

# MICHIGAN TRADESMAN

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VOL. XI.

GRAND RAPIDS, SEPTEMBER 5, 1894.

NO. 572

EDWARD A. MOSELEY,  
TIMOTHY F. MOSELEY.

Established 1876.

## MOSELEY BROS.

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Egg Cases and Fillers a Specialty.

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We invite the attention of the trade to our complete and well  
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We manufacture the best made goods in these lines of  
any factory in the country, guaranteeing every garment to  
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is fast being recognized by everybody as the best salt for every  
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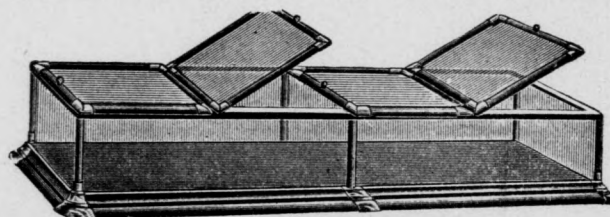
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Manufacturers of Show Cases of Every Description.



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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 5, 1894.

NO. 572

## COMMERCIAL CREDIT CO.

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Deposits Exceed One Million Dollars.

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## CLARKSON'S PERIL.

Gold! Gold!! Gold!!! The region of gold—the city of gold! Gold in the earth beneath; golden-silvery stars shining in the sky above. But, alas! no gold in the pocket of the young man who, with drooping head and deepening misery stamped upon his face, walks with weary step the dark streets of Johannesburg. Where were the bright hopes with which he had set out from his English home only one short year before? Where was the fortune he had confidently come to win? Could it be only a year ago? It seemed to him as if a whole lifetime had passed since then.

For the first few months everything had prospered with him. He was betrothed to Minnie Colbeck, one of the loveliest and sweetest girls in South Africa, and his prospects were of the brightest. But suddenly all was changed. Shares in which he had invested came down with a rapid run. Claims on which he had long been working and which he believed to contain rich reefs, proved worthless. Everything he tried failed, and Thomas Clarkson found, like thousands of others, how success and failure have in common the same propensity of accumulation.

Mr. Colbeck did not believe in unsuccessful men, and regarded failure as a crime. He closed his doors upon Clarkson, and told him that he must consider his engagement with Minnie at an end. Clarkson had tried to obtain employment, but business of all sorts being at a standstill, he had failed to obtain an appointment. This night, almost worn out with his fruitless efforts and struggles, he walks aimlessly along the streets in that condition which borders upon hopeless despair. He would give up the struggle—he would strive no longer.

Hope had nearly fled. Money was all gone, except one solitary shilling which stood between him and starvation. What should he do? He decided to go to the nearest bar and spend that shilling in something that would deaden the intolerable pain burning in his brain and heart. He walked up the steps of a lighted building bearing the extraordinary name of "Beauty's Bar." Johannesburg is, however, remarkable for the names borne by its numerous drinking saloons and boozing dens.

Within all was activity, merriment and brilliantly-lighted scenes. Clarkson stood for a moment dazzled. Then throwing down his solitary coin he ordered brandy. His strange manner, haggard face and wild-looking eyes attracted attention even there, where strange men and strange events were common. Many curious glances were cast in his direction. Someone spoke to Clarkson, but he turned away without answering. Suddenly from one of the rooms came the strains of music, and a voice commenced, with cruel mockery in such a place, "Home, Sweet, Home." It was rendered, too, with such wonderful power and plaintive sweetness that the oaths, the coarse jokes and the loud, senseless

laughter were for a moment suspended and hushed into silence.

Clarkson hurried from the place, leaving his brandy untouched.

Once more he was out in the streets, alone with the stars and a great sorrow. Then followed a collapse of the physical powers, and a great languor and weariness, partly of weakness—he had eaten nothing since early morning of the day before—fell upon him, and, turning into a then deserted street, he lay down under the shelter of a galvanized iron stoop and fell into a deep sleep, or more properly a stupor of exhaustion.

\* \* \*

It was early morning when he awoke, but still dark. He was stiff and cold, and at first bewildered at finding himself in the street. Giddily he rose to his feet and made his way to the house where he lodged. No one was astir but the landlady, who viewed him curiously and by no means approvingly when she opened the door. But Clarkson offered no explanations. He went to his bedroom, threw himself down on the bed and once more fell into a heavy sleep.

It was past noon when he was awakened by a loud knocking at the door. Two men in the uniform of the Johannesburg police stood outside. As soon as he opened the door they entered the room.

"Are you Mr. Clarkson?" one of the men asked.

"I am. What is your business with me?"

"My business," replied the man, firmly and deliberately, "is to arrest you."

"To arrest me?" repeated Tom, staggered, "To arrest me for what?"

"For the murder of Mr. Diblin," was the reply.

"The murder of Mr. Diblin—has he been murdered?"

"Yes, murdered last night or early this morning. He was found dead, shot through the heart."

Thomas was horrified beyond measure. He had often in his more prosperous days had business dealings with Mr. Diblin and he knew him well by report. Diblin was a hard, selfish, money-loving, close-fisted man, singularly disobliging and harsh and just the sort of person to have many enemies. Twice lately Clarkson had gone to him requesting employment in one of his places of business and on both occasions had he been coldly and curtly refused.

"Are you ready to come with me now?" the policeman asked, after a time, during which Thomas had stood still, looking at him.

"To go with you where?"

"To the police station. Don't you understand? It is my duty to arrest you for the murder."

"To arrest me for the murder?" gasped Clarkson in consternation, and apparently dazed at first.

"Yes, Mr. Clarkson. On the ground that Mr. Diblin didn't deal squarely with you in the matter of those claims of yours, and that it's well known you've

got a grudge against him and that your revolver was picked up only a few yards from where the body was found."

"My revolver," interrupted Clarkson, "has not been in my possession for weeks. It was stolen from my room."

"That will be all right, then," said the police. "I daresay the people in the house will be able to swear that it was stolen?"

"I don't know," answered Thomas; "I don't think I mentioned the loss."

"It's a pity you didn't," replied the officer curtly "are you ready?"

At the police station, a wretched little tin tenement just off President street, he was searched, and, judge of the poor fellow's horror and amazement when, in the pockets which had not for weeks contained a single thing of value, there were found bank notes of the value of £50, besides a watch attached to a very curious, antique gold chain, which several persons identified as having belonged to the murdered man. The revolver, also, was produced. Clarkson acknowledged it was his, but repeated what he had already told the policeman, viz., that it had been stolen from him several weeks previous. He did not know, he said, how the bank notes and Diblin's watch had come into his possession, for it was days since he had exchanged a word with or even seen the gentleman. He then related simply and clearly how he had spent the previous night. That availed him nothing, but rather told against his case, and he was sent up to the jail, there to await the preliminary examination on the charge of murder.

This was much of a formal affair, and Clarkson was duly committed for trial before the criminal court.

\* \* \*

The courthouse, facing the Market square, was crowded to suffocation, as the popular phrase runs, on the day appointed for the trial.

Very calm, but deadly pale, appeared the accused, as succeeding witnesses adduced fresh incriminating evidence. The counsel allotted Clarkson strove manfully, but his cross-examination did not shake the testimony on the primary points. The case went against the accused from the beginning. The evidence was clear and strong. The notes and the watch of the murdered man had been found in the possession of the prisoner, whose revolver had been picked up a few yards from where the body had been discovered. Several witnesses testified to his having rushed into Beauty's Bar late on the evening of the murder, looking wild, haggard and excited, like a man who had committed, or proposed committing, some crime.

The landlady swore to his having returned to the house at half past three the morning looking very white and strange, as if he had recently gone through some very exciting scene. More than one person knew that Clarkson had owed the rich, unscrupulous merchant a grudge. Closer and closer the chain was tighten-



ing about his neck, and as proof upon proof of his guilt was adduced a peculiar and ominous silence settled upon the crowd of listeners and spectators. After a time Tom had ceased to listen to the evidence, ceased even to feel that the gaze of so many eager and curious eyes was upon him. His thoughts had wandered sadly to his old home, his mother, his sister and the old days long ago—long ago, when his heart was young and the love of gold had not tempted him to leave the abode of his youth. Then he thought of Minnie. Was she here listening while they swore away his life? This thought brought him with a bitter pang back to the agonizing present, and again he heard the questions and answers, each one of which now seemed to close the door of hope more firmly upon him. Again he felt that hundreds of eyes were gazing at him. Was she there, too? Yes, he could feel that she was near, although he could not see her. This circumstance was perfectly explicable.

The proceedings were necessarily partly in the official language of the country, but many of the jury were well conversant with English, and every opportunity was permitted the accused to rebut the damaging evidence. He was asked if he had anything to say, and Clarkson repeated his story, simply and truthfully as before. He had nothing to conceal, though the truth could help him little. He knew well the evidence against him, circumstantial though it might be, was too strong. Judge, jury and listeners all appeared quite convinced of his guilt. Very calmly, and with an unconscious pathos, he told the story of his futile efforts to obtain employment, his hopeless misery, his reckless resolve to spend his last shilling and purchase that which should render him oblivious of his suffering for a time. He told how he had gone into the bar, and how the music had created calmer and better thoughts, and saved him; how he had gone forth into the streets again, and, worn out by hunger and fatigue, had lain down and slept until morning. The notes and the watch must, he said, have been put into his pockets while he lay on the stoop. He was innocent, he asserted, and in the presence of God he could only repeat it.

The court and the crowd were skeptical, and few of the latter appeared to sympathize with the accused in the slightest.

The jury retired and a painful silence fell upon the court. In a few minutes the jurymen returned, and their verdict could, in a sense, be felt before it was given. Very slowly and deliberately it came: "We find the prisoner guilty."

No one seemed surprised, and certainly not the pale young prisoner himself. Not surprised, but oh, how bitterly fell upon his ears and heart the words that consigned him to a doom of sudden and shameful death.

In a low, calm tone the judge pronounced the awful sentence, and the prisoner was about to be led away when it was seen that someone was struggling through the crowd toward him. It proved to be a young girl, with wild-looking eyes and a face the picture of despair. It was Minnie Colbeck, and in a moment she was beside her lover. The policemen offered no obstacle; indeed, they appeared to fall back involuntarily. She looked pale, so fair and so unearthly that she might have been a spirit from

the other world confronting them. Clarkson gazed upon her, but his white lips remained unmoved and he uttered not a word.

"Tom," said the girl in a voice so low that he only heard it, "you will yet be saved. They cannot take your life; you shall not die for another's sin. Heaven will not permit such cruel injustice." Minnie spoke as all inexperienced people speak on such matters, women especially. Clarkson did not speak. He knew that with the first word he uttered all his self command would desert him. He took her little cold hands in his and held them for a moment, as we hold hands that we never expect to clasp again in this world. And with one look into her sorrowing eyes—a look that seemed to bid her an earthly farewell—he was led away.

[Concluded next week.]

