

MICHIGAN TRADESMAN

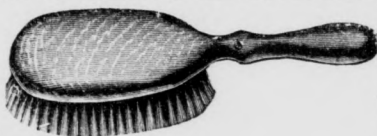
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VOL. 11.

GRAND RAPIDS, DECEMBER 13, 1893.

NO. 534

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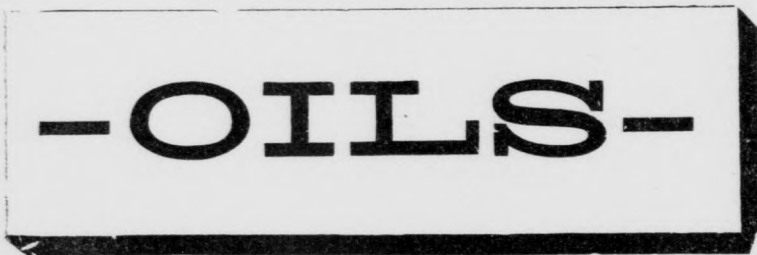
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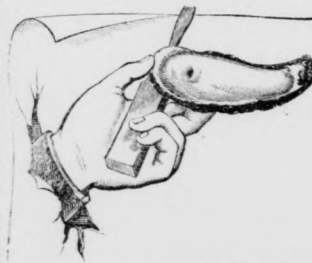
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 13, 1893.

NO. 534

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We laugh at the unfounded fears which laborers once had at the introduction of machinery; but there is at least one class whose credit and occupation suffer more and more with the advance of science—the ghosts. "Real" ghost stories are left now to the "penny-dreadful" or to the very juvenile reader. Among the unprofitable rubbish unread by busy and intelligent people are newspaper articles headed "Reported Ghost."

This is, no doubt, why certain reports attracted so little attention, a few years ago, outside of a certain town in Southern Michigan. Very few would now recall the circumstances or identify the parties. The latter have long since moved away, and are now not opposed to the publication of a correct account of the whole affair. It is morally instructive and involves some psychological questions. It is to be hoped it will put an end to worse reports or suspicions that may linger in the minds of a few, and if there are any very sensitive friends and connections they will be content, since this publication is the will of those most concerned—Mr. and Mrs. Emoren.

They were commonplace people and their early history is immaterial to the present narrative. He was first drawn to her because she was a very talkative young lady and he was fond of conversation; and she loved him because he loved her. That is about as near as the cause of their marriage can be stated. Nor shall I take the responsibility of judging between them in the disagreements that followed; upon the whole they are now satisfied to assume equal blame. I shall not try to apportion particular faults, but shall say "they," "each," or "both," as often as possible instead of "he" or "she."

They had never been taught that skill and virtue should be exercised in listening as well as in talking, that "brilliant flashes of silence" are often highly appreciated by the other party to a conversation. After marriage his society would have satisfied her, perhaps, if he had only continued an attentive listener to her daily and nightly discourses on dress, neighbors, aches and servants; his love of conversation would have lasted, no doubt, if she had only continued to hang upon his words as he "talked shop." Unfortunately, at that time they knew too little to get interested in anything but their respective daily doings. At first their replies to each other generally began with, "Yes, indeed," or "Yes;" later it was more frequently a hesitating "Y-e-e-s," or "W-e-l-l, y-e-s;" by and by it was more likely to be, "Yes, but—;" finally, "No" became more and more commonly the preface to the rejoinder. In other words, their replies at first were mainly assentive, acquiescent and supplementary; then they became more qualifying, and, finally, contradictory.

This grew upon them unconsciously, in a measure, and almost automatically they got to antagonizing on every subject

broached. Neither had the stronger will, else there would have been the result usual among people of their class of mind—a henpecked husband or a browbeaten wife. He would argue with her a week about the temper of one of the servants, whom he would not have known if he had met her in the street (to be sure, the servants were frequently changed); and Mrs. E. would wrangle with him by the hour about his machinery, although she "confessed" to temperance friends that she could never recall which name, "corkscrew" or "screw-driver," belonged to which tool, without remembering that one was used to open a bottle and the other to fasten coffin-lids. Instead of listening when the other spoke, each was thinking what to say next; when they listened it was only to pick the first apparent flaw, whether it was germane to the subject or not; and thus the lines of argument went from tangent to tangent, beginning anywhere, going everywhere, and ending nowhere. Their nearest approach to good humor was a kind of verbal game of tag with each other.

He had made money by inventions in a trade he had formerly followed and was prosperous in his present manufacturing. They entertained considerable company at first, but that ceased through another mistaken course toward each other. For instance, she would say, "Mr. Blank, don't you think so and so?" or, "I think thus; don't you agree with me?" In most cases the unwary Mr. Blank would more or less agree with her, whereupon she would use that as a solid backing to her arguments against Mr. E. Mr. E. learned the trick, and made reprisals in the same way. From that, unseemly wrangling ensued, which ended their social gatherings.

What brought things to a crisis was their dinner hour. Theirs was not a symposium to be desired. One was dyspeptic and the other bilious. The fate of how many empires and families might have been different with a little physic! And how it would strain the poetry and romance of most lovers' quarrels and estrangements if the real cause, and not simply the occasion, were given!

Of the laws of health Mr. and Mrs. E. were more ignorant even than most people. He often neglected lunch and came to late dinner tired out and went to table without a moment's rest. The servants being generally new, Mrs. E. usually came from the kitchen "hot and huffy," as he remarked. They would begin eating, and, too often, bile and acid would begin to work on their inmost souls. The sky would become overcast, the clouds would gather, by and by the thunders muttered, then rolled, and the lightning flashed, so to speak. At last, after they got to pitching food at each other every few days, they decided to keep away from each other as much as convenient. The loss of his company added little to her loneliness, for she was always gossiping with the servants; but she knew he could not be long without somebody to talk to.

The house was a large "three-story and basement" building. He had a room on the top floor refurnished, and there spent most of his time when at home. After a few weeks it seemed that he felt his loneliness too much, for she heard of his visiting acquaintances. Then he would take a valise and be gone for a day or two. He never had anybody to visit him. Curiosity was strongly aroused when he had his room door doubled by adding an outer shutter. After that the doors were always double-locked except when the servant "did the room," and that was always in his presence.

It was a corner room. On one of the inner sides was the narrow passage from which it was entered. On the remaining side was a servant's room, entered from the same passage. Between the two rooms was the chimney, and on either side of the chimney a closet, one for each room. The servant's closet was not ceiled, and only one thickness of lath and plaster separated it from Mr. E.'s room.

Mrs. E. and the servants now often retired to this closet; and they did not go there to pray. The present set of servants stayed with them longer than any they had ever had before. The listeners were rewarded; they heard conversation in Mr. E.'s room; but who the visitor was, and how and when he came or went, was a mystery, for none of the household ever saw him. They kept so strict and unsuccessful a watch that they began to suspect it was only Mr. E. reading plays by himself, for pictures of actresses had been seen by the maid who attended to the room.

Afterwards, from time to time, her sharp eyes saw slight evidences that somebody besides Mr. E. had been in the room; but there was nothing to indicate the character of the visitor. They redoubled their vigilance in vain. "He must hide in the closet," thought the maid; and once, when it happened to be unlocked, she boldly looked in on some pretext, but saw nobody. Then, thought they, he comes and goes through an opening made above the closet, and so by the roof. They got the coachman to lay on the roof for several nights. However, he perceived nothing the whole time but that he was catching a terrible cold.

About that time Mrs. E. happened to read in a newspaper the description of an escaped criminal.

"Jane," said she, with suppressed excitement, "did you say the color of that lock of hair Mr. E. threw into the fire was light?"

"Yes, mum," was the reply.

Then Mrs. E. set to thinking, and explained to her own mind clearly and fully the reason for every detail of Mr. E.'s past temper and conduct. He was implicated in some crime!

"Mr. E.," said she, next day, with a tragic air, as he was going out, "you can't deceive me. I know you are harboring that criminal."

Mr. E. looked startled for an instant;

and then, with something between a snort and a sneer, he passed on.

She was now for the first time solemnly troubled. All that day she thought more and talked less than she had ever done before in all her life. Pity and apprehension took the place of animosity. Before night she went to the servant's closet, selected a spot where two laths were wide apart, and scratched the plaster thin with the point of her scissors. Mr. E. came home in the evening, dined alone, and went up to his room. She followed to the closet, placed her ear to the thin spot, and soon heard Mr. E.'s loud voice with considerable distinctness, and to the following effect:

"You think I look tired, do you? Well, I must say I am. (A pause: other voice too low.) What about the factory? What's been going on to-day? Well, let's see. (He talked for some time about that.) Think I've been a success, eh? (Delivered quite a lecture on his past labors and achievements.) And the great satisfaction of it all is to talk it over this way with somebody that agrees with me—at least, that doesn't disagree with me. (Mrs. E.'s conscience, in her then state of mind, smote her.) In fact, it's the same if I go to the theater or travel or see or hear anything nice and great: it's spoiled if there ain't somebody to talk it up with. (Another little smite for Mrs. E.) Yes, I'm modest; but I'm honest, and must confess I've a pretty good face; features good,—anyhow, suit me. And my figure, too: it used to be called fine. (Conscience stops smiting Mrs. E.) As for you," he resumed, "you are the only one of your kind in the world. I've seen all sorts and tried a good many. Been trying them lately, on purpose. You are the only soul I can talk to and be perfectly free and easy. You never quarrel, and you are confidential to perfection. I talk as I like to you and just as long; and when I want to hush and think, I'm just as easy as if you were a thousand miles away. What's more, you cost me next to nothing. Yes, the doctor says it's good for health; but talking to some folks makes me fret."

Two of the servants had joined Mrs. E. They wanted to borrow the thin place. Mrs. E. could not spare it, but kept them on the rack by her whispered ejaculations. At last she gave a convulsive start.

"What is it?" they shivered out. "Who is it? Is it the counterfeiter?" "Worse than that!" "Is it somebody deranged?" "No." "A burglar?" "Worse!" "A murderer!" they exclaimed, almost aloud. "No, no! Worse! Worse!" she gasped. "It's a woman!!! I shall shriek!" "Oh! don't! Be sure, mum—be sure first." "Oh! I shall faint!" They supported her.

"Let me listen for you, mum." But Mrs. E. braced up, flattened her ear to the thin place, and heard her husband's voice:

"I never thought I should find you. I waited and worked until I got you at last. Just the temper, just the figure, just the complexion, just the hair, the eyes, the nose, the mouth, that are nowhere else in the world together. Oh, you needn't protest, you needn't blush."

Mrs. E. snatched her scissors, stabbed

a hole in the plastering, and put her eye to it just in time to see Mr. E. put his arm about a woman's neck and draw her to the fireside and—just out of sight.

Mrs. E. upset one of the maids, rushed out into the passage, crying "Help! Murder! Fire! Thieves! Women!" and began beating at Mr. E.'s door and demanding admittance. Mr. E. opened the doors.

"Who is it? Where is she?" she demanded.

"Who's who?"

"The woman."

"What woman?"

"There's a woman in here."

"There isn't."

"There is!"

"There isn't."

"I tell you there is!"

"I tell you there isn't."

"I say I saw her!"

"I say you didn't. How could you?"

With the accompaniment of this excited antiphon they set to work without delay, she searching the room, and he, rather inconsistently with his denial, examining the inner and outer doors, the cracks, locks, keyholes, etc., to see if it were by any means possible she could have seen into the room. She searched half a dozen times every hole and corner by which a human being could hide or escape; and he a dozen times scrutinized every crack in the doors. They both stood baffled, but they could still talk.

"I tell you again, I say there's a woman in this room!"

"I tell you again, I say there isn't!"

"I saw her!"

"Prove it. What sort of a looking woman was she? Where is she?"

"You've let her out the roof."

"You said she's *here*."

"I did not. I said she *was* here."

"How could she get away?"

"Up the chimney."

"You said by the roof."

"The chimney's on the roof, ain't it?"

"No! It's *here*!"

"It isn't. It's *here*!—I mean it's on the roof."

"Then if it ain't *here*, how could she get out of here by it?"

"Good land!" she yelled, frantically, "you talk like a raving jackass!" and flounced out of the room.

She talked the matter over downstairs with the maids. Then the latter recollected that when listening on previous occasions they thought they had heard a female voice. The conclusion they finally agreed upon was that it was either a spirit, or a real woman who entered and left by the window, by a rope ladder—either a ghost or a trapeze woman.

Mr. E. kept searching, and next day discovered the hole in the wall. He had the servant's closet cleaned out, the door securely locked, and kept the key. After listening many days, they heard conversation once or twice when his own closet door happened to be open. The more they watched the house, inside and out, the more they felt it was not a trapeze woman, but a ghost.

It was reported in the papers that the house was haunted, and for some nights a crowd collected in front of it. Various visions were announced, most of them seen by hysterical people and liars. The skeptical believed that Mr. E. had simply fallen into the infatuating power of some bad woman, and they could easily see her influence in some things that went wrong at the factory. She became the object of many maledictions. No one

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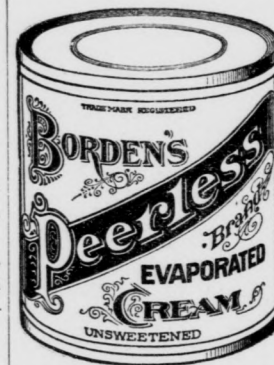
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could elicit a word from Mr. E. on the subject; few that knew him would try. Years before he had lost valuable patents by being too communicative. It had preyed on his mind at the time, and resulted in his becoming a little eccentric in general, and very reticent on special subjects.

It now became difficult to keep servants in "the haunted house." It was, no doubt, owing to this and the general excitement in the neighborhood that Mr. E. now left his private room and everything in it unlocked; and no more ghostly conversations were heard there. But, as he left home now more frequently, it was suspected that he met the strange woman by appointment elsewhere. A nephew of Mrs. E., by careful watching, found that Mr. E. often resorted to a country hotel. The nephew consulted the proprietor, and he, in turn, by much inquiry among the waiters, learned that one of them had once caught a glimpse of a lady in Mr. E.'s room.

The same nephew, by industry, collected in various places a number of wild-sounding stories such as no person would credit or any newspaper publish. For example, a certain hack-driver, who had a name for honesty, solemnly declared that once he was taking Mr. E. on a considerable journey at night. Going up a hill a harness-buckle broke. He got down to mend it, looked in to explain the delay, and saw some one hide behind Mr. E. Nothing was said, but a little later the driver took another peep, and the other passenger was gone.

One of the best authenticated reports was that of a man who was not acquainted with Mr. E. but knew him by sight, and had heard the rumors about him. He happened to put up at the same house once, at an obscure town on the shore of Lake Michigan. He naturally kept an eye on Mr. E. He saw him go out alone in a sailboat, and kept the run of him through a telescope. When Mr. E. was far out, the gentleman called other guests of the house to corroborate him; they looked, and all declared that there was a woman with Mr. E. and they watched him return and land alone.

Within six months from the time Mr. E. began his curious course, and while all was still a public mystery, he and his wife became reconciled, and were as constantly together as young lovers. They seemed devoted to each other and to looking after health—walking, driving, and, as the cook said, "taking their medicine together like turtle-doves." They looked improved and happy; but other people were not, for nothing was explained to anybody. The nephew who had taken so much trouble on his aunt's behalf felt aggrieved, and swore in slang terms that he would "find the nigger in the wood-pile or bust!"

Late in the following fall Mr. E. journeyed alone to a town not a hundred miles from Grand Rapids. At the hotel where he put up there arose a controversy among the servants as to who had blundered in putting two guests, a man and wife, in No. 19, a room that accommodated only one. The clerk was appealed to.

"No," said the clerk, "Mr. Emoren is alone, so registered, at least."

But time and again they caught glimpses of a woman as they passed the door when it happened to be open—a blonde lady, dressed in white. But no

such lady came to meals or was seen by the chambermaids. The clerk told the proprietor. There was a convention of spiritualists just gathering in the town at that time, and a number of them put up at this hotel. The proprietor, in a joking way, said to one of them that he was just about to turn out a guest who was harboring a too familiar spirit. The spiritualist inquired the particulars, and accompanied the host to Mr. E.'s door.

"Mr. E.," said the host, as the door was opened, "you ought to know that this is a respectable house. If the lady that comes to your room is your wife you should have registered her name at the office. If she is not, you must both leave."

Mr. E. showed him that there was nobody with him, and denied that there had been. The host retired, muttering and undecided. The spiritualist lingered a moment; then, taking Mr. E.'s right hand between both of his, he said, in sepulchral tones:

"Brother, I congratulate you! I yearn to you-ward! You are one of the highly favored! I saw that you knew it would be useless to explain to the earthly skeptic."

The spiritualists felt strengthened, and held their heads higher among the Philistines of the hotel. It rolled the reproach from them to be able to point to one of their number who was a powerful materializing medium.

That evening his room was full of the brethren, who hungered for manifestations, and some others who were not brethren, but just as hungry. He was rather reticent and made no pretensions, but said he hoped to be able to materialize for them the next evening.

Next day the skeptical nephew arrived and had an interview with the host.

"Spirits be hanged!" said he. "He's up to his old game. It's that same vile woman!"

The nephew kept out of sight, and the servants were quietly told that the first one who saw any sign of the woman was to come at once to the host. Sure enough, after tea, one of the waiters came in haste to say that he had just caught a glimpse of the woman as he handed in some envelopes to Mr. E. The host notified the nephew. The waiters did not require notification.

"Bear in mind," said the nephew, as they proceeded in a crowd to No. 19, "you all will be called as witnesses in a divorce case."

They knocked at the door. "One moment," called out Mr. E. within.

"Not a minute!" said the nephew, and turned the knob. But the door was locked. They heard Mr. E. climb upon something, and saw him look out through the transom over the door. The foremost put their shoulders to the door.

"Now, all together! One—two—three!"

The crowd shoved, the door flew open. There was a heavy fall heard within and the report as of a pistol, and Mr. E. and the woman lay upon the floor. He jumped up excitedly, and the whole crowd fled. Some forced themselves into the rooms of guests who were peeping out of their doors, and the rest made a stampede along the corridors and tumbled over one another down the stairs.

"Great heavens! I didn't bargain for

(Continued on page 7.)

Vegetable Scoop Forks.



In shoveling potatoes or other vegetables from wagon box or floor with the forks as they have been made, either the load on the fork must be forced up hill sharply, or the head of the fork lowered as the push continues. If the head of the fork is lowered the points will be raised and run into the potatoes. The sharp edge of oval-tined forks will bruise potatoes and beets, and the ordinary points will stick into them.

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Gladwin—Geo. Keidan, general dealer at this place, is dead.

Grant—L. E. Mills succeeds Mills & Mills in general trade.

Gulliver—Beeson & Rindy succeed H. O. Rindy in general trade.

Grant—B. J. Hill is succeeded by Leon Reddy in the meat business.

Muskegon—Mrs. T. Richar has sold her grocery stock to Mr. Nelson.

Stockbridge—Ed. Mann succeeds J. K. Stanley in the hardware business.

Freeland—Munger & Lewis succeed Elsie A. Munger in general trade.

Bay City—James Melon has purchased the book business of Mrs. Lucy Canfield.

West Branch—Chas. S. Abbott & Co. succeed Abbott, Son & Co. in general trade.

Charlevoix—Carpenter, Bartholomew & Co. have sold their general stock to Romey E. Emery.

Grand Ledge—Van Ator, Kiser & Co., hardware dealers, have dissolved, Van Ator & Brown continuing the business.

Mattawan—It is W. C. Moshier—not Moshier Bros., as previously stated—who succeeds J. M. Frost in general trade.

Manton—C. O. Blake has purchased the grocery stock of Earnest Hartley and will continue the business at the old stand.

Belding—Thos. U. Balkwill, formerly engaged in the jewelry business at Lake City, has opened a jewelry store at this place.

Lowell—Patrick Kelly has given a trust mortgage on his agricultural implement stock to I. D. Markham for \$8,000.

Ontonagon—Van Schaick & Vincent, general store dealers, have dissolved partnership, J. G. Vincent retiring from the business.

Shelby—F. A. Pitts and W. H. Griffin have put in a stock of groceries and a meat market in the Hedges building, under the style of Pitts & Griffin.

Belding—Frank Holmes and Harry Ward have formed a copartnership under the style of Holmes & Ward and embarked in the hardware business.

Burr Oak—H. Hagenbaugh, formerly engaged in the meat business at Union City, has removed to this place and embarked in the same business here.

Stanwood—E. S. Wiseman has sold his drug stock to J. Boyn'on and J. Fitzgerald, who will continue the business under the style of J. Baynton & Co.

Allegan—Willis Harvey has purchased a half interest in the flour and feed business of A. E. Calkins. The new firm will be known as Calkins & Harvey.

Manton—Dan. Keyser has sold his interest in the Beyers & Keyser meat market to Wm. Middaugh. Hereafter the firm will be known as Beyers & Middaugh.

Cheboygan—N. Howard and D. C. Horton have purchased the grocery stock of Wheeler & Son and will continue the business at the same location under the style of Howard & Horton.

Scotts—W. F. Schroder has purchased the interest of the Wm. Schroder estate in the firm of Schroder & Co., general dealers, and will continue the business under his own name hereafter.

Bloomington—Milan Wiggins & Co., who recently sold their general stock to

an Illinois gentleman, have arranged to put in a new stock under the same firm name. The stock will be purchased in Grand Rapids, Detroit and Chicago.

Detroit—Thomas G. Young, who some time ago conducted the boot and shoe department at The Fair on Michigan avenue, has obtained a verdict for \$600 in the Wayne Circuit Court against Pingree & Smith. The defendants had a second mortgage for \$700 on Young's stock and, feeling insecure, pounced down on the stock under a provision of the mortgage while he was away to lunch and broke up his business. Young sued for the injury to his business, claiming that the seizure of the stock was unjustifiable.

MANUFACTURING MATTERS.

Atkinson—The Metropolitan Lumber Co.'s sawmill has this season cut 28,000,000 feet of lumber with four band saws. The shingle mill connected with the plant has cut 80,000 a day.

Alpena—The Pine River Lumber Co. is putting up a small sawmill at Old Black River Junction, on the Alpena road, to cut 5,000,000 feet of pine, hemlock and hardwood.

An Sable—Penoyer Bros. are considering the question of building a sawmill at the mouth of Sheldrake River and a site for the plant has been located. They own a large body of timber on that stream.

Bay City—Jonathan Boyce's band sawmill and planing mill are in operation at Essexville, and it is the intention to run them all winter. Steam pipes will be laid in the booms to keep them from freezing.

Charlevoix—The Williams Bowl Co., a copartnership consisting of Geo. G., D. G. and G. S. Williams, is erecting buildings suitable for the manufacture of wooden bowls. The gentlemen composing the firm hail from Griffin, Ill.

Traverse City—The Traverse City Lumber Co. has let jobs for 12,000,000 feet of hemlock, and if the market holds firm will get out 20,000,000 feet. This company is putting two new mills in operation at East Jordan, and intends to get out about 6,000,000 feet of hemlock and hardwood.

Josiah E. Jessup, who recently severed his relations as book-keeper for the West Michigan Lumber Co. to accept a similar position with the Hazeltine & Perkins Drug Co., was called to the office of General Manager Wright last Saturday and presented with a check for \$250 in token of the appreciation of the company for his eight years' faithful service.

Rose City—The French Land & Lumber Co. has been negotiating for the purchase of the Burrell stave and heading plant. The latter company shut down completely three months ago when the plant was about ready for business. If the deal goes through, the French company proposes to manufacture lumber and shingles and run a planing mill in connection with the plant.

Traverse City—Cobbs & Mitchell, of Cadillac, have two camps in operation at Acme, on East Bay, and expect to get out 6,000,000 feet of pine. They have constructed side tracks adjoining the Chicago & West Michigan Railway, but are using their own rolling stock and locomotives, which enables them to haul their logs to this place, where they are transferred to the Grand Rapids & Indiana for Cadillac.

