

MICHIGAN TRADESMAN

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GRAND RAPIDS, FEBRUARY 7, 1894.

NO. 542

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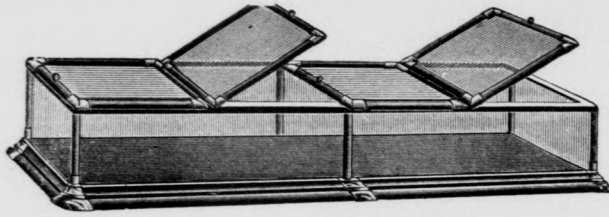
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VOL. XI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 7, 1894.

NO. 542

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WITH THE SURGEON'S ASSISTANCE.

They called him "Poor Abe Dodge," although he wasn't any poorer than other folks—not so poor as some. How could he be poor, work as he did and steady as he was? Worth a whole grist of such bait as his brother, Ephe Dodge, and yet they never called Ephe poor—whatever worse name they might call him. When Ephe was off at a show in the village, Abe was following the plow, driving a straight furrow, though you wouldn't have thought it to see the way his nose pointed. In winter, when Ephe was taking the girls to singing school or spelling bee or some other foolishness—out till after nine o'clock at night, like as not—Abe was hanging over the fire, holding a book so the light would shine first on one page and then on the other, and he turning his head as he turned the book, and reading first with one eye and then with the other.

There, the murder's out! Abe couldn't read with both eyes at once. If Abe looked straight ahead he couldn't see the furrow—nor anythin' else, for that matter. His best friend couldn't say but what Abe Dodge was the cross-eyedest fellow that ever was. Why, if you wanted to see Abe, you'd stand in front of him; but if you wanted Abe to see you, you'd got to stand behind him, or pretty near it. Homely? Well, if you mean downright "humbly," that's what he was. When one eye was in use the other was out of sight, all except the white of it. Humbly ain't no name for it. The girls used to say he had to wake up in the night to rest his face, it was so humbly. In school you'd ought to have seen him look down at his copybook. He had to cant his head clear over and cock up his chin until it pointed out of the winder and down the road. You'd really ought to have seen him, you'd have died. Head of the class, too, right along; just as near to the head as Ephe was to the foot; and that's sayin' a good deal. But to see him at his desk! He looked for all the world like a week-old chicken, peekin' at a tumblebug! And him a grown man, too, for he stayed to school winters so long as there was anything more the teacher could teach him. You see, there wasn't anything to draw him away; no girl wouldn't look at him—lucky, too, seein' the way he looked.

Well, one term there was a new teacher come—regular high-up girl, down from Chicago. As bad luck would have it, Abe wasn't at school the first week—hadn't got through his fall work. So she got to know all the scholars, and they was awful tickled with her—everybody always was that knowed her. The first day she come in and saw Abe at his desk she thought he was squintin' for fun, and she upped and laughed right out. Some of the scholars laughed, too, at first; but most of 'em, to do 'em justice, was a leetle took back, young as they was, and cruel by nature. (Young folks is most usually always cruel—don't seem to know no better.)

Well, right in the middle of the hush,

Abe gathered up his books and upped and walked outdoors, lookin' right ahead of him, and consequently seeing the handsome young teacher unbeknown to her.

She was the worst cut up you ever did see; but what could she do or say? Go and tell him she thought he was makin' up a face for fun? The girls do say that, come noon-spell, when she found out about it, she cried—just fairly cried. Then she tried to be awful nice to Abe's ornery brother Ephe, and Ephe he was tickled most to death; but that didn't do Abe any good—Ephe was jest ornery enough to take care that Abe shouldn't get any comfort out of it. They do say she sent messages to Abe, and Ephe never delivered them, or else twisted 'em so as to make things worse and worse. Mebbe so, mebbe not—Ephe was ornery enough for it.

Course the schoolma'am she was boardin' round, and pretty soon it come time to go to ol' man Dodge's, and she went; but no Abe could she ever see. He kept away, and, as to meals, he never set by, but took a bite off by himself when he could get a chance. (Course his mother favored him, being he was so unlucky.) Then when the folks was all to bed, he'd come in and poke up the fire and peek into his book, but first one side and then the other, same as ever.

Now what does schoolma'am do but come down one night when she thought he was abed and asleep, and catch him unawares. Abe knowed it was her, quick as he heard the rustle of her dress, but there wasn't no help for it, so he just turned his head away and covered his cross-eyes with his hands, and she pitched in. What she said I don't know, but Abe he never said a word; only told her he didn't blame her, not a mite; he knew she couldn't help it—no more than he could. Then she asked him to come back to school, and he answered her to please excuse him. After a bit she asked him if he wouldn't come to oblige her, and he said he calculated he was obligin' her more by stayin' away.

Well, come to that, she didn't know what to say or do, so, woman-like, she upped and cried; and then she said he hurt her feelings. And the upshot of it was he said he'd come, and they shook hands on it.

Well, Abe kept his word and took up schoolin' as if nothing had happened; and such schoolin' as there was that winter! I don't believe any regular academy had more learnin' and teachin' that winter than what that district school did. Seemed as if all the scholars had turned over a new leaf. Even wild, ornery, no-account Ephe Dodge couldn't help but get ahead some—but then he was crazy to get the schoolma'am; and she never paid no attention to him, just went with Abe. Abe was teachin' her mathematics, seeing that was the one thing where he knowed more than she did—outside of farmin'. Folks used to say that if Ephe had Abe's head, or Abe had Ephe's face, the schoolma'am would

have half of the Dodge farm whenever ol' man Dodge got through with it; but neither of them did have what the other had, and so there it was, you see.

Well, you've heard of Squire Caton, of course; Judge Caton, they call him, since he got to be Judge of the Supreme Court—and Chief Justice at that. Well, he had a farm down there not far from Fox River, and when he was there he was just a plain farmer like the rest of us, though up in Chicago he was a high-up lawyer, leader of the bar. Now it so happened that a young doctor named Brainard—Daniel Brainard—had just come to Chicago and was startin' in, and Squire Caton was helpin' him, gave him desk-room in his office and made him known to the folks—Kinzies, and Butterfields, and Ogdens, and Hamiltons, and Arnolds, and all those folks—about all there was in Chicago in those days. Brainard had been to Paris—Paris, France, not Paris, Illinois, you understand—and knew all the doctorin' there was to know then. Well, come spring, Squire Caton had Doc Brainard down to visit him, and they shot ducks and geese and prairie chickens and some wild turkeys and deer, too—game was just swarmin' at that time. All the time Caton was doin' what law business there was to do; and Brainard thought he ought to be doin' some doctorin' to keep his hand in, so he asked Caton if there wasn't any cases he could take up—surgery cases especially he hankered after, seein' he had more carving tools than you could shake a stick at. He asked him particularly if there wasn't anybody he could treat for "strabismus." The squire hadn't heard of anybody dying of that complaint; but when the doctor explained that strabismus was French for cross-eyes, he naturally thought of poor Abe Dodge, and the young doctor was right up on his ear. He smelled the battle afar off; and 'most before you could say Jack Robinson the squire and the doctor were on horseback and down to the Dodge farm, tool-chest and all.

Well, it so happened that nobody was at home but Abe and Ephe, and it didn't take but a few words before Abe was ready to set right down, then and there, and let anybody do anything he was a mind to with his misfortunate eyes. No, he wouldn't wait till the old folks come home; he didn't want to ask no advice; he wasn't afraid of pain, nor of what anybody could do to his eyes—couldn't be made any worse than they were, whatever you did to 'em. Take 'em out and boil 'em and put 'em back if you had a mind to, only go to work. He knew he was of age and he guessed he was master of his own eyes—such as they were.

Well, there wasn't nothing else to do but go ahead. The doctor opened up his killing tools and tried to keep Abe from seeing them; but Abe he just come right over and peeked at 'em, handled 'em, and called 'em "splendid"—and so they were, barrin' having them used on your own flesh and blood and bones.

Then they got some cloths and a basin,

and one thing and another, and set Abe right down in a chair. (No such thing as chloroform in those days, you'll remember.) And Squire Caton was to hold an instrument that spread the eyelid wide open, while Ephe was to hold Abe's head steady. First touch of the lancet, and first spurt of blood, and what do you think? That ornery Ephe wilted and fell flat on the floor behind the chair!

"Squire," said Brainard, "step around and hold his head."

"I can hold my own head," says Abe, as steady as you please. But Squire Caton, he straddled over Ephe and held his head between his arms, and the two handles of the eye-spreader with his hands.

It was all over in half a minute, and then Abe he leaned forward, and shook the blood off his eyelashes, and looked straight out of that eye for the first time since he was born. And the first words he said were:

"Thank the Lord! She's mine!"

About that time Ephe he crawled out-doors, sick as a dog; and Abe spoke up, says he:

"Now for the other eye, doctor."

"Oh," says the doctor, "we'd better take another day for that."

"All right," says Abe; "if your hands are tired of cuttin', you can make another job of it. My face ain't tired of bein' cut, I can tell you."

"Well, if you're game, I am."

So, if you'll believe me, they just set to work and operated on the other eye, Abe holding his own head, as he said he would, and the squire holding the spreader. And when it was all done, the doctor was for putting a bandage on to keep things quiet till the wounds all healed up, but Abe just begged for one sight of himself, and he stood up and walked over to the clock and looked in the glass, and says he:

"So that's the way I look, is it? Shouldn't have known my own face—never saw it before. How long must I keep the bandage on, doctor?"

"Oh, if the eyes ain't very sore when you wake up in the morning, you can take it off, if you'll be careful."

"Wake up! Do you s'pose I can sleep when such a blessing has fallen on me? I'll lay still, but if I forget it, or you, for one minute this night, I'll be so ashamed of myself that it'll wake me right up!"

Then the doctor bound up his eyes and the poor boy said "Thank God!" two or three times, and they could see the tears running down his cheeks from under the cloth. Lord! It was just as pitiful as a broken-winged bird!

How about the girl? Well; it was all right for Abe—and all wrong for Ephe—all wrong for Ephe! But that's all past and gone—past and gone. Folks come for miles and miles to see cross-eyed Abe with his eyes as straight as a loon's leg. Doctor Brainard was a great man forever after in those parts—everywhere else, too, by what I heard.

When the doctor and the squire come to go, Abe spoke up, blindfolded as he was, and says he:

"Doc, how much do you charge a feller for savin' his life—making a man out of a poor wreck—doin' what he never thought could be done but by dyin' and goin' to kingdom come?"

"Oh," says Doc Brainard, says he, "that ain't what we look at as pay practice. You didn't call me in; I come of myself, as though it was what we call a

clinic. If all goes well, and if you happen to have a barrel of apples to spare, you just send them up to Squire Caton's house in Chicago, and I'll call over and help eat 'em."

What did Abe say to that? Why, sir, he never said a word; but they do say the tears started out again, out from under the bandage and down his cheeks. But then Abe he had a five-year-old pet mare he'd raised from a colt—pretty as a picture, kind as a kitten, and fast as split lightning; and next time Doc come down Abe he just slipped out to the barn and brought the mare round and hitched her to the gate-post, and when Doc come to be going, says Abe:

"Don't forget your nag, doctor; she's hitched at the gate."

Well, sir, even then Abe had the hardest kind of a time to get Doc Brainard to take that mare; and when he did ride off, leadin' her, it wasn't half an hour before back she came, lickety-split. Doc said she broke away from him and put for home, but I always suspected he didn't have no use for a hoss he couldn't sell nor hire out, and couldn't afford to keep in the village—that was what Chicago was then. But come along toward fall Abe he took her right up to town, and then the doctor's practice had growed so much that he was pretty glad to have her, and Abe was glad to have him have her, seeing all that had come to him through havin' eyes like other folks—that's the schoolma'am, I mean.

How did the schoolma'am take it? Well, it was this way. After the cuttin' Abe didn't show up for a few days, till the inflammation got down and he'd had some practice handlin' his eyes, so to speak. He just kept himself to himself, enjoying himself. He'd go around doin' the chores, singing so you could hear him a mile. He was always great on singin', Abe was, though ashamed to go to singin'-school with the rest. Then, when the poor boy began to feel like other folks, he went right over to where schoolma'am happened to be boardin' round, and walked right up to her and took her by both hands, and looked her straight in the face, and said:

"Do you know me?"

Well, she kind of smiled and blushed, and then the corners of her mouth pulled down, and she pulled one hand away, and—if you believe me—that was the third time that girl cried that season, to my certain knowledge—and all for nothin' either time!

What did she say? Why, she just said she'd have to begin all over again to get acquainted with Abe. But Ephe's nose was out of joint, and Ephe knewed it as well as anybody, Ephe did. It was Abe's eyes to Ephe's nose.

Married? Oh, yes, of course; and lived on the farm as long as the old folks lived, and afterwards, too; Ephe staying right along, like the fool he always had been. That feller never did have as much sense as a last year's bird's nest.

Alive yet? Abe? Well, no. Might have been if it hadn't been for Shiloh. When the war broke out Abe thought he'd ought to go, old as he was, so he went into the Sixth. Maybe you've seen a book written about the captain of Company K of the Sixth. It was Company K he went into—him and Ephe. And he was killed at Shiloh—just as it always seems to happen. He got killed, and his worthless brother come home. Folks thought Ephe would have liked to marry the widow, but, Lord! she never had no such an idea! Such bait as he was compared to his brother! She never chirked up, to speak of, and now she's dead, too, and Ephe he just toddles round, taking care of the children—kind of a he dry-nurse; that's about all he ever was good for, anyhow.

My name? Oh, my name's Ephraim—Ephe they call me, for short—Ephe Dodge. Abe was my brother.

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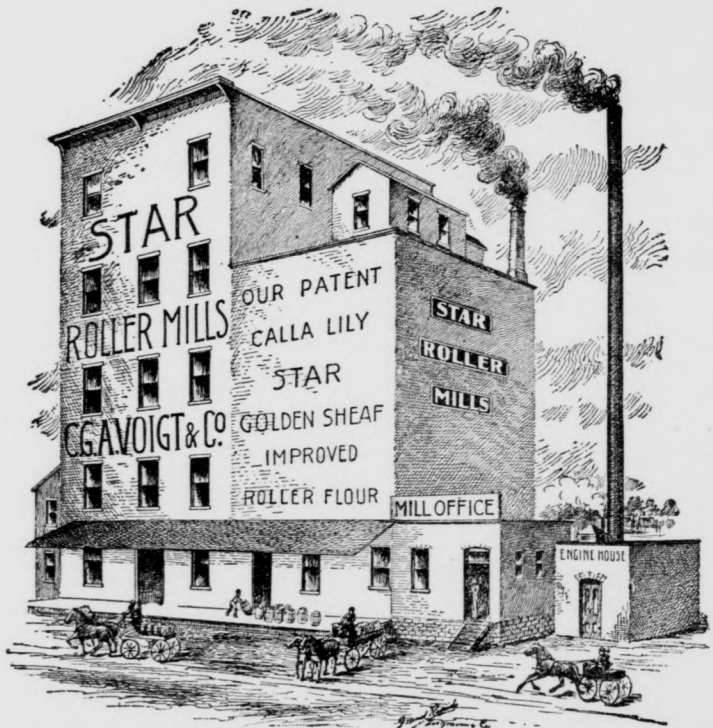
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Write for Quotations.

COST MARKS ON GOODS.

Solomon, Jr., in Dry Goods Chronicle.

One of the most important questions for a retail dry goods merchant to consider is the expediency of allowing his salespeople to know the cost of the goods they offer for sale. There are two sides to the question and both have very strong points in their favor. It is rather an advantage to a retail salesman who is in all respects judicious and who has the interest of his employer wholly in view to know the cost of the goods he is offering, that is, if he is to always remain with the same merchant or firm. But if he is ever to leave and find employment with a competitor, or if he should become a competitor himself, the less he knows about the secrets of his present employer's business the better for the latter's interest. It is said that "A little knowledge is a dangerous thing," and the knowledge of the cost of the goods without a knowledge of the average expense of doing business, and other matters that only an employer can intelligently understand, is a dangerous weapon in the hands of the average clerk of either sex.

A merchant may have ever so intricate a cost mark on his goods and think that it will not be deciphered, but I know by experience that a bright clerk will soon make out any cost mark if he sets about unraveling it. I have never yet seen one that I could not decipher in a few hours, provided I had goods enough marked with it; so cost marks are no hindrance to a salesman who wants to know how much profit an article that he is offering pays his employer. Some goods can be turned over in a very short time and are always salable, so, of course, can be sold at a less percentage of profit than others that have only a limited sale or that are likely to soon go out of style. Some goods that pay only twenty per cent. profit make more money for the dealer than others that he might sell at a hundred per cent., because of limited demand or short-lived popularity. There are so few clerks who have sufficient intelligence to comprehend all the conditions and requirements of a successful business that I claim it is better for an employer to keep the cost to himself except as it may be necessary for some one to be possessed of the secret in case of his absence.

We hear a great deal about some merchants making little more than machines of their clerks, but we hear but little of the abuse that clerks make of confidence reposed in them by their employers. Many a merchant has had a clerk with whom he held confidential relations, and who, for a trifling advance in pay, has gone to a competitor and given away to customers and others facts and figures that were not only very misleading, but calculated to unjustly influence trade away from the man who had educated him in business and confided to him matters that he never would have divulged but for the belief that such confidence would never be betrayed. There are many occasions where trade can be effected by judicious concession in the price of an article, and if the salesman knows what the goods cost, he can make a sale satisfactory to both employer and customer, and I make due allowance for that fact. Still I am assured that, taking it altogether, it is best for a merchant to keep the cost of goods away from his salesman. Clerks who mean to be loyal to their employers often talk about the cost of goods and the profits made on certain articles, very often to the disadvantage of the merchant. Farmers are very poor judges on all points relating to merchandising, and they think that if a profit of 20 or 25 per cent is made on a sale, the merchant is getting rich and making exorbitant profits; whereas, facts known to every merchant show that it takes that percentage on the sales to pay the store expenses of an average retail business, without anything being left for the living and family expenses of the merchant himself.