#### Effect of the New Tariff on Importations of Canadian Produce.

Just what effect the new tariff law will have on the importation of produce is, as yet, a matter of conjecture. If, as is claimed by one political party, the importer pays the duty, then, undoubtedly, the change will stimulate importation, as in almost every case the duty has been reduced; but if, as claimed by another political party, the duty is paid by the foreigners, there will be no increase in importations. The fact appears to be, however, that buying in foreign countries is done merely to supply deficiency in the home market, and the price paid has been the ruling price in the market where the purchasing is done. Produce has been bought abroad only in Canada, except in a few unimportant instances. Beans may be cited as an illustration. The price of beans per bushel in Canada is \$1 for country picked, while here it is \$1.50. Under the McKinley tariff the duty was about 41 per cent. ad valorem, which would be equal to 41 cents a bushel, which, plus the freight charges, would make the beans worth about what dealers pay for them on this side of the line. Under the new tariff law the duty is 20 per cent., which reduces the duty one-half. Of course, the reduction of the duty may result in the Canadians growing more beans for export, but, as the quality of Canadian grown produce is not considered equal to that grown in this country, importations are not likely to increase. In the present condition of business the duty is still high enough in any event to prevent foreign growers shipping into this country in quantities sufficient to appreciably affect the market. The decrease of the duty on potatoes amounts to 40 per cent., the tariff under the new law being a trifle over 31 per cent. ad valorem. As the crop in Canada promises to be a good one while here we are threatened with a considerable shortage, perhaps the reduction in the duty may affect the market. It will depend to some extent on whether the Canadian ships his potatoes to this country or our dealers go after them. In the one case the price asked will be some thing less than the price paid here, while the dealer who buys in Canada will sell for the ruling price in the home market. The reduction of the duty on wheat is so small that it will make no difference either way and, then, too, wheat is higher in Canada than it is here. What has been said of wheat applies equally to corn. Eggs could be shipped to this side of the line at the

present low price prevailing in Canada, but the new duty would make the price received about what it is here, so that there is no inducement for the Canadian to invade this market. This is true of nearly all of the products of the dairy and farm. It may be said, therefore, that, unless Canada has a much larger surplus of these products than she has had in past years, the change in the duties will have little or no effect upon the produce market in this country. The same may not be said of manufactured articles. The Canadian manufacturer is as farsighted, as enterprising, as his American cousin, though not nearly so numerous. So far as his facilities will allow, he will take advantage of every concession offered him in order to extend the market for his wares. If the change in duties give him no better prices than he is receiving at home, they will, at least, be as good and he will do his utmost to extend his market. At home he has less than six millions of people, while here he would have over ten times as many, with five times the consumptive capacity of an equal number of any other nationality. It is different with the farmer. His production is limited by the size of his farm, which can hardly be increased, by the degree of fertility of the soil, and largely by his skill as a farmer. So long as he can dispose of the products of his farm he is content; he seldom thinks of increasing his output, or of reaching out into other markets. Along the border there will probably be increased selling, because the border American towns are better markets than their neighbors across the line, and as accessible. It may be concluded, from the above considerations, that the change in tariff duties will not materially affect the produce market, while it is more than likely to affect the market for manufactured goods; but the change is so small that, as has been said, what the result will be is a mere matter of conjecture.

DANIEL ABBOTT.

#### Used the Wrong Word.

THE TRADESMAN is in receipt of a letter from Albert C. Stevens, editor of *Bradstreet's*, taking exception to the use of the word "estimate" in the issue of Aug. 22. The word occurs in the sentence beginning, "*Bradstreet's* estimates that the exports last week were," etc., in F. A. Voigt's review of the wheat market for that week. Mr. Stevens says: "*Bradstreet's* does not 'estimate' exports, etc., each week; it makes a report of the total number of bushels shipped as per manifests and other reliable means of ascertaining quantities sent. Anyone can estimate—few can or do attempt to make a report." The difference is the difference between the words "estimate" and "report" and is one which will readily be appreciated by readers of this journal. The error was an inadvertent one on the part of Mr. Voigt. The reliability of *Bradstreet's* reports is acknowledged the word over and will hardly be called in question because of a slip of the pen such as Mr. Stevens complains of.

By a simple rule, the length of the day and night, at any time of the year, may be ascertained by simply doubling the time of the sun's rising, which will give the length of the night, and doubling the time of setting will give the length of the day.

#### CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		6 1/2	7 1/2
" H. H.		6 1/2	7 1/2
" Twist		6 1/2	7 1/2
Boston Cream	9		
Cut Loaf			9
Extra H. H.	9		
MIXED CANDY.			
		Bbls.	Pails.
Standard		6	7
Leader		6	7
Royal		7 1/2	8
Nobby		7 1/2	8 1/2
English Rock		7 1/2	8 1/2
Conserves		7 1/2	8 1/2
Broken Taffy		8 1/2	9
Peanut Squares		8	9
French Creams			9 1/2
Valley Creams			13 1/2
Midget, 30 lb. baskets			9
Modern, 30 lb.			8 1/2
FANCY—In bulk			
			Pails
Lozenges, plain			9
" printed			9 1/2
Chocolate Drops			13
Chocolate Monumentals			13
Gum Drops			8 1/2
Moss Drops			8 1/2
Sour Drops			8 1/2
Imperial			10
FANCY—In 5 lb. boxes.			
			Per Box
Lemon Drops			55
Sour Drops			55
Peppermint Drops			60
Chocolate Drops			75
H. M. Chocolate Drops			80
Gum Drops			40
Licorice Drops			100
A. B. Licorice Drops			80
Lozenges, plain			65
" printed			65
Imperial			65
Mottos			70
Cream Bar			55
Molasses Bar			55
Hand Made Cream			85
Plain Creams			80
Decorated Creams			90
String Rock			5
Burnt Almonds			100
Wintergreen Berries			15
CARAMELS.			
No. 1, wrapped, 2 lb. boxes			34
No. 1, " 3 " "			51
No. 2, " 2 " "			28
ORANGES.			
Fancy Seedlings, 96s			
Rodis, 100s			
Rodis, 200s			
LEMONS.			
Choice 300		3 75	4 00
Extra choice 300			4 25
Extra fancy 300			4 50
Extra fancy 360			4 50
BANANAS.			
Large bunches		1 75	
Small bunches		1 00	1 50
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8b.			
" extra 14b.			
Dates, Pard, 10 lb. box			2 8
" 50 lb. "			2 8
" Persian, 50 lb. box			2 5 1/2
" 1 lb Royals			7
NUTS.			
Almonds, Tarragona			2 15
" Ivaca			2 14
" California			2
Brazils, new			2 8
Fliberts			2 10
Walnuts, Grenoble			2 12 1/2
" French			2 10
" Calif.			2 13
Pecans, Texark, H. P.			6 2 1/2
Chestnuts			
Hickory Nuts per bu.			
Cocconuts, full sacks			
PEANUTS.			
Fancy, H. P., Sunb.			2 5 1/2
" Roasted			2 7
Fancy, H. P., Flaks			2 5 1/2
" Roasted			2 7
Choice, H. P., Extras			2 4 1/2
" Roasted			2 6
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene			8 1/2
XXX W. W. Mich. Headlight			7
Naptha			2 6 1/2
Stove Gasol			2 7 1/2
Cylinder			27 28
Engine			13 21
Black, 15 cold test			2 8 1/2
FROM TANK WAGON.			
Eocene			7
XXX W. W. Mich. Headlight			5
FRESH MEATS.			
BEEF.			
Carcass		5	2 6 1/2
Fore quarters		3	2 4
Hind quarters		6	7
Loins No. 3		8	2 10
Ribs		6	2 8
Round		5	2 6
Chucks		3 1/2	4
Plates		3	2 3 1/2
PORK.			
Dressed		6	2 6 1/2
Loins			9
Shoulders			6 1/2
Leaf Lard			9 1/2
MUTTON.			
Carcass		4	2 5
Lambs		7	2 7 1/2
VEAL.			
Carcass		6	2 7 1/2



## BENEFICIAL RESULTS.

Achieved Through the Medium of the Retail Grocers' Association.

GRAND RAPIDS, Aug. 30—I want to ask THE TRADESMAN a question. I have repeatedly been asked to join the Grand Rapids Retail Grocers' Association, but, so far, have been unable to see how membership in that organization will be of any benefit to me. I think I can see how the down-town grocer will be benefitted by the work of the Association, but I am away out in the suburbs. How am I affected by what the Association is endeavoring to do? SUBURBAN.

This is one of several questions which have reached this journal within a fortnight, and, as it is a matter of interest to the grocery trade generally, and not only of this city, the answer is given with the greater pleasure.

First, to the negative side of the question. "Suburban" is wrong in supposing that the chief benefit from the work of the Association is received by the down-town grocer. His prices are usually higher than those of the dealer in the suburbs; his customers do not want cheap goods, they do not care for the price; and it is unnecessary for the down-town grocer to cut prices or go into "schemes" to draw trade. Few of the evils which afflict the trade, and which the Association is working to destroy, have any effect upon the down-town dealer, or, if he is affected by them, the extent of his business makes him indifferent to them. He, of all grocers, is the one least benefitted by the work of the Association. Now to the positive side. "Suburban" is benefitted directly by the work the Association has done and is doing in connection with the peddling nuisance. Every time the number of peddlers is reduced it throws so much business into the hands of legitimate dealers. It is not true, as claimed by some, that to reduce the number of peddlers is simply to give that much more business to those who remain. Each peddler has his "route," which it takes him a certain time to cover; he cannot take new territory without abandoning the old. Two years ago there were over 200 peddlers of fruit and vegetables in the city; now there are less than 100—a reduction of over one-half. This is a remarkable showing, and if the Association had done nothing else there is a sufficient return for all that it has cost the trade of the city. But the work is by no means finished, and the Association is prepared for vigorous campaigning until legitimate trade has recovered the ground which it has lost. To stop now with the goal in sight is worse than folly. Does "Suburban" think that so much would have been accomplished without organization? Who would have directed the work, who have been responsible for it? This much is certain—nothing was done before organization, and very much has been done since, which is, at least, circumstantial evidence in favor of the existence of the Association, and a good reason why "Suburban" should be a member. The effort of the Association to maintain a level price on sugar has been productive of good, and here, too, dealers in the outlying districts have received the greater benefit.

It makes little difference to the down-town grocer what the cutter may do with the price of sugar. His customers are not attracted by the inducements offered by the department store and other pirates, but have an eye solely to the quality of the goods. It is different with

the suburban dealer. His customers are, as a rule, people of small means, to whom the saving of a few cents is an important matter. They are not to be blamed for this, but, because it is true, they are always on the lookout for bargains, and an extra pound or so of sugar for a dollar is an attraction which few of them can resist. Suppose, for a moment, there was no Grocers' Association, no one would feel under obligation to maintain the price which legitimate business naturally demands, and all would be free to sell at whatever price they listed. But there is an Association, and the members are bound by the action of the Association in fixing the price of sugar at a living figure, and the consequence is there is not to-day one cutter where, without such organization and such action, there would be fifty. How does this effect "Suburban?" In this way: Not every one can get down town to take advantage of the so-called bargains, and so are compelled to do their trading near home. Perhaps "Suburban's" nearest neighbor would be a cutter were it not for his obligation to the Association, in which event the bargain-hunter would be under no necessity to go down town to hunt for bargains. But "Suburban" may say that he could cut as well and as deeply as his neighbor. True; but would that be a desirable condition of things? Is it not much better that neither should cut, as they would be unlikely to do if they were members of the Association? Just to the extent that membership in the Association has limited cutting (and it is easily susceptible of proofs that it has limited it) just to that extent has legitimate trade throughout the city been benefitted, and by as much as membership in the Association increases by so much will the benefits increase.

