer to the other side of the store to look at the dry goods, and, *vice versa*, endeavored to lead Mrs. Goodrich over to look at some new winter goods.

Then it came out. With a bit of pardonable pride she let him know that she had no need to look at fall goods in Witham Corners or in Witham Center, either, since "her Hannah was going to the city next week to do their fall shopping; that she, Hannah, had an aunt there who had the whole summer been urging her to come, and that now she was going for a few days."

Mrs. Goodrich shook her large skirts and swept out—figuratively speaking, of course, as her garments always escaped the floor by some inches.

Meeting was hardly over the next day before Hannah was interviewed as to her intended trip, and the ladies who were not present in the morning interviewed her in the evening on the subject. They were so numerous then and kept her so long that Jerry Downing, waiting patiently for her outside, concluded she had gone out the back door on purpose to cut him, and walked home with another girl. His mother, who had not been on speaking terms with Mrs. Goodrich since that good lady made some remarks on the strength of the butter Mrs. Downing brought to the minister's donation last winter, let Jerry know when he got home of Hannah's intended trip, and suggested that a girl who couldn't buy her winter dress at the Corners, but must go to New York for it, was too fine to be a farmer's wife. Jerry went to bed in despair, while Hannah was crying herself to sleep, wondering how she could have offended him.

The next afternoon, when she came in from her school; Hannah was more than surprised to find Mrs. Downing in the sitting-room with her mother. As the visitor had not been in their house for a year, Hannah was sure that she bore some message from Jerry, and greeted her accordingly, wondering, meanwhile, why her mother looked so grim and knit as furiously as if the whole family were barefooted and suffering.

It was no message from Jerry, however, that brought Mrs. Downing there to-day. The lad was plowing in a distant field, and did not know of his mother's call.

After her little remark last night about Hannah's city shopping tour, she had thought best to keep this visit a secret from him.

"I was just telling your ma," she be-

gan, when Hannah, flushed and expectant, was seated, "that I'd been down to Blake's to get my winter dress, and that there wa'n't a thing there I'd put on my back."

"Oh, not a thing!" Hannah assented quickly. "I'm going to New York for our winter things."

"So I heard, and I was telling your ma that, as long as you were going to town and were going a-shoppin', buying one more dress wouldn't be no more trouble to you."

Buying a whole wardrobe for Jerry's mother would have been a delight!

"Oh, no trouble—a pleasure!" Hannah cried, despite her mother's frown.

"There's that brown merino I got three years ago last fall," Mrs. Downing went on. "The wear I've had out of it just beats all. I've worn it steady wherever I went. I was telling your ma that I didn't know as I could be suited better than to have another just like it. So, if you won't mind getting me ten yards of dark brown merino—say, about eighty cents a yard—or you might go as high as eighty-five—I'd be much obliged, and will do the same by you."

"Don't mention it," cried Hannah, taking out her notebook and adding the small item to the long family list.

"The money'll be all right," added Mrs. Downing.

"Of course it will," Hannah laughed.

"Going to stay long?"

"From Thursday to Monday only. I can't leave my school longer."

"I'll be over, then, Monday night after it."

"Waal, I must say," Mrs. Goodrich burst out, as the door closed after Mrs. Downing, "she's got brass! The idea of her asking you to lug a dress up from the city for her! I didn't give her any encouragement when she spoke to me about it, I can tell you."

"Oh, mother, I wouldn't refuse for the world," Hannah returned. "How could I?"

Tea was over. Mrs. Goodrich was washing the dishes. Hannah was drying them, when the kitchen door was unceremoniously opened. A tall, gaunt woman, with a commanding air, as if she were at the head of a disorderly regiment, marched in. It was Mrs. Moore.

"I was down to Mis' Downing's," she began, without a small prelude of a greeting, "fur a dish o' tea an' a few minutes' set, an' she was tellin' me that Hannah was goin' to the city this week."

"Yes, on Thursday," Hannah answered. "Will you sit down?"

"I hain't no time fur a set. Mary she's gone over to her grandmother's, and there ain't nobody to hum to get Moore's supper. Mis' Downing was sayin' you was goin' to get her a brown mereener."

"Yes."

"I s'pose it won't be no trouble, as you're buyin', to buy me a black mereener, too, at the same time?"

"None whatever." Hannah's smile was getting hollow.

"How long be you goin' to stay?"

"Till Monday."

"I'll be round Monday evenin' with the money. You can get me seventy-cent stuff, about seven yards."

She departed with as little ceremony as she had entered.

"I told you so—I told you so," said Mrs. Goodrich, as she lighted a candle and went down cellar with the milk. "Ef you do fur one, you'll have to do fur the whole town."

Miss Brown, the dressmaker, dropped in a minute later.

"I heerd only just now that you're goin' to York," she said, as if to apologize for not coming sooner, "and that you're goin' to get some things for Miss Downing."

"Yes, a dress," Hannah returned, while her mother gave a tremendous "Ahem."

"So I heerd. I don't get to York very often myself, and I'm afraid I'm getting a little behind the fashions. It don't pay, you know, for me to get behind," she simpered. Miss Brown was more noted for her simpers than for the correctness of her styles.

Of course not.

"So I made bold to step round and ask you, as you're goin' to the city anyway, an' will be lookin' at the fashions, to just give a look fur me."

"I shall certainly study the fashions well for my own benefit."

"I can't say exactly how many patterns I'd like you to buy me."

"Oh, you want me to buy patterns, do you?" Hannah asked quickly. She was one of the most obliging girls in the world, but this sort of thing was becoming monotonous.

"As long as you're in the city an' goin' right by the fashion stores, I s'pose it won't be no trouble for you to step in and buy a pattern or so? You can get whatever you think is pretty—some sacks, bodies and skirts, and so on. You can tell better'n I can when you see 'em. You might get about five dollars' worth. I think it'll pay you. I'll let you have the money when you know how it is, or I'll sew it out."

While Hannah was silently making a note of this Mrs. Dobbs, their next neighbor, came in.

"Pretty neighbors you are," was her greeting. "Pretty neighbors! 'Melie, she just come from the store. 'Ma,' sez she, 'what do you think? Hannah Goodrich is goin' to the city a-Thursday a-shoppin', an' is goin' to get Mis' Downing a dress. I wonder if she wouldn't buy me a felt hat. I'm sick an' tired o' Miss Miller's hats!' 'Of course she would,' sez I. 'A pretty neighbor she'd be if she wouldn't.'"

"Why, certainly," said Hannah, trying to call up a smile. It was only the ghost of one that responded, however. "What kind of a hat will Amelia want?"

"She's goin' to leave that to your judgment. Somethin' pretty and dressy and stylish, and that'll be becomin' to you."

Hannah was dark, with delicate features and very pretty. Amelia was light, with coarse features and homely.

"She's willin' to go as high as \$5," Mrs. Dobbs went on. "Still, if you don't have to spend so much she'll be tickled. Lookin' around a leetle and not taking the fust thing that's offered, you kin sometimes save as much as fifty cents."

The school where Hannah vainly strove each day to make the Witham youth

learned was some distance from her home, and she took her luncheon with her. She had just settled down to it the next noon, when a delicate, withered-looking, long-ago-comely woman entered the room.

Hannah greeted her with unflinching politeness, hoping against hope that she had not heard of the intended trip.

Mrs. Guion would not sit down. She had run over only for a moment. She had just heard that morning that Miss Goodrich was going on Thursday to the city and wanted to know if she would be willing to do the least bit of an errand there. Would she be so kind?

Of course, Hannah could not say no, and Mrs. Guion chose to consider her embarrassed silence an assent, and took from a bag three pieces of silk—blue, yellow, and green, all peculiar shades. Would Miss Goodrich be so kind as to match them in zephyrs? She had vainly tried here and in adjacent towns to do so, but then you never could do anything outside of the city, and you could get everything there. Would Miss Goodrich be so kind as to get a half pound of each?

The very small item of matching three peculiar shades of silk was added to Hannah's list.

She was sewing that evening when Mrs. Clark, the physician's wife, came in. This lady was well off, dressy, but economical and very fussy. All Witham knew that she was hard to please. She would not burden Miss Goodrich for anything, she began, if she could possibly find time to go herself to the city, or if she could get what she wanted in Witham.

She had a piece of brown plaid which she would like matched; would Miss Goodrich be so kind as to get the same quality exactly and the same pattern? See? There was that fine stripe—did she notice that? It was bought three years ago—Mrs. Clark did not remember now whether it was in New York or Philadelphia; she had paid a dollar a yard for it, and she would like six yards more.

Mrs. Green from the Corners, Mrs. Drake from the Center, Mrs. Williams from North Witham, Mrs. Johnson, Mrs. Jones, Mrs. Cole, one after the other, were ushered into the sitting-room and begged to have a piece of goods matched or something big or little bought in the city. They all knew it would be no trouble for her as long as she was buying for herself, and not one offered to advance the money for the purchase.

After supper on Wednesday evening Hannah wrote out her list in full. She was studying it, a little amazed and very much vexed, when her mother entered.

"Ma, I've been counting up," she said. "Waal!"

"The things I am requested by the neighbors to buy amount, at a rough guess, to \$180. They would easily fill three trunks, and the work of hunting for them would occupy me at least four days. Not one has offered me a cent in advance or the money to pay expressage. I have just \$80 and two days to spend in the city."

"I told you so—I told you so."

"What could I do? I should have offended every one of them if I had put the case to them as it is."

"Waal, what air you going to do? You're in for it, you see."

"I'm not going—that's what I'll do about it. We'll buy our winter dresses at Blake's, as the rest of Witham will for all me. The next time I make up my mind to go to New York not a soul in Witham will know it till I am gone, if you please, ma."

Mrs. Goodrich did please. When Hannah went early the next spring, even Mrs. Downing was not told till the last moment, and then it was because Hannah changed her name to Downing the day she went, and was as pleased as before, of course, to undertake any commissions for Jerry's mother.

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No Alkalies

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Other Chemicals

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Breakfast Cocoa,

which is absolutely pure and soluble.

A description of the chocolate plant, and of the various cocoa and chocolate preparations manufactured by Walter Baker & Co. will be sent free to any dealer on application.

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THE ANTI-TRUST LAW.

The Anti-Trust Act, passed by Congress in 1890, is by far the most important law placed upon the statute books for some years. It is designed to protect the country against combinations and trusts formed for the purpose of destroying competition, limiting production, or in any way or to any extent hindering free commercial intercourse between the various states or with foreign nations. The first section provides that

Every contract, combination in the form of trust or otherwise, or conspiracy, in restraint of trade or commerce among the several States or with foreign nations, is hereby declared to be illegal. Every person who shall make any such contract or engage in any such combination or conspiracy shall be deemed guilty of a misdemeanor, and, on conviction thereof, shall be punished by a fine not exceeding \$5,000, or by imprisonment not exceeding one year, or by both said punishments, in the discretion of the court.

It will be seen at a glance that the above section is susceptible of very wide application. It has been successfully applied to the Standard Oil Trust, which was forced to reorganize as a joint stock company; the Sugar Trust, which was dissolved and driven out of existence; the Jellico Mountain Coal and Coke Trust, which was likewise forced to suspend operations as a trust. Other combinations were indicted under the law, but escaped, some through defective complaints, and others because of insufficient evidence. The latest case is the outgrowth of the organization of the Harrow Trust, otherwise known as the National Harrow Company. It is peculiar in that suit is brought, not against the Trust, but against hardware dealers who have entered into agreement to purchase exclusively from the Trust. The outcome will be awaited with interest, as it opens up an entirely new phase of the question.

Viewed in the light of the decisions in the cases mentioned, there can be no question as to the practical utility and beneficence of the law, for it is a defense, not only against trusts and combinations as ordinarily understood, but also against labor organizations and even individuals who attempt to restrain, or whose acts result in a "restraint of trade or commerce." In many instances where labor organizations attempt to enforce their demands by a strike, they come into direct conflict with the commercial interests of the country. Especially is this true of railroad and dock laborers' strikes. The Anti-Trust Law makes all such strikes illegal, and regards them as conspiracies against the well-being of the state, and punishable as stated in the section above quoted. So Judge Billings, of New Orleans, interpreted the law on this very point, in a decision which for common-sense, fearlessness and legal acumen has seldom been equalled in the history of American jurisprudence.

The second section makes it a penal offense to monopolize or attempt to monopolize "any part of the trade or commerce among the several states or with foreign nations," and reads as follows.

Every person who shall monopolize, or attempt to monopolize, or combine or conspire with any other person or persons, to monopolize any part of the trade or commerce among the several states, or with foreign nations, shall be deemed guilty of a misdemeanor, and, on conviction thereof, shall be punished by a fine not exceeding \$5,000, or by imprisonment not exceeding one year, or by both

said punishments in the discretion of the court.

The third section applies the provisions of the Act to the Territories and the District of Columbia. The fourth and fifth sections invest the United States Circuit Courts with jurisdiction in the premises, and make it the duty of District Attorneys to institute proceedings in equity to prevent and restrain violations of the law, and also provide for the summoning of parties wherever they may reside.

The sixth section reads as follows:

Any property owned under any contract or by any combination, or pursuant to any conspiracy (and being the subject thereof) mentioned in Section 1 of this Act, and being in the course of transportation from one state to another, or to a foreign country, shall be forfeited to the United States, and may be seized and condemned by like proceedings as those provided by law for the forfeiture, seizure and condemnation of property imported into the United States contrary to law.

The seventh section is important and is also given in full:

"Any person who shall be injured in his business or property by any other person or corporation by reason of anything forbidden or declared to be unlawful by this Act, may sue therefor in any Circuit Court of the United States in the district in which the defendant resides or is found, without respect to the amount in controversy, and shall recover threefold the damages by him sustained, and the costs of suit, including a reasonable attorney's fee."

It will be seen that the Act renders any restraint of trade or commerce caused by a strike conducted by a labor organization, unlawful, and makes the organization a conspiracy within the meaning of the statute. Every officer and member of the organization is, therefore, liable to criminal prosecution and punishment; and also liable in damages to three times the amount which may be sustained by any person injured in his business or property. It only remains to be decided what strikes or lockouts are in restraint of commerce or trade. A great many have had that effect, and some have had that deliberate intention. If Judge Billings' interpretation of the law is sustained, it is not easy to see how far the application of the Act may extend.

As to the right of the Government to thus assume control of a business carried on by private individuals, there can be no question. Ours is a government by the people, for the people, and the question is simply whether the people have the same right in the year 1893 to protect themselves against oppression and exactions that they had in 1776. No one but these oppressors disputed the right then, and what the result of that dispute was everybody knows. It is idle to ask what the outcome of the present dispute will be. But that it may result in a better condition of things, and more harmonious relations between the conflicting parties is the hope of every true American.

DANIEL ABBOTT.

Copy Short.

It very often happens that
In making ready for the press
There is a corner to be filled—
An inch or two, say, more or less.
In such a case, with copy short,
It's handy just to have about
Some fellow who can write a verse,
Like this, to fill the column out.

There is never any risk in selling to the merchant whom all the dead-beats in the town pronounce to be the most incompetent business man there.

THE ACME HAND POTATO PLANTER.

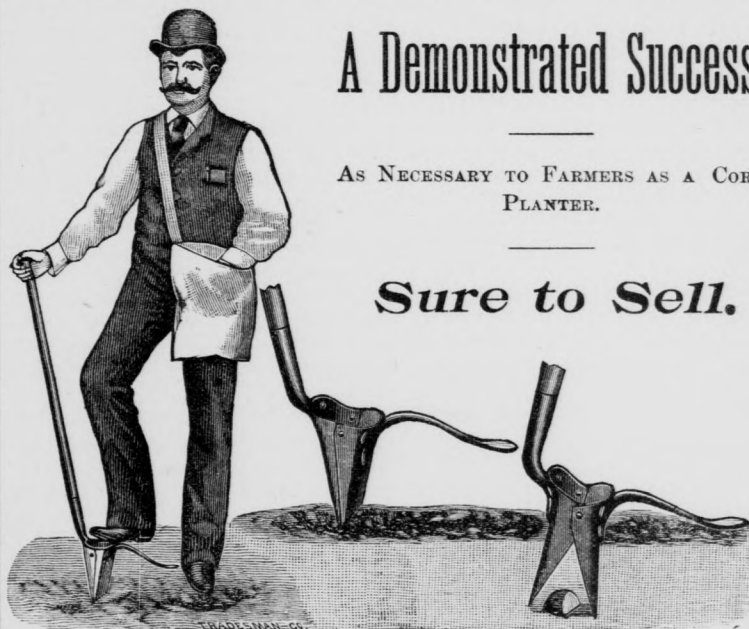
Simple, Durable, Practical.

Used by Hundreds of Farmers.

A Demonstrated Success.

AS NECESSARY TO FARMERS AS A CORN PLANTER.

Sure to Sell.



(PAT. MAY, 1888.)

Works Perfectly in Clay, Gravel or Sandy Soil, Sod or New Ground.
Plants at any and Uniform Depth in Moist Soil.

FOR SALE BY

FLETCHER, JENKS & CO., DETROIT, MICH. FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

Price, \$24 per Dozen. Liberal Discount to Dealers.

TELFER SPICE COMPANY,

MANUFACTURERS OF

Spices and Baking Powder, and Jobbers of
Teas, Coffees and Grocers' Sundries.

1 and 3 Pearl Street,

GRAND RAPIDS

Purity. Quality. Price.

Three characteristic feature of our good swchich make them
popular and profitable to handle.

WE ARE THE PEOPLE in our line.

THE PUTNAM CANDY CO.

POTATOES.

We have made the handling of Potatoes a "specialty" for many years a have a large trade. Can take care of all that can be shipped us. We give the b se vice—sixteen years experience—first-class salesmen.
Ship your stock to us and get full Chicago market value.
Reference—Bank of Commerce, Chicago.

WM. H. THOMPSON & CO.,
Commission Merchants,
166 So. Water St., Chicago.

AMONG THE TRADE.

AROUND THE STATE.

Cadillac—E. Andre succeeds A. H. Sack in the meat business.

Breedsville—B. J. Robertson has sold his general stock to A. Gaynor.

Paynesville—E. J. Keeler succeeds Keeler Bros. in general trade.

Dansville—J. Curry has purchased the harness stock of G. D. Main.

St. Ignace—J. B. Clark succeeds Clark & Murray in the meat business.

Gagetown—A. A. McKenzie succeeds Jos. Gage in the furniture business.

East Holland—L. Kolkema has sold his grocery stock to Klaas Dykhuis.

Manistee—E. R. Welsh succeeds Welsh & Parsons in the hardware business.

Schoolcraft—Neeley & North succeed North Bros. in the clothing business.

Baroda—P. L. Johnson succeeds Carmody & Johnson in the drug business.

Sault Ste. Marie—W. S. Royce is succeeded by Royce & Bacon in the drug business.

Sault Ste. Marie—N. D. Norrish has removed his drug stock from Saginaw to this place.

East Jordan—Dr. Warne has purchased the Calkins drug stock, at Central Lake, and removed it to this place.

St. Ignace—Murray Bros. have purchased the grocery, produce and fruit business of C. S. Carr & Son.

Hillsdale—Geo. B. Whitnew is succeeded by Morris G. Fowkes in the book, news and stationary business.

Menominee—Guensburg, St. Peter & Co. have removed their clothing stock from Iron River to this place.

Iron Mountain—Swanson & Lindstrom, general dealers, have dissolved, John Swanson continuing the business.

Ontonagon—Israel Reinhart has removed his dry goods and boot and shoe stock from Trout Creek to this place.

Gilbert—Andrew Carlson has closed out his lumber business here and gone to Chicago to embark in the grocery business.

Owosso—John Kiefer has opened a meat market at the corner of Stewart and Shiawassee streets, making the third market he conducts in this city.

Pierson—S. E. Bush & Co. have closed out their grocery stock and gone on the road in the interest of the McCormick harvesters, Mr. Bush as selling agent and Mr. Twitchell to set up machinery.

Marquette—Geo. L. Burtis has sold his stock of lumber, about 4,000,000 feet, to be shipped as soon as navigation opens. About 1,500,000 feet goes to Chicago parties, the balance going East.

Onota—Schaeffer & Belknap, who last winter put in a sawmill here to cut hemlock, have captured some good orders. One of them is for 800,000 feet of plank for the coal dock of the South Shore Railroad and another for 700,000 feet for the harbor improvements at Grand Marais.

Morley—A. W. Dodge and Henry Strobe have formed a copartnership under the style of Dodge & Strobe and will open a new general store here about May 15. They have purchased the general stock of Curtis, Cooper & Preston, at Grass Lake, and will remove it to this place as a nucleus.

St. Ignace—The Hulbert Land & Manufacturing Co., to buy and sell land, and manufacture and sell products from wood, etc., has been organized by Wm. D. Hulbert, Francis R. Hulbert, Dia-

matha G. Hulbert, St. Ignace; Katherine G. Hulbert, J. H. P. Hughart, Grand Rapids; George T. Arnold, Mackinac Island. Capital stock, \$50,000.

Detroit—Lambert & Lowman have sold their wholesale drug stock to Williams, Davis, Brooks & Co., Farrand, Williams & Clark and T. H. Hinchman & Sons and will hereafter devote their entire attention to the manufacture of pharmaceutical preparations and perfumes. This leaves but three wholesale drug houses in this market, whereas two years ago there were five houses competing for the trade of this territory.

MANUFACTURING MATTERS.

Owosso—Louis F. Burck and Simeon M. Hodgins have formed a copartnership under the style of Burck & Hodgins and embarked in the manufacture of cigars.

Gladstone—The Wolfe Lumber Co., to manufacture and sell lumber, etc., has been organized by A. W. Wolf, agent, Tilden N. Wolfe, Augustus W. Wolfe and Minnie A. Wolfe. Capital stock, \$12,000.

Death of Frank L. Kelley.

Frank L. Kelley, traveling representative for Carson, Pirie, Scott & Co., died at his family residence at 618 Wealthy avenue at midnight, April 25, after a long and lingering illness. He was taken sick in January of valvular disease of the heart, resulting from the severe rheumatic attacks to which he had been previously subjected. The heart trouble resulted in afebrile, or abdominal dropsy, culminating in ulceration of the stomach and a general breaking down of the physical system.

The deceased was born in Jackson county, June 6, 1856, subsequently removing with his parents to Lawrence, Van Buren county, where he remained until about 10 years of age, when he went to Manton and clerked a year for J. E. Thurkow. He then entered the employ of Spring & Company as traveling representative, remaining there six years. Two years ago he resigned that position to go on the road for Carson, Pirie, Scott & Co., with whom he was identified at the time of his death.

While the deceased was severely hampered of late years by illness, he was, nevertheless, enabled to make a record for himself as a faithful worker and a loyal employee. Whatever he did was done with his whole heart, duty to himself and his house being his sole watchword. He was a man of strong attachments and generous impulses, and his loss will be severely felt by a large circle of friends among the trade he visited and the fraternity to which he belonged. A preliminary funeral was held at the home residence Friday morning under the auspices of Grand Rapids traveling men, conducted by Rev. Dan F. Bradley, the pall bearers being H. S. Robertson, Hub Baker, Geo. H. Seymour, Chas. S. Robinson, Chas. E. Watson and H. Brink. The body was escorted to the depot by all the members of the fraternity who could reach the city in time for the funeral, whence the body was taken to Lawrence for burial. The remains were met at Hartford by a delegation from the Masonic lodge of Hartford, of which the deceased was a member, and the regular funeral at Lawrence on Saturday afternoon was conducted under the auspices of the Masonic fraternity.

In the course of his remarks at the pre-

liminary funeral, Rev. Dr. Bradley paid the following tribute to the traveling fraternity:

The nations of Europe keep large standing armies to protect their trade and commerce, but we in America have a large army of men, not standing, but moving incessantly to meet the demands of trade. This moving army is not recruited from the ranks of those who are idle and have nothing else to do, but are among the brightest and most capable men in the land. This development of our trade through the medium of the commercial traveler is a remarkable one, and has resulted in great gain to every commercial and business interest. The traveling man has made himself essential to the business of the country and is not treated now as one who throws himself upon business men, unwelcomely soliciting their interest in his particular line of business, but is welcome in every city and hamlet in the land. Hotels welcome the traveling man, and the railroads, as well as the business men, are glad to see him coming, as their prosperity depends upon his regular visits. The traveling man is not only welcome abroad, but he is welcome at home, and it is a matter of great satisfaction that the traveling men are men of homes, men who love their homes, and who, as the week draws to an end, look forward to the hearthstone where they are gladly welcomed. This leads to the reflection that they are men of character, and, especially in these later times, are developing in all the manly traits of generosity and charity, of geniality and integrity, so that they have the honor and respect of their houses and the community in which they live.