Manistee—The Manistee Lumber Co. is springing a new scheme on an unsuspecting public. Realizing that it is impossible to keep on hand a supply of bill logs of all the different lengths called for, and not having a logging railroad running direct to its mills from the woods so that it can get the lengths as needed, it has hit upon the scheme of putting all its logs in as long as the trees will make them, and sawing them to needed lengths at the foot of the log slide. For this purpose it is putting up a small engine with drag saw attachment to be ready for use next spring, and after this does not propose to be caught not able to bid on anything that offers. Of course, this could not be done on all the rivers of the country, as they could not drive logs 60, 70 and 80 feet long readily, but the Manistee is an exception.

Saginaw—The Cook Shingle Co. is the name of a new Saginaw firm, whose field of operations will be in Midland and Gladwin counties, with headquarters in this city. It is composed of Col. A. T. Bliss, A. F. Cook and L. A. Bliss, all well-known business men, the latter two having been in the employ of Col. A. T. Bliss for a number of years, and who will have direct charge of the business. They already have a shingle mill in operation at the terminus of the Bliss Railroad, about six miles from Coleman, which they will run until the product of about 21,000 acres of timber is disposed of. They also have a large gang of men engaged in the hoop business at the same point. This firm is the sponsor for a new village which has been platted about five miles northeast of Coleman, and named Blissville, where they will establish a general store and large boarding house. As fast as the timber is taken off the lands they will be opened to settlers.

Standish—J. E. Austin has just finished a shingle mill that is a decided novelty in that line. Instead of using a saw the shingles are sliced off with a large knife after the blocks are steamed, leaving the shingles perfectly smooth and wasting none of the timber in sawdust. The cutting of shingles in this manner has been thought to be a failure, but Mr. Austin claims to have made an improvement over all other inventions in this line and has applied for a patent for his machine. The designs for all of the castings for this machine were either made or dictated by Mr. Austin. If this machine is all that it appears to be, it will be a very profitable patent, as it will make about 20 per cent. more strokes to the minute than the best saw machines can make, saves timber and makes a smoother shingle. Mr. Austin expects to start his new mill as soon as he can secure sufficient stock. Its operations will be watched with interest by shingle manufacturers.

Menominee—The mills have all shut down, and the manufacture of lumber is consequently closed for the season of 1893. Notwithstanding the general depression in all branches of business, this particular industry, at least on the Menominee, has been highly satisfactory to all concerned. A larger amount of lumber and other mill products has been turned out than in former years, though it will be seen by a comparison of the figures that something like 60,000,000 feet less of lumber was shipped this season than last. It was said early in the season, and even as late as six weeks ago,

that less than one-half the usual cut of logs would be banked during the coming winter. From present indications this theory was based on the natural consequences incident upon a dull season of trade and not on facts, for it is apparent on every hand that not only a large cut, but in some localities an increase over last season's bankings, will be the result of the winter's work in the pineries.

PRODUCE MARKET.

Apples—The market is almost entirely bare of stock, ordinary Russets commanding \$1 per bu., while selected Greenings, spys and Baldwins bring \$4 per bbl.

Beans—Lower and dull. Handlers pay \$1.10 for country cleaned and \$1.25 for country picked.

Butter—About the same as a week ago. Dealers pay 18@20c for choice dairy, holding at 20@22c. Creamery is slow sale at 28c.

Cabbage—Home grown, \$5 per 100.

Carrots—20c per bushel.

Cranberries—Cape Cod are a little weaker, commanding \$2.25 per bu. and \$6 per bbl. Jerseys are in moderate demand at \$5.75.

Celery—Home grown commands 15@18c per doz.

Eggs—The market is about the same as a week ago. Handlers hold fresh at 21c and pickled at 20c per doz.

Grapes—New York Concord commands 15c per 8-lb. basket. Catawbas bring 25c, while Malagas in 55-lb. kegs bring \$4@5. California Tokays are higher, commanding \$4 per 8-basket crate.

Honey—White clover commands 16c per lb., dark buckwheat brings 13@14c.

Lettuce—Grand Rapids forcing, 12½c per lb.

Nuts—Walnuts and butternuts, 75c per bu. Hickory nuts, \$1.10 per bu.

Onions—Handlers pay 40c, holding at 50c per bu. Spanish are in small demand at \$1.25 per crate.

Potatoes—The market is lower than a week ago, handlers paying 40c here and 35@38c at outside buying points.

Squash—Hubbard, 1½c per lb.

Sweet Potatoes—Kiln dried Jerseys command \$4.50 per bbl.

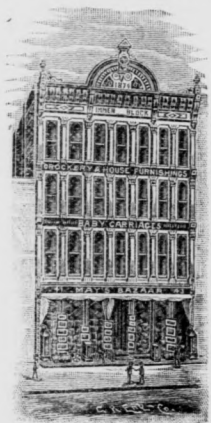
Turnips—25c per bu.

HARRY HARMAN'S SCHOOL OF WINDOW DRESSING AND DECORATING.

A monthly publication. Displays for every line of business.

HOLIDAY EDITION 25 CTS.
(No stamps.)

1204 Woman's Temple, Chicago.



Country Merchants

wishing a small stock of holiday goods will find it to their interest to call at once at

May's Bazaar,

41 and 43 Monroe St.

Our stock is complete, and the largest and finest in the city.

GRAND RAPIDS GOSSIP.

F. E. Richards has opened a grocery store at Clarksville. The I. M. Clark Grocery Co. furnished the stock.

Clarence N. Menold has opened a drug store at Fennville. The Hazeltine & Perkins Drug Co. furnished the stock.

H. Keenan has opened a grocery store at 796 South Division street. The Lemon & Wheeler Company furnished the stock.

Smith & Rathvon have opened a grocery store at Mecosta. The stock was furnished by the Lemon & Wheeler Company.

Wm. Neilan, formerly engaged in general trade at Weldon Creek, has embarked in the grocery business at Custer. The stock was furnished by the I. M. Clark Grocery Co.

A. L. Campbell, whose grocery stock at Schoolcraft was recently destroyed by fire, has resumed business at another location in that place. The I. M. Clark Grocery Co. furnished the stock.

Wm. Joyce has purchased the interest of his partner in the tea, coffee and spice stock of Joyce & Visner, and removed the stock from the corner of Crescent avenue and Kent street to 404 Jefferson avenue.

Ed. Farnham has traded his drug and grocery stock for a farm, E. A. Webb being the new owner of the store and stock. Local creditors of Mr. Farnham are somewhat uneasy over the transaction, as no assurances of a positive character have been received from their former customer.

J. P. Visner has closed out the bakery and restaurant business formerly conducted by Visner & Cusick, at 129 Canal street, and deposited the proceeds with the Kent Circuit Court, in accordance with the order of Judge Adsit. Mr. Visner has since released the premises and resumed the same business at the same location under his own name.

Leonard Kipp, the West Broadway grocer, died last Wednesday from a complication of pulmonary troubles induced by a severe attack of the grip. Deceased was born in Zeeland, Holland, in 1840, coming to this country when only 14 years of age and locating in this city. The first two years he worked for C. C. Comstock, when he entered the employ of Nelson, Matter & Co. as a machine hand, remaining in that capacity eighteen years. He then opened a grocery store at the corner of West Broadway and Shawmut avenue, at which location he conducted business uninterruptedly for nineteen years. Deceased was married in 1860 to Miss Henrietta Dogman, who bore him four children, two of whom survive—Nellie, now Mrs. S. U. Clark, and Jennie, who will be associated with her mother in the management of the store. Deceased was a man of generous impulses, excellent habits and sterling integrity and was respected by all who knew him. He was a member of the Odd Fellows' fraternity and a charter member of the Retail Grocers' Association, by whom he was held in high esteem. As soon as it was known that death had taken place, President Smits called a special meeting of the Association, which convened Wednesday afternoon at the Morton House. Messrs. Rasch, Vieregiver and Herrick were appointed a committee to procure an ap-

propriate floral offering, and prepare resolutions expressing the grief of the Association and its sympathy with the friends of the deceased. The funeral was held at the family residence Friday afternoon, the interment being made in Fulton street cemetery.

Purely Personal.

John Vaupell, Secretary of the Grand Haven Leather Co., at Grand Haven, was in town one day last week.

J. W. Pollard, of the firm of Pollard Bros., general dealers at Ashland Center, was in town a couple of days last week.

Clarence M. Menold, who has just embarked in the drug business at Fennville, was in town last week for the purpose of selecting his stock. Mr. Menold has been in the employ of Geo. J. Stephenson, the Bangor druggist, over five years, and is well qualified to enter upon the exacting duties of an established pharmacist.

Frank Jewell (I. M. Clark Grocery Co.) is happy over the receipt of a pair of handsome elk horns from a former business associate at Tacoma. This gives him a trio of trophies of this sort, he having recently received a pair of Buffalo horns from a friend at Bismarck and a pair of Texas steer horns from Brother Armour, of Chicago.

Thomas Graham, general dealer at Rosedale, Chippewa county, recently killed a spike deer in the woods near his store. The deer is a freak and difficult if not impossible to classify. It is the size of an average three-year-old buck and has the mysterious "spike" or two straight horns like the antelope, which give to the hunter or naturalist no idea of the animal.

Frank A. Stone has handed in his resignation as buyer for H. Leonard & Sons, to take effect Jan. 1, when he will assume the management of the Michigan Vapor Stove Co. Mr. Stone has been associated with Leonard & Sons in various capacities for seventeen years and has come to be looked upon as a fixture of the business. His retirement will be the cause of general regret on the part of the trade, all of whom will bespeak for him in his new connection the success his energy and shrewdness deserve.

MILLER VS. GROCER.

Cards from Daniel Vieregiver and Peter Schuit.

GRAND RAPIDS, Dec. 8.—I note the card of the Valley City Milling Co. in your issue of Dec. 6 and beg leave to say, in reply, that the Valley City Milling Co. does retail "Lily White" flour, as I have customers who assure me they have bought flour at the mill. I can furnish their names, if necessary.

So far as the wholesale price of flour is concerned, I beg leave to say that when reputable grocers state in open meeting that they have bought "Lily White" flour for \$1.50, I believe them to be telling the truth. When the Valley City Milling Co. says it has only one price, I know better; for its own city salesman has made me two prices.

I do not pretend to possess any knowledge of the inside management of the Valley City Milling Co.—probably would not know anything about it if I bought my flour from that mill, instead of patronizing other mills, as has been my custom heretofore. All I care to see in the matter is honest dealing with all and one price to all.

Yours for the right,
DANIEL VIERGEVIER.

MR. SCHUIT'S CARD.

GRAND RAPIDS, Dec. 7.—In regard to the card from the Valley City Milling Co., referring to the proceedings of the meet-

ing of the Retail Grocers' Association, there seems to be a misunderstanding all around. In the first place, the proceedings of said meeting were not published just as they occurred. When the flour question was taken up, the price of "Lily White" flour was asked for, upon which two prominent grocers arose and each stated in an open meeting of about 100 grocers that they paid \$1.50 per 100 pounds. Then I immediately stood up and stated, "It seems that 'Lily White' appears to be sold at all kinds of prices," knowing that I had paid more than \$1.50. I thought then that the information was reliable and am still of the same opinion. Hence I see no reason why I should recall or in any way qualify my statement.

Yours truly,
PETER SCHUIT,
Grocer and Mgr. G. R. Fruit Cleaning Co.

Cannot Buy for Cash or Credit.

The cheapness of credits for some years past has furnished material for a great deal of thought and speech this year, and it is, consequently, rather unusual to learn of a firm that cannot buy goods for cash; yet such a firm exists and is endeavoring to do business in this State.

Several years ago the firm referred to made a bad failure, all its assets being gobbled up by relatives. Business was resumed after a while and everything apparently moved along smoothly, although, of course, they had to pay practically cash for their goods. About two months ago they sent an order to a certain jobbing house in this city, asking sixty days' time on a \$400 order. The house, knowing the firm's bad record, at once wrote them that they must pay cash or the goods would not be shipped. Of course, the letter conveying this information was clothed in the most courteous manner, but the sum and substance of it was as stated. The firm in answering wrote a scurrilous communication, which went far beyond the bounds of common business decency. It was such a letter as no honest or honorable firm would ever think of writing, even to their worst enemy. The wholesale house wrote the following brief reply: "You cannot buy for cash from us." It did more than this. A circular letter was prepared and sent to other leading wholesale houses throughout the country informing them of the details of the affair and asking co-operation in not selling the firm referred to. So far as heard from, four houses have already refused to fill cash orders for the firm, and there have probably been others who have done the same. It is not improbable, therefore, that this firm will ultimately be actually driven out of business because they cannot buy goods, even for cash.

FOR SALE, WANTED, ETC.

BUSINESS CHANCES.

FOR EXCHANGE—FOR CITY OR COUNTRY real estate, a new stock of clothing and furnishing goods, invoicing from \$5,000 to \$6,000. Address No. 832, care Michigan Tradesman. 832

FOR SALE—HARDWARE BUSINESS IN A town of 3,000 inhabitants. Stock about \$6,000. Business established 34 years, with the leading trade. R. B. Oglesbee, Plymouth, Ind. 834

FOR SALE—LAND SUITABLE FOR SUMMER resort, comprising 50 acres, with 210 rods of water front, on one of the inland lakes near Petoskey. Excellent brook trout; bass and pickerel fishing; fine shore for bathing or boating. A better investment for capital than a campaign fund. Address Resort, care Michigan Tradesman. 835

A WIDOW WHO HAS BEEN LEFT A STOCK of general merchandise by the death of her husband, and who has not the necessary experience to conduct the business successfully, wishes to correspond with a widower or gentleman of middle age, with a view to matrimony. Correspondent must be experienced in mercantile business and able to conduct a general store in a country town. Address stating age, business experience and financial condition, No. 836, care Michigan Tradesman. 836

FOR SALE—RETAIL MILLING BUSINESS in Stanton, Mich. Good location. Established business. For terms and particulars apply to Macauley & Company, Detroit, Mich. 837

POSITION WANTED—BY REGISTERED assistant pharmacist of five years' experience. Best of references. Address No. 526, care Michigan Tradesman. 826

IF YOU HAVE A GROCERY OR GENERAL stock of merchandise, doing a good business in a country town, which you wish to exchange for one of the finest residences containing nine acres of choice land with all kinds of fruit, in the flourishing village of Middleville, address W. Watson, Middleville, Mich. 827

FOR SALE OR EXCHANGE—STOCK OF general merchandise. Address 222 Washington ave., North, Lansing, Mich. 830

FOR SALE—ONE YALE POST OFFICE case, containing one hundred and fifty nine call boxes, twenty four lock boxes, and six large drawers. Will sell for one-half its cost. H. Bird, Jr., postmaster, Douglas, Mich. 833

WANTED—A CASH BUYER FOR THE best drug chance in Michigan; invoice \$3,000. Address 701 Main st., Ypsilomete. 831

A CLEAN STOCK OF GROCERIES FOR Sale; good trade, cheap for spot cash; the only delivery wagon in town. Stock about \$2,500. Investigate. Address box 15, Centreville, Mich. 829

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. 821

I HAVE SEVERAL GOOD IMPROVED farms and Lansing city property to exchange for merchandise. Address F. C. Brisbin, Lansing, Mich. 823

WANTED—WOODENWARE FACTORY OR Saw Mill, with good power, to locate here. Substantial aid will be given the right party. Address S. S. Burnett, Lake Ann, Mich. 819

CHANCE OF A LIFETIME TO SECURE A business at a great bargain—millinery and fancy goods. Write for particulars. H. T. Cole, Administrator, Monroe, Mich. 818

FOR SALE—NEARLY NEW 7 1/2 HORSE power Otto gas engine. Discarded because we must have more power. W. T. Lamoreaux Co., 122 West Bridge St., Grand Rapids. 816

FOR EXCHANGE—FOR GRAND RAPIDS real estate, a new stock of clothing and furnishing goods, invoicing from \$5,000 to \$6,000. Address No. 815, care Michigan Tradesman. 815

FOR SALE—SHINGLE MILL, NEARLY new, capable of cutting 50,000 feet to-morrow. Must be sold soon. Big bargain for cash buyer. For particulars address, Holmes & DeGott Tustin, Mich. 814

FOR SALE—\$3,500 STOCK OF GENERAL merchandise and two-story building. Railroad, 500 population. Established strictly cash business. Center of town. Best farming section of Michigan. Bargain. W. H. Pardee, Freeport, Mich. 804

A GOOD CLEAN STOCK OF DRY GOODS, boots, shoes and groceries to exchange for Lansing city property or improved farms. Address F. C. Brisbin, Lansing, Mich. 824

WANTED—TO EXCHANGE A VALUABLE farm of 160 acres for merchandise or personal property. The farm is located near a thriving town, 45 acres improved, balance heavily timbered. Address No. 805, care Michigan Trade man. 805

WANTED—TO EXCHANGE, DESIRABLE Kalamazoo real estate for merchandise. Calvin Forbes, Kalamazoo, Mich. 806

SITUATIONS WANTED.

WANTED—SITUATION IN A FIRST-CLASS drug store, with view of purchasing a half or whole of business after six or eight months. Address No. 828, care Michigan Tradesman. 828

WANTED—POSITION AS WINDOW TRIMMER, book-keeper or salesman, by young man of five years' experience in general store. References if desired. Address No. 829, care Michigan Tradesman. 829

WANTED—A practical druggist, with some capital, to take charge of a first-class drug store. Address C. L. Brundage, opera house block, Muskegon, Mich. 756

A Big Drive

IN ALL SILK (SAT. EDGE) RIBBONS.

Having purchased a large lot of All Silk Ribbons at the great per-emptory sale in New York for cash, we are enabled to offer you the following bargains:

No. 5.....	40c
No. 7.....	52c
No. 9.....	68c
No. 12.....	84c

Or we will assort you a box each of Nos. 5, 7, 9 and 12, at 52 1/2c average, and you can select your own colors.

We make a specialty of Ribbons, and you will find that we have the largest and most complete stock of these goods in the State.

We solicit your inspection or mail orders.

Corl, Knott & Co.,
20-22 No. Division St.,
GRAND RAPIDS, MICH.

How Able Authorities Look Upon the Co-Operative Delivery System.

American Grocer (New York): Out in a Michigan city a trial has been made of a co-operative delivery system. Failure was the result. We cannot conceive how such a plan could be successful in the grocery business, because the character of the service and the people served by various stores differ so widely. The class of goods, the manner of wrapping, the person of delivery clerks, besides liability to errors of all sorts, tend to make such a plan impracticable. In Hastings, where a trial was made, the disadvantages were found to be many. Tardiness in making deliveries was the chief obstacle. It removed customers from the supervision of the storekeeper—a fatal objection. Some thought the plan would succeed were every dealer in the place to give it support. That is scarcely to be expected. Like many another ideal plan, the co-operative delivery proved a failure when tested.

Merchants' Review (New York): An ounce of practice is said to be worth a ton of theory, and the collapse of the experiment of the Hastings grocers will effectually settle the question as to the merits of the co-operative delivery system, so far as many people are concerned. And yet we would like to see the plan receive another test, for in the small towns of the country it appears to offer an easy solution of the problem of how to distribute goods over a relatively large territory at a comparatively small cost to the consumers. Many small merchants cannot afford the expense of a horse and wagon, but admitting that all can do so, and that in a town of, say, 5,000 inhabitants, there are a dozen retail grocers each running his own delivery wagons, the chances are that these wagons will not be employed all day long; yet the expense goes on all the time, the cost of the horses' keep and the salaries of the drivers amounting to a respectable sum in the aggregate. By introducing the co-operative system it may be possible to cut down the number of wagons one-half and at the same time give satisfaction to the customers of the merchants. The saving would naturally be divided between the dealers and the consumers, and the grocer's share should be sufficiently large to make him a warm friend of the system. Business jealousies would be fatal to the plan, it would seem, yet we find that they disappear entirely or are forced out of sight below the surface by the harmonious relations of the retail grocers in the meeting rooms of their organizations; we also find that they are no bar to the formation of co-operative purchasing agencies among the grocers. Therefore we believe the co-operative delivery system is still deserving of a trial in localities where the conditions are favorable, and that there is no good reason why it cannot be made a success.

To Sell Dry Goods.

Miss Ada Rehan did not count on being converted into a shop girl when she became a model for the famous Montana silver statue of Justice, but that is just what she has come to. She is now engaged in selling dry goods. The silver statue is the leading attraction in a big store in Brooklyn. It is mounted on a raised platform in the middle of the store. The platform is covered with black cloth, and over the statue is stretched a canopy of green silk. It is said that it shows to better advantage there than it did at the fair, and as the statue is gradually becoming oxidized it gains in beauty daily. It is not yet announced, if determined, what will be the final disposition made of it.

Can't Blow It Out.

A Baltimore genius has invented a philanthropic gas burner, designed to save the lives of the inexperienced rustics who stop at hotels and extinguish the gas with their breaths. He calls it the "Hayseed Gas Burner," and says that the harder one blows at it, the more stubbornly the light refuses to go out. If by any chance an exceptionally strong pair of lungs succeeds in extinguishing it, it is automatically relighted at once. This burner will probably prove the despair of many an unlucky farmer, who will try to blow it out in vain.

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CANTON FLANNEL, DRESS GOODS, CORSETS, and PRINTS.

Table listing various fabrics and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOME FLANNEL, CANYASS AND PADDING, DUCKS, WADDINGS, SILK, HOOKS AND EYES—PER GROSS, SAFETY PINS, NEEDLES—PER M., and TABLE OIL CLOTH.

HEROLD-BERTSCH SHOE CO. BOOTS, SHOES, AND RUBBERS.



GRAND RAPIDS, MICH. Eaton, Lyon & Co., 20 & 22 Monroe St., OUR FULL LINE OF

Holiday Goods

Now ready, including a large assortment of ALBUMS, TOILET SETS and NOVELTIES. THE LARGEST LINE OF DOLLS SHOWN IN THE STATE.

RATE REDUCED FROM \$2 to \$1.25 PER DAY AT THE Kent Hotel, Directly opposite Union Depot, GRAND RAPIDS.

Steam Heat and Electric Bells. Everything New and Clean. BEACH & BOOTH, Prop'rs.

FOURTH NATIONAL BANK

Grand Rapids, Mich. D. A. BLODGETT, President. GEO. W. GAY, Vice-President. WM. H. ANDERSON, Cashier. JNO A. SEYMOUR, Ass't Cashier. Capital, \$300,000. DIRECTORS: D. A. Blodgett, Geo. W. Gay, S. M. Lemon, C. Bertsch, A. J. Bowne, G. K. Johnson, Wm. H. Anderson, Wm. Sears, A. D. Rathbone, John Widdicombe, N. A. Fletcher.

Collect Your Bad Debts

Send us \$5 for an outfit guaranteed to bring in at least its cost, and results prove it to be the best system in existence. Try it. The outfit is small. No other charge for fees or commissions, and money will be paid direct to you, not through us. We will refund the \$5 if not collected so that you will be out nothing for the experiment. As to our responsibility, etc., refer to following Detroit Banks: John L. Harper & Co., Merchants and Manufacturers' National Bank, City Savings Bank. Enclose stamp to insure reply. The Credit and Collection Co., DETROIT, MICH.

(Concluded from 3d page.)

this kind of thing," said the breathless host to the pallid nephew.

Several waiters ran for police and doctors. The police came, entered No. 19 without opposition, and found Mr. E. smoking, but no sign of a woman, dead or alive. An hour was spent in searching the room and premises, but no woman or pistol was found. Even the spiritualists were astounded at such an openly public, visible and audible materialization. The clerk and the nephew, who had helped to search, at last gave it up and went downstairs.

"Well, sir," said the host to Mr. E., "whatever you've done or haven't done to anybody else, you are ruining this hotel. Nobody'll stay here if this thing goes on."

"Oh, I see that," said Mr. E. "That must be righted. Now, if these officers will send everybody else about their business, I think I can satisfy them, and you, too. First, have some refreshments brought. You may tell the young man, my wife's nephew, to come, too, if he likes." But the nephew had just left for home, remarking to the clerk that he had "got enough."