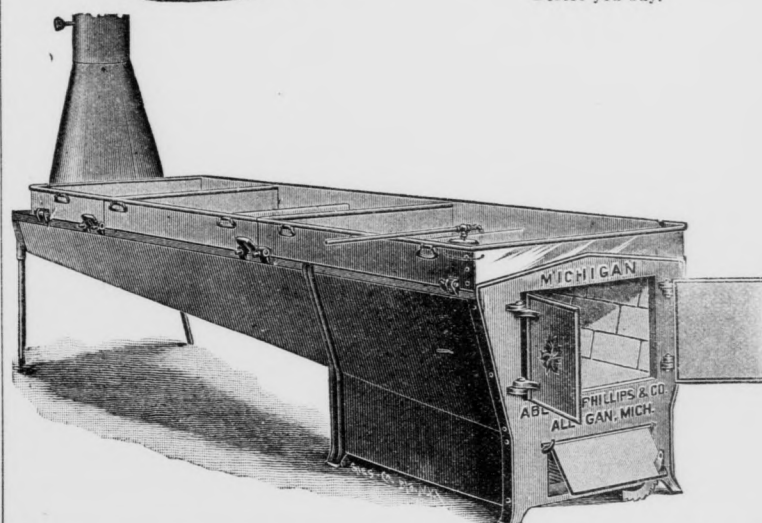
I know of a merchant who has made a great success during the last five years, and I attribute much of it to his system of marking goods as well as to judicious buying. I will give his system as near

as I can understand it. He enters all his purchases at the time they are made, in a book that he always carries in his pocket. When goods are opened he makes it a point for none but himself or his partner to see the invoices as the goods are being checked off for quantity, etc. After a bill of goods is examined and found correct in all points, the selling price is marked on the goods and also on the bill, but no cost mark is ever put on a piece of goods. Instead, there is a stock number in red ink marked on every ticket or every piece of goods somewhere. That stock number is taken from a stock book, which is the key to the whole situation. It is a large pocket memorandum book, closely ruled both ways, about three-quarters of an inch in thickness. It is indexed on the edges with the titles of the different departments, and is numbered consecutively for each department, except in domestic cottons, prints and ginghams, where the brand takes the place of the stock number. When a new invoice of goods is received, he enters at the stock number the cost, terms, date and initial letters of the firm that the goods were bought from. He takes stock once a year and has a new stock book made out immediately after stock-taking. The stock numbers of old goods are retained, and the stock numbers of new goods commence with the latest number on old goods invoiced. He thus has at hand all information that he can possibly need without the necessity of hunting up bills or looking over an invoice book, as I have known to be the case many times when simply cost marks were put on the goods. I have been in his store when the clerks would have a chance to sell at a lower price than the one marked, and I have noticed that it took only a few seconds for him to obtain all information about the article, and so an answer was given without even going back to the office.

In these days a business needs to be closely watched and kept well in hand, and if a clerk knows that the stock number which he has to enter on his sales ticket gives all information about the article sold he will be very careful about not breaking prices or making out false tickets to the advantage of customer friends or for fraudulently taking advantage of his employer. When a clerk knows the cost of an article it is natural for him to form an opinion as to its being cheap and desirable. If it has been bought below the regular price, and a profit marked in accordance with what the goods usually cost; he considers that it is marked too high and fails to have the confidence in the article that a salesman needs to have in order to be enthusiastic and at his best when selling goods. If, however, the goods are marked without his knowing, or ability to find out what they cost, his opinion is not influenced except by his judgment of values and style.

It is surprising how faulty in the judgment of goods are those whose only business it is to sell them. I have known opinions as to cost to vary fully fifty per cent. from the actual value, when I have been offering goods in a customer's store, and clerks gave their views as to the value of the goods I was showing. It is much better for a salesman who has no discretion in making prices, not to know the cost of the goods. If, however, the salesman can sell goods at his own price, it may be necessary for him to know the cost as a guide to the profit necessary to be made on the sale, and some stores keep a record of the profits made by each salesman in the establishment. I give it as my settled opinion, based upon results where the cost mark has been replaced by the cost number and stock book, that the latter system has been very much more satisfactory and profitable. If a merchant buys an article that his judgment indicates will bear a very large and unusual profit, he can then have an opportunity to try it, without prejudice on the part of his clerks, and can have a large leeway for reduction if he is mistaken, without his salespeople knowing anything about it.

To borrow trouble is to pay the interest it takes from your work.



The Michigan Evaporator

Made at Allegan, Mich.,

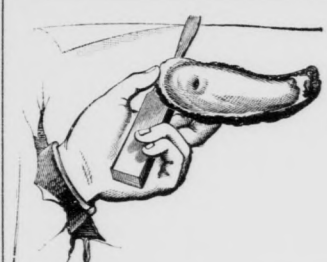
HAS NO SUPERIOR.

Write for our price on

TANKS,

Buckets and Cans,

Before you buy.



P. & B. OYSTERS

BEAT THEM ALL.

PACKED BY

THE PUTNAM CANDY CO.

H. E. GRAND-GIRARD.

BELDEN REAGAN, M. D.

Grand-Girard & Co.

Manufacturing :- Pharmacists,

DRUG STOCKS BOUGHT AND SOLD. DRUG CLERK'S EMPLOYMENT BUREAU.

PORTER BLOCK, GRAND RAPIDS.

Correspondence Solicited.

Promptness Assured.

Michael Kolb & Son,

Wholesale :- Clothiers,

ROCHESTER, N. Y.,

Full line of spring goods now ready; also a few lines of ulsters and overcoats, which we are closing out at a considerable reduction. MAIL ORDERS PROMPTLY ATTENDED TO and samples sent on approval, or our Michigan representative will be pleased to wait on you if you will address him as follows:

WM. CONNOR,

MARSHALL, MICH.

AMONG THE TRADE.

AROUND THE STATE.

Shaftsbury—F. L. Deal has purchased the general stock of D. Marsh.

Athens—Milton Standiford succeeds Geo. Greenfield in the grocery business.

Lansing—C. E. Stabler succeeds Woodard & Stabler in the wood and feed business.

Cedar Springs—D. G. Carpenter has purchased the hardware stock of H. M. Holmes.

Shelbyville—W. M. Briggs & Son succeed W. M. Briggs in the elevator business.

Tecumseh—James M. Jones is succeeded by Jones & Rogers in the tailoring business.

Benton Harbor—J. J. Baker has retired from the hardware firm of Wentworth & Baker.

Lawton—McKeyes & Smith, general dealers, have dissolved. T. R. Smith continuing the business.

Benton Harbor—Brown & Winslow, grocers, have dissolved, C. J. Brown continuing the business.

Schoolcraft—Neeley & North, clothiers, have dissolved, Neeley & Dewey continuing the business.

Harrietta—S. J. Doty has discharged the chattel mortgage on his hardware stock held by B. H. Rose.

Iron Mountain—Rusky & Sackim, dry goods, clothing and boot and shoe dealers, succeed Samuel Rusky.

Hanover—Kennedy & Culbert, hardware and agricultural implement dealers, have dissolved, T. J. Kennedy continuing the business.

Manistee—J. Lucas has sold his furniture and undertaking stock to Will P. Switzer and Geo. Merkel, who will continue the business under the style of Switzer & Merkel.

Kalamazoo—F. A. Andrews has retired from the paint and wall paper firm of Andrews & Park. The business will be continued by the remaining partner under the style of David Park.

Woodland—The Deane clothing and furnishing goods stock was purchased by R. K. Grant, the Hastings clothing dealer, who proposes to continue the business here under the management of Frank Horton.

Muskegon—The grocery firm of Broner & Aldrich, which has been in existence here for the past five years, has been dissolved. J. O. Broner will retire and the business will be conducted hereafter by F. B. Aldrich.

Plainwell—The grocery firm of Powers & Heath has been dissolved, F. P. Heath disposing of his interest to his partner, W. E. Powers. It is Mr. Powers' intention to conduct the business with the help of his brother-in-law, Will Leslie.

Detroit—Articles of association of the Thomas W. Hill Co. have been filed. The capital stock of the concern is \$10,000, of which \$5,000 is paid. The object of the company is to buy and sell malt, barley and all kinds of grains. The stockholders are Thomas W. Hill, Julius G. Dickerson, Edmund J. Owen and Thomas Hill.

MANUFACTURING MATTERS.

Ewen—The Ewen Planing Mill Co. has effected arrangements with the Ontonagon River Lumber Co. for the erection of a new mill. Johnston & Burt's old plant will be removed to the new site and additions made thereto, including a larger

engine and boiler and a new dynamo. The entire lighting plant of the Ontonagon River Lumber Co. will be transferred to the new mill, and thence electric light will be supplied to the town and business places which want the service.

Detroit—Albert Stearns, of Brooklyn, N. Y., representing Church & Co., the saleratus manufacturers, is now in Detroit with plans for the proposed \$250,000 soda ash works near Trenton. He is to have entire charge of the construction and is getting bids from Detroit manufacturers for the machinery.

Detroit—The Mascotte Lumber Co. has filed articles of association with the county clerk. The company is capitalized at \$25,000, all of which has been paid in. The stockholders and their respective shares are: Sarah V. Bishop, 500; Susan Sage, 500; Carrie F. Schooner, 1,000; John C. Hartz, 500.

Grayling—Salling, Hanson & Co. cut the largest tree last week which has ever been cut in this section of the country. It was cork pine, measured 160 feet in length, was 54 inches in diameter at the butt, and the small end of the top log was six inches in diameter, making six 16-foot, three 12-foot and one 14-foot log, besides two pieces seven feet long broken in falling. Total scale of the tree was about 7,000 feet.

Saginaw—Jacob Seligman is considerably better off by reason of a recent decision of the Chippewa Circuit Court. In 1881 he obtained title to valuable pine lands in Chippewa and Luce counties, known as the Sheldrake lands, from Don C. Buckland, of Pontiac. After the death of Mr. Buckland, Marcus T. Ripley, formerly of Pontiac, claimed that by an agreement made with Mr. Buckland prior to the transfer to Mr. Seligman, he (Ripley) obtained the title to a one-fourth interest in the land. The matter went into the courts. Mr. Seligman's defense was that he was an innocent purchaser. Finally a decision was reached in the Chippewa courts in favor of Mr. Ripley's claim. Then the case was taken to the Supreme Court. Here the finding of the lower court was sustained, with the modification that Ripley should pay Seligman one-quarter of the taxes, which Seligman had paid subsequent to 1881. This amounted to \$1,800, which Ripley paid Seligman. Thinking over his old profit and loss accounts, Mr. Seligman recalled a judgment against Ripley which was nearly outlawed. He looked the document up. Its nominal value, with interest, was between \$7,000 and \$8,000. He levied on the quarter interest to which Mr. Ripley now had title in the Sheldrake lands. The lands were sold and bid in by Mr. Seligman for his claim. Mr. Ripley then went before the Saginaw Circuit Court with a motion to have the judgment set aside on the ground that it was obtained by fraud. The fraud alleged was claimed to have been perpetrated by Mr. Seligman's attorneys, Wisner & Draper, both of whom were dead. Buckland was also dead. The motion to set the judgment aside was denied. Then Ripley went before the Chippewa Court in chancery to have the sale of land to Seligman set aside, on the ground that it was made to satisfy a judgment which was obtained by fraud. The defense to this was that the question of fraud having been dismissed by the Saginaw Court, it could not be reviewed by the Chippewa Court without establishing the Chippewa Court as an appellate court. This posi-

tion was sustained by Judge Steve and the bill to set aside dismissed. Meanwhile, the time in which Ripley might have redeemed the lands expired and Seligman's title became absolute. The lands are said to be worth \$60,000 at a low estimate.

Genealogy of the Grocers' Association.

Permit a few words regarding the genesis of Grocers' Associations. The modern development called trade association and trades unions traces its genealogy through many centuries. So far as can be seen, it arose in the Middle Ages and formed an integral part of the social systems of the times, by which skilled laborers of all kinds sought protection from the feudal lords and the maintenance of special privileges.

In England the formation of guilds or companies of tradesmen is ascribed to as early a date as the twelfth century. So you see our associations do not lack ancestral pedigree.

The political position of guilds has been one of great strength and vast influence, attributable principally to their large wealth and the pronounced ability in the administration of their own governmental and municipal affairs. In the thirteenth century we find them overturning established governments, and at a later date, as the bankers of England, making possible the wars of the English kings.

First among the guilds in wealth and importance we find the grocers. In fact, only two guilds take precedence in point of antiquity, namely, the goldsmiths and skippers, they being established in 1327, the grocers in 1345. In point of wealth and influence, they were second only to the goldsmiths. In London alone, at one time, they numbered over 100 but at present some seventy-six only are in existence.

To give a comprehensive idea of the enormous wealth of these corporations, I will simply say that their rentals alone from real estate approximate about \$5,000,000 yearly. It is a sad commentary on ourselves that in 1600 these guilds were sometimes called Friendly Societies, as part of their mission was the alleviation of suffering and want, while the modern institution has been labeled Trusts, Grocers' Associations, etc. The Trade Union alone wears this ancient mantle of charity.

In the infancy of national existence, trades guilds or combinations seem to have been necessary for the life and success of the business they represented, and to have been a natural and necessary offshoot of man's gregarious nature, and we here, to-night, are simply a modern exposition of this ancient idea, a bonding together of a certain trade for mutual support and protection. We are a resultant of the inalienable right of self-preservation, and if we do not misuse our privileges, or take undue advantage of our position, we will have the commendation only of our fellowcitizens.

The history of old guilds should teach, to every member of the modern institution, fealty to the organization; to treat in honor all pledges, whether promised or implied; to recognize and obey the laws of the association and the rulings of its officers, and not, through negligence, distrust and doubtful competition, render their services abortive.

To have been disloyal or weak in his support of the old guild and its regulated

prices and trade laws was to bring one into contempt and, eventually, to commercial ruin—for even then there were some whom no law of association could restrain, nor interviews influence. The man or firm who establishes the principle of being a law unto himself is sailing pretty close to the shoals of misfortune.

The spirit of a grocers' association stands for mutual enjoyment and for the attainment of a common purpose—the rectifying of trade abuses and misuses—for which the support of members is necessary. It is pennies and pounds in the pocket of every man of you, and it passes belief that any lack of cohesion, lukewarmness or insincerity could be possible.

It is your duty to work in harmony and to give both of your mental and physical strength to promote the continuance and success of your organization. Its merits and benefits go without saying, and your business acumen must see the necessity of individual action. You should not be influenced by what some may style free and untrammelled competition, as low prices stand for neither business ability nor financial success. If they do, the commercial history of the world is false. As surely as every business success is based on good goods and a fair profit, so almost all business failures are attributable to inadequate profits and inferior merchandise.

H. S. GRIGGS.

Jackson, Feb. 1, 1894.

A special meeting of the stockholders of the Home National Bank of East Saginaw will be held on Feb. 12 to consider the advisability of reducing its capital stock, which is now \$400,000, to \$200,000, leaving the surplus at \$140,000, as it is at present.

A flyer in Maricao coffee this week among Tolman's leaders. Phone J. P. Visner at Bridge Street House.

PRODUCE MARKET.

Apples—Baldwins are the only variety now in the market, and they are as scarce as hen's teeth, commanding \$4.50 per bbl.

Beans—Pea and medlum are active and strong, with increasing demand. Handlers pay \$1.25 for country cleaned and \$1.40 for country picked, holding city cleaned at \$1.55 in carlots and \$1.65 in less quantity.

Butter—Dealers pay 16@18c for choice dairy, holding at 18@20c. Creamery is dull and slow sale at 24c.

Cabbage—65@75c per doz.

Cranberries—Jerseys are slow sale, commanding \$2 per bu. and \$5.75 per bbl.

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

Eggs—Dealers pay 12½@13c for strictly fresh, holding at 13½@14c, although some sales have been made at 15c. The supply is unexpectedly large, and there is no stability to the market. Holders of cold storage and pickled goods are hastening to get rid of their stocks, offering them at from 9c upwards.

Grapes—Malaga are in moderate demand at \$4.50 per keg of 55 lbs. net. California Tokays are in fair demand at \$3 per crate of 4 1/2-lb. baskets.

Honey—White clover commands 14@15c per lb., dark buckwheat brings 12c. Both grades are very scarce and hard to get.

Lettuce—Grand Rapids forcing, 12c per lb.

Maple Sugar—10 per lb.

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

Onions—Handlers pay 45c, holding at 55 per bu. Spanish are in small demand at \$1.2 per 40 lb. crate.

Potatoes—Red Rose are in active request, owing to brisk demand for this variety from the South, principally from Texas. White varieties are weak, buyers paying 40@45c and holding at 50c.

Squash—Hubbard, about out of market. Turnips—25c per bu.

GRAND RAPIDS GOSSIP.

Thos. Gray has sold his creamery at 178 East Fulton street to W. R. Compton.

John Van Tuinen has opened a grocery store at Lamont. The Olney & Judson Grocer Co. furnished the stock.

J. A. Morrell, formerly engaged in the grocery business at Traverse City, has opened a grocery store at Rome, Ga. The Telfer Spice Co. furnished the teas and spices.

The Telfer Spice Co. has obtained judgment in the Charlevoix Circuit Court against Wm. Mears, formerly engaged in general trade at Boyne Falls, for \$170 and costs. The judgment is secured by an attachment on hay, grain and agricultural implements, levied at the time of Mears' failure, several months ago.

Wm. B. Tyler, formerly engaged in general trade at Richland, but more recently identified with the iron business in this city, has embarked in the grocery business at Columbus, Ohio, where he is located at the corner of Hunter street and Fifth avenue. Mr. Tyler is a stirring gentleman and will give his competitors a lively hustle.

Peter Doran is somewhat elated over a recent decision of the Supreme Court, sustaining a point he has long contended for in connection with the M. V. Wilson failure, which occurred at Sand Lake two or three years ago. Wilson uttered a mortgage on his drug stock to H. Rosenthal & Sons, of Cincinnati, the consideration being \$1,500, although he only owed the firm at that time \$420. Grand Rapids creditors thereupon attached the stock and closed it out, when Rosenthal & Sons sued the sheriff for the value of the stock. The Kent Circuit Court gave the plaintiffs' judgment for the amount of their claim, but the Supreme Court set aside the verdict, knocking out a prop which will, probably, preclude a retrial of the matter.