I am lead to speak in this way of the traveling men because our friend Kelley was a typical traveling man, who loved his business and served faithfully his house and loved his home, and the tribute of respect to his memory paid by his house, Carson, Pirie, Scott & Co., of Chicago, and by the traveling men, his brothers, who have gathered here to-day, and all of these friends who have left their work at the busiest time of the day to show their respect, indicate the esteem in which he was held. Mr. Kelley has made his last trip and has gone to his long home where, we believe, he is welcomed. But, after all, we are all travelers and the earth is but an inn where we tarry for the night, and by and by we shall bend our way homeward, and let us so live that when the time comes for us to go home, we shall also be welcomed.

The Future State of Superior.

Sumner Wells, of the I. M. Clark Grocery Co., returned recently from a business trip through the Upper Peninsula. He visited, among other places, Marquette, Ishpeming and Negaunee. Mr. Wells states that business is quiet in the Superior country at present, but that the prospects for the season just opening are excellent. The country traversed is known as the "iron region," and iron, "piled mountains high," is seen at the three points named, the product of the winter's work, awaiting the opening of the shipping season. A large portion of the retail trade is in the hands of the mine owners. The soil, being very rocky, is not adapted to agriculture, so that about all of the necessities of life must be imported from other sections more highly favored in this respect. Wages are high, but so are living expenses, so that a working man is no better off in Ishpeming with \$4 a day, than he would be in Grand Rapids with \$2.50. Mr. Wells thinks, as does almost everyone who has been there, that the possibilities of the Upper Peninsula are unlimited, and that the people of Lower Michigan do themselves an injustice in not cultivating closer social and business relations with their brethren the other side of the Straits.

The Drug Market.

Gum opium is very firm but unchanged.

Morphia is steady.

Quinine is unchanged but firm.

Alcohol has declined 2c and is weak.

Balsam Peru is scarce and has advanced.

Canary seed is weak and low.

Turpentine has declined.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR SALE OR EXCHANGE—FRUIT EVAPORATOR and cider mill located at Jackson, Mich. Will sell cheap or trade for timbered land, city property or anything I can use; reason for selling, have other business. Lock box 18, Byron, Mich. 720

FOR SALE—ONLY HARDWARE STOCK IN town of 6,000 inhabitants in Central Michigan. Four factories in place. Good schools and churches. Sales, 1892, \$7,000. Best of reasons for selling. A rare chance for person with small capital. Address No. 721, care Michigan Tradesman. 721

FOR SALE—\$5,000 STOCK OF BOOTS AND shoes in good town of 1,500. Only stock in town. All new goods. I wish to sell, not trade. Object, ill health. Don't answer unless you mean business. Address No. 712 care Michigan Tradesman. 712

FOR SALE—TWO-STORY FRAME STORE building and dwelling at Levering, a thriving Northern Michigan town. Property well rented. Will sell cheap or exchange for city property. A. M. LeBaron, 65 Monroe St., Grand Rapids. 702

FOR SALE—CLEAN GROCERY STOCK ON one of the best business streets of the city. Stock and fixtures will be sold at inventory value, with profitable cash trade and good will thrown in. For full information apply to E. A. Stowe, 100 Louis St., Grand Rapids. 700

FOR SALE—STOCK OF GROCERIES FOR cash; also store building and lot, including two dwelling houses, on time. Address No. 691, care Michigan Tradesman. 691

FOR SALE—CLEAN GROCERY STOCK and fixtures. Will sell together or separately as desired. Cheap for cash. Chas. E. Williams, 60 Carrier street, Grand Rapids. 693

FOR SALE OR TRADE FOR CLEAN STOCK groceries—Handle factory. Plenty of cheap timber. Good shipping facilities. Good chance right parties. Address No. 683, care Michigan Tradesman. 683

TO EXCHANGE—FOR STOCK OF CLOTHING or boots and shoes, two good hard timber farms of eighty acres each. Thirty-five and seventy acres improved. Title clear. Address Thos. Skelton, Big Rapids. 680

ELEGANT OFFER—IT'S NO TROUBLE TO find drug stocks for sale, but you generally "find a nigger in the fence." I have an elegant drug business for sale; stock about \$4,000; bright, clean and oldest established trade. Prominent location; brick building; stone walk; rent moderate; city 30,000; reasons for selling made known. Suit yourself about terms. Address quick, John K. Meyers, Muskegon, Mich. 670

SITUATIONS WANTED.

WANTED—A SITUATION AS HARDWARE clerk. Four years experience; best of reference given. Address E. J. Goodrich, Benton Harbor, Mich. 719

WANTED—CLERKSHIP OR MANAGER by registered pharmacist with ten years' experience, and A1 references. Address No. 710, Tradesman. 710

WANTED—POSITION AS BOOK-KEEPER by steady young man, with family. Unexceptional references furnished and satisfaction guaranteed. Address C. E. Weaver, Adrian, Mich. 690

MISCELLANEOUS.

CREAMERY EQUIPMENT COMPLETE—Including 10 h. p. boiler (new) and engine, \$200. Box 6, Milford, Mich. 714

FOR SALE—A MEAT MARKET AND BUILDING, ice and slaughter house in the village of South Boardman, Michigan. A good chance for a good butcher to make some money. Address G. B. Stanley, South Boardman, Mich. 716

FOR SALE—WISHING TO DEVOTE ALL MY time to the manufacture of medicines, extracts, etc., will sell my retail drug stock at a bargain. Stock worth between \$1,000 and \$3,000. Address Theo. Kemink, 83 West Leonard St. 717

FOR SALE—CLEAN GROCERY STOCK, located in good residence locality. Will invoice about \$500. Will rent or sell building with stock, as desired. Reason for selling, owner has other business. Address No. 718, care Michigan Tradesman. 718

FOR RENT—STORE WHERE THERE IS A good opening for a druggist. Rent low. Enquire at Michigan Tradesman office. 686

SPOT CASH FOR WOOD—SEND FULL PARTICULARS as to price and kind of wood. Address M. E. Lapham, 481 East Bridge St., Grand Rapids, Mich. 704

FOR SALE—CLEAN STOCK OF DRY GOODS, boots and shoes and groceries, located in best town in Michigan. Rent low. Stock will invoice about \$2,500; will take part cash, balance well secured. W. E. Thorp, Hart, Mich. 706

GRAND RAPIDS GOSSIP.

Morey Bros. have opened a meat market at 263 Straight street.

D. Stowell has opened a boot and shoe store at 151 West Bridge street.

O. H. Robinson has contracted with the Elliott Button Fastener Co. for a quantity of his bottle washers.

Frederick P. Thome has arranged to open a grocery store at 93 Fremont street. The I. M. Clark Grocer Co. furnishes the stock.

The Elliott Button Fastener Co. has arranged with its Chicago representative, T. H. Traver, to manage its exhibit at the World's Fair.

D. Aldershof, formerly engaged in the grocery business on Wealthy avenue, has opened a grocery store at Zeeland. The Musselman Grocer Co. furnished the stock.

F. E. Hartwell, grocer at 140 Ellsworth avenue, will remove his stock to the store at the corner of Cherry and East streets, now occupied H. M. Liesveld, the latter removing his stock to the Gauthier store.

The Hester Machinery Co. has sold a 60 horse power engine to Macomber & Bale, of Lakeview; a 20 horse power engine and boiler to the Vulcan Iron Works; a 20 horse power engine to the Stickley Bros. Co. and a 35 horse power engine to S. E. Parker.

Ezra J. Ware and F. H. Olin have formed a copartnership under the style of Ware & Olin and engaged in the manufacture of brushes. R. R. Walker, formerly with John L. Whiting & Son, of Boston, will have charge of the mechanical portion of the business.

Gripsack Brigade.

Guy P. Smith, traveling representative for the Ball-Barnhart-Putman Co., has purchased a residence on Arthur avenue, between Fulton and Lyon streets.

Geo. W. Turner has gone on the road for J. B. Graves & Co., wholesale lumber dealers at Benton Harbor, covering the retail trade of Southern Michigan and Indiana.

Rumors are rife to the effect that the trouble in the official ranks of the Knights of the Grip is likely to culminate in the enforced retirement of an officer of that organization.

The late Frank L. Kelley carried \$4,500 life insurance—\$2,500 in the Michigan Commercial Travelers' Association and \$2,000 in the Masonic Mutual Benefit Association of Western Michigan.

W. M. Gibbs has severed his connection with the J. M. Bour Co., of Toledo, and taken a position with W. E. Illingsworth, of Buffalo. Mr. Gibbs was in town a couple of days last week in the interest of a real estate deal in Buffalo with which he is connected.

Four Grand Rapids traveling men have gone to their reward since January 1—Edward Pike, Henry Burleson, Frank L. Kelley and Edward Menzer. Three were members of the Knights of the Grip and one was affiliated with the Michigan Commercial Travelers' Association.

Mrs. Adele M. Graef, who has spent about a month among the physicians of the city, introducing the pharmaceutical preparations of Reed & Carnrick, of New York, has completed her work here and gone to other fields. Considering her sex

and the fact that the duties of traveling salesman are new to her, she met with remarkable success. Mrs. Graef impressed all who met her as a woman of tact and judgment and the calling she has chosen to sustain herself is honored by her association therewith.

Wm. Connor, the versatile clothing salesman, writes THE TRADESMAN as follows: "In all my travels, I visit no town where honor and promptness are more practiced than in Grand Rapids (and I may add throughout Michigan) Hence it is always my desire to get back to the State as soon as possible. I think that trade generally has been good this spring. At any rate, I have no occasion for complaint, and I trust that warm weather will soon set in, for I feel sure that we will then see smiling countenances among the retailers. In view of the attractions incident to the World's Fair, I am glad to see that the people, as a rule, believe in encouraging home trade and that they seem determined to buy articles of home consumption of local retailers and confine their visits to Chicago to seeing the sights."

Geo. W. Stowits, traveling representative for the Western Suspender & Neckwear Co., of Mansfield, Ohio, celebrated the tenth anniversary of his marriage to Miss Jessie Bogardus, at their home at 155 Thomas street, April 20. Regrets from friends out of town were accompanied by tin remembrances. All who were fortunate enough to be able to attend took something in the tin line, and those who were not sent their regrets with the same material. The gifts included nearly everything in that line from a rattle box to a wash boiler. The latter will be found very useful, but George is in a quandry what to do with the former. The invitations were very unique, consisting of the regulation "at home" card neatly fastened by its corners to a tin panel three by four inches in size with rolled edges. Light refreshments were served during the hours of the reception and the table was very prettily trimmed with greens and roses. Mr. and Mrs. Stowits received their guests in a charming manner, and the affair was pronounced one of the pleasantest of its kind of the season.

Sample Case: Among our most welcome exchanges we number the MICHIGAN TRADESMAN, which reaches us regularly, and as regularly contains good substantial pabulum for the business man. We fully realize the spirit and the occasion which prompted the production of the editorial "It Is no Light Task," which appeared in its issue of March 15th. We know from experience the difficulties and delays which surround and happen to one who has the selection and compilement of events, ideas and items of interest pertinent to the particular class or profession to whose interest his journal is devoted. Harping on one string often becomes distasteful to the player and tedious to the listener, and it takes a Paganini-like pencil pusher to produce harmonies that will suit both the time and the occasion. But as a hint to our esteemed contemporary we would suggest that in case he desires to stretch another string in his journalistic instrument, there is a good chance in his taking up as a topic the World's Fair Assemblage of Commercial Travelers. That is a string he has so far left untouched, although he promised us months ago he would tune it up to concert pitch.

Edward Menzer, traveling representative for Wm. Barker, of Troy, N. Y., died at Anderson, Ind., April 28, and was buried from the family residence in this city, May 1. Deceased was born Aug. 14, 1859, at Goodrich, Genesee county, where his boyhood was spent and where he received his early education. He subsequently attended the high school at Flint, clerking nights, mornings and Saturdays in Browning's furnishing goods store. On completing his education, he entered the employ of a furnishing goods house in East Saginaw, afterward removing to Chicago, where he worked as clerk in several similar establishments. About nine years ago he engaged with Wm. Barker, the Troy collar and cuff manufacturer, working the Chicago city trade for about three years, when he went on the road, covering the trade of Michigan and Indiana and a portion of Minnesota and Wisconsin. About four weeks ago he was stricken with typhoid-pneumonia at Anderson, Ind., and his employer promptly sent one of his traveling representatives, Chas. Wilner, and a skilled nurse to attend him in his illness. He was so much better at the end of a week that Mr. Wilner resumed his regular route, returning to Anderson a few hours too late to meet his friend alive. Mr. Wilner accompanied the body to this city, where it was met at the train by a delegation of traveling men Saturday evening, and escorted to the family residence at 117 East street. The funeral was held on Monday afternoon, Rev. Chas. Fluhner officiating and Geo. F. Owen, J. A. Gonzalez, Jas. B. McInnes, Eben N. Thorn, Jos. H. Roseman and Arthur Fowle acting as pall bearers. The interment was made in Valley City cemetery. Deceased was married in this city June 25, 1890, to Miss Addie Ernst, who survives him, as well as a bright lad of 18 months, who was their only child. Mr. Menzer was a man of excellent character and made friends wherever he went, although he was not widely acquainted in this city, owing to the long trips he took away from home. Deceased was a member of the Michigan Knights of the Grip, and carried \$1,000 insurance in the National Union.

Sugar—Edgar & Son summarize the situation as follows: Refined sugars advanced 1-16c on nearly all "hards" and on Columbia A and Windsor A early in the week and on Friday every grade of refined was advanced 1/8c., with indications of still higher prices in the near future. Refiners apparently do not care to advance prices too fast and the parity of refined sugar is still 1-16@1-8c below the present raw basis; any further advance, therefore, in raws, must be followed by an upward movement in refined. There are no new features in the situation, the advances noted being the natural outgrowth of the strong position of the raw market. There is a good and increasing demand, and it daily becomes apparent that many dealers who bought liberally on the first advances have sold out their surplus, and now prefer "sorting up," to buying largely at present prices; we therefore look for a steady increase in the volume of business as the season advances. We have now entered the period of larger consumption, strawberries already being abundant and remarkably cheap for so early in the season. Altogether, the position is such as inspires confidence, and we can safely advise our friends to carry full stocks.

"The Proof of the Pudding is Asking for More."

SMOKERS ONCE SMOKERS ALWAYS OF THE CELEBRATED

Ben - Hur,

The great 10c Cigar, and

Record Breaker,

The Great 5c Cigar.

Made on Honor. Sold on Merit
First-Class Dealers Everywhere.

GEO. MOEBS & CO.

MANUFACTURERS,

DETROIT.

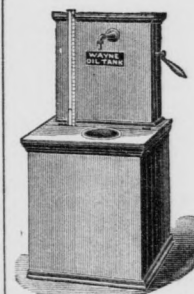
MICHIGAN
Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.

THE WAYNE
SELF-MEASURING
Oil Tank

Measuring one quart and half gallon at a single stroke.



NET PRICE LIST.

First floor Tanks and Pumps.

1 bbl.....	\$13 00
2 bbl.....	15 00
3 bbl.....	18 00
4 bbl.....	22 00
5 bbl.....	27 00

Cellar Tanks & Pumps.

1 bbl.....	\$14 00
2 bbl.....	17 00
3 bbl.....	21 00
4 bbl.....	25 00
5 bbl.....	30 00

Pump without Tank..... 9 00

First Floor Tank and Pump.

Manufactured only by the

WAYNE OIL TANK CO.,

Fort Wayne, Ind.

Important to Commercial Travelers and Merchants.

The American Casualty Insurance and Security Co., of Baltimore City, Maryland, sells the most liberal accident policy issued in the United States, furnishing more absolute protection than any other. Its policy is a short, plain business contract, free from all objectionable clauses and conditions. In 1892 it paid losses to policy holders and their beneficiaries amounting to \$1,103,964, and had \$2,607,675 in assets Jan. 1, 1893. The premium to merchants not handling goods and commercial travelers is \$4 for each \$1,000 in insurance with \$5 per week indemnity during disability, not exceeding 52 weeks, and pays one-half instead of one-third for loss of one hand or one foot, as paid by most other companies. Telephone No. 1,003, for best policy issued, or address W. R. FREEMAN, Agent, 373 Crescen avenue, Grand Rapids, Mich.

The Coming Thread War.

From Retailer and Jobber.

The slogan has sounded, and we may shortly expect to see the fiery Scots of the thread trade rush into the fray which, sooth to tell, has been provoked by the belligerent policy of the English rivals of Paisley, says a foreign exchange. For many years certain firms on the English side of the border have, by their action, invited the Scotch thread lords to "tread on the tail of their coat." That garment has been trailed so invitingly before the eyes of the Paisley folk that there is now a prospect of the challenge being accepted. The gage of battle once taken up, the thread trade may expect to enter upon an era of diminished profits and reduced dividends. Paisley finds that the policy of treating its English opponents with silent contempt does not pay, and we are in for a war of rates. Whether Chadwick's or Lees' or Raworth's or others have been the prime movers in this policy of treading on the lion's tail, is not for us to say; but the lion has roared unmistakably. Mr. Archibald Coats, speaking at the meeting of J. & P. Coats, held recently, stated that the firm had not so far considered it politic to meet the underselling of other makers by partial reductions only; but the aggressive policy—of one company in particular—would compel them to abandon their present reserve, and that possibly before very long. Mr. Coats was quite satisfied that the company was in an exceptionally strong position as regards cost of production, efficient and economical distribution, and the esteem in which its goods are held by the consumer; and he was, therefore, not in much doubt regarding the ultimate outcome of such a struggle as the competitors referred to, judging from the great provocation given, were evidently desirous of bringing about. English makers are determined not to let Paisley have things its own way; and Paisley, having gotten into the habit of regarding itself as the supreme arbiter in all matters concerning the thread business, is getting angry. Since the sounding of the above slogan a spirit of peace has been developed among the thread men which is a harbinger of that happy time when the lion shall lie down with the lamb and shall have no craving at all for mutton. The manufacturers have a good business, and it is sure to continue if there is no spirit of fight developed.

The Value of an Attractive Package.

The next thing to a good name is a good appearance. It is doubtful, indeed, if the majority of people give second place to appearance. At all events, it is very frequently made to do service in default of a good name, and often with success. The part that attractive labels play in trade is an important one. Manufacturers recognize this to a very great extent, and usually mark their package with wrappers that appeal strongly to one's sense of beauty. The demand for any given class of goods may have its fundamental basis on another sense entirely, yet the sight is sought to be captivated, as it is well known to be an important selecting influence. The relation between taste and sight is close and made the most of. Hence, manufacturers of edibles put up in packages, rarely neglect to dress up the exterior with a captivating label. Our canners go in for handsome labels, and the development of labels in this country has made quite satisfactory progress in the main, though there is still room for improvement. Some very appetizing designs are embodied in labels now in use, while others are defective in this quality. The canner should take a leaf out of the variety show manager's book. The latter advertises by means of pictures that are suggestive in a certain way; they are objectionable, to be sure, but they suggest feelings that are the basis on which such concerns are maintained. The canner ought to aim to have pictorial labels as seductive to the appetite, labels that suggest a longing to eat of the contents of the package. The goods will seem tempting, succulent, toothsome, and mouth-watering, if labels are made the most of. Thus they will promote business, and the grocer, as well as the canner, will appreciate the effect of art in labels.

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	6 1/2
Argyle	6 1/2
Atlanta A.A.	6 1/2
Atlantic A.	6 1/2
" H.	6 1/2
" P.	6 1/2
" D.	6 1/2
" LL.	6 1/2
Amory	6 1/2
Archery Bunting	6 1/2
Beaver Dam A.A.	6 1/2
Blackstone O. 32.	6 1/2
Black Crow	6 1/2
Black Rock	6 1/2
Boat, AL.	6 1/2
Capital A.	6 1/2
Cavanat V.	6 1/2
Chapman cheese cl.	6 1/2
Clifton C.R.	6 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton C.C.C.	6 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8 1/2
Amberg	8 1/2
Art Cambric	8 1/2
Blackstone A.A.	8 1/2
Beats All	8 1/2
Boston	8 1/2
Cabot	8 1/2
Cabot, %	8 1/2
Charter Oak	8 1/2
Conway W.	8 1/2
Cleveland	8 1/2
Dwight Anchor	8 1/2
" shorts	8 1/2
Edwards	8 1/2
Empire	8 1/2
Farwell	8 1/2
Fruit of the Loom	8 1/2
Fitchville	8 1/2
First Prize	8 1/2
Fruit of the Loom %	8 1/2
Fairmount	8 1/2
Full Value	8 1/2
HALF BLEACHED COTTONS.	
Cabot	8 1/2
Farwell	8 1/2
CANTON FLANNEL.	
Unbleached	8 1/2
Housewife A.	8 1/2
" B.	8 1/2
" C.	8 1/2
" D.	8 1/2
" E.	8 1/2
" F.	8 1/2
" G.	8 1/2
" H.	8 1/2
" I.	8 1/2
" J.	8 1/2
" K.	8 1/2
" L.	8 1/2
" M.	8 1/2
" N.	8 1/2
" O.	8 1/2
" P.	8 1/2
Peerless, white	8 1/2
Integrity colored	8 1/2
Integrity	8 1/2
DRESS GOODS.	
Hamilton	8 1/2
" "	8 1/2
" "	8 1/2
G G Cashmere	8 1/2
Nameless	8 1/2
" "	8 1/2
CORSETS.	
Coraline	8 1/2
Schilling's	8 1/2
Davis Waists	8 1/2
Grand Rapids	8 1/2
CORSET JEANS.	
Armory	8 1/2
Androscoogin	8 1/2
Bliddeford	8 1/2
Brunswick	8 1/2
PRINTS.	
Allen turkey reds	8 1/2
" robes	8 1/2
" pink & purple	8 1/2
" buffs	8 1/2
" pink checks	8 1/2
" staples	8 1/2
" shirtings	8 1/2
American fancy	8 1/2
American indigo	8 1/2
American shirtings	8 1/2
Argentine Grays	8 1/2
Anchor Shirtings	8 1/2
Arnold	8 1/2
Arnold Merino	8 1/2
" long cloth B.	8 1/2
" " C.	8 1/2
" century cloth	8 1/2
" gold seal	8 1/2
" green seal TR	8 1/2
" yellow seal	8 1/2
" serge	8 1/2
" Turkey red	8 1/2
Ballou solid black	8 1/2
" colors	8 1/2
Bengal blue, green,	8 1/2
red and orange	8 1/2
Berlin soltas	8 1/2
" oil blue	8 1/2
" green	8 1/2
" Poulards	8 1/2
" red	8 1/2
" " 4	8 1/2
" " 3-4 XXXX	8 1/2
Cochebo fancy	8 1/2
" madders	8 1/2
" XX twills	8 1/2
" solids	8 1/2
Amoskeag A.C.A.	8 1/2
Hamilton	8 1/2
" D.	8 1/2
" Awning	8 1/2
Farmer	8 1/2
First Prize	8 1/2
Lenox Mills	8 1/2
COTTON DRILL.	
Atlanta, D.	8 1/2
Boat	8 1/2
Clifton, K.	8 1/2

DEMINS.	
Amoskeag	12 1/2
" 9 oz.	13 1/2
" brown	13
Andover	11 1/2
Beaver Creek A.A.	10
" BB.	9
" CC.	8
Boston Mfg Co. br.	7
" blue	8 1/2
" d & twist	10 1/2
Columbian XXX br.	10
" XXX bl.	12
GINGHAMS.	
Amoskeag	6 1/2
" Persian dress	8
" Canton	8
" APC	10 1/2
" Teazle	10 1/2
" Angola	10 1/2
" Persian	8
Arlington staple	6 1/2
Arasapha fancy	4 1/2
Bates Warwick dres	7 1/2
" staples	6 1/2
Centennial	10 1/2
Criterion	10 1/2
Cumberland staple	5 1/2
Cumberland	5
Essex	4 1/2
Everett classics	8 1/2
Exposition	7 1/2
Glenarie	6 1/2
Glenarven	6 1/2
Glenwood	6 1/2
Hampton	6 1/2
Johnson Chalou cl	6 1/2
" Indigo blue	9 1/2
" zephyrs	16
GRAIN BAGS.	
Amoskeag	16 1/2
Stark	18 1/2
American	15 1/2
THREADS.	
Clark's Mile End	45
Coats', J. & P.	45
Holyoke	22 1/2
KNITTING COTTON.	
No. 6	33
" 8	34
" 10	35
" 12	36
No. 14	37
" 16	38
" 18	39
" 20	40
CAMBRICS.	
Slater	5
White Star	5
Kid Glove	4 1/2
Newmarket	5
Edwards	5
Lockwood	5
Wood's	5
Brunswick	5
RED FLANNEL.	
Fireman	22 1/2
Creedmore	27 1/2
Talbot XXX	30
Nameless	27 1/2
MIXED FLANNEL.	
Red & Blue, plaid	40
Union R.	22 1/2
Windsor	18 1/2
6 oz Western	20
Union B.	22 1/2
DOME FLANNEL.	
Nameless	8 @ 9 1/2
" 8 1/2 @ 10	9 @ 10 1/2
CANVASS AND PADDING.	
Slater	9 1/2
" Brown	9 1/2
" Black	9 1/2
" Slate	10 1/2
" Brown	10 1/2
" Black	10 1/2
Severin, 8 oz.	9 1/2
Mayland, 8 oz.	10 1/2
Greenwood, 7 1/2 oz.	9 1/2
Greenwood, 8 oz.	11 1/2
Boston, 8 oz.	10 1/2
WADDINGS.	
White, doz.	25
Colored, doz.	20
SILKES.	
Slater, Iron Cross	8
" Red Cross	9
" Best	10 1/2
" Best A.A.	12 1/2
L.	7 1/2
G.	8 1/2
SEWING SILK.	
Corticelli, doz.	85
twist, doz.	40
50 yd. doz.	40
HOOKS AND EYES—PER GROSS.	
No 1 B'k & White	10
" 2	12
" 3	12
No 2-20, M.C.	50
" 3-18, S.C.	45
COTTON TAPE.	
No 2 White & B'k	12
" 4	15
" 6	18
No 2	25
SAFETY PINS.	
No 3	25
NEEDLES—PER M.	
A. James	1 40
Crowley's	1 35
Marshall's	1 00
TABLE OIL CLOTH.	
5-4-2-25	6-4-2-25
" 2-10	" 3-10
COTTON TWINES.	
Cotton Sail Twine	25
Crown	12
Domestic	18 1/2
Anchor	16
Bristol	15
Cherry Valley	15
I X L	18 1/2
PLAID ORNABURGS.	
Alabama	6 1/2
Alamance	6 1/2
Augusta	7 1/2
Arasapha	6 1/2
Georgia	6 1/2
Granite	6 1/2
Haw River	6 1/2
Haw J.	6
Mount Pleasant	6 1/2
Onelda	5
Prymont	5 1/2
Randelman	6
Riverside	6 1/2
Sibley A.	6 1/2
Toledo	6 1/2



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Crystal Washing Machine Co.,
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GRAND RAPIDS, MICH.