These are some of the direct benefits which accrue to grocers because of the existence of the Association but not dependent upon membership. How much the Association has done for the members through the discussion of the various questions which have arisen there is no means of computing; but it has resulted in educating the members, in giving them a better understanding of their needs and a clearer sense of the most available remedy. A better spirit prevails to-day among the retail grocery trade than could possibly have been the case without organization. Personal contact in the meetings, the free interchange of ideas and free expression of opinions have done much to soften the acerbities and remove the prejudices which have existed too long among retail grocers. Much yet remains to be done, and how much easier the doing would be if grocers would give, not only their sympathy, but a portion of their time to the work of the Association is easily seen. "Suburban," and all others who may be in the same perplexity, are asked to give the foregoing careful attention.

Another question has been received which will receive attention next week.

DANIEL ABBOTT.

Friend—Did your mamma enjoy the cake I sent over last week?

Tommy—Yes; one piece of it kept papa at home three or four days, and nothing else ever did.

"Time is generally the best medicine," but your creditors don't like too much of it, all the same.

# A Blind Man

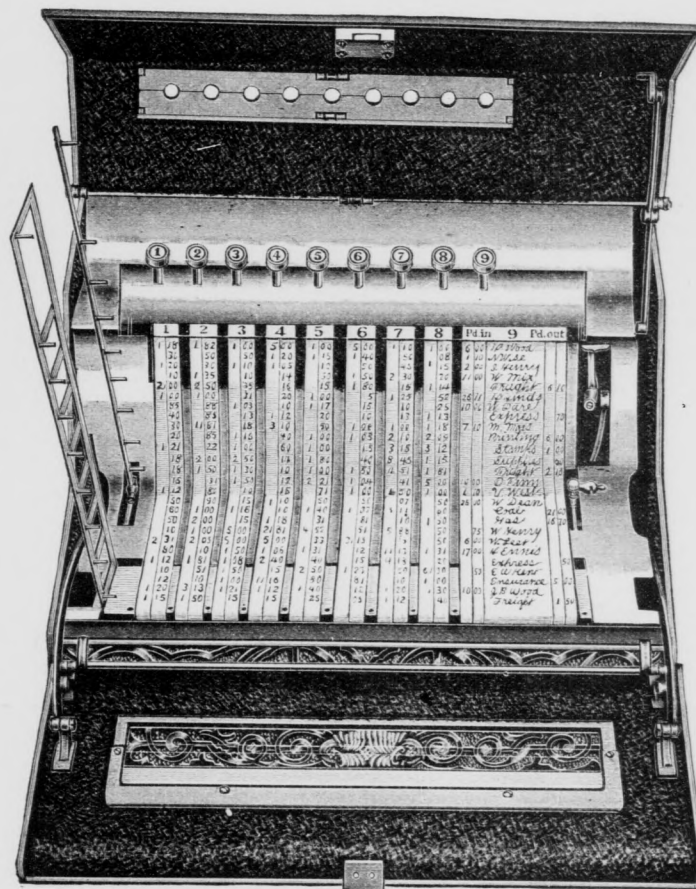
Has about as many chances of becoming a good marksman as the merchant has of succeeding by careless, haphazard methods.

Yet many merchants run along in the old rut, unable to shake off the antiquated methods of their fathers, when the introduction of modern methods and the purchase of a

## CHAMPION CASH REGISTER

would place them in line with the enterprising and progressive merchants of the day, enabling them to take rank as leaders in trade and finance.

Do You Want to be a Leader or a Drone?



Our No. 9 Machine with lid open, exposing interior view, showing accounts as separated into proper columns.

GRAND RAPIDS, Mich., Aug. 20, 1894.

CHAMPION CASH REGISTER CO.

GENTLEMEN:—I have been using your register for the past six months, and find the system works to the best satisfaction. I have investigated a number of different kinds of registers, but became convinced that yours was the best for my line of business.

I did away with the cashier and slip system, and would not return to same again. By our present system we can keep all Cash Business Transactions accurately, and in a small space. No trouble to look over a day's business in an instant.

Wishing you much success, I remain,

Yours truly,

JULIUS J. WAGNER.

Merchants desiring to inspect our Register are requested to drop us a card, so that one of our agents can call when in the dealer's vicinity. It will cost nothing to see the machine and have its merits explained.

Manufactured only by

**CHAMPION CASH REGISTER CO.,**  
GRAND RAPIDS, MICH.

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Brown City—Tuck & McKay succeed Ora T. Tuck in general trade.

Hartford—Casper Oppenheim has opened a new boot and shoe store.

Bay City—M. Grossman succeeds Altman & Grossman in the clothing business.

Calumet—Werner Nikander succeeds Nikander & Koivupalo in the drug business.

Bay City—F. Rossman succeeds Emma (Mrs. F.) Rossman in the clothing business.

Caro—J. W. Davis is succeeded by F. E. White & Co. in the boot and shoe business.

Detroit—John W. Moore succeeds Moore Bros. in the flour and feed business.

Osseo—Harring & Co. have closed out their hardware stock and retired from trade.

Petersburg—J. Lowe has closed out his hardware stock and removed to Clare.

Three Rivers—O. P. Slote has assigned his hardware stock to Isaac D. Major.

Flowerfield—F. L. Cotherman is succeeded by F. Hartman in the grocery business.

Oakville—It is reported that Jas. A. Blackman will shortly retire from general trade.

Crystal Falls—I. C. Webb is succeeded by the Crystal Falls Hardware Co., not incorporated.

Newberry—Coplan & Stade succeed Chas. Rosenthal in the clothing and dry goods business.

Muskegon—W. E. Wing succeeds the Colby Grocery Co. in the retail grocery business at this place.

Kalamazoo—Lamb & Roediger, furniture dealers, have dissolved, John A. Lamb continuing the business.

Mason—Wright & Reamer, dealers in flour, feed and groceries, have dissolved, A. J. Reamer continuing the business.

Beaverton—The Seeley Cooperage Co., not incorporated, is succeeded by the Beaverton Cooperage Co., incorporated.

Butternut—W. J. Reed has sold his sawmill to a man from Saranac, named Cooper, who will run the mill to its full capacity.

Detroit—The style of the Immel-Kirchberg Co., dealers in groceries and meats, has been changed to the W. M. Kirchberg Co., Limited.

Butternut—A. Conklin will add a line of clothing, men's furnishing goods, boots and shoes, hats, caps, gloves and mittens to his drug stock.

Carsonville—McPherson Bros., general dealers, have dissolved partnership. The business will hereafter be conducted under the style of McPherson & Co.

Detroit—Max Wolff and Julius Wolff have consolidated their cigar manufacturing businesses and will hereafter do business under the style of M. Wolff & Bro.

Traverse City—W. E. Campbell has sold his interest in the Traverse City Candy Co. to W. C. McLellan, who will continue the business under the same style.

Stanton—Stevenson Bros. have placed in position on their dry goods store front a sign which was made for their father fifty years ago and for forty years occupied a place on one store in Stanton.

Detroit—Immel & Kirchberg (Limited) are succeeded by W. M. Kirchberg Co. (Limited) in the grocery business.

Hudson—H. D. Mann has sold the Washington meat market to Louis H. Steger. Mr. Mann purchased the Home bakery of Mrs. Doty and with his son, LaVerne, will continue the bakery and restaurant business.

Millbrook—The Bendetson mystery has been solved by the Detroit police. Acting on the theory that the merchant may have gone to the old country, the Atlantic liners were wired, and an answer was returned that the old gentleman sailed as a steerage passenger to Hamburg on Aug. 9.

Mancelona—W. E. Watson has purchased a vacant lot adjoining the store building of G. L. White and will erect a brick store building, 30x80 feet in dimension. This is the second new brick store building Mancelona is to have this season, and speaks well for confidence of business men in the future of the place.

Stanton—Assignee Rice has filed the result of his inventory of the C. L. Grace hardware stock, showing that the fixtures, accounts and notes amount to \$3,844.93 and appraised at \$3,418.13. The liabilities are \$4,028.02, comprising a \$1,500 mortgage to Grace's wife for alleged borrowed money and \$2,528.02 merchandise indebtedness.

Muskegon—Oren S. Hopperstead has purchased the interest of Jacob Jesson in the Jacob Jesson Co., and succeeds Mr. Jesson as Secretary and Treasurer. Charles S. Koon, who has been in the employ of Fred Brundage but who was formerly a clerk for the Jesson Co., also purchased a block of stock and has assumed the mantle of Vice-President. Both gentlemen are young and enterprising and will push the business strongly. Mr. Jesson will remove to California on account of the ill health of his wife.

Belding—The grocery stock of F. G. Higbee has been seized by the Peoples' Savings Bank on a chattel mortgage for \$500. An invoice was taken and the goods appraised at something over \$500. The bank's mortgage was due August 26, and covered the stock. Hawkins & Co., of Grand Rapids, held a second mortgage for \$382.02 and Lee & Cady, of Detroit, a third for \$198.31. The stock will be sold at public sale September 5. The failure is attributed to the close times for collections and bad debts through too free use of the credit system. About \$2,000 is now outstanding on the books, a large portion of which is uncollectable.

Saginaw—A slick-looking stranger walked into the grocery store of John Koepflinger, one of Saginaw's best known Germans, August 29, and asked him to give him a \$20 bill for smaller bills to send to his mother at Toledo, at the same time throwing down a roll of Uncle Sam's legal tender and an addressed envelope on the counter. Koepflinger got the \$20 and was asked to place it in the envelope and seal it while his visitor counted the cash. He did so and then was asked to count the small bills as they appeared to be \$1 short. John took the roll and the stranger the envelope. "Only \$19," says John. "Well, here, you keep the letter and I'll take the \$19 and get the other dollar from the man who paid me this. An hour later John discovered his envelope contained only a blank sheet and he was out of \$20. It was a clever example of filchflaming.

## MANUFACTURING MATTERS.

Saginaw—E. A. Gyde, who operates a hoop mill here, has nearly six months' manufactured stock on hand, and, unless trade brightens, will shut down his plant as soon as the logs on hand are cut up.

Traverse City—The Traverse City Lumber Co. has cut 10,000,000 feet thus far this season, and will cut about 5,000,000 feet more. Its sawmill has been running night and day all summer, but is now running only daytime. The entire cut is sold on contract.

Manistee—The manufacturers of salt are not having things all their own way, as the frequent meeting of the Michigan Salt Co. testify. Salt is low, but it seems as though it had not yet touched bottom. At present prices there is no margin in it for the manufacturer. All the docks are crowded at receiving points, and unless something is done, manufacture will have to cease. This is rather a difficult undertaking, as the making of salt and lumber are so interwoven it is almost impossible to shut down one without the other.

Bay City—The volume of trade is increasing and the situation all along the line is much improved. The tariff question is regarded as settled until a change in the administration, and, while there is some apprehension as to the result of free trade in lumber products upon the trade, there seems to be a disposition to make the best of it. It is thought that the methods of manufacture in the northwest, and the superior facilities for handling lumber, will enable manufacturers to hold their own until a change in the legislative complexion of Congress brings about the restoration of dressed lumber to the dutiable list.

Manistee—The R. G. Peters Salt & Lumber Co. is running night and day, and shipping about as much lumber as usual. The corporation has just started camps on Sands' railroad to put in a group of about 10,000,000 feet, half of which was put in some time ago.