The Grocery Market.

Sugar—The market was very strong the latter part of last week, culminating Monday in a general advance of a sixpence all along the line.

Oranges — "Demoralized." That is what our local fruit dealers answer when asked as to the condition of the market. Grand Rapids seems to be considered, by Florida grove owners and shippers, a good distributing point, if one may judge from the manner in which they send car after car. It is true that no city of the same size can boast of more pushing, enterprising fruit and commission dealers, but there is a limit to their ability to place goods, and, with surrounding towns filled full of oranges, strong inducements in the closeness of prices have been and are being made to keep the fruit moving, and it is a fact that Chicago and Detroit do not begin to make prices with our own city. The fruit being largely in consignments, the resulting loss falls on the grower, and when returns are made it will have a tendency to check the stream of arrivals, from which it may be deduced that better prices will be asked in the near future.

Lemons—Indications, as noted last week, have been verified and fancy grades are quoted at a low figure. Our local wholesale dealers report an increased demand. There are several large cargoes due to sell this week at both Boston and New York, and it is

more than probable that buyers will bear the market strongly and "get back at" the importers, who have been making such a nice thing out of all transactions made during the past sixty days. The break has been complete, and from now until dealers throughout the West begin to lay in stock for the warm weather, prices will remain at the point most favorable to the consumer.

Bananas—The local market is adequately supplied with a good grade of fruit this week and reasonable prices will rule. The indications now are that more of this fruit will be handled here during the coming season than in any previous year. It is to be hoped that arrivals will be more regular than in the past, for heretofore it has been either a bear or a glutted market, which condition is disappointing to the general dealer during the scarcity and financially disastrous to the wholesaler when burdened with overripe stock.

Foreign Nuts—Nearly all varieties are held easy and quotations, as made, will be shaded as an inducement to liberal orders. No decline to speak of is probable, as asking prices are close to first cost, and, with an increased volume of business, advances will be noticed.

Dates—New crop is large and of fine quality.

Coffee—The manufacturers of package brands have reduced their quotations 1/2c.

The Hardware Market.

General trade is but fair. Dealers are still pursuing a conservative policy as to buying, which necessarily restricts the movement of any large volume of goods. There is one thing, however, that is in our favor, and that is, all prices seem to have reached bottom, and those who are able to take advantage of prices that are being quoted for future shipments can rest reasonably certain that the prospects are more in favor of higher than lower figures.

Wire Nails—Remain stationary in price, as quoted in January. A great many orders have been placed for March shipment from the mill on the basis of \$1.15, and, while this price might be shaded for a large order, it is still a good purchase, as spring trade will undoubtedly result in a small advance.

Rope—Still remains low, notwithstanding the reorganization of the National Cordage Co.; but dealers can make up their minds that just as soon as they get things where they want them, prices will be greatly advanced. Rope bought now is good value for the money.

Shot—The season is over. Prices are ruling lower. We quote \$1.45 for drop.

The Drug Market.

Opium is firm at the recent advance. The prospective duty of \$1 per pound and reported damage to growing crop by frost tend to higher prices and a firm feeling among holders.

Morphia has advanced 15c per ounce in consequence of the advance of opium. Quinine has been advanced by both foreign and home manufacturers on account of higher prices for bark and reduced stocks.

Muriate cocaine has been advanced by all manufacturers 25c per ounce.

Chloral hydrate is 15c per pound higher on account of increased cost of material for manufacture.

Wood alcohol has again been reduced by the pool 10c per gallon. Turpentine is higher.

NO TRADE EXCURSIONS.

Emphatic Quietus on an Annoying Agitation.

GRAND RAPIDS, Feb. 5—I am informed that the merchants of Rockford, Allegan, Newaygo, Fremont and other surrounding towns are somewhat stirred up over a rumor that the merchants of this city, under the auspices and by the help of the Board of Trade, intend to have run here a number of trade excursions from neighboring towns on the various railroads leading to this city.

This is merely a rumor without foundation, and my opinion is that such an undertaking cannot, and will not, consistently have the support of the Board of Trade. Of course, certain merchants of this city engaged in retailing dry goods, clothing, boots and shoes and millinery, whether members of the Board of Trade or not, believing that such excursions would be profitable to them (for they are the only ones to be thus benefited), have the privilege of making, if possible, such arrangements with the different railroad companies as will best suit their convenience and purpose.

But excursions at this time of the year would be out of place, unseasonable and unnatural, and the railroads and merchants here will hesitate long before spending a lot of money these hard times in an undertaking of this sort, which could only prove unprofitable. In my opinion—and I believe I know whereof I speak—there will be no excursions just now, and country merchants need borrow no trouble on that score.

Pleasure excursions given during the summertime are, perhaps, a very good thing, as they afford the merchants and farmers, and all parties, both old and young, who can afford to spend the time and money, an opportunity to visit our beautiful city, and, while here, to enjoy the points of interest; an opportunity to renew old acquaintances, old friendships, and an opportunity for a reunion of "Old Vets;" an opportunity, also, to see what airs we city folks put on. Such excursions would be all right at the proper time, but I am unequivocally opposed to these so-called "trade excursions"—I am opposed to them on principle. It would be neither just nor right to encourage such excursions; it would not be showing justice or fair treatment to the merchants of Western Michigan who, for years, have shown a strong preference to Grand Rapids by making the bulk of their purchases in this market. These good people in this way have borne their part, and have helped very materially in the building up of the city's larger industries, and are ever watching, with friendly and patriotic pride, the growth and prosperity of the Western Metropolis, the Valley City.

Let us be mindful of the Golden Rule.
Yours very truly,
S. M. LEMON.

Hides, Pelts and Furs.

Hides—Are steady without change, though a slight flurry struck the market a few days ago; but business soon settled down again with prices back to the old figure, where they will remain until business in general shows improvement.

Pelts—No demand, consequently no business to speak of. There is no scarcity of skins in the country but the trouble is no one wants them.

Furs—Are coming in slowly, the decline in prices since the London sale making hunting unprofitable. The price is practically the buyer's, with the prospect of a further drop, as exporters are bound to make up some of the heavy losses sustained at the above mentioned sale; another thing, furs are not as good at this time of year as they are earlier in the year.

A bank will be started at Marlette by A. E. Sleeper and A. W. Merrill of Lexington. It will be known as the Commercial Bank of Marlette, with a capital of \$10,000.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES.

FOR EXCHANGE—FARM AND CITY PROPERTY for stocks of merchandise. Correspondence strictly confidential. Address 222 N. Washington ave., Lansing, Mich. 555

FOR SALE—DRUGGIST'S FIXTURES SUCH as bottles, drawers, prescription case, etc., very cheap. Address, Drawer 75, Bangor, Mich. 556

TO RENT—A 22x80 ROOM IN BRICK block; fine location for clothing store; good country trade. Rent reasonable. Address, H. D. Harvey, Bangor, Mich. 557

I HAVE \$4,000 WORTH OF DRY GOODS AND notions which I wish to exchange for stock of shoes, groceries, or good farm. Can reduce stock or trade part of it, if necessary. O. F. Conklin, 26 Madison ave., Grand Rapids. 558

A CLEAN STOCK OF HARDWARE DOING a paying cash business for sale. Inventories \$3,000, will sell for \$2,000 spot cash balance on time. Don't write unless you have the money and mean business. Address Cash Hardware, care of Michigan Tradesman. 553

WANTED—STOCK OF GROCERIES OR boots and shoes in exchange for Grand Rapids real estate. State size of stock and where located. Address No. 554 care Michigan Tradesman. 554

CASH FOR STOCK OF MERCHANDISE. Must be cheap. Address No. 849, care Michigan Tradesman. 849

WHO WANTS A COMPETENT MARRIED man for farm work who can take full charge of same? City references. Address, N. Rice, 49 Dudley Place, Grand Rapids, Mich. 850

FOR TRADE—FARM OF 100 ACRES, HEAVY loam soil, new buildings insured for \$2,300, to exchange for half long time and balance a stock of goods, or Grand Rapids real estate. Address "Farmer," care Michigan Tradesman. 551

FOR SALE—A NEW STOCK OF CLOTHING and gents' furnishing goods. Or will exchange for cheap pine or hardwood lumber. Address Box 708, Owosso, Mich. 552

WANTED—A MAN WHO HAS \$2,500 OF General Merchandise, or would like to help increase a stock where they will be sure of camp trade of fifty men, and a general trade of \$10,000 to \$15,000. Ready pay. This will bear daylight. Lock box 51, Farwell, Mich. 848

TO RENT—AFTER FEBRUARY 1, 1894, storeroom 21x100 feet; brick; best store and location in town; good opening for drugs and wall paper, hardware or dry goods. Address R. S. Tracy, Sturgis, Mich. 844

PARTNER WANTED—I WISH TO ADD A \$2,000 shoe stock and my time to a general stock in good town. Must be reliable party. Or will exchange \$1,200 shoe stock for dry goods. Address No. 843, care Michigan Tradesman. 843

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. 820

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

SITUATIONS WANTED.

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

A Big Drive

IN ALL SILK (SAT. EDGE) RIBBONS.

Having purchased a large lot of All Silk Ribbons at the great peremptory 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.

CHEAP S&P BUCKETS.

IX Tin, 10 qt. \$10.50 per 100
IX Tin, 12 qt. 12.00 per 100

H. LEONARD & SONS,
GRAND RAPIDS.

A GRAIN OF WHEAT.

How It Loses Its Identity in a Great Flour Mill.

One who has never been in a flouring mill of the largest size cannot realize what a peculiar lot of noises are made by the machinery. As soon as the wheat enters the machine from the long spout which brings it down from the upper floors, it falls between two rollers of iron,—"chilled" iron they call it, and very hard it is, too. One of these rollers revolves rapidly, the other more slowly, in order that the separation of the coat, or bran from the kernel may be more easily accomplished. The wheat first passes between rollers separated just enough to allow the coat to be crushed. It is then carried away up to the top of the mill again, to a room where the sun vainly tries to shine in through the flour-coated windows far above the city's roofs. It next passes over a wire sieve which separates the bran from the kernel proper.

This bran, which contains much of the flour material, again passes down and is ground once more, this process being repeated four times, making five grindings, each one finer than the one preceding it. Each time the fibrous or bran portions are more completely separated, and at last the bran comes out a clear, brownish husk with every particle of flour removed.

The inside part of the kernel has meanwhile been going through a very interesting process. After the first grinding or breaking, it passes to a big six sided revolving reel covered with a fine wire netting or sieve. Through this reel the finer portions of the kernel pass, coming out in what is called "middlings," a granulated mass which goes back to the roller for another crushing. This process is repeated through five reels, all but the first being of silk. The last one has 120 threads to the lineal inch. The flour which comes out of the fifth reel, while white in hue, is yet not of the finest or "patent" grade, but is classed as "baker's" or second grade flour.

The middlings above referred to are purified by an interesting process. They are passed over a fine wire sieve, through the upper part of which a strong current of air is passed. This holds in suspension the tiny portions of fibrous matter which may have been in the flour, and, at last, after this process of middlings purifying has been very carefully carried out, the flour appears a spotless snowy white—the "patent" flour, as it is called. In the process of grinding in this gradual and repeated way, the germ of the wheat, a tiny particle about the size of a mustard seed, is separated from the white flour. It is what one might call the life-part of the wheat. If it were ground up it would not leave the patent flour so white and powdery, so it is separated in one of the sievings and passes into the darker or lower grade flour. It contains, however, the best and most nutritious part of the wheat.

The last thing that happens to the pulverized kernel, before it is ready for market, is the filling of barrels or sacks. Down many stories through a smooth tube comes the white or "patent" flour. Under the tube is the barrel or the sack, as the case may be, and, as it begins to fill, a steel augur, just the size of the barrel, bores down into the flour, packing it carefully and solidly beneath the broad blades.

The Chicago Inter Ocean, that great Republican newspaper, has not suffered by the recent era of financial depression, but has gone right along adding to its foundation stones—a large and substantial circulation—with a stride that under the circumstances is truly wonderful. At one time additions to the subscription list were coming at the rate of 800 to 1,100 per day for the daily issue, and as high as 1,500 per day for the weekly Inter Ocean. The result of this is to place it easily at the head of the list of great Chicago newspapers. It is certainly a good, clean, family newspaper of the highest order.

There is no harm in talking about your neighbor if you find only good things to say.

Dry Goods Price Current.

Table listing various dry goods such as unbleached cottons, bleached cottons, canton flannel, dress goods, corsets, carpets, and prints with their respective prices.

Table listing various textiles and fabrics including demins, gingham, threads, mixed flannel, docket flannel, canvass and padding, dukes, waddings, sewing silk, cotton tape, safety pins, needles, and cotton twines.

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.

CUSHMAN'S Menthol Inhaler



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.

ELECTROTYPES

Tradesman Company, GRAND RAPIDS.

EATON, LYON & CO.,

NEW STYLES OF

Tablets, Blank Books, Office Stationery,

20 & 22 Monroe St., GRAND RAPIDS.

HEROLD-BERTSCH SHOE CO.

BOOTS, SHOES, AND RUBBERS.



WALE'S GOODYEAR GRAND RAPIDS, MICH.

Grand Rapids & Indiana.

Schedule in effect Dec. 24, 1893.

TRAINS GOING NORTH.

Arrive from Leavegoing	South.	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 7:30 a m and 9:10 a m daily. Others trains daily except Sunday.

TRAINS GOING SOUTH.

Arrive from Leavegoing	South.	North.
For Cincinnati	6:50 a m	
For Kalamazoo and Chicago	10:40 a m	
For Fort Wayne and the East	11:40 a m	
For Cincinnati	5:15 p m	
For Kalamazoo & Chicago	10:55 p m	
From Saginaw	11:40 a m	
From Saginaw	2:00 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	9:30 p m	7:30 a m
4:15 p m solid with Wagner Buffet Parlor Car and Dining Car.			
11:40 p m train daily, through Coach and Wagner Sleeping Car.			

Muskegon, Grand Rapids & Indiana.
 From Muskegon—Leave. Arrive
 7:35 a m 9:40 a m
 5:40 p m 5:30 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 5:50 p m.

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

CHICAGO

NOV. 19, 1893

AND WEST MICHIGAN R.V.

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	0:55am	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	*1:20pm	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.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	No. 14	No. 16	No. 18	No. 22
G'd Rapids, Lv	6:45am	10:30am	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	1:30pm	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. Huron, Ar	12:05pm	5:45pm	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 except Sunday. *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 Monroe Street.

MICHIGAN CENTRAL

"The Niagara Falls Route."

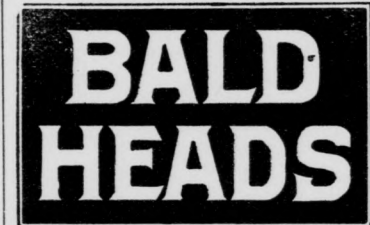
(Taking effect Sunday, Nov. 19, 1893.)

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. ALQUIST, Ticket Agent,
 Union Passenger Station.

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber.



NO CURE, NO MUSTACHE, NO PAY, DANDRUFF CURED.

I will take Contracts to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call write to me. State the exact condition of the scalp and your occupation.
 PROF. G. BIRKHOIZ,
 Room 1011 Masonic Temple, CHICAGO

Of Interest to Book-keepers.

I will teach my system of INFALLIBLE PROOF, whereby an error in posting or in trial balance can be located in the account in which it has occurred. No book keeper should be without this system, as it saves weeks of labor each year. No new books or slips required. It can be taken up at any time without change of books.

Also my system of keeping ACCOUNTS PAYABLE ACCOUNT, which saves opening an account on the ledger of those from whom goods are bought.

Price for both systems \$5.00.

WM. H. ALLEN, Grand Rapids, Mich.

Hardware Price Current.

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

Augurs and Bits	dis.
Snell's	60
Cook's	49
Jennings', genuine	25
Jennings', imitation	50&10
AXES.	
First Quality, S. B. BRONZE	7 00
D. B. Bronze	12 00
S. B. S. Steel	8 00
D. B. Steel	13 50
BARROWS.	dis.
Railroad	\$ 14 00
Garden	net 30 00
Stove	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST.	dis.
Cast Loose Pin, figured	70&10
Wrought Narrow, bright fast joint	65&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&60
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	60
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	dis.
Socket Firmer	70&10
Socket Framing	70&10
Socket Corner	70&10
Socket Slicks	70&10
Butchers' Tanged Firmer	40
COMBS.	dis.
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12@12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	25
DRILLS.	dis.
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	07
Large sizes, per pound	5 1/4
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40&10
EXPANSIVE BITS.	dis.
Clark's, small, \$18; large, \$25	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	dis.
Disston's	60&10
New American	60&10
Nicholson's	60&10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 60	
GAUGES.	dis.
Stanley Rule and Level Co.'s	50
KNOBBS—New List.	dis.
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	dis.
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60
Hunt Eye	\$15.00, dis. 60
Hunt's	\$18.50, dis. 20&10.
MAULS.	dis.
Sperry & Co.'s, Post, handled	50
MILLS.	dis.
Coffee, Parkers Co.'s	40
P. S. & W. Mfg. Co.'s Malleables	40
Landers, Ferry & Clark's	40
Enterprise	30
MOLASSES GATES.	dis.
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 50
Wire nails, base	1 75@1 80
Base	
60	10
50	10
40	25
30	25
20	35
18	45
12	45
10	45
8	50
7 & 6	75
4	90
3	1 20
2	1 60
Fine 8	1 65
Case 10	75
" 8	70
" 6	70
Finish 10	75
" 8	70
" 6	1 10
Clinch 10	70
" 8	80
" 6	80
Barrell	1 75
FLANES.	dis.
Ohio Tool Co.'s, fancy	2 40
Scotia 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 Buts	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs 1/4 cent 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. 4 1/4 and 1 1/2 longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " "	net 8 1/4
" " "	net 7 1/4
Strap and T	dis. 50
RANGERS.	dis.
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
Granite Iron Ware	new list 33 1/2 & 10
WIRE GOODS.	dis.
Bright	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	dis. 70
Stanley Rule and Level Co.'s	
ROPES.	
Sisal, 1/4 inch and larger	2
Manilla	13
Steel and Iron	SQUARES. dis.
Try and Bevels	75
Mitre	25
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. \$4 05 \$2 95
Nos. 15 to 17	4 05 3 05
Nos. 18 to 21	4 05 3 05
Nos. 22 to 24	4 05 3 15
Nos. 25 to 26	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, '98	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 35
Discount, 10.	
SASH WEIGHTS.	per ton \$25
SAWS.	dis.
" Hand	20
" Silver Steel Dia. X Cuts, per foot	70
" Special Steel Dia. X Cuts, per foot	50
" Special Steel Dia. X Cuts, per foot	30
" Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	dis.
Steel, Game	60&10
Onelda Community, Newhouse's	35
Onelda Community, Hawley & Norton's	70
Mouse, choker	18c per doz



A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at

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— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

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Subscribers may have the mailing address of their papers changed as often as desired. Sample copies sent free to any address.