The Business Man's Creed.

From the New York Herald.

The average clergyman and the average business man have very different views of what is necessary in order to get to heaven. The secular mind, disciplined and trained by practical experiences, underestimates the theological dogmas which the church deems so important. The church responds by appraising the qualities which underlie all commercial transactions at something less than their intrinsic value.

Business and religion are not *en rapport*, don't pull together, are not on intimate terms, and haven't entire confidence in each other. The business man spends his time in trying to make money and the pulpit tells him every Sunday that money-making imperils his soul. So religion and business bow to each other with polite courtesy, maintain an outward attitude of mutual respect but never go arm in arm up the broad aisle or down the street.

While the man of affairs is tugging to draw his loaded sled up hill, the minister remarks that this world ought not to occupy his attention. The reply is that he has boys to send to college, girls to fit for a position in life and a family to support. Whether or no money is the root of all evil, he and his loved ones will have a rough time unless he gets some of it. There is an element of sarcasm in his added statement that the very man who denounces money making requires a large salary to meet his personal and domestic wants. You have, therefore, this curious anomaly—that the church was built with money, that it is maintained by money, that the occupant of the pulpit is constantly calling for money to support charities and missions, and yet the preacher warns the givers of these gifts not to devote their years to making money, because it can't be carried into the next world.

Hence it happens that the church has a creed which the merchant regards as of minor importance and the merchant has a creed which the church looks upon with more or less of disfavor. What the former is has been made known by the various conventions where heresy has been discussed; what the latter is may be told in a very few words. If you were to ask a thoughtful business man what he thinks necessary to salvation he would tell you in a trice as follows:

First, commercial integrity. It is the rankest kind of heterodoxy to believe that trickery in the acquisition of wealth will pay in the long run. The man who grabs at everything will probably be buried by contributions. There is such a thing as a business conscience, and it is possible to conduct business on the principles which conscience lays down. Thievery is not a short cut to success, neither is it necessary that someone should be made poor in order that you may become rich. The strongest firms are those in which the business world has confidence, and whose word is the equivalent of a bond. Commercial devilry ruins your credit, and if you keep it up for twenty years you will be poorer than when you started. There is nothing so much to be prized as sterling honesty in your various transactions, and if the goods you ship are not like the sample you may think yourself smart, but you are a fool. The best kind of religion is that which makes you a square man and then keeps you square.

Second, a recognition of your duties to your fellows. If you have something you ought to give something. There are many institutions—such as charities, hospitals, retreats, asylums—which the State cannot be reasonably asked to support. They are absolutely necessary in a self-respecting community, but they must depend upon the generosity of the rich. If fate or good fortune has singled you out and given you much instead of little you are under certain serious obligations to those whom the Masker spoke of as your "neighbors." The welfare of society depends partly on you, and, if you are niggardly, suffering will be increased, because it will not be allayed. Riches and duties run side by side in double harness. The man who is rich and mean is a heretic and should be consigned to the stocks to be jeered at and

pelted. The man who has money and gives it is the ideal citizen, the thoroughly orthodox citizen, whose creed is true blue.

There are other details which we might mention, but if you start out with the determination to be rich, honest and charitable, you will have all you can attend to for some time to come. With these qualities of character forged in the hot fires of competition and shaped by the hammer of persistent struggle, you need have no fear of what may happen in the next world. There isn't an honest man in hell and there isn't a sneak thief in heaven. Those two facts form the basis of ethical philosophy. If you will accept them you will begin right, and, if you govern yourself accordingly, you will keep right to the end.

That is the business man's creed, and it is worth thinking about.

Rabbits' Feet in Demand.

It is reported that a firm in Raleigh, N. C., which makes a specialty of dealing in rabbit skins and handles large quantities of them, has received from some Northern house an order for 100,000 rabbits' feet—hind feet preferred. This is supposed to indicate that some enterprising genius is preparing to spring the lucky rabbit foot on the country, probably in some way taking advantage of the presentation of a rabbit's foot to Vice-President Stevenson while he was canvassing North Carolina last fall. Probably a good many people may be fooled into buying these feet, who know little about the traditional superstition. Those who are acquainted with it are not likely to take any of these 100,000 feet, however nicely mounted. Any negro can tell them that the only rabbit foot that gives good luck is the left hind foot of a graveyard rabbit, killed at midnight in the dark of the moon.

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Hardware Price Current.

These prices are for cash buyers, who pay promptly and buy in full packages.

AUGERS AND BITS.		dis.
Snell's	60	
Cook's	40	
Jennings', genuine	25	
Jennings', imitation	50&10	
First Quality, S. B. Bronze	\$ 7 00	
" D. B. Bronze	12 00	
" S. B. S. Steel	8 00	
" D. B. Steel	13 50	
BARROWS.	dis.	
Railroad	\$ 14 00	
Garden	50&10	
net	30 00	
BOLTS.	dis.	
Stove	50&10	
Carriage new list	75&10	
Flow	40&10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70&10	
Wrought Narrow, bright fast joint	60&10	

Wrought Loose Pin	60&10
Wrought Table	80&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70

BLOCKS.		dis.
Ordinary Tackle, list April 1892	50	

CRADLES.		dis.
Grain	50&10	

CROW BARS.		per lb
Cast Steel	5	

CAPS.		per m
Ely's 1-10	65	

Hick's C. F.	60	
G. D.	35	
Musket	60	

CARTRIDGES.		dis.
Rim Fire	50	

Central Fire	25	
CHISELS.		dis.

Socket Firmer	70&10	
Socket Framing	70&10	
Socket Corner	70&10	
Socket Slicks	70&10	
Butchers' Tanged Firmer	40	

COMBS.		dis.
Curry, Lawrence's	40	

Hotchkiss	25	
CHALK.		dis.

White Crayons, per gross	120 12 1/2	
COPPER.		per pound

Planished, 14 oz cut to size	25	
" 14x52, 14x50, 14x40	25	
Cold Rolled, 14x55 and 14x60	25	
Cold Rolled, 14x48	25	
Bottoms	25	

DRILLS.		dis.
Morse's Bit Stocks	50	

Taper and straight Shank	50	
Morse's Taper Shank	50	
DRIPPING PANS.		dis.

Small sizes, per pound	07	
Large sizes, per pound	6 1/4	
ELBOWS.		dis.

Com. 4 piece, 6 in.	75	
Corrugated	40	
Adjustable	40&10	
EXPANSIVE BITS.		dis.

Clark's, small, \$18; large, \$26	30	
Ives', 1, \$18; 2, \$24; 3, \$30	25	
FILES—New List.		dis.

Disston's	60&10	
New American	60&10	
Nicholson's	60&10	
Heller's	50	
Heller's Horse Rasps	50	

GALVANIZED IRON.		dis.
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28	

List 12 13 14 15 16 17	18	
Discount, 60	dis.	
GAUGES.		dis.

Stanley Rule and Level Co.'s	50	
KNOBS—New List.		dis.

Door, mineral, jap. trimmings	55	
Door, porcelain, jap. trimmings	55	
Door, porcelain, plated trimmings	55	
Door, porcelain, trimmings	55	
Drawer and Shutter, porcelain	70	

LOCKS—DOOR.		dis.
Russell & Irwin Mfg. Co.'s new list	55	

Mallory, Wheeler & Co.'s	55	
Brantford's	55	
Norwalk's	55	
MATTOKES.		dis.

Adze Eye	\$16.00, dis. 60	
Hunt Eye	\$15.00, dis. 60	
Hunt's	\$18.50, dis. 20&10	
MAULS.		dis.

Sperry & Co.'s, Post, handled	50	
MILLS.		dis.

Coffee, Parkers Co.'s	40	
" P. S. & W. Mfg. Co.'s Malleables	40	
" Landers, Ferry & Clark's	40	
" Enterprise	30	
MOLASSES GATES.		dis.

Stebbin's Pattern	60&10	
Stebbin's Genuine	60&10	
Enterprise, self-measuring	25	
NAILS.		dis.

Advance over base, on both Steel and Wire.	1 50	
Steel nails, base	1 50	
Wire nails, base	1 80&10	
Base		dis.

60	10	
50	25	
40	25	
30	25	
20	35	
16	45	
12	45	
10	50	
8	50	
7 & 6	75	
4	75	
3	1 20	
2	1 60	
Fine 3	1 60	
Case 10	65	
" 8	75	
" 6	75	
Finish 10	90	
" 8	1 10	
" 6	1 10	
Clinch 10	70	
" 8	80	
" 6	90	
Barrell %	1 75	
PLANES.		dis.

Ohio Tool Co.'s, fancy	2 40	
Scotch Bench	2 40	
Sandusky Tool Co.'s, fancy	2 40	
Bench, first quality	2 40	
Stanley Rule and Level Co.'s, wood	50	
PANS.		dis.

Fry, Acme	dis. 60-10	
Common, polished	70	
RIVETS.		dis.

Iron and Tinned	40	
Copper Rivets and Burs	50-10	
PATENT PLANISHED IRON.		dis.

"A" Wood's patent planished, Nos. 24 to 27	10 20	
"B" Wood's pat. planished, Nos. 25 to 27	9 20	
Broken packs 1/2 per pound extra		

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Yerkes & Plumb's	40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40&10	
HINGES.		dis.

Gate, Clark's, 1, 2, 3	dis. 60&10	
State	per doz. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4	
Screw Hook and Eye, 1/2	net 10	
" " " "	net 8 1/4	
" " " "	net 7 1/4	
" " " "	net 7 1/4	
Strap and T	dis. 50	
HANGERS.		dis.

Barn Door Kidder Mfg. Co., Wood track	50&10	
Champion, anti-friction	60&10	
Kidder, wood track	40	
HOLLOW WARE.		dis.

Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		new list 70

Stamped Tin Ware	25	
Japanned Tin Ware	25	
Granite Iron Ware	new list 23 1/2 40	
WIRE GOODS.		dis.

Bright	70&10&10	
Screw Eyes	70&10&10	
Hook's	70&10&10	
Gate Hooks and Eyes	70&10&10	
LEVELS.		dis.

Stanley Rule and Level Co.'s	dis. 70	
ROPES.		dis.

Sisal, 1/2 inch and larger	9	
Manilla	13	
SQUARES.		dis.

Steel and Iron	75	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		Com.

Nos. 10 to 14	\$4.05	\$2 95
Nos. 15 to 17	4 05	3 05
Nos. 18 to 21	4 05	3 05
Nos. 22 to 24	4 05	3 15
Nos. 25 to 28	4 25	3 25
No. 27	4 45	3 35
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		dis.

List acct. 19, '86	50	
SASH CORD.		dis.

Silver Lake, White A	list 50	
" Drab A	55	
" White B	50	
" Drab B	55	
" White C	35	
Discount, 10		
SASH WEIGHTS.		per ton \$25

SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Champion and Electric Tooth X	30	
Cuts, per foot	30	
TRAPS.		dis.

Steel, Game	60&10	
Onedea Community, Newhouse's	35	
Onedea Community, Hawley & Norton's	70	
Mouse, choker	18c per doz	
Mouse, delusion	\$1.50 per doz.	
WIRE.		dis.

Bright Market	65	
Annealed Market	70-10	
Coppered Market	60	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 80	
" painted	2 40	
HORSE NAILS.		dis.

Au Sable	40&10	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WRENCHES.		dis.

Baxter's Adjustable, nickled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.

40	“	Drab A.....	“	50
25	“	White B.....	“	50
	“	Drab B.....	“	55
	“	White C.....	“	35

Michigan Tradesman

A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, MAY 3, 1893.

WEATHER PROPHECIES.

There is scarcely any sort of prophecy that would possess as much economic value to the human race as that which would give beforehand a true knowledge of the weather. The Biblical story of Joseph, who interpreted Pharaoh's dream about the seven fat cattle which were succeeded by seven lean cattle to be a prediction of seven years of good crops, to be followed by seven years of drought and famine in Egypt, presents an interesting picture of the importance of knowing in advance the nature of the seasons and the character of the weather which is to come.

The great value of being able to secure accurate foreknowledge of the weather has induced the chief nations of the earth to undertake under governmental authority the study of fweather phenomena and climatic laws. At the head of this branch of physical investigation stands the Government of the United States. By means of observation stations in every part of the country, connected by electric wire with the central office at Washington, it has become possible to discover important atmospheric phenomena as soon as they occur in any quarter of the country and to trace their progress and development from day to day, and to predict with much accuracy the general movement of meteoric forces. This weather service is extremely valuable as far as it has progressed, and many interesting additions have been made to the stock of weather science, but it has been impossible to make any reasonable forecasts of the seasons long in advance of their appearing. If this could be done, then weather science would be perfect, indeed.

It is not strange that the importance of the subject has produced a plentiful crop of weather prophets. There is scarcely a locality that does not have its weather-wise man. Sometimes he works by the goosebone, sometimes he bases his forecasts from the behavior of the groundhog, or he founds his science on matters more occult and abstruse. Then there are others more pretentious, who work out their weather lore from the influence of the heavenly bodies, such as sun spots and planetary positions, while

there are still others who do not condescend to make known the mysterious sources of their alleged revelations.

Notwithstanding the timely caution given the *Toronto Merchant* a couple of weeks ago, that journal still proceeds on the assumption that Canadian merchants must fight the Patrons of Industry. Such a position is wrong in point of both policy and principle. No organization thrives so much on opposition as the Patrons of Industry, and no organization dies so quickly and quietly where the movement is utterly ignored by the mercantile classes. In some localities in this State the merchants foolishly formed offensive alliances to prevent unjust encroachments on their trade. A knowledge of such action—and, somehow or other, the action always reached the ears of the persons against which it was aimed—invariably made matters worse by creating an impression that the unification of the trade was due to mercenary motives. On the contrary, those localities where the merchants ignored the movement, without indulging in harshness of statement or bitterness of denunciation, were soon rid of the pestiferous ideas inculcated by the venal and unscrupulous organizers of the order.

The statistical position of sugar is now really stronger than it has been for years. Prices in all the primary markets are relatively higher than in the United States, yet this country must for the next six months be the principal purchaser in the world's markets. The Cuban crop, which is the main source of supply for the United States, is now admitted to be at least 18 per cent. short of last year, while the other West India crops are expected to fall short at least 10 per cent. The high figures which Java cane sugar has reached in London indicate that supplies of cane sugar other than West Indian are not promising, while, with respect to beet sugar, not only is the stock much below last year, but the prospect for the next crop is by no means flattering. The weather on the continent of Europe has been very unfavorable, too cold in the north, and too dry in the south, so that not only is a very late crop a certainty, but the influence of the poor start on the size of the yield is bound to be considerable.

The Chicago coffee importers are very much incensed with one W. R. Garrison, who is in charge of the Japanese exhibit at the World's Fair. Mr. Garrison has been saying that it is next to impossible to get real Java coffee in this country. He asserted that all the Java coffee in the United States was bought in Holland or England, and was seriously adulterated before it saw our shores. The Chicago coffee men say that the statement is false and malicious; that they import large quantities of coffee direct from Java and Sumatra, often buying whole plantations direct through their agents. Some of their coffees from Sumatra and Celebes, they say, would be considered adulterated if Java coffee were mixed with them. Michigan dealers will corroborate THE TRADESMAN'S statement that if there is any adulterating to be done, Chicago men are equal to the occasion.

THE TRADESMAN regrets the necessity of speaking so harshly of one of its subscribers at Chase, but the failure looks on the face of it as though it deserved

heroic treatment, and it is to be hoped that the wholesale dealers who are interested in the fiasco will sift the matter thoroughly and deal out justice with an impartial hand, in case it is found that a gigantic steal has been undertaken.

The Hardware Market.

The trade for the past week has been interfered with, owing to the disagreeable weather, but dealers, as a rule, have very little fault to find.

Wire Nails—The market remains firm at the prices named last week. The manufacturers held a meeting last week and, while a number were in favor of advancing prices, the majority were not, so no change was made. The mills all reported plenty to do, but did not think an advance advisable as yet. Whether they will be able to do it later on is a question. There is no doubt there is a loss at even the present price, but the capacity to produce is so great, it may be impossible to advance them much more. The present quotations are \$1.60 at the mill and \$1.80@1.90 from stock.

Cut Nails—The demand is limited but the price is stationery. The new card of advances seems to work satisfactory and with \$1.50 rate for 60d nails, it makes that size 30c less than bar iron. It is quite evident something is wrong somewhere.

Sash and Doors—Manufacturers report a large demand for this product, and great difficulty in securing dry stock to make up. A discount of 40 and 10 per cent. in doors and 60 per cent. in sash now seems to be the extreme price.

Glass—The market is firm, with some talk of a change in the list. If this is done it will mean an advance. Eighty and 5 per cent. by the box and 75 and 10 by the light are the bottom quotations in lots of less than 100 boxes.

Bark Spuds—As the time is near at hand for peeling bark, a brisk inquiry is being made for bark spuds. We quote L. & J. White's at \$12 per doz.

Poultry Netting—The demand this year is larger than ever and dealers find it difficult to keep up with orders. The present price is 60c for 100 feet in full rolls and 75c when cut is quoted.

Wire Cloth—The condition of the wire cloth markets is deplorable. The trouble is but few have any stocks. Where it has all gone nobody seems to know. A large Chicago jobber offered a manufacturer \$1.50 for three carloads, but could not get any, as they were already oversold. The recent burning of the Clinton Wire Works will also cause a large shortage, as they were very large manufacturers. One dollar and seventy five cents to \$2 is being asked in some markets, but at present \$1.50 @ \$1.60 is the price quoted in this market.

Barbed Wire—The demand keeps up and manufactures have not yet caught up with their orders. Two dollars and forty cents for painted, \$2.80 for galvanized is still held firm.

Purely Personal.

Thos. S. and W. L. Freeman, were called to Freeman, Ont., last week, by the death of their father.

D. B. Miller, grocer at 300 West Fulton street, died April 22 from the effects of dropsy. The funeral was held on the 25th.

C. L. Bennett, formerly manager of the Converse store, at Newaygo, has taken a position with Pearson Bros., at Fremont.

Kate Van Kirk, of Bloomingdale, who conducted a millinery store at Martin for several seasons, died a few days ago as the result of an abscess in the head.

Ed. Wagner has gone to Cleveland to take a position with the Fermentum Compressed Yeast. This makes six Grand Rapids men this company has located in other fields.

Ed. H. Luce, general dealer at Berla-mont, who has been confined to his room for four months by pneumonia and a succession of relapses therefrom, is able to be about again.

Jno. Galster, general dealer at Boyne Falls, was in town last week on his way home from Goshen, Ind., where he spent several days with friends. His health was greatly improved by his brief respite from business cares.

Geo. H. Myhan, the South Haven tanner, was in town three days last week, being called here by the death of his brother-in-law, Frank L. Kelley. Mr. Myhan discarded the use of hemlock bark in his tannery a couple of years ago, since which time he has used extract solely, with very gratifying results.

The Ball-Barnhart-Putnam Co. has arranged to run a special train to the World's Fair, leaving this city June 19 and connecting with one of Graham & Morton's best steamships at St. Joseph. A round trip ticket is given to any customer of the house who purchases 500 "Gold Medal" cigars, which sell for \$35 per thousand.

It is the troubles of to-morrow that make people heavy laden to-day.

While the disciples were clamoring for the highest place, not one of them deserved the lowest one.

The man who claims that the world owes him a living generally has trouble in collecting the debt.

It never adds anything to the force of a Christian's testimony to carry a revolver in his hip pocket.

It is as cowardly to talk about a man behind his back as it is to throw stones at his house in the dark.

PRODUCE MARKET.

Apples—Weak and featureless. Spys have declined another 25c, being now held at \$2.50 per bbl. Baldwins command \$2.75 and Russets are held at the same price as Spys.

Beans—Handlers pay \$1.75 for country-picked and hold at \$2. City hand-picked are quoted at 10@25c above these figures.

Butter—A little weaker and a trifle lower, choice dairy having declined about 2c per lb. and factory creamery being 1c lower.

Cabbage—Old stock is practically out of the market. New Mobile stock commands \$1 per doz.

Carrots—25c per doz.

Cider—13@15c per gallon.

Cucumbers—\$1.25 per doz.

Eggs—Little lower and weaker, owing to large quantity shipments coming into market. Dealers pay about 13½c, holding at 14½c.

Green Beans—\$2.50 per bu. Wax \$4.50 per bu.

Green Peas—\$1.50 per bu.

Honey—White clover commands 16c per lb. dark buckwheat brings 13c.

Lettuce—Lower, commanding 9@10c per lb.

Maple Sugar—Jobbers pay 8@8½c and hold at 10c per lb.

Onions—Old are in small demand at \$1 per bu.

Cuba stock is in ample supply at \$2.50 per bu. crate and Bermuda stock is in fair demand at \$3 per bu. crate.

Parsnips—40c per bu.

Pieplant—4c per lb.

Pineapples—Common, \$1.50 @ \$2.50 per doz.

Sugar loaf, \$3.50@4 per doz.

Potatoes—The market is about the same as a week ago, buyers paying 50 @ 55c per bu.

Radishes—30c per doz. bunches.

Spinach—50c per bu.

Squash—6c per lb.

Strawberries—\$3.50 per case of 24 qts.

Turnips—Mississippi stock, 25c per dozen bunches.

SHOP GIRL LIFE.

Its Duties, Salary, Opportunities, and Drawbacks.

From the New York Sun.

Have you seen the march of the women in the new anvil chorus? Every morning, between the hours of 7 and 8, the actors in the pageant hurry over the Brooklyn bridge and across the ferries, rush down from Harlem and drift in from the East Side and the West Side to join the great procession that crowds the shopping district, throngs Sixth avenue, and swells the congestion of Fourteenth street.

There are fifty women to a single man—women of all ages, from the little cash girl, with her sharp, pert face, to the gray-haired reads of departments, alert, keen and commanding, like generals long in the service. Brave, earnest women these; self-reliant, self-respecting and self-sufficient. The coming man that keeps up with this procession in the mercantile world will need to step lively. Few of its departments are closed against the women, while in many they have entirely crowded the men out, and in those establishments where the greatest proportion of women are employed you hear the highest praise of their ability and conscientiousness. It has been said that in the hiring of these women the preference is always given to those who have a home, and that some houses refuse to employ women who are drifting about from one boarding house to another, which regulation seems unduly meddlesome and arbitrary.

"And why have we the right," said one of the men in charge of the women employes of a large business house, "to cast unjust suspicion upon a working woman without a home any more than to discriminate against the man without a family who seeks employment? The average morality of the women is better, the standard higher. The very fact of a girl's seeking employment shows in many cases the lack of a home and friends to support her, and demonstrates most effectually her desire to be an honorable, respectable member of society. In the case of cash girls, who enter the stores very young, we do prefer to engage those who have parents for two reasons: One is the extreme youth and lack of experience and fixed principles in the girl herself; the other is that the small salary paid to the cash girl is insufficient to support her and provide suitable clothing for her work, unless she has a mother to attend to her sewing and a home where her board can be supplied at small cost.