"Now, I'll be short as I can, gentlemen," began Mr. E., as they closed the door and drew up round a table. "I wasn't born to keep secrets. Fact is, I'm naturally a talker—too much so for my own good, sometimes. But after I was married some time I got a notion into my head, somehow, that what we human beings enjoyed was not talking with somebody, but to somebody, because I got to noticing how long some of us talkative talkers would talk without anybody else saying much of anything. Think I, it's just to hear ourselves talk, as the saying is. It's good for the health, they say; but why not talk to ourselves some, said I. I tried it; but talking to nothing didn't seem natural, somehow—force of habit, maybe. Then thinks I, how'll it do to talk to some thing instead of some body? Poets talk a lot to things—all kinds of things; very nice talk it is, too—some of it.

"Now, I never studied mental philosophy—my education was picked up; but I'm a natural inventor. The only way I could ever keep quiet comfortably was inventing something—no matter what. Well, you see while I was thinking over this matter I concluded it was according to laws of human nature to talk to things. Just see what piles of satisfaction children everywhere get out of talking to dolls; and what heaps of comfort all sorts of people get out of talking—that is, praying—to or at or in front of images. Imagination does the work, and I've got lots of that. Then, next to people, what's the most natural thing to talk to? A doll—an image. That was just to my hand. I enjoyed thinking it out. My old trade was India rubber. I made some journeys and got my stuff together. I planned it, and worked it out, improving and improving, until at last I succeeded in building the biggest, the prettiest, and the neatest dressed rubber doll in the world! She is thin-skinned, but tough. There's a valve on her arm—she materializes in a few seconds and collapses still quicker. I can blow her up or squelch her, and she only smiles. Her dress is fine, and without plaits, folds or flounces. She collapses, clothes and all, just as she is. You can roll her up and stick her anywhere. Hanging on my

arm, folded up, you'd take her for a shawl or water-proof or whatever happened to be the outer dress.

"Well, I tried her some months, just to talk to. As a companion, I consider her a great improvement on some people; and in some points she can't be equaled by anybody. But still, even just for talking to, I think there's something wanting. However, I wanted to test that mental philosophy question—about poets talking to things, and about dolls and images. And I'm not satisfied about that yet.

"This ghost I hadn't trotted out for some time, until the other day I happened to see a notice of this spiritual gathering, and took it into my head to come on and have a little amusement. I let the waiter see the figure on purpose to get it spread around among the faithful. They were coming in to-night. I had just blown up the ghost and was going to put her under the bed, when you came in."

S. C. THOMPSON.

The Grocery Business Does Pay.

A retail grocer of Columbus, Ohio, writes the *American Grocer* as follows: Have just finished looking over *Grocer* of last week, and it struck me I might say something (with your assistance) of benefit to some of the boys. My education has been limited. At the age of 12 I was a newsboy. At the age of 13 I accepted a position in a crockery store as sweeper, errand boy and general hustler. I worked for this firm seven years, during which time they had a great many clerks, and when I left them in 1881 I was head clerk. It now struck me I would like to work for myself; but I had no capital, as I had given all my earnings to my mother. I went to a friend and told him I could buy one-half interest in a grocery if I had \$800. And this is what he asked me: "My young man, what have you done with your money?" I got the money, and at the age of 20 began the life of a grocer. After invoicing the first year I found I had made \$120 less than the salary I had been receiving. Did I get discouraged and quit? No, sir! I was learning the business, and after seven years of partnership (which is not always pleasant) I began to sail alone, and my success has been better than I expected. Having just closed my twelfth year, I will give the boys my earnings for my first year as a grocer, and also for the twelfth year. My invoice book tells me October, 1882, my profits for first year were \$474, from which sum I saved \$250 to be paid on the \$800 borrowed; and October, 1893, tells me my profits have been \$3,674, with a capital of \$15,000. Now, I know there are a great many who have done much better. But, boys, see if you can't do just as well. Always keep smiling, and look ahead. Do not think you are doing too much, for there is always some one watching you. Do not make any promises if you are not certain you can keep them. I know I have clerks who will never be worth a dollar, because they have never learned to save.

Hardware Price Current.

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

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

Wrought Loose Pin	60&10
Wrought Table	60&10
Wrought Inside Blind	60&10
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60&10
CRADLES.	
Grain	dis. 50&62
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. P.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	25
Central Fire	dis. 50
CHISELS.	
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" " " " " "	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	07
Large sizes, per pound	6 1/2
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	18
Discount, 60	dis.
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
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.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" " " " " " " "	40
" " " " " " " "	40
" " " " " " " "	30
MOLASSES GATES.	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 75@1 80
60	Base Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 30
2	1 60
Fine 8	1 60
Case 10	65
" " " "	75
" " " "	90
Finish 10	75
" " " "	90
Clinch 10	1 10
" " " "	70
" " " "	80
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Sciota Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	40
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"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 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " " "	net 8 1/2
" " " "	net 7 1/2
" " " "	net 7 1/2
Strap and T	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 70
Japanned Tin Ware	25
Garnett Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	
Blight	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	9
Manilla	13
SQUARES.	
Steel and Iron	75
Try and Bevels	6'
Mitre	2'
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. 84 05
Nos. 15 to 17	82 95
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.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	35
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" " Hand	20
" " Silver Steel Dia. X Cuts, per foot	70
" " Special Steel Dex X Cuts, per foot	50
" " Special Steel Dia. X Cuts, per foot	30
" " Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60&10
Oneida Community, Newhouse's	35
Oneida Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 65
Annealed Market	70-10
Coppered Market	60
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 80
" " " " " "	2 40
HORSE NAILS.	
Au Sable	dis. 40&10
Putnam	dis. 05
Northwestern	dis. 10&10
WHIRLS.	
Baxter's Adjustable, nicked	20
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&10
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Chisern	75&10
Screws, New List	70&10
Casters, Bed & d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/4 c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 @ 1/2	16
Extra Wiping of the many other qualities of solder in the market indicated by private brands: vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	8 7
14x20 IC, " "	7 0
10x14 IC, " "	9 25
14x20 IC, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IC, " "	8 25
14x20 IC, " "	9 25
Each additional X on this grade \$1.50.	
BOILER PLATES.	
14x20 IC, " Worcester	6 5
14x20 IC, " " "	8 5
20x28 IC, " " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IC, " " "	7 50
20x28 IC, " " "	12 50
30x28 IC, " " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers,	per pound 10 00
14x60 IX, " " " " " "	9

MICHIGAN TRADESMAN

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E. A. STOWE, Editor.

WEDNESDAY, DECEMBER 13, 1893.

EXTENSION OF THE WEATHER SERVICE.

The Government weather service costs the people of the United States less than one million dollars a year, the estimates for the ensuing twelve months being little more than \$854,000. The river and flood reports and storm warnings are worth to vast commercial and agricultural interests a great deal more than that. But the weather service, which is an evolution still in the development stage, and not having reached the conditions of a perfected system, needs yet a great deal of improvement. The time has not yet arrived when forecasts of the weather can be absolutely declared. All that is possible is to discover the advance movement of a weather wave, and then to foretell the direction it will be most likely to pursue and the section of territory it will cover. What is necessary is to be able to detect the appearance of a storm or polar wave before it reaches the limits of the United States and as far off as possible.

Something has been done in this direction by securing telegraphic reports from several points in British America, on the Canadian Pacific Railroad, in the route by which the polar blizzards come into the United States. That is very good, and the day will come when from stations still nearer the pole telegraphic warnings will be sent.

But there is also much to be desired in reaching out into the Caribbean Sea and the Mexican Gulf for cyclone warnings. The recent terrible storm which precipitated itself upon the coast of Louisiana at the cost of thousands of human lives and millions of dollars' worth of property came in from the sea without a moment's warning. Ships traversing the Gulf experienced this cyclone many hours before it hurled its fury upon the coast, and if there had been floating stations at sea with cable connection to the shore it might have been possible to have sent warnings which would have saved many lives at least.

There should be arrangements for securing warnings from Cuba and other West Indian islands, and there should be a signal station on the projection of the

peninsula of Yucatan. It is absolutely necessary to have information from southern and eastern sources. All this is obvious enough to the authorities of the Weather Bureau, for it admits that there seems to be a necessity for a closer co-operation with the weather service in Mexico, and to that end the chief of the Weather Bureau reports arrangements with the director of the central meteorological observatory, Sr. Mariano de la Barcena, for an international exchange of telegrams on terms similar to those in operation between the United States and Canada. The Mexican service is willing to deliver, without expense, to our agent at the nearest point, certain information and receive certain data in exchange. The need of full telegraphic reports from the Bahamas was clearly shown recently by the disastrous hurricane of August 28. It is believed that if the matter were officially presented to the Government of that colony, the importance of an interchange of meteorological information would meet with favorable response.

WATERWAYS AND RAILROADS.

Canals, except ship canals, have largely gone out of fashion for transportation purposes. While some of the best of the canals in existence are still in use, others have been abandoned, and none have been built for a long period.

The reason of this is plain enough. The cost of building a canal through a broken and often mountainous region is very great, as is also that of maintaining it. A railroad over the same line can be constructed and maintained far more cheaply, and it has the advantage of speed in transportation. Moreover, canals are commonly the property of corporations which exact fees for their use, and this fact increases the cost of transportation over them. Nevertheless, there are some advantages in the use of canals for carrying heavy and bulky freights which will not bear heavy charges, such as iron ores and metals, coal, building and paving stone and the like, but there is no considerable inducement to build or maintain canals even for that purpose.

Of course, these considerations do not apply to ship canals, which permit ships to shorten ocean routes, or to sail directly up to cities which were formerly unapproachable. Such canals save the cost and delay of long circuitous voyages and the detention and trouble, besides the expense caused by the breaking of bulk and trans-shipment of cargoes. The tendency of effort in all modern commerce is in the direction of cheapening all costs of transportation and in reducing the time of transit. Ship canals are directly in line with such a policy. A canal through the American isthmus or one across Florida, capable of carrying ships of a large class, would be very desirable and will, in all probability, be, sooner or later, consummated. But for interior transportation, so far as canals are concerned, their time has passed, and that of railways is in its heyday.

But the value of natural free waterways will constantly increase. They may require, in some details, improving by art; but where they are in a state of nature largely serviceable, their use will constantly increase, because it is in the direction of a superior economy. The Mississippi River, with its extraordinary system of navigable tributaries, makes one of the most important interior water-

ways in the world, finding a rival only in the great system of lakes of which Michigan is the focusing point. The day will come when the Great Lakes and the Mississippi will be connected by navigable channels and form practically a single system of interior waterways for the commerce of this vast and powerful republic.

GUN BUILDING BY UNCLE SAM.

While immense progress has been made of late years in navy building in this country in all its branches, it is probably in the manufacture of great guns needed for the armament of the new ships that the greatest progress has been made. When the work of constructing a new navy was commenced the United States had no plant capable of making modern high power guns. To supply this deficiency Secretary of the Navy Whitney established the great gun factory at the Washington Navy Yard.

This factory has been a most wonderful success, as nearly all the ships afloat having modern high power guns had their armaments made at this factory. The tests to which the works of this factory have been subjected prove that the guns turned out by it are equal if not superior to the guns made in the best factories of Europe.

Up to the present time this factory has completed for service 237 guns, ranging in size from 4-inch caliber to 13 inches. The 13-inch guns are to be mounted on the new battle-ships, as well as on a few monitors and coast defense vessels. So far none of the 13-inch guns are afloat, but two of the 12-inch guns are doing service in the coast defense vessel Monterey. As many as ten of the 10-inch guns are afloat, with correspondingly large numbers of the smaller calibers, all of which have so far rendered efficient service.

The possession of the gun factory at Washington has enabled the Navy Department to provide guns needed by the new vessels as fast as the vessels themselves were ready to receive them. None of the new ships have, of late years, had to wait for their guns, and as work on the guns for all the ships now under contract is far advanced, it is certain that all the vessels will find their guns waiting for them when they finally leave the builders' hands. This is a signal triumph for American energy and pluck, and should demonstrate that there is no naval problem so difficult that our naval constructors and officials are not capable of solving.

MORE ANTI-OPTION LEGISLATION.

Representative Hatch, the father of the anti-option bill which attracted so much attention during the term of the last Congress, has announced that he proposes to again introduce his measure so modified and improved as to meet the views of the advocates of the same class of legislation in the Senate. Everybody expected this of Mr. Hatch, as they look for the usual batch of radical measures which have been introduced biennially for a decade past. There is pretty certain to be a pure lard bill, some sort of sub-treasury scheme, as well as an anti-option bill, and all this class of legislation is equally prejudicial to the real business interests of the country.

Should Mr. Hatch carry out his threat an anti-option bill will have appeared

before three successive Congresses. It will be necessary this time for Mr. Hatch to look up some other argument than that mainly alleged against trading in options during the last Congress, namely, that such trading depressed the price of farm products. This theory has been pretty thoroughly exploded by the experience of the past season.

It is one thing to introduce an anti-option bill and another to pass it, as Mr. Hatch has doubtless discovered before this. From present indications the debate on the tariff bill is likely to take up all the spare time of the House of Representatives until late in the session, so that with the appropriation bills to be disposed of there will be little opportunity to devote much time to a measure likely to create so extended a discussion as an anti-option bill. With such serious matters before it as the tariff and currency, it is not probable that Congress will find much time to devote to Mr. Hatch's fad, however anxious he may be to pass it.

AROUND THE WORLD.

In the days before there were trans-continental railways and inter-oceanic ship canals a voyage around the world had to be made entirely by sea, and the tortuous course around the continents of Africa and America, necessarily in a sailing vessel, for then there were no coaling stations on many coasts, made the distance, perhaps, 35,000 miles and more. Now the ability to cross continents by rail and to sail through isthmian regions which once formed impenetrable walls between seas, has greatly shortened the route.

What is said to be one of the shortest practicable routes around the globe is by way of the Canadian Pacific Railway and the Suez Canal. It is thus given: From Liverpool to Montreal, 2,799 miles; from Montreal to Vancouver, or Puget's Sound, 2,535; from Vancouver to Yokohama, Japan, 4,283; from Yokohama to Shanghai, China, 1,047; from Shanghai to Hong Kong, 810; from Hong Kong to Colombo, Ceylon, 3,096; from Colombo to Port Said, Egypt, at the Mediterranean end of the Suez Canal, 3,488; from Port Said by sea to London, 3,215, and from London to Liverpool, 180 miles, making up a total of 21,453 miles. Of this the distances from Montreal to Vancouver, 2,535, and London to Liverpool, 180 miles, an aggregate of 2,715 miles, are on land, the remaining 18,738 being on the sea. The earth is nearly 25,000 miles around at the equator, and thus it will be seen that the circumnavigation above mentioned is much less than that by reason of lying nearly everywhere north of the equator. Of course, the nearer the pole the shorter the route, just at the pole the distance being nothing. It is said this trip can be made in sixty-five days if all connections are effected.

All sorts of bank meetings, lodge meetings and committee meetings, of interest to bald-headed citizens, have been arranged to take place this week. But wives who read the papers will know that the "Black Crook" is coming to town.

Fires are dangerous at this season of the year: the fire at the end of a cigarette, for instance.

The wages of sin is death, and it is the only wages a person is willing to have reduced.

TOYS FOR CHRISTMAS.

Presents That Will Delight the Hearts of Little Ones.

Dealers who handle toys are preparing for what they call the "Christmas ordeal," and the children are already hanging about the windows, scenting out new playthings which are still in the boxes. The mechanical inventions in playthings fairly puzzle and bewilder the clerks who handle them. In fact, a clerk in a toy shop needs a course in engineering to fit him properly to display and explain the scientific toys with which the modern youth is expected to amuse himself.

One gazes with curiosity upon these "advanced toys," wondering what the next generation of children will use for playthings! Dynamite has not yet been employed in this line, and a harmless dynamite gun or a rock blasting machine would make a new and exciting toy.

The electric motor is the most elaborate toy. It has batteries of different sizes and belt connections with many machines. A small ventilating fan like those used in restaurants and school rooms goes around at a lively pace when connected with the motor, and on the stand are poles with incandescent lights in pear shaped globes which twinkle brightly when the connection is made.

The "electric automatic instructor" is the stupendous name of another toy, which consists of a set of large cards with questions and answers laid on a board over a small battery. These are such questions as "distances from New York to all points in Europe and America, names of Presidents, nick names of States, conundrums, Biblical questions, games of authors." A steel pin is stuck through the question on one side of the card. Another pin, fastened to a string connecting with a concealed battery, is run rapidly up and down the steel pins through the answers on the other side. A bell rings when the right pin is touched. It is very mysterious and delightful to a young mind, of course. This "toy" costs \$5. There is also an electric launch which runs for an hour for \$22.50.

The steam toys are more numerous as yet than the electric ones. Among them are the upright and horizontal engine and the improved brass steam engines, which vary in price from \$1 to \$5, and have belt connection for driving all sorts of toy machines. The more complicated are steam pile drivers and the steam hoisting crane and dredging machine, the steam boat and launches and the steam train, with locomotive, tender, car and track three and one-half feet in diameter, with steel rails and wooden sleepers, and in some cases chimneys that smoke in real railway fashion. These steam trains are joys, and are easily managed by a careful child. The price begins at \$4.50, but if two cars are used, nickel plated, on a curved track, the outfit easily amounts to \$75, and they have been made to cost as high as \$250. A steam ferryboat is marked \$8, and a steam launch, two feet long, with double engine, \$12.

Clockwork machinery is adapted to every conceivable sort of plaything. The novelty for this Christmas is the Ferris or Columbian wheel, a miniature of the monster wheel on the Midway Plaisance. The diameter of the wheel is fourteen inches; the entire height is seventeen inches. The framework and clockwork,

with chains and cogwheels, are all nickel plated, and in the little carriages are seated tiny men and women, gaily decorated. The wheel is of American manufacture and runs twenty-five minutes with a most businesslike whirling and rattling of chains, and costs \$2.50. A similar Ferris wheel turned with a crank is sold for very much less, but is not so entertaining.

A single track elevated railway, with an iron locomotive, tender and passenger car, with a track eight feet in circumference, and elevated seven and a half inches from the floor, may be bought for \$7 complete, and a trolley car for the same price.

The mechanical toys are very interesting this season, and many of them extremely beautiful. How these tiny figures are made to go through so many movements and execute so accurately to music all their little tricks, is a mystery. The perfection of watch finish must be required on each minute wheel and spring which vibrates them.

There is a lovely little maiden eighteen inches high, in an Austrian national costume, with a short green satin petticoat and jeweled bodice and headdress, who holds in one hand a tea tray of china dishes. She holds the little tea pot in the other hand, and when the musical box on which she stands merrily plays "Giroffe, Giroffe," she coyly turns her head and looks inquiringly at one, then moves her arm, passes a cup of imaginary tea and then cordially holds the tray and cup to you, all to very good time.

One of the prettiest of the less costly toys, such as are bought readily for children, is a little feathered peacock which struts around the floor and preens and spreads its beautiful tail, for \$9. Another is a green cabbage with a long eared white rabbit which peers out and moves his ears and hides again, rabbit fashion. This bit of green groceries and its musical accompaniment costs \$8. Without music they cost much less.

There is little suggestion of old fashioned Christmas in these elaborate toys, but the walking and barking dog, the cat in a real pussy skin which runs around and mews until you stop her by pulling her tail, and white lambs which trot and bleat, and hopping frogs and spiders, all have a real Santa Claus look. They cost from \$9 down.

Christmas tree ornaments are elaborate this year, new tinsels and glass balls being shown and a new fixture for holding candles firmly to avoid the too frequent conflagration. There are some pretty new angels for the top of the tree, and sprays of tinsel to throw all over the branches.

Painted iron toys are much improved. Complete "firemen" sets are shown, comprising the chief in his wagon, hook and ladder, the water tower with rubber tube and hilt which throws water, and all the numerous wagons and engines. The horses are all in harness and the men on the wagons. The wagons are on wheels, and the horses are suspended to make a galloping motion and are drawn by strings. Each piece costs from \$2.50 to \$7.50, and is well decorated.

There are stables filled with horses and stablemen which delight a boy's heart, and warehouses with tackle to hoist to the second story, police patrol wagons, loaded drays, carriages and phaetons of most fashionable style with coachmen in

HEADQUARTERS FOR

California Raisins

AND

Dried . . . Fruit.

WE HAVE 'EM ALL.

Ball Barnhart Putman Co.

DAWSON'S

Pearl Wheat Flakes,

THE FINEST BREAKFAST DISH.



CLEAN, WHOLESOME, Free from Dust and Broken Particles,

Put up in neat Cartons of 2 pounds each, 36 Cartons per Case. Price \$3.50 per Case. Sells at 15 cents per package, two packages for 25 cents.

Try It! Buy It! Use It!

Sold by all jobbers in Ohio, Indiana and Michigan.

MANUFACTURED BY

DAWSON BROTHERS, Pontiac, Mich.

livery, and vestibule trains and street cars and freight trains.

Superb tool chests are bought for boys and are as complete and of as good quality as a carpenter's set. The prices range from a very low price to \$10 or more.

The lead soldiers, always popular with boys, have reached a high degree of finish. The latest addition to the leaden ranks is Columbus and his sailors, with Spanish tents and flags, and American Indians in war paint and feathers, all for \$1. What boy would not love to find encamped around his Christmas stocking the gorgeous set (costing \$8) of three pieces of artillery, with men and horses, thirteen mounted cavalry (the men detachable from the horses), a full band and a small regiment of privates and the captain, with five large folding cloth tents, flying American flags? Lead soldiers are not costly, for a dozen and a half may be bought for \$1.75, but they afford great delight to the young field marshals who own them.

The handsomest undressed French or German dolls cost about \$25; lovely ones, with teeth, long curls and winsome smile and winking eyes, come in smaller sizes from \$10 to \$15 and downward to \$1.50.

Kid bodied dolls, with bisque heads, are preferred by some little mothers as being more supple and durable, and a beautiful imported doll in her stockings and shoes is sold for \$1.50 and less. The dolls are jointed in every possible way. There are walking dolls which move their feet and walk briskly along, while the little owner holds them by the hand, baby fashion. The mechanical creeping doll is a novelty, as is the iron creeping baby, to be drawn by a string. The prices vary in these dolls to suit the costumes.

The laughing and crying and sleeping and waking doll in one is ingenious, as she has revolving faces which slip around under a curly wig and a cap when a spring is touched. She is very diverting, and is only \$1.50. Everything imaginable is included in a doll's outfit. Tea gowns are a matter of course, and gossamers (price 50 cents) and overshoes (10 cents), to say nothing of umbrellas and opera cloaks. There are boys and girls in tennis costume, white yachting suits, a perfect base ball nine, with each jointed and ready to take position, even to the catcher with his wire mask. Widows in deep weeds are great favorites with the children, who always beg for them. A beautifully dressed young widow goes for 90 cents and \$1.50 in the toy styles.

The new doll houses are wonders, and have miniature sets of real carved wood furniture with tiny drawers which open and shut, and upholstered chairs, with pin glasses and cabinets; and the bedrooms have canopied brass beds and bent grass (Vienna) furniture and real mattresses and pillows.

But the treasure of all is the well beloved rag doll, which is sold in a glorified state in every price, form and dress which endears it to a child's heart. The English doll is new, also a "Kate Greenaway" doll, in a quaint frock, with a face beautifully painted on linen stretched over a molded face of indestructible composition; a close cap fits around to do away with the need of hair. Rag dolls are not cheap, and a "four-year-old doll," as they call the largest size, which is as large as a four-year-old child, costs \$8; but how the children cry for them!

Tact, Talent and Trade.

Not every man can be a successful trader. For one man that wins, a hundred fail. One cause of nonsuccess, a very common one, too, is the fact that the man who tries to do business relies too much on talent, too little on tact. Buying cheaply, buying seasonably, not understocking, not overstocking, selling at fair prices, collecting quickly, judiciously advertising—all these require business talent and are essential to business success. Every dealer studies these points to the best of his ability. The successful trader must master them all. This is patent.

But there is another element in doing business too often overlooked. The dealer must study his customer as he does the market conditions. He must have tact as well as talent. Business courtesies, an inviting store, little kindnesses, prompt attention to customers, a friendly, but never familiar interest in his patrons—these are as essential to business success as judicious buying, judicious advertising, judicious collecting. From personal experience we remember a hardware man who had long held a responsible position in a wholesale house and knew more about buying, selling and advertising than the average hardware dealer, and who opened a hardware store on a corner in a suburban section of Chicago. This dealer was annoyed by having people coming into his store and waiting for a car that ran past his place every fifteen minutes, so he hung out a sign, "This Store Is Not a Waiting Room for the Dummy." That man failed shortly. Of course, he failed.