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When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY, FEBRUARY 7, 1894.

CORPORATIONS IN POLITICS.

The Chicago *Railway Review*, discoursing upon the objections that have been so widely urged against the influencing of State and Congressional legislation by railways, asks: "Why should not railways engage in politics?" or, put into another and more correct form, why should not railways attempt to influence legislation in their behalf?"

It then proceeds, to its own satisfaction, to answer the question by urging that a very large proportion of the people of the country are interested, directly or indirectly, in the prosperity of the railways. The investors who have put money into railways, the men who are engaged in the operation of railways, and the manufacturers who are employed in supplying the needed material for railways, all have a vital interest in their prosperity, and the number of persons thus interested represent a very considerable portion of our population, possibly greater than any other interest in the United States. So that, if it is conceded that legislation is properly the subject of influence, there is not only no reason why railways should not, but every reason why they should, engage in politics.

Certainly this is all correct enough in a general way, but it is far from being specifically true. Undoubtedly the masses of the people of the United States are interested in the prosperity of every worthy enterprise and industry, but they are quite as much interested that a particular industry or enterprise, or corporate interest, shall not flourish by trampling down and crushing others. Prosperity for all is when all great interests march abreast, mutually dependent and mutually beneficial.

When a corporate interest sets up a lobby in a State Legislature, or in the National Congress, it is not for the purpose of securing benefits for the people at large, but for itself alone. As for the railroads, they are not even interested in working together. They are, to a large extent, rivals in business, and are opposing each other in many ways. Moreover, none of them consulted the good of the people along their lines when they could

control and force the traffic of those people; but they regarded alone the ultimate benefit of their own corporate interests. It was to correct the evils growing out of this very natural selfishness that the interstate commerce law was enacted.

The country can no more get along without railways than it can without banks or factories. They are all indispensable agencies of commerce and civilization, but it would be very unfortunate for the country if the States and the National Government were dominated or operated for the benefit either of banks or factories, and precisely the same rule applies to all other corporate interests. They should have every protection and every encouragement that wise and just laws can give, but they must not be allowed to boss the country.

MIGRATION IN 1893.

A report upon the foreign immigrants arriving at New York for the year 1893 has been made. As the great bulk of all the foreign ingress is at New York, the information derived from that report is of large instructive value.

The total number of immigrants was 352,885, of whom 229,921 were males and 122,964 females. According to nationality, of Bohemians and Moravians there were 4,134, of Galicians and Bukowians 1,442, other Austrians 28,872, and Hungarians 22,701; of Belgians 2,008, of Danes 7,019, of French, including Corsicans, 3,644; of Germans 55,981, of Greeks 1,371, of Italians 69,074, of Dutch 5,273, of Norwegians 12,862, of Portuguese 3,398, of Roumanians 492, of Russians (proper) 37,100, of Finns 5,745, of Poles 5,281, of Spaniards 80, of Swedes 28,965, of Swiss 4,018, of European Turks 625, of Englishmen 14,609, of Irish 30,236, and of Scotch 4,484. The total immigration from Europe was 351,897, 1,633 not being specified. From Central America there came only 3, from British North American possessions 14, from the West Indies 5, from South America 5, from Turkey in Asia 529, from China 2, from Asia (not specified) 26, and from Africa 4. Those who were under 15 years old numbered 60,160. From 15 to 40 years old there came 254,860, while of 40 years and over were 37,865. It was found necessary to treat 1852 in the hospital. Two idiots came and six insane persons.

The number of these people who were either entirely or partially illiterate was surprisingly large, for those who could not write numbered 52,777, and those unable to read 52,919, the number who could neither read nor write being 54,576. This illiteracy was distributed among the several nationalities as follows: Bohemia 498, Galicia 278, Austria 4,182, Hungary 4,680, Belgium 127, Denmark 176, France 130, Germany 1,239, Greece 285, Italy 29,611, Netherlands 153, Norway 309, Portugal 1,088, Roumania 74, Russia 4,393, Finland 456, Poland 2,710, Spain 8, Sweden 530, Switzerland 155, Turkey in Europe 103, England 604, Ireland 1,994, Scotland 159, Wales 82, Turkey in Asia 229. Forty-four per cent. of the large Italian immigration could neither read nor write, in contrast to the 1,239 Germans equally ignorant among the 56,000 who arrived. Russia makes a far better showing than Italy, only 4,393 of its 37,000 immigrants being unable to read or write.

Statistics respecting the financial standing of the immigrants have been kept in detail only since July 1 of last year.

Since then \$2,099,578 was brought in by immigrants. Less than \$30 was brought in by 57,291, and \$30 or over by 17,542. Since 1861 more than 12,000,000 of foreigners have come into the United States, adding very largely to the criminal and dangerous classes.

The New York report gives the occupations or callings of the immigrants for last year: Only 1,242 had a profession. Of these 13 were actors, 20 artists, 74 clergymen, 1 editor, 31 engravers, 16 lawyers, 1 being a woman; 670 musicians, 669 being men; 25 physicians, 4 of whom were women; 70 sculptors, and 154 teachers, 53 of these being women. The total of those skilled in labor was 49,932 males and 2,037 females. This latter number is divided among 602 "dress-makers," 752 "seamstresses," and 229 tailors. Of agents there arrived 52, banker 1, cooks, 406 males and 966 females; farmers 35,177, grocers 126, hotel-keepers 87, laborers 103,874, merchants 2,450, servants, 203 males and 11,749 females, and shepherds 13. The number who had no occupation, including women and children, was 140,447.

These are interesting statistics, and it is to be regretted that such detailed information concerning these foreign accessions to the population have not been kept until within a very recent period. Before that the comers were all received with open arms, whether they were good or bad.

The action of Mr. D. B. West, Deputy Inspector of the Michigan (insurance) Inspection Bureau, in raising rates in this city fully 50 per cent., is meeting with tremendous opposition from policy holders. The reasons given for the raise—that last year was a most disastrous one for the companies, the losses in many cases seriously impairing their surplus, and that premiums were too low, anyway, considering the extra-hazardous character of many of the risks carried—are not deemed sufficient to account for the extreme action of Mr. West. A moderate raise of from 5 to 10 per cent. would have been accepted with hardly a protest, as it is considered but just to the companies to permit them to recoup themselves for last year's losses, but to spring a raise of 50 per cent. without warning on policy holders is an outrage which can result only in reduced business for the insurance companies.

THE TRADESMAN gives place this week to a communication from Mr. Samuel M. Lemon, very clearly and emphatically putting an end to the agitation in certain circles relative to the running of excursions to this city from surrounding towns. Mr. Lemon modestly refrains from mentioning the fact that he is a member of the Board of Trade and chairman of its Transportation Committee, but this fact gives weight to his statements and places the jobbing trade of this market in a correct light before the retail dealers who look to this city for their supplies.

Gripsack Brigade.

J. A. Gonzalez (Owl Cigar Co.) is putting in a fortnight among the trade of Indiana with good results.

G. C. Burnham, the rotund representative of the Star Cigar Co., of Detroit, was in town a couple of days last week.

Grayling *Avalanch*: A. W. Peck, of Petoskey, representing the Hazeltine & Perkins Drug Co., of Grand Rapids, is the prince of good fellows and, we think,

the prince of true (?) story tellers. At Fournier's a few days ago, he was describing a snow storm at Wolverine and described the snow flakes as large as a man's hat, with occasionally one the size of a wash tub, and he certainly appeared to be sober.

Purely Personal.

Frank Idema, Treasurer of the Telfer Spice Co., was at Boyne City last Tuesday and Wednesday, on business with the Charlevoix Circuit Court.

W. A. D. Rose, formerly engaged in the lumber business at Benton Harbor under the style of the Globe Lumber Co., was in town a couple of days last week, interviewing his former partner, Wm. E. Barrett. Mr. Rose may return to Big Rapids to reside, but has not fully decided as to his future movements. The leasehold and buildings of the Globe Lumber Co. have been purchased by John E. Brookings, formerly connected with the defunct Brookings Lumber Co., of this city.

Thos. Heffernan, the Baldwin druggist and grocer, recently missed a valuable Jersey cow and about 2 o'clock in the afternoon sauntered out in the woods to locate her. Failing to return home in the evening, his neighbors organized a search party and went in pursuit of both man and cow, discovering the former in an exhausted condition about 9 o'clock in the evening. The docile bovine was discovered later in the night, apparently displeased with the prospect of spending a night in the woods in a snow storm. Mr. Heffernan says that he was so near the perishing line when found that he would have succumbed to the inevitable in a short time.

The Wool Market.

A slight increase in sales in the East, due to actual requirements, had no effect on the local market and did not raise prices even at the front. Prices are down to a free trade basis and will remain there until woolen goods manufacturers know what competition they will have to meet under the tariff as finally passed. In other words, if competition from abroad is to be absolutely free, they must prepare to meet it on that basis, and be prepared, also, for a large curtailment of business. The woolen goods men, perhaps more than any others, do business in "futures," and, as there is no inspired prophet to tell them what Congress will do—he would need to be inspired to know—they are waiting with what patience they can the news from Washington.

March Meeting of the Board of Pharmacy.

Owosso, Feb. 1.—A meeting of the Michigan Board of Pharmacy, for the purpose of examining candidates for registration, will be held at Grand Rapids Tuesday and Wednesday, March 6 and 7, 1894.

The examination of both registered pharmacists and assistants will commence on Tuesday at 9 o'clock a. m., at which hour all candidates will please report at the lecture room below Lockerby Hall. The examination will occupy two days.

Examinations will be held at Detroit (Star Island), June 25 and 26; Houghton, about Sept. 1; Lansing, Nov. 6 and 7.

STANLEY E. PARKILL, Sec'y.

According to *Bradstreet's*, lack of capital, direct effects of the financial crisis, incompetence and fraudulent disposition of property account for 80 per cent. of the business failures last year.

CASH OR CREDIT.

A Question Which is Puzzling Many Merchants at Present.

THE TRADESMAN recently received the following letter of enquiry from a firm conducting a general store business in a country town:

We want your advice, knowing you to be a man of experience in commercial matters. We are doing a credit business in the country, and, of course, our customers are farmers. We carry about a \$6,000 stock in the dry goods, grocery and crockery line, and want to get down or up to cash, but hardly know how to go at it; in fact, hesitate some about trying it at all. Business has always been done here on the credit plan and our customers are pretty thoroughly in the credit rut. We want to ask you if, in your judgment, it would be safe to make the attempt, and, if we do, what plan you would suggest? Are we asking too much of you to give us your ideas and any suggestions on the subject which you think would help us out?

Realizing that an intelligent answer to the enquiry required a clearer understanding of the situation, THE TRADESMAN asked for further particulars as to location and competition, receiving the following detailed reply:

1. We are the only merchants here, it being only a country crossroads, with a blacksmith and wagon shop. We have been in business here for seven years, and during that time several small stores have been started here, staying only a short time, going either to the wall or leaving the place. Our trade has been from \$10,000 to \$15,000 a year.

2. We are six miles from —, ten miles from —, nine miles from —, and about eleven miles from —. There are two small stores five miles south of us in the country, situated about the same as we are. Nearly all of the stores in the towns above mentioned are giving credit, and, with the exception of Ionia, are generally given to cutting.

3. Your third question is more difficult to answer. We think there are some merchants in the surrounding towns who are, financially, in good shape. We are able to handle our business, so far as finances go, without any embarrassment and have the confidence of our customers, and think that our trade has shown improvement generally, as we have always aimed to deal strictly honest and to be worthy of confidence. We have given this subject—the cash way of doing business, we mean—a good deal of thought. As we stated in our previous letter, we carry about a \$6,000 stock and about \$2,000 on our books, on an average, and this \$2,000 gives us no end of trouble, as it keeps one man busy a large part of the time collecting, and then there is generally a disposition on the part of customers to consider their accounts too large and, sometimes, they try to scale them down. Our idea of the matter is about like this: It may be faulty, but, if it could be made to work, it would be much pleasanter to give our customers a plain statement of our views on the cash question through the medium of a circular well distributed, and putting our goods on a cash price. We do not mean to cut the life out of everything, but to show them that a dollar in cash will buy more than a dollar in credit, and that the end of the year would find them free from their store debts. This, of course, would have to be followed by persistent advertising and talk.

Now, we want to ask your advice on another matter which you can answer more easily: How would a suburban grocery store, and, perhaps, a meat market in connection, succeed in Grand Rapids on the cash plan—say in the southeast part of the city? Parties there have suggested a trade with us, but we are a little fearful of so large a place, knowing that there is a vast difference between country and city methods. Your opinion on these points will be appreciated, realizing that your observation and experience in commercial matters will cover the ground pretty thoroughly.

Just as the office scribe was sharpening

his pencil to display his knowledge—or ignorance—of the subject, the office was invaded by Oscar F. Conklin, senior member of the firm of O. F. & W. P. Conklin, who have successfully conducted a general store at Ravenna for about a quarter of a century. Realizing that Mr. Conklin was in a better position to answer the enquiries, from the standpoint of experience, than anyone whose knowledge is based largely on observation, he was requested to give us views on the subject, which he kindly consented to do in the following words:

In answer to your enquiries, it would be hard to advise you in regard to the propriety of changing your system. If you have good judgment in regard to the financial standing of your patrons and can always say "no" just as easily as "yes" when your judgment directs you, we think a very limited credit system would be better, crediting no man who would not be good for that much money; forming your judgment beforehand of the character, responsibility and general rating of your customers, and then acting strictly upon that judgment. This will necessitate your keeping a strict watch of their accounts every day. A man that may be worthy of \$5 credit when he has that \$5 should not be considered as always being worthy of credit. I cannot conceive of any good coming from the slipshod way of giving credit to customers, your clerks or yourself telling them all the time how much they already owe you. With the credit business, in order to be successful, a man has a picket warfare all the time and should always be on guard and know exactly what his customers owe him and whether they owe you as much as you desire to have them, and then draw the line right there. If any of your customers are perfectly responsible and good and prompt, and will not abuse your confidence, I can see no reason why credit should not be given them if they ask for it; but giving credit so that you will have to run after your customers, employing one man's time to collect, is entirely reprehensible. If you can gauge credits in the above manner, deciding for yourself who is not worthy and how large a line can be given, and always acting up to that, we can see no reason why you should want to change to strictly cash. If you cannot say "no" to parties and cannot say it kindly and pleasantly and cannot act upon your judgment in this matter, or if your judgment is at fault, then we would say change to the cash and exchange basis immediately, and the manner in which you secure it does not make much difference. Horace Greeley said that "The way to resume was to resume." Doubtless it would be well for you to issue a little circular—not telling them of your loss or that credit cannot still be given them or what great bargains they can make with you—but a little circular stating that you have changed your system and that on such a date you will sell entirely for cash and that you hope to save them money by so doing, as thereby you can have the ready money at all times to take advantage of the markets and to discount your bills, and that you hope they will give you their cordial support in making this change, as you have thoroughly determined to make it. Refusing credit seldom offends people if done in a gentlemanly manner. You should say "no" just as pleasantly as "yes," and make them feel that you are their friend and they yours, and that you and they are running business together and in this way you will be mutually benefited. We have put in stores in different places and run them for cash and exchange and done it offhand and through others, given no credit, and been successful in every instance. We offended nobody and most of our customers fell right in with our ways of doing. We have run a store twenty-five years in one locality where we have given credit, the only question being—is he good? is he worthy? is he honest? We have largely succeeded there, but we have been as careful in giving lines of credit as a bank would be in loaning money. Either of these two

systems will and must be successful if worked out nicely.

So far as the removal to Grand Rapids is concerned, that is a matter which THE TRADESMAN feels incompetent to pass upon without a full understanding of the character, temperament and habits of the individual. Generally speaking, it requires a different kind of a man to conduct a business in the city than in the country. Transactions in staples are done on closer margins and city dealers are subjected to many petty annoyances to which the country dealer is an entire stranger; on the other hand, a dealer who caters to a fancy city trade is able to obtain margins on fancy brands of goods which would astonish the country merchant. Considering the cutting on staples and seconds which is now being done by the Morse department store and some regular dealers located in different parts of the city, THE TRADESMAN does not think the present time a propitious one for a new dealer, unaccustomed to city methods and unacquainted with a neighborhood trade, to embark in business. The same rule applies to the meat business, which is very much demoralized at this time, as only those dealers who have a long established trade are probably making any money at present.

Bakers' Bread vs. the Homemade Stuff.

Written for THE TRADESMAN.