"Our method of hiring girls and women is simply this: If a girl applies for work who has never had any experience, we take her name and address and the number of the school which she has attended. Then the matter is put into the hands of the regular department which looks up references. The same man who investigates the standing of the lady who comes in her carriage and opens an account, investigates the standing, social and moral, of the girl who serves her from behind the counter. Inquiry is made at the school of the teachers; inquiry is made in the house where the girl lives of other families occupying the same house or families living in the neighborhood. The house itself or the boarding place may be visited, and long experience has made the reference man's observation keen, his judgment exact. The facts collected are kept on record in the store, and to them are added such items as may from time to time seem important in case of promotion, or if the girl leaves or is discharged and afterward applies again for a place in the store.

"If a girl has had experience she shows her references, if she has them, or gives the names of the firms where she has been employed. Many of the first-class firms keep an exchange list, and furnish all information to each other. Each case is investigated and the history traced as far back as is available, and this record is also put on file and preserved. The careful investigation and inquiry, while it may seem unreasonable at the time, is in reality the best safeguard to the girls themselves, insuring them against unworthy associates, and protecting them from the suspicion which

one immoral or dishonest woman might cast on all the others. In some stores this investigation is less comprehensive, and a lower grade of girls, a lower tone in the standard, a different atmosphere, results. Occasionally a girl passes a slight examination in the making out of checks and the computing of numbers, but all girls can write fairly well, and if one fails in the reckoning, if she is a good, bright saleswoman, she is removed to a department where goods are sold by the piece instead of by the yard. Having satisfied the conditions, a girl is assigned to the department she is best adapted for, or in which there is a vacancy. If she has had no experience she is put in charge of stock, or takes her place among the cash girls, where salaries are small, but promotion is always the result of ability and faithfulness. The preference in promotion is always given to the cash girls in the employ of the firm, which makes it difficult, except at busy seasons, to obtain a foothold in higher departments in any of the better-class stores where salaries are generous and conditions agreeable."

It is interesting to note how the old traditions are confounded by the *fin de siècle* business women. It has been said that women in business were less ambitious, less responsible, and less interested in their work than men, because their years of service were shorter on account of marriage, and because they looked upon any avocation as a temporary matter to tide over the interval between school days and the wedding. In New York shops there are women, married and unmarried, who have been eighteen and twenty years in the employ of the same firm, and have risen from the ranks of the cash girls to be heads of important departments. They are as keen and shrewd in business matters and even more devoted to their work and fonder of business life than men. Again, it has been said that women were more honorable than men, less addicted to breaking the eighth commandment than their brothers. The reason for this has been variously given that girls had less nerve than men, were more fearful of results because women are more severely punished than men for all offenses. It has been suggested by young men that women can afford not to steal because they don't have to take the girls out or support extravagant wives. However, the consensus of opinion among the different superintendents in the shops is that while the average amount stolen by women is smaller than that stolen by men, more cases of theft are found among the women than among the men. Women do not play the races, they do not gamble, they are not, as a rule, intemperate, and, according to the employers, have less extravagant tastes than men. Consequently their pilfering is in smaller sums, less difficult of detection, and, in case of discovery, punishment is mitigated because they are women. Discharge is certain, but the employer rarely interferes with a woman's obtaining another situation by publishing her guilt. It is because the average man shrinks from punishing a woman, and also from fear that the one unreliable girl will affect her associates, that this discharge is quickly settled upon when suspicion of dishonesty is aroused.

A proprietor of one of the largest stores in the city said of the comparative value of men and women in business that the average woman was smarter than the average man, more conscientious, quite as capable, and had more nerve and cunning in carrying on her small pilferings. Except in the silk department and in cloths, where the training required amounts almost to a profession and demands special practical experience, women are equally as capable as men, while in the cloak department and in ready-made garments of all descriptions for women, at the glove counters and notion counters, in the handling of ribbons and laces and millinery, women have practically crowded men out of the business. In many of the stores the same scale of wages is paid to women as to men. Three dollars per week is the lowest salary paid, and from \$25 to \$50 is the maximum for regular saleswomen. One woman who does the foreign buying for a large firm has a sal-



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18 and 19
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Correspondence
Solicited.

ary of \$5,000 a year, and a few heads of departments in another first-class shop receive even higher salaries than this. Salaries of \$3,000 and \$4,000 are not uncommon for capable women in charge of dressmaking departments, and in some stores women are employed as cashiers and floor walkers at a generous figure.

No regulation is generally enforced in New York with regard to the dress of the girls, though the uniformity of coloring sometimes noticeable among shop girls is the result of an unwritten law in every establishment as well as of the good taste of the woman themselves. So long as genteel black, simply made, is the business dress of the superiors, the other women will model their costumes on the same lines. Obviously cash girls must wear the made-over garments of older people, and stock girls on small pay often need to make a Sunday gown do service as a business dress during its second season, but the prosperous saleswoman chooses the garb of black, and always wears it, though it would not answer to make this dress arbitrary.

"Why have the employers a right to interfere with what we wear or where we live?" said a pretty girl, with a defiant toss of her head. "This isn't an asylum. We are not charity wards. The proprietors don't take care of us. We are just as independent as they are. We earn our money and they earn theirs. We work and they work, and I don't see that they have any right to dictate to us where we shall live or what we shall wear. You don't refuse to employ a teacher because she boards and hasn't a home. You don't tell her what color to dress in. People seem to think a shop girl is a sort of machine that everybody has a right to experiment with and inquire into and find out about. The fashionable ladies would make dear little pets of us, and are offended when we won't entertain them with our personal affairs. The newspapers write sensational gossip about our trials and wrongs. The philanthropists get out their magnifying glasses and study us as microbes or specimens, and put us all in one class; and I suppose if there should be another flood, they'd march a pair of us into the ark along with the other animals to preserve the species. We are women just like other women, only shrewder, perhaps, from seeing human nature without its best clothes on. It is the customers, not the employers, that are hard on us. Our hours are long, but if women wouldn't shop until straight 6 o'clock, how quickly the shops would close at 5 and give us a chance to get home and wash up for dinner instead of putting away stock until 6:30. We do have to stand, but if we sat down the office would be flooded with complaints from women who thought we were negligent.

"You see every woman is tired and hurried and cross when she is shopping. She comes in on a catch-a-train hustle. Probably she hasn't eaten any breakfast nor any luncheon except a cup of tea and an eclaire, her head aches and things don't match, and her change doesn't get back, and she sputters and scolds, never realizing that we've had a procession of just such women fretting at us all day. If we aren't awfully interested in her particular sample, off she goes with a complaint, and that may mean a fine or a discharge to us. If I was a man and wanted to see what disposition a woman had, before I married her I'd go shopping with her just a day. Some of the men that think their best girls are angels ought to see them when they are trying to match ribbons and things. They'd be surprised to see how nasty they can be. Ladies, too, they call themselves.

"And then there are the women that don't buy anything and don't intend to. They are the worst. I know one woman who goes into the stores and tries on ready-made dresses to get an idea how to make her things every year. The girl loses a good customer while she is doing this, you know.

"Half the women do the same with hats; they keep a girl trying on hats for an hour, and then, without even thanking her, rush off for fear they'll forget the style, buy the materials in a cheap place, and make 'em up themselves. But even they aren't so bad as the woman who just comes to 'look around.' In one

store on Sixth avenue there is a woman who has been in that place every day for eighteen years, except during three months when she was sick. Now, don't you see, if the good folks would just try to reform customers a bit and let the shop girls rest, it would do more good than legislation and petitions and things? You see, if we aren't up on etiquette, London style, we know good manners from bad, and could teach some swells a little plain American politeness that would be good for 'em to learn, even if we are smart enough to earn our own living and have sense enough to open a door for ourselves without a man in buttons to do it for us. Two to one, if we changed places we would get on better in the carriage than they would wrestling for the wherewithal to pay board bills, or holding onto their dispositions when some of the reformers came in to ask 'em how it felt to be a shop girl."

Will Retailers Ever Agree?

From the Retail Grocers' Journal.

The above query, though only composed of a few words, means considerable to the grocery trade in general, and the longer a merchant revolves the same in his mind the more will he become convinced that retailers ought to agree much better than they have done for years past. There was a time when the downfall of one or the other merchant was regarded by his neighbors as a blessing to them, inasmuch as they expected to gain some of the patronage he had enjoyed. That envious feeling does not at the present time exist so generally, and instead of pitying the unfortunate merchant after his failure, instances have happened where one merchant has given the other substantial financial aid, so that the dreaded calamity might be avoided.

Such favors, however, will never be extended to those who conduct their affairs on the "dog-eat-dog" principle, nor should such be done. This class of merchants are possessed of selfish natures, and imagine that their business can only be extended through the misfortunes of others. What a fallacious idea for men of business to build upon! Every failure brings into the field a healthier, and, at times, much more dangerous rival, who will stop at nothing to gain trade from his opponents, so that he might not have to close his doors as others have done before him. Perhaps this time the formerly victorious storekeeper gives way to the newcomer. And so it continues from one to another, until now many of the grocers, with capital invested and working long hours, are barely able to meet current expenses.

This state of affairs does not exist because there are too many grocers engaged in the business, but is the result of this constant desire on the part of a few to be contrary and unwilling to join with their brethren in elevating the standard of the grocery trade, instead of bearing it down as they are invariably doing. There is no difference between men engaged in the grocery business and those engaged in other trades. In mental ability as much is required of the grocer as is of other men engaged in any line of commerce, and about the only difference there is at all noticeable is that it requires more grocers to serve the needs of a community than any other lines of business. This, however, ought not to bring about the intense antagonism that exists among them.

Would it not be an advantage to many storekeepers if their entire volume of business was reduced by at least one-third, and that they should receive a profit on the two-thirds remaining? As it now is it reminds one of the story where a merchant informed a purchaser that the goods were sold below cost, and on being asked how he could afford to sell at a loss, he blandly answered, "I sell so much, you know." The storekeeper who figures to make up in quantity of sales at cost the profit that he ought to make will not be in business for any length of time, but still, he will be there long enough to injure the trade. Retailers can agree if they so choose. Those who claim the contrary are too weak-kneed to be engaged in the business and are a detriment to those who believe that the laborer is worthy of his hire.



DODGE

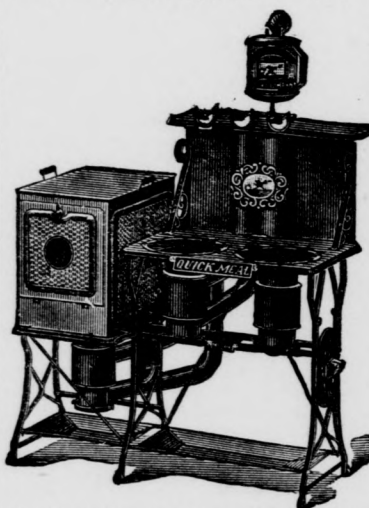
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THE PACK-PEDDLER.

Reminiscence of a Business Which Has Had Its Day.

If it was your fortune to be acquainted with the districts remote from railroads twenty years ago you will remember the pack-peddler.

He came with the birds in spring, while the ground was still soft from the recent thaws and the atmosphere was suggestive of the sunny side of an iceberg; and he disappeared with the frosts and snows of autumn, though now and then one remained, like a stray robin, to pick up the crumbs that had been left.

Through the summer months he was often to be met with along the dusty highways. He was a little man who carried upon his back a pack nearly as large as himself. As he trudged along, bending under his heavy load which bobbed up and down with every step, he reminded the stranger of a human camel, and on many days the little man himself would have agreed that the hot, dry path he trod was much like the sands of a desert.

"How do, ma'am? Want to buy any things to-day, ma'am?" was the salutation in broken English to the housewife who answered the knock. But he had already sidled in without waiting for an answer. With a shrug the shoulders were slipped out of the straps and the load was deposited upon the floor. Then he seated himself, mopped his face with a red bandana, and proceeded to undo the pack.

It did not matter to him if he was told that "Nothing is wanted to-day. Can't buy. No time to look." He always expected such a greeting and was seldom disappointed. But he also understood human nature, and knew that no woman was so lacking in curiosity that she would not take a look at his stock in trade. The straps were quickly unbuckled and the white cloth covering, brown with dust, thrown open, when the contents were spread out. Laces, linen handkerchiefs, and various articles known to his trade as "Yankee notions," were piled upon the floor until the humble pack was transformed into one of those magic bags of the "Arabian Nights" tales, that would yield a never-failing supply of good things.

And his trouble was not usually in vain. The temptation to trade is one to which the ordinary mortal readily yields. "I really do need some needles and pins," was the mental comment of his customer, while a few spools of thread might as well be purchased now, so as to "help the poor man along." "Six tschillings," says he, holding up a pretty silk handkerchief. "No? Very nice. Nottings more? Forty-five cent. Tankee, ma'am." The miniature bazaar is speedily repacked, and with a polite "Goot tay," he was off, equally as well satisfied with a dime as with a dollar, and if he sold nothing at all he was grateful for the few moments of rest.

Those who have seen the roads in a new country know that they are neither easy nor pleasant to travel afoot. The highways are merely belts of land on which every tree that might afford a little welcome shade has been cut down and destroyed. The pioneer looks upon trees as enemies to be exterminated as thoroughly as possible. The rows of beautiful maples and elms that line the pleasant drives of the older settled districts are an afterthought of this same old settler, and were set out and cultivated after the original forests were destroyed. The path, worn and cut into deep ruts by the passage of heavy wagons, winds around among the stumps and rocks, now and then crossing a marsh that becomes flooded after a little rain. Through the hot days of summer the sun beats mercilessly down upon the cleared fields, where the surrounding woods keep out such breezes as might refresh the parched earth. The strong odor of burnt stumps and logs is a continual reminder that the "clearing up" process is going on in the fields around, while clouds of smoke frequently fill the air.

Such roads were not inviting to the ordinary traveler, but to the itinerant tradesman, with the bulky bundle on his back, they were doubly difficult and laborious. However, the little man

never complained, but stoically accepted these disagreeable features as though they were necessary to the business. But his cheerful pace of the morning gradually became slower, and he bent under the load as the hours wore on, so that a close observer might have told the time of day by the arch of his back and the number of steps a minute.

When night came he was sure of a welcome under the nearest roof, for rare indeed was the farmer who would not entertain a stranger from the outer world. Much that has passed for hospitality has been prompted by curiosity and a desire for a change in the dull monotony of daily life, and these strangers, though careful of their words through the day, would loosen their tongues at night and become agreeable visitors in the homes where new faces were seldom seen. He had come from Russia or the eastern provinces of Germany, and stories about the customs of those distant people would excite the interest of his listeners, while the accounts of oppression would arouse their pity and indignation, and make them more than ever thankful for this "Land of the Free."

In the morning he would measure off a few yards of lace to pay for the hospitality he had received, as he always insisted upon doing, and after a hearty handshake all around, in which he was careful to include the baby, who had climbed out of the cradle to see him, he would again be on the way. "Call again when you come this way," says the free-hearted hostess. "Tankee, ma'am. Good tay."

In a year or too he would have enough money saved so that the pack could be laid aside and a small store opened in one of the new towns that were constantly springing up. He always prospered and always remembered the friends he made when a wandering trader through the country. Many of the successful merchants of the West are men who first obtained a knowledge of business by carrying a pack, and have a store of reminiscences of the days when they were at the foot of the ladder.

But the business, like many another, had its day. As the country became thickly settled, and the towns were within easy reach of all, there was little trade left for the man who carried his wares from door to door, and the pack-peddler, like Othello, found his occupation gone.

Does Flour Improve with Age?

From the Milling World.

Flour fresh from the mill is in its best state. Flour left for weeks or months in bins or barrels may take on new hues, new scents and other new attributes, but these are not "improvements." They are the results of partial decomposition, of absorption from surroundings and of changes that necessarily carry the flour away from the normal. Flour may be "aged" exactly as cheese is "aged," but flour that is "high" from the absorption of moisture, from the decomposition of starch, from the weakening of its gluten and from the growth of bacteria is certainly not "improved." Bakers tell me that flour is most easily handled and makes the best and longest keeping bread when it is newest. I have never yet heard a first-class baker say that flour is "improved" by keeping it until it has changed perceptibly in color and odor. Buckwheat flour, rye flour and cornmeal are familiar examples of what takes place with "aging," and in wheat flour the deterioration is simply less marked. Much that is called "improvement" is a matter of taste merely in the consumer. One likes fresh butter and new cheese, while another prefers rancid butter and "high" cheese. The latter claims that "age improves butter and cheese." Just the same way age "improves" flour, by changes that introduce new features. But is it "improvement?"

You may be thankful that you haven't time to count your blessings and sorrows, for while one competitor is celebrating the former, and another is grieving over the latter, you are doing the business.

Use Tradesman or Superior Coupons.



Are You Going to the World's Fair?

If so, you want this Harvard Leather Bag. Leather lined, frame leather bound, latest improved patent fastening.

We will make you a present of one.

Write for particulars.

I. M. Clark Grocery Co.

If You Are Going

To THE WORLD'S FAIR you should begin at once to inform yourself on the subject, so that you may use your time there to the best advantage. You will not be able to see everything—you may see what you are specially interested in if you go there informed at the beginning.

If You Are Not Going

To THE WORLD'S FAIR you should do the next best thing—know as much as possible about it. If you can't see it you can at least read about it.

In either event you imperatively need a daily paper from the World's-Fair city—you need a Chicago daily, and

The Chicago Record

Will meet your need.

Symbolism of the Cake of Soap.

I suppose there is no one, the world over, who reads newspapers and the magazines, who has not at some time or other smiled over the very realistic representation of that forever-advertising soap firm, in which a sprawling baby is reaching after a bit of their vaunted soap, and "won't be happy till he gets it." But how many of the smiling readers have stopped to think that there's a kind of moral to be found in that baby and his longed-for prize? I didn't, for one, until I lay awake last night, with an over-active brain presenting first one picture and then another, till at length the wee man stood out before me in the darkness, and all of a sudden it came to me, how we are all, more or less, playing the baby, and stretching eager, grasping hands after some paltry cake of soap. And then I thought a most interesting query—if only it might truly be answered—would be: What's your special cake? Yours, madam, is easily guessed. It is to mount, rung by rung, the ladder of fashionable society, until that elevation is reached where your status is assured, your social supremacy unquestioned. Your neighbor's is success in his business or profession; the acquirement of a fortune, which will place his children miles ahead of the point at which their parents were content to start their race. To the artist and literateur it is such achievements of brain and eye and hand as will win name and fame which may perchance survive their creator. To this bright, breezy example of sensible, healthy maidenhood, the little oval cake takes the guise of college honors, and afterward a career more ennobling than a daily studying of chiffons and a restless seeking after amusement. Her older sister's prize looks like a brilliant settlement in life, to be secured by means of an eligible parti in marriage, or it may be she is one of those sentimental damsels who look forward to an ardent, romantic lover as the one thing lovely and altogether desirable. Then to the youth it appears in the shape of distinction in the college crew or foot-ball team, or in his not always successful transformation into a sham Englishman or a foolish, empty-headed dude, whom it would take twice nine tailors to make a man of. Well, in time, some sooner and some later, after much wriggling effect and consequent weariness of spirit and body, we most of us reach and grasp our precious cake, or some phantom which looks like it; and then what? Milady, with nerves unstrung, and in a state of mind which makes it mockery to ask deliverance from "envy, malice and all uncharitableness," perches upon her narrow rung, and looking down upon the jostling throng who are climbing up to dispute its possession, thinks how much more comfortable and satisfactory life might have been had she been content to stay upon the solid earth at the foot of the ladder. Her male counterpart, who strove to grasp worldly success and advancement, finds them not worth the holding when youth and health and the power to enjoy are all things of the past. The girl has made what is termed "a good marriage," and too often finds she must content a starved heart with vain show and wearying frivolity; or she went in for sentiment and illusion and too soon learns that her ideal was a figment of her imagination; that her romantic lover never was what her rose-tinted

glasses made him; and even if he had been, the husband he turned into is a very different and much more prosaic object. The youth did distinguish himself in his favorite sports, but his brain is weakened by inaction, or his health breaks down from overtraining; while the Anglo-maniac and the dude have become poor despicable nondescripts—the jest and scorn of all sensible people. And the end of it is just this—not the infant's unreflected happiness when "he's got it," but some day, early or late, the bowed shoulders, the head dropped upon outflung arms, and the heartsick question: What has it all amounted to? The fret, worry and strife were all for naught, and my prize is really nothing more valuable or lasting than the soft, unsubstantial white soapsuds, which in a moment is but so many drops of dirty water, to be flung contemptuously away. Yet the cake looked smooth and tempting, and the suds it made was soft and white and creamy to the touch, and you could blow beautiful iridescent bubbles out of it; and, after all, tell me, friends, is life worth living unless there lies somewhere in the foreground one of those symbolic cakes of soap to be grasped after and idealized and held precious for a while?

FRANK STOWELL.

Co-operative Stores in England.

From the National Grocer.

The co-operative system of distributing the necessities of life has been tried in this country, but with little success up to date, except in several cities in New England, which contain co-operative associations that are in a fairly prosperous condition. The farmers' organizations have tried the experiment several times, but since the first Grange store was started, nearly twenty years ago, the record of co-operative distribution among our agriculturists has been almost uniformly disappointing to the sanguine promoters. In England, however, co-operation has flourished for many years, and the retailers and merchants, especially the grocers, have suffered very severely in consequence. Not only the retail but wholesale establishments on the co-operative plan have prospered there, the annual sales of both classes of stores aggregating enormous figures. It has appeared to be only a question of time when the reports of the success in England would induce the American wage-earners to follow the example of their English brethren and establish co-operative stores in great numbers here; and it is possible that this will yet be done, to the greater or less injury of the retail grocery trade, notwithstanding the co-operative idea appears to be losing its charm for the masses across the Atlantic, according to the latest advices. Trade journals in London report a falling off in the business of the larger co-operative institutions in that city, and state that the managers are anxiously appealing to the shareholders for a more active and earnest support. An English grocery trade journal, discussing the cause of the diminished trade of the co-operatives, attributes it to the superior abilities and facilities of the retail grocers rather than to the general business depression which prevails in that country. It says: "We can tell the Chairman of the Junior and Army Navy Stores what has caused the diminished business of which he complains; it is the more systematic and intelligent competition of the ordinary traders. The large stores

Some merchants display such a deep anxiety to keep everything in order that the people don't like to buy their goods for fear of disturbing them.

The silence that is most often golden is that silence we should have used at the time we let our tongue run away with our brains.

Use Tradesman Coupon Books.



Farming is a Failure. We have tried it in this community for twenty years.



Farming is a grand success. We have a Butter and Cheese Factory that was built five years ago and has made our community what it is now. Should you need a Butter and Cheese Factory in your community correspond with
DAVIS & RANKIN BLDG. & MFG. CO., 240-252 W. LAKE ST., CHICAGO.
Also Manufacturers of Dairy Machinery and Supplies.

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STRONGEST and SAFEST EXPLOSIVE
Known to the Arts.
POWDER, FUSE, CAPS,
Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING,
FOR SALE BY THE
HERCULES POWDER COMPANY,
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Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

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

We invite the attention of the trade to our complete and well
assorted stock at lowest market prices.

Spring & Company.

Co-operative Stores in England.

[Below is the completion of the article under the above head, begun on the preceding page.]

have now to compete with concerns which do not charge the public any fee for the privilege of admission, which offer them conveniences that the stores do not supply, and which sell high-class goods at such prices as defy co-operative competition. They have now more opposition, and are scarcely equal to the occasion. The public, ever quick to recognize where they can buy best, naturally go to the cheapest market in order to lay out their money, and they do not go to the stores. We find the same results more or less abundantly exemplified in the provinces. The co-operators are falling back and their trade is dwindling. Do what they will, they cannot keep up their returns. Many of them are quite unable to pay their way, and are gradually extinguished. The reason is that the local traders are too strong for them, and sell better goods all round at lower prices. It does not, therefore, appear to us that the co-operative outlook just now is a particularly bright one, or that those concerned in this movement have much reason to smite the tinkling cymbal vainly, as though assured of continuous and overflowing prosperity."

The word "stores" is applied to the co-operative establishments, to distinguish them from the stores of the regular tradesmen, whose places of business are termed "shops" in England. After many years of bitter experience the English grocers have, it appears, discovered the secret of successfully competing with their powerful rivals. Their efforts have been assisted by the fact that the co-operative establishments have held out to subscribers the bait of large dividends, and in order to meet this heavy tax upon their resources, have been forced to charge higher prices than the independent dealer of large means and thorough experience. Their managers, too, have lacked the spur of personal interest which the independent trader feels constantly. They do business with other people's capital; he has invested his own money, and, therefore, has much more at stake than the co-operative store managers have.