The public are as quick to appreciate attention as they are to deprecate inattention. Tact costs but little but it "pays big." It would have cost this dealer very little space and very little trouble to have placed a settee in the front part of his store for the benefit of his neighbors. The mere hanging out of a sign, "Please Step In and Wait for the Dummy," would have gained him friends, and friends are what a business man needs. If the class of people who dropped in were of the order of the typical holder-down of country grocery store barrels, then the dealer would be justified in letting them know that their room was more valuable than their company. But patrons of the dummy line in question were certainly a different class from the one above described. This is only a specific instance showing the value of tact in business and the advantage derived from accommodating the public.

Tact is inexpensive, as we have said, and its influence is mighty. A bit of green in the window on St. Patrick's day, sending to your wholesaler for a small order for an occasional customer, taking trouble to explain some matter of stove construction to a person merely seeking to gratify curiosity, keeping a store open an extra fifteen minutes as a personal favor to a single customer—these are a few of the infinite number of little ways in which tact can be shown.

THE TRADESMAN is not underrating the force of talent in trade. A man who has not a business head cannot do business. But you cannot run a store as you would an engine. A customer is an individual with whims and feelings, not merely a buyer. Talent is too apt to recognize only the buyer, tact recognizes the man. Talent without tact may succeed, and may fail. Tact without talent must quickly tumble down. Tact and talent, hand in hand, must succeed.

Make Letter Writers Give Their Addresses.

The abuse of the mails by crank letter writers, green-goods men, swindlers and inditers of scurrilous epistles suggests that some restrictions should be put upon the anonymity of the authors of communications entrusted to Uncle Sam for delivery. It is suggested that no letter should be received for delivery that has not the name and address of the writer written or printed on the envelope. Such a provision would work no injury to any one, and would greatly facilitate the discovery of the authors of threatening and improper communications.

Your Bank Account Solicited.

Kent County Savings Bank,
GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
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Transacts a General Banking Business.
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Deposits Exceed One Million Dollars.

WHY NOT



THE NORTHWESTERN.

BUY THE BEST?

"Candee"

—AND—

"Meyer"

goods lead in quality. We are agents for them.

WE HAVE A FINE LINE OF

Socks, Felts, Knit Boots,

AND ALL KINDS OF

WATERPROOF CLOTHING.

Grand Rapids Rubber Store,

STUDLEY & BARCLAY,
4 Monroe Street,
GRAND RAPIDS.

ATLAS SOAP

Is Manufactured only by

HENRY PASSOLT,
Saginaw, Mich.

For general laundry and family washing purposes. Only brand of first-class laundry soap manufactured in the Saginaw Valley.

Having new and largely increased facilities for manufacturing we are well prepared to fill orders promptly and at most reasonable prices.



Lemon & Wheeler Company,
Agents, Grand Rapids.

ARE THE TIMES HARD?

THEN MAKE THEM EASY BY ADOPTING THE COUPON BOOK SYSTEM FURNISHED BY THE

TRADESMAN COMPANY,
GRAND RAPIDS.

Established 1868.

H. M. REYNOLDS & SON,
WHOLESALE DEALERS IN

Building Papers,
Carpet Linings,
Asbestos Sheathing
Asphalt Ready Roofing,
Asphalt Roof Paints,
Resin, Coal Tar,
Roofing and Paving Pitch,
Tarred Felt, Mineral Wool
Elastic Roofing Cement,
Car, Bridge and Roof Paints,
and Oils.

Practical Roofers
In Felt, Composition and Gravel,

Cor. LOUIS and CAMPAU Sts.

Grand Rapids, Mich.

Shoe Dressings.



Gilt Edge,
Raven Gloss,
Glycerole,
White's Egg Finish,
Loomer's Best,
The 400,
Ideal,
Brown's Fr. & Satin,
Topsey,
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C C,
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Loomer's Pride,
Imperial,
Eagle,
Boston,
Nubian.

We carry all the above kinds in stock, which are the best and leading makes in the market. Get your winter stock before freezing.

HIRTH, KRAUSE & CO.,
GRAND RAPIDS, MICH.

Rosy Future for Butterine and Oleomargarine.

Written for THE TRADESMAN.

"Omne tulit punctum, qui miscuit utile dulci," said, of old, the great Horace, and the Legislature of Minnesota, following in the footsteps of so illustrious a predecessor, has decided that the imitation butter sold within its jurisdiction shall be colored pink! Rose tinted butterine! Red oleomargarine! What's the matter with sage green, or terra cotta? Give it an aesthetic shade by all means. Why do things by halves? Now that the public's appetite has begun to cloy of gilt-edged butter and perfumed lard, it is to be treated to bogus butter decorated after the spectacular plan.

This is an age of push, progress and pertinacity. Dairy butter is too slow. The milk maid and the hired man, drifting into the shades of antiquity, are fast becoming legendary beings for fools to flout at, and will soon be known only as a part of the unwept past.

The American farmer has not the business sagacity of his city brother. There is still a chance to bring butter to a measure of its former popularity, but it will take time to accomplish this and it will take advertising. It may seem unkind to say so, but it might even aid in the work of immortalizing this oleaginous product of lactation, should the farmers' wives use a little—just a little—more care in its preparation; and I might add that, in this part of Michigan, in the springtime, the addition of leeks might be omitted without disastrous consequences.

When popular prejudice in the matter of butterine has once been fairly overcome, it will be a hard matter to sell the old-fashioned product at any price. It will then be necessary to force it upon customers. It will be the regular thing to furnish a silver plated butter dish with each gallon jar, and three large biscuits with a single pound.

I do not wish to place myself in the position of seeming to advocate every new thing that the scalp hunters of the city markets see fit to bring to my attention; yet, as a man who prides himself on keeping abreast of the times, I take the liberty of adopting such of the latest innovations as seem to me right and good.

Who is not heartily tired of the yellow glare of the ordinary butter of the farm? Yellow, as a color for third-rate epicures, may never lose its charm; but who will buy butter of that shade when he can, for the same money, procure a beautiful Tuscan red, or a Prussian blue, or a Paris green? And, as the spirit of the dream grows upon me, methinks I hear one saying to the grocer, "Mr. Ferguson, give me two pounds of royal purple butterine to match this sample of silk in shade, and be sure to give me the exact tint. It is to match the dining room curtains."

We shall have butterine of all the hues of the dying dolphin. We shall have polka dot butterine, and broken plaid butterine, and oleomargarine in stripes. Then will be added butterine fringe, and trimming braid, and bias ruffles, and passementerie, while fluted and crimped oleomargarine will be as common as the plain beef tallow of to-day.

And when the butterine question once begins to monopolize the columns of the fashion magazines, and the New York Herald's "Daily Butterine Hints from

Paris" become a necessity to the thoughtful housewife, then will the manufacturers of patent butter wage fierce and horrid war. Then will the weakness of the homemade article manifest itself in its utter inability to cope with the brains, the energy and the capital of the manufacturers of fraudulent grease. Armies of skilled and high salaried artists will be maintained to devise tints, make new styles of high art decorations and originate novel and unique designs for the embellishment of the manufactured article. And there will be advertising schemes to catch the youth of the land, such as rapid winding Waterbury watches with butterine attachments, and pyrotechnic oleomargarine for the small boy. And there will be prize package oleomargarine. In the center of these rolls may be embedded articles of use or virtue, depending entirely upon the kind of trade which it is intended to catch—fourteen karat rings for the hired girls, jockey caps for the stable boys, cigars and Sevres vases for my lord and lady, and rubber teething rings for the coming generation. It is safe to predict that the butter of the past will not be "in it" with the butter of the time to come.

GEO. L. THURSTON.

SHE WAS HYPNOTIZED.

A Dry Goods Clerk Who is a Gem in His Way.

"Talking about hypnotism," said a Detroit lady to a friend, "let me tell you an experience of mine. I went into a dry goods store in this city to make a purchase of three yards of green silk. There was a nice, pleasant-looking man behind the silk counter, who fixed a pair of large black eyes upon me and said:

"We have no green silk to match your sample, but here is a beautiful shade of blue," and he rippled off the folds over his fingers after the manner of dry goods clerks.

"I don't want blue," I said, but so faintly my voice did not sound like my own. I felt that the salesman expected me to buy that silk—I could not resist his will, and told him to cut off three yards. When the dressmaker saw it she was surprised.

"I thought you were to buy a green silk for your trimming," she said.

"I changed my mind," I answered, although I detested the blue.

"A few months afterwards I went into that same store and saw the same salesman looking at me, and felt drawn toward that counter. His look was grave and respectful, but compelling.

"Something I can show you?" he asked. My eyes fell upon a piece of gray silk, a hideous mottled gray that resembled a sulky sky and made me homesick to look at it.

"Nice thing, isn't it?" he said, and quite new. That is the only pattern of the kind that we have."

"I'll take three yards," I said desperately, and when it was done up he handed it to me with a polite bow.

"As soon as I was outside of the store I wondered what on earth I would do with that miserable purchase, and I don't know yet. Now, isn't that a clear case of hypnotism?"

Her friend said that it was, and that the man must be very valuable to his employers on that account.

Delicious Medicine.

It is now contended that flowers and the perfumes distilled from them have a most salutary effect on pulmonary complaints, and constitute a therapeutic agency of the greatest value. It is said that a residence in a perfumed atmosphere constitutes a protection against pulmonary diseases and arrests consumption. In the town of La Grasse, France, which is largely devoted to the manufacture of floral perfumes, consumption is unknown.



SEND US YOUR

BEANS,

WE WANT THEM ALL,
NO MATTER HOW MANY.

Will Always Give Full Market Value

**BUY THE PENINSULAR
Pants, Shirts, and Overalls**

Once and You are our Customer
for life.

Stanton & Morey,

DETROIT, MICH.

GEO. F. OWEN, Salesman for Western Michigan,
Residence 59 N. Union St., Grand Rapids.



KALAMAZOO PANT & OVERALL CO.

221 E. Main St., Kalamazoo, Mich.

Our entire line of Cotton Worsted Pants on hand to be sold at cost for cash. If interested write for samples.

Milwaukee Office: Room 502 Matthew Building.

Our fall line of Pants from \$9 to \$42 per dozen are now ready. An immense line of Kersey Pants, every pair warranted not to rip. Bound swatches of entire line sent on approval to the trade.

CUSHMAN'S Menthol Inhaler
CURES
**Catarrh,
Hay Fever,
Headache,
Neuralgia, Colds, Sore Throat.**

The first inhalations stop sneezing, snuffing coughing and headache. This relief is worth the price of an Inhaler. Continued use will complete the cure.

Prevents and cures
Sea Sickness

On cars or boat.
The cool exhilarating sensation following its use is a luxury to travelers. Convenient to carry in the pocket; no liquid to drop or spill; lasts a year, and costs 50c at druggists. Registered mail 60c, from

H. D. CUSHMAN, Manufacturer,
Three Rivers, Mich.
Guaranteed satisfactory.

ALBERT N. AVERY,

MANUFACTURERS' AGENT FOR

CARPETS and DRAPERIES,

19 So. Ionia St.,

GRAND RAPIDS, MICH.

Special Sale of Lace and Chenille Curtains.

Merchants visiting the Grand Rapids market are invited to call and inspect my lines, which are complete in every respect. In placing orders with me you deal directly with the manufacturer.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.



Buildings, Portraits, Cards, Letter and Note Headings, Patented Articles, Maps and Plans.

TRADESMAN COMPANY,
Grand Rapids, Mich.

Quick Sellers.

WHAT?

THE NEW FALL LINE

Manufactured by

SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycoming Rubber Co.

Dealers wishing to see the line address F. A. Cadwell, 41 Lawn Court, Grand Rapids, Mich.



A LADY'S
GENUINE: VICI: SHOE,

Plain toe in opera and opera toe and C. S. heel. D and E and E E widths, at \$1.50. Patent leather tip, \$1.55. Try them, they are beauties. Stock soft and fine, flexible and elegant fitters. Send for sample dozen.

REEDER BROS. SHOE CO.,
Grand Rapids, Mich.

PERKINS & HESS

DEALERS IN

Hides, Furs, Wool & Tallow,

NOS. 122 and 124 LOUIS STREET, GRAND RAPIDS, MICHIGAN.
WE CARRY A STOCK OF CAKE TALLOW FOR MILL USE.

THE TRADE-UNION FAILURE.

From the Lumber World.

Probably the chief feature of the closing year in the industrial world, aside from the business stagnation caused by the prospect of a sweeping change in the tariff system of the Republic, has been the practical collapse of trade-unionism, or, as more commonly named, labor organization. During two decades of quite general prosperity it has been possible for the organizations of labor to wield a power out of all proportion to their numbers, and during all these years they have wielded their power, not justly, not wisely, not for the good of either their members or their employers, but unjustly, unwisely, and to the detriment of both labor and capital. Starting in with fair membership and supported by public sentiment, on the whole, the organizations have run a mad career. They have from the start shown themselves to be more destructive than constructive, more unjust and tyrannical to their own members than even the most unjust and tyrannic employers ever were accused of being, and more unsafe than all other adverse elements in the industrial world combined. Their course has been such as to call for severe laws to meet the new forms of crime and disorder they have introduced, and in more than half the States it has been necessary to curb their arrogance by plain and explicit penalties for the practice of some of their "cardinal principles," which have seemed to include about every crime in the calendar, as well as many not yet included.

Now comes a sudden visible check to the growth, to the membership, to the influence, to the positive powers of these organizations. Prosperity has given place to general business stagnation. Capital has been forced out of investment. Labor has suddenly found itself face to face with the necessity either of accepting less wages and doing less work than usual, or of going idle and hungry. Two, three, five or ten years ago the mere threat of reduced wages was sufficient to set all the organizations of labor in a ferment. Strikes would follow, with all their usual crimes, losses and excesses, any and every attempt of capital to cut down the rate of wages or lengthen the hours of labor. Then labor insisted that it had just as much right to dictate the management of great plants as the owners themselves had. Just now all this is changed. Then no owner was allowed to have his own sons learn his business in his own plant. The organized laborers, generally from Europe, attended to the owners' business affairs quite as much as the owners did. To-day the situation reveals a radical change in all these things. The most compact and exclusive associations have no longer the power to enforce their demands upon capital. The owners of establishments now shut down, reduce forces, cut wages, shorten hours or lengthen them, employ non-union laborers, permit apprentices to learn their trade, and do a score of other things that were simply impossible in the days when trade-unionism was at its climax of power and arrogance.

Perhaps the loss of power by organizations is more plainly seen in the case of those related to the iron trade than in any other. The unions in this field have been simply supreme. Their word has been law to their employers. The iron and steel workers of the land have been a drilled army, with strict discipline, with guarded membership, with iron-clad rules, and with the power to incite and sustain labor disorders that have paralyzed business and called for State authority to quell. The crimes committed under its banners are known to all. The great salaries earned by its members have excited the wonder of the industrial world. The arrogance of its officers was monumental. It abolished apprenticeship. It prepared to keep up the supply of high-priced labor by importing men from Europe. It asserted an equal power over the conduct of a plant with that of the owners. It made scales of wages to be paid by the capitalists who employed it. It fixed the length of the labor day. In short, it arrogated to itself far more than any official of the State or nation could arrogate to himself. Often it turned its

fangs on itself and punished to the bitter extreme its own members who differed with the "leaders" concerning the policy to be pursued on certain occasions, and in such cases its brutality was inconceivable.

To-day the great industrial plants formerly dominated by this peculiar order are one by one freeing themselves absolutely from its thrall. At last, so many of these plants have succeeded in operating independently of the once omnipotent Amalgamated Association that the members of that organization are forced to acknowledge that their long sway is at an end, and that the doors of American iron and steel works are now virtually free to swing without orders from the organized foreigners who have so long lorded it over the property of other men. The narrowest of the "leaders" of this and other powerful orders can no longer fail to see what the situation means to "organized labor," as they understand that term. As one after another of the principal iron and steel establishments throws off the union stamp, these hitherto unreasonable "leaders" are forced to believe that new powers are coming into operation in industrial circles. Those powers are surely far greater than any that can be exercised by labor, as they are the powers of capital, of administration, of experience, of knowledge of the needs of the nation, of combined wealth and intelligence, and of aroused sentiment that will no longer endure quietly the usurpations of organized labor.

Other lines of work, glass, mining, railroad and textile lines, for example, are following the lead of the iron and steel lines. On every hand are signs that the awakening of employers and capitalists is complete. On all sides are signs that the tyranny of the "leaders" of labor is at an end. So soon as the members of the union cannot pay in enough fees to make the unions profitable to the "leaders," the disbandment will follow. So far has the disintegration gone, in many of the more important orders, that the formal act of dissolution is wholly useless. It is now only the shell of the union that is left. The inhabitant has moved out, or been driven out, either by poverty, that made his payment of dues impossible, or by the tyranny of the "leaders," that has at last disgusted him. There is not an important industry once dominated by unionism that has not practically freed itself from unionism by showing itself capable of moving right along with non-union labor.

What next? Trade unionism is a failure. Co-operation is an impossibility in the United States. Capital is still the only element that can or will institute new enterprises. Labor is still the only element on which capital can depend to

carry out its enterprises. Capital is bread and butter to labor. Labor is hands and feet, eyes and ears to capital. Both are legitimate entities. Each is necessary to the other. Laborers have seen the folly, and worse than folly, of organizations that go beyond certain bounds and infringe the privileges of capital, and, having seen it, they will not soon again be drawn into other alliances. Each side will henceforth desire independence. Certainly laboring men themselves have chafed more under the regulations they have inflicted upon themselves than under any ever inflicted upon them by their employers. That is the common admission of members of the collapsed unions. In looking to the future it is by no means necessary for either side to contemplate new ironclad associations, for association has proved very futile. When every laborer has decided to keep his thoughts and conscience in his own keeping, the day has come when trade unions, at least such as this time knows, will be unknown. It is probable that to-day the men who are most glad that trade unionism has virtually failed are the men who have been the rank and file of the disintegrating associations. They have borne the burdens, and they are not displeased to be able or compelled to drop those burdens. The failure of the unions will work no damage to labor. It will rather tend to the good of labor, for, with bad associations wiped out, the laborers of the land will be forever free from bad leadership, a consummation to be desired by all intelligent, self-respecting laborers.

Caution Still Needed.

From the Merchants' Review.

The retail grocery trade appear to have emerged from the panic in a comparatively good condition and to have suffered less than some other trades, judging by the weekly lists of business failures; but the grocers are not yet out of the woods, and although business has gradually grown more active since the repeal of the silver purchase clause of the Sherman act, there is still considerable room for improvement, the number of workmen now idle being much larger than a year ago, or at corresponding periods in previous years since 1874. It therefore behooves the retail trade to continue to exercise great care in the matter of credits, and not relinquish goods unless there is practically a certainty that they will be paid for within a reasonable time. The dead beat is always with us, but in periods of business depression the injury inflicted upon merchants by the depredations of this pest are often less serious and more easily borne than the burdens that the honest but slow-paying debtors impose upon their grocers. With wholesalers carefully scrutinizing retailers' accounts and pressing for remittances, the

slow-paying customer of the retail grocer becomes a very important factor in the situation. He may intend to settle as soon as times grow better, but in the meantime the grocer may fail, the jobber not being willing to wait an indefinite period for his dues. Practically it matters nothing to the average grocer of moderate capital and fair credit, in times like these, whether he has suffered his goods to go into the hands of a "beat" or credited them to an honest customer, if the money is not forthcoming at the date agreed upon, because the leniency which is shown by the retailer is seldom shown to him, and he cannot afford to take such risks. But with many wage-earners idle, and others employed on reduced time or at lower wages than formerly, the applications for an extension of credit are apt to be many and the temptation to accede to such requests very strong, because the grocer either fears to lose a steady customer or hopes to add a new one to his list. Let those whose capital and credit can easily bear the strain assume the risks of loss, but to the grocer of average resources we say, be careful, for the expected revival of trade is slow in making an appearance, and, even though business were brisk, the injury that has been inflicted upon the purchasing power of the masses will for some time yet show itself in slowness of collections and more frequent applications for credit than in ordinary seasons. The resolution to shorten credits to safe limits may appear harsh, but, unless the jobber is willing to carry the retailer indefinitely, from sentimental considerations, the latter ought to refuse to extend a similar privilege to the temporarily embarrassed consumer. Whether it is that the grocers as a class are distinguished for benevolence, or are simply weak and imprudent, we cannot say, but the fact remains that the main support of the unemployed workman in this country is the grocer, and the worst of it is, the latter often goes unrewarded for his leniency in extending credit. During the past two months the number of idle workmen has been very large—thousands of them have been thrown out of employment, as is well known—yet we do not hear that any one has starved, and it is too much to hope that all of them were prepared for a long period of idleness. No, the grocers have carried them over the critical period, or are still carrying them, and, while this sort of thing may be very pleasant to contemplate, it is not business.

Peppermint oil is firm. Large quantities have recently been brought to the New York market from the West. Operators are holding off, hoping for a decline.

The love that is numb until it speaks on a tombstone doesn't say much.

THEY ALL SAY

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

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

MICHIGAN KNIGHTS OF THE GRIP.



OFFICERS:

President—N. B. Jones, Lansing.
Secretary—L. M. Mills, Grand Rapids.
Treasurer—Geo. A. Reynolds, Saginaw.

Annual Meeting of Post E.

The annual meeting of Post E was held at Elk's Hall Saturday evening, the attendance being very much larger than usual.

Henry Dawley, of the special Committee on Entertainment, reported the receipts of the entertainment to be \$52, and the expenses \$51, leaving a balance of \$1. The entertainment added \$5 in dues to the general fund, leaving a balance in the treasury of \$2.28, after the payment of all outstanding obligations.

Secretary Blake presented a communication from the Legislative Committee of the Travelers' Protective Association, soliciting the co-operation of the organization in influencing the Congressmen of Michigan to work and vote for the measure.

J. A. Gonzalez moved that a committee of three be appointed to communicate with the Congressmen from this State, which was adopted, and the Chairman appointed P. H. Carroll, Geo. F. Owen and E. A. Stowe such committee.

On motion of W. F. Blake, the positions of Secretary and Treasurer were united in one person hereafter.

Election of officers was then in order, and resulted as follows:

Chairman—J. N. Bradford.
Vice-Chairman—E. A. Stowe.
Secretary and Treasurer—George F. Owen.

Executive Committee—Henry Dawley, Peter Lankester and W. R. Foster.
Sergeant at Arms—C. L. Lawton.

On motion of Leo A. Caro, L. M. Mills was unanimously endorsed for re-election as Secretary of the State organization.

J. A. Gonzalez stated that he was heartily in favor of Mr. Mills' re-election, but that it could not be accomplished unless Grand Rapids was well represented at the Saginaw convention. L. A. Caro and J. B. Joseclyn spoke to the same effect, when Mr. Caro moved that advance tickets be printed and placed in the hands of a special committee of five, with a view to securing additional concessions from the railway companies. The motion was adopted, and the Chairman appointed as such committee Messrs. Richmond, Blake, Owen, Dawley and Van Leuven, Chairman Bradford being chairman of the committee *ex-officio*.

W. R. Foster moved that Secretary Owen obtain 100 badges from Baltimore, which was adopted.

Albert Fecht moved that another entertainment session be held in two weeks, but, as the date was very near to Christmas, it was decided inexpedient to have an entertainment at that time. It was decided, however, to hold a special meeting of the organization at the Morton House next Saturday evening at 7:30 o'clock sharp, to listen to the report of the Transportation Committee.

Secretary Mills stated that four amendments had been proposed to the State constitution, as follows:

To make hotel-keepers who sign the hotel agreement honorary members.

To restrict the age of applicants for membership to 50 years.

Not to confine the membership to Michigan.

The addition of an accident and insurance feature.

There being no further business, the meeting adjourned.