In the issue of THE TRADESMAN for Dec. 6 is to be found an article, over the signature of E. A. Owen, headed, "Is the Profit on Bread Too Large?" Mr. Owen argues at some length to show that bakers are making a profit of 326 per cent., basing his argument on the statement made by a "home" baker that she made twenty-two loaves of bread out of a twenty-five pound sack of flour, at a cost of sixty cents for the batch. The flour for this batch of twenty-two loaves cost 50 cents. There is nothing strange about that; that quantity of good flour would cost anyone 50 cents. But what is strange is that the labor expended on the bread, the fuel required to bake it, the rent of the building in which it was made, and the various ingredients (except the flour) which went into it cost but 10 cents. Surely Mr. Owen does not mean us to infer that the lady's time was worth nothing, and that the materials for her bread, except the flour, cost nothing. Or, are we to understand that the "home" baker referred to actually made a cheap article, and then asked the same price that first-class bread brings? The latter supposition would seem to be the correct one, as all there is in the so-called domestic bread is flour, water, yeast and salt—which makes the cheapest kind of bread. The net profit, according to Mr. Owen, on the aforementioned twenty-two loaves of bread is \$1.16; it cost nothing, evidently, to deliver the bread either to the retail grocer or to the consumer, for which the lady who made the bread ought to be thankful, as ordinarily bakers are compelled to keep a horse and pay a man to deliver their product. Mr. Owen evidently thinks that a woman's time is worth nothing, but, even if that were true, it is hardly fair to assume that, therefore, the time of the men who make bread for a living is worth nothing. He would change his mind, if such be his opinion, if he had their wages to pay. It costs anywhere from \$15 to \$18 a week to secure the services of a good all-around baker, though there are cheaper men.

The wage bill of an ordinary bakery is seldom less than \$50 per week, and many times it is double that amount. The average cost to the baker of making and selling a loaf of bread is about two cents, to which must be added the cost of "a pinch of this and a pinch of that," which will increase the expense of making to about three cents. Milk and lard enter largely into the composition of the cheapest kind of bakers' bread. There is not a particle of either in the homemade article. Rent, heat and light are additional expenses which Mr. Owen seems to have overlooked. Then, Mr. Owen ought to know, if he does not, that bakers do not get eight cents for their bread. Except for the fancy kinds, seven cents is the price generally. The larger bakeries dispose of the bulk of their product to retail grocers at six cents a loaf, and then are compelled to take back what is not sold—a bad leakage, as all bakers know.

Perhaps a few figures might not be out of place right here, not particularly for Mr. Owen's benefit, though he is, perhaps, the only man in the city who thinks it costs nothing, or, at most, a mere "bagatelle," to bake bread. At the time Mr. Owen wrote his article a barrel of flour cost \$4.50, or thereabouts. That amount of flour will make 150 loaves of bread. The average price which the baker received was six cents a loaf, or \$9 for the 150 loaves. Every loaf of the 150 cost him, at the very lowest calculation, three cents to make and sell, or \$4.50 for the lot. Then, when he pays \$4.50 for the barrel of flour, he has simply come out even on the flour, leaving other expenses still to be provided for. That was the actual condition of things when Mr. Owen wrote his article. There is not a baker of any consequence in this city who was making any money on his bread at that time. If Mr. Owen did not know this, he alone is to blame; the facts were available if he had wished to get them. There is a little more in bread at present, however, as flour is lower now than it was then, being \$3 now, the difference in the price of flour representing the baker's gross profit on his bread. As to the bread itself little need be said. The claim of the homemade article to a place in the market rests solely on the fact that it is alleged to be a little heavier than the product of the bakery, a statement which lacks confirmation. Much of it is no heavier, and some of it even lighter, than the bakers' goods. It is bought largely as a matter of sentiment. Work is scarce and many a woman has been compelled this winter to take her place as the breadwinner of the family. She cannot leave her family and go out to work, she does not know how to sew, and so she tries her hand at baking. The simplest formula known is the one she follows—flour, water, yeast, potatoes—sometimes, not always—and salt, quantum suff. of each, and that is all there is to it, except that her husband, being out of work, can sell the bread and help her make, say, \$1.50 a day. No one finds any fault with them for this, and it is very much better than charity for self-respecting people; but to compare this cheaply-made and cheap bread with the product of the bakeries is certainly unfair. A fair comparison in the premises is impossible. DANIEL ABBOTT.

Don't strew flowers on the coffin of those on whose pathway during life you strewed thorns.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Engbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Ottmar Eberbach, Ann Arbor.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Next Meeting—Grand Rapids, March 6 and 7.
Subsequent Meetings—Star Island, June 25 and 26.
Houghton, Sept. 1; Lansing, Nov. 6 and 7.

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, Walter K. Schmidt; Sec'y, Ben. Schroeder.

Radical Cure for the Cut-Rate Evil.

The "cut-rate problem" has been so thoroughly ventilated in the pharmaceutical press and discussed in all its phases by the trade in general that all retail druggists probably understand and deplore its baneful influence and demoralizing effects, though not all have personally experienced them. In the present paper the writer will therefore confine himself to the consideration of a plan which he has originated for the efficient and radical solution of the problem, assuming that cutting is an "evil" which ought to be exterminated.

The plan which the writer proposes has for its chief merit extreme simplicity combined, of course, with efficiency. In fact, so simple is it that at first sight it would appear almost worthless; but on further examination, the writer is confident, its merits will be apparent to the unbiased readers. Most of the plans thus far conceived have been either useless, from depending on the good faith of all parties concerned—proprietors, jobbers, and retailers—or else have been too complicated and unwieldy, requiring the maintenance of a central clearing house or bureau, with numerous clerks, etc., and because of being both costly and intricate have been, as a consequence, impracticable. In addition, when any expense has been connected with the execution of these plans, the retail druggist generally was expected to bear the brunt of it, which in itself is an injustice.

In the plan given below the trifling expense of working it is placed where it belongs—on the proprietor. It is based on the assumption that there are proprietors who honestly desire to protect the retailer to the extent of refusing to sell to dealers (whether wholesale or retail) who, it has been proven, supply cutters directly or indirectly.

This is the plan: The proprietor, commencing on any given date, to number consecutively each package of any one remedy. A record to be kept of the numbers supplied to the various dealers.

Let us now give an example of the plan as it would work in actual practice. Suppose Hood & Co., beginning January 1, 1894, number consecutively each bottle of their sarsaparilla. They receive an order from John Jobber & Co., of Blanktown, for ten gross, the numbers of which run from 10,000 to 11,440. Shortly after this it is discovered that a "cutter" in St. Louis continues to "cut" on Hood's Sarsaparilla. Any retail druggist in St. Louis who may feel an interest in the matter buys a bottle of the "cutter." On examining the label he finds it numbered 11,400. He writes to Hood & Co., either individually or through his local association, stating the facts and requesting the name of the dealer to whom bottle number 11,400 was sold. On referring to their record, Hood & Co. find that John Jobber & Co. must have received 11,400, and thus, directly or indirectly, must have supplied the cutter. They so inform the St. Louis druggist, who, if he chooses to publish the fact, may seriously injure the trade of John Jobber & Co. among reputable druggists. Then, if Hood & Co. are sincere in their desire to protect the retailer, they will in future refuse to sell John Jobber & Co. This process would be repeated in other cases, until one by one the props which sustain the cutter in his arrogant position would be knocked from under him, and left without support of any kind (otherwise his source of

supply) he would soon fall to the ground or be forced to cease cutting.

What might, on a first examination of the plan, be considered an objection is the fact that if, for instance, Hood adopted the plan and Ayer did not the former would apparently be placed at a disadvantage with regard to the consumer, who would have to pay \$1 for Hood's Sarsaparilla, while he could buy Ayer's for 75 cents. This objection is met by the fact that, if Hood adopted the plan and Ayer refused to do so, Ayer would be certain to incur the enmity of the entire retail trade of the country, and this is something which no proprietor could afford to do, or, indeed, would dare to do. Another thing, all consumers are not influenced by considerations of price alone, and many would prefer to pay \$1 for Hood's rather than buy any other sarsaparilla at a lower rate.

The numbers might run for any period from one to five or even ten years before beginning again with number 1; and then letters might be used to designate the various series. For instance, suppose the sale of a preparation averaged 1,000,000 bottles per annum and a stamp were used numbering up to 10,000,000. From the year 1894 to the year 1904 the numbers would be No. 1 to No. 10,000,000; from 1904 to 1914 the numbers would be No. A1 to A10,000,000; from 1914 to 1924 the numbers would be No. B1 to No. B10,000,000, and so on indefinitely. Stamps are now made and may be obtained at no great expense which will number consecutively up to 1,000,000 or even 10,000,000 or 100,000,000, and the cost of numbering the labels (which should be done before pasting on the bottles) would be trifling, especially when the important and beneficial effects on the retail trade are taken into consideration.

It will be seen that this plan does not depend for its success upon any complicated system of rebates, discounts, variously colored stickers, etc., or necessitate the formation of a vast league or national union having central branch offices to be maintained at an enormous expense—to the retail druggist. Paraphrase the familiar kodak ad., "the proprietor presses the button—and the druggist does the rest." And it costs him practically nothing to do the rest. Furthermore, no proprietor or manufacturer (and it should be borne in mind that the writer is speaking from the standpoint of the manufacturer) can refuse to adopt so simple and inexpensive a plan of combating the cut-rate evil without good grounds for suspicion that he is hypocritical in his alleged desire to protect the legitimate retail dealer against the ruinous competition of the "cutter."
W. I. L. STEARNS.

The Department Store.

From the Western Druggist.

A fact which the department stores appear to have overlooked is the quiet but very effective boycotting work being done by the druggists. There is hardly a city in which the department store has become a factor that more or less influence is not being used by druggists to direct trade away from the establishment. This is principally done by a simple request from the druggist to some of his particular friends. The profits on the aggregate amount of business thus diverted, in most cases, will amount in one month to as much as the department stores will make on their drug department in half a year. But even when this fact is fully realized by the stores there is no prospect of its improving the situation. The department store is conducted with an eye solely to the net total results; it is expected that there will be losses here and there, but they will increase the prospects of gain for the establishment, and the drug department may be considered a permanent feature so long as the public patronizes it and the law sanctions it. The only remedy the druggist has is through the creation of a popular sentiment against permitting drugs and medicines to be handled by others than those whom the law has specifically designated as custodians of this public service.

Use Tradesman Coupon Books.

REPRESENTATIVE RETAILERS.

Andrew J. Dayton, the Wealthy Avenue Druggist.

A. J. Dayton was born in Springfield, Oakland county, Mich., thirty-six years ago. His father died when the boy was two years old. Upon his mother marrying again, the family moved to Genesee county, near the city of Flint, where the stepfather engaged in farming, and where, until he was 13 years of age, A. J. attended school. From the little country school he went to the Flint High School, taking the French-English course, which he pursued until within a few weeks of graduation. Upon leaving school he began life by "choring around," doing odd jobs as they presented themselves. The winters were spent in hunting and trapping. For six years he followed this desultory course of life, never long "out of a job," but never long at any one pursuit. He saved his money, however, some of which he invested in a timber farm in Gratiot county. He subsequently traded this farm for a half interest in a drug stock in Petoskey, the style of the firm being Higgins & Dayton. Later he purchased his partner's interest and conducted the business alone for eighteen months. In 1888 he sold out in Petoskey and came to Grand Rapids, locating in his present premises at 674 Wealthy avenue. While in Petoskey Mr. Dayton invested in some land near that city, which he still owns. Since coming to this city he has succeeded in building up a good business, which has not yet reached the limit of its growth. Honesty and courtesy have marked all his intercourse with his customers, who speak of him in the highest terms, both as a druggist and a gentleman. He is not a society man, not being a member of any organization, preferring to spend his leisure hours with his family. He was married in 1886 to Miss Arvilla Sherk, of Caledonia, and is the father of three children, two boys and a girl.

Dr. Hazeltine's Reception at Milan.

THE TRADESMAN is in receipt of the January 7 issue of *L'Italia Termale*, a newspaper published at Milan, Italy, containing the following pleasant reference to U. S. Consul Hazeltine, translated into English by a member of THE TRADESMAN's staff:

The new U. S. Consul, C. S. Hazeltine, is an educated man and a staunch adherent of Jeffersonian principles.

He has wide business experience acquired as President of large industrial companies, which he directs with intelligence, prudence and integrity.

Representative in our city of a free and prosperous nation, he comes to Italy with great and elevated ideas of progress, and with the intention of giving greater breadth to the commercial relations between Italy and the United States.

He was hardly in possession of his office before he put himself in correspondence with the local authorities. He has had an important conference with the President of the Chamber of Commerce, concerning the American tariff reform, of which he is a warm supporter. The conversation was held in English, in which language the honorable President Pisa expressed himself with facility and elegance.

So much for the official work proposed by Dr. Hazeltine.

It remains to consider his social and gentlemanly qualifications. He was born in the State of New York, where his father practiced medicine with great honor and success. He is about fifty years of age, has traveled extensively, and is much sought for his wide social acquirements and his pleasant, genial manner.

His palatial residence, (*palazzo*.) in Grand Rapids, is one of the most artistic and elegant, in which people of distinction are gathered and enjoy a cordial and splendid hospitality.

The receptions are presided over by Mrs. Hazeltine and do honor to the grace and elegance of the hostess.

Mrs. Hazeltine accompanies her husband to Milan, with two beautiful young children, and we are sure that the brilliant and cultivated Milanese society will welcome with pleasure, in their splendid drawing rooms, the elegant American lady who is as gentle as she is spirited.

The Wise Druggist.

From the Indiana Pharmacist.

Will be a worker.
Will always smile.
Will be systematic.
Will always be neat.
Will do his level best.
Will always be on time.
Will advertise judiciously.
Will have his store insured.
Will make his own patents.
Will not recommend patents.
Will not use spirits frumenti.
Will have the best text-books.
Will always have his stock full.
Will always buy the best drugs.
Will do all his work conscientiously.
Will buy for cash and get the discount.
Will do very little or no credit business.
Will be a member of his local association.

□ Will own and use the new Pharmacopoeia.

Will look carefully after his own interests.

Will always dispense hastily what is ordered.

Will treat his clerks as he would like to be treated himself.

Will be a brave man, always having the courage to do right.

Will never put off till to-morrow what should be done today.

Will so live that he will be a respected and respectable citizen.

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.

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.

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
HENRY IDEMA, Vice-Pres.
J. A. S. VERDIER, Cashier.
K. VAN HOF, Ass't C's'r.

Transacts a General Banking Business.
Interest Allowed on Time and Savings Deposits.

DIRECTORS:
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,
T. J. O'Brien, A. J. Bowne, Henry Idema,
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

Wholesale Price Current.

