

MICHIGAN TRADESMAN

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VOL. XI.

GRAND RAPIDS, AUGUST 1, 1894.

NO. 567

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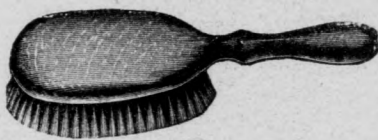
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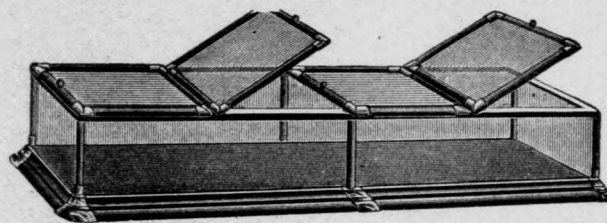
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MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, AUGUST 1, 1894.

NO. 567

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TOLD BY A TRAVELER.

"When I was a man of 30," remarked a gray-haired three-score-and-tenitarian after the drummer had finished a rather unbelievable card story, "I could shuffle the pasteboards pretty fairly myself, and it was only the veterans who cared to tackle me, and they were usually sorry for it afterwards. I was not rich and proud then," he smiled softly, "and made most of my living selling groceries in the South and West for a Baltimore house. I did the large towns as a rule, but I had a few good customers in out-of-the-way places and I made it my business to cultivate them and get around to see them at least twice a year. Among them was a merchant in Mississippi, and he had a daughter who was one of the sweetest, prettiest girls I ever saw. In fact she was so attractive that I fell in love with her and tried to marry her, but she was silly, like most women when they are young and sometimes when they are not so young, and instead of reciprocating my affection, the affection of a plain but honest man, I'll be shot if she wasn't wasting her affection on a ban-some *bon a rein*—that's French for good for nothing," he explained—"and I hadn't the slightest chance against him, although her father was on my side and did all he could to save her from the man she would persist in loving. He was undoubtedly a handsome fellow and one whose manners were fascinating, not only to women, but to men. With all his natural ability, however, and attractiveness, he was utterly worthless; a hard drinker, a brawler, a vindictive wretch, a libertine and a notorious gambler. These qualities of the man were well known in that locality and his reputation was not unknown throughout the State, while up and down the river he was known on every steamboat for the big games he played and his success. He was the youngest son of a prominent and highly respectable family, and this, to the girl, seemed to offset his numerous defects of character.

"Whatever it was, there was no question that the girl was completely infatuated with him, and finally she eloped with him. This act of hers broke her father's heart and within a year he had died, leaving no property whatever, nor any family, as the girl was the only child and her mother had been dead some years. The loss or absence of any property which might be of assistance to the daughter did not affect her seriously, as her husband had some estate and managed by successful gambling to maintain her in comfort the first year or two. With the death of the father and the marriage of the daughter very naturally my interest in that locality waned and I lost track of the neighborhood and its doings for five years. Then I was called there on business and when I stopped at the only tavern in the little village I was more than surprised to find that it was kept by my former rival, whom, by the way, I shall call Jackson. He did not know me and I don't suppose it would

have made much difference if he had, for with all his faults he was not a jealous man. He was too gay a Lothario for that sort of thing. Well, I kept my identity pretty much in the background and made up my mind to see how the marriage had turned out. I got an inkling of it that very first night, when Jackson came in just drunk enough to be ugly. He had changed much in the five years, and from being the handsome fellow he once was, he had become bloated and all the bad streaks in him seemed to have settled in his face. His wife I had not seen, up to the time of his appearance in the evening. I was sitting in what passed for an office and he was there cursing a stable-boy. After he had finished with the boy he called his wife from the kitchen where she was at work, and when she came in frightened out of her wits, as I could plainly see, I never would have known her. She was thin and pale and bore every evidence of having received the most cruel treatment. I was shocked beyond expression, and it was not allayed by the way he talked to her and ordered her around, once even giving her a jerk by the arm that brought a cry of pain from her and came almost getting me into the scrap. I kept still, however, and waited, and that night he grew so ugly that she called in one of her neighbors to serve as a kind of protection.

"The next day he was no better, but he went off and did not return until late. During the day she had a chance to see me and at once recognized me. Whether she was glad or sorry I don't know, but she broke down and had a nervous fit of crying for half an hour, and I got away until she recovered. When I saw her again, she was quite calm and for two hours she talked to me of her terrible condition. He had been all things to her a man should not be, and the community only partially knew what she had to bear. He had beaten her and starved her and made her work like a slave, and once or twice when she had tried to escape, he had brought her back and kept her in a dark room on bread and water for a month. There was no place for her to go in the neighborhood, and he never gave her a cent of money, so that she might have gone to some distant place. She was ashamed and afraid to appeal to the public for help and she was slowly being tortured to death. Fortunately she had never had any children.

"We talked the matter over in all its aspects, and I asked her, if I could secure her escape, would she go with me to my home in the north, for I had married and settled down like a sensible man; and she agreed to it if it could be done without making her condition any worse. I then began devising ways and means of getting the poor woman out of this hell-on-earth, and by night I had my plans ready for trial. When Jackson came in that evening he was in better humor, having won some money on a horse race, and he was not quite so ugly drunk as he had been. He was drunker,

perhaps, but it was not such a mean drunk as before. After supper I engaged him in talk, and along about 9 o'clock I proposed a game of poker. It struck him just right, and we adjourned to a room upstairs with a couple of lawyers and a judge who were stopping there over night and the game began. At first, Jackson won right along and as he won he drank, calling every now and then for his wife to bring him more liquor, and whenever she came into the room and saw me, the look she gave me almost made me kick over the table and fight the whole crowd. However, that was not my game, and I let on to her and the rest of them that I was about as drunk as Jackson was; but I wasn't.

"At midnight we had reached the climax. The two lawyers and the judge had been raised out and Jackson and I were left for the finish. I had four nines, not a bad hand as hands went in those days, and I had an idea that Jackson hadn't anything to beat it. I also had my wits about me and Jackson hadn't, and I had \$5,000 in my pocket, which Jackson hadn't. I had been bluffing like the mischief all through the game and Jackson had caught me for a good lot on my recklessness, but all he had was on the table when the other three passed out. That is, all the money he had, but he owned three good horses. It was a game without a limit, as it often was in those days, and when I put down two hundred he saw me to the extent of one horse. Then I went five hundred more and he went another horse; then I went another five hundred and he went the third horse. Of course the man was wild now with liquor and the excitement of the game, and when I laid down a thousand more he was dazed for a minute. Just then his wife came in and with a curse he ordered her out and was about to throw a bottle at her. She hurried away with an appealing look at me, and Jackson sat stupidly gazing at his hand and at the pile of money and contracts for horses on the table, and he was sure I was bluffing. I could see that, but he didn't like to take too much of a chance. Then all at once a new thought seemed to come to him and he looked square into my face.

"By the way," he said, "you used to know my wife, didn't you?"

"I nodded coolly, thought somewhat rattled at this somewhat unexpected recognition.

"And you used to be in love with her," he went on.

"Again I nodded.

"You wanted her once," he ventured slowly, and I nodded again.

"By heavens," he exclaimed, "I'll put her against what you have there. Is it a go?"

"Once more I nodded.

"Gentlemen," I said to the judge and the lawyers, "make a note of that. If I win, the woman is mine to do as I please with. Is that agreed?"

"Jackson assented with a string of oaths, and the lawyers got his signature

to a contract to deliver his wife to me if the game went against him, or words to that effect.

"Now!" he said in a tone of suppressed feeling, "what have you got?"

"Very quietly, but with some little fear that I might miss it at last, I laid my four nines down on the table.

"Jackson looked at the cards a second, then with a hoarse scream he slung down his own hand all over the room and dashed through the door. Fearful that he might mean harm to his wife we went pell-mell after him, but he did not stop anywhere. On he went out into the night, and we lost him in the darkness. I thought we might find him next morning dead somewhere, but we didn't. When we got back to the room we gathered up his hand and found that it consisted of three aces and a pair of tens, one of those hands the gamblers of those days, as a matter of sentiment, would bet everything they had on, and, by the way, not a bad hand as hands go, is an ace full.

"I never saw Jackson again. He did not return to the place for two or three days, and when he did come back I had gone, and with me his wife, to whom I had explained the situation. I made arrangements with the judge and the lawyers to restore to Jackson his horses, but I kept what money I had won and gave it to his wife. She went home with me, and in a year or so had secured a position, and always as a kind aunty to my children she was the jewel of the family; and the queer part of it was that, notwithstanding I had once courted her, and might be charged with saving her on account of the old love, there was not a bit of that in it all, and she acted always in such a manner that I could no more have flirted with her than I could have flirted with my own sister. She just wouldn't have it; that was all. As I said," concluded the old gentlemen, "I never saw Jackson again, but I heard that with the money he got for the horses which I returned to him he went to New Orleans and was killed there in a fight over the card table. That was not my last game at poker, though," smiled the old fellow, "and if any of you gentlemen want to have a little penny-ante round I'm your humble servant."

W. J. LAMPTON.

SEVEN YEARS HENCE.

How Arbitration Revolutionized the Industrial Situation.

Written for THE TRADESMAN.

The more closely one examines into the workings of the arbitration act the more one is struck with its simplicity and perfect adaptation to the purpose for which it was designed. There is no intricate machinery to be set in motion, no red tape to be unwound before results can be obtained; all that is necessary where grievances exist, is to make a statement in writing of the matter complained of and lay it before the Board, which is in continuous session throughout the year. A copy of the complaint is sent the respondent, who files his answer, and the case is decided without other testimony. This does away with the expense of calling witnesses and saves the time which would be consumed in their examination.

One effect of the operation of the act has been to break down many of the distinctions between what have been termed "classes." All have been put upon the

same broad plane, and social differences have been all but obliterated. A hint of this may have been gleaned from the illustrations taken from the records of the Board of Arbitrators, which appeared in this journal two weeks ago, and a few more "cases" will still further develop that fact. For instance: A young man employed as "man of all work" about the house complained to the Board that he was compelled to sleep in the attic and eat in the kitchen with the other servants; that he was not allowed to entertain his company in the parlor, but was forced to take them elsewhere for entertainment; and that he was not treated with the consideration due a free-born American citizen, and prayed the Board for redress. Before passing upon this case the Board asked the appellant to explain his use of the word servant, as this was the first time since the Board assumed its functions that the word had occurred in a complaint. In reply he stated that it was what he and his fellow-employees were called by their employers. In their opinion the Board said: "The language used by the appellant discloses a condition of things as existing in the household of the respondent, which, it was hoped, had forever passed away. The use of the term servant implies that there is a master, and the use of these two terms correlatively can mean nothing but that the former class is inferior to the latter. This is contrary to the constitution of the United States, which declares that all men were created equal, and is diametrically opposed to the genius of American political institutions. Instead of 'master and servant,' the term 'employer and employee' is now common and the difference in language fully exemplifies the difference in condition. It must be accepted as true, therefore, that the indignities to which the appellant has been subjected by the respondent are the result of a misconception of the relation in which he (the respondent) stands to the appellant; but in this case misconception is almost criminal since it has led to the degradation of one man (man, be it remembered) by another who is no more than a man. The law declares that each individual is in possession of equal rights with every other individual, but the respondent, who evidently has little respect for the glorious magna charta of our common liberties—the constitution—has denied to the appellant the exercise of certain rights which are his inalienably, thus making himself greater than the law and arrogating to himself exclusively privileges which are the common right of all. So much for the general aspect of the case. Now to particularize: The appellant pleads that he is compelled to sleep in the attic. This, *per se*, is of little moment; but taken with the general conduct of the respondent towards the appellant (and presumably towards all his employees), it assumes a very serious aspect and its results may be far-reaching and disastrous. Would the respondent sleep in the attic? Most assuredly he would not. Then by what process of ratiocination does he conclude that the attic is good enough for the appellant? What right has the respondent to say that his employees shall sleep in the attic when he himself would not sleep there? This is, in the opinion of the Board, the boldest attempt made in years to subvert the liberties of the working man and degrade him to the position of a servitor,

and it is not at all unlikely that the courts may take the matter up and punish the respondent as he deserves. This Board can simply order that the respondent be given a sleeping apartment more in consonance with the dignity of the working man. As to the remaining pleas they may be considered *in toto*, since the remarks made above will apply to them, they being of the same tenor and complexion as the one considered above. But it is not out of place to say that it seems monstrous, in these days of enlightenment and emancipation from the serfdom of the past, that any citizen should be subjected to such an indignity as being compelled to eat in the kitchen and the board directs that henceforth he be accorded a place at the family table; also that the parlor be placed at his disposal, so that he may entertain his friends in a becoming manner. It might be well, indeed, if some amicable arrangement could be made so that neither party would be inconvenienced, but that each might be left in peace by the other. The finding of the Board in this case applies equally to all the employees of the respondent and not alone to the appellant."

One effect of the operation of the arbitration act has been, as may readily be premised from the above finding of the Board, to make the accumulation of wealth a secondary consideration. An employee is at liberty to use the property of his employer for his own pleasure, within reasonable bounds, without let or hindrance. Why, then, need he trouble himself about the acquisition of riches? He has all that wealth can secure to him, without the worry and anxiety incident to the care of a large fortune. How much more desirable is his condition than the condition of the poor rich man who must keep his nose to the grindstone day in and day out if he would keep what he has gained? Thoughtful men predict that this condition will bring about still greater changes in the future and that in a few years there will not be found a man willing to carry the burdens and responsibilities of wealth. Just what would be the outcome of such a change it would be difficult to predict. Another result of the prevailing condition is to give to all citizens more time for the cultivation of the mind and of those finer qualities of our nature, which, but a few years back, were considered to be the exclusive property of the rich. As a consequence we are fast becoming a nation of scholars; learning and refinement are fast diffusing themselves over the whole land, and our civilization is constantly taking a higher level. The broad principle of equal rights to all has been extended to even the ordinary affairs and concerns of life, so that even the poorest enjoy as much as the rich. This condition of things makes it necessary that all who would enjoy "equal rights" must be employed at some useful labor, as only employees have any claim upon employers. Little did those who devised arbitration as a method of settling labor disputes imagine how far-reaching in its results that beneficent system would prove to be, or how completely it would revolutionize the relations of employers and employees. The arbitration act and its results will be their best monument and eulogy. The socialistically inclined see in the working of the act a promise and prophecy of the full realization of their most communistic hopes, and they are confident that in a few years the social fabric will be

reconstructed in accordance with their ideas. Perhaps so. This much is certain, the operation of the arbitration act is working wonders in the way of changed social conditions, and no one would be surprised if the hopes of the socialists were to be realized. Bearing in mind what socialism has already done for the country and for civilization, this is a consummation devoutly to be wished.

Current Criticisms.

Debs has a grate future before him. The grate is on the prison door.

* * *

A strike which has cost \$13,000,000—which the industrial and producing classes must pay for—would be real jolly if it came out of the boycotted Pullman.

* * *

The new \$1 silver certificate will bear a design illustrative of "History Instructing Youth." Youth needs a good deal of instruction in the matter of the value of such things.

* * *

Speaking of arbitration, wouldn't it be a good idea for the majority in Congress to submit its differences with itself to arbitration and get the tariff difficulty out of the way?

* * *

The *Evening Press* of this city is a great friend to the dogs, and, incidentally, to itself. It has placed drinking basins for the canines in different parts of the city with a flaming advertisement for the *Press* in each basin. The good book has something to say about people who blow a trumpet when they give an alms, which, no doubt, suggested the scheme to the *Press*. The basins of water will be useful to the dogs, however, for they can wash their pants in them.

* * *

The puissant president of the A. R. U., yclept Debs, says he is not to be held responsible for the late strike. A goodly number of people have held the opinion right along that he was not. But does it not sound like pleading the baby act for him to say so?

* * *

Debs has called a convention of the A. R. U. to meet in Chicago some time in August. This convention, he says, will decide whether the strike will be continued, extended or declared off. One thing can truthfully be said in Debs's favor—he's a stickler. When everybody else in the country had thought the strike had ended and were beginning to dismiss it from their minds, Debs can still see it looming up in magnificent proportions, an unqualified and unmitigated success. The railroads have resumed operations, commerce has again found its normal level, and, with the exception of the Pullman Car Works, the industries affected by the strike have resumed. Yet Debs says the strike is still on. A combination of morphine and whiskey apparently makes men see things in strange lights.

About all there is in life is a good night's sleep. Instead of worrying and fretting for fame, or wealth, a man should conduct himself in such a manner during the day that he will sleep well at night. If a man will behave himself, and sleep well, he need not worry about his future; he will succeed in everything that is desirable very much better than those who do not behave themselves, and, consequently, do not sleep well. The great secret of life is good conduct. It brings all the rewards that are worth having.

MEN OF MARK.

Wm. Judson, of the Olney & Judson Grocer Co.

In the year 1634, fourteen years after the *Mayflower* cast anchor off the rocky coast of what is now known as the State of Massachusetts, another schooner made the perilous voyage across the stormy Atlantic, bringing to the shores of the New World another company of sturdy men and brave women, who, for conscience sake, gave up the comparative comfort, the friendships and the old associations of the Mother Land. The hardships and dangers incident to ocean travel 260 years ago, the privation and suffering, the awful loneliness and isolation of their position, the horrible solitude and silence of the vast forests of America, broken only by the howling of savage beasts of prey and the war cry of the still more savage Indians—all these counted as nothing with these brave souls when put in the balance with the "liberty to worship God according to the dictates of their own consciences." They wanted to be free, alike from the domination of king and bishop, and the wilds of America offered the only asylum. Among the passengers by the vessel last referred to was one named William Judson, who settled in what is now the State of Connecticut. He was of hardy Yorkshire stock, accustomed to hard work, and undaunted by the dangers and difficulties of "life in the New World." From him sprung Adoniram Judson, the great missionary to the Burmans, whose name is a synonym for all that is good and grand in manhood, and whose self-sacrificing labors for the welfare of his fellowmen have given him an imperishable renown. His son is the justly-esteemed Rev. Edward Judson, D. D., pastor of the Judson Memorial Baptist Church of New York city.

Another William Judson, a descendant of the "pilgrim," left his home and friends in Connecticut and came to Michigan in the year 1836, one year prior to its admission to the Union. He settled on a tract of land near the site of the present town of Schoolcraft, in Kalamazoo county, known for years as Prairie Ronde. No Judson was ever known to fall in anything he undertook, and the emigrant from Connecticut was no exception to the rule. His farming operations were prosperous to a conspicuous degree. The William Judson who, 260 years ago left his home in England and came to America, was the progenitor of this Connecticut emigrant, who in turn was the grandfather of William Judson, of the Olney & Judson Grocer Co., who is the subject of this sketch. He was born near Schoolcraft, March 9, 1854, so that he is now in the prime of life. He was educated in the old Schoolcraft seminary (now the high school) and on graduating was engaged to teach the district school in his neighborhood. But "teaching the young idea how to shoot" was not to be his life work; neither was it as a tiller of the soil that he was to make his mark, although it was in this honorable calling that his ancestors for many generations had won distinction and wealth. In the vicinity of his boyhood's home resided two other families and from each of these a boy had gone out into the great world of trade, and both were on the highway to success. Their success awakened in William Judson a desire to enter other

fields, to try other pastures, so to speak. As he watched the railroad trains as they thundered by, he knew that, beyond the contracted horizon of the paternal acres, there lay the great world of business. It might have its valleys of humiliation, but it had also its mountain peaks of success, and these he longed to climb. Finally deciding to leave home and blaze out a new track for himself, he came to Grand Rapids and engaged as teamster in the lumber yard of Barnhart, Osterhout & Fox. He drove team for six months, was then made foreman of the yard, and was finally sent to Fife Lake in Grand Traverse county as manager of the firm's interests in that section. Severing his connection with the firm named above, he engaged in the lumber business in Big Rapids with Franklin Barnhart, under the style of Barnhart & Jud-

ment in an advisory capacity. Although he is not a stockholder or officer of the Putnam Candy Co., his services in the same capacity have been invoked by President Putnam and a certain portion of each day is given to a consideration of that company's business.

Two years ago last spring Mr. Judson was appointed a member of the Board of Police and Fire Commissioners by Mayor Stuart, in which position he has distinguished himself by the conservative and common sense methods he has advocated and the needed reforms he has suggested and urged.