The Transportation Committee met at THE TRADESMAN office Sunday and decided to adopt the expedient of selling advance tickets, calling for regular round trip tickets on presentation at the Union Depot. The tickets will be sold at \$3.35, which is exactly half fare; but if 100 go each purchaser will receive a

rebate of 45 cents per ticket from the Committee; and in case 200 go a rebate of \$1.05 will be paid. This is in accordance with an arrangement made with the General Passenger Agent of the D., L. & N. Railway, who makes a rate of \$2.90 for a party of 100 and a rate of \$2.30 for a party of 200. It is hoped that those who intend to go will purchase their tickets of the Committee early, to the end that the exact number going may be ascertained as soon as possible.

Why the Jeweler Is Regarded with Suspicion.

There is no class of tradesmen whose charges are looked upon with greater suspicion than those of the watch repairer. Every man seems to expect that he will be overcharged or cheated when purchasing a new timepiece, and he views with illy-concealed distrust the diagnosis of the man to whom he takes his watch when its movements become erratic or it ceases to go altogether. Much of this lack of confidence in the honesty of the jeweler can be attributed to the eagerness which this artisan exhibits to doctor up watches whose usefulness as timekeepers has long since ended. There never was a watch so old or unreliable as a timekeeper that the average watch repairer would not gladly undertake the task of starting off again on its capricious career, with the certainty that within a few months it would come back to him for further attention. A gentleman relates an experience with a watch repairer that is a remarkable exception to the general rule. He had recently purchased a costly watch, which suddenly stopped going. He took it to a watch repairer, who promptly put it in order. After running for a few weeks it again stopped, and was taken back to the man who had repaired it. He took the watch apart in the presence of the owner, examined it closely, announced that one of the jewels had fallen out of position, and that it would be necessary to leave the timepiece for repairs. The owner, in a tone that clearly indicated a belief that the former repairs had not been properly performed, asked what the cost would be, and was almost dumbfounded when the man said, "Nothing." The same experience with almost any other class of artisans would have been considered natural enough, but that a watch repairer should exhibit such a lack of eagerness to assess the owner of a watch for the luxury of having it put in running order is so remarkable that it should not be allowed to pass without being recorded.

Bound To Observe the Closing Movement.

An English exchange thus describes the summary measures taken to enforce the closing of stores in a country village in that country:

A few weeks ago the merchants of St. Asaph decided to close their respective places of business every Thursday afternoon. On a recent Thursday, however, one of the principal dealers in the city refused to comply with the majority, and kept his shop open all day, to the great annoyance of his fellow tradesmen. In the evening an angry crowd gathered round the establishment and pelted the dealer with rotten eggs, lemons and all manner of filth, the goods displayed outside the shop being greatly damaged. Not content with this, the crowd burned an effigy of the proprietor in front of his shop. The police interfered and prevented further damage.

Snarling at those who are smarter than we are is like a dog barking at the moon.

THE SAGINAW MEETING.

Summary of Rules Adopted by the Board of Pharmacy.

Owosso, Dec. 7.—A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held in Saginaw, East Side, Tuesday and Wednesday, January 9 and 10, 1894.

The examination of both registered pharmacists and assistants will begin on Tuesday at 9 o'clock a. m., at which hour all candidates will please report at McCormick's Hall. The examination will occupy two days.

Persons intending to take the examination will please note the following resolutions adopted at Lansing Nov. 7, 1893:

Resolved—That, hereafter, all applicants for examination as registered pharmacists must have had at least three years' actual experience compounding drugs in a retail drug store under the supervision of a registered pharmacist; and all applications for examination as registered assistant pharmacists must have had at least two years' actual experience compounding drugs in a retail drug store under the supervision of a registered pharmacist; but one month's study in a college of pharmacy will be accepted as a substitute for two months' experience as above. *Provided*, That every applicant must have had at least four months' actual experience compounding drugs in a retail store under the supervision of a registered pharmacist.

No certificates of registration will be issued by the Board until the applicant has furnished affidavits from the party or parties with whom he served or studied, showing explicitly, by dates, the length of time the applicant has been under the instruction of the employer or teacher.

The above resolution does not apply to persons having applications on file at the time of the adoption of the resolution, upon which they are still entitled to an examination.

PLEASE NOTICE ALSO THAT

All applicants for registered pharmacists must be 18 years of age and of good moral character.

All applicants for assistant pharmacists must be 16 years of age and of good moral character.

Applicants for examination will be expected to have at least a rudimentary knowledge of chemistry as taught by the simpler manuals of that science.

To be able to read and translate physicians' prescriptions, to point out incompatibilities, correct errors in doses, and describe methods of procedure in dispensing.

To be well versed in the preparations of the United States Pharmacopoeia.

To have a general knowledge of *Materia Medica*, with reference to doses, source of drugs, parts used in medicinal preparations, antidotes, and treatment in case of poisoning.

To be able to identify specimens of crude drugs and give their names in Latin and English.

Every applicant should have at least such preliminary training in the common English branches as is required for entrance into a high school.

All applications for examination should be in the hands of the Secretary at least one week before the examination. STANLEY E. PARKILL, Sec'y.

Commodore Vanderbilt's Idea of Book-keeping.

A nephew of the late Commodore Vanderbilt was once summoned before his uncle and found the old gentleman in a high state of indignation over the faithlessness of a trusted cashier.

"Sam, I've sent for you because I want you to be my cashier," exclaimed the founder of the Vanderbilt riches, vehemently.

"But, uncle, I don't know anything about book-keeping," protested young Barton.

"Book-keeping be blowed!" shouted the old Commodore. "You know enough to be honest, don't you?"

"Yes, sir," promptly responded the nephew.

"Well, you know how to take money when it is paid in to you, don't you?"

"Yes, sir."

"And you know how to pay bills when I tell you to pay 'em, don't you?"

"Certainly."

"Then you would know enough to give me the balance of the money, wouldn't you?"

"Why, of course," said Barton.

"Well, that's book-keeping."

And Sam Barton filled the position to his uncle's satisfaction for several years.

The Drug Market.

Opium is dull and lower.

Morphia is as yet unchanged.

Quinine is firm and higher prices are probable.

Linseed oil is steadily advancing, on account of higher prices for seed.

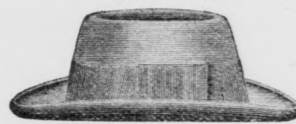
A combination has been formed by the manufacturers of capsules and prices have been advanced about 25 per cent.

The C. A. Vogeler Co. has notified the trade of an advance in their prices, to take effect Dec. 15, as follows: St. Jacob's Oil, \$4; Hamburg Drops, \$3.75; Hamburg Tea, \$1.90.

Alfred J. Brown Co.,

SOLE AGENTS FOR THE CELEBRATED

STETSON'S



HAT BRAND ORANGES REGISTERED

—: ORANGES :—

We guarantee this brand to be as fine as any pack in the market. Prices Guaranteed. Try them.

Alfred J. Brown Co.,

GRAND RAPIDS, MICH.

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. Parkhill, Owosso.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkhill, Owosso.
Treasurer—Geo. Gundrum, Ionia.

Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.
Vice-President—A. F. Parker, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—S. A. Thompson, Detroit.

Grand Rapids Pharmaceutical Society.

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

MR. VERNOR'S REPLY TO MR. JESSON.

Written for THE TRADESMAN.

In your issue of Nov. 29 you publish a communication from Mr. Jesson, criticising the recent action of the Board of Pharmacy in deciding to require actual experience from candidates for examination; and, editorially, I note you call attention to the fact that "Mr. Jesson has apparently made out a *prima facie* case of usurpation against the members of the Board."

Mr. Jesson claims that the Board exceeded its powers in requiring such practical experience, and at the same time quotes the law as saying, "Licentiate shall be such persons who shall have passed a satisfactory examination *touching their competency* before the Board of Pharmacy." Now, if the Board can arrive at the competency of an applicant more surely through the proposed requirement, it seems to me that such a requirement is not only proper, but imperative, and fully within the powers of the Board.

The simple facts in the case are, that Board examinations have been conducted on about the same lines all over the country for the past four or five years, and there have sprung into existence teachers and so-called pharmacy schools who, for a slight compensation, and in a very short space of time, prepare young men to "pass the examinations of Boards of Pharmacy." They do not fit him for the duties of a pharmacist, but simply teach him, parrot like, to answer such questions as are likely to be asked, the result being that the Board is deceived and an incompetent person is given a certificate.

As to the great big bugaboo that called forth the quotation from the German Emperor, "My will is your will, my law is your law," I desire to say that I have been on the Board from the beginning and believe that I have the interest of its work fully at heart, and I assure your readers that the resolution requiring actual experience had my most hearty support, just as I believe it would have had that of Mr. Jesson, had he been on the Board at the time.

If you will read the resolution, you will observe that college students are not at all discommoded by the proposed requirement, as eighteen months' college experience equals and takes the place of the required thirty-six months of actual experience, in all but the four months required of every one. Certainly, no one will contend that *four months'* experience in a drug store is too much to ask of any clerk. In this connection I will state that the proposed requirement met the hearty approval of the faculty of the Pharmacy Department of the University of Michigan.

The construction that Mr. Jesson says "would be naturally placed upon the resolution" may seem so to him, but to

me, they seem like men of straw, set up for the purpose of being knocked down again:

1. I am sure that it is entirely immaterial to the Board what the size of the classes may become.

2. Intelligent physicians *will have had* either the necessary college or store experience.

3. How can a young man obtain knowledge sufficient to fit him for the practice of pharmacy, except in a college or in a store; and how long is it since unregistered assistants have been obliged to work without any compensation?

I am thoroughly surprised at Mr. Jesson's statement that "any bright young man ought to be able to secure an assistant's certificate after one year's work," as no one knows better than himself that the line of the power to do harm, between an assistant and a registered pharmacist, is almost undiscernible; the absolute necessity of nearly complete knowledge on the part of the registered assistant, has often been discussed and was fully recognized by the Board while Mr. Jesson was still one of its members.

As to the required affidavits not being obtainable in certain cases by reason of death or removal, Mr. Jesson need have no fear on that account. The Board will undoubtedly retain brains sufficient to cope with such tremendously weighty points as that, even after *all* of the original members have retired.

I do not agree with Mr. Jesson that "the Board will find a large majority of the druggists of the State arrayed against its action," much as he would apparently like to see it so. The intelligent druggist does not care to engage a clerk holding a certificate of registration issued after examination by the Board of Pharmacy, only to find that he has employed an incompetent person whom he is immediately obliged to discharge. The Michigan Board of Pharmacy will, in my opinion, *continue* to be considered "one of the fairest boards in the country." (This step is certainly in the interest of fairness to the competent pharmacist.)

I believe that druggists desire good competent clerks, and that is exactly what the Board is endeavoring to furnish them, but, beyond the druggist, and over and above everything else, stand the health and lives of the people of the State of Michigan that demand such action on the part of the Board, no matter how arbitrary it may seem, as will prevent the remedies upon which so much depends being handled by incompetent persons.

In conclusion, I desire to say that any modification that may become necessary in the resolution can and undoubtedly will be made as soon as that necessity becomes apparent. Mr. Jesson need lose no sleep on account of the Board, any more than myself. I have met with the Board as a member for the last time, but my many years of acquaintance and connection with the gentlemen comprising the Board entitle them to my fullest confidence and I feel that the work is in the very best of hands.

JAMES VERNOR.

Detroit, Dec. 1, 1893.

The ginseng market may be given a turn to favor the growers, as a vessel recently wrecked in the Pacific had about 10,000 pounds aboard valued at \$30,000.

One of the best helpers the devil has on earth is the hypocrite in church.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at Protective Brotherhood Hall on Monday evening, Dec. 4, President Smits was absent and Vice-President Viergiver occupied the chair.

H. D. Plumb, of Mill Creek, applied for membership in the Association and was unanimously accepted.

The Committee on Trade Interests reported the new schedule of prices on sugar, and reported a meeting with the city millers for the purpose of ascertaining if it would be practicable to establish a uniform price on flour at this time, and if the millers would agree to refuse to sell flour to anyone who would not maintain the established price.

A letter was read from the Valley City Mills, denying that the mill sold flour at retail or that it made any variation in the price of flour to different dealers. The communication was published in full in THE TRADESMAN of last week.

J. Geo. Lehman—I feel that an injustice has been done the Valley City Milling Co., as I am satisfied that the charges made at the last meeting cannot be proven.

Henry Vinkemulder—I feel exactly as Mr. Lehman does in the matter.

A. Buys—Mr. Warren, the city salesman for the company, told me he would forfeit \$100 to any man who would show an invoice from the Valley City Milling Co. on the basis of \$1.50 per hundred for "Lily White" flour.

Daniel Viergiver—I can prove that the Valley City people retail and that they have sold flour for \$1.50 per hundred. I cannot furnish an invoice. They are too sharp for that.

J. F. Ferris—The millers inferred if they entered into an agreement with us to establish a uniform price that they would give up retailing, providing we would agree to sell city flour to the exclusion of outside brands.

Mr. Lehman—No retailer can get along without some city flour. I find that the low grades of city flour are well adapted to knock out the brands of the country mills.

E. White—I do not think we ought to put things in print unless we are sure of their truth.

Mr. Vinkemulder—We ought to patronize the home millers, using second grade to knock out country brands, owing to the benefit we receive by the employment of labor here at home.

E. A. Stowe—I move that the report of the Committee be accepted, and that the Committee be instructed to continue the investigation of the subject and report the result at the next meeting. Adopted.

The Chairman then announced the cash system as the subject open to discussion, and Albert Stryker said that he proposed to adopt the cash plan Jan. 1.

J. F. Ferris—I received a call to-day from R. J. Shank, of Lansing, who adopted the cash system some time ago, and is now the largest grocer in the Capitol City.

Mr. White—I would like to do a cash business, but not as some do—put prices below living limits. I have been gradually choking off undesirable customers, thus getting my business down as close as possible to a cash basis.

B. Van Anroy—A merchant from Mason tells me that all the business done in that town is on a spot cash basis.

Mr. Lehman—If five-sixths of the grocers of the West Side were to adopt the cash system, all the others would follow suit. I hardly think it could be done all over the city at once. I would like to get the best grocers together and try the experiment.

Cornelius Seven—I think the cash system would result in increasing the number of retailers.

J. J. Wagner—I am as much in favor of the cash system as any one, but it is a hard matter to start the cash system in a locality where all the merchants cater to the same class of customers and do not all join in the movement. In such a case the man who adopts the innovation cuts off his own nose. If a majority of the grocers of the city would join in the movement it could be done, but not without. Agitating the cash system is a good

thing, for the public gets the impression that the grocers are all arranging to adopt the cash system. Every few days some one comes into my store and says, "I see you are going to quit credit." I invariably permit him to remain under that impression.

Mr. Viergiver—It is very, very wrong to deceive your customers in that manner.

Mr. White—I think I have a better plan. I am slowly but surely weaning my customers from credit over to the side of cash. By and by they will all come to the conclusion that they ought to pay cash.

Chas. H. Libby—Our trade is mostly cash. We are not taking any new credit customers.

Mr. Ferris—That is a good rule. We are doing the same.

Messrs. Viergiver and Wagner expressed the same opinion.

J. Tournell—I am pretty close to the cash basis and am taking no new credit customers. Last month I took in \$13 more money than the goods I sold amounted to, showing that I am on the right track.

John Ley—I am quitting the credit business and would like to adopt cash. I welcome any idea which will help me in that direction.

Cornelius Quint—All Grandville avenue grocers are alive on this subject. If some one would start a paper I think all would promptly sign it.

Mr. White—I move that three members be appointed to prepare five minute papers on this subject for presentation at the next meeting.

On motion of Mr. Lehman the number was increased to seven, and, on the adoption of the resolution, the Chairman designated B. S. Harris, E. J. Herrick, J. Geo. Lehman, A. Vidro, J. J. Wagner, John Ley and C. Seven to prepare the papers above referred to.

Peter Schuit—The cash business is a success if you start right. I have not fully decided, but think I shall begin Jan. 1 by painting my store front red and calling it the "Red Cash Store."

Mr. Wagner—I suppose no grocer will be foolish enough this year to give presents, but I move the Association put itself on record as opposed to this custom. Adopted.

E. J. Herrick introduced the subject of Christmas closing, and moved that the grocery stores be closed all day Christmas and one-half day on New Years. Adopted.

The same gentleman introduced the subject of a food exhibition and cooking school, to be held one week during the coming season. The matter was discussed at some length, when A. J. Elliott, E. J. Herrick and B. S. Harris were appointed a committee to investigate the matter and report at the next meeting.

There being no further business, the meeting adjourned.

Use Tradesman Coupon Books.

NOW IS THE TIME

TO ORDER A SUPPLY OF

PECKHAM'S CROUP REMEDY,

25c a Bottle, \$2 a Dozen, 5 off with 3 Dozen, 10 off with 6 Dozen.

WE GIVE One Ream 9x12 White Wrapping Paper in Tablet form, cut from 40 lb. book, for each dozen ordered, also a supply of Leaflets containing Choice Prescriptions, which the druggist can compound with a good margin of profit. All advertising bears dealer's imprint on front side. Advertising matter sent free on receipt of label. Send order to your jobber, who will notify us. We will do the rest. PECKHAM'S CROUP REMEDY CO., Freeport, Mich.

The following appeared in the local column of the Salina, Kans., Herald, Oct. 20, 1893:

"Our sales of Peckham's Croup Remedy, 'The children's cough cure,' have increased rapidly ever since we began handling it in the year 1888. Without an exception it is the best and most reliable remedy of its kind we ever sold. Parents once knowing its merits will never be without it in the house. We recommend it above all others for children. We notice that in each instance where we have sold it, that same party calls for it again. This notice is not one paid for by the manufacturers of this medicine, but is our own, prompted by past experience with, and ever present faith in Peckham's Croup Remedy. Get a bottle of it, you may need it any night."—O. C. Tobey & Co., the 3d Ward Drug Store, Salina, Kans.

Wholesale Price Current.