Advanced—Morphine. Quinine. Chloral Hydrate. Cocaine. Turpentine.
Declined—

ACIDUM.		CUBEBAE.		TINCTURES.	
Aceticum	80 10	Excelsithos	2 50 2 75	Aconitum Napellis R	60
Benzolium German	65 75	Erigeron	2 00 2 10	Aloes	60
Boricac	20 20	Gaultheria	2 00 2 10	Arnica	60
Carbolicum	20 20	Geranium, ounce	70 75	and myrrh	60
Citricum	52 55	Gossypii, Sem. gal	70 75	Asafetida	50
Hydrochlor	32 5	Hedeoma	1 25 2 40	Atrope Belladonna	0
Nitrosum	10 12	Juniperi	50 2 00	Benzoin	60
Oxalium	10 12	Lavendula	90 2 00	Co	50
Phosphorium dil	20	Limonia	2 40 2 60	Pictis Liq. N.C. 1/2 gal	2 00
Salicylicum	1 30 2 70	Mentha Piper	2 85 3 60	doz	2 00
Sulphuricum	1 1/2 5	Mentha Verid	2 20 2 30	Pix Burgun	7
Tannicum	1 40 2 60	Morrhuae, gal	1 00 2 10	Plumbi Acet. (po. 80)	14 15
Tartaricum	30 33	Myrcia, ounce	50	Piper Nigra, (po. 22)	1
AMMONIA.		Oilve	90 2 30	Piper Alba, (po. 35)	3
Aqua, 16 deg	3 1/2 5	Pictis Liquida, (gal. 35)	10 12	Sanguinaria	50
" 20 deg	5 1/2 7	Ricini	1 22 2 28	Barosma	50
Carbonas	12 14	Rosmarini	75 2 00	Cantharides	50
Chloridum	13 14	Rosae, ounce	6 50 2 50	Capsicum	75
ANILINE.		Succini	40 45	Ca damon	75
Black	2 00 2 25	Sabina	90 2 10	Castor	75
Brown	80 2 10	Santal	3 50 2 70	Catechu	1 00
Red	45 50	Sassafras	50 55	Cinchona	50
Yellow	2 50 2 30	Sinapis, ess, ounce	45 55	Co	50
BACCAR.		Tigli	90	Columba	60
Cubeae (po. 30)	25 30	Thyme	40 50	Conium	50
Juniperus	80 10	Thyme opt	60	Cuba	50
Xanthoxylum	25 30	Theobromas	15 20	Digitalis	50
BALSAMUM.		POTASSIUM.		Ergot	50
Copaiba	45 50	Bi Carb	15 18	Gentian	50
Peru	2 1 90	Bichromate	13 14	Gualca	60
Terabin, Canada	60 65	Bromide	40 43	Zingiber	50
Tolutan	35 50	Carb	13 15	Hyocyanus	75
CORTEX.		Chlorate (po. 33 25)	24 26	Iodine	50
Abies, Canadian	18	Cyanide	50 55	Colorless	75
Castae	11	Iodide	2 30 3 00	Ferri Chloridum	35
Cinchona Flava	18	Potassa, Bitart, pure	27 30	Kino	50
Euonymus atropurp.	30	Potassa, Bitart, com.	15	Loberia	50
Myrica Cerifera, po.	20	Potass Nitras, opt.	8 15	Myrrh	50
Prunus Virgini	12	Potass Nitras	7 9	Nux Vomica	50
Quillaja, grd.	10	Prussiate	28 30	Opil	85
Sassafras	12	Sulphate po	15 18	Camphorated	50
Ulmus Po (Ground 15)	15	RADIX.		Deodor	2 00
EXTRACTUM.		Aconitum	20 25	Aurant Cortex	50
Glycyrrhiza Glabra	24 25	Althae	23 25	Quassa	50
Haemata, 15 lb. box	11 12	Anchusa	13 15	Rhatany	50
" 1s.	13 14	Arum, po	2 25	Rhel	50
" 1/2s.	14 15	Calamus	20 24	Cassia Acutifol	50
" 1/4s.	16 17	Gentiana (po. 12)	8 10	Co	50
FERRU.		Glychirrhiza, (pv. 15)	10 12	Serpentaria	50
Carbonate Precip.	15	Hydrastis, Canadian,	10 12	Stromonium	60
Citrate and Quinia	23 50	(po. 35)	30	Tolutan	50
Citrate Soluble	20	Hellebore, Ala, po	15 20	Valerian	50
Ferrocyanidum Sol	50	Inula, po	15 20	Veratrum Veride.	50
Solut Chloride	15	Ipecac, po	1 60 1 75	MISCELLANEOUS.	
Sulphate, com'l.	9 2	Iris plox (po. 35 28)	35 40	Ether, Spts Nit, 3 F.	28 30
" pure.	7	Jalapa, pr	40 45	" 4 F.	32 34
FLORA.		Maranta, 1/2s.	35	Alumen	2 1/2 3
Arnica	18 20	Podophyllum, po	15 18	ground, (po.	3 4
Anthemis	30 35	Rhel	75 1 00	Annatto	55 60
Matricaria	50 65	" cut	61 75	Antimoni, po	4 5
FOLIA.		" pv	75 1 35	et Potass T.	55 60
Barosma	18 50	Spigelia	35 38	Antipyrin	60
Cassia Acutifol, Tin-	25 28	Sanguinaria, (po. 25)	20	Antifebrin	25
nivelly	35 50	Serpentaria	30 32	Argent Nitras, ounce	51
Salvia officinalis, 1/2s	15 25	Senega	55 60	Arsenicum	5 7
and 1/4s.	15 25	Similax, Officialis, H	40	Balm Gilead Bud	38 40
Ura Ursi	8 10	M	10 12	Bismuth S. N.	2 20 2 25
GUMMI.		Scillae, (po. 35)	10 12	Bismuth Chlor, 1s, 1/2s	12 14, 14
Acacia, 1st picked	60	Strylocarpus, Fecti-	35	Cantharides Russian,	11
" 2d	40	us, po	35	po	21 00
" 3d	30	Valeriana, Eng. (po. 30)	25	Capsic Fructus, af	28
" sifted sorts	20	German.	15 20	" po	28
" po	60 80	Ingiber a	18 20	" B po	30
Aloe, Barb. (po. 60)	50 60	Zingiber j	18 20	Caryophyllus, (po. 15)	10 12
" Cape, (po. 30)	12	SEMMEN.		Carmin, No. 40	23 75
Socotri, (po. 60)	50	Anisum, (po. 20)	15	Cera Alba, S. & F.	50 55
Catechu, 1s, 1/2s, 1/4s,	10	Apium (graveleons)	15 18	Cera Flava	38 40
16)	1	Bfrd, 1s.	4 6	Coccus	40
Ammoniae	55 60	Carul, (po. 18)	10 12	Cassia Fructus	25
Assafetida, (po. 35)	40 45	Cardamon	1 00 1 25	Centraria	20
Benzoinum	30 35	Corlandrum	10 12	Cetaceum	60 63
Camphore	50 55	Cannabis Sativa	4 5	Chloroform	60 63
Euphorbium po	35 10	Cydonium	75 1 00	Chloroform, quibus	21 25
Galbanum	2 50	Chenopodium	10 12	Chloral Hyd Crat.	1 50 2 30
Gamboge, po	70 75	Dipterix Odorate	2 25 2 50	Chondrus	20 25
Gualacum, (po. 35)	30	Poenicium	15	Cinchonidine, F. & W	15 20
Kino, (po. 1 10)	15	Poenigreek, po	8	German 3	12
Mastic	80	Lini	4 2 4 3	Corks, Hat, dis. per	60
Myrrh, (po. 45)	40	Lini, grd. (bbl. 3 1/2)	3 1/2 4	cent	2 35
Opil (po. 3 70)	2 90 2 90	Loberia	35 40	Creasotum	2
Shellac	35 42	Pharlaris Canarian	3 4	Creta, (bbl. 75)	2 2
" bleached	35 35	Raps	6 7	" prep	5 5
Tragacanth	40 1 00	Sinapis Albu	7 8	" precip	9 11
HERBA—In ounce packages.		Nigra	11 12	" Rubra	8
Absinthium	25	SPIRITUS.		Crocus	50 55
Eupatorium	20	Frumenti, W. D. Co.	2 00 2 50	Cudbear	24
Lobelia	25	" D. F. R.	1 75 2 00	Cupri Sulph	5 6
Majorum	25	"	1 25 1 50	Dextrine	10 12
Mentha Piperita	23	Juniperis Co. O. T.	1 65 2 00	Ether Sulph	70 75
" Vir	25	Saacharum N. E.	1 75 2 00	Emery, all numbers	2
Rus	30	Spt. Vini Galli	1 75 2 00	" po	6
Tansacetum, V	22	Vini Oporto	1 25 2 00	Ergota, (po. 75)	70 75
Thymus, V	25	Vini Alba	1 25 2 00	Flake White	13 15
MAGNESIA.		SPONGES.		Galls	2 23
Calced, Pat.	55 60	Florida sheeps' wool	2 50 2 75	Gambler	7 8
Carbonate, Pat.	20 22	Nassau sheeps' wool	2 00	Gelatin, Cooper	70 80
Carbonate, K. & M.	20 25	carriage	2 00	" French	40 60
Carbonate, Jennings	35 38	Velvet extra sheeps'	1 10	Glassware flint, by box 70 & 10.	10
OLEUM.		wool carriage	1 10	Less than box 66 1/2	15
Absinthium	3 50 2 4 00	Extra yellow sheeps'	35	Glue, Brown	12 15
Amygdalse, Dulc	45 75	carriage	65	" White	13 25
Amygdalse, Amarae	8 00 2 85	Grass sheeps' wool car-	75	Glycerina	14 20
Anisi	1 70 2 80	riage	65	Grana Paradisi	2 22
Aurant Cortex	2 30 2 40	Hard for slate use	75	Humulus	25 25
Bergamli	3 25 2 30	Yellow Reef, for slate	1 40	Hydraag Chlor Mite	8 55
Cajiputi	60 65	use		" Cor	20
Caryophylli	75 80	SYRUPS.		" Ox Rubrum	20 90
Cedar	35 65	Hydragryum	50	" Ammoniat	21 00
Chenopodi	21 60	Icthyobolia, Am.	1 25 1 50	Unguentum	45 55
Cinnamonli	1 10 2 15	Indigo	75 1 00		
Citronella	45	Iodine, Resubi	3 80 3 90		
Contum Mac.	35 65	Iodoform	20 70		
Copaiba	80 90	Lupulini	2 25		

Morphia, S. P. & W.	2 25 2 50	Seidlitz Mixture	20	Linseed, bottled	53 58
S. N. Y. Q. &		Sinapis	18	Neat's Foot, winter	
C. Co.	2 15 2 40	opt.	30	strained	65 70
Moschus Canton	40	Snuff, Maccaboy, De	35	Spirits Turpentine	39 40
Myristica, No 1	65 70	Voes	35	PAINTS. bbl. lb.	
Nux Vomica, (po. 20)	10	Snuff, Scotch, De. Voes	35	Red Venetian	1 1/2 2 1/2
Os, Septa	15 18	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2 2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	27 30	" Ber	2 1/2 3
Co	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2 3 1/2
Pictis Liq. N.C. 1/2 gal	2 00	Soda, Bi-Carb	3 1/2 4	" strictly pure	2 1/2 3 1/2
doz	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	
Pictis Liq., quarts	2 00	Soda, Sulphas	2 2	ican	13 16
" plnts	85	Spts. Ether Co	50 55	Vermilion, English	65 70
Phi Hydrarg, (po. 80)	14 15	" Myrcia Dom	2 25	Green, Peninsular	70 75
Piper Nigra, (po. 22)	1	" Myrcia Imp.	2 30	Lead, red	6 6 1/2
Piper Alba, (po. 35)	3	Vini Rect. bbl.	2 25 2 35	" white	6 6 1/2
Pix Burgun	7	Less 5c gal., cash ten days.		Whiting, white Span	2 70
Plumbi Acet. (po. 11)	10 11	Strychnia Crystal	1 40 1 45	Whiting, Gliders	2 96
Pulvis Ipecac et opil.	2 2 1/2	Sulphur, Subl.	2 2 1/2	White, Paris American	1 0
Pyrethrum, boxes H	1 25	" Roll	2 2 1/2	Whiting, Paris Eng.	1 40
& P. D. Co., doz.	20 30	Tamarinds	8 10	Pioneer Prepared Paint	20 1 40
Pyrethrum, pv	20 30	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 1 30
Quassia	8 10	Theobromae	45 48	Paints	1 00 1 30
Quinia, S. P. & W.	3 4 3 9 1/2	Vanilla	9 00 16 00	VARNISHES.	
" S. German	27 37	Zinci Sulph	7 8	No. 1 Turp Coach	1 10 1 20
Rubia Tincturum	12 14	OILS.		Extra Turp	160 1 70
Saccharum Lactis pv	20 22	Whale, winter	70 70	Coach Body	2 75 3 00
Salacin	2 00 2 10	Lard, extra	50 85	No. 1 Turp Furn.	1 00 1 10
Sanguis Draconis	40 50	Lard, No. 1	42 45	Eutra Turk Damar	1 55 1 60
Sapo, W	12 14	pure raw	50 53	Japan Dryer, No. 1	70 75
" M	10 12				
" G	15				

HAZELTINE & PERKINS DRUG CO.

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DRUGS

CHEMICALS AND

PATENT MEDICINES

DEALERS IN

Paints, Oils and Varnishes.

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SWISS VILLA PREPARED PAINTS.

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GROCERY PRICE CURRENT.

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

AXLE GREASE.		Fruits.		Sap Sago.		COUPON BOOKS.		Foreign.		FLAVORING EXTRACTS.	
Aurora	55	3 lb. standard	1 10	Schweitzer, imported	2 21	TRADESMAN 1	TRADESMAN 5	Patras, in barrels	2	Oval Bottle, with corkscrew.	Regular
Castor Oil	60	York State, gallons	3 25	domestic	2 14	CREDIT COUPON	CREDIT COUPON	" in 1/4 bbls.	2 1/2	Best in the world for the money.	Grade
Diamond	50	Hamburg						" in less quantity	2 1/2		Lemon.
Frazer's	75	Live oak	1 40	CATSUP.				cleaned, bulk	5		doz
Mica	65	Santa Cruz	1 40	Blue Label Brand	2 75			cleaned, package	5 1/2		2 oz
Paragon	55	Lusk's	1 50	Half pint, 25 bottles	4 50						4 oz
		Overland	1 30	Pint	3 50						1 75
		Blackberries		Quart 1 doz bottles	3 50						2 40
BAKING POWDER.		Cherries		Triumph Brand	1 85						3 50
Acme	45	White	1 75	Half pint, per doz	4 50						4 00
1/4 lb. cans, 3 doz	75	Pitted Hamburg	1 75	Pint, 25 bottles	4 50						4 50
1 lb. " 1	1 60	Erie	1 30	Quart, per doz	3 75						5 00
Bulk	10	Damsons, Egg Plums and Green									5 00
		Gages									5 00
		California	1 40								5 00
		Gooseberries	1 25								5 00
		Peaches	90								5 00
		Strawberries	1 25								5 00
		Peas	1 25								5 00
		Blueberries	1 25								5 00
		Apples	1 25								5 00
		Pineapples	1 25								5 00
		Quinces	1 10								5 00
		Raspberries	1 10								5 00
		Black Hamburg	1 50								5 00
		Erie black	1 20								5 00
		Lawrence	1 25								5 00
		Hamburg	1 25								5 00
		Erie	1 20								5 00
		Terrapin	1 05								5 00
		Whortleberries	85								5 00
		Blueberries	85								5 00
		Meats.									5 00
		Corned beef Libby's	1 95								5 00
		Roast beef Armour's	1 50								5 00
		Potted ham, 1/4 lb	1 40								5 00
		" tongue, 1/4 lb	1 35								5 00
		" chicken, 1/4 lb	95								5 00
		Vegetables.									5 00
		Beans.									5 00
		Hamburg stringless	1 25								5 00
		French style	2 25								5 00
		Limas	1 35								5 00
		" soaked	65								5 00
		Lewis Boston Baked	1 35								5 00
		Bay State Baked	1 35								5 00
		World's Fair Baked	1 35								5 00
		Picnic Baked	1 00								5 00
		Corn.									5 00
		Hamburg	1 40								5 00
		Livingston Eden	1 30								5 00
		Purity	1 40								5 00
		Honey Dew	1 40								5 00
		Morning Glory	75								5 00
		Soaked	75								5 00
		Hamburg marofat	1 35								5 00
		" early June	1 50								5 00
		Champion Eng.	1 75								5 00
		" petit pois	1 75								5 00
		" fancy sifted	1 90								5 00
		Soaked	75								5 00
		Harris standard	75								5 00
		VanCamp's marofat	1 10								5 00
		" early June	1 30								5 00
		Archer's Early Blossom	1 25								5 00
		French	2 15								5 00
		Mushrooms	19 21								5 00
		Pumpkin	85								5 00
		Hubbard	1 15								5 00
		Squash	1 15								5 00
		Succotash	1 40								5 00
		Hamburg	1 40								5 00
		Soaked	85								5 00
		Honey Dew	1 50								5 00
		Erie	1 35								5 00
		Tomatoes.									5 00
		Hancock	1 15								5 00
		Excelsior	2 10								5 00
		Eclipse	2 25								5 00
		Hamburg	2 25								5 00
		Gallon	3 50								5 00
		CHOCOLATE.									5 00
		Baker's	23								5 00
		German Sweet	37								5 00
		Premium	43								5 00
		Breakfast Cocoa	43								5 00
		CHEESE.									5 00
		Amboy	2 13 1/2								5 00
		Acme	1 24 1/2								5 00
		Lenawee	1 24 1/2								5 00
		Riverside	1 34								5 00
		Gold Medal	2 11 1/2								5 00
		Skim	2 10								5 00
		Brick	1 11								5 00
		Edam	1 00								5 00
		Leiden	2 23								5 00
		Limburg	2 10								5 00
		Pineapple	2 25								5 00
		Roquefort	2 35								5 00
		CONDENSED MILK.									5 00
		4 doz. in case.									5 00
		N. Y. Condensed Milk Co's brands									5 00
		Gall Brand Eagle	7 40								5 00
		Crown	6 25								5 00
		Daisy	5 75								5 00
		Champion	4 50								5 00
		Magnolia	4 25								5 00
		Dime	3 35								5 00
		CHICKORY.									5 00
		Bulk	5								5 00
		Red	7								5 00
		CLOTHES LINES.									5 00
		Cotton, 40 ft.	1 25								5 00
		" 50 ft.	1 40								5 00
		" 60 ft.	1 60								5 00
		" 70 ft.	1 75								5 00
		" 80 ft.	1 90								5 00
		Jute	85								5 00
		62 ft.	1 00								5 00
		CONDENSED MILK.									5 00
		4 doz. in case.									5 00
		Peerless									5 00
		Evaporated									5 00
		Cream									5 00
		Peerless Evaporated Cream.									5 00
		COUPON PASS BOOKS.									5 00
		[Can be made to represent any denomination from \$10 down.]									5 00
		20 books	\$ 1 00								5 00
		50 "	2 00								5 00
		100 "	3 00								5 00
		250 "	6 25								5 00
		500 "	10 00								5 00
		1000 "	17 50								5 00
		CREDIT CHECKS.									5 00
		500, any one denom'n	\$3 00								5 00
		1000, " "	5 00								5 00
		2000, " "	8 00								5 00
		Steel punch	75								5 00
		CRACKERS.									5 00
		Butter.									5 00
		Seymour XXX	5 1/2								5 00
		Seymour XXX, cartoon	6								5 00
		Family XXX	5 1/2								5 00
		Family XXX, cartoon	6								5 00
		Salted XXX	5 1/2								5 00
		Salted XXX, cartoon	6								5 00
		Kenosha	7 1/2								5 00
		Boston	7								5 00
		Butter biscuit	6								5 00
		Soda.									5 00
		Soda, XXX	5 1/2								5 00
		Soda, City	7 1/2								5 00
		Soda, Duchess	8 1/2								5 00
		Crystal Wafer	10 1/2								5 00
		Long Island Wafers	11								5 00
		Oyster.									5 00
		S. Oyster XXX	5 1/2								5 00
		City Oyster, XXX	5 1/2								5 00
		Farina Oyster	6								5 00
		CREAM TARTAR.									5 00
		Strictly pure	30								5 00

PICKLES.	
Medium.	
Barrels, 1,300 count.	24 50
Half bbls, 600 count.	22 75
Small.	
Barrels, 2,400 count.	5 50
Half bbls, 1,300 count.	3 25
PIPES.	
Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20
POTASH.	
48 cans in case.	
Babbitt's.	3 75
Penna Salt Co.'s.	3 00
RICE.	
Domestic.	
Carolina head.	6
" No. 1.	5 1/4
" No. 2.	5
Broken.	4
Imported.	
Japan, No. 1.	5 1/4
" No. 2.	5
Java.	6
Patna.	5 1/4
SPICES.	
Whole Sifted.	
Allspice.	9 1/4
Cassia, China in mats.	8
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyna.	22
" Zanzibar.	11 1/4
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	28
" Saigon and Saigon.	25
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	16
" Cochin.	30
" 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.	
Allspice.	1/8 1/8
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84 1 55
SAL SODA.	
Kegs.	1 1/4
Granulated, boxes.	1 1/2
SEEDS.	
Anise.	15
Canary, Smyrna.	4
Caraway.	4
Cardamon, Malabar.	90
Hemp, Russian.	4 1/2
Mixed Bird.	5 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30
STARCH.	
Corn.	
20-lb boxes.	5 1/4
40-lb.	5 1/4
Gloss.	
1-lb packages.	5 1/4
3-lb.	5 1/4
6-lb.	5 1/4
40 and 50 lb. boxes.	3 1/4
Barrels.	3 1/4
SNUFF.	
Scotch, in bladders.	37
Maccaboy, in jars.	35
French Rappee, in jars.	43
SODA.	
Boxes.	5 1/4
Kegs, English.	4 1/4
SALT.	
100 3-lb. sacks.	22 25
60 5-lb.	2 00
23 10-lb. sacks.	1 85
20 14-lb. cases.	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. " Ashton.	18
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Soiar Rock.	
56 lb. sacks.	27
Common Fine.	
Saginaw.	75
Manistee.	75
SALERATUS.	
Packed 60 lbs. in box.	
Church's.	5 1/4
DeLand's.	5 1/4
Dwight's.	5 1/4
Taylor's.	5