Personally, Mr. Judson is a model man, both socially and in his business relations. Cool and collected at all times and under all circumstances, he has established a reputation for long-headedness which few men succeed in acquir-



son, which copartnership continued for five years. It was here, and during the five years in which he continued in the lumber business, that he laid the foundation upon which has been built the superstructure of his present comfortable fortune.

After closing out his lumbering interests Mr. Judson connected himself with F. Fairman in the banking business, the firm name being Fairman & Judson. One year later he sold his interest to his partner, and went to California, where he remained a year. He then returned to Grand Rapids and purchased a third interest in the wholesale grocery business of Olney, Shields & Co. On the retirement of Mr. Shields and the incorporation of the Olney & Judson Grocer Co., Mr. Judson augmented his interest in the business, taking the position of Treasurer and assuming the duties of credit man and financial manager. How well he has performed his part of the work the reputation of his corporation and the financial position of its stock bear ample testimony.

About a year ago Mr. Judson figured as one of the incorporators of the Reeder Bros. Shoe Co., of which corporation he is President and to which business he gives considerable attention, assisting Manager Reeder in the credit depart-

ing so early in life. Frank and outspoken in manner and method, he is so well balanced that he seldom alienates a friend or loses a customer. He is generous to the extreme, being an active worker in the Y. M. C. A. and other kindred organizations, and his proverbial persuasiveness invariably secures him a place on every soliciting committee within the scope of his usefulness and activity. Honest in practice and methodical in method, his career forms an excellent example for the young men of the day who are content to achieve success through the employment of laudable motives and patient industry.

For 300 years the Judson escutcheon has been unmarred by a dishonorable action—a record of which any family may justly be proud. Add to this the lofty place which the name of Judson occupies in the political and religious history of the country, and what more could be needed as incentives to honorable and upright living? William Judson is rightly proud of his name and has done his part toward preserving its purity and fame.

Good Words Unsolicited.

Howard & Horton, grocers and crockery dealers, Cheboygan: "Every merchant in Michigan should take your paper. We would not be without it."



Have you seen our "Sunbeam" line of Machine Sewed Children's and Misses' Shoes? Dongola Patent Tip, Heel or Spring. 6 to 8 @ 65c—8½ to 11½ @ 75c—12 to 2 @ 90c.

HIRTH, KRAUSE & CO.

Established 1868.

H. M. Reynolds & Son.

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

Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

If You would know

How to conduct your business without the loss and annoyance attendant upon the use of the pass book or any other charging system, send for samples and catalogue of our

Coupon Book System,

Which is the best method ever devised for placing the credit business of the retail dealer on a cash basis.

Tradesman Company,

GRAND RAPIDS.



NO CURE, NO PAY. NO MUSTACHE, NO PAY. OANDRUFF CURED.

I will take Contracts to grow hair on the head of 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. BIRKHOLZ, 1211 Main St. Temple, Canada

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Alpena—D. Desjardins, of D. Desjardins & Son, grocers, is dead.

Wyandotte—Henry Kaul succeeds Kaul Bros. in the dry goods business.

Muskegon—C. L. Brundage has sold his drug stock to J. D. Sheridan.

Jackson—Jas. M. Toole succeeds Gibson & Toole in the boot and shoe business.

Ludington—Geo. McMullen has purchased the boot and shoe stock of A. Torp.

Battle Creek—Wheaton & Goodale have purchased the drug stock of A. S. Johnson.

South Boardman—Geo. B. Stanley is succeeded by E. J. Gordon in the meat business.

Caledonia—W. Barbour succeeds Spaulding & Barbour in the grocery business.

Belding—Benj. White has removed from Smyrna to this place and opened a meat market.

Durand—Cowles & Co. lost their drug stock by fire July 24. Loss, \$2,300; insurance, \$600.

Sturgis—Schweder Bros. succeed Schweder & Jesse in the grocery and bakery business.

Marquette—Horace J. Lobdell has given a bill of sale of his grocery stock to S. R. Lobdell.

Three Rivers—Bond Bros. have purchased the grocery and baking business of J. J. Dikeman.

Detroit—J. C. Merbach & Co., boot and shoe dealers, have dissolved, C. J. Merbach continuing the business.

Bay City—Wilkins & Herstein, boot and shoe dealers, have dissolved, S. P. Wilkins continuing the business.

Grayling—Claggett & Pringle, general dealers, have dissolved, Sidney S. Claggett continuing the business.

Manistee—The Hazeltine & Perkins Drug Co. has taken possession of the J. P. Williams drug stock on a bill of sale.

Vickeryville—H. L. Carpenter has sold his drug stock to Frank Hecox, formerly engaged in business at Caledonia.

Albion—Beers & Monfort, dealers in meats and canned goods, have dissolved partnership, D. Monfort continuing the business.

East Jordan—Harrison Mitchell has sold his grocery and confectionery stock to C. G. Lewis, who will continue the business at the old stand.

Battle Creek—Wheaton & Goodale have purchased of Dr. Johnson the Parker Bros. drug stock and will continue the business at the same location.

MANUFACTURING MATTERS.

Traverse City—The Traverse City Lumber Co. is running its mills night and day, but little is being sold.

Owosso—The Owosso Cigar Box Co. has purchased the cigar box manufacturing business of Frank Schnabel.

Manistee—The Manistee Maple Flooring Co., whose plant has been idle for over a year, resumed operations last week.

Big Rapids—Hackley & Hume, who have finished lumbering operations on the Muskegon in Clare county, have sold a number of logging cars to the Gale Lumber Co., to take the place of cars of the latter company destroyed by forest fires recently.

Conklin—W. W. Hatch has transferred the Conklin flouring mills to L. M. Smith and J. B. Trowbridge, both of whom are experienced millers.

Temple—The Dewey & Co. stave mill is cutting thirty-three cords of elm a day and basswood for 22,000 sets of heading. The heading department is operated day and night.

Ludington—Sands & Maxwell have purchased a considerable quantity of hardwood lumber at Foster's mill, in Fountain, and will utilize it in the manufacture of furniture.

Ludington—The Ludington Shingle Co. recently started its mill for an indefinite run. The company's docks are full of shingles, and vacant additional land will have to be utilized for piling space.

Alpena—The mill of the Minor Lumber Co. has gone into commission, the company having contracted to cut 4,000,000 feet of logs for Mosher & Maltby, which will come down by rail from Presque Isle county.

Plainwell—The Church Furniture Co. has begun the erection of another addition to its plant in the shape of a foundry building, 30x50 feet in dimensions. The company will soon begin the manufacture of a new and improved opera chair.

Saginaw—The affairs of the Ayres Lumber Co., operating a planing mill and yard, which failed last season, will not pan out very well. The secured creditors will be forced to accept not over 60 cents on the dollar of their claims and those not secured will get nothing.

The Grocery Market.

Sugar—The long-expected advance came Monday morning, when everything from Cubes to Confectioner's Standard A sustained an advance of $\frac{1}{8}$ c and everything from No. 1 to No. 12 was moved upward a sixpence.

Cheese—The market continues to advance and prices would go still higher if the small factorymen did not make occasional breaks in the market by offering fair stock at $1\frac{1}{2}$ c below actual value.

Oranges—The demand for them is very light and only the fancy 200 size Rodis are to be had. The abundance of berries and small fruits now to be had is mainly responsible for the indifference concerning oranges, and there will be nothing worth bothering with or that has much merit until along in October, when Floridas begin to come in. Jamaicas will be offered sooner, but they are usually too sour to be palatable.

Lemons—Considering the time of year and the state of the weather for the past week, prices are remarkably low. There is no lack of good fruit and dealers in the market handle only the best. Regular arrivals are now the rule and the filling of orders promptly an easy thing to do. Demand is good and does not seem to be curtailed much by the large quantities of domestic fruits and vegetables. They are the cheapest of the popular luxuries, and more generally used than any other single item of foreign fruits.

Pork—Receipts of hogs for the week in Chicago were 128,257, an increase over the previous week of 27,000 and 28,000 more than for the corresponding week last year. Business in hog products in the local market is reported fair for the week. Prices are firm and unchanged.

Poor Place to Look for Consistency.

GRAND RAPIDS, July 30—It may not be out of place, under the circumstances, to call attention to the unbusinesslike methods of some men of means (not enemies of labor) employed by them at this time in the labor union and strike question. There is an old adage that a burned child dreads the fire, and we have all read the story of the man who warmed a viper in his bosom. As a rule, we have a poor judgment of a man's intellect, who, having once suffered loss, knowingly places himself in the same position again; yet we see every day men who have just suffered loss, through the fickleness of union labor, hiring union labor again, and, worse yet, hiring the very same broken reeds who wilfully and without reason caused them loss; and now we read that the labor leaders are planning to consolidate their forces, make their demands next spring and have another big strike next May. What about the railroad and other companies who have kindly forgiven their men and taken them back? They will be deserted again, and quicker yet, for the men will say, we cannot lose anything, for we will get our positions back again. During the strike the only railroads and other enterprises which suffered the least were those run by non-union men entirely. A word to the wise is sufficient. We have union men in this city who are trying to ruin a man because he is giving better and cleaner goods for less money by using machinery, simply because the machine throws some of them out of employment; yet these same men are taking the bread out of thousands of mouths by eating bread cheapened by machinery in the field and mill. Think for a moment how much work and how much better prices poor sewing girls and women would get if those machine boycotters would only be consistent and fair and just and use only flour made in a mortar or ground between two stones, like the savages at the World's Fair, and use only cloth woven by hand without looms and boycott their wives' sewing machines. O, Consistency, thou art a jewel!

The Wool Market.

Notwithstanding the enormous amount of wool which has changed hands within the last fortnight, the price remains unchanged, at least no changes are reported as operative. Some Eastern dealers have withdrawn their wool from the market, in the belief that Congress would pass no tariff bill this session. If this belief should prove to be well founded, the price will undoubtedly take an upward turn. Business in the local market is steady.

A Tearful Farewell.

From the Springfield Signal, July 20.
The "Shopper's Paradise" bundled up their traps and calamities the latter part of last week and left for parts unknown. They also left several mourners in the rear and in the front seat could be found a sad eyed editor, who mourned to the tune of \$5.05. Yea, verily, brother editors, if this firm, calling themselves Dunlap & Co., "Paradise Lost," or any other pair of dice swoops down upon you, give them a wide berth, for they are loaded.

Death of an Estimable Lady.

MASON, July 28—It is with sorrow we report the death of Mrs. Fred Walton, wife of our enterprising grocer. She was a great worker and helped him in the store, where she will be missed very much, as she had a warm greeting for everybody. She was also a church worker. She left two boys and a loving husband to mourn her loss.

Certain species of ants make slaves of others. If a colony of slave making ants is changing the nest, a matter which is left to the discretion of the slaves, the latter carry their mistresses to their new home. One kind of slave making ants has become so dependent on slaves, that even if provided with food they will die of hunger unless there are slaves to put it in their mouths.

PRODUCE MARKET.

Apples—There is a good supply of not very good fruit. They are bought on the market for from 40¢ to 75¢ per bu.
Apricots—Are still hung up by the strike.
Beans—Strictly hand picked bring \$1.90 per bu.
Beets—Plentiful supply at 15¢ per doz.
Blackberries—Are worth 7¢ per qt.
Butter—Is in fair supply and firm at 15¢ to 17¢ for good dairy and 18¢ to 20¢ for creamery.
Cabbages—Good supply and held at 70¢ per doz.
Carrots—15¢ per doz. bunches.
Currants—Are none too plentiful and are held at \$1.25 per 16 qt. crate.
Celery—15¢ to 18¢ per doz.
Cherries—About out of market.
Cucumbers—Are worth 35¢ per doz.
Eggs—Are held by dealers at 11¢ per doz.
Gooseberries—Out of market.
Green Corn—Is in good supply, but rather young. It brings 10¢ per doz.
Onions—Ripe are worth 80¢ per bu. and green 12¢ per doz.
Peas—Are scarce at 75¢ per bu.
Peaches—The supply is fair, but no really first-class fruit has reached the market. They bring \$1.25 per bu.
Potatoes—Supply is ample at 65¢ per bu.
Pears—A few from California have reached this market, but are too high priced for the general consumer. They are held at \$3 per bu. crate—or what is called in the far West a bushel crate.
Radishes—10¢ per doz.
Raspberries—About out of market.
Squash—Bring about 2¢ per lb.
String Beans—Limited supply. The price is \$1 per bu.
Tomatoes—A few home-grown were to be seen on the market Monday morning, which were sold at the regular price—8¢ per lb.
Turnips—30¢ per bu.
Watermelons—Have advanced and are now held at 23¢.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

418, 420, 445 and 447 So. Division
St. Grand Rapids.

Owing to the extreme dry weather, cucumbers, cabbage and all vegetables have been scarce and high, but look for lower prices from now out. We quote your choice cucumbers at 25¢ per doz.; green corn, 10¢; fine celery, 18¢; wax beans, 75¢ per bu.; beets, \$1.25 per bbl; onions, \$2.50 to \$2.75; good cooking apples, \$1.75 to \$2 per bbl; choice eating, \$2.35 to \$2.50 per bbl; tomatoes, melons, cabbage, blackberries, etc., at lowest market prices. The peaches now coming in are hardly fit for shipping; being clingstones, they do not carry well. We will begin to get good freestones about Aug. 15 and from then on we shall have plenty of nice fruit and will give your orders our prompt attention and lowest prices. We are looking for your mail orders and you will find it to your interest to trade with us.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

65 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.

JUST OUT!

Rand, McNally & Co.'s
BUSINESS ATLAS

FOR 1894.
UNITED STATES, CANADA AND
MEXICO.
(With Maps of Foreign Countries)
PRICE \$7.50.

TRADESMAN COMPANY,

Grand Rapids.

GRAND RAPIDS GOSSIP.

A. May has moved his bazaar from 41 and 43 Monroe street to 17 Canal street.

W. H. Tibbs, druggist at 618 South Division street, has moved his stock to 123 Canal street.

B. F. Pogue, lately from Indiana, succeeds B. I. Kent in the grocery business at 692 Cherry street.

Arie Van Bree, hardware dealer, has removed from 63 West Leonard to 90 West Leonard street.

The Singer Sewing Machine Co. has removed its office from 76 South Division to 14 North Division street.

F. Hartog will open a grocery store at 243 Watson street. The Ball-Barnhart-Putman Co. furnished the stock.

Fred W. Fuller, grocer at 143 Livingston street, has bought F. E. Winsor's grocery stock at 152 North Division street and will continue business at both places.

L. Anderson, formerly of Grand Ledge and Lansing, has opened a drug and grocery store at North Lansing. The Hazeltine & Perkins Drug Co. furnished the drug stock.

John More has leased the store building at 447 South Division street and will open a meat market there Wednesday in conjunction with the grocery establishment of Henry J. Vinkemulder.

The Hazeltine & Perkins Drug Co. has sold to J. P. Williams, of Manistee, the drug stock recently taken from him on a bill of sale and he will remove it to Arcadia, where he will re-engage in business.

Fred E. Morley and Horace Bedford have opened a grocery store near the corner of Wealthy avenue and East street. It will be known as the Wealthy Avenue Cash Grocery. The I. M. Clark Grocery Co. furnished the stock.

The Lemon & Wheeler Company and the Musselman Co. Grocer unite in offering \$50 in prizes for the best cheese made in Michigan factories and exhibited at the coming fair of the Western Michigan Agricultural and Industrial Society. The money is divided into three classes—\$25, \$15 and \$10—for the best first, second and third exhibit. Such an offer ought to be appreciated by every cheesemaker in Michigan and result in a large line of exhibits.

It is reported that the career of the nearly defunct Wilcox Heat-Light Co. is to be reviewed by the courts, Attorney General Ellis having pronounced the method of winding up the corporation illegal and consented to the use of the name of the State in quo warranto proceedings to enquire into the right of two stockholders of the company to seize the assets and dispose of them without consultation with or consent of the other stockholders. Papers are now being drafted by local attorneys, asking for the appointment of a receiver, with power to replevin the goods alleged to be fraudulently held by E. Bement & Sons, of Lansing, and others. It is claimed that a change of conspiracy to defraud can be lodged against the Lansing concern.

Rand, McNally & Co.'s publications are boycotted by the trades unions. They can be obtained at any time and in any quantity of the Tradesman Company, Grand Rapids.

Gripsack Brigade.

Guy P. Smith (Ball-Barnhart-Putman Co.) resumed his visits to the trade Monday, after an enforced idleness of a fortnight by reason of illness.

Joe F. O. Reed (H. Leonard & Sons) has returned from Iowa, where he spent a four weeks' vacation with his father and has resumed his visits to his trade.

Edward P. Waldron, President of the Michigan Knight of the Grip, has been in this city several days in the interest of Geo. A. Steele's candidacy for the State Treasurership.

M. J. Rogan, of Kalamazoo, representing a New York hat house, has finished his season and reports very fair trade. He will take a month's vacation, fishing in the lakes around Otsego. No sympathy need be wasted on the fish.

The annual picnic of the Grand Rapids traveling men will be held at North Park, Saturday, Aug. 18. The affair will be entirely informal and all who can do so are expected to bring well-filled baskets. A base ball game will be played in the afternoon and a dance indulged in during the evening.

While making a drive from Grand Haven, Sam Evans (Ball-Barnhart-Putman Co.) found a couple of lucky stones. Meeting P. J. Coppens a little later he presented one of the stones to him. Mr. Coppens objected to the possession of the stone, and, on his return home, his wife advised him to throw it away, but he concluded to keep it a few days and see what would come of it. The next day he bought a dozen bananas of a Dago peddler, subsequently discovering that he had given the brown-skinned son of Italy a \$5 gold piece along with 18 cents in pennies. The next morning he went to church for the first time this year, only to find the door locked and the preacher away on a vacation. Monday morning he missed his train, going off later in the day without his postal cards, so that he was unable to notify his customers, in consequence of which very few dealers expected him, those who were not away fishing or resorting being unprepared to give him an order. On his return home at the end of the week he found a letter from his house enquiring if he was still working for them. Mr. Coppens has the lucky stone for sale cheap.

Purely Personal.

Wm. Judson has gone to Schoolcraft to spend a few days with his mother on the old homestead.

W. A. Townsend (H. Leonard & Sons) has returned from a fortnight's vacation at Rome, N. Y.

W. F. Nagler, the Howard City druggist, is rejoicing over the advent of a nine pound boy.

Arthur Mulholland, general dealer at Ashton, is in town as a delegate to the Republican State Convention.

A. M. LeBaron has resumed his former connection with the Commercial Credit Co. He will run his grocery store by proxy.

Geo. B. Caldwell, National Bank Examiner for this State, has invited Comptroller of Currency Eckels to spend a couple of days in this city on the occasion of his visit to Michigan to attend the annual convention of the State Bankers' Association. The dates set for the visit are Sept. 10 and 11, and among the events of his visitation will be a reception tendered by local bankers.

H. M. Geiger, Manager of the Champion Cash Register Co., is spending a week among the retail trade of Northern Michigan.

Will A. Wood, druggist at Six Lakes, was called upon to mourn the loss of his wife July 24. Consumption was the cause of death. No children.

Heman G. Barlow, the versatile letter writer of the Olney & Judson Grocer Co., has returned from a three weeks' vacation, which was spent at Mackinac Island, Omena and Traverse Point.

John T. Staff, of Cayuga, Ind., was in town a couple of days last week for the purpose of closing a deal with Chas. W. Shedd for the latter's patent can filling machine. Mr. Staff conducts vegetable canneries at Cayuga and Bloomingdale, Ind., and Kansas, Ill.

J. R. Odell, the Fremont banker and druggist, has the sympathy of the trade in the death of his only son, Perry Odell, whose ailment was spinal meningitis, induced by a severe attack of the grip. The deceased had only recently graduated from the Medical Department of the Michigan University and was establishing a fine practice, in connection with the management of the drug store. Deceased left a wife and one child.

The Wheat Market.