Advanced—Linseed Oil.		Declined—Opium.	
<p>ACIDUM.</p> <p>Aceticum 80 10 Benzolium German 65 75 Boricum 20 Carbolicum 25 35 Citricum 52 55 Hydrochlor 32 5 Nitrosum 10 12 Oxalicum 10 12 Phosphorium dil. 20 Sulleylicum 1 30 70 Sulphuricum 13 5 Tannicum 1 40 21 60 Tartaricum 1 30 2 33</p> <p>AMMONIA.</p> <p>Aqua, 16 deg. 34 5 " 30 deg. 54 7 Carbonas 13 14 Chloridum 13 14</p> <p>ANILINE.</p> <p>Black 2 00 2 25 Brown 80 1 00 Red 45 50 Yellow 2 50 2 30</p> <p>BACCÆ.</p> <p>Cubee (po 36) 2 30 Juniperus 8 10 Xanthoxylum 2 30</p> <p>BALSAMUM.</p> <p>Copaiba 45 50 Peru 60 65 Terabin, Canada 60 65 Tolutan 35 50</p> <p>CORTEK.</p> <p>Ables, Canadian 18 Cassia 11 Cinchona Flava 18 Euonymus atropurp. 30 Myrica Cerifera, po. 20 Prunus Virgini 12 Quillata, grd. 10 Sassafras 12 Ulmus Po (Ground 15) 15</p> <p>EXTRACTUM.</p> <p>Glycyrrhiza Glabra 24 25 " " " 32 35 Haematox, 15 lb. box 11 12 " 1s. 13 14 " 1/2s. 14 15 " 1/4s. 10 17</p> <p>FERRU.</p> <p>Carbonate Precip. 15 Citrate and Quinia 2 30 Citrate Soluble 2 30 Ferrocyanidum Sol. 2 30 Solut Chloride 2 15 Sulphate, com'l. 9 2 " pure. 2 7</p> <p>FLORA.</p> <p>Arnica 18 20 Anthemis 3 25 Matricaria 50 65</p> <p>FOLIA.</p> <p>Barosma 18 20 Cassia Acutifol, Tin-nivelly 25 28 " " Aix 35 50 Salvia officinalis, 1/4s and 1/2s. 15 25 Ura Ursi 8 10</p> <p>GUMMI.</p> <p>Acacia, 1st picked 2 60 " 2d " 2 40 " 3d " 2 30 " sifted sorts 2 30 " po 60 80 Aloe, Barb. (po 30) 50 60 " Cape, (po 20) 12 " Socotri, (po 60) 50 Catechu, 1s, 1/4s, 1/2s, 3/4s, 1s 1/2s, 2s 18 Ammoniac 55 60 Assafetida, (po 35) 33 36 Benzoinum 50 55 Camphora 50 55 Euphorbium po 35 40 Galbanum 2 20 Gamboge, po 70 75 Gualacum, (po 35) 2 30 Kino, (po 10) 2 15 Mastic 2 40 Myrrh, (po 45) 2 40 Opil (po 3 50) 2 25 2 30 Shellac 35 40 " bleached 33 35 Tragacanth 40 2 10</p> <p>HERBA—In ounce packages.</p> <p>Absinthium 25 Eupatorium 20 Lobelia 25 Majoram 28 Mentha Piperita 23 " Vir 25 Rue 20 Tanacetum, V 22 Thymus, V 25</p> <p>MAGNESIA.</p> <p>Calcined, Pat 55 60 Carbonate, Pat 20 22 Carbonate, K. & M. 30 25 Carbonate, Jennings 35 36</p> <p>OLEUM.</p> <p>Absinthium 3 50 4 00 Amygdalae, Dulc 45 75 Amygdalae, Amarae 8 00 25 25 Anisi 1 70 2 85 Aurant Cortex 2 30 2 40 Bergamuti 3 25 3 50 Cajuputi 60 65 Caryophylli 75 80 Cedar 35 65 Chenopodii 1 60 Cinnamomi 1 10 1 15 Citronella 2 45 Conium Mac 35 65 Copaiba 80 90</p> <p>Cubebae 2 30 Erechtithos 2 50 2 75 Erigeron 2 00 2 10 Gaultheria 2 00 2 10 Geranium, ounce 2 75 Gossipii, Sem. gal 70 75 Hedera 1 25 2 10 Juniperi 50 60 Lavandula 90 2 00 Limonis 2 40 2 90 Mentha Piper 2 75 2 30 Mentha Verid. 2 20 2 30 Morrhuae, gal 1 00 2 10 Myrica, ounce 2 50 Olive 85 2 25 Picea Liquida, (gal 35) 10 12 Ricin 1 25 2 10 Rosmarini 75 2 00 Rosa, ounce 6 50 6 50 Succini 40 45 Sablina 90 2 10 Santal 3 50 2 70 Sassafras 50 55 Sinapis, ess. ounce 2 65 Tigli 2 90 Thyme 40 50 " opt 2 60 Theobromas 15 20</p> <p>POTASSIUM.</p> <p>Bi Carb 15 18 Bichromate 13 14 Bromide 40 43 Carb 12 15 Chlorate (po 33 25) 24 26 Cyanide 50 55 Iodide 2 90 2 30 Potassa, Bitart, pure 27 30 Potassa, Bitart, com 2 15 Potass Nitras, opt 8 10 Potass Nitras 7 9 Prussiate 28 30 Sulphate po 15 18</p> <p>RADIX.</p> <p>Aconitum 20 25 Althae 2 25 2 25 Anchusa 12 15 Arun, po 2 25 Calama 20 40 Gentiana (po 12) 8 10 Glycyrrhiza (po 15) 16 18 Hydrastis Canaden, (po 35) 2 30 Hellebore, Ala, po 15 20 Inula, po 15 20 Ipecac, po 1 60 2 175 Iris plox (po 35 238) 35 40 Jalapa, pr 40 45 Mariana, 1/4s 2 35 Podophyllum, po 15 18 Rhei 75 1 00 " cut 2 15 " pv 75 1 35 Spigelia 35 38 Sanguinaria, (po 25) 2 20 Serpentaria 30 32 Senega 50 60 Similax, Officialis, H 2 40 Scillae, (po 35) M 2 25 Symplocarpus, Fosti-dus, po 2 35 Valeriana, Eng. (po 30) 2 25 Zingiber j. 18 20</p> <p>SEMMEN.</p> <p>Anisum, (po 20) 2 15 Aplum (gravelons) 15 18 BIRD, 1s 4 6 Cervi, (po 18) 10 12 Cardamon 1 00 1 25 Corlandrum 10 12 Cannabis Sativa 4 5 " domium 75 1 00 Chenopodium 10 12 Dipterix Odorate 2 25 2 50 Foeniculum 2 15 Foenugreek, po 2 8 Lini 4 2 4 4 Lini, grd. (bbl 3) 3 4 4 Lobelia 35 40 Pharlaris Canarian 3 2 4 Iapa 6 7 Sinapis Albu 7 8 " Nigra 11 12</p> <p>SPIRITUS.</p> <p>Frumentum, W. D. Co. 2 00 2 50 " D. F. R. 1 75 2 00 " 1 25 2 10 Juniperis Co. O. T. 1 65 2 00 " 1 75 2 50 Sacharum N. E. 1 75 2 50 Spt. Vini Gall. 1 75 2 50 Vini Oporto 1 25 2 00 Vini Alba 1 25 2 00</p> <p>SPONGES.</p> <p>Florida sheeps' wool carriage 2 50 2 75 Nassau sheeps' wool carriage 2 00 Velvet extra sheeps' wool carriage 1 10 Extra yellow sheeps' carriage 85 Grass sheeps' wool carriage 75 Hard for slate use 65 Yellow Reef, for slate use 1 40</p> <p>SYRUPS.</p> <p>Accacia 50 Zingiber 50 Ipecac 50 Ferri Iod 50 Aurant Cortex 50 Rhei Arom 50 Similax Officialis 50 Senega 50 Scillae 50 " Co. 50 Tolutan 50 Prunus virg 50</p> <p>TINCTURES.</p> <p>Aconitum Napellis R. 60 " F. 50 Aloes 60 " and myrrh 60 Arnica 60 Asafetida 60 Atrope Belladonna 60 Benzoin 60 " Co. 50 Sanguinaria 50 Barosma 50 Cantharides 75 Capsicum 50 Cadamon 75 " Co. 75 Castor 75 Catechu 50 Cinchona 50 " Co. 50 Columba 50 Conium 50 Cubeba 50 Digitalis 50 Ergot 50 Gentian 50 " Co. 60 Gualca 50 " ammon 50 Zingiber 50 Hyoscyamus 50 Iodine 75 " Colorless 75 Ferri Chloridum 35 Kino 50 Lobelia 50 Myrrh 50 Nux Vomica 50 Opil 85 " Camphorated 50 " Deodor 2 00 Aurant Cortex 50 Quassia 50 Rhatany 50 Rhei 50 Cassia Acutifol 50 " Co. 50 Serpentaria 50 Stromonium 60 Tolutan 50 Valerian 50 Veratrum Veride. 50</p> <p>MISCELLANEOUS.</p> <p>Ether, Spts Nit, 3 F. 28 30 " " 4 F. 3 34 Alumen 2 1/2 3 " ground, (po 7) 3 4 Antimon, po 55 60 " et Potass T. 40 5 Antipyrin 55 60 Antifebrin 2 10 Argent Nitras, ounce 5 2 Arsenicum 5 7 Balm Gilead Bud. 38 40 Bismuth S. N. 2 20 2 25 Calcium Chlor, 1s, 1/4s, 1/2s, 3/4s 2 11 Cantharides Russian, po 2 100 Capsici Fructus, af 2 25 " B po 2 30 Caryophyllus, (po 15) 10 12 Carmine, No. 40 2 75 Cera Alba, S. & F. 50 55 Cera Flava 38 40 Coccus 2 40 Cassia Fructus 2 25 Centaria 2 10 Celaecium 2 40 Chloroform 60 68 " squibbs 2 25 Chloral Hyd Crst. 1 35 1 60 Chondrus 20 25 Cinchonidine, P. & W 15 20 " German 3 12 Corks, list, dis. per cent 60 Creasum 2 35 Creta, (bbl 75) 2 2 " prep 5 11 " precip 5 11 " Rubra 2 8 Crocus 40 50 Cudbear 2 24 Cupri Sulph 5 6 Dextrine 10 12 Ether Sulph 70 75 Emery, all numbers 2 " po 6 Ergota, (po.) 75 70 75 Flake White 12 15 Galls 2 23 Gambier 7 8 Gelatin, Cooper 7 70 " French 40 60 Glassware flint, by box 70 & 10, less than box 6 1/2 Gine, Brown 20 15 " White 13 25 Glycerina 14 20 Grana Paradisi 2 22 Humulus 25 55 Hydrag Chlor Mite. 2 85 " Cor 2 80 " Ox Rubrum 2 90 " Ammoniat. 2 100 Unguentum 45 55 Hydragrum 2 64 Ichthyobolia, Am. 1 25 2 10 Indigo 75 100 Iodine, Resubi 3 80 3 90 Iodoform 2 70 Lupulin 2 25 Lycopodium 70 75 Mela 70 75 Liquor Arom et Hy-drag Iod. 2 27 Liquor Potass Arsenitis 10 12 Magnesia, Sulph (bbl 1 1/2) 2 1/2 4 Mannia, S. F. 60 63</p> <p>Morphia, S. P. & W. 2 10 2 35 S. N. Y. Q. & C. Co. 2 00 2 25 Moschus Canton 2 25 Myristica, No 1 05 20 Nux Vomica, (po 20) 2 10 Os. Sepia 20 22 Pepsin Saac, H. & P. D. Co. 2 20 Picts Liq. N.C., 1/4 gal 2 00 doz 2 00 Picts Liq., quarts 2 10 " pints 2 85 Pil Hydrag, (po 80) 2 50 Piper Nigra, (po 22) 2 1 Piper Alba, (po 25) 2 3 doz 2 7 Plumbi Acet 14 15 Purvis Ipeac et opil 1 10 2 10 Pyrethrum, boxes H & P. D. Co., doz. 2 1 25 Pyrethrum, pv 20 20 Quassia 8 10 Quina, S. P. & W. 2 30 34 " S. German 2 12 30 Rubia Tinctorum 12 14 Sacharum Lactis pv 20 22 Salacin 2 00 2 10 Sango Draconis 40 50 Sapo, W 12 14 " M 10 12 " G 2 15</p> <p>Selditz Mixture 2 30 Sinapis 2 18 " opt 2 30 Snuff, Maccaboy, De Voes 2 35 Snuff, Scotch, De Voes 2 35 Soda Boras, (po 11) 10 11 Soda et Potass Tart. 27 30 Soda Carb 1 1/2 2 Soda, Bi-Carb. 2 5 Soda, Ash 3 1/2 4 Soda, Sulphas 50 55 Spts. Ether Co 2 2 " Myrcia Dom 2 25 " Myrcia Imp. 2 30 " Vini Rect. bbl. 2 25 2 35 Less 5c gal, cash ten days. Strychnia Crystal 1 40 1 45 Sulphur, Subl. 2 1/2 3 " Roll 2 2 2 4 Tamarinds 8 10 Terebenth Venice 28 30 Theobromae 45 48 Vanilla 9 00 16 00 Zinci Sulph 7 8</p> <p>OILS.</p> <p>Whale, winter 70 70 Lard, extra 50 85 Lard, No. 1 42 45 Linseed, pure raw 45 48</p> <p>Linseed, boiled 48 51 Neat's Foot, winter strained 65 70 Spirits Turpentine 37 40</p> <p>PAINTS. bbl. lb.</p> <p>Red Venetian 1 1/2 2 30 Ochre, yellow Mars 1 1/2 2 30 " Ber 1 1/2 2 30 Putty, commercial 2 1/2 2 40 " strictly pure 2 1/2 2 40 Vermillion Prime Amer-ican 13 16 Vermillion, English 65 70 Green, Peninsular 70 75 Lead, red 6 1/2 7 " white 6 1/2 7 Whiting, white Span 2 70 White, Paris American 2 96 Whiting, Paris Eng. 1 0 " cliff 1 40 Pioneer Prepared Paint 20 1 4 Swiss Villa Prepared Paints 1 00 2 10</p> <p>VARNISHES.</p> <p>No. 1 Turp Coach 1 10 2 30 Extra Turp 160 1 70 Coach Body 2 75 3 00 No. 1 Turp Furn 1 00 2 10 Eutra Turk Damar 1 55 2 60 Japan Dryer, No. 1 Turp 70 75</p>			

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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.	Sap Sago.	COUPON BOOKS.	Foreign.	GUNPOWDER.
Aurora..... 55 6.00	3 lb. standard..... 1 10	Schwitzer, Imported..... 2.21		Patras, in barrels..... 3	Rifle-Dupont's..... 3.25
Castor Oil..... 50 7.00	York State, galions..... 3 10	" domestic..... 2.14		" in 1/4-bbls..... 3 3/4	Half kegs..... 1.90
Diamond..... 50 5.50	Hamburg..... 1 75			" in less quantity..... 3 3/4	Quarter kegs..... 1.10
Frazier's..... 75 8.00	Apricots..... 1 60	CATSUP.		cleaned, bulk..... 6	1 lb cans..... 30
Mica..... 65 7.50	Live oak..... 1 60	Blue Label Brand..... 2 75		cleaned, package..... 6 1/2	1/4 lb cans..... 18
Paragon..... 55 6.00	Pitted Hamburg..... 1 75	Santa Cruz..... 1 60		Peel..... 6	Choke Bore-Dupont's..... 4.55
BAKING POWDER.	Santa Cruz..... 1 60	Lusk's..... 1 60		Citron, Leghorn, 25 lb. boxes 20	Kegs..... 2.40
Acme..... 45	Overland..... 1 60	Live oak..... 1 60		Lemon " 25 " " 10	Half kegs..... 1.35
1/4 lb. cans, 3 doz..... 75	Blackberries..... 90	Triumph Brand..... 3 50		Orange " 25 " " 11	1 lb cans..... 3.00
1/2 lb. " 2 "..... 1 60	B. & W..... 90	Half pint, 25 bottles..... 1 85		Raisins..... 7 1/2	Eagle Duck-Dupont's..... 11.00
Bulk..... 10	Cherries..... 1 50	Pint, 25 bottles..... 4 50		Valencia, 30 " " 5	Half kegs..... 5.75
Arctic..... 55	Red..... 1 10 @ 21	Quart, per doz..... 3 75		" " " " " 8 1/2	Quarter kegs..... 3.00
1/4 doz cans 6 doz case..... 1 10	White..... 1 50			" " " " " 9	1 lb cans..... 6.00
1 doz " 2 doz..... 2 00	Erie..... 1 20	CLOTHES PINS.		Turkey..... 60-70	HERBS.
5 doz " 1 doz..... 9 00	Damsons, Egg Plums and Green Gages..... 1 80	5 gross boxes..... 41 @ 45		Silver..... 70-80	Sage..... 15
5 oz. cans, 4 doz. in case..... 80	Erie..... 1 80	COCOA SHELLS.		Sultana..... 80-90	Hops..... 15
16 " 2 "..... 2 00	California..... 1 60	35 lb bags..... 2 3		" " " " " 8 1/2	
Red Star, 1/2 doz cans..... 40	Common..... 1 25	Less quantity..... 2 3 1/2		" " " " " 9	
1/4 doz " 1 doz..... 75	Gooseberries..... 1 25	Pound packages..... 6 1/2 @ 7		French, 60-70..... 1 00	INDIGO.
1/2 doz " 1 doz..... 1 40	Peaches..... 1 60	COFFEE.		" 80-90..... 1 00	Madras, 5 lb. boxes..... 55
Telfer's, 1/4 lb. cans, doz..... 45	Pie..... 1 60	Green..... 18		" 90-10..... 95	S. F., 2, 3 & 5 lb. boxes..... 50
1/4 lb. " " "..... 85	Maxwell..... 1 60	Rio..... 19		ENVELOPES.	JELLY.
1/2 lb. " " "..... 1 50	Shepard's..... 1 75	Fair..... 18		XX rag, white..... 75	17 lb. palls..... @ 50
Our Leader, 1/4 lb. cans..... 45	California..... 1 75	Good..... 19		No. 1, 6 1/2..... 1 60	30 " "..... @ 70
1/2 lb. " " "..... 75	Monitor..... 1 75	Prime..... 21		No. 2, 6 1/2..... 1 60	LICORICE.
1 lb. " " "..... 1 50	Oxford..... 1 75	Golden..... 21		No. 1, 6..... 1 65	Pure..... 30
Dr. Price's..... 1 50	Pears..... 1 80	Peaberry..... 23		No. 2, 6..... 1 50	Calabria..... 25
	Pineapples..... 1 80	Fair..... 19		No. 1, 6 1/2 wood, white..... 1 35	Sicily..... 12
Dime cans..... 95	Common..... 1 00 @ 30	Good..... 19		No. 2, 6 1/2..... 1 25	LYE.
4-oz..... 1 40	Johnston's sliced..... 2 50	Prime..... 21		" " " " " 1 00	Condensed, 2 doz..... 1 25
6-oz..... 2 00	Booth's sliced..... 2 75	Golden..... 21		6..... 95	" 4 doz..... 2 25
8-oz..... 2 60	Booth's grated..... 2 50	Peaberry..... 23		MATCHES.	No. 9 sulphur..... 1 65
12-oz..... 3 90	Quinces..... 1 10	Mexican and Guatemala..... 23		Mill No. 4..... 1 00	Anchor parlor..... 1 70
16-oz..... 5 90	Common..... 1 10	Fair..... 19		100 lb. kegs..... 3 1/2	No. 2 home..... 1 10
2 1/2-lb..... 12 00	Raspberries..... 1 10	Good..... 19		Hominy..... 3 50	Export parlor..... 4 00
3 1/2-lb..... 15 25	Black Hamburg..... 1 10	Prime..... 21		FARINACEOUS GOODS.	MINCE MEAT.
4-lb..... 22 75	Erie, black..... 1 20	Fancy..... 24		100 lb. kegs..... 3 1/2	
10-lb..... 41 80	Lawrence..... 1 25	Interior..... 25		Barrels..... 3 00	3 doz. case..... 2 75
BATH BRICK.	Hamburg..... 1 25	Private Growth..... 37		Grits..... 3 50	6 doz. case..... 5 50
2 dozen in case..... 90	Erie..... 1 20	Mandehling..... 38		Lima Beans..... 3 1/2 @ 4	2 doz. case..... 11 00
English..... 80	Terrapin..... 1 10	Imitation Mocha..... 25		Dried..... 3 1/2 @ 4	MEASURES.
Bristol..... 90	Whortleberries..... 1 00	Arabian..... 28		Maccaroni and Vermicelli..... 55	1 gallon..... 81 75
Domestic..... 70	Blueberries..... 1 00	Roasted.		Domestic, 12 lb. box..... 55	Half gallon..... 1 40
BLUING.	Meats..... 1 95	To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 c. per lb. for shrinkage.		Imported..... 1 1/2 @ 1	Quart..... 70
Gross..... 3 60	Corned beef Libby's..... 1 80	Package.		Oatmeal..... 4 50	Pint..... 45
Arctic, 4 oz ovals..... 6 75	Potted ham, 1/2 lb..... 1 40	McLaughlin's XXXX..... 24 45		Half barrels 100..... 2 30	Half pint..... 40
" 8 oz..... 6 75	" " 1 lb..... 2 50	Bunole..... 24 95		Kegs..... 2 1/2	Wooden, for vinegar, per doz..... 7 00
" pints, round..... 9 00	" " 3 lb..... 3 50	Lion, 60 or 100 lb. case..... 24 45		Peas..... 1 25	1 gallon..... 4 75
" No. 2, sifting box..... 2 75	" " 4 lb..... 4 50			Split per lb..... 2 1/2 @ 3	Half gallon..... 4 75
" No. 3..... 4 00	" " 5 lb..... 5 50			Roiled Oats..... 2 1/2 @ 3	Quart..... 3 75
" No. 5..... 8 00	" " 6 lb..... 6 50			Half bbls 90..... @ 2 38	Pint..... 45
" 1 oz ball..... 4 50	" " 7 lb..... 7 50			Sago..... 5	Half pint..... 40
Mexican Liquid, 4 oz..... 6 80	" " 8 lb..... 8 50			German..... 4 1/2	Wooden, for vinegar, per doz..... 7 00
BROOMS.	" " 9 lb..... 9 50			East India..... 5	1 gallon..... 4 75
No. 1..... 1 75	" " 10 lb..... 10 50			Wheat..... 5	Half gallon..... 4 75
No. 2..... 2 00	Hamburg stringless..... 1 25			Cracked..... 5	Quart..... 3 75
No. 2 Carpet..... 2 25	" French style..... 2 25			Yarmouth..... 5	Pint..... 2 25
No. 1..... 2 50	Limas..... 1 25			FISH--Salt.	MOLASSES.
Parlor Gem..... 2 75	Lima, green..... 1 25			Cod..... 55	Blackstrap..... 14
Common Whisk..... 80	" soaked..... 1 25			Pollock..... 5 @ 5 1/2	Sugar house..... 2 75
Fancy..... 1 00	Lewis Boston Baked..... 1 35			Whole, Grand Bank..... 5 @ 5 1/2	Cuba Baking..... 16
Warehouse..... 3 00	Bay State Baked..... 1 35			Boneless, strips..... 6 @ 8	Ordinary..... 16
BRUSHES.	World's Fair Baked..... 1 35			Halfbut..... 11 @ 12 1/2	Prime..... 20
Stove, No. 1..... 1 25	Picnic Baked..... 1 00			Herring..... 70	Fancy..... 30
" 10..... 1 50	Corn..... 1 40			Holland, white hoops keg..... 9 50	New Orleans..... 18
" 15..... 1 75	Hamburg..... 1 40			" " " " " 9 50	Fair..... 15
Rice Root Scrub, 2 row..... 85	Livingston Eden..... 1 30			Norwegian..... 2 25	Good..... 22
Rice Root Scrub, 3 row..... 1 25	Purity..... 1 40			Round, 1/4 bbl 100 lbs..... 2 25	Extra good..... 27
Palmetto, goose..... 1 50	Honey Dew..... 1 40			" " 40 "..... 1 20	Choice..... 32
BUTTER PLATES.	Morning Glory..... 75			Scaled..... 17	Fancy..... 40
Oval--50 in crate..... 60	Soaked..... 75			Mackerel..... 11 00	One-half barrels, 3c extra.....
No. 1..... 70	Hamburg marrofat..... 1 35			No. 1, 100 lbs..... 4 70	PICKLES.
No. 2..... 80	" early June..... 1 50			No. 1, 40 lbs..... 4 70	Medium..... 24 50
No. 3..... 80	" Champton Eng..... 1 50			No. 1, 10 lbs..... 1 30	Barrels, 1,300 count..... @ 2 75
No. 5..... 1 00	" petit pois..... 1 75			No. 2, 100 lbs..... 8 50	Half bbls, 600 count..... @ 2 75
CANDLES.	" fancy sifted..... 1 90			No. 2, 40 lbs..... 3 70	Small.....
Hotel, 40 lb. boxes..... 10	Soaked..... 75			No. 2, 10 lbs..... 1 05	Barrels, 2,400 count..... 6 00
Star, 40..... 9	Harris standard..... 75			Family, 90 lbs..... 6 00	Half bbls, 1,300 count..... 3 50
Paraffine..... 10	VanCamp's marrofat..... 1 10			" 10 lbs..... 70	PIPES.
Wicking..... 24	Archer's early June..... 1 30			Russian, kegs..... 55	Clay, No. 216..... 1 75
CANNED GOODS.	French..... 2 15			Trout..... 6 00	" T. D. full count..... 7 75
Fish..... 1 20	Mushrooms..... 19 @ 21			No. 1 1/4 bbl, 100 lbs..... 2 75	Cob, No. 3..... 1 25
Clams..... 1 30	Pumpkin..... 85			No. 1, kits, 10 lbs..... 80	POTASH.
" 2 lb..... 1 90	Erie..... 85			No. 1, 8 lb kits..... 68	48 cans in case.....
Clam Chowder..... 2 25	Hubbard..... 1 15			Whitefish..... 55	Babbitt's..... 4 00
Cove Oysters..... 80	Hamburg..... 1 40			No. 1 1/4 bbl, 100 lbs..... 6 00	Penna Salt Co's..... 3 25
Standard, 2 lb..... 1 50	Soaked..... 85			No. 1 1/2 bbl, 40 lbs..... 2 75	RICE.
" 4 lb..... 1 50	Honey Dew..... 1 50			No. 1, kits, 10 lbs..... 80	Domestic.....
Lobsters..... 1 35	Erie..... 1 35			No. 1, 8 lb kits..... 68	Carolina head..... 6
Star, 1 lb..... 2 45	Tomatoes..... 1 15			Whitefish..... 55	" No. 1..... 5 1/2
" 2 lb..... 3 50	Hancock..... 1 15			Family..... 1 30	" No. 2..... 5
Picnic, 1 lb..... 2 00	Excelsior..... 3 50			2 oz regular panel..... 75	Broken..... 4
" 2 lb..... 2 90	Eclipse..... 3 50			4 oz..... 1 50	Imported.....
Standard, 1 lb..... 1 10	Hamburg..... 3 50			6 oz..... 2 00	Japan, No. 1..... 5 1/2
" 2 lb..... 2 10	Gallon..... 3 50			No. 3 taper..... 1 35	" No. 2..... 5
Mustard, 2 lb..... 2 25	CHOCOLATE.			No. 4 taper..... 1 50	Java..... 6
" 3 lb..... 2 25	Baker's..... 37				Patna..... 5 1/2
Soused, 2 lb..... 2 25	German Sweet..... 23				
Salmon..... 1 65	Premium..... 37				
Columbia River, flat..... 1 80	Breakfast Cocoa..... 43				
" " " " " 1 65	CHEESE.				
Alaska, Red..... 1 25	Amboy..... 1 13 1/2				
" pink..... 1 10	Acme..... 1 13 1/2				
Kinney's, flats..... 1 95	Lenawee..... 1 13 1/2				
American Sardines..... 4 1/2 @ 5	Riverside..... 1 13 1/2				
" " " " " 5 1/2 @ 7	Gold Medal..... 1 11				
Imported..... 2 10	Skim..... 6 @ 10				
" " " " " 15 @ 16	Brick..... 1 11				
Mustard 1/2..... 7 @ 8	Edam..... 1 00				
Boneless..... 2 1	Leiden..... 2 3				
Trout..... 2 50	Limburger..... 2 10				
Brook, 3 lb..... 2 50	Pineapple..... 2 25				
	Roquefort..... 2 35				



SPICES.

Whole Sifted	
Allspice	9 1/4
Cassia, China in mats	8
" Batavia in bud	15
" Saigon in rolls	32
Cloves, Amboyna	22
" Zanzibar	11 1/2
Mace Batavia	80
Nutmegs, fancy	75
" No. 1	70
" No. 2	10
Pepper, Singapore, black	10
" white	30
" shot	16
Pure Ground in Bulk	
Allspice	15
Cassia, Batavia	18
" and Saigon	25
" Saigon	35
Cloves, Amboyna	22
Zanzibar	18
Ginger, African	16
" Cochin	20
" Jamaica	22
Mace Batavia	65
Mustard, Eng. and Trieste	22
" Trieste	25
Nutmegs, No. 2	75
Pepper, Singapore, black	16
" white	24
" Cayenne	30
Sage	20
" Absolute" in Packages	
" 1/8	84 1/5
" 1/4	84 1/5
Cinnamon	84 1/5
Cloves	84 1/5
Ginger, Jamaica	84 1/5
" African	84 1/5
Mustard	84 1/5
Pepper	84 1/5
Sage	84
SAL SODA.	
Kegs	1 1/4
Granulated, boxes	1 1/4
SEEDS.	
Anise	@ 15
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	90
Hemp, Russian	4 1/2
Mixed Bird	5 @ 6
Mustard, white	10
Poppy	9
Rape	5
Cuttie bone	30
STARCH.	
Corn	
20-lb boxes	5 1/2
40-lb "	5 1/2
Gloss	
1-lb packages	5 1/2
3-lb "	5 1/2
6-lb "	5 1/2
40 and 50 lb. boxes	3 1/2
Barrels	3 1/2
SNUFF.	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43
SODA.	
Boxes	5 1/2
Kegs, 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 18
Warsaw	
56 lb. dairy in drill bags	32
28 lb. " "	18
Ashton	
56 lb. dairy in linen sacks	75
Higgins	
56 lb. dairy in linen sacks	75
Solar Rock	
56 lb. sacks	27
Common Fine	
Saginaw	75
Manistee	75
SALERATUS.	
Packed 60 lbs. in box	5 1/2
Church's	5 1/2
DeLand's	5 1/2
Dwight's	5 1/2
Taylor's	5
SOAP.	
Laundry.	
Allen B. Wrisley's Brands	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 65
Proctor & Gamble	
Concord	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox	3 65
Mottled German	3 15
Town Talk	3 25
Dingman Brands.	
Single box	3 95
5 box lots, delivered	3 85
10 box lots, delivered	3 75
Bas. S. Kirk & Co.'s Brands	
American Family, wrp d.	\$4 00
" plain	2 94
N. K. Fairbank & Co.'s Brands	
Santa Claus	4 60
Brown, 60 bars	2 40
" 80 bars	3 25
Lautz Bros. & Co.'s Brands	
Acme	3 75
Cotton Oil	6 00
Marselles	4 00
Mafter	4 00



Thompson & Chute Brands.