Saginaw—August closed with a distinctly better feeling in lumber trade circles. There is more inquiry for lumber and an increase in orders, both in the wholesale and yard markets, and now that the long congressional grind is over, it is confidently expected that there will be a steady revival in business, although no boom is looked for. There is considerable speculation as to the probable results of lumber being placed on the free list. Some think there will be heavy shipments from Canadian points to the eastern markets, which will consequently affect the Michigan and northwestern trade adversely. It is contended, on the one hand, that there are large Canadian stocks available for immediate shipment, while, on the other hand, it is asserted that Canadian manufacturers have sold up closely and in some instances ahead, and that shipments from that country will exert no perceptible influence upon the market in the immediate future. It is quite generally conceded, however, that the new conditions will wonderfully stimulate the Canadian lumber industry. This is already shown in the awakened interest and activity manifested in the purchase of, and negotiations for, timber limits, and in arrangements in progress for manufacturing lumber there by American capitalists and manufacturers. Well informed men estimate an increase in the productive capacity of

Canadian manufacture of lumber approximating 300,000,000 feet within a year. This will furnish employment for a large amount of American capital, and a large number of skilled mechanics and woods workers will be drawn from the states to the new field of labor. What effect this will have upon the lumber industry in the states, and its influence upon our markets, which will inevitably receive the bulk of the Canadian product, is left for the general reader to speculate upon. Aside from the class who are concerned in Canadian timber, it can be truthfully written that the new tariff and its affect are regarded with no little degree of foreboding. But time alone will tell.

## PRODUCE MARKET.

Apples—Strawberries and pippins are the leading varieties at present. Astrakans and other early varieties are done. The best are held by dealers at 40¢ to 50¢ per bu. Scrubs can be bought for less, but no one but a cheap peddler wants them.

Beans—Dealers pay \$1.65 for country picked, holding hand picked at \$2 per bu.

Beets—Are worth 35¢ to 40¢ per bu.

Butter—Best dairy is held at 20¢ to 21¢ per lb; creamery, 22¢ to 24¢. Dairy will disappear altogether if rain does not come soon.

Cabbage—Are held at 50¢ per doz.

Carrots—Are held at 40¢ per bu.

Celery—Is held at 10¢ to 18¢ per doz.

Cucumbers—There seems to be no lack of either table or pickling; they are held at 30¢ per bu.

Eggs—Strictly fresh (if that well-worn phrase means anything) are held at 15¢ per doz.

Grapes—Are in good supply and first-class quality. Dealers hold them at 24¢ per lb. or 25¢ per 12-lb basket.

Green Corn—Is bought on the market for 8¢ to 10¢ per doz.

Muskmelons—Home-grown are held at 50¢ per doz.

Onions—Ripe bring 60¢ per bu.; green 12¢ per doz. bunches.

Peaches—Barnards and Early Crawford's still hold the fort, and are of the finest quality. Dealers hold them at from 90¢ to 1.25 per bu.

Potatoes—Dealers are not paying much attention to potatoes at present, their time being taken up with fruit. No one is making any enquiries for potatoes, but they can be bought for 70¢ per bu.

Plums—The very best are held by dealers at \$1.25 per bu. They are in splendid shipping condition.

Pears—Bartlett's are held by dealers at \$1.25 per bu.

Radishes—Dealers hold them at 10¢ per doz bunches.

Squash—Are bringing 14¢ per lb.

String Beans—Are sold on the market at 75¢ per bu.

Tomatoes—The supply of good is fair. They are held at 50¢ to 65¢ per bu.

Turnips—Are held at 40¢ per bu.

Watermelons—Are down to 10¢ to 15¢.

Whortleberries—A few are coming to market, although not in first-class condition. Dealers hold them at \$1.50 per 16-qt. crate. The dry weather has injured the berries so that only a few are marketable.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

Don't Delay

buying peaches. Season will be short this year.

Quote you good white peaches 75¢ to \$1 per bu.

Some yellow at the same price. Barnards 90¢ to \$1.25. Fancy peaches \$1.50. Pears \$1 to \$1.40. Plums \$1.25 to \$1.75. Muskmelons, Tomatoes, Celery, Cabbage, Sweet Potatoes, Onions, Peppers, etc., at lowest market prices.

Send in your orders by mail or wire and I assure you they will have our prompt and personal attention and benefit of lowest possible prices.



## GRAND RAPIDS GOSSIP.

Henry Ickler, cooper at 304 Jefferson avenue, is succeeded by William Ickler.

John Walz has removed his meat market from 56 West Leonard street to 67 West Leonard street.

Geo. W. Eby has removed his grocery stock from 673 Madison avenue to 774 South Division street.

S. P. Smith has embarked in the grocery business at Lyons. The Musselman Grocer Co. furnished the stock.

M. Bootz has opened a grocery store at 137 West Bridge street. The Lemon & Wheeler Company furnished the stock.

Nearly 12,000 bushels of fruit were marketed in this city Tuesday, Aug. 28, of which 9,000 bushels were peaches. Every bushel of it was disposed of without any trouble.

The retail price of granulated sugar has been advanced by the Retail Grocers' Association to the following basis: 6 cents per pound;  $4\frac{1}{4}$  pounds for 25 cents;  $8\frac{1}{2}$  pounds for 50 cents; 17 pounds for \$1.

H. H. Karsten, who has operated a feed mill at Zeeland, is putting in machinery for a full roller process flouring mill, with a capacity of 50 barrels per day. The Hester Machinery Co. secured the order for a 60 horse power Atlas engine and boiler.

The retail grocers of the city are invited to meet at the Clarendon Hotel at 2:30 o'clock Wednesday afternoon to proceed in a body to the vineyard of Wm. K. Munson, in Grand Rapids township, where the party will be turned loose in one of the finest graperies in the country, after which interesting addresses will be made by Hon. Chas. W. Garfield, Mr. Munson and others.

The long-continued drought has done considerable damage to the fruit crop and especially to the peaches. Peaches have ripened so rapidly that it has been next to impossible for growers to get them to market in shape for shipping. Then they are much smaller than they would have been if there had been the usual amount of rain. The spotted appearance of the fruit is also due to the dry, hot weather. Altogether the loss to the growers will run well up into the thousands. But the quality of the fruit is good, and if it were in good shipping condition there seems to be enough to supply the demand. However, this part of Michigan will sustain its reputation.

## Purely Personal.

B. S. Rannels, general dealer at Big Prairie, was in town Monday and Tuesday.

Mrs. John Ferguson, the South Division street grocer, has returned from Albany, N. Y., inspecting her real estate interests.

Frank D. Forbush, formerly Secretary and Treasurer of the Stow & Davis Furniture Co., has taken the position at the Grand Rapids Packing & Provision Co. rendered vacant by the retirement of W. P. Granger.

Will Martin, of the Cycloid Wheel Works, will handle the Putnam Candy Co's oyster wagon the coming season. Mr. Martin is well known to the trade through his former connections with F. J. Detenthaler and L. F. Swift & Co.

L. J. Ford, senior member of the firm of Ford & Kirby, crockery and wall paper dealers at Mason, was in town a couple of days last week.

Isaac Van Westenbrugge, grocer at 60 Center street, has the sympathy of the trade in the death of his daughter, Martha, a bright child of 11 months, who expired Saturday evening. The funeral will be held at 2 o'clock this afternoon at the Berean Baptist Church.

Geo. H. Maul, formerly engaged in the grocery business here under the style of Maul Bros., now proprietor of a saloon at 936 Grand River avenue, Detroit, shot a man Aug. 27, and the wound is expected to prove fatal. Maul became involved in a row with a quarrelsome customer, who viciously attacked Maul, and who was fired at by the latter, with the result that an innocent bystander, Warren F. Charter, received the ball in his breast. Maul gave himself up to the police.

Fred Clark and Frank Jewell and a large and variegated party of friends have been spending several days at Chippewa Lake on an alleged duck shooting expedition. It is not the first time Frank Jewell has gone duck shooting, by a large majority. Just about a year ago now he and a friend went up the River beyond Cascade and attempted to shoot some ducks. They took opposite sides of the River, and, as no game appeared on the side of the River Frank's friend was on, Frank was soon left some distance behind. Hearing a couple of shots fired, the friend turned back, thinking that, perhaps, there was game in Frank's direction. He had not gone far when he saw something moving in the water. Cautiously making his way toward the object he took careful aim and was about fire when it turned around and he was surprised to see the triumphant face of his friend Jewell. It was Frank, sure enough, clad in a straw hat and making his way towards the middle of the stream. "I hit him," he shouted; "he fell around here somewhere. He's a beaut, too. Here he is," and, reaching out, he took hold of his prize and held it up. "O, Lord, it's a helldiver," he groaned. So it was and not much larger than a robin. But he took that helldiver home and put in his spare time studying the difference between it and a duck. Now he may shoot a helldiver but he'll keep his clothes on.

## The Grocery Market.

Sugar—There has been no change in price during the past week, although the market is strong and consumption enormous. Every indication points to higher prices and further advances are expected daily.

Coffee—Mild grades continue to show signs of weakness, due to the large amount of stock afloat and in the hands of importers. Package manufacturers have reduced their quotations  $\frac{1}{2}$ c per lb.

Pork—There has been a heavy advance in barreled, owing to the scarcity of hogs and, consequently, low stocks. Mess has advanced 75c: short cut, \$1.25; extra clear, short cut and clear, \$1; Boston clear, \$1; clear back, \$1; standard clear, \$1.

Lard—All brands have advanced from  $\frac{1}{4}$  to  $\frac{1}{2}$ c.

Dry Salt Meats—There is an all around advance of  $\frac{1}{2}$ c per lb.

Pigs Feet—Half barrels have advanced 50c.

Smoked Meats—Hams are down  $\frac{1}{2}$ c per lb. and shoulders,  $\frac{1}{4}$ c. The rise in barreled pork will probably make a run on smoked, in which event prices will advance.

Brooms—Manufacturers assert that the advance in broomcorn from \$20 to \$30 per ton—an advance of 50 per cent.—will result in very much higher prices in brooms in the near future.

Vinegar—The recent advances in grain have caused an advance in the price of vinegar and the prospective advances in grain are likely to cause still higher price, in this staple.

## The Drug Market.

Gum opium is dull and lower.

Morphia is unchanged.

An advance on quinine is expected daily.

Sulphuric ethers have all been advanced and are tending higher, on account of the high price of alcohol.

The following articles have declined on account of lower tariff: Boracic acid; citric acid; oil croton; castor oil.

Linseed oil has declined.

Turpentine is lower.

Duffy's malt whisky has advanced. The price is now as follows: One dozen, \$9.50; less than one dozen, \$9.75; special prices on three dozen lots and over.

The United States Playing Card Company has advanced its prices on cards the amount of the stamp tax and has taken advantage of the situation to largely advance all its cheaper grades, which it claims have been sold at cost and less. The list is now as follows:

No. 999 or Steamboats.....	\$1.00
No. 101 "Tigers.....	1.15
No. 343 "Cadeys.....	1.00
No. 155 "Tourists.....	1.35
No. 808 "Bicycles.....	2.00
No. 808 "Bicycles, extra.....	2.50
No. 188 "Capital.....	2.25
No. 707 "Cabinets.....	3.50
No. 202 "Sportsman.....	3.50
No. 606 "Extra Congress.....	4.00
No. 67 "Lenox.....	4.00

## Gripsack Brigade.

Three Grand Rapids men now travel for the National Wall Paper Co.—John P. Heystek, F. B. Kreps and B. D. Meeker.