There is nothing new to report. It is getting monotonous to have to report only lower prices for wheat. It matters not how low the markets are, the next week generally has another surprise of still lower prices for wheat. The visible, although exports have been nearly double the past week, will show a large increase, owing to the large amount received in the West and Northwest, which have been simply enormous, as farmers have been liberal sellers, thinking that the price is the best, as it has been for several years past, right after harvest. They may be right, but I have my doubts, as other cereals are away out of line in price with wheat. When corn is higher than wheat, and oats in the same position, owing to drought and other things combined to keep them up, I think it only a question of time when things will right themselves and wheat will place itself in value more in keeping where it ought to be. The large amount in elevators in Chicago and New York will have to be moved before prices will advance, but, after the first rush is over, it is conceded that the movement of wheat will cease and, if our exports will keep near where they have been in years past, this amount, although large, will gradually shrink; and, when it does, prices will take a higher lever. Receipts from cars were: Wheat, 80; corn, 46; oats, 2 cars.

The demand for flour has been fair. The mills have placed their output as fast as made. C. G. A. VOIGT.

How They Catch Monkeys.

A gentleman who has spent some time at Panama tells how they catch the little monkeys down there, which are so useful to the itinerant organ grinders. They take a cocoanut and cut a hole in it large enough to admit a monkey's paw. A string is then attached to the nut. The monkey is a very inquisitive little animal, and when he sees one of these nuts he inserts his paw through the hole to find out what is inside. When the paw is closed it cannot be withdrawn, and as the monkey has not sense enough to open his paw, the nut is dragged by the string and the monkey with it to within reach of the captors, who throw a net over the monkey and in that way secure him.

The property which we carelessly or criminally burn up in a year would wipe out one-fourth of the national bonded debt. It would re-create the World's Fair, re-stock it with all its features, and have enough left to make our navy one of the strongest in the world and pay a year's interest on the national debt besides.

FOR SALE, WANTED, ETC.

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

BUSINESS CHANCES

FOR SALE—BEST PAYING DRUG STOCK in Northern Michigan. Reason for selling, other business. Correspondence or examination solicited. Address No. 572, care Michigan Tradesman. 572

TO RENT—NEW BRICK STORE, OPERA house block, 24x72, shelved complete. S. M. Gay, Milan Mich. 570

FOR SALE—A COMPLETE STOCK OF drugs and fixtures. Will invoice about \$2,000. Corner store. Nice location. Rent, \$16.50 per month. I have just invented and patented a cash register and want to give my entire time to manufacturing same. Will sell stock at a sacrifice. It is a good opening for a young physician. It is in a thickly settled neighborhood and no doctor's office near. Address M. Blank, 416 West Bridge St., Grand Rapids, Mich. 569

FOR SALE—A FINE CONFECTIONERY store in Traverse City, the queen city of the North. Best location in town. Will invoice about \$1,500. Terms, one-half cash, balance on time with approved notes. Address No. 567, care Michigan Tradesman. 567

WILL PAY SPOT CASH FOR GENERAL stock of merchandise. J. H. Levinson, Petoskey, Mich. 568

A PHARMACIST, REGISTERED, WITH thirty-four years' practical experience in all kinds of pharmaceutical and mercantile works, wishes a situation of responsibility as clerk or manager. Has been in business for years for himself. Address "Pharmacist," care Michigan Tradesman. 566

WE HAVE 100 BUSINESS CHANCES. Send stamp for our list. We can find you a buyer if you want to sell. Mutual Business Exchange, Bay City, Mich. 565

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 564

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room mouldings for sale. Reason for selling, death of proprietor. Good paying business in a very desirable location. All new stock, invoicing from \$2,500 to \$5,000. Address Mrs. Theresa Schwind, Grand Rapids. 561

FOR SALE—ON ACCOUNT OF THE DEATH of my husband I offer for sale clean stock general merchandise inventorying \$6,000. Will sell cheap for part cash and good security. Will rent building. Address No. 562, care Michigan Tradesman. 562

A BUSINESS CHANCE—FOR SALE OR EXCHANGE for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, store and 30 acres of land, a good water power, 22 foot fall, side track into mill, plenty of hardwood timber. This is a good chance for anyone wishing to engage in any kind of mill business. For further particulars address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 559

CANNING FACTORY WANTED—A PARTY with some capital and who understands the business, to build and operate a canning factory at Grant, Newaygo Co., Mich. For particulars write to H. C. Hemmingsen, Village Clerk, Grant, Mich. 553

FOR SALE—A WELL EQUIPPED MACHINE shop in Detroit, Michigan. Good tools, suitable for building or repairing heavy or light machinery. Good business location and low rent. Suitable terms to responsible parties. Particulars from Charles Steel, Administrator, box 46, Wyandotte, Michigan. 647

FOR SALE—CLEAN DRUG STOCK IN A thriving town in Northern Michigan on C. & W. M. Railway. Address No. 639, care Michigan Tradesman. 639

PLANING MILL—WE OFFER FOR SALE the North Side Planing Mill, which is first-class in every respect, or will receive propositions to locate the business in some other thriving town. Correspondence and inspection solicited. Sheridan, Boyce & Co., Manistee, Mich. 613

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

WORLD'S FAIR SOUVENIR TICKETS.

ONLY A FEW LEFT.

Original set of four - - - - - 25c
Complete set of ten - - - - - 50c

Order quick or lose the opportunity of a lifetime to secure these souvenirs at a nominal figure. They will be worth ten times present cost within five years.

Tradesman Company,
GRAND RAPIDS.

THE MORNING MARKET.

Some Reflections on the Vegetable Department.

III

If you can't find what you want in the way of vegetables and fruit on the market, don't waste your time looking for it elsewhere, for you will not find it, and any one who wants something not to be found on the Grand Rapids market ought to go hungry. Everything in the way of vegetables is to be found here, and of the very best quality. Potatoes head the list, of course, as they are justly considered the one indispensable vegetable. That they are somewhat scarce yet is not the fault of the growers but of the season, which is a backward one, but the tubers which are every morning offered for sale are as fine in quality as the finest, good enough for the most fastidious epicure in the land, and are the equal of any and the superior of most of the imported stock, even the celebrated Bermudas. Western Michigan should raise even more potatoes than she does. Soil and climate are both congenial, and there is no reason why "Michigan potatoes" should not head the procession. When will Michigan farmers awaken to their privileges and opportunities, stop raising fifty cent wheat altogether and take to raising more fifty cent potatoes? They certainly cannot compete with the West in the matter of wheat raising, while their chances are even, to say the least, for successful and profitable potato culture. There is more money in potatoes at 25 cents a bushel than there is in wheat at 50 cents a bushel, by a large majority. The farmer who recognizes this truth and raises more potatoes and less wheat will come out laps ahead of his neighbors. The early bird may lose his tail feathers, but he'll get there just the same, as is true now as it was when it was first uttered thousands of years ago.

What vegetable comes next to the potato in point of popularity, do you suppose? What but the succulent and odoriferous onion? Western Michigan onions are declared to be fully equal to the famous Spanish variety; at least they are warranted to give you a breath that must be pulled with a corkscrew and to sever two fond and loving hearts as quickly as any grown on this sublunary sphere. "Two souls with but a single thought, two breaths that smell as one," is the blissful condition guaranteed to him and her who will use Western Michigan onions in *quantum suff.* Onions are fast becoming an important item in the products of the farms of this section. Their commercial value is undoubted and undisputed, but their therapeutic value is only beginning to be recognized. They are a comparatively hard crop to raise, as, if it is intended to put early onions upon the market, they must be started not later than August and cared for during the winter. It pays, however, as the price of early ripe onions is usually high. Of course, you can get all the green onions on the market you may want.

Turnips and beets are also very "popular" vegetables, and are found in almost unlimited quantity on the market. Turnips are a wholesome and nutritious article of diet, but they make poor flavoring for milk, of which fact some milkmen do not seem to be aware, and boardinghouse keepers are warned against imposing too often on the long-suffering patience of their boarders by making

Dry Goods Price Current.

UNBLEACHED COTTONS.	
Adriatic	7
Argyle	5 1/2
Atlanta AA	6
Atlantic A	6 1/2
" H	6 1/2
" P	6 1/2
" LL	6 1/2
Amory	6 1/2
Archery Bunting	4
Beaver Dam A A	4 1/2
Blackstone O, 32	5
Black Crow	6
Black Rock	5 1/2
Boot, AL	7
Capital A	5 1/2
Cavanal V	5 1/2
Chapman cheese cl.	3 1/2
Clifton C R	5 1/2
Comet	6 1/2
Dwight Star	6 1/2
Clifton CCC	5 1/2
BLEACHED COTTONS.	
A B C	8 1/2
Amazon	8
Amsburg	6
Art Cambric	10
Blackstone A A	7 1/2
Beats All	4
Boston	12
Cabot	6 1/2
Cabot, %	6 1/2
Charter Oak	5 1/2
Conway W	7 1/2
Cleveland	6
Dwight Anchor	6
Fruit of the Loom	7 1/2
Farwell	7 1/2
Empire	7 1/2
Farwell	7 1/2
Fruit of the Loom	7 1/2
Fitchville	7
First Prize	6
Fruit of the Loom %	7 1/2
Fairmount	4 1/2
Full Value	6 1/2
HALF BLEACHED COTTONS.	
Cabot	6 1/2
Farwell	7 1/2
CANTON FLANNEL.	
Unbleached	5 1/2
Bleached	6 1/2
Housewife A	5 1/2
" B	5 1/2
" C	5 1/2
" D	5 1/2
" E	5 1/2
" F	5 1/2
" G	5 1/2
" H	5 1/2
" I	5 1/2
" J	5 1/2
" K	5 1/2
" L	5 1/2
" M	5 1/2
" N	5 1/2
" O	5 1/2
" P	5 1/2
CARPET WARP.	
Peerless, white	17
colored	19
Integrity	18 1/2
Hamilton	8
" 9	10 1/2
G G Cashmere	20
Nameless	16
" 18	18
CORSETS.	
Coralline	50
Schilling's	9 00
Davis Waists	9 00
Grand Rapids	50
CORSET JEANS.	
Armory	6 1/2
Androscoquin	7 1/2
Riddeford	6
Brunswick	6 1/2
PRINTS.	
Allenturkey reds	5 1/2
" robes	5 1/2
" pink & purple	5 1/2
" buff	5 1/2
" pink checks	5 1/2
" staples	5
" shirtings	3 1/2
American fancy	5 1/2
American Indigo	4 1/2
American shirtings	3 1/2
Argentine Grays	6
Anchor Shirtings	6
Arnold	6
Arnold Merino	6
" long cloth B	9
" C 7 1/2	7 1/2
" century cloth	7
" gold seal	10 1/2
" green seal TR	10 1/2
" yellow seal	10 1/2
" serge	11 1/2
" Turkey red	10 1/2
Ballon solid black	6
" colors	6
Bengal blue, green, red and orange	6
Berlin solids	5 1/2
" off blue	6
" green	6
" Foulards	5 1/2
" red %	9 1/2
" 4 1/2	10
" 3-4 XXX	12
Cochecho fancy	5
" madders	5
" XX twills	5
" solids	5
TICKINGS.	
Amoskeag A C A	11 1/2
Hamilton N	11 1/2
" D	11 1/2
" Awning	11
Farmer	8
First Prize	10 1/2
Lenox Mills	18
COTTON DRILL.	
Atlanta, D	6 1/2
Boot	6 1/2
Clifton, E	7
UNBLEACHED COTTONS.	
Arrow Brand	4 1/2
" World Wide	6
" LL	4 1/2
Full Yard Wide	6 1/2
Georgia A	6 1/2
Honest Width	6 1/2
Harford A	5
Indian Head	3 1/2
King A	6 1/2
King E C	5
Lawrence L L	4 1/2
Madras cheese cloth	6 1/2
Newmarket G	5 1/2
" B	5
" N	6 1/2
" DD	5 1/2
" X	5 1/2
Noble R	5
Our Level Best	6
Oxford R	6
Pequot	7
Solar	7
Top of the Heap	7
BLEACHED COTTONS.	
Geo. Washington	8
Glen Mills	7
Gold Medal	7 1/2
Green Tick	8 1/2
Great Falls	6 1/2
Hope	7 1/2
Just Out	4 1/2 @ 5
King Phillip	7 1/2
" OP	7 1/2
Lonsdale Cambric	10
Lonsdale	8
Middlesex	8
No Name	5 1/2
Oak View	8 1/2
Our Own	7 1/2
Pride of the West	12
Rosalind	7 1/2
Sunlight	4 1/2
Utica Mills	8 1/2
Nonpareil	10
Vinyard	8 1/2
White Horse	6
" Rock	8 1/2
UNBLEACHED COTTONS.	
Dwight Anchor	8
BLEACHED.	
Housewife Q	6 1/2
" R	7
" T	8 1/2
" U	9 1/2
" V	10
" W	10 1/2
" X	11 1/2
" Y	12 1/2
" Z	13 1/2
CORSETS.	
Wonderful	50
Brighton	4 75
Bortree's	9 00
Abdominal	15 00
CORSET JEANS.	
Namkeags sixteen	7 1/2
Rockport	6 1/2
Conestoga	6 1/2
Walworth	6 1/2
PRINTS.	
Berwick fancies	5 1/2
Clyde Robes	5 1/2
DelMarine cashm's	5 1/2
" mourning	5 1/2
Eddystone fancy	5 1/2
" chocolate	5 1/2
" rober	5 1/2
" sateens	5 1/2
Hamilton fancy	5 1/2
" staple	5 1/2
Manchester fancy	5 1/2
" new era	5 1/2
Merrimack D fancy	5 1/2
Merrim'ck shirtings	4
Reppfurn	8 1/2
Pacific fancy	5 1/2
" robes	5 1/2
Portsmouth robes	6 1/2
Simpson mourning	5 1/2
" greys	5 1/2
" solid black	5 1/2
Washington Indigo	6 1/2
" Turkey robes	7 1/2
" India robes	7 1/2
" plain Tky X	8 1/2
" X	10
" Ottoman Tur	6 1/2
key red	6 1/2
Martha Washington	7 1/2
Turkey red X	7 1/2
Martha Washington	7 1/2
Turkey red	9 1/2
Riverpoint robes	5 1/2
Windsor fancy	6 1/2
" gold ticket	6 1/2
Indigo blue	10 1/2
Harmony	4 1/2
TICKINGS.	
A C A	11 1/2
Pemberton A A	16
York	10 1/2
Swift River	7 1/2
Pearl River	12
Warren	12 1/2
Conestoga	16
COTTON DRILL.	
Star A	8
No Name	7 1/2
Top of Heap	9

DEMINS.	
Amoskeag.....	12
" 9 oz.....	14
" brown.....	14
Andover.....	11 1/2
Beaver Creek AA.....	10
" BB.....	9
" CC.....	9
Boston Mfg Co. br.....	7
" blue.....	8 1/2
" d & twist.....	10 1/2
Columbian XXX br.....	10
" XXX bl.....	19
GINGHAMS.	
Amoskeag.....	5
" Persian dress.....	6 1/2
" Canton.....	7
" AFC.....	8 1/2
" Teazle.....	10 1/2
" Angola.....	10 1/2
" Persian.....	7
Arlington staple.....	6 1/2
Arasapha fancy.....	4 1/2
Bates Warwick dress.....	7 1/2
" staples.....	6
Centennial.....	10 1/2
Criterion.....	10 1/2
Cumberland staple.....	5 1/2
Cumberland.....	5
Essex.....	4 1/2
Elfin.....	7 1/2
Everett classics.....	8 1/2
Exposition.....	7 1/2
Glenarrie.....	6 1/2
Glenarven.....	6 1/2
Glenwood.....	7 1/2
Hampton.....	5
Johnson Chalon cl.....	4 1/2
" indigo blue.....	9 1/2
" zephyrs.....	16
GRAIN BAGS.	
Amoskeag.....	13
Stark.....	17
American.....	13
THREADS.	
Clark's Mile End.....	45
Coats', J. & P.....	45
Holyoke.....	22 1/2
Barbour's.....	35
Marshall's.....	30
KNITTING COTTON.	
White. Colored.	White. Colored
No. 6.....33	38
" 8.....34	32
" 10.....35	40
" 12.....35	41
" 16.....37	42
" 18.....38	43
" 20.....39	44
" 24.....40	45
CAMBRICS.	
Slater.....	4
White Star.....	4
Kid Glove.....	4
Newmarket.....	4
Edwards.....	4
Lockwood.....	4
Wood's.....	4
Brunswick.....	4
RED FLANNEL.	
Fireman.....	32 1/2
Creedmore.....	27 1/2
Talbot XXX.....	30
Nameless.....	27 1/2
Buckeye.....	32 1/2
MIXED FLANNEL.	
Red & Blue, plaid.....	40
Union R.....	22 1/2
Windsor.....	18 1/2
6 oz Western.....	20
Union B.....	22 1/2
Manitoba.....	23 1/2
DOMEST FLANNEL.	
Nameless.....	8 @ 9 1/2
" 8 1/2 @ 10.....	12 1/2
CANVASS AND PADDINGS.	
Slater.....	10 1/2
Brown.....	9 1/2
Black.....	10 1/2
White.....	10 1/2
10 1/2.....	10 1/2
11 1/2.....	11 1/2
12 1/2.....	12 1/2
13 1/2.....	13 1/2
14 1/2.....	14 1/2
15 1/2.....	15 1/2
16 1/2.....	16 1/2
17 1/2.....	17 1/2
18 1/2.....	18 1/2
19 1/2.....	19 1/2
20 1/2.....	20 1/2
DUCKS.	
West Point, 8 oz.....	10 1/2
" 10 oz.....	12 1/2
Raven, 10oz.....	13 1/2
Stark.....	13 1/2
Boston, 10 oz.....	12 1/2
WADDINGS.	
White, doz.....	25
Colored, doz.....	20
Per bale, 40 doz.....	83 50
Colored ".....	7 50
SILKES.	
Slater, Iron Cross.....	8
" Red Cross.....	9
" Best.....	10 1/2
" Best AA.....	12 1/2
" Best.....	7 1/2
L.....	10 1/2
Pawtucket.....	10 1/2
Dundie.....	9
Bedford.....	10 1/2
Valley City.....	10 1/2
KK.....	10 1/2
SEWING SILK.	
Corticelli, doz.....	85
twist, doz.....	40
50 yd, doz.....	40
Corticelli knitting, per 1/2 doz ball.....	30
HOOKS AND EYES—PER GROSS.	
No 1 Bl'k & White, 10.....	40
" 2 " ".....	12
" 3 " ".....	12
No 2—20, M C.....	50
3—18, S C.....	45
No 4 Bl'k & White, 15.....	40
" 8 " ".....	20
" 10 " ".....	25
No 4—15 & 3 1/2.....	40
PINS.	
No 2 White & Bl'k.....	25
" 4 " ".....	15
" 6 " ".....	18
No 8 White & Bl'k.....	20
" 10 " ".....	23
" 12 " ".....	28
SAFETY PINS.	
No 2.....	28
No 3.....	33
NEEDLES—PER M.	
A. James.....	1 40
Crowley's.....	1 35
Augusta.....	1 30
Marshall's.....	1 00
American.....	1 00
TABLE OIL CLOTH.	
5—4.....	1 75
6—4.....	1 65
7—4.....	1 55
8—4.....	1 45
COTTON TWINES.	
Cotton Sail Twine.....	25
Crown.....	14
Rising Star 4 ply.....	17
Domestic.....	18 1/2
" 3 ply.....	17
Anchor.....	16
North Star.....	20
Bristol.....	13
Wool Standard 4 ply.....	17 1/2
Cherry Valley.....	15
Powhattan.....	16
I X L.....	18 1/2
PLAID ONSABRES.	
Alabama.....	6 1/2
Alamance.....	6 1/2
Oneda.....	5
Augusta.....	7 1/2
Randell.....	8
Georgia.....	6 1/2
Riverside.....	5 1/2
Granite.....	5 1/2
Sibley A.....	6 1/2
Haw River.....	5
Toledo.....	6 1/2
Haw J.....	5
Otis checks.....	7 1/2

pumpkin pies out of turnips. Otherwise turnips are good. Beets are good, also; they make good greens, if you take them early enough in their career before Time has aged and hardened them as he does the rest of us who may not (?) be beets; but beets are good in all stages of their existence, as everybody knows.

Is celery a vegetable? This deponent does not know, but he knows that enormous quantities of it are sold every morning on the market. Hotels, boardinghouses and private families all buy celery, and our own farmers are raising it for them, too. The Kalamazoo variety of *apium graveolens* is not a whit better than is raised here at home.