SOAP.	
Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 90
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
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	24 00
" plain.	2 94
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brown, 60 bars.	2 40
" 80 bars.	3 25
Lautz Bros. & Co.'s Brands.	
Acme.	3 75
Cotton Oil.	6 00
Marseilles.	0 00
Mafer.	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.	
Sapolio, 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 30 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 30 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively.	
Cut Leaf.	55 55
Powdered.	4 99
Granulated.	4 61
Extra Fine Granulated.	4 74
Cubes.	5 36
XXXX Powdered.	5 36
Confec. Standard A.	4 48
No. 1 Columbia A.	4 42
No. 5 Empire A.	4 30
No. 6.	4 24
No. 7.	4 17
No. 8.	4 05
No. 9.	3 99
No. 10.	3 92
No. 11.	3 85
No. 12.	3 80
No. 13.	3 74
No. 14.	3 63
SYRUPS.	
Corn.	
Barrels.	17
Half bbls.	19
Pure Cane.	
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.	217
Good.	220
Choice.	224
Choicest.	224
Dust.	110
SUN CURED.	
Fair.	217
Good.	220
Choice.	224
Choicest.	224
Dust.	110
BASKET FIRED.	
Fair.	18
Choice.	25
Choicest.	25
Extra choice, wire leaf.	240
Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75
OOLONG.	23
Common to fair.	23
IMPERIAL.	23
Common to fair.	23
Superior to fine.	30
YOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
ENGLISH BREAKFAST.	
Fair.	18
Choice.	24
Choicest.	24
Best.	40



TOBACCOS.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 @32
Tiger.	31
D. Scotten & Co's Brands.	
Hiawatha.	60
Cuba.	34
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30
Private Brands.	
Bazoo.	230
Can Can.	227
Nellie Bly.	24
Uncle Ben.	24
McGinty.	27
" 1/2 bbls.	25
Dandy Jim.	25
Torpedo.	24
" in drums.	23
Yum Yum.	28
1922.	23
" drums.	22
Plug.	
Sorg's Brands.	
Spearhead.	39
Joker.	27
Nobby Twist.	40
Scotten's Brands.	
Kylo.	26
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Climax (8 oz, 4lb).	39
Green Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	28
Out of Sight.	26
Wilson & McCaulay's Brands.	
Gold Rope.	43
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27
Smoking.	
Catlin's Brands.	
Kiln dried.	17@18
Golden Shower.	19
Huntress.	26
Meerschmum.	29@30
American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30@32
German.	15
Frog.	33
Java, 1/8 foil.	32
Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	28
Scotten's Brands.	
Warpath.	15
Honey Dew.	36
Gold Block.	30
F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26
Old Tom.	18
Standard.	32
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.	38
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
Beur 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.	2 3
Full.	2 3 1/2
Dry.	4 @ 5
Kips, green.	2 @ 3
" cured.	2 @ 4
Calfskins, green.	4 @ 5
" cured.	5 @ 7
Deacon skins.	10 @ 25
No. 2 hides 1/2 off.	
PELTS.	
Shearlings.	5 @ 20
Lambs.	25 @ 60
WOOL.	
Washed.	12 @ 16
Unwashed.	2 @ 12
MISCELLANEOUS.	
Tallow.	4 @ 5
Grease butter.	1 @ 2
Switches.	1 1/2 @ 2
Ginseng.	2 @ 2 50
FURS.	
Badger.	80@1 00
Bear.	15 00@25 00
Beaver.	3 00@7 00
Cat, wild.	50 @ 75
Cat, house.	10 @ 25
Fisher.	3 00@5 00
Fox, red.	1 00@1 40

PROVISIONS.	
The Grand Rapids Packing and Provision Co. quotes as follows:	
PORK IN BARRELS.	
Mess.	13 75
Short cut.	14 25
Extra clear pig, short cut.	16 00
Extra clear, heavy.	14 75
Clear, fat back.	15 00
Boston clear, short cut.	15 00
Clear back, short cut.	15 00
Standard clear, short cut, best.	16 00
SAUSAGE.	
Pork, links.	7 1/2
Bologna.	8 1/2
Liver.	6
Tongue.	8 1/2
Blood.	6
Head cheese.	6
Summer.	10
Frankfurts.	7 1/2
LARD.	
Kettle Rendered.	8 1/2
Granger.	8 1/2
Family.	6 1/2
Compound.	6 1/2
Cottoline.	7 1/2
50 lb. Tins, 1/4c advance.	
20 lb. pails, 1/4c	
10 lb. " 1/2c	
5 lb. " 3/4c	
3 lb. " 1c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 50
Extra Mess, Chicago packing.	7 00
Boneless, rump butts.	10 00
SMOKED MEATS—Canvassed or Plain.	
Hams, average 30 lbs.	9 1/2
" 16 lbs.	10
" 12 to 14 lbs.	10
" picnic.	8 1/2
" best boneless.	9
Shoulders.	8
Breakfast Bacon boneless.	11
Dried beef, ham prices.	10
Long Clears, heavy.	10
Briskets, medium.	8
" light.	8 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
TRIFE.	
Kits, honeycomb.	65
Kits, premium.	55
BEEF TONGUES.	
Barrels.	22 00
Half barrels.	11 00
Per pound.	11
BUTTERINE.	
Dairy, sold packed.	14
Dairy, rolls.	14 1/2
Creamery, sold packed.	13 1/2
Creamery, rolls.	19
FRESH BEEF.	
Carcass.	5 @ 7
Pore quarters.	4 1/2 @ 5
Hind quarters.	8 @ 9 1/2
Loins No. 3.	8 @ 10
Ribs.	7 @ 9
Rounds.	5 @ 6
Chucks.	4 @ 4 1/2
Plates.	4 @ 4 1/2
FRESH PORK.	
Dressed.	6 1/2 @ 6 1/2
Loins.	7 1/2
Shoulders.	6 1/2
Leaf Lard.	10
MUTTON.	
Carcass.	6 @ 6 1/2
Lambs.	@ 6
VEAL.	
Carcass.	@ 7
CROCKERY AND GLASSWARE.	
LAMP BURNERS.	
No. 0 Sun.	45
No. 1 "	50
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. 2 "	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
Manmoth, per doz.	75
STONEWARE—AKRON.	
Butter Crocks, 1 to 6 gal.	66

SUCCESSFUL WOMEN DRUMMERS.

Many Branches of Trade Invaded by Clear-headed Saleswomen.

"The woman drummer has come to stay, and we men won't be 'in it' in a short time!"

The above is from the lament of a certain traveling salesman, who confided some facts about his business to a reporter the other day. He is mournful, it is true, as who would not be when he saw his vocation slipping away from him? But he seems to feel that open confession is good for the soul, and, accordingly, describes with exactness, harrowing to the souls of other commercial travelers, the full extent of the success of his feminine rivals in trade.

"There is a young woman by the name of Lincoln," he says with dogged resignation. "She sells imported hats. So do I—when I get a chance. But if I expect to do anything on my route I am obliged to keep ahead of her, for when she strikes a town she carries away every order in it. I must confess that these women 'knights of the grip,' as you newspaper folks call us, do much better than the men in the same lines. They are strong, clear-sighted, and clear-headed women, some of them very pretty, and all of them perfect ladies. Some of them do exactly as men do, visit a merchant in person and solicit his orders. Others engage a sample room in the hotel, and after notifying the merchants, wait and receive them there. There is another class of feminine travelers, who are very swell and cater to individual custom. I know of several from New York who pursue this method entirely.

Probably the best known woman on the road is Miss Virginia Poole, of New York, who sells nothing but perfume. She stays in a town sometimes two or three weeks, and she does a big business. There is Miss Arline Carson, who sells millinery in all the large cities east of the Mississippi and north of the Ohio. She sells over \$100,000 worth of goods a year and gets a big salary. Mrs. K. B. Henry is a well known woman drummer. Her husband formerly traveled for an underwear house of New York. He died and left her with several children to support. She went to the firm and asked for his route. They had never sent a woman out, but they gave it to her and she made such a success of it that she is now a member of the firm. She goes out on the road occasionally, and I heard a good story about her not long ago. She was at the Weddell House in Cleveland, and had just seven minutes in which to catch her train. She went to her room, put on her traveling dress, paid her bill, ordered her baggage down, called a carriage, was driven to the depot five blocks away, and caught her train. There are mighty few men who could have done that!" and the drummer subsided into sorrowful reflections.

"One of the women travelers who depend on individual customers is Miss M. A. Wilkins who travels for a Philadelphia house that deals in children's wear. She carries eight large trunks. She mails a letter to each of her patrons, saying that she will occupy a certain suite in a certain hotel on a certain day. When the time comes her customers drive up in their carriages, and are shown to her room, where, I can tell you, they leave a lot of orders. Her trade is worth \$75,000 a year to her house. I know of one woman who sells

chewing gum, another laces, another buttons, another furs. I have even heard of a woman who sells coffins. I'll bet she sells so many that the undertakers have to make kindling wood of them to get their stock reduced!"

Bound to Keep His Customers.

It was in a country store where they keep everything for sale from poke bonnets to poker chips.

A country bumpkin with very large "understandings" came to purchase a pair of boots. The proprietor got out a pair of the biggest size he happened to have in stock, but it was obvious at a glance that they could never be made to fit his customer. In vain he tugged and strained at one of them trying to get his right foot inside of it.

Seized with what seemed to be an inspiration, the proprietor picked up the boot and exclaimed:

"Bless my soul, how foolish of me! I ought to have told you of it before and saved you all this trouble. These are double elastic guaranteed glove-fitting stretchers—the latest and best thing out in the boot line. All you've got to do to make 'em fit is to rub some oil into 'em—I won't charge you nothin' for the oil, let 'em soak it up for a couple of days an' then their stretchin' qualities'll get to work an' they'll go on as slick as a glove, an' they'll be the best fittin' boots you ever had in all your born days."

When the dull-witted countryman had departed with the boots I ventured, on a slight acquaintance with the proprietor, to reproach him for resorting to such dishonest trickery to make a sale.

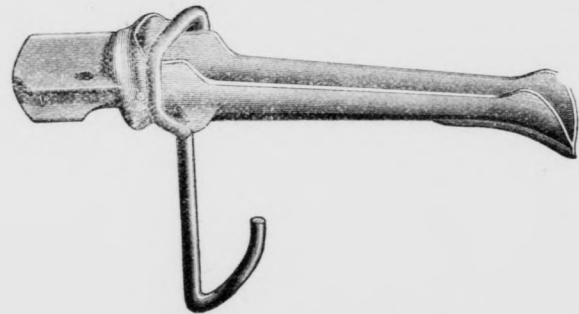
"Why, there ain't any cheatin' about that," he replied, resentfully. "I ain't done that fellow any harm. He doesn't need the boots, anyhow, until 'long about Christmas time. He'll go and do what I've told him, and he'll wrestle with the boots until he finds out that he might just as well try to get a horse an' buggy inside of 'em. Then when he comes to town again he'll bring 'em back an' tell me that he couldn't make 'em fit nohow. By that time I'll have some boots in that'll fit him. Now, if I hadn't made him take those boots along he'd have gone somewhere else—to Deacon Flint's, probably—an' I'd have lost his trade. You can't call it cheatin' when I gives him some oil for nothing and run the risk of getting a pair of boots split. No, sir, I don't pretend to run my store like a Sunday-school, but I never cheat."

Such reasoning was unanswerable, and I couldn't help thinking that if his lot had been cast in Wall street he might have developed into a full-fledged "Napoleon of Finance." A. S. M.

Silver Ruins a Horse.

A silver quarter dollar rarely does so much damage as in the case of a street-car horse in Reading, Penn., which has been utterly ruined by this little piece of money. For the past four years there has been a horse in the Birdstreet stables of the City Passenger Railway Company that became lame for a few days every month, and on each occasion a hard lump formed on the right shoulder, but never twice at the same place. The attention of Superintendent Rigg was called to the horse, and he had the shoulder lanced. The Superintendent stood aghast when a quarter dollar was taken from the lump. A scar on the horse's chest leads Mr. Rigg to believe that the horse was injured some years ago and that the quarter was placed in the wound to keep it open for the removal of pus and then forgotten.

Post's Eureka Sap Spouts.



OVER 20,000,000 SOLD.

These Spouts will not Leak

Highest Award of Merit from the
World's Industrial Exposition.

Spout No. 1, actual size, with Heavy Wire Hanger, that does not break like hangers cast on the spout.

PATENT IMPROVED—Sugar makers acknowledge a very large increase in the flow of Sap by the use of the Self-Sealing Air Trap in the Improved Eureka, as claimed for them.

GET YOUR ORDERS IN AT ONCE so as not to get left. Write for prices.

FOSTER-STEVENS & CO.

MONROE
ST.

ATLAS SOAP

MANUFACTURED ONLY BY

HENRY PASSOLT, SAGINAW, MICH.

Our "Oak" Grain.



GUARANTEED SOLID THROUGHOUT.
Heel or Spring, E and EE, 6 to 8, at..... 65c
Heel or Spring, E and EE, 8½ to 12, at..... 75c
SEND FOR A SAMPLE DOZEN.

HIRTH, KRAUSE & CO.,
12 & 14 Lyon St.,
GRAND RAPIDS, MICH.

This brand has now been on the market three years, and has come to be regarded as a leader wherever introduced. See quotations in Price Current.

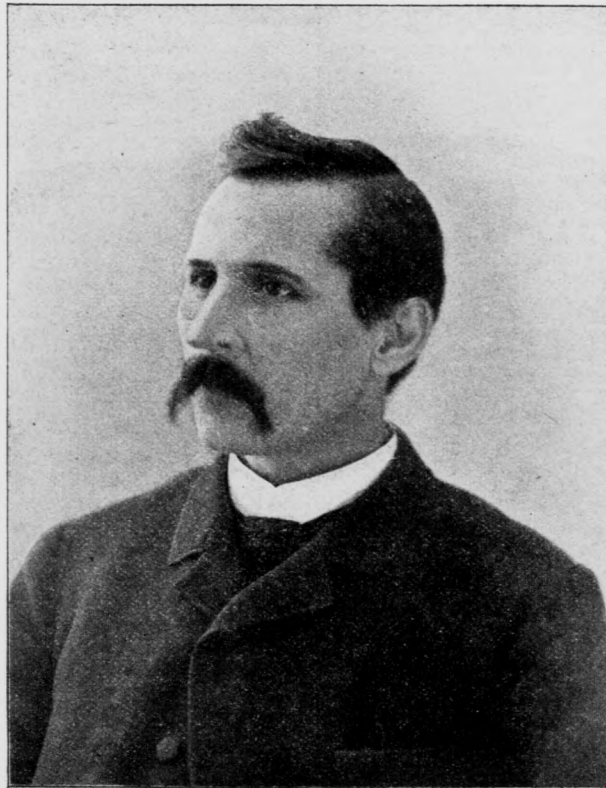
MEN OF MARK.

Christian Bertsch, the Veteran Shoe Jobber.

Christian Bertsch first saw the light of day in Crawford county, Ohio, in the year 1837. His father was a native of the Province of Baden, Germany, emigrating to America over sixty years ago and settling in the Buckeye State. As has been, and is now, and always will be, the case with country boys, Christian, when old enough, was sent to the usual country school, his spare time and most of the summer months being devoted to work on the farm. He was not in love with farming, however, although always doing faithfully and well the work assigned him, so, upon attaining his majority, he turned his back upon his native State, and came to Michigan in 1858. Holland City was his objective point, and here he laid the foundation for the business success which he has since achieved, if, indeed, the elements were not already imbedded in the nature which he inherited from his German ancestry. He had already determined on his life work, and, shortly after his arrival in Holland, apprenticed himself to the shoemaking trade, his employer being E. Herold, father of Alonzo Herold, of the Herold-Bertsch Shoe Co. Two years later he began his career as a business man, being taken into partnership by his employer. The firm was in existence only a few months, however, Mr. Bertsch selling out to his partner in 1861. Holland did not afford him the opportunity he wanted and he determined to go elsewhere. Naturally, the rising city of Grand Rapids, only a few miles away, attracted his attention, for he saw what others had seen before him—that, with her natural advantages improved upon and amplified by the enterprising ingenuity of her citizens, Grand Rapids would take no mean place in the ranks of the great manufacturing and commercial centers of the country. For three years after coming to the city he filled the position of foreman for Cappon & Bertsch (later the Cappon & Bertsch Leather Co.), but, having for some years had a desire to see the "Golden West," in 1864 he resigned his position with that firm and set out for California. The West might be golden to some, but it was not to Mr. Bertsch, for he returned to Grand Rapids in a few months, fully convinced that, for him, there was more gold in Michigan than in California. Shortly after his return he formed a co-partnership with F. Krekel, under the style of Krekel & Bertsch, embarking in the shoe business in the building on Monroe street now occupied by H. Leonard & Sons. This firm did business successfully for six years, when the firms of L. J. Rindge & Co., and, a little later, Rindge, Bertsch & Co., came into existence, the former doing a retail and the latter a wholesale business. Eight years later the two firms were merged into Rindge, Bertsch & Co., under which style it continued for fourteen years. In 1892 Mr. Bertsch severed his connection with that firm, Rindge, Kalmbach & Co. purchasing his interest, and subsequently he organized the Herold-Bertsch Shoe Co., with Christian Bertsch as President and General Manager; Alonzo Herold, Vice-President; George Medes, Secretary, and Albert Wetzlar, Treasurer. In addition to his regular business, Mr. Bertsch is a stockholder in the New England Furniture Co., the Grand Rap-

ids Felt Boot Co. and the Fourth National Bank, and a director of all three.