Silver..... 3 65
 Mono..... 3 35
 Savon Improved..... 2 50
 Sunflower..... 3 05
 Golden..... 3 25
 Economical..... 2 25

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 61
 Powdered..... 4 89
 Granulated..... 4 89
 Extra Fine Granulated..... 4 82
 Cubes..... 5 17
 XXXX Powdered..... 5 48
 Confec. Standard A..... 4 67
 No. 1 Columbia A..... 4 55
 No. 5 Empire A..... 4 42
 No. 6..... 4 36
 No. 7..... 4 31
 No. 8..... 4 24
 No. 9..... 4 17
 No. 10..... 4 11
 No. 11..... 4 05
 No. 12..... 3 92
 No. 13..... 3 86
 No. 14..... 3 74

SYRUPS.
 Corn..... 20
 Half bbls..... 22
 Pure Cane..... 19
 Fair..... 19
 Good..... 25
 Choice..... 30

TABLE SAUCES.
 Lea & Perrin's, large..... 4 75
 small..... 2 75
 Halford, large..... 3 75
 small..... 2 25
 Salad Dressing, large..... 4 55
 small..... 2 65

TEAS.
JAPAN—Regular.
 Fair..... @ 17
 Good..... @ 20
 Choice..... @ 24
 Choicest..... @ 34
 Dust..... @ 12

SUN CURED.
 Fair..... @ 17
 Good..... @ 20
 Choice..... @ 24
 Choicest..... @ 34
 Dust..... @ 10

BASKET FIRED.
 Fair..... @ 18
 Choice..... @ 25
 Choicest..... @ 35
 Extra choice, wire leaf..... @ 40

GUNPOWDER.
 Common to fair..... @ 25
 Extra fine to finest..... @ 35
 Choicest fancy..... @ 35

COLOGNE.
 Common to fair..... @ 23
 Choicest..... @ 30

ESPECIAL.
 Common to fair..... @ 23
 Superior to fine..... @ 30
 Choicest..... @ 35

YOUNG HYSON.
 Common to fair..... @ 18
 Superior to fine..... @ 30
 Choicest..... @ 40

ENGLISH BREAKFAST.
 Fair..... @ 18
 Choice..... @ 24
 Best..... @ 30

TOBACCOS.
Fine Cut.
 P. Lorillard & Co.'s Brands
 Sweet Russet..... 30 @ 32
 Tiger..... 31
 D. Scotten & Co's Brands
 Hiawatha..... 60
 Cuba..... 34
 Rocket..... 29
 Spaulding & Merrick's Brands
 Sterling..... 30
Private Brands.
 Bazoo..... @ 30
 Can Can..... @ 27
 Nellie Bly..... @ 27
 Uncle Ben..... @ 21
 McGinty..... 25
 " 1/2 bbls..... 27
 Dandy Jim..... 29
 Torpedo..... 24
 " in drums..... 23
 Yum Yum..... 23
 1892..... 22
 " drums..... 22

Plug.
 Sorgho Brands.
 Spearhead..... 39
 Joker..... 37
 Nobby Twist..... 39
 Scotten's Brands.
 Kyo..... 26
 Hiawatha..... 38
 Valley City..... 34
 Finzer's Brands.
 Old Honesty..... 40
 Jolly Tar..... 32

Lorillard's Brands.
 Climax (8 oz., 41c)..... 39
 Green Turtle..... 30
 Three Black Crows..... 27
 J. G. Butler's Brands.
 Something Good..... 38
 Out of Sight..... 26
 Wilson & McCutley's Brands.
 Gold Rope..... 43
 Happy Thought..... 37
 Messmate..... 32
 No Tax..... 31
 Let Go..... 27

Smoking.
Catlin's Brands.
 Kiln dried..... 17
 Golden Shower..... 19
 Huntress..... 26
 Meerschaum..... 29
 American Eagle Co.'s Brands.
 Myrtle Navy..... 40
 Stork..... 30 @ 32
 German..... 15
 Frog..... 33
 Java, 1/2 fol..... 32
 Banner Tobacco Co.'s Brands.
 Banner..... 16
 Banner Cavendish..... 38
 Gold Cut..... 28
 Scotten's Brands.
 Warpath..... 15
 Honey Dew..... 26
 Gold Block..... 30
 F. F. Adams Tobacco Co.'s Brands.
 Peerless..... 26
 Old Tom..... 18
 Standard..... 22
 Globe Tobacco Co.'s Brands.
 Handmade..... 41
 Leidersdorf's Brands.
 Rob Roy..... 26
 Uncle Sam..... 28 @ 32
 Red Clover..... 32
 Spaulding & Merrick.
 Tom and Jerry..... 25
 Traveler Cavendish..... 30
 Buck Horn..... 30
 Plow Boy..... 30 @ 32
 Corn Cake..... 16

VINEGAR.
 40 gr..... 7 @ 8
 50 gr..... 8 @ 9
 \$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

HIDES PELTS and FURS
 Perkins & Hess pay as follows:
HIDES.
 Green..... 2 @ 2 1/2
 Part Cured..... @ 3
 Full..... @ 3 1/2
 Dry..... 4 @ 5
 Kips, green..... 2 @ 3
 " cured..... @ 4
 Calfskins, green..... 3 @ 4
 " cured..... 5 @ 6
 Deaconskins..... 10 @ 25
 No. 2 hides 1/2 off.

PELTS.
 Shearlings..... 5 @ 20
 Lambs..... 15 @ 40

WOOL.
 Washed..... 12 @ 18
 Unwashed..... 8 @ 14

MISCELLANEOUS.
 Tallow..... 3 @ 4 1/2
 Grease butter..... 1 @ 2
 Switches..... 1 1/2 @ 2
 Ginseng..... 2 @ 2 50

FURS.
 Badger..... 80 @ 1 00
 Bear..... 15 @ 25 00
 Beaver..... 3 @ 67 00
 Cat, wild..... 50 @ 75
 Cat, house..... 10 @ 25
 Fisher..... 3 @ 60 @ 60
 Fox, red..... 1 @ 60 @ 1 40
 Fox, cross..... 3 @ 60 @ 5 00
 Fox, grey..... 5 @ 70
 Lynx..... 1 @ 60 @ 2 50
 Martin, dark..... 1 @ 60 @ 3 00
 " pale & yellow..... 7 @ 60 @ 1 00
 Mink, dark..... 60 @ 1 80
 Muskrat..... 3 @ 15
 Oppossum..... 5 @ 15
 Otter, dark..... 5 @ 10 @ 10 00
 Raccoon..... 30 @ 90
 Skunk..... 1 @ 60 @ 1 40
 Wolf..... 1 @ 60 @ 2 00
 Beaver castors, lb..... @ 5 00
 Above prices are for No. 1 furs only. Other grades at corresponding prices.

BEERKINGS—per pound.
 Thin and green..... 10
 Long gray, dry..... 10
 Gray, dry..... 15
 Red and Blue, dry..... 25

WOODENWARE.
 Tubs, No. 1..... 6 00
 " No. 2..... 5 50
 " No. 3..... 4 50
 Pails, No. 1, two-hoop..... 1 30
 " No. 1, three-hoop..... 1 50
 Bowls, 11 inch..... 90
 " 13..... 1 25
 " 15..... 1 30
 " 17..... 1 90
 " 19..... 2 40
 " 21..... 2 40
 Baskets, market..... 35
 " shipping bushel..... 1 15
 " full hoop..... 1 25
 " willow cl'ths, No. 1..... 5 25
 " No. 2..... 6 25
 " No. 3..... 7 25
 " splint..... No. 1 3 75
 " No. 2 4 25
 " No. 3 4 75
INDURATED WARE.
 Pails..... 3 15
 Tubs, No. 1..... 13 50
 Tubs, No. 2..... 12 00
 Tubs, No. 3..... 10 50
Butter Plates—Oval.
 No. 1..... 10 0
 No. 2..... 6 2 10
 No. 3..... 70 2 45
 No. 5..... 80 2 80
 No. 5..... 1 00 3 50
Washboards—single.
 Universal..... 2 25
 No. Queen..... 2 50
 Peerless Protector..... 2 40
 Saginaw Globe..... 1 75
Double.
 Water Witch..... 2 25
 Wilson..... 2 50
 Good Luck..... 2 75
 Peerless..... 2 85

GRAINS and FEEDSTUFFS
WHEAT.
 No. 1 White (58 lb. test)..... 56
 No. 2 Red (60 lb. test)..... 55

MEAL.
 Bolted..... 1 40
 Granulated..... 1 65

FLOUR IN SACKS.
 *Patents..... 2 15
 *Standards..... 1 65
 *Straight..... 1 55
 *Bakers..... 1 35
 *Graham..... 1 60
 Rye..... 1 60
 *Subject to usual cash discount.
 Flour in bbls., 25c per bbl. additional.

MILLSTUFFS.

	Car lots	Less quantity
Bran.....	\$15 00	\$16 00
Screensings.....	13 00	13 00
Middlings.....	15 00	16 00
Mixed Feed.....	17 00	17 50
Coarse meal.....	16 00	18 00

CORN.
 Car lots..... 40
 Less than car lots..... 44

OATS.
 Car lots..... 33
 Less than car lots..... 36

HAY.
 No. 1 Timothy, car lots..... 11 00
 No. 1 " ton lots..... 12 50

PROVISIONS
 The Grand Rapids Packing and Provision Co. quotes as follows:
PORK IN BARRELS.
 Mess,..... 14 00
 Short cut..... 15 00
 Extra clear pig, short cut..... 16 50
 Extra clear, heavy..... 16 50
 Clear, fat back..... 15 50
 Boston clear, short cut..... 16 00
 Clear back, short cut..... 16 00
 Standard clear, short cut, best..... 16 50

SAUSAGE.
 Pork, links..... 8 1/2
 Bologna..... 6
 Liver..... 6
 Tongue..... 7
 Blood..... 8 1/2
 Cottofine..... 6
 Head cheese..... 10
 Summer..... 10
 Frankfurts..... 7 1/2
 Liver..... 7

LARD.
 Kettle Rendered..... 9 1/2
 Granger..... 9
 Family..... 7
 Compound..... 6 1/2
 50 lb. Tins, 1/2c advance..... 7 1/2
 20 lb. pails, 1/2c ".....
 10 lb. " 1/2c ".....
 5 lb. " 1/2c ".....
 3 lb. " 1c ".....

BEEF IN BARRELS.
 Extra Mess, warranted 200 lbs..... 7 50
 Extra Mess, Chicago packing..... 7 25
 Boneless, rump butts..... 10 25

SMOKED MEATS—Canvassed or Plain.
 Hams, average 20 lbs..... 9 1/2
 " 16 lbs..... 10
 " 12 to 14 lbs..... 10
 " picnic..... 8
 " best boneless..... 9
 Shoulders..... 8
 Breakfast Bacon boneless..... 13
 Dried beef, ham prices..... 10
 Long Clears, heavy.....
 Briskets, medium..... 9
 " light..... 9 1/2

DRY SALT MEATS.
 Butts..... 9
 D. S. Bellies..... 12 1/2
 Fat Backs..... 10

PICKED PIGS' FEET.
 Barrels..... 8 00
 Kegs..... 1 90

TRIPE.
 Kits, honeycomb..... 65
 Kits, premium..... 55

BEEF TONGUE.
 Barrels..... 22 00
 Half barrels..... 11 00
 Per pound..... 11

BUTTERINE.
 Dairy, sold packed..... 15
 Dairy, rolls..... 15 1/2
 Creamery, sold packed..... 18
 Creamery, rolls..... 18 1/2

FRESH BEEF.
 Carcass..... 5 @ 7
 Fore quarters..... 4 1/2 @ 5
 Hind quarters..... @ 6
 Loins No. 3..... 8 @ 10
 Ribs..... 7 @ 9
 Rounds..... 5 @ 6
 Chucks..... @ 4 1/2
 Plates..... @ 4 1/2

FRESH PORK.
 Dressed..... 6
 Loins..... 8
 Shoulders..... 6 1/2
 Leaf Lard..... 10 1/2

MUTTON.
 Carcass..... 4 @ 5
 Lambs..... 5 @ 6

VEAL.
 Carcass..... 5 @ 6

CROCKERY and GLASSWARE.
LAMP BURNERS.
 No. 0 Sun..... 45
 No. 1 "..... 75
 No. 2 "..... 75
 Tubular..... 75

LAMP CHIMNEYS. Per box.
 6 doz. in box.
 No. 0 Sun..... 1 75
 No. 1 "..... 1 88
 No. 2 "..... 2 70

First quality.
 No. 0 Sun, crimp top..... 2 10
 No. 1 " "..... 2 25
 No. 2 " "..... 3 25

XXX Flint.
 No. 0 Sun, crimp top..... 2 60
 No. 1 " "..... 2 80
 No. 2 " "..... 3 80

Pearl top.
 No. 1 Sun, wrapped and labeled..... 3 70
 No. 2 " "..... 4 70
 No. 2 Hinge, " "..... 4 88

La Bastie.
 No. 1 Sun, plain bulb, per doz..... 1 25
 No. 1 " "..... 1 50
 No. 1 crimp, per doz..... 1 35
 No. 2 " "..... 1 60

LAMP WICKS.
 No. 0, per gross..... 23
 No. 1 "..... 28
 No. 2 "..... 38
 No. 3 "..... 75
 Mammoth, per doz..... 75

STONEWARE—AKRON.
 Butter Cocks, 1 to 6 gal..... 06
 " 1/2 gal, per doz..... 60
 Jugs, 1/2 gal, per doz..... 70
 " 1 to 4 gal, per gal..... 07
 Milk Pans, 1/2 gal, per doz..... 60
 " 1 "..... 72

STONEWARE—BLACK GLAZED.
 Butter Cocks, 1 and 2 gal..... 07
 Milk Pans, 1/2 gal..... 65
 " 1 "..... 78

THE GLUT OF CURRENCY.

The accumulation of idle money is having its legitimate effect in lowering rates of interest and in stimulating speculative buying, not only of stocks and bonds, but, as the market reports show, of merchandise and real estate. As might be expected, too, the supply of first-class bonds and stocks for sale has become nearly exhausted, and purchasers have turned their attention to those of the second and lower grades, many of which have advanced in price very considerably during the week. The unfortunate debtors who, in the agony of last summer's crisis, could not borrow money on any terms whatever, and who were, in consequence, compelled to sell their property at whatever they could get for it, must witness with indescribable pangs the present condition of things. As the event has proved, they were made victims, not of any real scarcity of money, but of the terror-stricken imaginations of their creditors.

Many people attribute the prevailing superabundance of currency to a dullness in trade. Transactions involving the actual payment of cash being restricted in amount, less currency, they say, is needed for actual use, and the surplus, therefore, congests at monetary centers like New York and Chicago, as the blood congests in the central organs of the human body when its circulation is impeded. This is true, but it is not the whole truth. Certainly, as much business is done now as was done last summer, so that the demand for currency, everything else being equal, ought to be as great now as it was then. The difference is caused by the different condition of men's minds. Then, thousands of people were gathering up and hoarding currency in anticipation of general bankruptcy. Now that their craze is over and general confidence restored, these hoards have come out of their hiding places and have found their way into the banks.

Whatever may be the explanation of it, the fact remains that currency is now in superabundant supply in all the large cities of the country, and that an immense amount of it is lying idle. It is also a fact that during the intensest period of our last summer's panic the quantity of currency in existence was very nearly as great as it is now. These facts completely dispose of the theory that the supply of circulating medium required in a country should be fixed by its population or by any other arbitrary standard. What may be amply sufficient in one state of the public mind, may, as we have lately seen, prove entirely inadequate in another. They also refute the popular doctrine that prosperity is caused by an abundance of currency, and destroyed by its scarcity. The country never before in its history had so much currency as it had during the three years which preceded last summer's crisis, and yet the crisis came and proved most disastrous.

Still, in spite of the teachings of history and of our own experience, the prevailing sentiment in this country undoubtedly is, and has been for the last century, if not longer, in favor of making currency as plentiful as possible. It is a sentiment, too, which many things, it must be conceded, go to support. Money, if not wealth itself, is at least the means of procuring wealth, and gold and silver money, being made out of metals which

have a value as materials for purposes both ornamental and useful, are to that extent real wealth in themselves. Then, too, it having been found that paper money can be made to serve in the exchange of commodities the same purpose that is served by gold and silver coin, the inference is naturally though illogically drawn that an addition to the supply of paper currency is an addition to real wealth. Moreover, prices being regulated by the total volume of currency in use, and an increase of that volume tending to raise prices, every one who has goods or labor to sell gets, apparently, more for them when currency is abundant, and is proportionately happy.

Indeed, long before the introduction of paper money, the conviction was so well established and so prevalent with the most enlightened nations of the dependence of a country's prosperity upon its supply of gold and silver coin, that in all commercial countries laws were made to prevent as much as possible such coin from being exported. A survival of this sentiment, by the way, was revealed only a year or two ago in this country by a director of our own Mint, who took great credit to himself for hindering the export of gold by refusing to furnish gold bars for the purpose, and by offering instead only gold coins, which were less desirable. As a consequence, the Government is now going to great expense in manufacturing the bars, which were thus kept in the country, into coins to take the place of those which were foolishly sent abroad to be melted up. When the utility of paper money was demonstrated the same prejudice in favor of an abundant currency led, both in Europe and in this country, to its excessive fabrication. The people of Great Britain, under the guidance of sagacious men like Adam Smith, John Locke, Sir Isaac Newton, and their successors, have suffered less than others from this cause, but France had John Law's Bank and the assignats of the Revolution, while the history both of the thirteen colonies and of the United States records a long series of financial disasters caused by overissues of paper.

The campaign in behalf of free silver coinage, which began in 1877 and ended at the beginning of last month in the passage of the Silver Purchase Repeal bill, also proceeded upon the assumption that the more currency a country has, no matter what its quality, the more prosperous it will be, and that a scarcity of currency is a potent cause of financial depression. Fortunately, the effort to establish the silver standard has failed for the present, and is not likely to succeed for many years to come, but the fallacy which inspired and supported it has survived. During the last fifteen years we have added to the volume of our circulating medium \$419,332,550 in silver dollars and silver certificates, and \$152,750,000 in Treasury notes issued under the Sherman act, making, with the increase from other sources, the total amount of money in use \$1,726,994,000, against \$729,132,634 July 1, 1878, and yet the craze for more of it still exists and will inevitably make itself felt in another form.

That form, according to all indications, will first be advocacy of the repeal of the present prohibitory tax upon State bank notes, thus opening the way for each State to create them as largely as it pleases. The New England and the Middle States

Let Your Name
Be Written
There!
Where?
On a Calendar!

Everybody Wants One!
Everybody Expects One!
They Are Always in Sight!

YOU CAN GET A

Little One for a Cent

OR A BIGGER ONE FOR 5 CENTS.

Many Styles to Select From.
Don't Wait Until Jan. 1st.
Samples on Application.

TRADESMAN COMPANY.



Pat. July 5 & Oct. 4, '92



Pat. July 5 & Oct. 4, '92.
Reg'd., Eng., Aug. 23, '93.



Patented July 5 and Oct. 4, 1892.

KITTENS, PIGKANINNIES, BOW-WOWS,
DOLLS AND MONKEYS,

Two to the yard, 12½¢ per yard. A fast retailer at 10¢. Any child can put them together. (Twenty yards to the piece.) ORDER AT ONCE.

P. Steketee & Sons,
GRAND RAPIDS, MICH.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

TRADESMAN COMPANY.

will not probably avail themselves of this liberty if it is given to them, but the utterances during the recent debates on the Silver Purchase Repeal bill, made by the Senators and Representatives from the West and the South, leave little doubt that the States of those sections will repeat the financial legislation of the period preceding secession. Their citizens have always suffered from a scarcity of money, and, mistakenly supposing that if more money were brought into existence they would get more of it, they will heartily support all measures for increasing it.

Some Eastern financiers also advocate the re-establishment of State bank circulation, not so much upon the ground that the country needs more currency, but for the reason that, as they say, the currency should be more elastic than it possibly can be under the national bank system. Because every year during the harvest season the Eastern portion of the country is inconvenienced by the withdrawal of coin and notes and their shipment to the West and the South for the purpose of moving the crops to market, they fancy that an issue of State bank notes can be contrived which will bring them into being when they are wanted and withdraw them from existence when they cease to be wanted. The idea is plausible and attractive and has numerous supporters, but it is as unattainable in practice as perpetual motion is, or the transmutation of base metals into gold. If the proposed "elastic" currency is to be money at all, it must be money to the full significance of the word, and when once created it will continue to exist just as all other forms of money exist. At this moment the excess of money over the country's requirements is stored up in bank vaults, but it is ready to come out again whenever a demand for it springs up. If, now, to this stock of unused money an indefinite amount of State bank notes is to be added, they, too, will await a demand, and will supply it as soon as it shows itself. They may be laid away as our present specie and notes are laid away, but they will not be annihilated.

One possible remedy there is for the evils of the superabundant currency with which we are threatened, and that is an enlarged use of it in everyday business transactions. Making payments by bank checks is undeniably convenient, but the practice has its drawbacks. It fosters the expansion of credits to which we owe our periodical revulsions in business, and promotes excessive speculation. If men had to pay more cash for what they buy, they would buy more carefully, and, if instead of a mere credit to a borrower on its books a bank had to hand him over the amount of his borrowing in currency, it would not be so lavish as it is at present in accommodating him. Should the experiences of last summer lead to a reform in this respect, they will not have been altogether worthless.

MATTHEW MARSHALL.

Standing in Their Own Light.

From the New York Shipping List. That is a peculiar case of "bossism" on the part of the hatters' trade union, reported from Danbury, Conn. As far back as 1885, the workmen forced the hat manufacturers to enter into an agreement which was then considered beneficial to both sides. The general plan contemplated the restriction of the number of factories engaged in the manufacture of hats in this country; or, in other words, giving a monopoly of the work into the

hands of the trade unions, and, by so doing, restricting the factories and growth of the business, guarding against over-production, so that the consumers would be forced to pay more for their hats, which excess could be shared by the employers and workmen.

Independent concerns started up with non-union help, and the increasing competition indicated that the industry could not be monopolized by a few manufacturers. Employers of union workmen wished to alter the agreements recently, but the trade union would not consent to the changes. As a result, every man or woman belonging to a union has been discharged, and 5,000 persons are now idle. The manufacturers could not do otherwise. They must control their own business enterprises. The dictatorial and impudent spirit manifested by the trade union in this case has no parallel.

Unwilling Shopping.

A gentleman who visited Tunis says that he found it dangerous to venture into the shopping district unless he wanted to buy. His guide did not try to protect him, and he was immediately surrounded by lads who exclaimed: "Look this way, this way!" and tried to drag him to the shop by which they were employed. The only way to get rid of the shouting, gesticulating crowd was to allow one of them to take possession of him.

He drags you away to a shop from which he will receive twenty-five per cent. of whatever price you pay for goods. But do not fear for the merchant; he will lose nothing; he will charge you three times the regular price if you are a stranger. Do not struggle. You are caught like a fly in a spider's web. His associates regard him enviously, but they do not try to rob him of his prey.