"Two heads are better than one," especially if you refer to Western Michigan cabbage. Nowhere is this desirable esculent seen in larger quantities, greater variety or better quality than on the early morning market, and in no town in Michigan does it receive more appreciative attention. Cabbage, corned beef and turnips go far toward smoothing down the rugged paths of life, and making the road to our final resting place easy and pleasant. And withal what visions they do conjure up, especially in the night, when we have nothing to do but see visions! Great is cabbage and corned beef is its correlative!

Carrots, too, occupy a prominent place on the morning market, and in the commercial and domestic economy of the community. They have a value outside their various uses as an edible, for with them pale, sickly-looking, half-starved dairy butter is transformed into the rich, yellow-colored, and altogether desirable creamery article at a material advance in price. But it is in contributing itself as a constituent element to soup that the carrot finds its chiefest pleasure and principal avocation, though there are many other ways in which it delights to serve its admirers and friends, and in all it is heartily appreciated. There are no better carrots raised anywhere than in this section of the Wolverine State.

Then there is the *cucumis sativus*, the deadly cucumber, in league with the doctors and the undertakers; innocent looking and enticing, yet containing more colic and cholera infantum to the square inch than all other things on the market combined. Let them alone unless you are copper-lined, or the cucumbers are pickled and have their sting pulled. The quantity used is truly amazing when one considers their disreputable character and the danger attending their use, and is only to be accounted for on the principle that both vice and danger possess attractions for the human race. Anyway they fill a large place in public esteem, and the finest in the world are to be found on the Grand Rapids market.

All the vegetables in the calendar, and some not found therein, are to be seen any morning on the market, even to kail, so suggestive of home and heather to any stray native of faraway, bonnie Scotia.

As for the fruit—but there is so much of it and it is so good that it deserves a better place than the tail end of an article on vegetables.

DANIEL ABBOTT.

History of the Manufacture of Soap.
From the American Soap Journal.

If we inquire into the origin of the manufacture of soap, we find that a detergent corresponding to our soap is not mentioned by any writer before the Christian era. It is frequently asserted that soap was known to the authors of

the Old Testament; but the Hebrew words used in the passages (Jeremiah ii. 22, and Malachi iii. 2) are stated by authorities to refer to vegetable and mineral lyes, i. e., potash and soda in some form. In the time of Homer, washing of clothes was effected without the use of soap, as he tells how Nausicaa and her attendants washed clothes by stamping them with their feet in pits filled with water.

In time, however, juices of plants were used as detergents and also natural soda and wood ashes; Paulus Aegina had discovered that by adding lime to alkalies their strength could be increased. Fuller's earth was, however, the principal agent used for washing in ancient times, the fuller's art being due, it appears, to one Nicias, the son of Hermias. At one time fuller's earth, found of a superior quality in Staffordshire, Bedfordshire, and other counties of England, was considered so indispensable for the dressing of cloth that to prevent foreigners from rivaling English fabrics, it was made a contraband commodity and its exportation made equally criminal with the heinous and wicked export of wool.

The Gauls made a soap out of goat's suet and beechwood ashes, and used it for dyeing the hair red. It is supposed that this soap was an oily mixture used also as a salve in eruptions of the skin and similar diseases. The Arabs used a salve-like product obtained by mixing olive oil and lye, for affections of the skin, as well as for household purposes.

As a detergent, soap is first mentioned by authors of the second century after Christ. The celebrated physician, Galenus, speaks of it as a detergent, as well as a medicament, and considers the German soap as the best, and the Gallic as next best.

The next we hear of soap was in the ninth century, made in Marseilles.

Till Chevreul's classical researches on fatty bodies (1811 to 1823) it was believed that soap consisted simply of a binary compound of fat and alkali. Claude J. Geoffroy in 1741, pointed out that the fat or oil recovered from soap solution by neutralization with a mineral acid differs from the original fatty substance by dissolving readily in alcohol, which is not the case with ordinary fats and oils. The significance of this observation was overlooked; and equally unheeded was a no less important discovery by Scheele in 1783: In preparing lead plaster by boiling olive oil with oxide of lead and a little water—a process palpably analogous to that of the soap boiler—he obtained a sweet substance, which, called by himself "Oelsuss" (sweet principle of oil), is now known as glycerin. The discoveries of Geoffroy and Scheele formed the basis of Chevreul's researches by which he laid bare the constitution of oils and fats and the true nature of soap.

From the first part of this century up to the present time, soap making has been advancing, but it is not to its highest point yet, and we must try to make as good a showing in the next twenty-five years as has been done in the past.

Use Tradesman Coupon Books.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60x10	
Cook's	40	
Jennings' genuine	25	
Jennings', imitation	50x10	
AXES.		dis.
First Quality, S. B. Bronze	6 50	
" D. B. Bronze	12 00	
" S. B. Steel	7 50	
" D. B. Steel	13 50	
BARROWS.		dis.
Railroad	\$12 00	14 00
Garden	net 30 00	
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright 5ast joint	40	60x10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60x10
CRADLES.	
Grain	4 1/2
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	70
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	58
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	12x12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 38
" 14x52, 14x56, 14x60	38
Cold Rolled, 14x56 and 14x60	38
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis. 40
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	dis. 30
Ives', 1, \$18; 2, \$24; 3, \$30	dis. 30
FILES—New List.	
Disston's	60x10-10
New American	60x10-10
Nicholson's	60x10-10
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, 60-10	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adae Eye	\$15.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 30x10
MAULS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 40
Stebbin's Genuine	60x10
Enterprise, self-measuring	35
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60	Base
50	10
40	25
30	35
20	35
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
Case 10	1 60
" 8	1 65
" 6	90
Finish 10	75
" 8	75
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell 1/2	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scioti Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50x10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 20
Kip's	dis. 20
Yerkes & Plumb's	dis. 40x10
Mason's Solid Cast Steel	80c list 60
Blacksmith's Solid Cast Steel Hand	80c 40x10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60x10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/2 and longer	3 1/2
Screw Hook and Eye, 1/2	net 1 1/2
" " " 3/4	net 8 1/2
" " " 1	net 7 1/2
Strap and T	dis. 7 1/2
RANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50x10
Champion, anti friction	80x10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60x10
Kettles	60x10
Spiders	60x10
Gray enameled	40x10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 7 25
Japanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS.	
Blight	dis. 70x10x10
Screw Eyes	70x10x10
Hook's	70x10x10
Gate Hooks and Eyes	70x10x10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/4 inch and larger	7
Manilla	01
SQUARES.	
Steel and Iron	dis. 7 1/2
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 30
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 26	3 65 2 90
No. 27	3 75 3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2 x 10 extra	
SAND PAPER.	
List acct. 19, '98	dis. 50
BASE COED.	
Silver Lake, White A	list 50
" Drab A	" 55
" White B	" 50
" Drab B	" 55
" White C	" 50
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$25
SAWS.	
" Hand	dis. 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.	
Steel, Game	dis. 50x10
Oneda Community, Newhouse's	35
Oneda Community, Hawley & Norton's	70
Mouse, choker	18c per doz
Mouse, delusion	\$1.50 per doz
WIRE.	
Bright Market	dis. 70
Annealed Market	70-10
Coppered Market	60-10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed	2 70
" Fence, galvanized	2 30
" painted	2 30
HORSE NAILS.	
An Sable	dis. 40x10
Putnam	dis. 05
Northwestern	dis. 10x10
WRENCHES.	
Baxter's Adjustable, nicked	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75x16
MISCELLANEOUS.	
Bird Cages	dis. 50
Pumps, Cistern	75x10
Screws, New List	70x10 1/2
Casters, Bed a d Plate	50x10x10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65x10
METALS.	
PIG TIN.	
Pig Large	20c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2c per pound.	
600 pound casks	6 1/2
Per pound	7
SOLDBE.	
1/20%	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	" 13
TIN—MELYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaway Grade	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x23 IX	\$14 00
14x21 IX	15 00
14x26 IX, for No. 8 Boilers, } per pound	10 00
14x20 IX, " 9 " }	



A WEEKLY JOURNAL DEVOTED TO THE

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E. A. STOWE, Editor.

WEDNESDAY, AUGUST 1, 1894.

UTILITY OF SHIP CANALS.

While the present is pre-eminently the age of railways, it is also the age of canals; but the canal of to-day is a very different affair from the canal of a century ago.

The object of the canal of the olden time was to furnish internal routes of transportation. That business to-day, except where natural interior waterways already exist and are readily susceptible of improvement, is left to the railways. The canal of the present day is intended to connect by direct water routes, seas, lakes and great rivers, which lie near each other, but are separated by tracts of land. When a canal is made in this age it is to enable vessels carrying cargoes to sail right along from one sea or lake or river to another without unloading or transhipping any part of their freight, and at the same time by pursuing a direct and short route, save the delay and expense of long circuitous voyages.

The Suez ship canal is the most distinguished example of this sort of directness in water routes. Instead of being forced to circumnavigate the entire continent of Africa and much of Asia, ships pass through the canal, which connects the Mediterranean and Red Seas, and sail through a hemisphere which once they were compelled by long and dangerous voyages to sail around. For the lack of a ship way through the narrow American isthmus, it is necessary to circumnavigate the whole of South America in order that vessels may proceed from Atlantic ports of North America to those on the Pacific coast. The necessity for such a canal is obvious to every great commercial nation possessing any shipping and carrying any considerable commerce, and France came near supplying the need and possibly may do so yet, since some effort is being made by a French company to take up the scheme again. England does not need an American inter-oceanic canal, from the fact of being already the possessor of the Suez canal. But for this England would quickly build the Nicaragua canal and may do so yet rather than let the enterprise go begging.

If the United States had any considerable amount of shipping engaged in foreign trade, or any foreign colonies to protect, such a canal would long ago have been a most imperative necessity; but the policy of the government has long been opposed to acquiring or protecting interests abroad. Destitute of merchant ships it becomes necessary to entrust the carrying of all foreign commerce of this vast country to foreign bottoms.

Possessing no colonies and controlling no country out-side of the immediate territory limits of the union, there are no great interests to defend, while the policy which has been adopted of submitting all our international controversies to arbitration by European powers, guarantees that the United States will never have a foreign war. With this view of the situation it becomes apparent that the United States needs a navy no more than it needs any merchant vessels. Committing its commerce and its public defense entirely into the hands of foreign people and foreign powers, it is easy to see that the United States is the last nation in the world that seems to have any interest in an inter-oceanic canal, and unless indications shall change, it is not likely that it will take any active steps in the matter. THE TRADESMAN strongly believes that the United States ought to build up and cherish a great mercantile marine to carry its commerce, and it believes that this nation ought to be able to defend itself and assert itself on every proper occasion, and it believes that an inter-oceanic canal through the American isthmus is as necessary for the commerce of this country as it is for the public defense. But, unfortunately, such views are not supported by Congress.

This article was not started in the interest of the Nicaragua canal, much as THE TRADESMAN favors such a scheme, but it was suggested by the fact that ship canals are so obviously the order of the day in all parts of the world. In Europe, next to the Suez canal, the most notable recent work is the Corinth canal, cut through the Greek peninsula, besides important channels connecting several Dutch and German ports with the sea by deep water channels. The cutting which enables cotton-laden ships from American ports to unload cargoes directly at the doors of the cotton mills of Manchester, England, is one of the great undertakings of this sort. The Dominion Government of Canada is engaged in cutting a channel around the falls of the Sault Ste. Marie, at the mouth of Lake Superior, and has spent \$54,000,000 in the enlargement of its canals connecting Lake Erie above Niagara Falls with the St. Lawrence River and the Atlantic Ocean.

Thus it appears that every country that has any commerce, or that desires to have any, is making every possible exertion to facilitate trade and to extend its business. The people of the United States are fond of boasting of their enterprise, but it is certain that they can learn some useful lessons from almost every other nation, not even excepting the small and weak ones. They can certainly do so when ship canals are the theme.

Attention is called to an article on "Pullman's Debts," which will be found on another page of this journal. THE TRADESMAN is not in any sense an apologist for Geo. M. Pullman, but it believes

in doing justice to all, irrespective of condition. That there were claims of long standing against Mr. Pullman in this city was possible, although highly improbable, and especially incredible was it that he had allowed a claim for house rent to outlaw and then refused to pay. It appears from the statements of Messrs. Comstock and Foote that George M. Pullman never resided in this city, which effectually disposes of one claim. Whether or not the other claims, which it is alleged are held by several parties against Mr. Pullman, have any better foundation is known only to those who hold them, as they have never been produced nor have any particulars concerning them been made public. In other words, they lack confirmation. It appears to be sufficient, in these days, for a man to acquire wealth to make him the target for the shafts of calumny, vituperation and falsehood, and George M. Pullman seems to be paying the penalty for the crime of being rich. But what can be said of those men in public life who are willing to lend themselves and their names to the shady business of maligning the character of any man simply to gain the favor and good will of the demagogues who control the labor organizations?

In a twenty-line article in its Saturday edition, the *Eagle* of this city takes a fling at the "moneyed men of the East," saying, among other things, that "they have never been distinguished for patriotism and it is improbable that they will ever be actuated by any motive other than selfishness, unalloyed and supreme." The youth who now controls the destinies of the *Eagle* is evidently too young to remember the events of the civil war, and evidently has never read the history of the conflict. If he had he would have a different opinion of "the moneyed men of the East." It was largely their money that made the war a possibility and an ultimate success.

New Use for the Telephone.

An event recently occurred in Detroit, which appears to confirm the idea that courtship, as well as most other things, will hereafter be greatly facilitated by recent inventions. It seems that there is a young lady residing in Detroit who, for some time, has been the recipient of the attentions of two young men, one a young professor in the Michigan State University, at Ann Arbor, and the other a traveling salesman for a New York wholesale hardware house, whose route extends through Michigan and parts of Canada. One day recently the New Yorker arrived in Detroit late in the afternoon, and, of course, immediately started to make the rounds of the retail hardware dealers, with the laudable purpose of selling each a good stock for the winter before the representative of any rival concern should put in an appearance. He had hoped to visit the object of his affections in the evening, but business was brisk, and 8 o'clock found him very busy trying to induce a prominent dealer to take six dozen axes, four dozen grindstones and half a carload of wooden pails. At this stage of the proceedings a younger brother of the young lady dropped in to get a new jack knife, and accidentally mentioned that the Ann Arbor professor was up at the house. It instantly occurred to the progressive hardware and cutlery drum-

mer that the college man came for no other purpose than to lay his heart at the feet of the young lady he himself adored. For a moment there was a struggle in his heart, but he speedily got control of himself and decided that he could not possibly leave the store, as the dealer was just on the point of deciding to take the pails. But the thought of giving up the lady, who had been for months constantly in his mind waking and sleeping, was unbearable. Light suddenly dawned upon him. Handing the merchant a circular explaining the merits of his new double-bladed chopping knives, he requested the use of the dealer's telephone for five minutes, stepped to it and rang up the central office. A moment later the telephone bell at the residence of the young lady rang, sharp and decisive. The professor had been there for an hour talking pleasantly of the grand educational work they were doing in the department of fossilology at Ann Arbor. When the bell rang, the young lady's father being absent (he is a physician), she excused herself and proceeded to the adjoining room to answer it. The professor heard her step to the telephone and say, "yes;" made a short pause and say "yes" again. Then there was a longer pause, and he heard her reply: "Why—why—really, this is very sudden." Then there was a still longer pause, and he heard her say "yes" very softly, and then "good-by," and then she hung up the receiver and came into the back room. The college man moved closer to the lady and remarked that it was a warm evening, and he thought that it was going to rain, and then resumed his talk about the great work at the university. Fifteen minutes later there was a ring at the front door bell. The young lady responded to it, and a district messenger boy handed her a plain gold ring, which she slipped on her finger, and returned to the parlor. "Miss Gratiot," said the professor, five minutes later, "I want to ask you a very important question this evening. Excuse me for putting it bluntly, but will you be my wife?" But we need go no further with this. Two minutes later the professor went down the front steps, and shook his fist at the telephone wire and took the first train for Ann Arbor.

The Secret of Success.

The basis of success in all occupations which involves the relations of employer and employed is, remarks an exchange, the employer should have an accurate knowledge of the work to be done, what it consists in, how to do it, and how long it should take. A man of business who neglects this places his interest entirely in the keeping of irresponsible agents and, human nature being what it is, arrives in due time at insolvency. This is why the self-made man, who has been sternly initiated into the whole mysteries by having himself stood in the ranks of the employed, outstrips those who seem to start fair from the vantage ground of education and capital, and builds a fortune where others miserably fail. As the mistress of a household who neither knows what a servant's duties are nor how they may be fulfilled fails to manage her house well, so the man who does not understand the duties of workmen placed under him is at the mercy of any deception they may be pleased to practice upon him with reference to the quality of the work they perform.

A clerk who will lie to another by your instructions will also lie to you of his own accord.

The Employer and the Young Man.

"Suppose a young man has, practically, all, or many of the qualifications deemed necessary for a business success. He finds himself in a congenial position, and he gives to it his best energies. Not only does he fill that position, but he does a little more. He makes his employer's interests his interests. Can such a young man feel tolerably certain that his work will be recognized by his employer?"

"Are employers, as a rule, ready to treat their employees justly?"

Among the hundreds of letters which have reached me in regard to my article on "The Young Man in Business" in the *Cosmopolitan*, none were more interesting than those asking the above questions. In other words: In this article I had attempted to point out some of the qualifications necessary to a young man's success in business. I am now asked to treat the other side of the question and am challenged to prove that where all the necessary qualifications exist on the side of the employee, the employer will recognize, appreciate and reward.

The challenge is a fair one.

* * *

It is my honest conviction, and that conviction is based upon careful inquiry and personal knowledge, that, taking the business world as a whole, there are more just than unjust employers. Of course, the majority of young men are unwilling to accept this truth. It is perhaps only natural that the clerk, suffering from the injustice of an unappreciative employer, believes that all employers are like unto his own. But the fact, precisely the opposite, still holds good. Men are not in business for their health. Thousands of us could be out of business and be equally robust. The one sole aim of business is the making of money and the ambition for commercial supremacy. This places the art of business on a cold, hard and selfish basis. But business is a selfish institution, and men engaged in commercial strife are, for the most part, selfish. A regard for one's own interest is just as necessary, if not more, with the employer as with the employee. But in the greed for gold—calling it by the ugliest name we can perhaps—an employer knows that he is just as much dependent upon his employee as that employee is dependent upon him. If, for the sake of argument, we lay aside all thoughts of justice, the fact still remains that the average employer would be likely to do what is right and fair by a good employee whom he knows is valuable to his interests, upon selfish grounds if no other. Whatever may be his personal inclinations, the employer is very apt to take care of those who have his interests at heart. That is business.

But I am inclined to believe that there is a softer, a more humane side to the employer of to-day. I am convinced that, for the greater part, the reputation of employers suffers most at the hands of disgruntled employees who do not receive recognition because they do not deserve it. Such employees talk more than do the satisfied ones, and talk, all too unfortunately, goes for something in the business world in creating impressions of men.

* * *

But while I am ready to concede that the average modern employer is just, or means to be, I am equally ready to ac-

knowledge that, in a number of cases, he is woefully short-sighted so far as the interests of his employees are concerned.

There is an impression in the minds of a large number of employers that a word of praise or approval goes for very little in a business. Some go so far as to believe that it holds absolutely no place in the commercial world. An "increase of salary" is what men want, these employers say. Now, I beg to differ with these gentlemen. For many years I was an employee, going the range of office-boy, copyist, book-keeper, clerk, stenographer and department manager. Latterly it has been given me to employ people. I think, therefore, that I can fairly judge this question from both sides.