A continuous active interest of thirty-six years in the shoe business has given Mr. Bertsch a knowledge of details possessed by few, which enables him to "grasp the situation" and to know, as if by intuition, the needs of the trade and give to his customers such goods as are "sellers." His probity and integrity are well known characteristics and he possesses the confidence of the trade to a remarkable degree. His success is due to his keen business sagacity and unswerving honesty. A customer once made is a customer always. From his intimate knowledge of the business, gained from long experience, many facts of an interesting nature were gleaned. Mr. Bertsch shall give some of them in his own words:



"Thirty years ago," said he, "kip, calfskin and cowhide were the names applied to the different grades of leather used in the making of boots and shoes. There were a few other kinds, but these were the great leather staples. Now their name is legion, every tanner having a name for each grade of his product, and no two tanners using the same names. Given the name of the leather, the identity of the maker is at once known. Thirty years ago there were no counterfeits, everything was called by its right name. Now they are almost as numerous as the kinds of leather. There is this to say about counterfeiting leather, however, it is merely applying a name to a piece of goods to which it has no right. The counterfeit is, generally, as good an article in point of quality as the genuine. The reason for counterfeiting is usually that it is difficult to secure the hides or skins from which the genuine leather is made. For instance, about fifteen years ago kangaroo leather was all the rage and so great was the demand that the big skipper was almost exterminated. As a result, and to restore the equilibrium between supply and demand,

which had been disturbed by the scarcity of kangaroos, tanners began to make kangaroo leather from goat and sheepskins. Take cordovan as another instance. This particular kind of leather was originally made exclusively from horsehides. But horsehides are comparatively scarce, and so recourse was had to cowhides, and now a good quality of cordovan is made from those hides and only an expert can tell the difference. Satin calf and glove calf are now, also, made from cowhide. The facility with which any kind of leather can be counterfeited is due, almost entirely, to the introduction of machinery, which makes it possible to split and resplit the hide and to put on any kind of finish required. Probably machinery has worked a greater revolution in the shoe trade than in any other of the industrial trades,

witnessed a still further decline. However, machinery has cheapened production and we have not felt the decline as much as we otherwise would. Another thing which takes the edge off is the low price of hides, which are lower now than ever before in the history of the leather industry. The great packing houses are the chief sources of supply for the tanneries and all the packers care about is to make a trifle over the cost of taking off the hides. The shoe business is not what it was some years ago. There is not the money in it there was formerly, while more capital is required and double the amount of business must be done. Still, some of us are foolish enough to remain in the business."

Mr. Bertsch did not look much like a man who is dissatisfied with his business, as he uttered the words last quoted, and, if current report tells the story correctly, he has little reason to be. Beginning his business life with a capital of \$25, he has slowly climbed the ladder of success until to-day he is worth somewhere from \$150,000 to \$250,000. He has certainly been successful, and, what is better, he has deserved his success.

Mr. Bertsch is a member of the Masonic order, a Knight Templar and Treasurer of Valley City (blue) Lodge No. 86. He was married in 1861 to Miss Caroline Walter, of Crawford county, Ohio, and resides in a beautiful home at the corner of North Lafayette street and Crescent avenue.

Personally, Mr. Bertsch is one of the most unassuming men in the city. Whatever he is and whatever he has acquired are due altogether to quiet persistence and patient industry, coupled with sterling integrity and oneness of purpose. He has never made any short cuts to position or fortune and no one ever heard of him boast of his success or use his influence to oppress those less fortunate than himself. Although his benefactions are never chronicled by the public prints, he is a liberal contributor to church and charity work in several lines and many less fortunate than himself have received substantial assurances of the bigness and broadness of his heart. Gentle as a woman, unassuming as a child, the daily life of Christian Bertsch affords ample text for a sermon which he who runs may read.

Now is the Time.

From the King's Jester.

What intelligent farmer would refrain from making an effort to raise a crop even though times are hard, at the season when he should plant his seed, and especially if he had every reason to believe that when the usual time for disposing of his produce should roll around there would be a good market for what he had to sell? It is universally admitted that the fall and winter months constitute the best seasons for securing good returns to advertising, and it is generally admitted that by the time looked forward to in other years business will again be running in its usual channel and with as strong a tide as in former years. If, however, the advertising that should have been done in the early part of the season is put off until harvest time, it is quite certain that those who neglected the opportunities offered by properly advertising in advance will find that their share of business is being absorbed by others who possess more foresight and greater nerve. It is in such times as are now upon us that business is revolutionized, and those who, through luck, or other accidental circumstances, have drifted to the front will be relegated to the rear, while their places will be occupied by men better fitted to occupy prominent positions in trade.

Weekly Report of Secretary Mills.

GRAND RAPIDS, Feb. 5—The following members have been admitted since last report:

- 3428 W. S. Bratt, Grand Rapids.
- 3430 L. Winternitz, Chicago.
- 3431 Geo. H. Dawson, Wyandotte.
- 3432 E. Kuyers, Grand Rapids.
- 3433 J. M. Bostwick, Detroit.
- 3434 J. M. McConnell, Cadiz, Ohio.
- 3435 H. S. Matthewman, Dayton, Ohio.
- 3436 W. L. Sweet, Flushing.
- 3437 Horace Fairfield, Paulding, Ohio.
- 3438 W. L. Nason, Englewood, Ill.
- 3439 V. A. Johnston, Grand Rapids.
- 3440 E. D. Wright, Grand Rapids.
- 3441 J. E. Blackall, Grand Rapids.
- 3442 W. J. Ferris, Port Huron.
- 3443 W. H. Hurley, Flint.
- 3444 W. T. Forster, Boston, Mass.
- 3445 J. A. Munger, Saginaw.
- 3446 J. R. Preston, Detroit.
- 3447 Frank L. Tirrell, St. Johns.
- 3448 R. L. Hickman, Kansas City, Mo.
- 3449 J. H. Marshall, Grand Rapids.
- 3450 Martin Smoll, Jonesville.
- 3451 G. P. McMahon, Grand Rapids.
- 3452 Chas. Wood, Detroit.
- 3453 W. R. Roach, Syracuse, N. Y.
- 3454 W. M. Lacy, Saginaw.
- 3455 Oakes L. Heath, New Baltimore.
- 3456 Henry R. Chope, Saginaw.
- 3457 W. H. Lewis, Saginaw.
- 3458 Arthur S. Button, Saginaw.
- 3459 H. E. Richards, Detroit.
- 3460 Oscar McKay, Grand Rapids.
- 3461 F. C. Feckenschler, Detroit.
- 3462 Chas. A. Reekie, Detroit.
- 3463 S. F. Lenhart, Chicago.
- 3464 Chas. M. Miller, Chicago.
- 3465 W. H. Lindsley, Kalamazoo.
- 3466 Thos. A. Parish, Grand Haven.
- 3467 Harry A. Letts, Washington, Ia.
- 3468 Chas. L. Love, Grand Rapids.
- 3469 Geo. Farwell, Albion.
- 3470 Cal. Rhine, Reed City.
- 3471 C. W. Stoddard, Reed City.
- 3472 Corson Elliott, London, Ont.
- 3473 John Smyth, Grand Rapids.
- 3474 Jos. C. Whitliff, Port Huron.
- 3475 Geo. G. Watson, Detroit.
- 3476 Chas. P. Nash, Detroit.
- 3477 Jacob B. Simon, Lansing.
- 3478 J. A. W. Peck, Petoskey.
- 3479 Wm. N. Reynolds, Detroit.
- 3480 Chas. E. Wallin, Fort Wayne, Ind.
- 3481 J. Sebastian, Lansing.
- 3482 C. A. Luster, Saginaw.
- 3483 John M. Marz, Saginaw.
- 3484 John A. Gibson, Saginaw.
- 3485 Geo. Frank, Detroit.
- 3486 John L. Root, Vassar.
- 3487 C. E. Leroy, Saginaw.
- 3488 Edward I. Peck, Saginaw.
- 3489 Frank Coon, Saginaw.
- 3490 J. T. Phillips, Saginaw.
- 3491 C. M. Tucker, Jamestown, N. Y.
- 3492 J. A. Frise, Flint.
- 3493 Robert Massie, Grand Rapids.
- 3494 J. P. Hemmeter, Saginaw.
- 3495 John F. Quigley, Grand Rapids.
- 3496 E. B. Thatcher, Marine City.
- 3497 Isaac Marks, Detroit.
- 3498 H. A. Marks, Detroit.
- 3499 Geo. Vaughan, Union City.
- 3500 William J. Richards, Union City.
- 3501 Fred H. Macomber, Jackson.
- 3502 Frank A. Oliver, Chicago.
- 3503 Mrs. A. E. Tennant, Adrian.
- 3504 Edwin W. Weston, Grand Rapids.
- 3505 Chas. S. Scofield, St. Johns.

Notice of death assessment No. 1 for 1894 was mailed to each member Jan. 10 and the time for paying same expires March 10. As no deaths have been reported this month, no further assessments are probable for sixty days. The present address of the following members is desired, as letters addressed to them as below have been returned to this office as uncalled for:

- J. R. Rogers, Columbus, Ohio; S. F. I. Snell, Schoolcraft, Mich.; M. J. Weldon, Detroit; A. S. Anable, Chicago, Ill.; H. H. Decker, Concord; H. W. Reeves, Bay City; F. N. Beach, Chicago, Ill.; E. C. Hausner, Detroit; Frank N. Kramer, Detroit; H. S. Beldew, Fairfield, Ohio; C. J. Morehouse, East Liverpool, Ohio; O. B. Patterson, Saginaw; C. F. Thompson, Detroit; A. C. Webster, Detroit; Sanford J. Lander, Jonesville; Chas. F. Reinke, Beuna Vista, Mich.; A. M. Watson, Detroit; L. O. Bagley, Detroit; E. Bingham, Detroit; H. W. Reeves and Otto Zeigler.

Very many members neglect to remit

their annual dues for 1894 when forwarding death assessment No. 1. A notice of these dues was mailed to every member with the invitation to the convention at Saginaw.

The outlook for the coming year is most promising, and in keeping with the constitution, as amended at the annual convention at Saginaw. A much more careful scrutiny of all applications for membership is being made, which must, of necessity, increase the standing and usefulness of our order and also reduce the death rate. In this connection, I would urge each member to read carefully the letter from our President which was recently mailed each member.

I would ask that any members knowing of any situations being open for commercial travelers report the fact, with all particulars obtainable, to W. V. Gawley, Vendome Hotel, Detroit, Chairman of Employment and Relief Committee.

The following hotels have been added to our list:

- Wolcott House, Nashville; Goodwin House, Cassopolis; The Cadillac, St. Clair; The Oakland, Oxford.

Remember that all applications for membership must be made upon the new blanks, which will be promptly forwarded to any member upon request.

L. M. MILLS, Sec'y.

Social Session of the Jackson Grocers' Association.

JACKSON, Feb. 1—The regular business session of the Association was somewhat interfered with, but in a very agreeable manner. The social mutiny, which was to have been held Jan. 18, was postponed until this evening. The Committee, together with the ladies, had made arrangements for entertaining a large number of guests and had invited all the wholesale dealers and their wives, all the retail grocers and their wives, and the retail grocery clerks and their wives. The invited ones to the number of 250 came early. Among the wholesale dealers present were Messrs. Bowen, Douglass, Griggs, and Baker, of the Jackson Grocery Co.; M. Averill, of Averill Bros.; Geo. McQuellan, of McQuellan & Son; M. J. Cummings, of the Central City Soap Co.; M. F. Cottrell, of the U. S. Baking Co.; M. S. Redfield & Son, of the Central Mills, and several others. The tables were spread in Old Guard Hall and were beautifully filled with good things. After the refreshments, the party adjourned to A. O. U. W. hall and listened to the following very pleasing program:

Selection by Sernita Mandolin Club. Piano Solo by Mrs. Conklin. Two selections by Willard Ladies' Quartet.

Remarks by Geo. W. Baker. Remarks by M. F. Cottrell. Remarks by M. J. Cummings.

Vocal solo by M. Armstrong, which was encored so heartily that he had to give a second one.

Able address by H. C. Griggs, of the Jackson Grocery Co., on the subject of "Guilds and Grocers' Associations," in which he traced the rise and progress of similar associations to those we have today, from the twelfth century. The address was ably composed, well delivered and earnestly listened to, and the speaker was heartily encored for his able effort.

C. G. Hill offered a resolution extending a vote of thanks to the ladies for their able and efficient work in making this reception so much of a success. The resolution was adopted by a rising vote.

Selection, very finely rendered, by the Mandolin Club.

Music had been provided for those who desired to dance, and with the exception of the members of the association, all adjourned again to the banquet hall, which had been cleared for the use of the dancers.

The Association was called to order by the President, and, owing to the lateness of the hour, the rules of order were suspended. The Auditing Committee reported on all outstanding bills and warrants were ordered for their payment.

The Secretary offered an amendment to the by-laws, changing the nights of meeting from the first and third to the second and fourth Thursdays of each month, in order to get a better hall for the meetings. Adopted. W. H. PORTER, Sec'y.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

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

MIXED CANDY.			
	Bbls.	Pails.	
Standard	5%	6%	
Leader	5%	6%	
Royal	6%	7%	
Nobby	7	8	
English Rock	7	8	
Conserves	7	8	
Broken Taffy	baskets	8	
Peanut Squares	7 1/2	8 1/2	
French Creams		9	
Valley Creams		13	
Midget, 30 lb. baskets		8 1/2	
Modern, 30 lb.		8	

FANCY—in bulk			
		Pails.	
Lozenges, plain		8%	
" printed		8%	
Chocolate Drops		12 1/2	
Chocolate Monumentals		12 1/2	
Gum Drops		7%	
Moss Drops		7%	
Sour Drops		8%	
Imperials		10	

FANCY—in 5 lb. boxes.			
		Per Box	
Lemon Drops		50	
Sour Drops		50	
Peppermint Drops		50	
Chocolate Drops		50	
H. M. Chocolate Drops		50	
Gum Drops		40	
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	
Plain Creams		80	
Decorated Creams		90	
String Rock		60	
Burnt Almonds		1.00	
Wintergreen Berries		60	

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

ORANGES.			
Russets, 96		1	75
Russets, 120		2	00
Russets, 150-176-200			
Brights, 126		2	00
Brights, 138		2	25
Brights, 176-200-216		2	50

BANANAS.			
Small		1	50
Large		2	50

LEMONS.			
Extra choice 300		4	00
Extra choice 360		4	00
Extra fancy 300		4	50
Extra fancy 360		4	50

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

NUTS.			
Almonds, Tarragons		@	16
" Ivaca		@	15
" California		@	15
Brazils, new		@	10 1/2
Filberts		@	11
Walnuts, Grenoble		@	13
" French		@	10
" Calif.		@	12
Table Nuts, fancy		@	12
" choice		@	11
Pecans, Texas, H. P.		@	7 1/2
Chestnuts			
Hickory Nuts per bu		1	25
Cocoanuts, full sacks		4	25

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

OILS.

The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene			8%
XXX W. W. Mich. Headlight			7
Naphtha		@	6 1/2
Stove Gasoline		@	7 1/2
Cylinder		@	27
Engine		@	21
Black, 15 cold test		@	8 1/2
FROM TANK WAGON.			
Eocene			7
XXX W. W. Mich. Headlight			5

POULTRY.

Local dealers pay as follows:			
LIVE.			
Turkeys		8	@ 8 1/2
Chickens		6	@ 8
Fowls		6	@ 6 1/2
Ducks		8	@ 9
Geese		8	@ 9
DRAWN.			
Turkeys		10	@ 11
Chickens		10	@ 11
Fowl		9	@ 10
Ducks		10	@ 11
Geese		10	@ 12
DRESSED.			
Turkeys		9	@ 9 1/2
Chickens		7 1/2	@ 8
Fowls		6 1/2	@ 7
Ducks		8	@ 9
Geese		8	@ 9



Lemon & Wheeler Company, Agents, Grand Rapids.

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A FEW OF OUR NEW SPECIALTIES IN OXFORDS ARE:

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Dealers wishing to see the line address F. A. CADWELL, 67 Terrace Ave., 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.

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WE WANT THEM ALL, NO MATTER HOW MANY.

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Cleanest. Healthiest. Best.

WILL SELL AND SATISFY.



A Case :

36 Packages.
36 Pounds.
FULL WEIGHT.

Also in Bulk :

25 lb. Boxes,
50 lb. Boxes, and
300 lb. Barrels.

These currants are not washed, but are cleaned by our process, by which strength and flavor are retained.

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Grand Rapids, Michigan.

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

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MICHIGAN AGENCY:

GRAND RAPIDS, 106 KENT STREET.

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Crackers and Fine Sweet Goods.

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The Continued Patronage of the Oldest Established Grocery Houses in the State is Solicited.

OUR GOODS ARE ALWAYS IN DEMAND, AND NO WELL APPOINTED GROCERY STOCK IS COMPLETE WITHOUT A FULL LINE. SEND IN A TRIAL ORDER AND BE CONVINCED.

We also take Orders for the Celebrated KENNEDY BISCUIT, made at our Chicago Factory.

S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

HIGHEST AWARD



MEDAL and THREE DIPLOMAS have been given to the New York Condensed Milk Company for the excellence and superiority of its celebrated
Gail Borden Eagle Brand Condensed Milk,
Borden's Extract of Coffee and
Unsweetened Condensed Milk,

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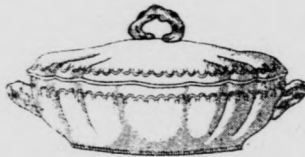
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