A. S. Doak is spending three weeks at his old home at Coaticook, Quebec. His trade is being covered in the meantime by L. S. Freeman and Randall Hawkins.

Ben VanLeuven hung his vest in his room in a Baldwin hotel while he went in search of brook trout. When he returned the vest was untouched, to all outward appearances, but his gold watch had mysteriously disappeared.

## Seven out of Ten.

Owosso, Sept. 1.—At the examination session of the State Board of Pharmacy, held at Houghton, Aug. 29 and 30, ten candidates for registration presented themselves, of which seven passed, as follows:

R. J. Burrows, St. Ignace.  
Henry B. Cate, Menominee.  
Samuel Cudlip, Iron Mountain.  
J. A. Gutzlin, Negaunee.  
W. B. Minthorn, Oscoda.  
D. W. Mitchell, Harrisville.  
Arthur Uddenburg, Iron Mountain.  
S. E. PARKILL, Sec'y.

## From Out of Town.

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

A. J. Hughes, Mecosta.  
Geo. E. Starr, Plainwell.  
J. Vinkemulder, Grandville.  
Thos. Heffernan, Baldwin.  
Ford & Kirby, Mason.  
Henry Schafer, Big Rapids.  
B. S. Rannels, Big Prairie.  
P. H. Sissions, Central Lake.

## FOR SALE, WANTED, ETC.

**A RELIABLE DRY GOODS AND SHOE** salesman desires position. Is capable of taking full charge of stocks or occupying position of general manager. Address F. A. M., care Michigan Tradesman. 600

**FOR SALE—SECOND HAND TINNERS'** tools, also D. Sander's Sons IXL pipe cutting and threading machine, hand and power combined. Steam Heat Evaporator Co., Charlotte, Mich. 598

**WILL PAY A REASONABLE PRICE, CASH,** for a lady's wheel in good condition. Address H. T. C., care Michigan Tradesman. 601

**BIG SNAP—A REAL ESTATE OFFICE** having half a million dollars' worth of property listed, \$20 takes it. Price of office fixtures only. 100 other business chances. Send stamp for list. Mutual Business Exchange, Bay City. 599

**CHOICE FARM OF 160 ACRES, DEEP SOIL,** living water, in Dickinson county, Iowa, to exchange for stock of goods or other property. Give full description—quality, quantity and value—in first letter. O. P. Conklin, 26 Madison Ave., Grand Rapids, Mich. 597

**A FINE DEPARTMENT STORE FOR SALE.** Good town, good store, good trade. C. C. Sweet, Benton Harbor, Mich. 596

**FOR SALE—ON ACCOUNT OF CONCERN** trading my business to one point I offer my entire stock of dry goods, boots, shoes and groceries, with double store, brick residence, frame barn and banking business. Might take No. 1 farm in part payment. Address Lock box 20, Springfield, Mich. Don't write unless you mean business. 465

**FOR SALE—A PAYING DRUG STORE IN** the great Michigan fruit belt. Average daily sales, \$12. Price, \$800, part cash. Good reasons for selling. Address Druggists, Box 11, Baroda, Berrien Co., Mich. 590

**WANTED FOR CASH—STOCK OF GOODS.** Must be cheap. Also store building in Northern Michigan. W. H. Pardee, Freeport, Mich. 584

**DRUGGIST—GRADUATE OF TEN YEARS'** experience in city and country—wishes situation. Competent to take full charge if desired. Wages moderate. No. 1 references. Address No. 591, care Michigan Tradesman. 591

**WANTED—A SITUATION BY A PHARMACEUTIST** of 15 years' experience. Best of references. Address Pharmacist, care Michigan Tradesman. 593

**DRUG STORE FOR SALE—ABOUT \$1,500** part cash and balance on time to good party. Location first-class; rent low; good opening for a physician; new industry to employ 100 hands now building near by. Fred Brundage, Muskegon, Mich. 594

**WANTED—POSITION AS MANAGER OR** clerk in dry goods or general store. Good window dresser. References. Box AA, New Haven, Mich. 587

**FOR SALE—CHEAP FOR CASH. SHINGLE** mill in first-class repair, 40,000 capacity. Holmes & DeGott, Tustin, Mich. 588

**WANTED—POSITION AS CLERK OR** book keeper in a general store. Good references furnished. Address A. D. Diehm, Remus, Mich. 589

**WANTED—FURNITURE AND FIXTURES** for a drug store. Price must be right. Address C. W. Vining, Lakeview, Mich. 586

**WANTED—A DEALER IN EVERY COUNTY** to handle the Peerless typewriter. Send for circular. Barker & Saunders, State Agents, 19 and 21 Fountain St., Grand Rapids. 583

**FOR SALE—TWO PRESCRIPTION CASES,** one pair druggist's prescription scales, four section druggist's drawers (only one year old), six four foot show cases, very cheap. Address C. G. Pitkin, Whitehall, Mich. 581

**A PHARMACEUTIST, 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. 586

**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. 584

**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 \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 581

**A BUSINESS CHANCE—FOR SALE OR EX-** change 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 39 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. Hemmingson, Village Clerk, Grant, Mich. 583

**PLANNING 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

**FOR SALE—LARGE STORE, WAREHOUSE,** barn, etc., with one-half interest in stock of general merchandise in the village of McBain, Missaukee county, Mich. For terms write to Gillis McBain, McBain, Mich. 578

## CURRENT CRITICISMS.

The St. Louis Retail Grocers' Association cleared \$1,200 on its picnic this year. They did not have anything like the crowd the Grand Rapids Association did, either. How do you suppose they did it?

The old man on the corner of Monroe and Ottawa streets has taken out a license. After living for years on the people and lying to the police all these years, it's pretty hard, that's a fact. Mooney, you are a hard-hearted wretch.

President Cleveland refused to sign the tariff bill, so it must go out into the cold world unsponsored. Its own father long ago disowned it.

Now the members of Congress can put in their spare moments trying to convince their constituents that they didn't do it.

Don't be alarmed if about every third man you meet on the street stops you and shakes hands with you and asks about your wife and the baby, and how's business, and a lot of other foolish questions. They are not bunco steers or confidence men, or anything of that sort, though many of them look it. They are candidates.

The papers say the President took a dignified interest in the procession of the K. of P. at Washington the other day. President Cleveland is not built right to take any other kind of an interest in anything.

The tariff question is settled; Congress has adjourned; the fight between Corbett and Jackson has been indefinitely postponed. Now if it would only rain!

## Cooking by Electricity.

Cooking by electricity is still finding favor among an increased number of people, and has no drawback except that it is comparatively expensive. This has been all along the chief drawback to the electric light, and for the length of time it has been known, its use has gone little beyond that in public places. Cooking by electricity has hardly reached that point of being in common use in public places, but it bids fair to do so in the near future. The heat in the range in which coal is used is not so intense as the appliance through which the electric current passes and the latter is also more readily controlled. Then there is no raking of ashes, no soiling of the hands with coaldust, and no hot stove lids to lift, and burn the fingers. Then the intensity of the heat is regulated for the different viands at pleasure. The popularity of cooking in this manner will after a while appeal to those who live in small flats, where, in the summer time the kitchen and the dining-room may be with comfort one and the same room.

## Fire from Incandescent Lamps.

It has long been held that incandescent electric lamps were perfectly safe, and insurance companies have not been accustomed to increase their rates on account of the use of such; but recent tests go to show that the idea is erroneous, and that while not nearly so dangerous as are lights, fires may be started by the incandescent current. During the test an incandescent lamp was placed on the ground, covered with powder, and the globe broken. No harm resulted. A lamp was then dropped into a receptacle full of powder, and the globe smashed. The result was not what the experimenters looked for. The powder went off with an explosion which wrecked the room and seriously burned the over-confident experimenters.

Business men of New York city, who employ 20,000 boys, have determined to give preference to boys who do not smoke cigarettes.

## Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	" Arrow Brand	4 1/2
Argyle	5 1/2	" World Wide	6
Atlanta A A	6	" LL	4 1/2
Atlantic A	6 1/2	Full Yard Wide	6 1/2
" H	6 1/2	Georgia A	6 1/2
" P	5	Honest Width	6
" D	6	Hartford A	5
" LL	4 1/2	Indian Head	5 1/2
Amory	6 1/2	King A A	6 1/2
Archery Bunting	4	King E C	5
Beaver Dam A A	4 1/2	Lawrence L L	4 1/2
Blackstone O, 32	5	Madras cheese cloth	6 1/2
Black Crow	6	Newmarket G	5 1/2
Black Rock	5 1/2	" B	5 1/2
Boot, A L	7	" N	6 1/2
Capital A	7	" DD	6 1/2
Cavanat V	5 1/2	" X	6 1/2
Chapman cheese cl.	3 1/2	Nolbe R	5
Clifton C R	5 1/2	Our Level Best	6
Comet	6 1/2	Oxford R	6
Dwight Star	6 1/2	Pegnot	7
Clifton C C C	5 1/2	Solar	6
		Top of the Heap	7
BLEACHED COTTONS.			
A B C	8 1/2	Geo. Washington	8
Amazon	8	Glen Mills	7
Amsburg	6	Gold Medal	7 1/2
Art Cambric	10	Green Ticket	8 1/2
Blackstone A A	7 1/2	Great Falls	6 1/2
Beats All	4	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Cabot	6 1/2	King Phillip	7 1/2
Cabot, N	6 1/2	" O P	7 1/2
Charter Oak	5 1/2	Lonsdale Cambric	10
Conway W	7 1/2	Lonsdale	8
Cleveland	6	Middlesex	2 @ 5
Dwight Anchor	8	No Name	7 1/2
" shorts	8	Oak View	6
Edwards	6	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7 1/2	Rosalind	7 1/2
Fruit of the Loom	8	Sunlight	4 1/2
Fitchville	8	Utica Mills	8 1/2
First Prize	6	" Nonpareil	10
Fruit of the Loom N	7 1/2	Vivard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	6 1/2	" Rock	8 1/2
HALF BLEACHED COTTONS.			
Cabot	6 1/2	Dwight Anchor	8
Farwell	7 1/2		
CANTON FLANNEL.			
Unbleached	5 1/2	Bleached	
Housewife A	5 1/2	Housewife Q	6 1/2
" B	5 1/2	" R	7
" C	6	" S	7 1/2
" D	6 1/2	" T	7 1/2
" E	7	" U	9 1/2
" F	7 1/2	" V	10
" G	7 1/2	" W	10 1/2
" H	7 1/2	" X	11 1/2
" I	8 1/2	" Y	12 1/2
" J	8 1/2	" Z	13 1/2
" K	9 1/2		
" L	10		
" M	10 1/2		
" N	11		
" O	11		
" P	14 1/2		
CARPET WARP.			
Peerless, white	17	Integrity colored	18
" colored	19	White Star	17
Integrity	18 1/2	" colored	19
DRESS GOODS.			
Hamilton	8	Nameless	20
"	10 1/2	"	25
"	10 1/2	"	27 1/2
G G Cashmere	20	"	30
Nameless	16	"	32 1/2
"	18	"	35
CORSETS.			
Coraline	\$9.50	Wonderful	\$4.50
Schilling's	9.00	Brighton	4.75
Davis Waists	9.00	Bortree's	9.00
Grand Rapids	4.50	Abdominal	15.00
CORSET JEANS.			
Armory	6 1/2	Naumkeag satteen	7 1/2
Androsoggin	7 1/2	Rockport	6 1/2
Biddeford	6	Conestoga	7 1/2
Brunswick	6 1/2	Walworth	6 1/2
PRINTS.			
Allen turkey reds	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	5 1/2	Charter Oak fancies	4
" buff	5 1/2	DelMarine cashm's	5 1/2
" pink checks	5 1/2	" mourn'g	5 1/2
" staples	5 1/2	Eddystone fancy	5 1/2
" shirtings	3 1/2	" chocolat	5 1/2
American fancy	5 1/2	" rober	5 1/2
American indigo	4 1/2	" sateens	5 1/2
American shirtings	4 1/2	Hamilton fancy	5 1/2
Argentine Grays	6	" staple	5 1/2
Anchor Shirtings	4	Manchester fancy	5 1/2
Arnold	6	" new era	5 1/2
Arnold Merino	6	Merrimack D fancy	5 1/2
" long cloth B	9	Merrim'ck shirtings	4
" " C	7 1/2	" Reppfurn	8 1/2
" century cloth	7	Pacific fancy	5 1/2
" gold seal	10 1/2	" robes	6
" green seal TR	10 1/2	Portsmouth robes	6 1/2
" yellow seal	10 1/2	Simpson mourning	5 1/2
" serge	11 1/2	" greys	5 1/2
" Turkey red	10 1/2	" solid black	5 1/2
BALLON solid black.			
" colors		Washington indigo	6 1/2
Bengal blue, green,	6	" Turkey robes	7 1/2
red and orange	6	" India robes	7 1/2
Berlin solids	5 1/2	" plain Tky X	8 1/2
" oil blue	6	" " X	10
" green	6	" Ottoman Tur	
" Poulards	5 1/2	key red	6 1/2
" red	7	Martha Washington	7 1/2
" " 9 1/2		Turkey red	7 1/2
" 44	10	Martha Washington	7 1/2
" 34 XXXX	12	Turkey red	9 1/2
Cochecho fancy	5	Riverpoint robes	5 1/2
madders	5	Windsor fancy	6 1/2
" XX twills	5	" gold ticket	5 1/2
" solids	5	Indigo blue	10 1/2
" "		Harmony	4 1/2
TICKINGS.			
Amoskeag A C A	11 1/2	A C A	11 1/2
Hamilton N	7	Pemberton AAA	16
" D	8	York	10 1/2
" Awaiting	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	10 1/2	Warren	12 1/2
Lenox Mills	18	Conostoga	16 1/2
COTTON DRILL.			
Atlanta, D	6 1/2	Stark A	8
Boot	6 1/2	No Name	7 1/2
Clifton, K	7	Top of Heap	9