In view of the above explanation of the success of the English grocers, in a struggle against great odds, there is no reason for American retailers to feel discouraged because some farmers' organization has established a co-operative store, or because dry goods dealers are adding a grocery department to their business. Whatever the form of competition the grocer is suffering from, it ought not to prove disastrous if he has the making of a successful business man and adopts improved methods.

Has a Bad Look.

The J. E. Wells & Son failure, at Chase, has a decidedly bad appearance on the face of it, as recent developments disclose some features it will bother the bankrupts to explain in a plausible manner. During the last six or eight months the firm has purchased over \$20,000 worth of goods, yet the stock now on hand inventories only \$5,500, with an appraised value of \$3,300, with \$800 in book accounts, worth about 25 cents on the dollar. This places the total assets at \$3,500, with \$19,000 liabilities. This condition naturally suggests three questions:

What did Wells & Son do with so many goods?

Where have the assets gone?

How is it possible for them to receive so many goods, yet have so little to pay with, except through the medium of financial crookedness?

A partial answer to the above queries is found in the connection of a brother-in-law of the elder Wells, who came to Chase a couple of months ago without any apparent means. He subsequently

paid \$1,700 dollars in cash for a farm, which has been magnificently equipped with horses, cattle, machinery, carriages, barbed wire and all other equipment necessary for the comfort of a well-to-do farmer. No notes have been given the firm for these goods, so far as the assets show, nor is there any account against the brother-in-law on the books of the firm. He evidently "paid cash"—but where did he get the cash?

A short time before the failure, Wells & Son bought \$300 worth of carpets of Voigt, Herpolsheimer & Co., alleging that they were for a friend of the firm. It is now found that the carpets rest on the floors of the Wells homestead. Possibly this feature of the failure involves a criminal action for obtaining goods under false pretenses.

A day or two before the failure, five barrels of granulated sugar reached the firm. No granulated sugar was found in the store after the failure, but one barrel rests serenely in Wells' cellar and another finds lodgment in the cellar of the convenient brother-in-law. Evidently Wells and his brother-in-law anticipated an advance in sugar and thought it would be well to lay in a stock before the price went any higher. The house which shipped the sugar will appreciate the situation when it receives its small percentage on its claim.

In the light of such developments, it looks decidedly dark for Wells & Son, and it behooves the creditors of the firm, both here and elsewhere, to sift the matter to the bottom, with a view of making an example of the bankrupts, if it is found that they have resorted to dishonesty to defraud their creditors. The wholesale trade owe this much to themselves and their customers, as it is manifestly unfair to permit any firm to indulge in thievish practices without meeting with a prompt and effective rebuke. Unless the wholesale trade pursues this course, such events are but examples for others to follow.

The sale of stock and accounts was to have occurred on April 27, but was postponed two weeks on the representation of the attorney of Wells & Son that a brother of the senior partner had come on from the West to assist his relatives in effecting a settlement. This turn in the affairs is probably due to the fact that the creditors are alleged to have located some property belonging to the firm not included in the general assignment. In the mean time, the junior member of the firm has absented himself from home—presumably for his health.

From Out of Town.

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

Jas. McConnell, Jennings.
Jas. D. Felton, Burnip's Corners.
H. E. Hogan, South Boardman.
Dodge & Strobe, Morley.
John Galster, Boyne Falls.
Anderson & Pearson, Thompsonville.

John Butler, the Sand Lake grocer, has presented Hawkins & Company with a jug bearing the name of L. H. Randall. The container is a relic of the time when the wholesale grocers of Grand Rapids carried stocks of liquors as well as staples in the grocery line. Mr. Hawkins says he remembers the identical jug presented him by Mr. Butler, and proposes to give it a place of honor in his establishment.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

THE TRADESMAN CO.

Muskegon Branch

UNITED STATES BAKING Co.,

Muskegon, Mich.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

Write for samples of New and Original Crackers and Cakes, before purchasing for your Spring trade.

Mail orders a specialty.

HARRY FOX, Manager.

BANANAS!

Large Bunches.

Clean, Plump Fruit.

THE PUTNAM CANDY CO.



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The TRADESMAN COMPANY, Grand Rapids, Michigan.

Drugs & Medicines.

State Board of Pharmacy.

One Year—James Vernor, Detroit.
Two Years—Ottmar Eberbach, Ann Arbor.
Three Years—George Gundrum, Ionia.
Four Years—C. A. Bugbee, Cheboygan.
Five Years—S. E. Parkill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Jas. Vernor, Detroit.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—Stanley E. Parkill, Owosso.
Vice-Presidents—L. H. L. Dodd, Buchanan; F. W. R. Perry, Detroit; W. H. Hicks, Morley.
Treasurer—Wm. H. Dupont, Detroit.
Secretary—C. W. Parsons, Detroit.
Executive Committee—H. G. Coleman, Kalamazoo; Jacob Jenson, Muskegon; F. J. Wurzburg and John E. Peck, Grand Rapids; Arthur Baseett, Detroit.
Local Secretary—James Vernor.
Next place of meeting—Some resort on St. Clair River; time to be designated by Executive Committee.

Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

Formula for Gun Cotton.

Perhaps no other formula given in the U. S. Pharmacopoeia has proven so unsatisfactory in results in the hands of the majority of pharmacists as the one given for making gun cotton. What the result would be has always been an uncertainty with even the most careful and experienced manipulators. Sometimes the fiber would appear unaffected after long exposure to the action of the acids. Again, it would disappear entirely, having been dissolved without so much as coloring the mixture. Still again, it would, under apparently similar conditions, assume a hard, granular structure, being insoluble, and equally as disappointing as if it had disappeared altogether. Sometimes success would crown the careful effort. So uncertain, however, have been the results that by far the largest number of pharmacists have entirely abandoned the practice of preparing their gun cotton. This practice may be well enough from a commercial point of view, but is not up to the present standard of intelligent pharmacy.

Having occasion to prepare this article frequently and in considerable quantities, we began some two years ago a series of careful experiments with the view of arriving at something like certainty and uniformity in its manufacture. We made, in all, thirty-six experiments, and what we have to offer is the result of the most careful observations taken during these experiments. We have tried every formula we could find in print and followed up every suggestion and hint we could find, as given by those who have experimented before. We have used mixtures of sulphuric acid and nitric acid, sulphuric acid and nitrates, acids of different degrees of concentration and in different proportions were tried, etc., but we soon came to the conclusion that the difficulty did not all reside in the strength of the oxidizing agents nor in the relative proportions in which they were exhibited.

The process by sulphuric acid and a nitrate we abandoned as objectionable in every way. It is very offensive, tedious, inelegant and too expensive for practical use. We also soon found that our acid mixture might be of correct proportions and of proper strength, and still failure result from other causes. Not only must the acid mixture be of sufficient strength and correct proportions, but the temperature must be just right; the cotton must be free from grease and perfectly dry; it must be introduced into the acids in a proper manner; taken out at the right time, washed and dried as it should be, if success is to be assured every time. To neglect any of these points is to invite failure; to observe them all is to insure success.

Before beginning this paper we prepared eleven samples by the instructions given below; all were readily soluble in the U. S. P. mixture of alcohol and ether and each one yielded a brilliant limpid colloid of very superior quality. We found by repeated tests that five ounces prepared by this process would make as much colloid as eight ounces prepared according to the instructions given in the Pharmacopoeia.

We used a mixture consisting of twelve parts of concentrated sulphuric acid; six parts of concentrated nitric acid, and one part of absorbent cotton. In working with these proportions observe closely the following directions: Pour the sul-

phuric acid into an open stone jar in which the nitric acid has previously been placed. When the temperature has fallen to about 35 degrees C., place the jar in a larger vessel and surround it with broken ice. Allow the temperature to fall to 15 degrees C. Then take the cotton, a small portion at a time, and, having carefully loosened up any compact masses, lay it carefully on the surface of the acid and with a clean glass rod press it below the surface. Keep the thermometer in the acid and watch the temperature closely. Continue the additions of cotton until all is under the acid. If at any time the temperature rises above 16.5 or 17 degrees C. stop the additions of cotton till the thermometer registers 15 degrees again. Allow the jar to remain in the ice without cover for about five hours. Now drain off as much of the acid as possible, using a glass rod to press it out. When, as near as possible, all the acid has been removed, protect the hands with rubber gloves and take up the cotton in small portions and wash it quickly in a large vessel of cold water. As soon as the cotton reaches the water, move it about quickly and pull it apart to prevent too great an elevation of temperature. Wash in several portions of cold water. Wring out well and spread on clean boards or paper to dry.

Do not rinse in hot water or dry by artificial heat. You will greatly injure, if not completely spoil, your product if you do. We have spoiled several fairly good samples by placing in hot water. As soon as dry, the cotton is ready for use, and if the above directions have been observed faithfully it will be all that can be desired. If any portion is to be kept for future use place it in an open jar and cover with distilled water. Cover the jar loosely. Do not keep in a tightly closed container; it will make trouble.

The U. S. Pharmacopoeia is very faulty in the matter of temperature. We proved to our perfect satisfaction that anything above 17 degrees C. will always be injurious and often disastrous. The proportion of nitric acid prescribed in the Pharmacopoeia is much too large for good results. If the temperature be kept down as indicated above, the same acid mixture may be used repeatedly. We have used it successfully four times.

For nearly a year we have been working by the above process, sometimes preparing five pounds at a time, and have always had perfect success. By using the acids several times over, the cost is materially reduced. The offensive fumes that are given off when a nitrate is used are avoided. A cotton with strong fiber is secured and a brilliant colloid of superior quality obtained.

J. G. FLINT, Ph. C.

Business Healthier in the Country.

Written for THE TRADESMAN.

Recent interviews with traveling men would seem to indicate that the retail business pulse beats more calmly in the villages and small country towns than in the city of Grand Rapids. This denotes a healthier condition of things among the country retailers than is observable among our city dealers. It is the quiet, conservative old towns and villages, where the people do not try to sport a boomlet, or try to put on metropolitan airs, which are said to be the most healthy. It is in these staid, unassuming rural trade centers that the fewest complaints are heard and where there are the strongest evidences of satisfaction.

It is not difficult to find the cause for this state of affairs. To simply say that competition, being stronger and much more bitter in the cities and so-called booming small towns, is the cause does not fully express it. Why is Grand Rapids so overstocked with retail stores of all kinds? Where does this great army of small retailers come from? They come from the farms, the villages and

the small country towns of this and other states, and a very large sprinkling of them come from foreign countries. They come to Grand Rapids from every point of the compass. They come here to grow up with the city. Grand Rapids pie is good and big and growing all the time, but it doesn't grow fast enough to give every fellow who comes here a chance to stick his finger in it. This surplus supply of retailers outgrew their country surroundings and became enamored with the glitter of the city. The village became too slow going for them. They thought that Grand Rapids was growing at a lively rate, and all that was necessary to suddenly expand their own importance was to become a part of the city and expand with it. The only "expansion," I might say, that has taken place in a majority of these cases is that of experience.

There are a few retailers, however, who have not yet hung out their signs in the city of Grand Rapids. These few are to be found in the smaller country towns. They are patient, persevering, contented and reconciled to existing conditions. Their mental equilibrium has never been disturbed by the insane desire to run before they learn to creep. They are wise enough to let well enough alone and remain where they are.

In this delineation will be found, I think, the true cause for the greater inclination to grumble observable on the part of our city retailers. They growl not so much because every inch of ground is hotly contested by numerous—quite frequently unprincipled—competitors, as simply because it is their nature to "kick." The city retail trade (I refer to a majority in numbers) is as shifting as the sands of the sea. Coming into the city for reasons above given, they soon learn that mercantile success is a plant of slow growth even in a rapidly growing city. This is a great disappointment, and it makes them sensitive and irritable. They "kick" at everything in sight until, after spasmodic spurts in different lines and in as many different localities, they "kick" themselves entirely out of business.

The condition of the retail trade in any rapidly developing city or booming town must, of necessity, be an unhealthy one. Such a city or town always attracts a surplus of this generally incompetent floating element, made up of fickle and disgruntled country dealers and worn-out one-horse farmers. This element is always on the *qui vive*. They are never satisfied with their surroundings, and, at the first intimation of a boom somewhere else, either real or prospective, they are ready to pack up and migrate. Yes, the retail trade will be found healthier, more stable and less tumultuous in the quiet, unassuming trade centers in the country than in Grand Rapids, so long as we maintain our "go ahead" reputation.

E. A. OWEN.

There is something wrong when you feel spiteful whenever you see another woman wearing a better bonnet than you can afford.

There are plenty of places where a preacher's testimony will do the Lord more good than in a patent medicine advertisement.

There are thousands of people who would die before they would steal chickens, who are downright robbers in other ways that are not so risky.

Use Tradesman Coupon Books.

Calculating Discounts.

From Business.

We have a good story to tell at the expense of people who use discounts and also at the expense of people who buy goods at a discount from list. At a certain time certain goods were sold at 25 per cent. discount, and an iron-clad agreement was entered into by the manufacturers and principal jobbers to the effect that no goods should be sold at better rates than 25 per cent. discount. In a certain town in the territory covered by this agreement there was a young, ambitious and enterprising dealer, who, prior to this cast-iron rule, had done an excellent business in the goods named. The publication of these rates, however, was likely to have the effect of cutting off his trade, and he was under the necessity, therefore, of devising some plan by which it could be continued. There was also the necessity of his keeping within the contract, or else his supplies would be cut off by the manufacturer. This is what he did: He issued a circular to the small trade he had been in the habit of supplying to the effect that whenever \$100 was remitted with an order he would send goods to the amount of \$133.33. The effect was magical. His orders came in in even hundreds and multiples thereof, and wagon-load after wagon-load, and finally car-load after car-load of goods were unloaded at his warehouse only to be reshipped to points all over the country, and some of them into territory that geographically speaking did not belong to him.

Such a trade as this could not fail to attract attention. Finally it came to the notice of the manufacturers and the jobbers who had entered into this agreement. A committee was appointed to wait upon the dealer. He received them with ever possible courtesy and inquired their errand. "You are violating the agreement on these goods, and such practices must be stopped." "Indeed," said the young dealer, "I am not aware that I have violated any agreement." "Well, you have; there is the agreement. You are selling under the price that has been fixed, and this must be stopped." "I am not aware that I have been selling under the price that has been fixed," was the reply. "Well," said the spokesman of the committee, "the price is 25 per cent. off list, and you are selling 33 1/3 per cent. off list." "I am not," replied the young dealer, much to the confusion of the committee and greatly to his own delight. "I think," he continued, "that if you will make a simple calculation, and one that will not occupy many minutes of your time, you will find that 33 1/3 on list is not very different from 25 per cent. off list. I am not selling goods at 33 1/3 off list, but am charging net for goods, with 33 1/3 added to the list. Do I make myself understood?" The committee reluctantly admitted that he did, and declared the joke was on them. They did not further attempt to molest his trade, and it only ceased when buyers had it forced upon them that they made no more money on goods bought in this way than upon goods received in the regular way at 25 per cent. off list.

Went a Little Too Far.

The Wholesale Grocers' Association of Nashville, Tenn., has been declared, by the State Supreme Court, an unlawful combination. The rules of the Association required its members to refrain from buying goods from jobbing houses or others that sold to retailers. A local retail grocer felt aggrieved, and sued the Association, claiming heavy damages. The court held that the Wholesalers' Association attempted to restrain open competition and declared the organization an unlawful one. The plaintiff in the case was given judgment for whatever amount of damages he could show he had sustained.

Empress Josephine Face Bleach

Is the only reliable cure for freckles and pimples.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.,
Jobbers for Western Michigan.

Wholesale Price Current.

Advanced—Balsam Peru. Declined—Alcohol, canary seed, turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzolium German.	65 75	Alces	60
Boricum	27 36	Arnica	50
Carbolicum	50 52	Asafetida	0
Citricum	3 5	Atrope Belladonna.	60
Hydrochlor.	10 12	Benzoin	60
Nitricum	10 12	" Co.	60
Oxalicum	10 12	Sanguinaria.	50
Phosphoricum dil.	20 20	Barosma	50
Salicylicum	1 30 1 70	Cantharides.	75
Sulphuricum	1 1 5	Capsicum	50
Tannicum	1 40 1 60	Cassia	50
Tartaricum	30 33	Cinnamon	50
AMMONIA.		POTASSIUM.	
Aqua, 16 deg.	3 1/2 5	Bi Carb.	15 18
" 30 deg.	5 1/2 7	Bichromate	13 14
Carbonas	12 14	Bromide	38 40
Chloridum	12 14	Carb.	12 15
ANILINE.		Chlorate (po 25)	24 26
Black	2 00 2 25	Cyanide	50 55
Brown	50 51	Iodide	90 93
Red	45 50	Potassa, Bistart, pure.	27 30
Yellow	2 50 3 00	Potassa, Bistart, com.	27 30
BACCÆ.		Potassa Nitras opt.	8 10
Cubee (po 40)	40 45	Potassa Nitras	7 9
Juniperus	8 10	Prussiate	25 30
Xanthoxylum	25 30	Sulphate po.	15 18
BALSAMUM.		RADIX.	
Copaiba	45 50	Aconitum	20 25
Peru	21 25	Althae	23 25
Terabin, Canada	60 65	Anchusa	13 15
Tolutan	35 50	Arum, po.	2 25
CORTEX.		Calamus	20 40
Abies, Canadian	18	Gentiana (po 12)	8 10
Cassia	11	Glycyrrhiza, (pv. 15)	16 18
Cinchona Flava	18	Hydrastis Canaden.	15 20
Eunonymus atropurp.	30	(po 35)	2 30
Myrica Cerifera, po.	20	Hellebore, Ala, po.	15 20
Prunus Virgin.	12	Inula, po.	15 20
Quillaja, grd.	10	Ipecac, po.	2 30 2 40
Sassafras	12	Iris plox (po 35 38)	35 40
Ulmus Po (Ground 15)	15	Jalap, pr.	40 45
EXTRACTUM.		Maranta	4 5
Glycyrrhiza Glabra	24 25	Podophyllum, po.	15 18
" po.	33 35	Rhei	75 100
Haematox, 15 lb. box	11 12	" cut.	21 75
" 15.	13 14	" pv.	75 135
" 1/8.	14 15	Spigelia	35 38
" 1/4.	16 17	Sanguinaria, (po 25)	20 25
FERRU.		Serpentaria	30 32
Carbonate Precip.	2 15	Senega	65 70
Citrate and Quinia	2 30	Similax, Officialis, H	2 25
Citrate Soluble	2 30	Scilla, (po 35)	10 12
Ferrocyanidum Sol.	2 15	Symplocarpus, Foet.	2 35
Solnt Chloride	2 15	Valeriana, Eng. (po 30)	15 20
Sulphate, com'l.	2 7	Ingber a.	18 20
" pure.	2 7	Zingiber j.	18 20
FLORA.		SEMIN.	
Arnica	18 20	Anisum, (po 20)	2 15
Anthemls	30 35	Apium (graveleous)	15 18
Matricaria	40 50	Bird, ls.	4 6
FOIDA.		Carui, (po 18)	8 12
Barosma	18 20	Cardamon	1 00 1 25
Cassia Acutifol, Tin-	25 28	Corlandrum	10 12
nivelly	25 28	Cannabis Sativa.	3 4 2 4
" Alix.	35 50	Cydonium	75 100
Salvia officialis, 1/8	15 25	Chenopodium	1 12
and 1/4.	20 30	Dipteris Odorata	2 25 3 50
Ura Ursi	8 10	Foeniculum	2 15
GUMMI.		Poenngreek, po.	6 8
Acacia, 1st picked	2 75	Lini	4 4 1/2
" 2d	2 45	Lini, grd. (bbl 3 1/2)	4 4 1/2
" 3d	2 30	Lobelia	35 40
" sifted sorts	2 25	Pharlaris Canariac	5 5 1/2
" po.	60 80	Kapa	6 7
Aloe, Barb. (po 30)	50 60	Sinapis Albu	11 13
" Cape, (po 30)	50 60	" Nigra	11 12
" Socotri, (po 60)	50 60	SPIRITUS.	
Catechu, ls. (1/8, 1/4, 1/2, 3/4, 1)	1 16	Frument, W. D. Co.	2 00 2 50
Ammoniac	55 60	" D. F. R.	1 75 2 00
Assafetida, (po 35)	30 35	" Mastic	1 25 2 00
Benzoinum	50 55	Juniperis Co. O. T.	1 65 2 00
Camphore	55 60	Saacharum N. E.	1 75 2 50
Euphorbium po	35 50	Spt. Vini Gall.	1 75 2 50
Galbanum	35 50	Vini Oporto	1 25 2 00
Gamboge, po.	70 75	Vini Alba	25 30 00
Guaiacum, (po 30)	2 25	SPONGES.	
Kino, (po 1 10)	2 15	Florida sheeps' wool	2 50 2 75
Mastic	2 40	carriage	2 00
Myrrh, (po 45)	3 30 2 40	Nassau sheeps' wool	2 00
Opil (po 4 50)	3 30 2 40	carriage	2 00
Shellac	30 38	Velvet extra sheeps'	1 10
" bleached	33 35	wool carriage	1 10
Tragacanth	40 41 00	Extra yellow sheeps'	85
HERBA—In ounce packages.		carriage	85
Absinthium	25	Grass sheeps' wool car-	75
Eupatorium	20	riage	75
Lobelia	25	Hard for slate use	1 40
Majorum	25	Yellow Reef, for slate	1 40
Mentha Piperita	23	use	1 40
" Vir.	30	SYRUPS.	
Rue	30	Accacia	50
Tanacetum, V.	22	Zingiber	50
Thymus, V.	25	Ipecac.	50
MAGNESIA.		Ferri Iod.	50
Calcined, Pat.	55 60	Aurant Cortes.	50
Carbonate, Pat.	20 22	Rhei Arom.	50
Carbonate, K. & M.	20 22	Similax Officialis.	50
Carbonate, Jennings	20 22	" Co.	50
OLEUM.		Senega	50
Absinthium	3 50 4 00	Scillae	50
Amygdalae, Dulc.	45 75	" Co.	50
Amygdalae, Amarae	8 00 8 25	Tolutan	50
Anisi	70 71	Prunus virg.	50
Aurant Cortes.	3 30 3 40	MISCELLANEOUS.	
Bergamti	3 35 3 50	Ether, Spts Nit, 3 F.	2 20 30
Cedari	60 65	" 4 F.	2 20 34
Cedri	60 65	" ground, (po.	2 40 3
Cedri	60 65	7)	3 4
Cedri	60 65	Annatto	50 60
Cedri	60 65	Antimoni, po.	4 5
Cedri	60 65	" et Potass T.	50 60
Cedri	60 65	Antipyrin	2 140
Cedri	60 65	Antifebrin	2 25
Cedri	60 65	Argent Nitras, ounce	60
Cedri	60 65	Arsenicum	50 7
Cedri	60 65	Balm Gilead Bud.	35 40
Cedri	60 65	Bismuth S. N.	2 30 2 25
Cedri	60 65	Calcium Chlor, ls. (1/8	12; 1/4, 14)
Cedri	60 65	Cantharides Russian,	2 11
Cedri	60 65	po	2 100
Cedri	60 65	Capsici Fructus, af.	2 25
Cedri	60 65	" po.	2 25
Cedri	60 65	" B po.	2 20
Cedri	60 65	Caryophyllus, (po 18)	14 15
Cedri	60 65	Caroline, No. 40	2 75
Cedri	60 65	Cera Alba, S. & F.	50 55
Cedri	60 65	Cera Flava	30 40
Cedri	60 65	Coccol	2 25
Cedri	60 65	Cassia Fructus	2 25
Cedri	60 65	Centrasia	2 10
Cedri	60 65	Cetaceum	2 40
Cedri	60 65	Chloroform	60 68
Cedri	60 65	" aquibis	2 125
Cedri	60 65	Chloral Hyd Crst.	1 35 2 10
Cedri	60 65	Chondrus	20 25
Cedri	60 65	Cinchonidine, F. & W	15 20
Cedri	60 65	" German 3	2 12
Cedri	60 65	Corks, list, dis. per	60
Cedri	60 65	cent	60
Cedri	60 65	Cresosol	2 35
Cedri	60 65	Creta, (bbl 75)	2 2
Cedri	60 65	" prep.	50 5
Cedri	60 65	" precip.	90 11
Cedri	60 65	" Rubra	2 8
Cedri	60 65	Crocus	75 80
Cedri	60 65	Cudbear	2 24
Cedri	60 65	Cupri Sulph	5 6
Cedri	60 65	Dextrine	10 12
Cedri	60 65	Ether Sulph	70 75
Cedri	60 65	Emery, all numbers.	2 6
Cedri	60 65	" po.	2 6
Cedri	60 65	Ergota, (po.) 75	70 75
Cedri	60 65	Flake White	12 15
Cedri	60 65	Galla	2 23
Cedri	60 65	Gambier	7 8
Cedri	60 65	Gelatin, Cooper	2 70
Cedri	60 65	" French	40 60
Cedri	60 65	Glassware flint, by box	70 & 10.
Cedri	60 65	Less than box 65%	
Cedri	60 65	Glue, Brown	30 15
Cedri	60 65	" White	18 25
Cedri	60 65	Glycerina	14 20
Cedri	60 65	Grana Paradisi	2 22
Cedri	60 65	Humulus	25 55
Cedri	60 65	Hydraag Chlor Mite	2 55
Cedri	60 65	" Cor	2 50
Cedri	60 65	" Ox Rubrum	2 50
Cedri	60 65	" Ammoniat.	2 50
Cedri	60 65	Unguentum	45 55
Cedri	60 65	Hydrargyrum	2 64
Cedri	60 65	Lithyobolla, Am.	1 25 2 10
Cedri	60 65	Indigo	75 100
Cedri	60 65	Iodine, Resubl.	3 80 3 90
Cedri	60 65	Iodoform	2 70
Cedri	60 65	Lupulin	2 25
Cedri	60 65	Lycopodium	60 65
Cedri	60 65	Mactis	70 75
Cedri	60 65	Liquor Arsen et Hy	2 27
Cedri	60 65	drarg lod	2 27
Cedri	60 65	Liquor Potass Arsenitis	10 12
Cedri	60 65	Magnesia, Sulph (bbl	1 1/2
Cedri	60 65	" 1 1/2	2 40 4
Cedri	60 65	Mannia, S. F.	60 63