To the heart of the average employee his salary is naturally very near. That is what he is in business for: to make money just as his employer is. But there are men and men. To some men, the question of how much money they earn is not everything, even though necessarily it forms a large part. Take a young man assuming a new position in a house. He enters on a small salary. He proves himself capable, and his salary receives an increase, either by solicitation or voluntary—mostly by the former method. His salary keeps pace with his growth. But he finds that the second increase of salary has not one-half, no, not even one-fifth the element of delight in it to him as did the first "raise." The third has even less, although it is, of course, acceptable. After he has received four or five additions to his stipend he is apt to feel that, after all, money is a very cold and hard return for what he does. His nature longs for something, exactly what, he does not perhaps know until one day some friend tells him of a certain nice compliment paid to his work by his employer. Then it occurs to the young man that his employer has never said an appreciative word to him. Now, what that young man is really hungering for is not another increase of salary so much as it is to have his employer acknowledge that this was particularly well done, or that piece of work was cleverly conceived and even better carried out. A word of praise is a tremendous stimulant to the right young fellow in business, plodding hard each day for his employer's interests. And employers are far too chary of praise. The general claim is that they cannot afford to praise "for policy's sake." In some cases, this may be. But in the majority of instances, it hurts no man to be told that he has done a thing well. It helps him.

I do not say that a word of praise will take the place of an increase of salary. But I do say that in thousands of cases these two factors in a young man's progress should more often go hand in hand than they do. Too many employees are left to infer that their services are satisfactory to their employers because they are allowed to work on without criticism. This silent praise has stifled the ambition of many a young man. I have in mind a young man who became a vital part of the interests of a house from eight years' connection with it. His salary was increased during that time, at intervals, from \$600 a year to \$3,500. But he never received the slightest recognition of his services other than this monetary evidence. When the opportunity came he resigned simply because the pure heartlessness and selfishness of his employers

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jarred upon him. Exceptional case, some one says. Not at all. There are men, and lots of them, too, to whom an honest word of praise means more than the clink of gold. The absence of the former has cost business houses the loss of many a good man. I give no larger place to sentiment in commercial strife than will any business man. But I do believe that there is a place for the kind word of approval expressed by the employer to the employee. It costs nothing, and I have known cases where it was remembered long after instances of increased salary were forgotten.

* * *

The increase of the salaries of the employees is a knotty question with every employer. And, for the most part, it is followed according to short-sighted and narrow lines. A liberal policy of bestowal in this respect is the exception rather than the rule.

Now, if there is one thing to a young man more humiliating than another, it is to be compelled to ask for an increase of pay. I remember, in my own case, the absolute humiliation I felt in each of the three instances where I felt I earned more salary than I was paid and was entitled to. I shrank from asking for it, and the feeling was a proper one. I deserved it, and it should have been given to me without the asking. I believed it then, and I have had no reason to change my views, now that I am enabled to look at the matter from the employer's point of view. And here is the point where the entire salary system is wrong. There are business houses, and I am glad to know of several, where employees are never compelled to ask for an increase of salary. Twice each year in some cases, but once per annum in most, the payroll of each department is given to the members of the firm, and recommendations for increase are made. Thus an employee knows that if his pay does not receive an addition, it is because of one of two reasons: either he does not deserve it, or the condition of the business of the house does not warrant the increase in expense. The consequence is that in the case of each of the houses where this system is in vogue, the loyalty of employee to employer is remarkably strong, and such a thing as inducing a capable man to leave for a position in another house is impossible to accomplish. Every business man knows that he appreciates what comes to him voluntarily far more than that which he seeks. This is particularly true of the salary of an employee. Placed upon a purely selfish basis, it is the most profitable course for a business house to pursue. It knits the interests of employer and employee very closely together. It demonstrates and proves to the clerk that he is not a cipher in the eyes of his employer, but that he and his work are known and appreciated. Increased effort and honest endeavor result from this, and one house in New York, now the largest in its particular line, has practically built itself upon this policy. When it began, and employed three men, the head of the house started this policy, and his sons pursue it now when they have over eight hundred men in their service. Such a thing as a request for an increase of salary is unknown in this establishment, and a more loyal and hard-working set of employees it would be difficult to find.

I honestly believe that an employer consults his wisest interests by pursuing this policy of voluntary increase of salaries. It is not asking an employer to try an experiment. It has been tried, in hundreds of houses, and in every case has it resulted to the interests of the business. To say that it is unwise, is to put one's self in opposition to the experiences of some of the most successful business men in New York, Philadelphia and Boston. On the contrary, it is the policy that serves an employer best in the long run.

* * *

Such an involuntary salary increasing system would do away with much of the annoyances an employer feels from applications for added pay which come to him from men in his employ whom he feels he cannot refuse. There can be no question that young men often stand in their own light in this respect. The services they render in their respective positions always seem of greater value to them than they really are to their employer. Most of us are ready to believe ourselves the under dog in a fight. It is a theory held by many a young man that he should receive an increase every six months or year. And he forthwith asks for it. Now, frequent applications for more salary are apt to be just as irritating to an employer as they are humiliating to an employee. If the man is valuable, the employer feels he cannot refuse the demand very well, and he either accedes to the request of the applicant, or meets him half-way. But he does it, in nine cases out of ten, under protest and with an ill-feeling which remains with him and associates forever after with that employee. It is well for a man to rise in a business house, but it is more fatal than it is beneficial to him to rise too quickly. A rapid success, alluring as it is to young men, speedily wears itself out. A steady rise is always the healthiest to the riser, and the more acceptable to the employer. Conscious, as an employer must necessarily be, that the relation between him and his employees are purely of a business nature, he does not care to have that fact too frequently impressed upon him any more than does the employee. A young man should never forget that no matter how valuable it may be his good fortune to make himself to a house, he can never make himself indispensable. The cruellest thought in life is that this world can get along without us almost as well as with us—in the vast majority of cases, just as well. The employee is simply one spoke in the wheel upon which the house by which he is employed revolves. One may be more of an important spoke than the other. But the wheel will not stop from the absence of a single spoke. It may not for a time revolve quite as smoothly, but in six months afterwards its revolutions will be just as easy as ever. No mortal on this earth is indispensable in the business world.

* * *

If a young man can feel absolutely confident that his interests are not far from his employer's mind, the interests of that employer sooner or later will become the interests of that young man. An employer's conscientious thought of his employees brings to him their individual respect and confidence. The most successful business houses are those where the undercurrent of feeling is a harmonious one between employer



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and employee. There are cases, and a number of them, where employers are unwilling to give sufficient importance to this fact. It is not the outward attitude which the clerk assumes to his chief that is always the true one. That is the attitude of policy. But it is the inner feeling that exists in the heart of that employee which tells in the business. No business is destined to a permanent success where there is an undercurrent of disrespect or hard feelings for the heads of the house. And yet this is present in many a commercial establishment to-day, and it sometimes exists unknown to the employer: at other times he is conscious of it. The atmosphere of a business house is very much as is the character of the employer. If an employer is narrow in his views, he cannot expect the views of his employees to be broad in their dealings with customers. If an employee feels that he can never be sure of the attitude of his employer on a question of principle, be assured that the employer in almost every case is to blame. If the head of the house be erratic—to-day in one place and to-morrow assuming another—the policy throughout that house will be an uncertain one. An employer sets the standard for his employees. If his standard be low, those he employs will be lower than he: if it be high, and evenly high, their aim will be to reach the standard which the employer sets. Heights are more difficult of accurate measurement to the human eye than are depths. An uncertain employer makes an uncertain policy, uncertain employees and an uncertain success. This is absolute. The employer moulds the employee.

* * *

One of the common causes of complaint of young men against their employers is that they "do not give them enough liberty;" sometimes it is called "sufficient lee-way." This may often appear so to the young man, but he must remember that this question is capable of being looked at from two points of view. The right to act and think for one's self is a just prerogative, and I am ready to concede that employers sometimes withhold this right too long from young men. But young men must remember that what is one's own, and has perhaps been acquired by years of the hardest kind of self-denial and work, is very precious to a man, and he must not be blamed when he is zealous over it. Authority is a good thing to invest in the right hands, but it is a most dangerous kind of a thing in the hands of the inexperienced. When a young man has proven his worth in a position, I think he ought to be gradually vested with authority. Responsibility unquestionably makes men. The right kind of a young man will respect and endeavor to meet the responsibility placed upon him. But young men are, as a rule, too impatient for this trust. They want it too soon. The most difficult thing in business is to do what one is told to do, and stop there. We are all apt to believe that we can improve on somebody else's idea. Now, a young man starting in business is at first paid to do, not to think. His employer will do the thinking; he must do the carrying out part. If it was intended that he should think, he would not be paid six hundred dollars. Men employed to think are paid more

than clerks are. Let a young man in business show that he is capable of carrying out the wishes of his employer, and he demonstrates a most valuable quality. To do a thing precisely as one is told to do it is the first step to success. When the employee has served a term of probation, then can he hope to be given a more individual grasp of the reins. The young man is wise who at the start is content simply to sit beside the driver and learn the art of driving.

On the side of the young man's argument, I am free to believe that employers are not always sufficiently willing to transfer authority. The full worth of a young man's business capacities can never be tested until he has had an opportunity to "stand on his own bottom," as the saying is. That chance he should be given, and the employer is not fair who withholds this right. It is as a young man that the capable business man is moulded both to know the value of responsibility and how to carry it. If responsibility is withheld he becomes a machine of no use to himself and of precious little value to his employer. I think appeals to the honor and self-reliance of the young man are rarely frequent enough in the business world.

* * *

I have a deal of sympathy with the young man in business between the age of twenty and twenty-five. There is not a more trying point in his life. He is neither one thing nor the other. He is in constant friction between his own belief that he is capable, and his employer's belief that he is young and therefore inexperienced. Say what we will, to be a very young man, and in business, is nothing more or less than a positive misfortune. No matter how much older he may be in judgment than his years, his opinion is not considered worthy of respect. "He is young," and that is the sum and substance of it. Try as he may, he cannot overcome the prejudice of business men against the judgment of men younger than twenty-five or thirty. It is unquestionably true that a young man's judgment cannot amount to much before twenty-five, and it is a period of our experience that we must all pass through. At the same time, I think employers are apt to make this too manifest with young men, and thereby do much to dampen their spirits and stamp out natural ambitions. It is true that a young man at twenty-five very often resents mere encouragement. It is patronage he seeks. And I believe there is possible a happy commingling of the two which, if more generously extended, would be mutually advantageous. It is cruel to make a young man feel that he is a cipher in the business world. He cannot be a factor: that I grant. At the same time there lies between the two extremes a happy medium, the giving of that encouragement that seems patronage even if it does not absolutely partake of it. What, in short, I wish to bring before employers is the importance of recognizing more directly this trying point in a young man's life in the business world, and the advantage of making it less difficult for him to pass through that period. It is, surely, not too much to ask of business men that they shall remember their own young manhood,

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

There are a great many Butter Crackers on the Market—only one can be best—that is the original

Muskegon Bakery Butter Cracker.

Pure, Crisp, Tender, Nothing Like it for Flavor. Daintiest, Most Beneficial Cracker you can get for constant table use.

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Other
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Muskegon Toast,
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Iced Cocoa Honey Jumbles,
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ALWAYS
ASK
YOUR
GROCER
FOR
MUSKEGON
BAKERY'S
CAKES and
CRACKERS

United States Baking Co.

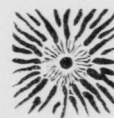
LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

Our Name

Would denote our line of business to a stranger. It is multum in parvo. Everyone should know that we are



Manufacturers of Confectionery.

and wholesale dealers in lemons, oranges and bananas and that our trademark is a guarantee of purity and general excellence. Dealers in our lines of goods are fast finding out that We Are The People.

Your orders solicited.

The Putnam Candy Co.

and observe the spirit of the golden rule of doing unto others as we would that others had done, or did, to us. I fear, sometimes, that we are apt to forget the helping hand extended to us in our struggling days, when we are asked to give somebody else a lift.

* * *

The moral responsibility for those in our employ is one which too many employers are all too willing to shirk or fail to recognize. To speak of it generally means to be accused of an indulgence in cant. At the same time I feel that it enters particularly into the career of a young man. The fact of the matter is, to put the truth plainly, too many employers ask their employes to be nothing more nor less than liars. Scores of young men daily fight the battle between an adherence to the principles of the home and those they are asked to represent in business. As an office boy, I had the most perfect training possible to become an accomplished liar. I was told, at least half a dozen times a day, to say to callers that my chief was out when he was in. At home, I was taught that truthfulness and honesty were the current coins in business. And yet, day after day, I was shown the falsity of it by my employer. I refused to lie for myself, and yet I was compelled to lie for another. When I became a copyist, it was asked of me to write letters which I knew to be absolutely contrary to existing facts. And yet I was in the employ of one of the largest corporations in the world and one of honorable repute. My direct chief was a man esteemed alike in business and social circles. He was, too, a recognized pillar in the church. The result was, as I can see now, that I formed an entirely wrong conception of the true and best methods of business. It was not long before I became delightfully skillful at the art of misrepresentation. In my second position, I found it was necessary for me to unlearn what I had learned in my previous post. My lines were thrown, most fortunately for me, with a man to whom integrity was more than policy. From him I learned healthful lessons; at his side I started. His influence happily was strong upon me, and the respect he commanded from me at that time has remained with me ever since. He taught me so well that, although more than fifteen years have passed, the lessons I learned from him are as fresh with me to-day and are as pleasant and profitable to recall as when I was his rather amateurish stenographer, and, as I liked to believe, his private secretary. I can recall now that he never treated me as a boy, but always gave me that feeling that I had the instincts of a man which some day I would be destined to realize. He had faith in me, and he did not hide in from me. Step by step, he remained at my side, graduating me from one position to another, until he felt I had found my proper atmosphere. His hand always steadied me; his influence, I felt, was never far from me. And to-day, if I have one feeling more thoroughly satisfactory than any other, it is that the adviser of my boyhood, and my friend of to-day, Mr. Clarence Cary, of New York, believes that his confidence in me was not misplaced.

This, I think, is the recollection a young man should be able to carry with

him through life of his employer. It rests with the employer to make it possible.

* * *

Among other causes of complaint that I have heard expressed by the young business man is the one that favoritism is shown in commercial establishments in the freer and larger opportunities given to relatives, and the tendency to fill important positions by outsiders. But the young man must never overlook the important fact that true ability counteracts this objection. Few employers are so blind to their own interests that they will allow the mere question of favoritism to stand in the way of the success of their business affairs. This would not be practical, and if business men are anything at all they are practical. Behind what is commonly accepted as the favor of an employer is frequently something more than may be seen on the surface. It is generally easier to raise the cry of favoritism than it is to prove it. And where favoritism is shown the remedy to the one who suffers from it is in his own hands. As a rule—although, of course, there are exceptional cases—the cry of favoritism in business has about as much basis as the cry that there are cliques in the editorial departments of magazines to shut out the unknown author of talent.

The complaint of precedence given to relatives in business houses is true only in the minority of instances. Where it is true, a young man will serve his best interests by seeking other connections. But before he does so he will be wise if he first makes certain if precedence is given on the ground of relationship. Opposed as I am personally, on general principles, to relations being associated in business, there must, I know, always be cases where their introduction will be both just and proper.

The lack of the civil service system of promotion is perhaps the more weighty and warranted of the trio of objections. An employer cannot be more unfair to his employes than when a position of importance opens and he goes outside of his own business to fill it. Nothing is more discouraging to the ardor and zeal of an ambitious young man than the discovery of such a tendency in the policy

of a house by which he is employed. Of course there are cases where a position becomes vacant and it is impossible to graduate a subordinate into it. But, I believe, that, so far as possible, civil service reform rules should be prevalent in business houses. At the same time, there is this to be said on the employer's side. No employer will intentionally go out of his way to fill a position if he feels he can fill it with some one of his employes. Only a man blind to his own interests would do that.

* * *

This whole subject, even when one attempts to discuss it from the standpoint of the employer, comes back to the young man himself after all. If he has ability, if he becomes a factor in the success of business, he can be tolerably sure of good treatment at the hands of his employer. Genuine talent is not such a drug in the business market that any employer will slight it when he finds it. But when a young man finds his lines cast with an unjust employer, a man who refuses to pay a proper equivalent for services rendered, then, as I have said before, the remedy lies in his own hands, and the sooner he applies it the better. But young men are, in many cases, apt to be altogether too impulsive and often fancy injustice where it really does not exist. In the impulsiveness of youth lies its chief danger. Some young men desire to get along too fast, mindful only of the present and forgetful of the future. The result is that again and again certainties are given up for uncertainties, which is always unwise except under special and exceptional circumstances. When a young man finds that he is either in the wrong position, or under an employer whose principles he cannot respect, it is far better for him to work along, doing his work so well that he will attract attention to himself from other sources. Opportunities will come to him fast enough if he proves himself worthy of them. He can measure these chances at his leisure and select the one which he believes is best adapted for his special talents. A young man in a position is infinitely more likely to receive an offer than the young man who is out of one. Many a young man has been misled by offers made him while occupy-

ing a position, only to learn when he had resigned that position, that the same desire to secure his services was not present.

I believe a young man should, so far as it is possible, secure the position which he thinks he can fill most acceptably to himself and his employer, and then stick to it. Constant changing from one position to another disturbs the confidence of men in a man. To him is quickly applied the old proverb of a "rolling stone." The fewer changes a young man makes in his business career the better. At the same time he should not be blind to any opportunities which may offer, to better himself. But let him be certain that a change will mean an advantage. Conservatism, born of prudence and careful thought, is a tremendous element in business success, and to none is it more of an element than to a young man.

Earnestness of purpose, honesty in dealings, uprightness in principle; with a willingness to work and talents propelled by energy, and no young man to-day need fear of final success. It may not come at once. He may not find the right place the first time. He may not just find the employer best suited to his development in the first place in which he finds himself. But the country is large, and opportunities exist on every hand for the right sort of a young man. He need have no fear of finding inadequate recognition at the hands of his employer. Let him demonstrate that he deserves recognition, and he will find that not only all things, but the very best of things "comes to him who waits," and he had better add to that proverb "and works."

The American employer stands ready to pay all that the American employe is capable of earning. EDWARD W. BOK.

Only Twenty-five Dollars.

If you are thinking of purchasing a cash register, send to G. Gringhuis, 403 West Bridge St., Grand Rapids, for a Rhodes' register on ten days' trial before purchasing elsewhere. It is the most complete cheap cash register in the market. It will record three or more lines or departments and each salesman's sales, which cannot be done on any other register.

THEY ALL SAY

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

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

THE VALUE OF PUNCTUALITY.

An old proverb says that misfortune is next door to stupidity; and we might add thereto, that stupidity is the antipodes of punctuality. Forgetfulness is the legitimate offspring of stupidity, and the progenitor of negligence. A forgetful man is a stupid man; and his forgetfulness is no palliation for the evil effects of his stupidity; neither will it screen him from the charge of contributory negligence. Such a man is never punctual and, consequently, never reaches success as a business man. It is recorded that Washington once said to his secretary, when the latter was excusing himself for his late attendance by laying the blame on his watch: "Then you must get another watch, or I another secretary."

There can be no excuse for the business man who lacks punctuality. If the injurious effects of his uncertain habits were confined to himself it would make but little difference to the business world; but every business man with whom he comes in contact in the regular course of business is made to suffer likewise. Such a man is the perpetual cause of unnecessary friction in the business ranks. He is like a balky horse in a procession—when he stops he brings everything to a standstill behind him, and when he starts, he goes off with a jerk just as unexpectedly, causing an extra strain in the rear for a recovery, and injuriously stimulating those in front. His irregularities affect the whole line—those next to him, fore and aft, being subjected to greater annoyance than those farther removed.

The man who is not punctual in meeting his engagement, is a general disturber of the peace and serenity of others. He throws everybody into a state of feverish impatience, from time to time, with whom he comes in contact, either socially or in a business way. He is systematically late, never meeting an engagement exactly at the appointed time. If he were only regular in his irregularity like a bad time piece that is set on time in the morning, but during the day loses a certain number of minutes per hour, business men having occasion to transact business with him might by a little computation, arrange a time table which would save them much time, annoyance and loss arising from broken engagements. But the unpunctual business man is not so governed in his movements; like the watch he is a bad time keeper; but, unlike the watch, we have no means of protecting ourselves from the pernicious effects of his unreliability. We find him fifteen minutes slow to-day, thirty minutes slow to-morrow, and the day after he surprises us by being ten minutes fast. Once in a great while we find him exactly on time, but when such is the case it is purely accidental.