## DEMINS.

Amoskeag	12	Columbian brown	12
" 9 oz	14	Everett, blue	12 1/2
" brown 14		" brown	13 1/2
Andover	11 1/2	Haymaker blue	7 1/2
Beaver Creek A A	10	" brown	7 1/2
" BB	9	Jaffrey	11 1/2
" CC		Lancaster	12 1/2
Boston Mfg Co. br.	7	Lawrence, 9 oz	13 1/2
" blue 8 1/2		" No. 220	13
" d & twist 10 1/2		" No. 250	11 1/2
Columbian XXX br.	10	" No. 280	10 1/2
" XXX bl	19		
SINGHAMS.			
Amoskeag	5	Lancaster, staple	5
" Persian dress 6 1/2		" fancies	7
" Canton	7	" Normandle	7
" AFC	5 1/2	Lancashire	5 1/2
" Teasle	10 1/2	Manchester	5 1/2
" Angola	10 1/2	Monogram	6 1/2
" Persian	7	Normandle	7
Arlington staple	6 1/2	Persian	7
Arasapha fancy	4 1/2	Renfrew Dress	7 1/2
Bates Warwick dres	7 1/2	Rosemont	6 1/2
" staples	6	Slattersville	6
Centennial	10 1/2	Somerset	7
Criterion	10 1/2	Tacoma	7 1/2
Cumberland staple	5 1/2	Toll du Nord	8 1/2
Cumberland	5	Wabash	7 1/2
Essex	7 1/2	" seersucker	7 1/2
Elfin	7 1/2	Warwick	6
Everett classics	8 1/2	Whittenden	8
Exposition	7 1/2	" heather dr	7 1/2
Glenarrie	6 1/2	" indigo blue	9
Glenharven	6 1/2	Wamsutta staples	6 1/2
Glenwood	7 1/2	Westbrook	8
Hampton	5	Windermeer	10
Johnson Chalou cl	5	York	6 1/2
" indigo blue 9 1/2			
" zephyrs	10		
GRAIN BAGS.			
Amoskeag	13	Georgia	13 1/2
Star	17		
American	13		
THREADS.			
Clark's Mile End	45	Barbour's	95
Coats, J. & P.	45	Marshall's	90
Holyoke	22 1/2		
KNITTING COTTON.			
No. 6	33	White. Colored	42
" 8	34	No. 14	37
" 10	35	" 16	38
" 12	36	" 18	39
		" 20	40
		" 22	41
CAMBRICS.			
Slater	4	Edwards	4
White Star	4	Lockwood	4
Kid glove	4	Wood's	4
Newmarket	4	Brunswick	4
RED FLANNEL.			
Fireman	32 1/2	T W	22 1/2
Creedmore	27 1/2	FT	32 1/2
Talbot XXX	30	J R F XXX	32 1/2
Nameless	27 1/2	Buckeye	32 1/2
MIXED FLANNEL.			
Red & Blue, plaid	40	Grey S R W	17 1/2
Union R	22 1/2	Western W	18 1/2
Windsor	18 1/2	D R F	18 1/2
6 oz Western	20	Flushing XXX	23 1/2
Union B	22 1/2	Maudslo	23 1/2
DOWRY FLANNEL.			
Nameless	8 @ 9 1/2	" 9 @ 10 1/2	
" 8 @ 10		" 9 @ 12 1/2	
CANYAS AND PADDING.			
Slater	9 1/2	Black	10 1/2
9 1/2	9 1/2	10 1/2	10 1/2
10 1/2	10 1/2	11 1/2	11 1/2
11 1/2	11 1/2	12	12
12 1/2	12 1/2	12 1/2	20
DUCKS.			
Severin, 8 oz	9 1/2	West Point, 8 oz	10 1/2
Mayland, 8 oz	10 1/2	" 10 oz	12 1/2
Greenwood, 7 1/2 oz	10 1/2	Raven, 10 oz	13 1/2
Greenwood, 8 oz	11 1/2	Stark	13 1/2
Boston, 8 oz	10 1/2	Boston, 10 oz	12 1/2
WADDINGS.			
White, dos	25	Per bale, 40 dos	85 50
Colored, dos	30	Colored	7 50
SILKES.			
Slater, Iron Cross	8	Pawtucket	10 1/2
" Red Cross	8	Dundie	9
" Best A	10 1/2	Bedford	10 1/2
" Best A	12 1/2	Valley City	10 1/2
L	12 1/2	KK	10 1/2
G	8 1/2		
SEWING SILE.			
Corticelli, doz	85	Corticelli knitting,	
twist, doz	40	per 1/2 doz ball	30
50 yd, doz	40		
HOOKS AND EYES—PER GROSS.			
No 1 Bl'k & White	10	No 4 Bl'k & White	15
" 2	12	" 8	20
" 3	12	" 10	25
PINS.			
No 2-20, M C	50	No 4-15 & 3 1/2	40
" 3-15, S C	45		
COTTON TAPE.			
No 2 White & Bl'k	12	No 8 White & Bl'k	20
" 4	15	" 10	23
" 6	18	" 12	26
SAFETY PINS.			
No 2	23	No 3	35
NEEDLES—PER M.			
A. James	1.40	Steamboat	40
Crowley's	1.35	Gold Eyed	1.50
Marshall's	1.00	American	1.00
TABLE OIL CLOTH.			
5-4	1.75	6-4	2.30
COTTON TWINES.			
Cotton Sall Twine	25	Nashua	14
Crown	12	Rising Star 4-ply	17
Domestic	12	" 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	15 1/2		
FLAX.			
Alabama	6 1/2	Mount Pleasant	6 1/2
Alamance	6 1/2	Oneda	6 1/2
Augusta	7 1/2	Prymont	5 1/2
Ar sapha	6	Randelman	6
Georgia	6 1/2	Riverside	5 1/2
Granite	6 1/2	Sibley A	6 1/2
Haw River	5	Toledo	6 1/2
Haw J	5	Otis checks	7 1/2

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NEW STYLES OF

Tablets,  
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COUPON  
BOOKS.



## SIX LETTERS TO A CLERK.-I.

## First Touches on the Dangers of Leaving Home.

An Old Merchant in Hardware.

Those of us who have passed the milestones that mark the early roads of business, my dear Tom, often fancy that a bit of our experience might be of some value to those who are just starting out on that thoroughfare. And while we do not believe that we can lay down a chart which will invariably lead to success, we do think that our own mistakes, and the mistakes we have seen others make, ought to be of benefit to those who are treading in our steps.

I chose a business career because it was the best offered me. Had I the power to choose among the professions, I might have taken one of them for my choice, but I was where most young men of to-day are—very ambitious and very poor. I was like the young man who told his father-in-law that he had no money "but was chock full of days' work." I was full of the energy that seemed to tell me if I had but half a chance I would not ask for help—I would make my own way in the world.

I was not ambitious of becoming a Vanderbilt in wealth or a Stewart in business. My ambition was bounded by very moderate limits, and I am afraid such success as I have had would strike most men, not as success, but only as the beginning of victory. And if anything I can say will help you to this beginning I shall be amply satisfied.

The first thought that enters a boy's head is a wish; he wishes he was like some man or older boy, who has what he has not. It is this wish and desire that spurs him on the road of life. I like it to be so; but, oh! be careful that you are aiming after a noble end. Constant effort will enable the most ordinary capacity to imitate the object aimed at. If your model is a young man who "travels on his shape," I can encourage you by saying there is no reason why you should not equal, if not excel, him. If your society is among the fast young men, who pride themselves on their recklessness, you may reasonably hope to compete with the leader of your set. We are most of us just what we strive to be; perhaps not to the extent we desire, but oftentimes we excel our own ideals.

The difference between a man and a boy is, that one has memories—the other has none. Memory is a ghost that clings to us through life, after we have reached the age of manhood, and blessed is he who can turn to it with content and satisfaction. The sigh of every man is, that he might be allowed to live his life over again; that he might so live that the blots, here and there, would never have been. Probably there is little use in moralizing over this point, because our children are going to see for themselves just what we saw for ourselves, and they will no more heed our warning than we heeded the warning of our elders.

But for all of this I cannot help writing of the importance it is to every young man to choose his society carefully. You are going out into the world with a mother's prayer over you, her hopes around you. You have a vague feeling of what your mother's love is, but it is only a very indistinct conception of her heart. She has taught you the pure truths of righteousness till it may be they are a little tiresome to you, and all her care you have taken as a matter of course. I love to turn in the Bible to that part where the Son of God turned to his disciples and commended His mother to their care, and when I see the army of boys who every year turn from their homes to fight the battle of life, I think of the patient, praying mothers who are left at home and who can only patiently wait and pray. God pity them all, for some of them wait, and wait, and wait, and get back only curses and neglect when they gave their best love.