Perhaps you say, "To-morrow, to-morrow I shall be passing," and try to get away. It is in vain.

"Will you have coffee?" asks the merchant politely.

"No, no, thank you," you reply. "Here, coffee seller, two cups of coffee! Quickly!" cries the merchant to the neighboring cafe keeper, who is his accomplice.

You find yourself seated in the shop and served with delicious hot coffee, and helping yourself to a cigarette.

"Here, boy, a light!" cries the shopkeeper, and you thank him involuntarily for his gracious courtesy.

Then before your bewildered eyes are displayed rugs, silks, embroideries, pottery, sabres, guns, daggers, tables, cabinets, coffers, wooden boxes trimmed with mother-of-pearl, and bric-a-brac from all parts of Islam.

Confused by the flattering attentions you have received and by the dazzling display of colors and merchandise which has been made for your benefit, at last you make your escape.

Alas! your guide follows you carrying a carpet and a drum which you have bought, you know not how or why.

A Point for Mrs. Maybrick.

A fact has recently been discovered in London which tends to throw more doubt than ever on the justice of the punishment now being suffered by Mrs. Maybrick, in Woking prison, for having poisoned her husband with arsenic. One of the strong points of the circumstantial evidence against Mrs. Maybrick was the fact, shown by chemical analysis, that the glycerine which she administered to her husband contained arsenic. Messrs. Byrd & Son, of Birmingham, have informed a trade paper that shortly before the death of Mr. Maybrick they analyzed a quantity of German glycerine which was offered them for sale, and refused to buy because they found that it contained arsenic in considerable quantities. Later they learned that a good deal of this glycerine was sold in the midland counties. It is more than probable that this was the glycerine which Mrs. Maybrick bought, knowing nothing of the poison in it.

A New Food Grain.

A recent exploration in the Himalaya Mountain region has discovered there a

grain cultivated by the natives which has hitherto been unknown to civilized agriculture. Its native name is kownee. In appearance it is similar to wheat, though the ears are much longer, with a peculiar inward curve, and the grains, which are brown and shiny, are much smaller than grains of wheat, and dissimilar in shape. This cereal yields very heavy crops with very primitive cultivation, and flourishes at a high altitude, where the seasons are necessarily short and cold. What sort of food it makes is not stated, but if it is at all palatable and nourishing, kownee would make a valuable addition to the food crops of our higher latitudes.

What a Woman Can Do.

From the Allegan Gazette. Miss Minnie Cook, the milliner, has been the means of doing considerable work upon the North Watson road this fall. The farmers living along and near the road have been spreading gravel upon the grade and have completed it nearly or quite to the eastern town line. Miss Cook offered a \$5 hat to the woman or girl who would draw the most gravel in one day. There were five competitors, the winner being Miss Ida Sprague, who drew ten loads comprising twelve cubic yards and six feet, driving her team at all times.

The American Cranberry Growers' Association has been successful in introducing this American fruit in foreign markets. Large shipments of New Jersey berries have been sent from Philadelphia to Liverpool and London markets, and they have been sold at a good profit, notwithstanding the fact that many of the dealers had never seen them before. A. J. Rider, Secretary of the Association, was chosen as its representative, and he personally attended to the preparing of the cranberries in the American style, and had all the principal restaurants bountifully supplied with the sauce, hoping to bring this delicious fruit before the public in time for the holiday season. The sauce was thoroughly tested and it was thought advisable to place the berries in the Liverpool fruit markets. Notice was given to provision dealers and the stewards of all the large hotels in England. This resulted in a large sale of the berries at \$2.25 per crate of thirty-two quarts, netting a profit of about 20 cents per crate. Berries were selling in the Philadelphia markets at the same time for \$1.60 per crate.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee Rys offers a route making the best time between Grand Rapids and Toledo.

Time Table in effect May 14, 1893. VIA D. L. & N. R. Y. Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m. Ar. Toledo at 1:15 p. m. and 10:45 p. m. VIA D. G. H. & M. R. Y. Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m. Ar. Toledo at 1:15 p. m. and 10:45 p. m. Return connections equally as good. W. H. BENNETT, General Pass. Agent, Toledo, Ohio.

Grand Rapids & Indiana.

Schedule in effect Nov. 19, 1893. TRAINS GOING NORTH. Arrive from Leave going North. For McKinaw, Trav. City and Sag. 7:30 a m 7:40 a m For Cadillac and Saginaw 2:15 p m 4:50 p m For Petoskey & Mackinaw 8:10 p m 10:25 p m From Kalamazoo 9:10 a m From Chicago and Kalamazoo 9:50 p m Trains arriving from south at 7:20 a m and 9:10 a m daily. Others trains daily except Sunday. TRAINS GOING SOUTH. Arrive from Leave going South. For Cincinnati 7:00 a m 7:05 a m For Kalamazoo and Chicago 10:40 a m For Fort Wayne and the East 11:40 a m 2:00 p m For Cincinnati 6:15 p m 6:00 p m For Kalamazoo & Chicago 10:55 p m 11:40 a m From Saginaw 11:40 a m From Saginaw 10:55 p m Trains leaving south at 6:00 p m and 11:20 p. m. run daily; all other trains daily except Sunday.

Chicago via G. R. & I. R. R. Lv Grand Rapids 10:40 a m 2:00 p m 11:20 p m Arr Chicago 4:00 p m 9:00 p m 7:05 a m 10:40 a m train solid with Wagner Buffet Parlor Car. 11:20 p m train daily, through coach and Wagner Sleeping Car. Lv Chicago 6:50 a m 4:15 p m 11:40 p m Arr Grand Rapids 2:15 p m 9:50 p m 7:20 a m 4:15 p m through Wagner Buffet Parlor Car and coaches. 11:40 p m train daily, through Coach and Wagner Sleeping Car. Muskegon, Grand Rapids & Indiana. For Muskegon—Leave. From Muskegon—Arrive. 7:35 a m 9:40 a m 5:40 p m 5:20 p m Sunday train leaves for Muskegon at 7:45 a m, arriving at 9:15 a m. Returning, train leaves Muskegon at 4:30 p m, arriving at Grand Rapids at 6:50 p m. C. L. LOCKWOOD, General Passenger and Ticket Agent.

CHICAGO NOV. 19, 1893 AND WEST MICHIGAN RY.

GOING TO CHICAGO. Lv. G'd Rapids 7:30am 1:25pm *11:30pm Ar. Chicago 1:45pm 6:50pm *6:30am RETURNING FROM CHICAGO. Lv. Chicago 7:45am 4:55pm *11:30pm Ar. G'd Rapids 2:30pm 10:20pm *6:10am TO AND FROM MUSKEGON. Lv. Grand Rapids 7:30am 1:25pm 5:45pm Ar. Grand Rapids 10:55am 2:30pm 10:20pm TRAVERSE CITY, CHARLEVOIX AND PETOSKEY. Lv. Grand Rapids 7:30am 3:15pm Ar. Manistee 12:10pm 8:15pm Ar. Traverse City 12:40pm 8:45pm Ar. Charlevoix 3:15pm 11:10pm Ar. Petoskey 3:45pm 11:40pm Arrive from Petoskey, etc., 1:00 p. m. and 10:00 p. m. Local train to White Cloud leaves Grand Rapids 5:45 p. m., connects for Big Rapids and Fremont. Returning, arrives Grand Rapids 11:20 a. m. PARLOR AND SLEEPING CARS. To Chicago, Lv. G. R. 7:30am 1:25pm *11:30pm To Petoskey, Lv. G. R. 7:30am 3:15pm To G. R. Lv. Chicago 7:45am 4:55pm *11:30pm To G. R. Lv. Petoskey 5:00am 1:30pm *Every day. Other trains week days only.

DETROIT, NOV. 19, 1893 LANSING & NORTHERN R. R.

GOING TO DETROIT. Lv. Grand Rapids 7:00am *1:25pm 5:40pm Ar. Detroit 11:40am *5:25pm 10:25pm RETURNING FROM DETROIT. Lv. Detroit 7:45am *1:45pm 6:00pm Ar. Grand Rapids 12:45pm *5:40pm 10:45pm TO AND FROM SAGINAW, ALMA AND ST. LOUIS. Lv. G R 7:40am 4:50pm Ar. G. R. 11:40am 10:55pm TO LOWELL VIA LOWELL & HASTINGS R. R. Lv. Grand Rapids 7:00am 1:20pm 5:40pm Ar. from Lowell 12:45pm 5:40pm THROUGH CAR SERVICE. Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. *Every day. Other trains week days only. GEO. DEHAVEN, Gen. Pass'r Ag't.

MICHIGAN CENTRAL "The Niagara Falls Route."

(Taking effect Sunday, Nov. 19, 1893.) Arrive. Depart 10 20 p m Detroit Express 7 00 a m 5 30 a m *Atlantic and Pacific 11 20 p m 1 30 p m New York Express 5 40 p m *Daily. All others daily, except Sunday. Sleeping cars run on Atlantic and Pacific express trains to and from Detroit. Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:55 p.m., arriving at Grand Rapids 10:20 p.m. Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.) A. ALMQUIST, Ticket Agent, Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Ave. EASTWARD. Trains Leave +No. 14 +No. 16 +No. 18 *No. 82 G'd Rapids, Lv 6 45am 10 20am 3 25pm 10 45pm Ionia Ar 7 40am 11 25am 4 27pm 12 27am St. Johns Ar 8 25am 12 17pm 5 20pm 1 45am Owosso Ar 9 00am 1 20pm 6 05pm 2 40am E. Saginaw Ar 10 50am 3 45pm 8 00pm 6 40am Bay City Ar 11 32am 4 35pm 8 37pm 7 15am Flint Ar 10 05am 3 45pm 7 05pm 5 4 am Pt. Haron Ar 12 05pm 5 00pm 8 50pm 7 30am Pontiac Ar 10 53am 3 05pm 8 25pm 5 37am Detroit Ar 11 50am 4 05pm 9 25pm 7 00am WESTWARD. Trains Leave *No. 81 +No. 11 +No. 13 G'd Rapids Lv 7 00am 1 00pm 4 55pm G'd Haven Ar 8 20am 2 10pm 6 00pm

*Daily. Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:45 p. m. and 10:00 p. m. Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:15 a. m. Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. JAS. CAMPBELL, City Ticket Agent, 23 MORGUE STREET.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Markets.

Special Correspondence.

NEW YORK, Dec. 9—Market conditions in the grocery business present few features of interest and during the week the floors of the leading jobbing houses have presented only the usual animation. With the retailers trade is good, but not very profitable, as the people are buying necessities, not luxuries, and the red raspberries in quart cans at a dollar are being looked at for beauty, while the ever-interesting tomato is being consumed. So it is all along the line. Staple goods are selling—fancy products are not.

The political outlook is still so overcast that large dealers are moving in a very conservative manner as regards purchases. They do not know what to depend on and are, consequently, confining themselves to routine transactions. Trade with the big bazars is unmistakably dull. Go into any of them and you would not believe by what you see that Christmas is at hand. Salesmen there all report dull trade and it is said that many of the stores, contrary to their usual custom at the holidays, will not be open evenings. At the great candy store of Huyler's there are usually so many orders taken that none are received for three weeks before Christmas; this year every order will be filled and they will be thankfully received up to the last moment before the festive day. These are but straws, but they prove the stringency of the money situation. If trade right here in the metropolis is so dull, it shows that it is very likely the same all over the country. Naturally, a man ought to advertise when times are dull, but, if he can't pay the printer, where with shall the printer buy his toys?

The sugar trust stocks suffered a decline as soon as a dividend had been declared last Wednesday, but this fact has no special significance, although the sugar men are admittedly not over happy. Prices of sugar remain about as last quoted—perhaps practically lower.

Coffee is waiting for something to turn up, but, so far, nothing has happened. The tone of the market is toward lower prices, but it is not easy to see just how any lower figures can be made while so much uncertainty exists regarding Brazil—the great source of supply.

A big extra tea sale on Friday attracted a good deal of attention—for tea prices were fairly well sustained. Consumption of tea in this country does not expand per capita, and no interest attaches to the future of the article, as is the case with coffee.

Canned goods are dull and nothing in the entire line is anxiously sought for. Dried fruits are, perhaps, holding their own by force of circumstances.

Butter and cheese, in sympathy with everything else, are in light request, and prices are low and unsatisfactory, for best Elgin will bring scarcely 27c.

Oranges and lemons are moving slowly and at prices ranging from \$1.25 to \$2.00 per box for Florida. JAY.

Not So Dead as He Might Be.

DETROIT, Dec. 7—It has been reported by a traveling man that I was dead. Some of my customers in Isabella county asked him where Windy Williams was and he said I was dead. I cannot see why he told any such thing, and I wish you to put something like this in your next issue: Windy Williams, who has charge of the Saginaw Valley for P. Lorillard & Co., is not dead, as reported by a traveling man to further his interests, but is alive and will call on his trade in a short time to sell them all the goods they need in his line.

I have taken your TRADESMAN for two years. Please help me out of the grave. Yours with respect,

L. WILLIAMS.

Annual Meeting of the Old M. C. T. A.

DETROIT, Dec. 7—The Michigan Commercial Travelers' Association is in a very flourishing condition, with a noted increase in membership for the year. The Board of Trustees held their regular monthly meeting Dec. 2 and de-

ecided to hold the annual meeting, which occurs on Friday, Dec. 29, at the Cadillac Hotel. We hope to see a goodly number of the Grand Rapids boys present, including the editor of THE TRADESMAN. D. MORRIS, Sec'y.

The Grocery Market.

Sugar—With a strong demand for refined and a higher market on raws abroad, it looks as though the anticipated decline would not be realized, at least until the conditions are materially changed. Willett & Gray, whose authority on the sugar market is seldom questioned, assert that the enactment of the Wilson bill will not make sugar any cheaper; that holders of raw sugar outside of the United States will raise the price of their stocks to meet the changed conditions. Refiners claim they are oversold from three to five days on almost every grade except granulated.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.....		6 1/2	7 1/2
" H. H.		6 1/2	7 1/2
" Twist		6 1/2	7 1/2
Boston Cream	8 1/2		
Cut Loaf.....			8 1/2
Extra H. H.	8 1/2		
MIXED CANDY.			
	Bbls.	Palls.	
Standard.....	6	7	
Leader.....	6	7	
Royal.....	7	8	
Nobby.....	7	8	
English Rock.....	7	8	
Conserves.....	7	8	
Broken Taffy.....	baskets	8	
Peanut Squares.....	" 8	9	
French Creams.....		9 1/2	
Valley Creams.....		13	
Midget, 30 lb. baskets.....		8 1/2	
Modern, 50 lb.		8	

FANCY—In bulk			
		Palls.	
Lozenges, plain.....		9	
" printed.....		10	
Chocolate Drops.....		12	
Chocolate Monumentals.....		13	
Gum Drops.....		5 1/2	
Moss Drops.....		8	
Sour Drops.....		8 1/2	
Imperials.....		10	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops.....		55	
Sour Drops.....		55	
Peppermint Drops.....		60	
Chocolate Drops.....		75	
H. M. Chocolate Drops.....		1 00/90	
Gum Drops.....		40/50	
Licorice Drops.....		1 00	
A. B. Licorice Drops.....		80	
Lozenges, plain.....		60	
" printed.....		65	
Imperials.....		60	
Mottoes.....		70	
Cream Bar.....		55	
Molasses Bar.....		55	
Hand Made Creams.....		85/95	
Plain Creams.....		80/90	
Decorated Creams.....		1 00	
String Rock.....		65	
Burnt Almonds.....		1 00	
Wintergreen Berries.....		60	

CARAMELS.			
No. 1, wrapped, 2 lb. boxes.....		34	
No. 1, " 3 " ".....		51	
No. 2, " 2 " ".....		28	
ORANGES.			
128, 138.....		2 25@2 50	
150.....		2 75@3 00	
176, 200, 216.....		3 00	
BANANAS.			
Small.....		1 00@1 25	
Large.....		1 50@2 00	

LEMONS.			
Messina, extra fancy.....			
" fancy 360.....		4 50	
" fancy 300.....		4 00	
" choice 360.....			
" choice 300.....			

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 6lb.....		@12 1/2	
" " 10lb.....		@13	
" extra " 14lb.....		@15	
Dates, Fard, 10-lb. box.....		@ 8	
" " 50-lb. ".....		@ 7	
" Persian, 50-lb. box.....		4 1/2 @ 5 1/2	

NUTS.			
Almonds, Tarragona.....		@18	
" Ivaca.....		@17	
" California.....		@	
Brazils, new.....		@19	
Filberis.....		@12	
Walnuts, Grenoble.....		@14	
" French.....		@12 1/2	
" Calif.....		11 @ 13	
Table Nuts, fancy.....		@13	
" choice.....		@12	
Pecans, Texas, H. P.,.....		9 @ 11	
Chestnuts.....			
Hickory Nuts per bu.....		1 25	
Cocoanuts, full sacks.....		@4 00	

PEANUTS.			
Fancy, H. P., Suns.....		@	
" " Roasted.....		@	
Fancy, H. P., Flags.....		5 1/2 @	
" " Roasted.....		7 @	
Choice, H. P., Extras.....		4 1/2 @	
" " Roasted.....		6 @	

VOIGT, HERPOLSHEIMER & CO.,
WHOLESALE

Dry Goods, Carpets and Cloaks,

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

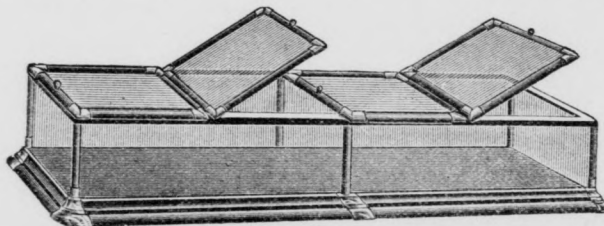
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OVERALLS OF OUR OWN MANUFACTURE.

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

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Manufacturers of Show Cases of Every Description.



FIRST-CLASS WORK ONLY.

63 and 65 Canal St., Grand Rapids, Mich.

WRITE FOR PRICES.

Musselman
Grocer Co.

JOBBERS OF

Groceries and Provisions.

Our BUTCHER'S LARD is a Pure Leaf Kettle Rendered Lard. If you want something cheaper try our CHOICE PURE, in tubs or tins, and guaranteed to give satisfaction. Note these prices:

Butcher's, 80-pound Tub.....	10 1/2
Butcher's, Tierces.....	10
Choice Pure.....	9

WESTERN MICHIGAN AGENTS FOR

G. H. HAMMOND CO'S SUPERIOR BUTTERINE.

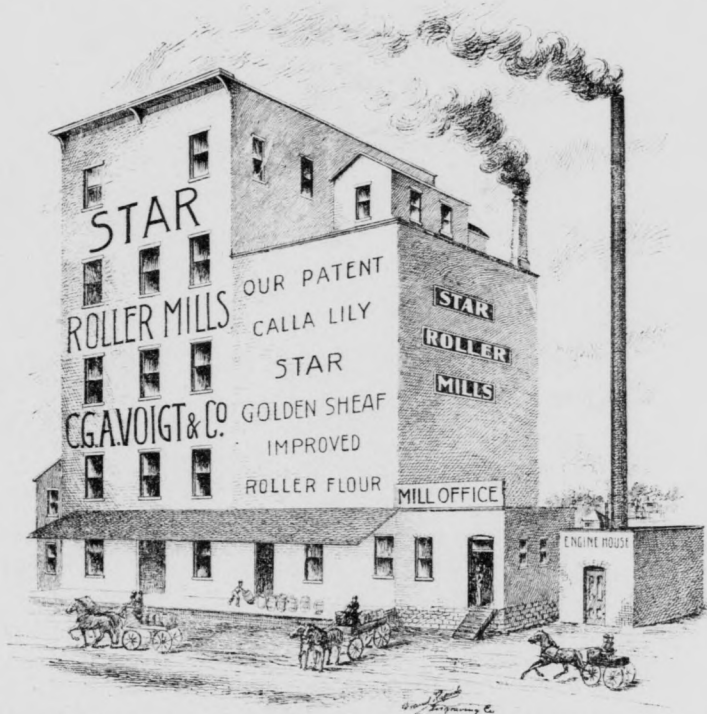
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A
FREE TRIP
AROUND
THE WORLD?

IF SO,

WRITE US FOR PARTICULARS

**I. M. Clark
& Grocery
Co.**

C. G. A. VOIGT & CO.



STAR ROLLER MILLS

OUR LEADING BRANDS ARE

Our Patent, Gilt Edge, Star, Calla Lily and Golden Sheaf.

WE GUARANTEE EVERY SACK.

C. G. A. VOIGT & CO.,

GRAND RAPIDS, MICH.

Write for Quotations.

If You Want Good, Light, Sweet Bread and Biscuits,

—USE—

FERMENTUM

THE ONLY RELIABLE

COMPRESSED YEAST

SOLD BY ALL FIRST-CLASS GROCERS.

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The Fermentum Company

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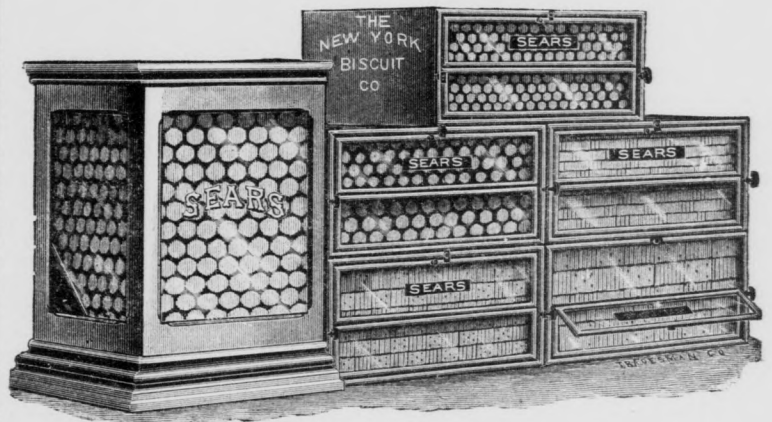
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Cracker Chests.

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 goods 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.

ABSOLUTE TEA.

The Acknowledged Leader.

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TELFER SPICE CO.,

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MUSKEGON BAKERY UNITED STATES BAKING CO.,

CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

HARRY FOX, Manager,
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Headquarters for Crockery and Holiday Goods.



NO. 2223---German China 56 piece Tea Set
List price \$12 00
Write for discount or look on page 20 in our No. 111 catalogue.



NO. 4300---Haviland French China 98-piece Dinner Set. For composition of pieces and discount see page 23, Catalogue 111.
List price \$66 00



NO. F 124---Porcelain 56 piece Tea Set.
List \$10 00
For composition and discount see page 20 in No. 111 Catalogue.

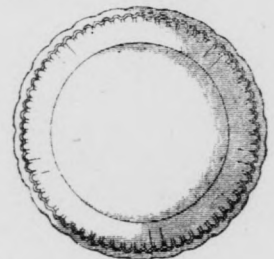


NO. 1178---Denton's Adrian English Porcelain 100-piece Dinner Set. Pencil color.
List price \$7 00
We also keep this pattern in open stock or in assorted crates. For prices and discount see page 10 in our No. 111 Catalogue.

WE EXTEND TO ALL DEALERS

A most cordial invitation to visit our salesroom where we are showing the largest and most complete line of HOLIDAY GOODS ever offered by any house in the West, and we know it will pay you to give us a call no matter how much or how little you may want.

If you have not already ordered don't delay any longer, but come and see us or send a mail order at once.



NO. 8772---English Porcelain, in Gray, Blue, Pink or Brown. 7-piece 6 Dinner Set. For composition and discount see page 22 in our No. 111 Catalogue.
List price \$24 00



FLORENCE PATTERN 12 piece toilet set, blue and gold stippled decoration. Jars are pall shape.
List price \$12 50



NO. 2607---Chrysanthemum Pattern, Carlsbad China, 100 piece Dinner Set. Write us for composition and discount, or look on page 23 in our No. 111 Catalogue.
List price \$42 00



NO. 1728---12 Piece Toilet Sets. Has stippled gold decoration. All pieces are extra large with handled slop jar.
List price \$15 50

H. LEONARD & SONS,

GRAND RAPIDS, MICH.