A successful business man always estimates time according to its true value, and he never forgets that time is (or ought to be) just as valuable to other business men as it is to himself. His word is as good as his bond, and when he makes an engagement to meet another at a particular place or at a particular time, he considers the contract binding. He realizes, with a keen sense of honor, that the time so engaged is no longer at his disposal; he has parted with it upon mutual consideration, and can no more retain it for other purposes

or promise it to others without committing a breach of good faith, than he can retain for his own use, or for the use of others, any other thing of value which he has already disposed of. If every business man who recognizes such a thing as honor would seriously consider this question in the light presented above there would be less confusion resulting from broken promises in matters of business engagements than there is at present.

The punctual man has no use for excuses. He arrives at the depot before the train leaves; he mails his order, check, or acknowledgment before the box is closed; he makes his deposit before the bank closes; he never allows his own paper to become marred with the protesting marks of a notary through his own carelessness; his bank account is never overdrawn, and he does not wait for the presentation of a draft to be reminded that a bill has matured. No, the punctual man has no excuses to offer. He offers promptitude in action instead, thus removing all conditions conducive to the breeding of excuses.

It would seem unnecessary, at least, to state in an article intended for publication in a journal read exclusively by business men, that a man in order to make a success of business, must establish and maintain an unimpeachable credit; and yet when we examine the records of business men all around us—men who are evidently anxious to succeed, we are inclined to doubt whether, after all, this proposition plain, simple and self-evident as it is, is really endorsed by business men generally. The actions of many of these men would indicate, certainly, that they either did not consider the maintenance of an untarnished credit essential to success, or that they did not know how to maintain such a credit. Every business man with the slightest degree of business acumen ought to realize that the first signal of danger—the little cloud no larger than a man's hand that betokens the gathering of the dark clouds of adversity just beneath the horizon, is the first impairment of credit. The storm may be averted, but even then it will require time and the utmost diligence to remove the impress left behind it. In no branch of business is an impairment of credit so disastrous as in the banking business. Punctuality is the banker's key-note, and the first intimation of a failure to meet an obligation promptly brings an avalanche of creditors and depositors down upon the concern, and if the vaults are not inexhaustible, it will be compelled to succumb to the demands of a confidence-shaken public.

A business man should guard his credit as he does the apple of his eye. The exercise of punctuality is the only way to establish and maintain a credit that will be the passport to success.

The exercise of punctuality demands a free and easy condition of solvency—that is, all emergencies which arise from time to time in the ordinary course of business must be provided for and carefully guarded against, so that every engagement and obligation entered into may be met and performed at the time and in the manner agreed upon. This means that a man who desires to make a success of his business ought never to assume an obligation, trusting to blind luck, or some unforeseen conditions to arise, for the means to meet it. Such

an act jeopardizes credit, places barriers in the way of the exercise of punctuality, and converts business into a mere game of chance.

E. A. OWEN.

New England Grocery Notes.

A. C. Dowse in American Grocer.

In a certain village near Boston every grocery store save one is closed every Thursday afternoon this summer. That one gets the transient trade—but does it pay? The other grocers and most of the people answer "No."

Grocers should never settle cases with embezzling clerks; neither should they give employment to a clerk who has wronged another merchant. I have known grocers to hire a clerk, knowing he had stolen from another, and I have seen those grocers served right by losing at the hands of the self same clerk.

A cigar dealer tells me that during the past six months the call for five cent cigars—six for a quarter—has greatly increased, while the inquiry for ten-cent cigars has correspondingly decreased. He says he sells very few "three for fifty cents" cigars in these days. I recently heard a prominent grocery jobber remark that he always bought two cigars for a quarter—the twenty-cent one he smoked and the five-cent one he gave to a "friend."

"I believe" said a Boston grocer to me, "that the time has gone by when it is absolutely necessary to keep your store open late every night. It's nonsense. People are being educated to buy their goods in the day time, and not at night. I propose this coming fall to close at least four nights during the week. I don't intend to watch my neighbors. It doesn't make any difference to me what they do, and I believe in being independent. By closing early you are saving your fuel, your light, and, better than all, you save your clerks and your cashier; and their services are worth a great deal more to you every day in the week if their hours are shorter."

James Eagan, one of the large grocers of Pittsfield, Mass., has been the victim of a trusted clerk who has left the city. The amount of the embezzlement is said to be \$3,000. It seems that this clerk had formerly been in business for himself but entered Mr. Eagan's employ three years ago. He began his stealing almost at once. He had charge of the store's best paying route, and worked it very shrewdly to his own advantage. A year ago Mr. Eagan learned that despite his big business he was losing money but not until last May did he learn the cause. He presented a bill to a customer and ascertained that it had been paid to the clerk and the money never paid in. Here is where Eagan made his mistake—he didn't arrest the clerk but got a lawyer to make the clerk settle. The clerk agreed to settle, but instead left the city, leaving behind a wife and three children. Probably he is now working for another grocer in another State. His name is Barney Curley.

If He Has the Nickel.

Inventor—I have a machine that will make our fortune now. It's a slot machine with a new attachment. All I want is money to set up a lot of 'em along Wall street.

Capitalist—But what does it do?

Inventor—When a man loses money all he has to do is to back up to the machine, drop a nickel in the slot and it will kick him.

Use Tradesman Coupon Books.

FRESH MEATS.

BEEF.	
Carcass.....	5 @ 6
Fore quarters.....	3 @ 4
Hind quarters.....	7 @ 8
Loins No. 3.....	8 @ 10
Ribs.....	6 @ 8
Rounds.....	6 @ 6 1/2
Chucks.....	3 1/2 @ 4
Plates.....	3 @ 3 1/2
PORK.	
Dressed.....	6 @ 6 1/2
Loins.....	8 1/2
Shoulders.....	7
Leaf Lard.....	9 1/2
MUTTON.	
Carcass.....	5 @ 5 1/2
Lambs.....	7 @ 7 1/2
VEAL.	
Carcass.....	5 1/2 @ 6

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.....	5 1/2	6	7
" H. H.....	6	7	
" Twist.....	6	7	
Boston Cream.....	8 1/2		8 1/2
Cut Loaf.....			
Extra H. H.....	8 1/2		
MIXED CANDY.			
	Bbls.	Palls.	
Standard.....	5 1/2	6 1/2	
Leader.....	5 1/2	6 1/2	
Royal.....	6 1/2	7 1/2	
Nobby.....	7	8	
English Rock.....	7	8	
Conserves.....	7	8	
Broken Taffy.....	7 1/2	8 1/2	
Peanut Squares.....	7 1/2	8 1/2	
French Creams.....	9	10	
Valley Creams.....	9	10	
Midget, 30 lb. baskets.....		8 1/2	
Modern, 30 lb. ".....		8 1/2	
FANCY—In bulk			
		Palls.	
Lozenges, plain.....		8 1/2	
Chocolate Drops.....		9 1/2	
Chocolate Monumentals.....		12 1/2	
Gum Drops.....		10	
Moss Drops.....		7 1/2	
Sour Drops.....		8 1/2	
Imperial.....		10	
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops.....	50		
Sour Drops.....	50		
Peppermint Drops.....	60		
Chocolate Drops.....	75		
H. M. Chocolate Drops.....	80		
Gum Drops.....	40		
Licorice Drops.....	1.00		
A. B. Licorice Drops.....	80		
Lozenges, plain.....	60		
" printed.....	65		
Imperial.....	60		
Mottos.....	70		
Cream Bar.....	55		
Molasses Bar.....	55		
Hand Made Creams.....	85 @ 25		
Plain Creams.....	80		
Decorated Creams.....	90		
String Rock.....	60		
Burnt Almonds.....	1.00		
Wintergreen Berries.....	60		
CARAMELS.			
No. 1, wrapped, 2 lb. boxes.....	34		
No. 1, " 3 " ".....	51		
No. 2, " 2 " ".....	28		
ORANGES.			
Fancy Seedlings, 96s.....			
Sorrentos, 160s.....			
Rodis, 200s.....			
LEMONS.			
Choice 300.....	4 50		
Extra choice 300.....	4 50		
Extra fancy 300.....	5 00		
Extra fancy 360.....	5 00		
BANANAS.			
Large bunches.....	2 00		
Small bunches.....	1 25 @ 1 50		
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8b.....	@ 13 1/2		
" " 30b.....	@ 13 1/2		
" extra " 14b.....	@ 15		
Dates, Fard, 10-lb. box.....	@ 7		
" " 50-lb. ".....	@ 5 1/2		
" Persian, 50-lb. box.....	@ 5		
" 1 lb Royals.....	@ 7		
NUTS.			
Almonds, Tarragona.....	@ 16		
" Ivaca.....	@ 15		
" California.....	@ 2		
Brazilis, new.....	@ 8		
Walnuts, Grenoble.....	@ 12 1/2		
" French.....	@ 10		
" Calif.....	@ 13 1/2		
Table Nuts, fancy.....	@ 11		
" choice.....	@ 11		
Pecans, Texas, H. P.....	@ 7 1/2		
Chestnuts.....			
Hickory Nuts per bu.....			
Cocoanuts, full sacks.....	4 00		
PEANUTS.			
Fancy, H. P., Suns.....	@ 5 1/2		
" Roasted.....	@ 7		
Fancy, H. P., Flags.....	@ 5 1/2		
" Roasted.....	@ 7		
Choice, H. P., Extras.....	@ 4 1/2		
" Roasted.....	@ 6		
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene.....	8 1/2		
XXX W. W. Mich. Headlight.....	7		
Naptha.....	@ 6 1/2		
Stove Gasoline.....	@ 7 1/2		
Cylinder.....	@ 26		
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, hens.....	6 @ 7		
" Toms.....	5 @ 6		
Fowls, hens.....	82 @ 3 1/2		
" roosters.....	5 @ 6		
Broilers, 1 1/2 to 2 lbs.....	@ 10		
" 2 to 2 1/2 lbs.....	10 @ 11		
DRAWN.			
Turkeys.....			
Chickens.....			
Fowl.....			
Ducks.....			
Geese.....			
UNDRAWN.			
Turkeys.....			
Chickens.....			
Fowls.....			
Ducks.....			
Geese.....			

Drugs & Medicines.

State Board of Pharmacy

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
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President, Walter K. Schmidt; Sec'y, Ben. Schrouder

THEORY VERSUS PRACTICE.

In the classical dispute as to the relative value of practice and theory in the every-day vocation of the pharmacist, the older practical men who are skilled in the mechanical manipulations necessary to the manufacture of pills, plasters, suppositories, etc., have been firm adherents of practice, renouncing theory; while the latter generation of pharmacists, especially the college men, assert that the pharmacist, to be successful as a professional man, must possess huge amounts of theory. This disparity of ideas must naturally prevail between the two extreme classes of pharmacists; they would indeed have a poor opinion of their calling did they not hold decided opinions—opinions corresponding to their equipment as pharmacists.

It is a fact beyond dispute that practice is an essential feature of pharmacy, and according as the pharmacist is skilled in practical manipulations does his success, in a large degree, depend. The recent college graduate, with his cranium packed full to overflowing with theoretical ideas, finds it hard to come down to the level of practice, and rather considers it an insult to his excellent education to be compelled to learn how to make a well formed suppository with his fingers. But gradually his lofty ideas vanish, or are curbed, as he finds that without a certain amount of practical deftness he is almost useless in his profession.

The value of practice can certainly not be over-estimated, for it is the little points here and there relative to this drug or that preparation, and the knowledge of an unlimited number of little things that can only be learned by practice, which add largely to the efficiency of the pharmacist. He must be able to make pills of absolute uniformity, proper adhesiveness, and markedly spherical in shape, else their downward passage and therapeutic value will be uncertain; to dispense ointments, the medicinal ingredients of which shall be evenly distributed and finely divided, lest a lumpy, unsightly ointment, mayhap one capable of producing irritation, result; to spread plasters evenly, and of proper consistence, lest their adhesive properties be injured; skillfully to wield his pestle in forming emulsions, lest no emulsion result—instead, an unsightly "cracked" mixture; to form suppositories of such shape and consistence that their insertion and medicinal value will be assured; to percolate properly drugs and powders so that their valuable constituents are secured with the least possible menstruum, if desired, and a preparation of elegance result, and last, but certainly not the least, he must be a capable business man, else his failure financially is assured.

But while it is true that these things can only be learned by practice, does it prove that theory is worthless in pharmacy?

A man may be a pharmacist without possessing any theoretical knowledge; but that fails to prove that he would not be a vastly better one, and his success professionally be very much greater, did he command the theory necessary to a proper understanding of the articles under his supervision, their origin, properties, doses, incompatibilities, chemical peculiarities, tests of character and identity; and the knowledge that will enable him to act with judgment and accuracy in cases of emergency—to be able to think for himself and not be compelled to have recourse to his books every time something out of the ordinary presents itself.

But even suppose he desires to look up something in the Dispensatory, Pharmacopœia or other work of reference, how much would he assimilate of the matter found in these works unless he had a pretty good understanding of the theory underlying pharmacy and its allied branches? How much would he accomplish in reading in the U. S. P. an official description of a leaf, for instance, desiring to become familiar with its form and its possible adulterants, if he did not understand more or less of botany, its teachings and nomenclature?

Assuredly theory is as essential as practice, and the trained, educated pharmacist must be theoretical to a large degree.

Potassium chlorate must be known to him as something more than a white crystalline salt much prescribed by physicians in certain affections of the throat. He should be aware that it is a compound of potassium, chlorine, and oxygen; that potassium is a metallic element, occurring plentifully and belonging to the alkaline group of metals; that chlorine is a non-metallic element and a deadly gas, which, if set free from any of its compounds and inhaled, produces disastrous results; that oxygen is also a non-metallic element of widespread and abundant occurrence, a gas, a strong supporter of combustion, and the essential constituent of all vegetable and animal life; that in this compound the chlorine and oxygen are linked together as a compound radical presenting one free bond of affinity, which unites with the monad atom of potassium to form potassium chlorate, a satisfied compound; and that this salt readily gives up its oxygen when brought in forcible contact with readily oxidizable substances, producing oxidation and combustion. Minus this knowledge he will stand, metaphorically speaking, with one foot in his future resting-place, when some horse-doctor desires equal parts of potassium chlorate and sulphur powdered and intimately mixed together. He ought likewise to know thoroughly every article in his store, and that requires something more than practice.

It is theory which has brought pharmacy forward into the front rank among the professions; without theory, pharmacy would have remained merely a trade or business.

Theory it is which assists the pharmacist in judging quickly and correctly as to the compatibility of the several ingredients of a prescription, and enables him to so dispense it as to avoid the formation of new and sometimes dangerous

compounds; which gives him a knowledge of the various drugs, chemicals and alkaloids daily prescribed by the physician; which underlies all original research, and to which all startling discoveries in the chemical and pharmaceutical world are due.

But, essential as theory certainly is, it is almost worthless divorced from practice. A pharmacist may possess all the theory in existence, but unless he can practically apply it with success it is of no earthly use to him. If he must command only one, to the almost total exclusion of the other, then let the one be practice, for without practice a man is certainly incapable of following pharmacy as a calling. But the merely practical man can never hope to be considered a professional pharmacist, for the latter should be thoroughly acquainted with, and fully aware of, the hidden forces and dangers that lurk in every drug and chemical in his store.

Hence we plainly see that it is not practice that makes the able pharmacist, nor does theory produce the desired result; but it is the blending of the two in proper proportion that marks the pharmacist of ability the world over. Either alone is like an engine without the motive power, steam; combine them, and power, strength and ability result.

A good, thorough training in the store, preceded by a substantial preliminary education—a high-school course, at least—and followed by a reasonable season of theoretical study interspersed with practical experiment, cannot fail properly to qualify the earnest student, who cares to learn and has a just regard for his chosen calling, to become in time a pharmacist of ability, capable of fulfilling his duties to the credit of his profession.

HARRY B. MASON.

Discretion in the Pharmacy.

It is not likely that any veteran pharmacist needs warning that a loose tongue may be the source of mischief. He has doubtless learned from personal experience or observation of another's disaster that a man cannot prattle freely in a drug store without coming to speedy grief. But the admonition that silence is golden in the retail drug business will not be wasted on the younger men. The complaint is too frequently made that the babbler is abroad; that delicate secrets revealed by the prescription or other agency are frequently bruited about, to the mortification of the patient and the disgust of the physician; that some drug stores are centers of gossip, whence Mrs. Grundy obtains her choicest morsels of scandal.

The young clerk cannot be too soon impressed with the fact that the prattler in the drug business is worse than a knave—he's a fool. He not only violates a common principle of honor and decency toward the people who confide in his discretion, but actually chooses the most effective means of self-ruin. It would be hard to conceive of a more certain method for repelling custom and destroying reputation than a loose, babbling tongue. The druggist might just as wisely turn his store into a smallpox hospital or a cholera barracks as tolerate on his premises an assistant possessed with the itch of speech—one of those half unfortunate, half contemptible creatures who cannot restrain an inborn propensity to tell all they know.

Most men seldom, and druggists never, regret having spoken too little.

Stamp Worth More Than the Medicine.

A well-known druggist writes: "I was surprised the other day when a gentleman came into my place of business and called for Helmbold's Rose Wash, or Helmbold's Buchu, put up in the old style. I told him I had none. He said he would buy what I had and give me a good price. Later he told me he had succeeded in buying some, and had sold the proprietary stamp for \$16. Some time after the war the Government issued a large number of revenue stamps for proprietary medicines, toilet articles, etc. Some fifty or sixty of the proprietary medicines had special stamps, and these are very valuable. They have a regular catalogue price. Anything over four cents is worth considerable money. I allude only to the Government proprietary stamp."

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 90	10 2
2 oz.	1 20	12 6
4 oz.	2 00	22 8
6 oz.	3 00	33 0

Seely's Vanilla

(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 2
2 oz.	2 00	21 6
4 oz.	3 75	40 80
6 oz.	5 40	57 60

Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

SEELY MFG. CO., Detroit, Mich.

Drug Stock for Sale.

The Right Place for

The Right Man.

The Right Goods for

The Right Place.

The Right Price if taken at

The Right Time.

That means now. Call or write and see if this is not right.

Will Z. Bangs, Prop. of Magi Celery and Pine Cones.
GRAND RAPIDS, MICH.



WHAT
IS
TWO
CENTS

TO AN OLD CUSTOMER

or

TO A NEW CUSTOMER

or

To YOU for that matter.

Try giving away a few of our advertising fans this hot weather. Samples sent to responsible parties.

TRADESMAN COMPANY,
Grand Rapids, Michigan.