Wherever you go, whatever you do, cling to the home that nurtured you; keep closely in communion with those at home, and whether business is brisk, or society demanding much from you, do not forget the letters that bring the light to your mother's eyes, and that

send another "God bless him" to the throne of God.

It is the habit of age to say the world is getting worse, and that "we didn't do so and so," but that is merely a habit; there are no more dangers in the steps of our young men to-day than ever there were, and I think an independent manliness goes farther in winning respect than ever it did. There is every reason to say that it is easier to do right now than ever it was, and the men who are your judges are better educated, I think, than any other generation of merchants; just as I am confident the succeeding generation will be in advance of us.

So my first letter to you as you go out into the world is, to hold fast to your home ties; come what will, do not let them loosen; teach yourself to be proud of them, and on no account allow yourself to neglect those to whom you owe so much. The day may come when you will be glad to turn back to that home in sickness, there to be tenderly cared for; the time may be when your love of home may be the influence in the scale that will keep you on the right side, when otherwise you would have been lost; but you may be sure that no man cherished such ties without being the better man.

## Sundry Sarcasms.

St. Peter: "Minister, were you? I don't see many souls to your credit."

New Arrival: "Didn't have time to save souls, St. Peter. I was too busy raising mortgages."

\* \* \*

Sunday morning. Wife: "Come, John, why don't you get up? Your breakfast was ready an hour ago, and it's spoiled by this time."

Husband: "Is it? Very well; then I don't want it. Call me in season for dinner."

\* \* \*

"I think I shall call a meeting of my creditors and try to make an arrangement with them."

"You will have to see the mayor first."

"Why?"

"To get a permit to hold a mass meeting."

\* \* \*

Teacher: "What is the meaning of the word excavate?"

Scholar: "To hollow out."

"Give me a sentence in which the word is properly used."

"The small boy excavates when his papa licks him."

\* \* \*

Exasperated Young Mistress (after a wordy argument with the cook): "Why, Bridget, it's perfectly absurd! Either you or I must be crazy."

Bridget (proudly): "Sure and I wouldn't be so bold as to think ye had no more sense than to keep a crazy cook."

\* \* \*

"To whom are we indebted for this call?" smiled Mrs. Waitabit as she greeted a goodlooking man at the front door.

"The butcher, ma'am," was the reply.

"It's \$9.86. There's the bill."

## 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	40
Cook's	40	25
Jennings', genuine	50x10	13 50
Jennings', imitation		
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	30 00	
BOLTS.		dis.
Stove	50x10	75x10
Carriage new list	75x10	40x10
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 fast 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	40x10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 60
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Silks	75x10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120x12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	dis. 40
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$25	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60x10-10
New American	60x10-10
Nicholson's	60x10-0
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 30; 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	50
KNOB—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
Brankford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	dis. 60x10
Stebbin's Genuine	60x10
Enterprise, self-measuring	25
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 40
Wire nails, base	1 40
60	Base Base
10	10
40	25
30	25
20	35
16	45
12	45
10	50
8	50
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
Pin 9	85
Case 10	75
" 8	90
" 6	75
Finish 10	75
" 8	90
" 6	1 10
Clinch 10	70
" 8	80
" 6	90
Barrell	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scotch Bench	250
Sanclay's 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.		dis.
Maydole & Co.'s		3"
Kip's		dis. 25
Yerkes & Plumb's		dis. 40x10
Mason's Solid Cast Steel		30c list 60
Blacksmith's Solid Cast Steel Hand		30c 40x10
HINGES.		dis.
Gate, Clark's, 1, 2, 3		dis. 60x10
State		per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer		3 1/2
Screw Hook and Eye, 1/2		net 10
" " " "		net 8 1/2
" " " "		net 7 1/2
Strap and T		net 7 1/2
HANGERS.		dis.
Barn Door Kidder Mfg. Co.'s Wood track		60x10
Champion, anti friction		60x10
Kidder, wood track		40
HOLLOW WARE.		dis.
Pots		60x10
Kettles		60x10
Spiders		60x10
Gray enameled		40x10
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware		new list 70
Japanned Tin Ware		25
Granite Iron Ware		new list 25
WIRE GOODS.		dis.
Blight		70x10x10
Screw Eyes		70x10x10
Hotchkiss		70x10x10
Gate Hooks and Eyes		70x10x10
Stanley Rule and Level Co.'s		dis. 70
ROPS.		dis.
Sisal, 1/4 inch and larger		7
Manilla		01
SQUARES.		dis.
Steel and Iron		70x10
Try and Bevels		60
Mitre		20
SHEET IRON.		dis.
Nos. 10 to 14		43 50 \$ 7 50
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 10 extra		
SAND PAPER.		dis.
List acct. 19, '88		50
SASH COED.		dis.
Silver Lake, White A		list 50
" " Drab A		" 55
" " White B		" 50
" " Drab B		" 55
" " White C		" 50
Discount, 10		20
SASH WEIGHTS.		per ton \$25
Solid Eyes		dis.
SAWS.		dis.
" Hand		20
" Silver Steel Dia. X Cuts, per foot		70
" Special Steel Dia. X Cuts, per foot		50
" Special Steel Dia. X Cuts, per foot		30
" Champion and Electric Tooth X Cuts, per foot		30
TRAPS.		dis.
Steel, Game		60x10
Oneda Community, Newhouse		35
Oneda Community, Hawley & Norton's		35
Mouse, choker		18c per doz
Mouse, delusion		\$1.50 per doz
WIRE.		dis.
Bright Market		70
Annealed Market		70-10
Coppered Market		60-10
Tinned Market		62 1/2
Coppered Spring Steel		50
Barbed Fence, galvanized		2 70
" " painted		2 30
HORSE NAILS.		dis.
Au Sable		40x10
Putnam		dis. 05
Northwestern		dis. 10x10
WRENCHES.		dis.
Baxter's Adjustable, nickle		30
Coe's Genuine		50
Coe's Patent Agricultural, wrought		75
Coe's Patent, malleable		75x16
MISCELLANEOUS.		dis.
Bird Cages		50
Pumps, Cistern		75x10
Screws, New List		70x10x10
Casters, Bed a d Plate		50x10x10
Dampers, American		40
Forks, hoes, rakes and all steel goods		65x10
METALS.		dis.
PIG TIN.		dis.
Pig Large		26c
Pig Bars		28c
ZINC.		dis.
Duty: Sheet, 2 1/2 per pound.		
600 pound casks		6 1/2
Per pound		7
SOLDER.		dis.
1/20 1/2		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.		per pound
Cookson		" 13
Hallett's		" 13
TIN—MELTIN GRADE.		dis.
10x14 IC, Charcoal		\$ 7 50
14x20 IC, " "		7 50
10x14 IC, " "		9 25
14x20 IC, " "		9 25
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		dis.
10x14 IC, Charcoal		75
14x20 IC, " "		6 75
10x14 IC, " "		8 25
14x20 IC, " "		9 25
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, " Worcester		6 50
20x28 IC, " "		8 50
14x20 IC, " Allaway Grade		13 50
14x20 IC, " "		6 00
20x28 IC, " "		7 50
20x28 IC, " "		12 50
BOILER SIZE TIN PLATE.		dis.
14x28 IC		\$14 00
14x31 IC		15 00
14x36 IC, for No. 8 Boilers, per pound		10 00
14x30 IC, " " "		10 00





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E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 5.

## INDUSTRIAL SCHOOLS.

The great importance of technical schools in which young persons of both sexes can secure a practical knowledge of mechanical trades and practical science cannot be too highly placed.

The value of such institutions is emphasized in the fact that every industrial calling is controlled by trades unions, which either exclude apprentices or limit the number so strictly as that it is next to impossible for boys to learn a trade. It is not desired here to discuss the reason of this regulation on the part of the trades unions. Its object is to limit as much as possible the number of skilled workmen, so as to prevent the overcrowding of the trades. However advantageous this may be to the adult workman, it imposes a hardship on the boys by shutting them out from trades.

In the United States there are practical schools for teaching book-keeping, telegraphy, electricity and mechanical engineering and chemistry. Generally speaking, the United States is poorly provided with schools for industrial training. Several reports on the industrial schools of Germany recently made to the Treasury Department, by the United States Consuls in that country, give much information of extreme interest in this connection.

In Germany there are tanning schools, masons and builders' schools, weaving schools, plumbers' schools, clock schools, and, of course, any number for giving instruction in engineering, chemistry, commercial matters and the like. To find and keep employment in any of the industries in the densely settled countries of Europe is really a fight for life. The wages of skilled labor are, of course, the highest, and to be skilled is everything. The young men and women study at these schools in order to perfect themselves in the callings they adopt.

The operations of some of these schools are worth special mention. There is the weaving school at Chemnitz. It is a weaving college. Instead of merely learning a particular routine, such as would be got from working in a cotton or woolen factory, the science as well as the practice of weaving is taught. Consul Monaghan gives some interesting informa-

tion. These weaving schools are supported by the Government. Germany must compete with England and France in commerce, and commerce is the sale of the industrial products of the people. Here are taught all sorts of weaving in cotton, wool and silk. Along with the weaving, the care of machinery and other kindred matters, is taught the science and practice of dyeing. The cost of tuition is \$65 a year. The German weaving schools send out thousands of graduates who go to all countries as master weavers. Says the Consul: "Nineteen hundred 'captains' of weaving have gone out of the Mulheim school into all parts of Germany, France, England, Russia, Austria, Hungary, Bohemia, Italy, Switzerland, Sweden, Denmark, North America, Japan, etc. It is no longer necessary to wonder why it is that New England's boss weavers, dyers, bleachers, designers, etc., come from Europe, as many of them do to this day. Like the Chemnitz school for weaving, the one at Mulheim trains boys and men to be directors, master workmen, designers, fixers, etc. It also gives young men who wish to travel as buyers or sellers such exact knowledge of wares as will make them experts."

An interesting school is the clock school of Furtwangen, in the Black Forest. For centuries clocks were made there by hand labor. Black Forest clocks claimed and held sure sales at high prices. Down to the late sixties and early seventies nothing interfered with their success. About that time machinery began to be employed in the manufacture of clocks. Against Waltham, Furtwangen and the Black Forest were powerless, and trade fell quickly away. The Duke of Baden began to look about for something to save the drooping industry. He found what was required in the wood carvings of the Austrian Tyrol and in a school system calculated to lift clock-making from a trade to a science. In 1877 the school was opened, wood-carving introduced, and clock-making in the quaint, queer, out-of-the-way places in the Black Forest took a new lease of life. The purpose of the school is to advance the interests of the Black Forest clock industry, and to give technical education in the mechanical branches of clock-making. It is supplied with all modern machinery and is a great success.

It is plain enough how the skilled labor of Europe can come over here and drive out the home workers. The foreigners are more thoroughly trained, and they are willing to work cheaper. Our people only complain and ask Congress to shut out the foreigners. We have not yet waked up to the fact that the struggle for life is daily growing more desperate. But it is.

## JEALOUSY OF WEALTH.

A magazine writer, who writes upon "The Prevailing Jealousy of Wealth," undertakes to show that the possession of wealth is satisfactory evidence that its possessor has earned it, or has created values far in excess of what he has himself retained, an argument which, it is needless to say, would hardly avail a pickpocket in a police court. The writer in question declares that Jay Gould was a benefactor, and created far more wealth than he amassed for himself, which will be news to most of those who have studied the career of the greatest railroad wrecker of history, and who regard

him as chiefly a wrecker and manipulator, and not at all as a creator of anything except barely legal devices by which a few were enabled to rob the many. Jay Gould did not create the Erie Railroad, but stole it from those who did create it, and it is to-day struggling almost hopelessly under a burden of obligations, which, of course, have a value for those who hold them, but are not wealth any more than the power of the ancient Rhine robbers to tax the traffic of the river was wealth.