Morphia, 20 P. & W.	2 30 2 45	Seidlitz Mixture	2 20	Lindseed, boiled	54	57
S. N. Y. Q. &	2 10 2 35	Sinapis	2 18	Neat's Foot, winter	80	85
C. Co.	2 10 2 35	" opt.	2 30	strained	80	85
Moschus Canton.	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	38	40
Myristica, No 1	65 70	Voes	2 35	PAINTS.		
Nux Vomica, (po 20)	2 10	Snuff, Scotch, De. Voes	2 35	Red Venetian	1 1/2	2 23
Os. Sepia	20 22	Soda Boras, (po 11)	10 11	Ochre, yellow Mars.	1 1/2	2 24
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 30	" Ber.	1 1/2	2 23
Picls Liq, N. C., 1/4 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 43
Picls Liq, quarts	2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 43
Pil Hydrarg, (po 80)	2 50	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 16	
Piper Nigra, (po 22)	2 1	Soda, Sulphas.	2 2	ican	65 70	
Piper Alba, (po 35)	2 3	Spts, Ether Co	50 55	Vermilion, English	70 75	
Pix Burgun.	2 7	" Myrcia Dom.	2 25	Green, Peninsular	6 1/2	7
Plumbi Acet	14 15	" Myrcia Imp.	2 30	Lead, red	6 1/2	7
Pulvis Ipecac et opl.	1 10 1 20	" Vini Rect. bbl.	2 21 2 31	" white	6 1/2	7
Purethrum, boxes H	1 10 1 20	Less 50 gal., cash ten days.	2 21 2 31	Whiting, white Span.	2 70	
& P. D. Co., doz.	1 25	Strychnia Crystal	1 40 1 45	Whiting, Gliders	2 90	
Pyrethrum, pv.	15 25	Sulphur, Subl.	2 1/2 3 1/2	White, Paris American	1 0	
Quassia	2 10	" Roll.	2 1/2 3	Whiting, Paris Eng.	1 40	
Quinia, S. P. & W.	2 20 34	Tamarinds	2 10	Pioneer Prepared Paint	20 21 4	
" S. German	2 20 34	Terebenth Venice	2 30 30	Swiss Villa Prepared	1 00 1 20	
Rubia Tincturum	12 14	Theobromae	45 48	VARNISHES.		
Saccharum Lactis pv.	20 23	Vanilla	9 00 16 00	No. 1 Turp Coach	1 10 1 20	
Salicin	1 75 1 80	Zinci Sulph.	7 8	Extra Turp.	160 1 70	
Salicis	40 45	OILS.		Coach Body	2 75 3 00	
Sanguis Draconis	12 14	Whale, winter	70 70	No. 1 Turp Furn	1 00 1 10	
Sapo, W.	12 12	Lard, extra	1 10 1 15	Eutra Turk Damar	1 55 1 60	
" M.	12 12	Lard, No. 1	65 70	Japan Dryer, No. 1	70 75	
" G.	12 15	Linseed, pure raw	51 54			

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

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SWISS VILLA PREPARED PAINTS.

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GINS, WINES, RUMS.

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All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.,

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.		Fruits.		Gold Medal		1, per hundred		No. 1, 6		GUNPOWDER.	
Aurora, doz gross		Apples.		Skim		2, "		No. 2, 6		Rifle-Dupont's	
Castor Oil, 55 6 00		3 lb. standard		Brick		3, "		XX wood, white		Kegs.	
Diamond, 50 5 50		York State, gallons		Edam		5, "		No. 1, 6 1/2		Half kegs	
Frazzler's, 80 9 00		Hamburg, "		Leiden		10, "		No. 2, 6 1/2		Quarter kegs	
Mica, 75 8 00		Apricots.		Limburger		20, "		Manilla, white		1 lb cans	
Paragon, 55 6 00		Live oak		Pineapple		30, "		6 1/2		1/2 lb cans	
BAKING POWDER.		Santa Cruz		Roquefort		Above prices on coupon books		Mill No. 4		Kegs.	
Acme		Lusk's		Sap Sago		are subject to the following		Coin		Choke Bore-Dupont's	
1/2 lb. cans, 3 doz		Overland		Schweitzer, imported		quantity discounts:		100 or over		Half kegs	
1 lb. " 1 "		Blackberries.		" domestic		500 " 10 "		1000 " 20 "		Quarter kegs	
Bulk		B. & W.		CATSUP.		COUPON PASS BOOKS.		FARINACEOUS GOODS.		1 lb cans	
Arctic		Cherries.		Blue Label Brand		[Can be made to represent any		Farina		Eagle Duck-Dupont's	
1/2 lb. cans		Pitted Hamburg		Half pint, 25 bottles		denomination from \$10 down]		100 lb. kegs		Kegs.	
1 lb. " 1 "		White		Pint		20 books		Hominy		Half kegs	
1 lb. " 1 "		Erie		Triumph Brand		50 " 2 "		Barrels		Quarter kegs	
1 lb. " 1 "		Damsons, Egg Plums and Green		Half pint, per doz		100 " 3 "		Grits		1 lb cans	
Fosfon		Gages		Quart, per doz		250 " 6 "		Lima Beans		HERBS.	
5 oz. cans, 4 doz in case		Erie		CLOTHES PINS.		500 " 10 "		Dried		Sage	
16 " 2 "		California		5 gross boxes		1000 " 17 50		Macaroni and Vermicelli		Hops	
Red Star, 1/2 lb. cans		Common		COCOA SHELLS.		CREDIT CHECKS.		Domestic, 12 lb. box		INDIGO.	
1 lb. " 1 "		Gooseberries.		35 lb. bags		500, any one denom'n		Imported		S. F., 2, 3 and 5 lb. boxes	
1 lb. " 1 "		Peaches		Less quantity		1000, " 5 00		Oatmeal		17 lb. palls	
Telfer's, 1/2 lb. cans, doz		Pie		Found packages		2000, " 8 00		Barrels 200		30 " "	
1 lb. " 1 "		Maxwell		COFFEE.		Steel punch		Half barrels 100		JELLY.	
Our Leader, 1/2 lb. cans		Shepard's		Green		CRACKERS.		Pearl Barley		Pure	
1 lb. " 1 "		California		Rio		Butter		Kegs		Calabria	
1 lb. " 1 "		Oxford		Fair		Seymour XXX		Peas		Sticky	
Dr. Price's		Pears		Good		Family XXX		Green, bu		LICORICE.	
		Riverside		Prime		Family XXX cartoon		Split per lb		Pure	
BATH BRICK.		Pineapples		Feaberry		Family XXX cartoon		Rolled Oats		Calabria	
English		Common		Fair		Salted XXX		Barrels 180		Sticky	
Bristol		Johnson's sliced		Good		Salted XXX cartoon		Half bbls 90		LYE.	
Domestic		Booth's sliced		Prime		Kenosha		Sago		1 doz	
BLUING.		Booth's sliced		Peaberry		Boston		German		4 doz	
Arctic, 4 oz ovals		Quinces		Mexican and Guatemala		Butter biscuit		East India		No. 9 sulphur	
8 oz		Common		Fair		Soda		Wheat		Anchor parlor	
10 oz		Raspberries		Good		Soda, XXX		Cracked		No. 2 home	
12 oz		Red		Fancy		Soda, City		FISH-SALT.		Export parlor	
16 oz		Black Hamburg		Prime		Soda, Duchess		Bloaters		MINCE-MEAT.	
1 lb		Erie, black		Milled		Crystal Wafer		Yarmouth			
BROOMS.		Strawberries		Java		Long Island Wafers		Cod		3 or 6 doz. in case per doz	
No. 2 Burl		Lawrence		Interior		S. Oyster XXX		Pollock		MEASURES.	
No. 1		Hamburg		Private Growth		City Oyster XXX		Whole, Grand Bank		1 gallon	
No. 2 Carpet		Erie		Mandehling		Farina Oyster		Boneless, bricks		Half gallon	
No. 1		Blueberries		Arabian		CREAM TARTAR.		Boneless, strips		Quart	
Parlor Gem		Meats		To ascertain cost of roasted		Strictly pure		Holland, white hoops keg		Half pint	
Common Whisk		Corned beef, Libby's		Coffee, add 1/2 c. per lb. for roast-		Teifer's Absolute		Norwegian		Wooden, for vinegar, per doz	
Fancy		Roast beef, Armour's		ing and 15 per cent. for shrink-		Grocers		Round, 1/4 bbl 100 lbs		1 gallon	
Warehouse		Potted ham, 1/2 lb		age		DRIED FRUITS.		Scaled		Half gallon	
BRUSHES.		" tongue, 1/2 lb		Package.		Domestic		No. 1, 100 lbs		Quart	
Stove, No. 1		" 1 lb		McLaughlin's XXXX		Apples		No. 1, 40 lbs		Half pint	
No. 2		" 1 lb		Bunola		Sundried, sliced in bbls		No. 1, 10 lbs		1 gallon	
Rice Root Scrub, 2 row		" 1 lb		Lion, 60 or 100 lb. case		Evaporated, 40 lb. boxes		Family, 90 lbs		Half gallon	
Rice Root Scrub, 3 row		" 1 lb		Extract.		California in bags		Russian, kegs		Quart	
Palmetto, goose		Hamburg stringless		Valley City 1/4 gross		Evaporated in boxes		Herring		Pin	
BUTTER PLATES.		" French style		Felix		In boxes		Holland, white hoops keg		MOLASSES.	
Oval-250 in crate		" Limas		Hummel's, foil, gross		70 lb. bags		No. 1, 1/4 bbls, 100 lbs		Blackstrap	
No. 1		Lima, green		tin		25 lb. boxes		No. 1, 1/2 bbl, 40 lbs		Sugar house	
No. 2		Lewis Boston Baked		CHICORY.		Peeled, in boxes		No. 1, kits, 10 lbs		Cuba Baking	
No. 3		Bay State Baked		Bulk		Cal. evap.		No. 1, 8 lb kits		Ordinary	
No. 5		World's Fair Baked		Red		" In bags		Whitesash		Porto Rico	
CANDLES.		Picnic Baked		CLOTHES LINES.		Pears		Family		Prime	
Hotel, 40 lb. boxes		Hamburg		Cotton, 40 ft. per doz		Pitted Cherries		No. 1		Fancy	
Star, 40 "		Purity		50 ft. " 1 25		Barrels		1/2 bbls, 100 lbs		New Orleans	
Paraffine		Honey Dew		60 ft. " 1 40		25 " "		1/4 " 40 "		Fair	
Wicking		Morning Glory		70 ft. " 1 75		30 lb. boxes		10 lb. kits		Good	
CANNED GOODS.		Soaked		Jute		50 lb. boxes		8 lb.		Extra good	
Fish		Hamburg marrofat		CONDENSED MILK.		25 lb.		FLAVORING EXTRACTS.		Choice	
Clams		" early June		Eagle 4 doz. in case		Loose Muscatels in Boxes		Souders'		Fancy	
Little Neck, 1 lb		" Champion Eng		Crown		2 crown</td>					

Root Beer Extract.	
Williams, 1 doz.	1 75
" 3 doz.	5 00
Hires, 1 doz.	1 75
" 3 doz.	5 00

SPICES.

Whole Sifted.	
Allspice.	10
Cassia, China in mats.	7
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyina.	22
" Zanzibar.	12
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	60
" No. 2.	60
Pepper, Singapore, black.	10
" white.	30
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
Cloves, Amboyina.	22
" Zanzibar.	18
Ginger, African.	18
" Cochin.	30
" Jamaica.	22
Mace Batavia.	70
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30

SAL SODA.

Granulated, boxes.	1 1/4
" Absolute" in Packages.	1 1/4
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Graham Crackers.	84 1 55
Pepper.	84 1 55
Sage.	84 1 55

SEEDS.

Anise.	12 1/2
Canary, Smyrna.	10
Caraway.	10
Cardamon, Malabar.	90
Hemp, Russian.	4 1/4
Mixed Bird.	5 1/4
Mustard, white.	10
Poppy.	9
Rape.	6
Cuttle bone.	30

STARCH.

Corn.	
20-lb boxes.	6
40-lb "	5 1/2
Gloss.	
1-lb packages.	5 1/4
3-lb "	5 1/4
6-lb "	6
40 and 50 lb. boxes.	4 1/4
Barrels.	5 1/2

SNUFF.

Scotch, in bladders.	37
Maccaboy, in jars.	35
French Rappee, in jars.	43

SODA.

Boxes.	5 1/2
Kege, English.	4 1/2

SALT.

100 3-lb. sacks.	2 25
60 5-lb. "	2 00
28 10-lb. sacks.	1 85
20 14-lb. "	2 25
24 3-lb. cases.	1 50
56 lb. dairy in linen bags.	32
28 lb. " drill.	16

SALERATUS.

Packed 60 lbs. in box.	
Church's.	5 1/4
DeLand's.	5 1/4
Dwight's.	5 1/4
Taylor's.	5

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 50
Good Cheer, 90 1-lb.	3 90
White Borax, 100 1-lb.	3 95
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 90
Mottled German.	3 60
Town Talk.	3 25

Jas. S. Kirk & Co.'s Brands.

American Family, wrp'd.	84 00
" plain.	2 94

N. K. Fairbanks & Co.'s Brands.

Santa Claus.	4 75
Brown, 60 bars.	2 85
" 80 bars.	3 50

Lautz Bros. & Co.'s Brands.

Acme.	4 00
Cotton Oil.	6 00
Marseilles.	3 95
Mafter.	4 35

Scouring.

Sapallo, kitchen, 3 doz.	2 50
" hand, 3 doz.	2 50

SUGAR.

The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
Cut Leaf.	5 17
Powdered.	5 92
Granulated.	5 84
Extra Fine Granulated.	5 65
Cubes.	5 92
XXXX Powdered.	5 17
Coffee Standard A.	5 44
No. 1 Columbia A.	5 42
No. 5 Empire A.	5 23
No. 6.	5 17
No. 7.	5 11
No. 8.	5 05
No. 9.	4 98
No. 10.	4 92
No. 11.	4 86
No. 12.	4 80
No. 13.	4 74
No. 14.	4 68

SYRUPS.

Corn.	
Barrels.	21
Half bbls.	23
Pure Cane.	
Fair.	19
Good.	20
Choice.	25

SWEET GOODS.

Ginger Snaps.	8
Sugar Creams.	8
Frosted Creams.	9
Graham Crackers.	8 1/4
Oatmeal Crackers.	8 1/4

VINEGAR.

40 gr.	7 28
50 gr.	8 29
1 for barrel.	

WET MUSTARD.

Bulk, per gal.	30
Beer mug, 2 doz in case.	1 75

YEAST.

Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

TEAS.

JAPAN—Regular.	
Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10
SUN CURED.	
Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

BASKET FIRED.

Fair.	18
Choice.	25
Choicest.	35
Extra choice, wireleaf.	40

GUNPOWDER.

Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75

COOLONG.

Common to fair.	23
Superior to fine.	30

YOUNG HYLON.

Common to fair.	18
Superior to fine.	30

ENGLISH BREAKFAST.

Fair.	19
Choice.	24
Best.	40

TEA COGS.

Fine Cut.	
Pails unless otherwise noted.	
Bazoo.	230
Can Can.	27
Nellie Bly.	27
Uncle Ben.	21
Hawatha.	22
Sweet Cuba.	30
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	24
Torpedo.	23
" in drums.	28
Yum Yum.	23
1892.	22
" drums.	22

Plug.

Sorg's Brands.	
Spearhead.	38
Joker.	39
Nobby Twist.	39

Scotten's Brands.

Kylo.	26
Hiawatha.	38
Valley City.	34

Finzer's Brands.

Old Honesty.	40
Jolly Tar.	32

Smoking.

Catlin's Brands.	
Kiln dried.	17
Golden Shower.	19
Huntress.	26
Meerschm.	29
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30
Germantown.	15
Frog.	33
Java, 1/8 foil.	32

Banner Tobacco Co.'s Brands.

Banner.	16
Banner Cavendish.	38
Gold Cut.	28

Scotten's Brands.

Warpath.	15
Honey Dew.	30
Gold Block.	36

F. F. Adams Tobacco Co.'s Brands.

Pearless.	26
Old Tom.	18
Standard.	22

Globe Tobacco Co.'s Brands.

Handmade.	41
Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28
Red Clover.	32
Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	30
Buck Horn.	30
Flow Boy.	30
Corn Cake.	16

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Rocene.	8 1/4
Water White, old test.	7 1/2
W. W. Headlight, 150°	7 1/2
Water White Mich.	6 1/4
Naptha.	6 1/4
Stove Gasoline.	7 1/2
Cylinder.	27
Engine.	13
Black, 15 cold test.	8 1/4

HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	2 1/4
Part Cured.	2 1/4
Full.	2 1/4
Dry.	5 1/2
Klips, green.	3 1/4
" cured.	5 1/2
Calfskins, green.	4 1/2
" cured.	7 1/2
Deacon skins.	10

PELTS.

Shearlings.	10
Lambs.	25

WOOL.

Washed.	20
Unwashed.	10

MISCELLANEOUS.

Tallow.	3 1/2
Grease butter.	1 1/2
Switches.	1 1/2
Ginseng.	2 00

FURS.

Outside prices for No. 1 only.	
Badger.	50 21 00
Bear.	15 00 25 00
Beaver.	3 00 27 00
Cat, wild.	40 2 50
Cat, house.	10 2 25
Fisher.	4 00 21 00
Fox, red.	3 00 25 00
Fox, cross.	3 00 25 00
Fox, grey.	5 00 21 00
Lynx.	2 00 23 00
Martin, dark.	1 00 23 00
" pale & yellow.	5 00 21 00
Mink, dark.	4 00 22 00
Muskat.	0 25 17
Opussum.	15 2 30
Oter, dark.	5 00 23 00
Raccoon.	25 2 90
Skunk.	1 00 21 25
Wolf.	1 00 23 00
Beaver castors, 1 lb.	2 00 25 00

DEERSKINS—per pound.

Thin and green.	10
Long gray, dry.	20
Gray, dry.	25
Red and Blue, dry.	35

GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).	65
No. 2 Red (60 lb. test).	65

MEAL.

Bolted.	1 40
Granulated.	1 65

FLOUR.

Straight, in sacks.	3 60
" barrels.	3 85
Patent " sacks.	4 60
" barrels.	4 80
Graham " sacks.	1 70
Rye " barrels.	1 90

MILLSTUFFS.

Car lots.	Less
Bran.	\$15 00 \$15 00
Screenings.	14 00 14 00
Middlings.	17 00 17 00
Mixed Feed.	18 50 18 50
Coarse meal.	18 50 18 50

CORN.

Car lots.	47
Less than car lots.	40

OATS.

Car lots.	38
Less than car lots.	40

HAY.

No. 1 Timothy, car lots.	13 00
No. 1 " ton lots.	14 00

FRESH MEATS.

Beef, carcasses.	6 1/2 8
" hind quarters.	7 2 9
" fore "	5 1/2 6
" loins, No. 3.	10 11
" ribs.	8 2 9
" rounds.	6 1/2 7
Bologna.	2 6
Pork loins.	12 1/2

" shoulders.

Sausage, blood or head.	7 1/2
" liver.	7 1/2
" Frankfurt.	7 1/2
Mutton.	7 1/2 8 1/2
Veal.	7 1/2 8

FISH and OYSTERS.

F. J. Dettenhaier quotes as follows:	
FRESH FISH.	
Whitefish.	2 9
Trout.	8 2 9
Hallbut.	2 15
Ciscoes or Herring.	2 6
Bluefish.	2 16
Fresh lobster, per lb.	20
Cod.	10 12
No. 1 Pickerel.	10 12
Pike.	2 9
Smoked White.	10 10
Finnish Haddies.	8
Red Snappers.	12
Columbia River Salmon.	20
Mackerel.	15

OYSTERS—CANS.

Fairhaven Counts.	2 40
F. J. D. Selects.	2 33
Selects.	2 28
Anchor.	2 33
Standards.	2 36

SHELL GOODS.

Oysters, per 100.	1 50 1 75
Clams.	1 00 1 25

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess.	30 50
Short cut.	21 00
Extra clear pig, short cut.	
Extra clear, heavy.	
Clear, fat back.	22 00
Boston clear, short cut.	22 50
Clear back, short cut.	22 50
Standard clear, short cut, best.	22 50

SAUSAGE—Fresh and Smoked.

Pork Sausage.	10 1/4
Ham Sausage.	9
Tongue Sausage.	9
Frankfort Sausage.	9 1/4
Blood Sausage.	7
Bologna, straight.	6
Bologna, thick.	6
Head Cheese.	7

LARD.

Kettle Rendered.	11 1/4
Granger.	11
Family.	8 1/4
Compound.	8

50 lb. Tins, 1/4c advance.

30 lb. pails, 1/4c.	
10 lb. " 3c.	
5 lb. " 3c.	
3 lb. " 1c.	

THE BANK AND THE BORROWER.

It is through the credit department of a bank that it realizes the greater portion of its profits, and it is also through this medium that it incurs most of its losses. By one mistake in credit, we may wipe out the accumulated profits of many months of labor. Fortunately for our business, the goods we have to sell are always fashionable, and there is never a time when there is not some demand for our wares; consequently it seems to me that we should always be on the alert for information that strengthens our knowledge of credit. The merchant many times has a stock of goods left over and has closing out sales in which he is willing to take a risk in selling to a party who will perhaps take the job lot off his hands; but with us the Almighty Dollar is always in demand, and we should scrutinize whatever investment is made of it with the greatest of care.

I am aware that there is on the part of many borrowers a strong aversion to having their credits investigated. A man who wishes to borrow money from a bank should have the same feeling toward that institution as a merchant who goes to a wholesale dealer to buy goods. The latter has a commodity to sell, and before shipping it requires a statement of the purchaser's condition, together with any facts that will aid in determining the line of credit to be granted. The bank officer has a commodity to sell—money; and he should be doubly sure of the responsibility of the party to whom he is loaning or selling it, because the money does not belong to him. A banker has the right to expect the fullest confidence on the part of the borrower, and the borrower should furnish him with a complete and detailed statement of the condition of his affairs, as well as any other facts which the banker may deem necessary, in order to determine the propriety of making the loan.

There seems to be a disposition on the part of a large number of people who borrow from banks or sell their paper in open market, not to give the banks a full statement of their condition. To me this seems a false position for men to take, and I contend that no matter how sound a firm may be, when they desire to borrow from the institution where they keep their account, or to sell their single name paper—which is mer *à* la promise to pay a certain amount of money at a given time without collateral—they should be willing, without any hesitancy, to make a full and frank showing of their condition in writing over their signature; and when declining to do so, I believe that we should give no consideration to their application for discount. After gathering careful statistics on this subject, I have reached this conclusion—that where a borrower refuses absolutely to give any information in this way, his credit is impaired, and it is only a question of time when misfortune will overtake him. Customers of banks should always recognize that by making a statement, and thus securing the good will of the officers, it will be the means of procuring for them a much higher line of credit with all parties with whom they trade than they might otherwise receive. They should look upon the bank as a man does upon his family physician. If he is ill, he goes to him and tells him frankly his condition, concealing nothing from him. There is no concern that

does any amount of business that at some time in its history does not need the help, confidence and co-operation of its bank, and if they have confidence in the institution where they do their business, they should feel towards it as a man feels towards his physician, and conceal nothing.