Advanced— Declined—

Morphia, S. P. & W.	2 06	2 30	Seidlitz Mixture.....	2 20	Linseed, bottled.....	59	62
" C. O. S. N. Y. Q. &	1 90	2 30	Sinapis.....	2 18	Neat's Foot, winter		
Moschus Canton.....	2 40		" opt.....	2 30	strained.....	65	70
Myristica, No 1.....	65	70	" Voeg, Macaboev, De	2 35	Spirits Turpentine.....	37	40
Nux Vomica, (po 30).....	2 10		" Voeg.....	2 35			
Os. Sepia.....	15	18	Snuif, Scotch, De Voos	2 35	PAINTS.	dbl.	lb.
Pepsin Saac, H. & P. D.			Soda Boras, (po. 11).....	10	Red Venetian.....	1 14	2 24
" Co.....	2 20	00	Soda et Potass Tart.....	2 42	Ochre, yellow Mars.....	1 14	2 24
Pilsa Liq. N. C., 1/2 gal			Soda Carb.....	1 14	" Ber.....	1 14	2 24
doz.....	2 20	00	Soda, Bi-Carb.....	2 5	Putty, commercial.....	2 14	2 24
Pilsa Liq., quarts.....	2 10	00	Soda, Ash.....	3 14	" strictly pure.....	2 14	2 24
" plnts.....	2 85		Soda, Sulphas.....	2 4	Vermilion Prime Ameri-		
Pli Hydrarg, (po. 80).....	2 50		Spts. Ether Co.....	50	ican.....	13	16
Piper Nigra, (po. 22).....	2 1		" Myrcia Dom.....	2 25	Vermilion, English.....	65	70
Piper Alba, (po 25).....	2 1		" Myrcia Imp.....	2 30	Green, Peninsular.....	70	75
Pils Burgun.....	2 7		" Vini Rect. bbl.		Lead, red.....	6	2 54
Plumbi Aca.....	14	15		2 31	doz white.....	6	2 54
Pulvis Ipecac et opil.....	1 00	20	Less 5c gal, cash ten days.	2 41	Whiting, white Span.....		2 70
Pyrethrum, boxes M			Strychnia Crystal.....	1 40	Whiting, Gliders.....		2 96
" P. & D. Co., doz.....	3 1	25	Sulphur Subl.....	2 34	White, Paris American		1
Pyrethrum, pv.....	20	30	" Roll.....	2 24	Whiting, Paris Eng.....		1 40
Quassiae.....	8	10	Tamarinds.....	8	Universal Prepared.....	1 00	1 15
Quinia, S. G.erman.....	3 14	65	Terebenth Venice.....	28	Swiss Villa Prepared		
" S. German.....	27	37	Theobromae.....	45	Paints.....	1 00	21 20
Rubia Tincturum.....	12	14	Vanilla.....	9 00			
Saccharum Lactis pv.....	12	14	Zinc Sulph.....	7			
Salicin.....	2 10	25		8	VARNISHES.		
Sanguis Draconis.....	40	50			No. 1 Turp Coach.....	1 10	21 20
Sapo, W.....	12	14	OILS.		Extra Turp.....	16	21 70
" M.....	10	12	Whale, winter.....	70	Coach Body.....	2 75	23 00
" G.....	10	12	Lard, extra.....	80	No. 1 Turp Furn.....	00	21 10
			Lard, No. 1.....	42	Extra Turp Damar.....	1 55	61 00
			Linseed, pure raw.....	55	Japan Dryer, No. 1		
				59	Turp.....	70	75

HARRY'S ROOT BEER

HAZELTINE & PERKINS DRUG CO.
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6 00 Jastor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00	Apricots. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 10 F. & W. Blackberries 90 Cherries 1 10 2 25 Pitted Hamburg 1 50 White 1 50 Erie 1 25 Damsons, Egg Plums and Green Gages 1 20 California 1 40 Common Gooseberries 1 25 Peaches 1 10 Pie 1 10 Maxwell 1 50 Shepard's 1 50 California 1 60 1 75 Monitor 1 20 Oxford 1 20 Pears 1 25 Domestic 1 25 Riverside 1 75 Common Pineapples 1 00 1 30 Johnson's sliced 2 50 " grated 2 75 Booth's sliced 2 50 " grated 2 75 Quinces 1 10 Common Raspberries 1 10 Black Hamburg 1 40 Erie, black 1 25 Strawberries 1 25 Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Blueberries 85 Corned beef Libby's 2 10 Roast beef Armour's 1 80 Potted ham, 1/4 lb. 1 25 " 1/2 lb. 70 " tongue, 1/4 lb. 1 35 " 1/2 lb. 75 " chicken, 1/4 lb. 95 Vegetables 1 00 Beans 1 15 Hamburg stringless 1 15 " French style 2 00 " Lima 1 35 Lima, green 1 25 " soaked 70 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn 1 25 Hamburg 1 25 Livingston Eden 1 30 Purity 1 30 Honey Dew 1 40 Morning Glory 1 40 Soaked 75 Peas 1 30 Hamburg marrofat 1 30 " early June 1 50 " Champion Eng. 1 40 " petit pois 1 40 " fancy sifted 1 90 Soaked 65 Harris standard 75 VanCamp's marrofat 1 10 " early June 1 30 Archer's Early Blossom 1 25 French Mushrooms 2 15 French Pumpkin 1 25 Erie Squash 75 Hubbard Succotash 1 15 Hamburg 1 40 Soaked 80 Honey Dew 1 50 Erie 1 35 Tomatoes 1 35 Hancock 1 00 Excelsior 1 00 Eclipse 1 00 Hamburg 1 00 Gallon 1 00 CHOCOLATE. Baker's 23 German Sweet 37 Premium 37 Breakfast Cocoa 43 CHEESE. Amboy 10 Acme 9 1/4 Lenawee 9 Riverside 9 1/4 Gold Medal 8 1/4 Skim 5 07 Brick 15 Edam 1 00 Leiden 22 Limburger 25 Pineapple 25 Roquefort 25 Sap Sago 20 Swiss 24 Schweitzer, imported 24 domestic 24	CATSUP. Blue Label Brand 2 75 Half pint, 25 bottles 4 50 Pint 3 50 Quart 1 doz bottles 1 35 Triumph Brand 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes 40 24 5 COCOA SHELLS. 35 lb bags 23 Less quantity 23 1/2 Pound packages 6 1/2 27 COFFEE. Green 18 Rio 19 Fair 19 Good 20 Prime 21 Golden 21 Peaberry 23 Santos 19 Good 20 Prime 21 Peaberry 23 Mexican and Guatemala 21 Fair 21 Good 22 Fancy 24 Maracaibo 23 Prime 23 Milled 24 Interior 25 Private Growth 27 Mandehling 28 Mocha 25 Arabian 28 Roasted 28 To ascertain cost of roasted coffee, add 1/4 c. per lb. for roasting and 15 per cent. for shrinkage. Package. McLaughlin's XXXX 32 80 Bunola 32 30 Lion, 60 or 100 lb. case 32 80 Extract. Valley City 1/4 gross 75 Felix 1 15 Hummel's, foll. gross 1 65 tin 2 85 CHICORY. Bulk 5 Red 7 CLOTHES LINES. Cotton, 40 ft per doz 1 25 " 50 ft 1 40 " 60 ft 1 60 " 70 ft 1 75 " 80 ft 1 90 Jute 85 72 ft 1 00 CONDENSED MILK. 4 doz. in case. N. Y. Condensed Milk Co's brands Gall Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Dime 3 35  Peerless evaporated cream 5 75 CREDIT CHECKS. 500, any one denom'n 83 00 1000 5 00 2000 8 00 Steel punch 75	COUPON BOOKS. 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PICKLES.

Medium.	
Barrels, 1,300 count.	24 00
Half bbls, 600 count.	22 50
Small.	
Barrels, 2,400 count.	5 00
Half bbls, 1,300 count.	3 00

PIPES.

Clay, No. 216.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20

POTASH.

48 cans in case.	
Babbitt's.	4 00
Penna Salt Co.'s.	3 00

RICE.

Domestic.	
Carolina head.	6
" No. 1.	5 1/2
" No. 2.	5
Broken.	4
Imported.	
Japan, No. 1.	5 1/2
" No. 2.	5
Java.	6
Patna.	4 1/2

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	8
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboyna.	22
" Zanzibar.	11 1/2
Mace Batavia.	30
Nutmegs, fancy.	75
" No. 1.	25
" No. 2.	60
Pepper, Singapore, black.	10
" white.	30
" shot.	16

Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	32
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	10
" white.	24
" Cayenne.	30
Sage.	30
" Absolute" in Packages.	1 1/2

Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

SAL SODA.

Granulated, bbls.	134
" 75 lb cases.	1 15
Lump, bbls.	1 15
" 145 lb kegs.	1 14

SEEDS.

Anise.	215
Canary, Smyrna.	8
Caraway.	4
Cardamon, Malabar.	90
Hemp, Russian.	4
Mixed Bird.	52 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

STARCH.

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

SNUFF.

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

SODA.

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

SALT.

Diamond Crystal.	
Cases, 24 1/2 lb. boxes.	1 00
Barrels, 320 lbs.	2 50
" 115 1/2 lb bags.	4 00
" 60 1/2 lb "	3 75
" 30 1/2 lb "	3 50
Butter, 56 lb bags.	65
" 24 1/2 lb bags.	3 50
" 280 lb bbls.	2 50
" 224 lb "	2 25
Worcester.	
115 1/2 lb sacks.	84 10
60 1/2 lb "	3 75
30 1/2 lb "	3 50
2 1/2 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks.	32 1/2
5 lb line n sacks.	60
Common Grades.	
100 3 lb. sacks.	82 10
60 5-lb.	2 00
28 10-lb. sacks.	1 85
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb.	16
Ashton.	
56 lb. dairy in linen sacks.	75
Higgins.	
56 lb. dairy in linen sacks.	75
Soier Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	80
Manistee.	80

SALERATUS.

Packed 60 lbs. in box.	
Church's.	3 30
DeLand's.	3 15
Dwight's.	3 30
Taylor's.	3 00

SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. \$ 90 doz.	\$10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.

1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "

Rococo—Second Grade.

Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 65

Proctor & Gamble.

Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25

Dingman Brands.

Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75

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

American Family, wrp d.	\$4 00
" plain.	2 94

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

Santa Claus.	4 00
Brwn, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.

Acme.	3 75
Cotton Oil.	6 00
Marselles.	4 00
Master.	4 00

Thompson & Chute Co.'s Brands

Silver.	3 65
Mono.	3 30
Savon Improved.	2 50
Sunflower.	2 80
Golden.	3 25
Economical.	2 25

Passolt's Atlas Brand.

Single box.	3 65
5 box lots.	3 60
10 box lots.	3 50
25 box lots del.	3 40

Scouring.

Sapallo, kitchen, 3 doz.	2 40
" hand, 3 doz.	2 40

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
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Domino.	\$5 31
Cut Leaf.	5 31
Cubes.	4 87
Powdered.	4 87
XXXX Powdered.	5 12
Granulated.	4 62
Fine Granulated.	4 62
Extra Fine Granulated.	4 75
Mould A.	4 87
Diamond Confec. A.	4 62
Confec. Standard A.	4 50
No. 1.	4 31
No. 2.	4 31
No. 3.	4 31
No. 4.	4 25
No. 5.	4 18
No. 6.	4 06
No. 7.	4 00
No. 8.	3 87
No. 9.	3 81
No. 10.	3 81
No. 11.	3 75
No. 12.	3 69
No. 13.	3 18
No. 14.	3 00

SYRUPS.

Corn.	
Barrels.	19
Half bbls.	21

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.	230
Choice.	24
Choicest.	32
Dust.	10

SUN CURED.

Fair.	217
Good.	230
Choice.	24
Choicest.	32
Dust.	10

BASKET FIRED.

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

GUNPOWDER.

Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75
Common to fair.	23

IMPERIAL.

Common to fair.	23
Superior to fine.	30

YOUNG HYSON.

Common to fair.	18
Superior to fine.	30

ENGLISH BREAKFAST.

Fair.	18
Choice.	24
Best.	40

TOBACCOS.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30
Tiger.	30

D. Scotten & Co's Brands.	
Hiawatha.	60
Cuba.	32
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30

Private Brands.	
Bazoo.	30
Can Can.	27
Nellie Bly.	24
Uncle Ben.	24
McGluty.	27
" 1/2 bbls.	25
Dandy Jim.	29
Torpedo.	24
" in drums.	23
Yum Yum.	23
1892.	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., 41c).	39
Green Turtle.	30
Three Black Crows.	27

J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	34
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 1/2
Golden Shower.	19
Huntress.	26
Meerschbaum.	29 1/2

American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30 1/2
German.	15
Frog.	33
Java, 1/2 foll.	32

Banner Tobacco Co.'s Brands.	
Banner.	16
Banner Cavendish.	38
Gold Cut.	38

Scotten's Brands.	
Warpath.	24
Honey Dew.	35
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 1/2
Red Clover.	32
Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 1/2
Corn Cake.	16

VINEGAR.

40 gr.	7
50 gr.	8
\$1 for barrel.	

WET MUSTARD.

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

YEAST.

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

WOODENWARE.

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50
Bowls, 11 inch.	
" 13 "	90
" 15 "	1 25
" 17 "	1 80
" 19 "	2 40
" 21 "	

Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow c'ths, No. 1.	1 25
" " " No. 2.	1 25
" " " No. 3.	1 25
" splint " No. 1.	3 75
" " " No. 2.	4 25
" " " No. 3.	4 75

INDURATED WARE.	
Pails.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50

Butter Plates—Oval.	
No. 1.	250 1000
No. 2.	60 2 10
No. 3.	70 2 45
No. 4.	80 2 80
No. 5.	1 00 3 50

Washboards—single.	
Universal.	2 25
No. Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75

Double.	
Water Witch.	250
Wilson.	2 55
Good Luck.	2 75
Peerless.	2 8

HIDES PELTS AND FURS	
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THE DREADED POWER OF CAPITAL.

Thousands of years ago our Asiatic ancestors, impressed by what they saw of the mighty forces of nature, such as the light and heat of the sun, the wind and the rain, fire and flood, lightnings and tempests, made personal beings of them and worshipped them, as many savage tribes do to this day. Their devotion was inspired not by gratitude, but by fear, and it was intended more to avert the mischiefs which they believed their deities could and would do them than to manifest an appreciation of the benefits they conferred. Christianity and civilization have long ago eradicated from among us the outward forms of this primeval idolatry, but the spirit from which it proceeded still remains an essential element of human nature, and finds other ways of expressing itself. The blind, unreasoning hatred of capital, which entered so largely into the recent railroad strike, and which has produced so much denunciation of employers of laboring men, results from this same tendency to personify every great but obscure power and to attribute to it malignity as well as benevolence. Capital is not, indeed, worshipped as a god, because the spread of intelligence and the prevalence of Christianity forbid it; but it is execrated as a demon, and the human passions of greed, selfishness, tyranny, and cruelty are attributed to it as if it were capable of thinking, feeling and acting like a man, or, rather, like a very bad man.

Of course, those who thus revile capital will readily admit that they do not mean to be taken literally. No argument is needed to demonstrate that capital, in itself, is not a proper subject of either blame or praise. It neither thinks, feels, hears, speaks nor acts. It is nothing but the inert accumulation of materials produced by man, and fashioned by man into forms in which it can be made useful or destructive, according to the way in which it is employed. A large part of the capital of a railroad company, for example, consists of its locomotive engines, which will draw loads of dynamite or of breadstuffs with equal indifference, and run over human beings that get in their way with as little compunction as they devour the fuel that is shovelled under their boilers; of its embankments, its bridges its tunnels, its cars, and its station and freight houses, all of which are absolutely lifeless and conscienceless. A great manufactory, too, is nothing more than a combination of building materials and machinery adapted to certain purposes which it fulfills or fails to fulfill according as it is set in motion or suffered to lie idle. The same is true of farms, houses, ships, steamers, merchandise of all sorts, and of the whole array of articles—money included—which men call wealth, and which constitute the capital of their possessors. To speak of them as if they had souls, and were engaged consciously in oppressing, crushing, and plundering the men and women employed in making them useful is less rational than elevating storms, lightning, and fire to the rank of gods. Natural forces have at least the semblance of being free agents, and of working not the will of another, but their own.

The parallel talk about labor as if it were a thing independent of the laborer, and self-acting like him, is equally indefensible. The man and not his muscle

is what does the work in which he is engaged, and the most valuable work is that of which mere muscular power forms the least part. The efforts put forth by Bessemer, Bell, Edison and other great inventors in thinking out their inventions are as truly labor as the shovelling of earth or the handling of mechanical tools, and yet neither deserve consideration in themselves, but only as they represent the human being from whom they proceed. He alone is entitled to the reward they bring, just as he alone would be responsible if he should misapply his powers to the injury of his fellow men.

The conflict, therefore, between Capital and Labor, popularly described as if one were a personal demon and the other his victim, means, if it means anything, that the owners of capital who employ the owners of labor are, as a mass, avaricious oppressors, while, on the other hand, those whom they employ are, as a mass, ground down under an iron heel, and writhing in agony like trodden worms. Put in this extreme form such a view of the matter is manifestly false. Employers are not, as a rule, tyrants, nor are the employed, as a rule, helpless victims. On the contrary, the majority of employers are as fair in their dealings as other men, and the majority of those whom they employ are decently treated. If it were not so, the world of industry would not go on as it does.

Nevertheless, the idea is current among otherwise intelligent people, and finds frequent expression in newspaper reviews, sermons, and political speeches, that capital somehow is a thing which needs to be jealously watched and sternly repressed in order to keep it from mastering the community and enslaving those who do not possess it. Throughout the debates in Congress on the repeal of the silver purchase clause of the Sherman act frequent reference was made, in the Senate as well as in the House of Representatives, to a "money power" which, it was alleged, was conspiring to fasten the yoke of gold monometallism upon the necks of debtors. The tax upon the incomes of the few citizens having more than \$4,000 a year is aimed at the great capitalists whose power for mischief is supposed to need restraint, and the staple argument against protective duties is that they tend to increase the wealth of greedy millionaires.

That wealth does invest its possessors with a certain kind of power nobody can deny, but that this power can be exerted and is exerted to the injury of the public any more than that of eloquence or personal influence, or of a combination of small private interests, like that, for instance, of would-be pensioners on the national bounty, is not true. At this moment it is generally believed, and with some show of reason, that a few large capitalists interested in the maintenance of a duty on refined sugar are successfully exerting themselves at Washington to shape the pending Tariff bill in their own favor, and this illustration may be cited to show what money can do to corrupt legislators. But it must be observed that it is not the money of the Sugar Refineries Company which is thus employed. The officers of that company have no need to resort to this means to accomplish the results they seek. The company, as a company, and they themselves as individuals might be as poor as

church mice, and yet they could do all that they are accused of doing. It is not pretended that they have paid a dollar to any Senator for his vote. They have merely, it is charged, put some Senators in the way of profiting by a rise in the market price of their stock, predicated upon the adoption of a scale of duties favorable to the company's interests. So, again, it is asserted that large sums are used every winter at Albany to buy the passage of bills desired by individuals for their own special benefit. Whether this be true or not, the money is said to be paid, in most cases, not by men of large wealth, but by those whose wealth is yet to be gained, and in no case do they succeed in abridging the liberties of their fellow citizens or in fastening upon them intolerable burdens.

Conflicts between employers and those they employ, like those which have recently taken place between coal operators and coal miners, the Pullman Car Company and its workmen, and the Western railroad companies and the American Railway Union, are also cited as proofs of the power of the owners of capital to enslave and oppress the laborers whom they hire. In every one of these cases the owners of labor have shown a far greater capacity for mischief than the owners of capital. They have lost a few hundreds of thousands of dollars in wages, but, by the stoppage of business alone, they have inflicted a loss of millions of dollars upon their antagonists, and, when to this is added the destruction of cars, locomotives, switches, bridges and buildings, it will readily be seen that they are far more to be dreaded than the men who have to endure the consequences of their resentment.

But the greatest of all the fallacies current in regard to the power of capital is that which is based upon the assumption that the wealth of the country is vested in the hands of a few persons, leaving the vast majority in the condition of paupers. To support it the wildest guesses of the amount of the wealth of prominent citizens are taken as sober facts, the sum total of these amounts is deducted from the assessed valuation of the national wealth, and the remainder only is credited as belonging to the rest of our population. Even if the result thus reached were approximately true, there would be in it nothing perilous to the public welfare. The number of citizens who have incomes of \$4,000 and upward is estimated by those who are interested in making it as large as possible at only 85,000; that of the lucky owners of \$1,000,000 and upward has recently been ascertained by the most exhaustive inquiries possible to be only 4,000 altogether, while that of men having \$10,000,000 and more does not exceed 100 in all, if, indeed, there are so many. Some of this handful of large capitalists are, indeed, active politicians, but they are quite as demagogical as if they were poor, and not one of them has been even remotely suspected of aiming at destroying the liberties of his fellow citizens for the purpose of setting himself up as a monarch.

A far more formidable peril to the country than the power of its few great capitalists is the prevalent envy of these capitalists and the disposition manifested by demagogues to rob them by legal methods of their possessions. The proposed tax upon the comparatively small

number of annual incomes exceeding \$4,000 is a beginning; compulsory arbitration, by which the owners of capital invested in railroads, manufactures, and other enterprises involving the employment of large numbers of people are to be denied the liberty of making their own bargains with laborers will be the next step, and if the existing laws against corporations and trusts are carried much further, capital will shun investment here and fly to other countries where the hindrances to employing it are less. If national poverty is a blessing, this result may be thought desirable, but I doubt if such be the opinion at present of a majority of Americans.

MATTHEW MARSHALL.

WALTER BAKER & CO.

The Largest Manufacturers of
COCOA and CHOCOLATE

IN THIS COUNTRY,
have received from the
Judges of the

World's
Columbian
Exposition
The Highest Awards
(Medals and Diplomas)

on each of the following articles,
namely:

**BREAKFAST COCOA,
PREMIUM NO. 1 CHOCOLATE,
GERMAN SWEET CHOCOLATE,
VANILLA CHOCOLATE,
COCOA BUTTER,**

For "purity of material," "excellent flavor," and "uniform even composition."