One of the most annoying features of the banking business is the necessity of the banker, occasionally, to refuse accommodation after careful investigation. I have in mind one firm who, on the first of the year, always made a magnificent showing, with small liabilities; but, on investigating carefully, they were found to have a large number of branches, carried, of course, by the parent house, and just before the beginning of the year these branches would make paper which would be endorsed by the parent house and discounted, and its direct liabilities all taken up with the proceeds. Another case was that of a manufacturing concern which, after perhaps a month's investigation, was found never to have charged off anything from its plant, but added to the value of its real estate each year the cost of its plant, stating that the real estate increased always as much as they put into the plant. This was only discovered after having an appraisal made by a confidential appraiser of certain real estate reported in the statement. In another establishment one of the parties was discovered as being an inveterate gambler, frequenting some of the worst gambling houses in New York and hazarding large stakes; while in another one partner was away and the other partner was at home, and they each made a statement, which, by comparison, showed a difference of several hundred thousand dollars. In still another, the book accounts, in their statements for successive years, showed very little variation, and a careful investigation disclosed the fact that a large majority of them were old and worthless. And in the last case which I will cite the parties were keeping a large number of bank accounts and exchanging paper with three other parties, so that the number of combined bank accounts of the three concerns amounted to fifteen, in all of which institutions they were floating large amounts of paper simply on wind.

If the amount of money which the borrower has at the risk of the business is small, and he is likely to be a large borrower, his credit should be based proportionately. We should next consider his record and standing in the community as a merchant. Has he ever failed? If so, what were the circumstances? What settlement did he make with his creditors? What are the habits of his private life? Is he extravagant—does he live beyond his means? Is he a gambler—a speculator? Is there anything which would lead him to spend more money than he can safely take from his business? We should next look into his business record. Does he pay his bills promptly? And how does he stand in the trade which he represents? These points, it seems to me, should define the position occupied as to the line of credit granted.

We should also consider his claims to credit. What are the characteristics of the borrower? Has he ability? Has he a reputation for honesty? Does he show that his business is prosperous? Is he up and abreast with the modern methods of

RINDGE, KALMBACH & CO.,

Manufacturers and Wholesale

Dealers in

Boots, Shoes and Rubbers.

12, 14 and 16 Pearl Street.

Our Styles, Qualities and Prices are Right. Give us a trial.

We carry the best Tennis Shoes made.

Agents for the Boston Rubber Shoe Co.

**YOU WANT****A Cheap Fine Cut,****But it must be Up in Quality.****Try****GOLD MEDAL**

The Price is away down, but the quality is "out of sight."

Ball
Barnhart
Putman Co.
**WILLIAM CONNOR.****MICHAEL KOLB & SON,**

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

The oldest firm in the city of Rochester.

ESTABLISHED 36 YEARS.

Mail orders promptly attended to, or write our Michigan representative, William Connor, Box 346, Marshall, Mich., who will show you our line, and if we don't happen to have what you want we will thank you for the opportunity you gave us in sending for him.

We always guarantee excellent fits and well made garments.

business, with the following results:

Total annual business.....\$12,693,000
Total expenses.....900,000

Percentage of expenses to annual business, a small fraction over 7 per cent.

It will thus be seen that the matter of annual expense on amount of sales is a very important item, and should be carefully looked after, as it is likely to sap the resources of a firm before one realizes it. Another important question is, what disposition is made of bad and doubtful accounts each year. The answer will draw out your customer's characteristics in handling this side of his business. Find out, if possible, what proportion, if any, of accounts and bills receivable are past due, extended or renewed. The shape in which a statement is made up, I think, is one of the best indications to be had from an outside view of the business methods in the office of your applicant for credit. Some statements come to hand clean, comprehensive and clear as day, others so mixed up and befogged that you feel that you know less about the maker's condition after you have examined his statement than you did before it was received. You may know less about his condition, but you know more about his characteristics. The books of a merchant are his guide, and if a transcript from his books fails to show you his position, it will also fail to show him.

In asking for statements a banker sometimes comes across a man who will not answer all of the questions propounded, but he will give a statement which, to the banker's mind, is entirely satisfactory. Some time ago I had occasion to ask a gentleman who resides in

the State of Pennsylvania, not far from Philadelphia, for a statement of the condition of his affairs, and I received a reply, which I read to you:

Gentlemen, answering your questions in a lump, will say that I am worth one hundred dollars over and above my liabilities. Am at my business ten hours per day, six days in the week, drink no rum, play no cards, gamble in no stocks, am trying to make some money, and think I am succeeding, all of which I trust will be satisfactory to you.

I need not say that from the character of this gentleman, which I had looked up in other directions, I was entirely satisfied upon the receipt of such a statement from him in regard to the condition of his affairs.

There are very few large or reputable concerns doing business to-day without borrowing, and I am unable to recall more than one or two instances of a firm or company of any prominence which does not borrow directly, or use its credit in some other way. There may possibly be a few concerns in the country whose surplus is so large that they find it unnecessary to use their credit, but such cases are rare exceptions. In a conversation recently with the representatives of two of the largest houses in New York regarding the immense output of paper, a friend of mine was told in both instances that they could not afford to withdraw their names from the street, even though the money obtained through this source was lying idle in the bank. It is now a prevalent idea among merchants that a concern which does not place its paper in the open market or use the facility of its bank is not a first-class credit. It almost seems, sometimes, as if a firm's credit were based on the

amount of paper it is able to realize on, instead of its assets or liabilities. If a house that has been in the habit of putting out considerable paper suddenly ceases to use its credit in this way, there is immediately a clamor that their credit must have been impaired or business curtailed. JAMES G. CANNON.

Predicts a Coming Millenium.

I am not wise or learned in things to be, but will venture a few predictions: In the first place, our government will be less complex and go forward year after year with less friction and better results—like an improved machine. We will cut off the foreign vote, the ignorant vote and the verdant vote. As we grow better in body and mind venerable men will have their place of honor, as of old. If a good man, by temperance and healthful toil and wise care, preserves his body and mind, like Gladstone, for example, he has saved the life of at least one citizen, a brave thing to do of old. And it is not fit that such a man should be put in a prize ring to fight with lusty young adventurers for his place in the Senate. It is already his by right. Let 10,000 entirely qualified voters, representing at least 100,000 people, send up to the State Capital their oldest man, and it is all on the register. Let the State then send to Washington its two oldest Gladstones as Senators, and so on up to the President, and so on down to the Justice of the Peace. What a saving of time, temper, manhood, money! When we have grown a generation or two of Thurmans, Blaines, Gladstones, we will leave elections in the hands of God, where we found them. This is my plan, my prophesy. As for cities, we will build new ones, on pleasant, beautiful sites, as men now build hotels. Even now millions are waiting for those who will build a new city, complete sewers, pipes, pavements, all things complete, and empty the unclean and rotten old into the healthful and pleasant new. We are going to have great cities, such

as have not been. Whereabouts I don't know, but all the world is going to town. Machinery has emancipated man from the fields. What about big fortunes? Well, I think we will some day require the bulk of the rich man's money, when he is done with it, of course, to build national parks with, and in other ways help the Nation which helped him to get hold of it. As for literature, our writers will surely soon turn back to the oriental or ideal, as against the realistic school, and remain there. They cannot very well improve on the Bible, Arabian tales or Shakspeare. Meanwhile the sensational and personal newspapers of to-day will disappear down the sluice and sewer of indictable nuisances. Discoveries? Truly it seems to me that very soon some new Columbus will come from among us to launch his airships on the great high seas and gulf streams that surge and roll above us. Yet maybe this faith is founded on what has been rather than on any sign of what is to be. Who will be best remembered? Why, Edison, of course. Yes, most certainly we will be handsomer, healthier, happier, too, and *ergo*, better, for man is not a bad animal at all if he only has half a chance to be good. And he certainly has such a chance to be good now, and to do good, too, as never was known before. And he will do his best with it.

JOAQUIN MILLER.

The Army of Railway Employees.

There is an army of men employed upon the railroads of the United States—an army of 784,000. They are not engaged in idle manœuvres, dress parades, barrack drills or preparation for warfare, but by their diligence, energy and toil contribute immensely to the wealth, well-being and development of the country, the interchange of its products, the diffusion of information, and the prompt transportation of vast numbers of passengers, with a remarkably low percentage of casualties. The number of passengers carried last year was 530,000,000. The passengers killed were 293.

DEALERS WILL FIND TANGLEFOOT THE MOST PROFITABLE
AND SATISFACTORY FLY PAPER.
SELL WHAT WILL PLEASE YOUR TRADE BEST.



The price for Tanglefoot in the United States east of the Rocky Mountains:

1 Box.....	\$0 45
1 Case (10 boxes).....	3 75
5 Cases at one purchase.....	per case, 3 65
10 Cases at one purchase.....	" 3 55

TANGLEFOOT

SEALED

Sticky Fly Paper.

NEW STYLE.
IN NEW PACKING.

NEW PRICE.
WITH NEW HOLDERS.



Each double sheet of Tanglefoot is separately sealed with our Wax Border, which, while it permits the easy and ready separation of the sheets, absolutely prevents the sticky composition from running out over the edges. This Border preserves each sheet independently and indefinitely until used and prevents all loss and annoyance to the dealer.

Each box of Tanglefoot will contain 25 double sheets of Tanglefoot and two Tanglefoot Holders—15 loose double sheets and two packages each consisting of a Holder containing five double sheets.

Push the new package with your family trade, they will all buy it if it is brought to their notice. It will increase your sales of Tanglefoot by encouraging a more liberal use among your trade. Your customers will appreciate the new package and will soon ask for it.

VOIGT, HERPOLSHEIMER & CO.,

WHOLESALE

Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St., Grand Rapids.

PYRAMID PILE CURE.

A new remedy which has created a sensation among physicians by its wonderful effects in speedily curing every form of piles. It is the only remedy known (except a surgical operation) which can be relied on to give instant relief and a lasting cure in Itching, Protruding, Bleeding or Blind Piles.

Briefly stated, it has the following advantages over a surgical operation or any other pile cure: It is absolutely painless; it contains no mineral poisons nor injurious substance; it gives immediate relief from the first application; it can be carried in the pocket and used while traveling or anywhere without the slightest inconvenience or interference with business; and, last, but not least, it is cheap, costing but a trifle.

The following letters speak for themselves and need no comment except to say we have hundreds of similar ones and could fill this paper with them if necessary:

GENTLEMEN—Your Pyramid Pile Cure is without an equal; it cured me in 30 days or a much shorter time. I waited 15 days or more to be sure I was cured before writing you, and can now say I have not the slightest trace of piles and am much surprised at the rapid and thorough effect of the remedy. Truly yours, J. W. Rollins, Marmaduke Military Academy, Sweet Springs, Mo.

From J. W. Waddell, Zulla, Va.—I am a cured man. I only used one package of the Pyramid Pile Cure and I can state to the whole world that it has cured me, and I had them so bad I could hardly walk; and I would have them now if my wife had not insisted on my trying it, and I kept it some time before she could get me to use it, but I now thank God such a remedy was made, and you can use this letter in any way it will do the most good.

Mrs. Mary C. Tyler, of Heppner, Ore., writes—One package of Pyramid Pile Cure entirely cured me of piles from which I had suffered for years, and I have never had the slightest return of them since.

Mr. E. O'Brien, Rock Bluffs, Neb., says—The package of Pyramid Pile Cure entirely removed every trace of itching piles. I cannot thank you enough for it.

Ask your druggist for the Pyramid Pile Cure, and a single trial will convince you that the reputation of this remedy was built up on its merits as a permanent cure and not by newspaper puffery.

It is the surest, safest and cheapest Pile Cure sold.

It has come to be an established fact that this is the best Pile Remedy on the market, and every live druggist has it in stock.

New Prices

RED STAR

SEE QUOTATIONS.

Baking Powder.

ARCTIC MANUFACTURING CO., Grand Rapids, Mich.

To Please Your Customers

Order of Your Jobber a Case of

"JAVA" LONG CUT SMOKING.

Full Set of Tickets for a watch with every Forty-Eight Pounds.

MANUFACTURED BY

AMERICAN EAGLE TOBACCO CO.,

Detroit, Mich.

THE W. BINGHAM CO., Cleveland, O.,



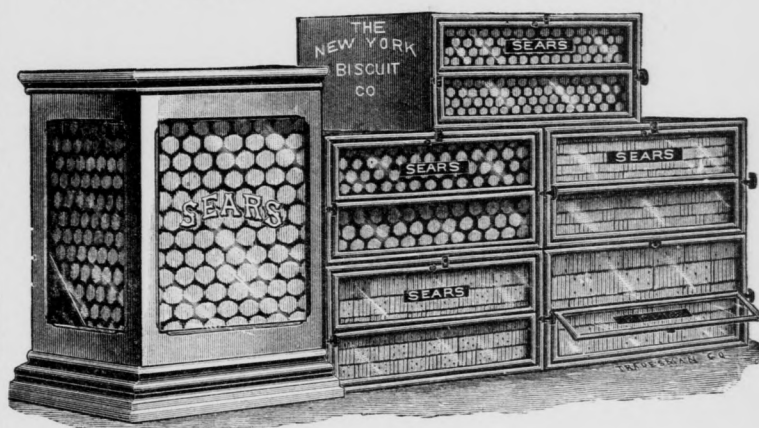
Have had such flattering success in handling our Bicycles that they have bought our entire output for 1893. They have taken up all negotiations pending for the purchase of cycles, and we respectfully solicit for them the good will of our friends.

THE YOST MFG. CO.,

TOLEDO, OHIO

Cracker Chests.

Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They will save enough good from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

NEW NOVELTIES.

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of the best selling cakes we ever made.

THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.

F. J. DETTENTHALER,

WHOLESALE OYSTERS, FISH and GAME,

LIVE AND DRESSED POULTRY.

Consignments solicited. Chicago and Detroit market prices guaranteed.

117 Monroe St., Grand Rapids, Mich.

"Leonard's" Bargain Price List and Order Sheet.

If you are not coming to the market at once, mark your order on the dotted lines, tear off sheet and send to us; we will return a printed copy by first mail, and ship the goods ordered immediately. Don't delay, and don't fail to keep up your stock, as it is the little things your customers ask for that are the easiest to sell.

We have them, and these prices are below anything we have ever offered. Constant reduction is the order of the day. No charge for packages or cartage on anything except Crockery. Glassware or Lamp Goods. Terms, 30 days on Bargain line or 2 per cent. discount for cash in ten days. If you haven't our Complete Catalogues, showing nearly everything we offer, ask for them.

If you are strangers to us, please give reference to a house with whom you have credit.

Sign your name here.....
Town..... Ship via.....
Tear off page and mail to
H. LEONARD & SONS, Grand Rapids, Mich.