SOLD BY GROCERS EVERYWHERE.

**WALTER BAKER & Co.,
DORCHESTER, MASS.**

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

keep constantly on hand a full and complete line of these goods made from the purest rubber. They are good style, good fitters and give the best satisfaction of any rubber in the market. Our line of Leather Boots and Shoes is complete in every particular, also Felt Boots, Sox, etc.

Thanking you for past favors we now await your further orders. Hoping you will give our line a careful inspection when our representative calls on you, we are **REEDER BROS' SHOE CO.**

GRINGHUIS'
ITEMIZED
LEDGERS

Size 8 1-2x14—Three Columns.

2	Quires, 160 pages.....	\$2 00
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INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,830 Invoices...\$2 00

TRADESMAN COMPANY,
Agents,

Grand Rapids, - - - Mich.

GOTHAM GOSSIP.

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

Special Correspondence

NEW YORK, July 27—Not for a generation has so clever a swindler appeared in this part of the country as David Coleman, who has just "done up" the Higgins Soap Co. to an extent that necessitates its suspension. He also eucured J. J. Richardson, dealer in stoves, out of \$1,100, the Lincoln National Bank out of \$6,000, with others to hear from. From this city he went to Paterson, N. J., and got in some of his fine work there, when he was found out. The Higgins Soap Co. has been managed by C. S. Higgins, whose German Laundry Soap was so extensively advertised a few years ago. He dissolved his connection with the old firm, and established the Higgins' Soap Co. There have been interminable law suits ever since regarding the name and labels of the soap, and the climax now comes in the closing up of the new factory. Some of the banks which were victimized prided themselves upon their "conservative" record, believing they were altogether too smart for any swindler; but in walks David Coleman, draws the money, and not even a suspicion is aroused until he has left the city. It all goes to show that the best of financiers are not infallible, even along the lines they are most interested in.

Law and order scored a substantial victory Thursday when Police Captain Michael Doherty was found guilty by the police commissioners of accepting bribes for protecting the disorderly house at 23 Second avenue, and dismissed from the service. He is still liable to civil prosecution, which, it is hoped, will be pushed without delay. Among the interesting things the Captain testified to was the fact that he gave a friend \$200 to invest at his discretion and that in five months the sum made \$22,000. All the speculators in Wall street are now trying to make arrangements with the same "friend," but he is hard to find. No one doubts but other captains are equally guilty and all are wondering where the lightning will strike next.

Speaking of restaurants, it may not be uninteresting to give the many readers of THE TRADESMAN a few prices taken from the bill of fare at Coney Island. Beginning at the aristocratic old stand-by, porterhouse steak, we find it listed at \$1.50; with onions, \$1.75; extra porterhouse, with truffles, \$3; with mushrooms, \$3.25; plain beefsteaks, 60c; sirloin, 90c; spring chicken, with cress, \$1.50; roast turkey, 75c; broiled chicken, \$1.60. Coming down to corned beef and cabbage at one fell swoop, we pay only 50c for it. Pie is 15c and coffee or tea 10c per cup. Bread and milk, 25c. These prices may seem rather "way up in G;" but you see the hotel men must make hay while the sun shines. The crowd's which are paying these prices are so large that one is lucky if he can find a seat, and no one would ever suppose that hard times existed anywhere in the country.

"If you can say nothing good of a person, say nothing at all." So runs the old adage, and it applies to the grocery mar-

ket of New York City this last week of July, 1894, with full force. In no line is there anything doing of more than a mid-summer character, and from the staples of coffee, tea, and sugar, down through the minor articles of molasses, syrups, spices, rice, etc., the answer is always the same, "Nothing doing." Lemons can be excepted. They are doing well, thanks to the hot weather; but other lines of fresh fruits are exciting no more interest than usual.

Arrivals of best butter are small, and the result is a slight rise, 19c now being obtainable for Elgin and State.

The interest felt in the pending tariff question in this city can scarcely be realized at interior points. The papers are read with an avidity only approached by the interest displayed during the strikes. It is needless to say that the question has no importance to the country at large. If people will consider the business transactions taking place between this and other countries, as shown by Governmental reports, they will at once see that it is a mighty important factor in the general welfare of the nation.

When one can go to Liverpool for \$10, or to Antwerp for \$14, it is cheaper to go than to stay, and we hope that about 5,000,000 people in this country will act upon this hint. The steamship companies report an enormous business in steerage passengers, so that it is an ill wind that blows good to nobody. JAY.

Corporation News.

The annual report of the Proctor & Gamble Co. (Cincinnati) shows net profits of \$688,008 for the year ending June 30.

The change in the ownership of the Lowell State Bank—A. J. Bowne having sold his \$8,300 holding and C. B. Ensign having disposed of his \$16,700 holding—has necessitated the election of new officers, as follows: President, Francis King; Vice-President, Chas. McCarty; Cashier, M. C. Griswold; Assistant Cashier, B. N. Keister. All of the stock of the Bank is now held by Lowell people.

The New York Biscuit Co. has reduced its floating indebtedness several hundred thousand dollars since the annual meeting and there has been some talk that the payment of dividends would be resumed this fall, but parties well informed in the matter say that nothing of the kind will be done before next January. The market value of the stock is steadily advancing.

The Drug Market.

Gum opium is a little firmer, but unchanged.

Quinine is firm and has an upward tendency.

Morphia is study.

Other articles in the line are without change.

Northern Michigan Retail Grocers' Association.

President, J. F. Tatman; Sec'y, E. A. Stowe, Grand Rapids.

Grand Rapids Retail Grocers' Association.

President, D. Viereger; Secretary, E. A. Stowe. Official Organ—MICHIGAN TRADESMAN.

West Side (Saginaw) Retail Grocers' Association.

President, C. F. Alderton; Secretary, John Doerr.

Bay County Retail Grocers' Association.

President, Thos. Walsh; Secretary, S. W. Waters.

Jackson Retail Grocers' Association.

President, P. W. Haefner; Sec'y, W. H. Porter.

Grand Haven Retail Grocers' Association.

President, John Boer; Secretary, Peter VerDuin.

Muskegon Retail Grocers' Association.

President, D. Christie; Secretary, F. B. Aldrich.

Petoskey Grocers' Union.

President, Geo. W. Bump; Secretary, J. W. Lott.

Bay City Grocers to Picnic August 16.

BAY CITY, July 27—Our Association held a meeting last evening to make arrangement for our third annual excursion. There was a large attendance and the members were very enthusiastic. We decided to hold it on Aug. 16, the location to be determined at a meeting to be held one week later. The following committees were appointed:

Transportation—W. W. Hodgkins, R. M. Sherwood, Chas. M. Baumgarten. Games—W. A. Chatfield, Sam. W. Waters, Thos. Walsh, Geo. Osborne. Music—Geo. Cornwell, W. J. Caldwell, H. Koch, Jr.

Prizes—John McKim, R. H. Chase, Chas. Babo, Jr., Thos. Walsh, Chas. C. Hennmann.

Printing—M. L. DeBats, J. J. Kelly, D. Goddoyne.

Badges—John Standacher, Richard Grace, John D. Whalen.

Supplies—Chas. Ellsworth, Walt. C. Houghton, H. E. Buck, John Carroll, Bay City Fruit House.

Finance—W. Delong, R. J. Ferris, John D. Whalen, M. L. DeBats, W. A. Chatfield.

Tickets—W. A. Chatfield, Geo. Cornwell, C. C. Hennmann, SAM W. WATERS, Sec'y.

The Mt. Pleasant Convention.

Retail grocers doing business in Northern Michigan, north of the line of the Detroit, Grand Haven & Milwaukee Railway, should not forget that the first regular convention of the Northern Michigan Retail Grocers' Association will be held at Mount Pleasant, Tuesday, Aug. 7, convening at 2 o'clock p. m. Matters of vital importance to the trade will be introduced at this convention for discussion and action, and it is earnestly hoped that every dealer who can spare the time will be present and participate in the meeting. Ample hotel accommodations have been provided by Mount Pleasant grocers and every effort will be made to render the occasion a memorable one in the annals of Michigan conventions.

Attention, Ball Tossers.

GRAND RAPIDS, July 30—In behalf of the attaches of the Grand Rapids wholesale grocery houses, I hereby challenge the retail grocers or retail grocery clerks to a match game of base ball for \$5 a side on the occasion of the annual picnic of the Grand Rapids Retail Grocers' Association at Reed's Lake on Aug. 9.

RALPH ROCKWELL.

From Out of Town.

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

D. Aldershof, Holland.
Crandall & Gregg, Luther.
Nelson F. Miller, Lisbon.
John Smith, Ada.
W. W. Brower, Fife Lake.
M. L. Campbell, Leslie.
St. Johns Merc. Co., Jt. Johns.

Duck and Kersey Coats and Pants

We manufacture the best made goods in these lines of any factory in the country, guaranteeing every garment to give entire satisfaction, both in fit and wearing qualities. We are also headquarters for Pants, Overalls and Jackets and solicit correspondence with dealers in towns where goods of our manufacture are not regularly handled.

Lansing Pants & Overall Co.,
LANSING, 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 Unsweptened Condensed Milk,

exhibited in competition at the World's Columbian Exposition, Chicago. The unimpeachable record of the New York Condensed Milk Company, covering a period of more than thirty years, has been possible only by rigid adherence to thoroughly conscientious principles of doing business, constant attention to details, strict training of its dairymen and employees, careful study of the people's wants and how to meet them. Do you consider the great value of such application? Our goods are sold everywhere.

FOR QUOTATIONS SEE PRICE COLUMNS.



It has no equal.

The Salt that's all salt

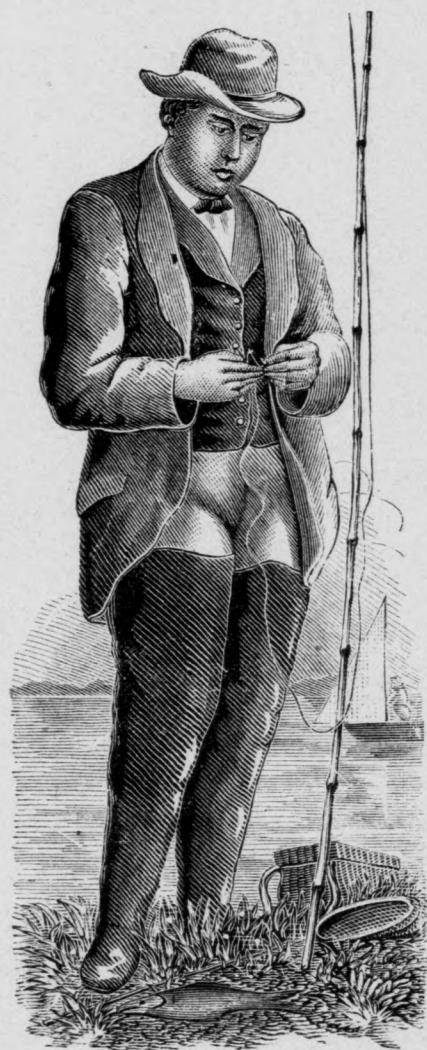
is fast being recognized by everybody as the best salt for every purpose. It's made from the best brine by the best process with the best grain. You keep the best of other things, why not keep the best of Salt. Your customers will appreciate it as they appreciate pure sugar, pure coffee, and tea.

Diamond Crystal Salt

Being free from all chlorides of calcium and magnesia, will not get damp and soggy on your hands. Put up in an attractive and salable manner. When your stock of salt is low, try a small supply of "the salt that's all salt." Can be obtained from jobbers and dealers. For prices, see price current on other page. For other information, address

DIAMOND CRYSTAL SALT CO., ST. CLAIR, MICH.

FISHING TACKLE!



OUR
STOCK
of
JAPANESE
CANE
FISH
POLES
IS
COMPLETE.

We have them from 12
to 20 feet long.

Our line of Fishing tackle
is equal to any one's.

Send for Catalogue.

FOSTER-STEVENS
& CO. MONROE
ST.

DON'T ECONOMIZE

IN
YOUR
STATIONERY

IT'S "PENNY WISE AND POUND FOOLISH"

Look
For the
Watermark

"Magna Charta Bond."

We control it in this locality.

It's first-class stock.
It's easy to write upon.
It's always the same.
It's a credit to your business.

USE
IT
ON

Your Note Heads.
Your Letter Heads.
Your Legal Blanks.
Your Checks and Drafts

It always gives satisfaction, and, compared with other
stock, the price is nothing.

TRADESMAN COMPANY,

THE NEW YORK BISCUIT CO.

The
BEST
are
the
CHEAPEST.

Sears

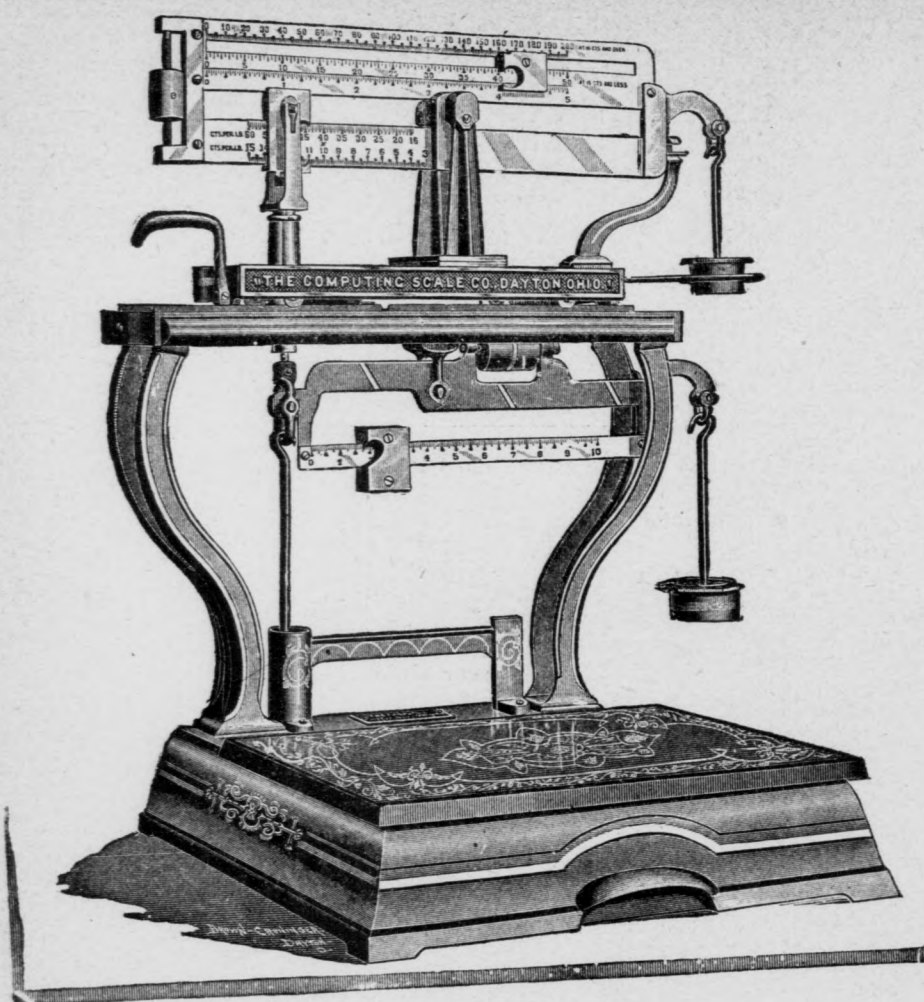
Iced Coffee Cakes,
Michigan Frosted Honey,
Symour Butters,
Graham Crackers,

are
the
BEST.

ADD
A
BOX
OR
BARREL
OF
ROYAL TOAST
TO
YOUR
NEXT
ORDER
SOMETHING NEW
AND A
GOOD SELLER.

Watch out for our new spring novelties. They are
sellers.

New York Biscuit Co.,
S. A. SEARS, Manager,
GRAND RAPIDS, MICH.



The Dayton Computing Scale.

WHAT DOES IT DO ?

WHY DOES IT SELL ?

WHO BUYS THEM ?

It Sells Because

It Shows the Ex-
act Money Value
of Every Article
Weighed

It Pays from
10 to 100 Times Bet-
ter Returns than
Bonds, Stock or Oth-
er Security.

The Enterprising
and Progressive
Merchants Buy
Them.

See What Users Say.

ALBION, Mich., July 23, 1894.

MESSRS. HOYT & Co., Gen'l Selling Agents,
Dayton, Ohio.

GENTLEMEN:—We have used your Dayton Computing Scale
in our store for the past year, and feel confident it has more than
paid for itself in weights and saving of time. Too much cannot
be said in its praise.

Yours very truly,
THE RICHTER CO.

ALBION, Mich., July 23, 1894.

MESSRS. HOYT & Co., Gen'l Selling Agents,
Dayton, Ohio.

GENTLEMEN:—The Dayton Computing Scales are a saving
both in time and money to every grocer who has one. They are
accurate and reliable in every particular.

Very truly,
MEADER & SON.

For further particulars drop a Postal Card to

HOYT & CO., General Selling Agents,
Dayton, Ohio.

Seasonable Goods

From
LEONARD'S.

Mason Fruit Jars.

SPECIAL PRICES.

Subject to change without notice.

Packed Regular Way in Cases.

PINTS.	QUARTS.	HALF GAL.
\$4.75 gro.	\$5.25 gro.	\$7.25 gro.

Mason Fruit Jars.

New Style Patent Boxes.

Packed One Dozen in Each Box.

PINTS.	QUARTS.	HALF GAL.
\$5.50 gro.	\$6.00 gro.	\$8.00 gro.

Extra Caps, \$2.25 gro. Rubbers, 35c gro.

Flint Glass Jars, 25c per gro. advance.

Dandy Fruit Jars.

GLASS COVERS--SELF SEALERS.

Only Perfect All Glass Jar on the Market

PINTS.	QUARTS.	HALF GAL.
\$10.50	\$11.00	\$14.00

No charge for package or cartage on fruit jars or
jelly tumblers.

Jelly Tumblers.

$\frac{1}{2}$ Pints, 6 doz in Box (box 00) per Box	\$1.64
$\frac{1}{2}$ Pints, 24 doz in Bbl (bbl 35) per Doz	23
$\frac{1}{2}$ Pints, 6 doz in Box (box 00) per Box	1.80
$\frac{1}{2}$ Pints, 18 doz in Bbl (bbl 35) per Doz	26

Common Tumblers.

$\frac{1}{2}$ Pint, Plain, 6 Doz in Box (Bx 00) per bx	\$1.80
$\frac{1}{2}$ Pint, Plain, 20 Doz in Bbl (Bbl 35) per doz	.27

Assorted Package.

Engraved Tumblers.

Thin Blown.

6 Doz in Box (bx 00) Per Box \$3.00

NOW IS THE TIME TO BUY.

BOTTOM PRICES.

KEEP YOUR STOCK READY FOR THE
DEMAND IS SURE TO COME,

Stoneware.

BUTTER JARS,

PRESERVE JARS,

FRUIT JARS,

MILK PANS.

COMMON STONEWARE.

Stone Butter Jars, $\frac{1}{2}$ Gal. per doz	.60
Stone Butter Jars, 1 Gal. each per gal	.06
Stone Butter Jars, 2 Gal. per gal	.06
Stone Preserve Jars and Covers, $\frac{1}{2}$ Gal. per doz	.90
Stone Preserve Jars and Covers, 1 Gal. per doz	1.40
Tomato or Fruit Jars, $\frac{1}{2}$ Gal.	.75
Tomato or Fruit Jars, 1 Gal.	.90
Stone Milk Pans, $\frac{1}{2}$ Gal. per doz	.60
Stone Milk Pans, 1 Gal. each	.06

FINE GLAZED STONEWARE.

Black or White.

1 Gal. Fine White Milk Pans, per gal	.08
1 Gal. Fine Black Milk Pans, per gal	.06 $\frac{1}{2}$
$\frac{1}{2}$ Gal. Fine Black Milk Pans, per doz	.65
1 Gal. Fine Black Butter Crocks, per gal	.07
1 Gal. Fine White Butter Crocks, low, per gal	.08
$\frac{1}{2}$ Gal. Fine White Butter Crocks, per doz	.75

H. LEONARD & SONS, Grand Rapids, Mich.