<table><tr><td>Base Balls. per doz</td><td>605.</td><td>3 00</td></tr><tr><td>O K.</td><td>80 42</td><td>3 50</td></tr><tr><td>Boys' League.</td><td>85</td><td>4 00</td></tr><tr><td>Champion.</td><td>165.</td><td>4 75</td></tr><tr><td>Star.</td><td>1 25</td><td></td></tr><tr><td>Atlanta.</td><td>2 00</td><td></td></tr><tr><td>Balls—Rubber.</td><td></td><td></td></tr><tr><td>4 Sponge.</td><td>35</td><td></td></tr><tr><td>6</td><td>60</td><td></td></tr><tr><td>15 Fluted.</td><td>48</td><td></td></tr><tr><td>35</td><td>1 35</td><td></td></tr><tr><td>45</td><td>1 35</td><td></td></tr><tr><td>115 Inflated.</td><td>1 75</td><td></td></tr><tr><td>131</td><td>2 15</td><td></td></tr><tr><td>175</td><td>2 15</td><td></td></tr><tr><td>205</td><td>4 50</td><td></td></tr><tr><td>Ball Bats.</td><td></td><td></td></tr><tr><td>14 Basswood.</td><td>70</td><td></td></tr><tr><td>12 Ash.</td><td>72</td><td></td></tr><tr><td>10 Pl Ash.</td><td>1 25</td><td></td></tr><tr><td>Pol Basswood.</td><td>1 50</td><td></td></tr><tr><td>Men's Willow.</td><td>2 00</td><td></td></tr><tr><td>Boy's Reins.</td><td></td><td></td></tr><tr><td>A 22 in. Long.</td><td>85</td><td></td></tr><tr><td>B 40</td><td>2 00</td><td></td></tr><tr><td>H 40</td><td>2 00</td><td></td></tr><tr><td>Roy's Velocipedes. Each</td><td></td><td></td></tr><tr><td>No. 1 Japan.</td><td>1 40</td><td></td></tr><tr><td>No. 2</td><td>1 65</td><td></td></tr><tr><td>No. 3</td><td>1 90</td><td></td></tr><tr><td>No. 4</td><td>2 15</td><td></td></tr><tr><td>No. 5</td><td>2 40</td><td></td></tr><tr><td>Boys' Wheelbarrows. Per doz</td><td></td><td></td></tr><tr><td>No. 0 Varnished.</td><td>2 00</td><td></td></tr><tr><td>No. 2</td><td>4 00</td><td></td></tr><tr><td>No. 3</td><td>6 00</td><td></td></tr><tr><td>No. 1 Gard</td><td>7 50</td><td></td></tr><tr><td>No. 2 Gard</td><td>8 10</td><td></td></tr><tr><td>Basting Spoons.</td><td></td><td></td></tr><tr><td>20-13 in. Iron Hd.</td><td>28</td><td></td></tr><tr><td>012 Flat Hd.</td><td>32</td><td></td></tr><tr><td>1-11 in. Wood Hd.</td><td>34</td><td></td></tr><tr><td>1-13</td><td>4 10</td><td></td></tr><tr><td>014.</td><td>38</td><td></td></tr><tr><td>14 in. Iron.</td><td>58</td><td></td></tr><tr><td>16</td><td>68</td><td></td></tr><tr><td>18</td><td>75</td><td></td></tr><tr><td>12 in. Wood.</td><td>30</td><td></td></tr><tr><td></td><td>50</td><td></td></tr><tr><td>Biscuit Cutters.</td><td></td><td></td></tr><tr><td>2 1/2 in. Peed.</td><td>12</td><td></td></tr><tr><td>3 in. Peed</td><td>15</td><td></td></tr><tr><td>3 in. Stamped.</td><td>20</td><td></td></tr><tr><td>3 in. French.</td><td>28</td><td></td></tr><tr><td>4 1/4 in. Scalloped.</td><td>34</td><td></td></tr><tr><td>Rotary.</td><td>85</td><td></td></tr><tr><td>Brushes.</td><td></td><td></td></tr><tr><td>3-0 Shoe.</td><td>80</td><td></td></tr><tr><td>10</td><td>1 25</td><td></td></tr><tr><td>165</td><td>1 40</td><td></td></tr><tr><td>100</td><td>2 00</td><td></td></tr><tr><td>069</td><td>2 50</td><td></td></tr><tr><td>331</td><td>4 25</td><td></td></tr><tr><td>220</td><td>6 00</td><td></td></tr><tr><td>No. 55 Daubers.</td><td>75</td><td></td></tr><tr><td>T. M. C.</td><td>2 00</td><td></td></tr><tr><td>34 Nail.</td><td>38</td><td></td></tr><tr><td>1</td><td>2 25</td><td></td></tr><tr><td>1-3 Tooth.</td><td>35</td><td></td></tr><tr><td>5 4 1/2</td><td>55</td><td></td></tr><tr><td>1 7 1/2</td><td>80</td><td></td></tr><tr><td>25</td><td>1 20</td><td></td></tr><tr><td>29 3/4</td><td>1 75</td><td></td></tr><tr><td>555</td><td>2 75</td><td></td></tr><tr><td>128 Shaving.</td><td>40</td><td></td></tr><tr><td>200</td><td>75</td><td></td></tr><tr><td>155</td><td>1 35</td><td></td></tr><tr><td>20</td><td>1 75</td><td></td></tr><tr><td>310</td><td>2 25</td><td></td></tr><tr><td>228</td><td>3 60</td><td></td></tr><tr><td>0 Stove.</td><td>90</td><td></td></tr><tr><td>81</td><td>1 50</td><td></td></tr><tr><td>No. 7 Dust</td><td>1 00</td><td></td></tr><tr><td>1 Counter.</td><td>2 00</td><td></td></tr><tr><td>2</td><td>2 50</td><td></td></tr><tr><td>7</td><td>3 75</td><td></td></tr><tr><td>0</td><td>5 00</td><td></td></tr><tr><td>12 in. Floor.</td><td>9 00</td><td></td></tr><tr><td>D D Window.</td><td>6 00</td><td></td></tr><tr><td>X X</td><td>5 00</td><td></td></tr><tr><td>Pope's eye.</td><td>4 00</td><td></td></tr><tr><td>Tampico.</td><td>4 00</td><td></td></tr><tr><td>White Wash.</td><td></td><td></td></tr><tr><td>Tampico.</td><td>84</td><td></td></tr><tr><td>A A 8 in.</td><td>2 00</td><td></td></tr><tr><td>X X</td><td>4 20</td><td></td></tr><tr><td>Horse Brushes.</td><td></td><td></td></tr><tr><td>411 Corn.</td><td>90</td><td></td></tr><tr><td>Rice Root.</td><td>1 75</td><td></td></tr><tr><td>Leather Back.</td><td>1 92</td><td></td></tr><tr><td>Palmetto.</td><td>2 50</td><td></td></tr><tr><td>109 Leather Back.</td><td>3 50</td><td></td></tr><tr><td>445 Leather Back.</td><td>4 50</td><td></td></tr><tr><td>Scrub Brushes.</td><td></td><td></td></tr><tr><td>Holland.</td><td>35</td><td></td></tr><tr><td>X X Corn.</td><td>44</td><td></td></tr><tr><td>Tampico.</td><td>78</td><td></td></tr><tr><td>30 Block.</td><td>1 25</td><td></td></tr><tr><td>No. 11.</td><td>2 00</td><td></td></tr><tr><td>Bath Brushes.</td><td></td><td></td></tr><tr><td>X X Straight.</td><td>4 75</td><td></td></tr><tr><td>Bent.</td><td>4 75</td><td></td></tr><tr><td>Bent.</td><td>6 00</td><td></td></tr><tr><td>Clothes Brushes.</td><td></td><td></td></tr><tr><td>112.</td><td>85</td><td></td></tr><tr><td>164 5.</td><td>1 25</td><td></td></tr><tr><td>208</td><td>2 00</td><td></td></tr></table>	Base Balls. per doz	605.	3 00	O K.	80 42	3 50	Boys' League.	85	4 00	Champion.	165.	4 75	Star.	1 25		Atlanta.	2 00		Balls—Rubber.			4 Sponge.	35		6	60		15 Fluted.	48		35	1 35		45	1 35		115 Inflated.	1 75		131	2 15		175	2 15		205	4 50		Ball Bats.			14 Basswood.	70		12 Ash.	72		10 Pl Ash.	1 25		Pol Basswood.	1 50		Men's Willow.	2 00		Boy's Reins.			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Tampico.	84		A A 8 in.	2 00		X X	4 20		Horse Brushes.			411 Corn.	90		Rice Root.	1 75		Leather Back.	1 92		Palmetto.	2 50		109 Leather Back.	3 50		445 Leather Back.	4 50		Scrub Brushes.			Holland.	35		X X Corn.	44		Tampico.	78		30 Block.	1 25		No. 11.	2 00		Bath Brushes.			X X Straight.	4 75		Bent.	4 75		Bent.	6 00		Clothes Brushes.			112.	85		164 5.	1 25		208	2 00		<table><tr><td>Can Openers. Per doz</td><td></td><td></td></tr><tr><td>No. 3 Cast Steel.</td><td>26</td><td></td></tr><tr><td>Sensible Jap'd.</td><td>60</td><td></td></tr><tr><td>Sprague.</td><td>72</td><td></td></tr><tr><td>No. 30 Perfection.</td><td>1 35</td><td></td></tr><tr><td>Cake Turners.</td><td></td><td></td></tr><tr><td>No. 200.</td><td>29</td><td></td></tr><tr><td>No. 50.</td><td>31</td><td></td></tr><tr><td>18.</td><td>72</td><td></td></tr><tr><td>Carpet Tacks.</td><td></td><td></td></tr><tr><td>8 oz. Polished.</td><td>96</td><td></td></tr><tr><td>10 oz. Turned.</td><td>96</td><td></td></tr><tr><td>Honest coun.</td><td>1 00</td><td></td></tr><tr><td>Carpet Beaters.</td><td></td><td></td></tr><tr><td>Steel Wire.</td><td>1 50</td><td></td></tr><tr><td>25 in. Wicker.</td><td>1 25</td><td></td></tr><tr><td>30 in.</td><td>1 75</td><td></td></tr><tr><td>Cage Hooks.</td><td></td><td></td></tr><tr><td>Screw.</td><td>25</td><td></td></tr><tr><td>887 Swing.</td><td>15</td><td></td></tr><tr><td>866</td><td>25</td><td></td></tr><tr><td>11x 0 Swing.</td><td>72</td><td></td></tr><tr><td>11x8</td><td>72</td><td></td></tr><tr><td>No. 1.</td><td>65</td><td></td></tr><tr><td>Chandelier Hooks.</td><td></td><td></td></tr><tr><td>20 1/2-2 1/2 Plate.</td><td>36</td><td></td></tr><tr><td>203-3</td><td>44</td><td></td></tr><tr><td>702-6 Screw.</td><td>44</td><td></td></tr><tr><td>702-8</td><td>95</td><td></td></tr><tr><td>702-10</td><td>1 25</td><td></td></tr><tr><td>705 12</td><td>1 50</td><td></td></tr><tr><td>No. 13 Gilt.</td><td>2 25</td><td></td></tr><tr><td>Chamber Pails.</td><td></td><td></td></tr><tr><td>10 qt. Painted.</td><td>3 00</td><td></td></tr><tr><td>12</td><td>3 60</td><td></td></tr><tr><td>12 qt. Galv.</td><td>4 25</td><td></td></tr><tr><td>10 qt Slop.</td><td>3 30</td><td></td></tr><tr><td>10 qt. Anti Slop.</td><td>5 63</td><td></td></tr><tr><td>Cherry Pitters.</td><td></td><td></td></tr><tr><td>Goodell.</td><td>4 75</td><td></td></tr><tr><td>Enterprise Jap'd.</td><td>7 25</td><td></td></tr><tr><td>" Tinned.</td><td>7 25</td><td></td></tr><tr><td>Clothes Lines.</td><td></td><td></td></tr><tr><td>30 foot Jute.</td><td>41</td><td></td></tr><tr><td>60</td><td>80</td><td></td></tr><tr><td>50 foot Cotton.</td><td>1 28</td><td></td></tr><tr><td>120 " Jute.</td><td>1 60</td><td></td></tr><tr><td>100 " Hemp.</td><td>3 25</td><td></td></tr><tr><td>75 " Wire.</td><td>2 50</td><td></td></tr><tr><td>100</td><td>2 50</td><td></td></tr><tr><td>Clothes Pins.</td><td></td><td></td></tr><tr><td>Wood.</td><td>40</td><td></td></tr><tr><td>U S.</td><td>60</td><td></td></tr><tr><td>Curry Combs.</td><td></td><td></td></tr><tr><td>3-0 Bar.</td><td>35</td><td></td></tr><tr><td>2-8</td><td>65</td><td></td></tr><tr><td>314-6 Bars.</td><td>75</td><td></td></tr><tr><td>856 6</td><td>80</td><td></td></tr><tr><td>407.</td><td>1 25</td><td></td></tr><tr><td>Cattle Cards.</td><td></td><td></td></tr><tr><td>67</td><td>67</td><td></td></tr><tr><td>Curling Iron Heaters.</td><td></td><td></td></tr><tr><td>No. 2 Iron.</td><td>70</td><td></td></tr><tr><td>Common sense.</td><td>88</td><td></td></tr><tr><td>Princess.</td><td>1 25</td><td></td></tr><tr><td>Alcohol.</td><td>1 60</td><td></td></tr><tr><td>Cups and Mugs.</td><td></td><td></td></tr><tr><td>1 1/2 pt. Pieced.</td><td>19</td><td></td></tr><tr><td>1 pt. Stamped.</td><td>21</td><td></td></tr><tr><td>1 pt. Pieced.</td><td>27</td><td></td></tr><tr><td>Hammered.</td><td>30</td><td></td></tr><tr><td>0 Gem.</td><td>30</td><td></td></tr><tr><td>Crown.</td><td>75</td><td></td></tr><tr><td>Cover Lifter.</td><td></td><td></td></tr><tr><td>202 Coppered.</td><td>34</td><td></td></tr><tr><td>Black handled.</td><td>38</td><td></td></tr><tr><td>No. 1 Nickled.</td><td>38</td><td></td></tr><tr><td>Cork Screws.</td><td></td><td></td></tr><tr><td>Garden City.</td><td>40</td><td></td></tr><tr><td>No. 4050 25.</td><td>40</td><td></td></tr><tr><td>No. 800 on card.</td><td>44</td><td></td></tr><tr><td>512 Pocket.</td><td>77</td><td></td></tr><tr><td>82 Newark.</td><td>90</td><td></td></tr><tr><td>618</td><td>1 35</td><td></td></tr><tr><td>636</td><td>1 60</td><td></td></tr><tr><td>050 Asst.</td><td>1 75</td><td></td></tr><tr><td>24 Williams.</td><td>5 00</td><td></td></tr><tr><td>Coffee Mpls.</td><td></td><td></td></tr><tr><td>135 Wall Jap'd.</td><td>2 67</td><td></td></tr><tr><td>3 0 Wall cop.</td><td>3 85</td><td></td></tr><tr><td>18 Lap.</td><td>2 67</td><td></td></tr><tr><td>314</td><td>3 35</td><td></td></tr><tr><td>430</td><td>4 67</td><td></td></tr><tr><td>Crayon.</td><td></td><td></td></tr><tr><td>797 Colored.</td><td>75</td><td></td></tr><tr><td>White School.</td><td>1 00</td><td></td></tr><tr><td>Croquet Sets.</td><td></td><td></td></tr><tr><td>No. 5.</td><td>56</td><td></td></tr><tr><td>No. 10.</td><td>70</td><td></td></tr><tr><td>X 5.</td><td>80</td><td></td></tr><tr><td>X 10.</td><td>80</td><td></td></tr><tr><td>X A.</td><td>1 10</td><td></td></tr><tr><td>1</td><td>1 20</td><td></td></tr><tr><td>6</td><td>1 25</td><td></td></tr><tr><td>1</td><td>2 00</td><td></td></tr><tr><td>8</td><td>2 25</td><td></td></tr><tr><td>3</td><td>3 00</td><td></td></tr><tr><td>Crumb Tray and Brush.</td><td></td><td></td></tr><tr><td>3 Asst.</td><td>1 85</td><td></td></tr><tr><td>4 Shell.</td><td>3 50</td><td></td></tr><tr><td>No. 50 Brass.</td><td>3 50</td><td></td></tr><tr><td>No. 5 Shell.</td><td>4 50</td><td></td></tr><tr><td>10 Fancy.</td><td>6 00</td><td></td></tr></table>	Can Openers. Per doz			No. 3 Cast Steel.	26		Sensible Jap'd.	60		Sprague.	72		No. 30 Perfection.	1 35		Cake Turners.			No. 200.	29		No. 50.	31		18.	72		Carpet Tacks.			8 oz. Polished.	96		10 oz. Turned.	96		Honest coun.	1 00		Carpet Beaters.			Steel Wire.	1 50		25 in. Wicker.	1 25		30 in.	1 75		Cage Hooks.			Screw.	25		887 Swing.	15		866	25		11x 0 Swing.	72		11x8	72		No. 1.	65		Chandelier Hooks.			20 1/2-2 1/2 Plate.	36		203-3	44		702-6 Screw.	44		702-8	95		702-10	1 25		705 12	1 50		No. 13 Gilt.	2 25		Chamber Pails.			10 qt. Painted.	3 00		12	3 60		12 qt. Galv.	4 25		10 qt Slop.	3 30		10 qt. Anti Slop.	5 63		Cherry Pitters.			Goodell.	4 75		Enterprise Jap'd.	7 25		" Tinned.	7 25		Clothes Lines.			30 foot Jute.	41		60	80		50 foot Cotton.	1 28		120 " Jute.	1 60		100 " Hemp.	3 25		75 " Wire.	2 50		100	2 50		Clothes Pins.			Wood.	40		U S.	60		Curry Combs.			3-0 Bar.	35		2-8	65		314-6 Bars.	75		856 6	80		407.	1 25		Cattle Cards.			67	67		Curling Iron Heaters.			No. 2 Iron.	70		Common sense.	88		Princess.	1 25		Alcohol.	1 60		Cups and Mugs.			1 1/2 pt. Pieced.	19		1 pt. Stamped.	21		1 pt. Pieced.	27		Hammered.	30		0 Gem.	30		Crown.	75		Cover Lifter.			202 Coppered.	34		Black handled.	38		No. 1 Nickled.	38		Cork Screws.			Garden City.	40		No. 4050 25.	40		No. 800 on card.	44		512 Pocket.	77		82 Newark.	90		618	1 35		636	1 60		050 Asst.	1 75		24 Williams.	5 00		Coffee Mpls.			135 Wall Jap'd.	2 67		3 0 Wall cop.	3 85		18 Lap.	2 67		314	3 35		430	4 67		Crayon.			797 Colored.	75		White School.	1 00		Croquet Sets.			No. 5.	56		No. 10.	70		X 5.	80		X 10.	80		X A.	1 10		1	1 20		6	1 25		1	2 00		8	2 25		3	3 00		Crumb Tray and Brush.			3 Asst.	1 85		4 Shell.	3 50		No. 50 Brass.	3 50		No. 5 Shell.	4 50		10 Fancy.	6 00		<table><tr><td>Dippers. per doz</td><td></td><td></td></tr><tr><td>1 qt. Stamped.</td><td>34</td><td></td></tr><tr><td>2 qt. Rejoined.</td><td>60</td><td></td></tr><tr><td>2 qt. Pieced.</td><td>58</td><td></td></tr><tr><td>2 qt. 1x.</td><td>90</td><td></td></tr><tr><td>2 qt. xxx.</td><td>1 80</td><td></td></tr><tr><td>2 qt. Sush.</td><td>58</td><td></td></tr><tr><td>51 Cup.</td><td>55</td><td></td></tr><tr><td>Dripping Pans.</td><td></td><td></td></tr><tr><td>8x10.</td><td>10</td><td></td></tr><tr><td>8x12.</td><td>10</td><td></td></tr><tr><td>9x14.</td><td>85</td><td></td></tr><tr><td>10x15.</td><td>96</td><td></td></tr><tr><td>12x17.</td><td>1 18</td><td></td></tr><tr><td>23x19.</td><td>1 80</td><td></td></tr><tr><td>5 1/2 x 9 1/2 x 2 1/2.</td><td>70</td><td></td></tr><tr><td>Doughnut Cutters.</td><td></td><td></td></tr><tr><td>3 Pieced.</td><td>20</td><td></td></tr><tr><td>3 French.</td><td>33</td><td></td></tr><tr><td>Dog Collars.</td><td></td><td></td></tr><tr><td>No. 29 Asst.</td><td>79</td><td></td></tr><tr><td>No. 1</td><td>2 00</td><td></td></tr><tr><td>"</td><td>4 20</td><td></td></tr><tr><td>Egg Beaters.</td><td></td><td></td></tr><tr><td>Surprise.</td><td>44</td><td></td></tr><tr><td>No. 2.</td><td>60</td><td></td></tr><tr><td>Dover Spoon.</td><td>84</td><td></td></tr><tr><td>0</td><td>1 20</td><td></td></tr><tr><td>Genuine Dover.</td><td>1 50</td><td></td></tr><tr><td>Cup.</td><td>6 60</td><td></td></tr><tr><td>Silvers.</td><td>9 60</td><td></td></tr><tr><td>No. 1 Keystone.</td><td>10 80</td><td></td></tr><tr><td>No. 20 Keystone.</td><td>10 80</td><td></td></tr><tr><td>Fruit Presses.</td><td></td><td></td></tr><tr><td>0 Queen City.</td><td>each 1 40</td><td></td></tr><tr><td>2</td><td>each 2 40</td><td></td></tr><tr><td>4</td><td>each 3 25</td><td></td></tr><tr><td>Silvers Fruit Presses.</td><td>doz 3 00</td><td></td></tr><tr><td>Flags.</td><td></td><td></td></tr><tr><td>No. 1 1 1/2 x 3.</td><td>Gro 22</td><td></td></tr><tr><td>2 2 1/4 x 4.</td><td>" 25</td><td></td></tr><tr><td>3 3 1/2 x 6.</td><td>" 45</td><td></td></tr><tr><td>5 1/2 x 11 1/2.</td><td>" 1 35</td><td></td></tr><tr><td>7 1 1/2 x 18.</td><td>" 3 00</td><td></td></tr><tr><td>8 1 1/2 x 17 1/2.</td><td>" 6 50</td><td></td></tr><tr><td>10 2 1/2 x 13.</td><td>" 15 00</td><td></td></tr><tr><td>11 3 1/2 x 10.</td><td>" 21 00</td><td></td></tr><tr><td>11 1/2 x 5 1/2 x 8.</td><td>" 24 00</td><td></td></tr><tr><td>Floral Tools.</td><td></td><td></td></tr><tr><td>1 1/2 pce.</td><td>1 10</td><td></td></tr><tr><td>55-3 pce.</td><td>2 00</td><td></td></tr><tr><td>60-3 pce.</td><td>4 00</td><td></td></tr><tr><td>5-4 pce.</td><td>7 20</td><td></td></tr><tr><td>70-4 pce.</td><td>8 50</td><td></td></tr><tr><td>Garden Trowels.</td><td></td><td></td></tr><tr><td>No. 19 Coppered.</td><td>28</td><td></td></tr><tr><td>6 Ebony.</td><td>60</td><td></td></tr><tr><td>Gimlets.</td><td></td><td></td></tr><tr><td>No. 10 Iron.</td><td>15</td><td></td></tr><tr><td>No. 12 Wood.</td><td>20</td><td></td></tr><tr><td>Gum Labels.</td><td></td><td></td></tr><tr><td>243 per thousand.</td><td>40</td><td></td></tr><tr><td>217</td><td>45</td><td></td></tr><tr><td>213</td><td>50</td><td></td></tr><tr><td>205</td><td>60</td><td></td></tr><tr><td>Guns.</td><td></td><td></td></tr><tr><td>Markham.</td><td>8 10</td><td></td></tr><tr><td>Daisy.</td><td>9 00</td><td></td></tr><tr><td>King.</td><td>9 00</td><td></td></tr><tr><td>Columbia.</td><td>10 50</td><td></td></tr><tr><td>Graters.</td><td></td><td></td></tr><tr><td>Nutmeg.</td><td>14</td><td></td></tr><tr><td>O K.</td><td>30</td><td></td></tr><tr><td>Wood Handles.</td><td>36</td><td></td></tr><tr><td>No. 2.</td><td>75</td><td></td></tr><tr><td>Victor.</td><td>75</td><td></td></tr><tr><td>Rajah.</td><td>90</td><td></td></tr><tr><td>Hardware Sundries.</td><td></td><td></td></tr><tr><td>Pinking Irons.</td><td>64</td><td></td></tr><tr><td>Cabinet Clamps.</td><td>56</td><td></td></tr><tr><td>Glass Cutters.</td><td>42</td><td></td></tr><tr><td>Iron Soaps.</td><td>36</td><td></td></tr><tr><td>Cage Springs.</td><td>23</td><td></td></tr><tr><td>Solder Kit.</td><td>2 25</td><td></td></tr><tr><td>6-8 Cleaners.</td><td>75</td><td></td></tr><tr><td>5 in Pincers.</td><td>34</td><td></td></tr><tr><td>Veg. Parers.</td><td>34</td><td></td></tr><tr><td>Paste Jaggers.</td><td>34</td><td></td></tr><tr><td>Door Bolts.</td><td>28</td><td></td></tr><tr><td>Door Chucks.</td><td>2 15</td><td></td></tr><tr><td>Weeding Hooks.</td><td>63</td><td></td></tr><tr><td>Flesh Hooks.</td><td>40</td><td></td></tr><tr><td>" Forks.</td><td>28</td><td></td></tr><tr><td>547 Herald.</td><td>2 25</td><td></td></tr><tr><td>321 Mercantile.</td><td>2 90</td><td></td></tr><tr><td>337 Pilot.</td><td>2 90</td><td></td></tr><tr><td>Red and Blue.</td><td>Doz</td><td></td></tr><tr><td>431 Carpenters.</td><td>20</td><td></td></tr><tr><td>128 Asst box.</td><td>1 50</td><td></td></tr><tr><td>Match Boxes.</td><td></td><td></td></tr><tr><td>Twin Tin.</td><td>28</td><td></td></tr><tr><td>No. 30 Iron.</td><td>30</td><td></td></tr><tr><td>302 Fancy.</td><td>40</td><td></td></tr><tr><td>Lumbersome.</td><td>1 00</td><td></td></tr><tr><td>264 Fancy.</td><td>1 35</td><td></td></tr><tr><td>271</td><td>1 75</td><td></td></tr><tr><td>101 1/2</td><td>1 75</td><td></td></tr><tr><td>266</td><td>2 00</td><td></td></tr><tr><td>3056</td><td>2 00</td><td></td></tr><tr><td>Magnets.</td><td></td><td></td></tr><tr><td>328 A.</td><td>08</td><td></td></tr><tr><td>328 D.</td><td>40</td><td></td></tr></table>	Dippers. per doz			1 qt. Stamped.	34		2 qt. Rejoined.	60		2 qt. Pieced.	58		2 qt. 1x.	90		2 qt. xxx.	1 80		2 qt. Sush.	58		51 Cup.	55		Dripping Pans.			8x10.	10		8x12.	10		9x14.	85		10x15.	96		12x17.	1 18		23x19.	1 80		5 1/2 x 9 1/2 x 2 1/2.	70		Doughnut Cutters.			3 Pieced.	20		3 French.	33		Dog Collars.			No. 29 Asst.	79		No. 1	2 00		"	4 20		Egg Beaters.			Surprise.	44		No. 2.	60		Dover Spoon.	84		0	1 20		Genuine Dover.	1 50		Cup.	6 60		Silvers.	9 60		No. 1 Keystone.	10 80		No. 20 Keystone.	10 80		Fruit Presses.			0 Queen City.	each 1 40		2	each 2 40		4	each 3 25		Silvers Fruit Presses.	doz 3 00		Flags.			No. 1 1 1/2 x 3.	Gro 22		2 2 1/4 x 4.	" 25		3 3 1/2 x 6.	" 45		5 1/2 x 11 1/2.	" 1 35		7 1 1/2 x 18.	" 3 00		8 1 1/2 x 17 1/2.	" 6 50		10 2 1/2 x 13.	" 15 00		11 3 1/2 x 10.	" 21 00		11 1/2 x 5 1/2 x 8.	" 24 00		Floral Tools.			1 1/2 pce.	1 10		55-3 pce.	2 00		60-3 pce.	4 00		5-4 pce.	7 20		70-4 pce.	8 50		Garden Trowels.			No. 19 Coppered.	28		6 Ebony.	60		Gimlets.			No. 10 Iron.	15		No. 12 Wood.	20		Gum Labels.			243 per thousand.	40		217	45		213	50		205	60		Guns.			Markham.	8 10		Daisy.	9 00		King.	9 00		Columbia.	10 50		Graters.			Nutmeg.	14		O K.	30		Wood Handles.	36		No. 2.	75		Victor.	75		Rajah.	90		Hardware Sundries.			Pinking Irons.	64		Cabinet Clamps.	56		Glass Cutters.	42		Iron Soaps.	36		Cage Springs.	23		Solder Kit.	2 25		6-8 Cleaners.	75		5 in Pincers.	34		Veg. Parers.	34		Paste Jaggers.	34		Door Bolts.	28		Door Chucks.	2 15		Weeding Hooks.	63		Flesh Hooks.	40		" Forks.	28		547 Herald.	2 25		321 Mercantile.	2 90		337 Pilot.	2 90		Red and Blue.	Doz		431 Carpenters.	20		128 Asst box.	1 50		Match Boxes.			Twin Tin.	28		No. 30 Iron.	30		302 Fancy.	40		Lumbersome.	1 00		264 Fancy.	1 35		271	1 75		101 1/2	1 75		266	2 00		3056	2 00		Magnets.			328 A.	08		328 D.	40		<table><tr><td>Little Gem.</td><td>15</td><td></td></tr><tr><td>9 in.</td><td>1 35</td><td></td></tr><tr><td>03 Crimpers.</td><td>1 60</td><td></td></tr><tr><td>Globe Pincers.</td><td>1 78</td><td></td></tr><tr><td>French Lever.</td><td>1 80</td><td></td></tr><tr><td>Chicago Wager.</td><td>1 80</td><td></td></tr><tr><td>Ideal.</td><td>3 10</td><td></td></tr><tr><td>Hammers.</td><td></td><td></td></tr><tr><td>8 Coppered.</td><td>20</td><td></td></tr><tr><td>25 Tack.</td><td>42</td><td></td></tr><tr><td>16 Ladies.</td><td>70</td><td></td></tr><tr><td>No. 1 Bronze.</td><td>87</td><td></td></tr><tr><td>10 1 A L.</td><td>1 50</td><td></td></tr><tr><td>Solid Steel.</td><td>3 50</td><td></td></tr><tr><td>Hatchets.</td><td></td><td></td></tr><tr><td>4 0 Toy.</td><td>35</td><td></td></tr><tr><td>4 0 L.</td><td>75</td><td></td></tr><tr><td>2 Bronzed.</td><td>1 50</td><td></td></tr><tr><td>Harness Snaps.</td><td></td><td></td></tr><tr><td>No. 22 1/2 eye.</td><td>per gr 1 40</td><td></td></tr><tr><td>" 23 1/2 in. eye.</td><td>per gr 1 50</td><td></td></tr><tr><td>" 25 1/4 in. eye.</td><td>per gr 2 65</td><td></td></tr><tr><td>" 26 1/2 in. eye.</td><td>per gr 3 50</td><td></td></tr><tr><td>Hammock Hooks.</td><td></td><td></td></tr><tr><td>98 Screw.</td><td>70</td><td></td></tr><tr><td>98 Plate.</td><td>70</td><td></td></tr><tr><td>156</td><td>45</td><td></td></tr><tr><td>Hat Hooks.</td><td></td><td></td></tr><tr><td>260 3/4 in. Iron.</td><td>per gr 1 00</td><td></td></tr><tr><td>115 2 1/2 Wire.</td><td>1 00</td><td></td></tr><tr><td>Hat Racks.</td><td></td><td></td></tr><tr><td>4 Hook.</td><td>43</td><td></td></tr><tr><td>6</td><td>60</td><td></td></tr><tr><td>Gem.</td><td>65</td><td></td></tr><tr><td>1 Pins.</td><td>84</td><td></td></tr><tr><td>Nickel Daisy.</td><td>1 78</td><td></td></tr><tr><td>4 Hook Uddell.</td><td>2 70</td><td></td></tr><tr><td>6</td><td>3 80</td><td></td></tr><tr><td>Harmonicas.</td><td></td><td></td></tr><tr><td>139-12.</td><td>40</td><td></td></tr><tr><td>74-76.</td><td>55</td><td></td></tr><tr><td>444 1 1/2.</td><td>90</td><td></td></tr><tr><td>325-10.</td><td>1 00</td><td></td></tr><tr><td>300-10.</td><td>1 50</td><td></td></tr><tr><td>505-10.</td><td>1 75</td><td></td></tr><tr><td>444 2 1/2-10.</td><td>2 00</td><td></td></tr><tr><td>1001-10.</td><td>2 25</td><td></td></tr><tr><td>36-574 Celluloid.</td><td>2 7</td></tr></table>	Little Gem.	15		9 in.	1 35		03 Crimpers.	1 60		Globe Pincers.	1 78		French Lever.	1 80		Chicago Wager.	1 80		Ideal.	3 10		Hammers.			8 Coppered.	20		25 Tack.	42		16 Ladies.	70		No. 1 Bronze.	87		10 1 A L.	1 50		Solid Steel.	3 50		Hatchets.			4 0 Toy.	35		4 0 L.	75		2 Bronzed.	1 50		Harness Snaps.			No. 22 1/2 eye.	per gr 1 40		" 23 1/2 in. eye.	per gr 1 50		" 25 1/4 in. eye.	per gr 2 65		" 26 1/2 in. eye.	per gr 3 50		Hammock Hooks.			98 Screw.	70		98 Plate.	70		156	45		Hat Hooks.			260 3/4 in. Iron.	per gr 1 00		115 2 1/2 Wire.	1 00		Hat Racks.			4 Hook.	43		6	60		Gem.	65		1 Pins.	84		Nickel Daisy.	1 78		4 Hook Uddell.	2 70		6	3 80		Harmonicas.			139-12.	40		74-76.	55		444 1 1/2.	90		325-10.	1 00		300-10.	1 50		505-10.	1 75		444 2 1/2-10.	2 00		1001-10.	2 25		36-574 Celluloid.	2 7
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