The fact is that there is no "prevailing jealousy of wealth" that is worth talking about. There is, however, a very considerable and a growing disposition to criticize the acquisition of great wealth by dishonorable means—means which barely keep their users out of prison, and which everybody knows should send them there. This antipathy to dishonestly gained wealth is wholesome, and we sincerely hope it will increase until it will become impossible for men to carry on such operations as were carried on by Gould, and are being carried on to-day by hundreds of other men who justify themselves in any rascality by which they can manage to amass wealth, so long as skillful lawyers can steer them clear of prisons.

Any one who thinks of the matter at all can recall the names of dozens of wealthy men whom practically no one thinks of condemning for being wealthy—simply because they get wealth honestly, and are good and useful citizens. There is no "prevailing jealousy" of such men, and they are really injured and insulted by being classed with manipulators, schemers, purchasers of legislation, etc., and by an attempted defense of them on that basis. Honestly gained and honestly used wealth is respected and is secure; its greatest menace, perhaps, being such indiscriminating and short-sighted defenders, who would place such a man as Marshall Field in the same class with a Gould, or a Wall street gambler. There is a defense which is nothing but an unjust accusation.

## EMIGRATION AND IMMIGRATION.

The exodus of workmen of foreign birth from this country appears to be unabated, in fact, to increase in volume. In the early days of THE TRADESMAN it ventured the opinion that the matter of inducing immigration to this country had already been quite overdone, but enthusiasts told the people, who readily believed them, that every emigrant who could be induced to come here represented, in his person, a good round cash value, and so it came about that corporations and great companies imported the very lowest classes from Europe, native born workmen and those that had come here for citizenship standing but a sorry chance of making an honest and respectable living in competition with those who were content to live off the contents of ash barrels and lodge like beasts. The country could, to its advantage, spare a good many thousand such workmen, but the trouble is that unfair competition is driving back a good many honest intelligent men whose presence is in every way desirable. If it were only those of the imported type who were going back it would be a matter for congratulation. They would be well gotten rid of by paying their passages home

Of course, one of the principal reasons for the present exodus is the scarcity of work here and the high cost of living. It is not a desirable place in which to be idle. In one instance, with which we are acquainted, there is a family of four, the husband being a carpenter. Scarcely expecting to find work this fall and winter he estimates that it will be a saving in money for them all to return to Sweden and remain until spring, even though he gets no work there; then, if there are fair prospects of work here, coming back again. That is, that the cost of the passage both ways will be more than balanced by the cheaper cost of living there.

But putting aside the question of dull times, which is substantially universal throughout the world, in the best of times it has been evident for some years that there were more men here than there was work for. The great army of tramps has been steadily increasing, and not all of them, by any means, began their tramping from choice. Necessity has had a good deal to do with it. This condition of affairs has been, to a great extent, brought about, not by the natural law of emigration, but by the importation of the worst part of European labor, for purely selfish motives. It has been carried to such an extent as to be absolutely a menace to the country.

## FROM THE LAKES TO THE SEA.

While there is a little prospect for the construction of the Nicaragua inter-oceanic canal, other canal projects for interior navigation are being agitated with great activity.

A canal is in actual progress of being excavated to connect Lake Michigan at Chicago with the Mississippi River, above St. Louis. The leading object in view in this work is to open a channel by which the waters of the lake will flow through the excavated channel and the Illinois River into the Mississippi, so as to carry with it the sewage of the city. But it is intended to make the canal so large as that it will float considerable steamboats and barges, and so furnish an important waterway for transportation purposes.

Another scheme which is being actively brought into prominence is a project to connect the Ohio River by a large canal with the waters of Lake Erie. There are already small canals connecting those waterways. One is from Erie, Pa., to Pittsburgh. Another is from Cleveland, Ohio, to Marietta, in the same State, on the Ohio River. The third route is from Toledo to Cincinnati, on the river. The existence of these small canals proves the practicability of the project for the construction of waterways capable of floating vessels which can navigate the lakes.

The principal demand for such a water route is made by Pittsburgh. That great center of iron manufacture is dependent on Michigan for its best supplies of ore. This ore, if brought by water, has to be trans-shipped from the lake vessels to boats which can get through the small canals. This rehandling is expensive and hurts Pittsburgh in competition with the cheap ores of Alabama. It is proposed to make a canal which will permit ships which bring iron ore through the Great Lakes to float through the country to the great iron mills of Pittsburgh. It would be a great consummation for Pittsburgh, and it would do no harm to Michigan.



## THE GENIUS OF INVENTION.

The magicians of the present age are the engineers, the chemists and electricians. They are the men who can call up and control powerful and mysterious forces, transform apparently worthless substances into articles of value, and annihilate space by transmitting intelligence from the most distant places in a moment of time.

The enormous practical value of the discoveries in the sciences of engineering, chemistry and electricity have attracted many persons to the study of those subjects, and the fear has been expressed that those departments of economic science will soon be overcrowded. In this connection some interesting information was recently given by Prof. De Volson, of the Society for the Promotion of Scientific Education at Chicago. Speaking of the increasing interest manifested in scientific studies, it appears that in less than forty years about 100 professional engineering schools, including special courses in universities, have come into existence in this country, graduating 1,200 persons annually. Besides these, many of the other schools include some instruction in the mechanical arts and engineering subjects.

The Professor thinks that there is not a demand in the country for 1,000 or more new professional engineers annually, but the fact that that number find useful employment, and that these schools are more and more crowded with applicants, shows that this kind of education is growing in popularity. But all graduates do not follow the profession of their school for life's work. These schools have opened new lines of work and raised the standing of others, as well as enlarged the field of engineering. Graduates are found in many, if not all, of the other learned professions and in many departments of business.

Thus it is coming about that a scientific education is being made a preparation for practical life, just as a college course in Greek, Latin and mental and moral philosophy is considered a necessary preparation for any professional career. There is, in all probability, no actual demand for all the engineers, chemists and electricians who are graduated out of the scientific schools, but the education they receive is valuable all the same.

In the meantime, the practical applications of science are constantly opening new fields of industry. Fifty years ago economical electricity was unknown. To-day its various departments furnish employment to hundreds and thousands of men. Fifty years and more ago the engine, lathe and drill were about the only special mechanisms in use in machine shops. Nearly all the balance of the machinists' work was done by hand. Now all is accomplished by ingenious machinery, and the hand-worker has little to do save to adjust the raw material into the machine, and finally to put together the completed parts as they are turned out from the lathes, planers, punches, drills, slotters and screw cutters. It is much the same in a newspaper office. The intelligence is transmitted from the most distant places by electricity. The narratives and statements are prepared on typewriting machines. The writing is transmuted into metal plates of types by machinery. The metallic plates are fixed on a rotary printing machine, which turns out the

completed newspapers with their numerous pages bound together, leaves cut for the convenience of readers, and the whole folded ready for the mails.

These are only instances of the creation of new industries through the application of science, whose wonderful influence is felt in every department of life.

The genius of the inventor and the skill of the mechanic and chemist, when assisted by capital, are capable of revolutionizing human society. Already, in the building and operating of canals and railways, in the extracting of metals, in the use of steam and electricity in agricultural and all labor-saving machinery, in sanitary improvements, in the construction of ships for both war and peace, in the improvement of weapons and military munitions, and in a thousand other discoveries and changes in economical methods, the modern scientists are changing the customs and habits of society in a most remarkable manner.

The labor-saving machine is also labor-making. It not only opens new lines of manufacture, but furnishes new fields of labor for those displaced. It forces a redistribution of labor. It may increase the number of mechanics, shippers, salesmen, clerks, officials and promoters of new enterprises, or it may increase some of those and diminish others; but there is always progress, always growth. The vista never closes; but new scenes are constantly opening, and always man's dominion over the forces of nature increases and strengthens. Man is given this power for good, and, if he shall use it for evil ends, he commits a crime, he can only blame himself.

## Spontaneous Combustion of Colored Paper.

A correspondent of the London Times says: "One of my children complained that a smell of burnt paper was perceptible in the house. This smell had been noticed some hours previously, but was not then traced to its source. A careful search led to the discovery that a paper lamp shade in one of the rooms had been entirely consumed by fire. For two days prior to the accident the lamp, a duplex, had not been lighted, and there had been no fire in the room. Since the morning of that day, when the room was dusted and the shade apparently in its usual condition, no one had entered the room. The shade was made about a year ago from so-called crinkled tissue paper, one white and one yellow sheet, gathered together on the upper part where it was fixed to the wire frame, where it formed a considerable bunch, and spreading thence over the frame below. On examination, the yellow paper was found to be colored by chromate of lead, and this no doubt was the cause of the accident. There can, I think, be no doubt that this was a genuine case of spontaneous ignition, though I have not as yet been able experimentally to reproduce the necessary conditions leading to such a result. Fortunately there were no readily inflammable articles near, or a serious fire might have resulted, the origin of which would probably never even have been suspected. The dangerous paper is readily recognized by setting fire to a piece of it and blowing out the flame. In the case of ordinary paper it will be found that the glow along the burnt edge is very soon extinguished, whereas in the case of these chromate papers it continues until the whole is consumed, as is the case with ordinary touch paper. I find that besides the yellow paper, pale green paper also contains chromate of lead, and would no doubt be equally dangerous, and possibly there are papers of other colors containing the same material. It would be interesting to learn whether any similar case has been observed before."



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S. A. SEARS, Manager,  
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## AN EXASPERATING EXPERIENCE.

A friend of mine—a clerk in a grocery—came to me the other day with the request that I take his place behind the counter, as he wanted to get off for the day. I willingly consented, of course, more especially as I did not expect to have much to do, and anyway all this talk about the hard times clerks have was moonshine. At 6 o'clock the next morning I was on hand ready for work. My friend had given me an idea of what was to be done first, so I went to work. I carried out about half a ton of flour, several bushels of potatoes and fruit, and other articles "too numerous to mention," and then proceeded to sweep the floor. By this time the boss had arrived, and after watching for some time he said "Don't you think you had better move some of those boxes and barrels and sweep behind them?" Of course I thought so when he suggested it, and every box and barrel in that store was moved and removed. That floor had never had such a sweeping as it got that morning. Then the boss went to breakfast, and I was left monarch of all I surveyed.

The customers, women, came in just here, and the first wanted a loaf of bread. "Is it fresh? I don't want it if it isn't fresh." Of course it was fresh. We kept nothing but fresh bread. "Well, it don't feel fresh, and I don't believe it is. How much is it?" Seven cents was the reply. "Why that is the price of fresh bread. I never paid that much for stale bread;" and she turned and went out the door with the air of an offended queen. The next customer wanted a dozen eggs, and she too had a lot of fresh questions to ask. I examined every individual egg with the tester, and finally satisfied her that the eggs were fresh, and turned to the next. She wanted a quarter's worth of sugar. "How much do you give for a quarter?" I told her. "Why, they give 20 pounds for a dollar over to S's—!" I asked her why she did not go there, and she picked up her quarter and left. I had been three-quarters of an hour selling one dozen of eggs for 13 cents and offending two customers. The next to enter the store was a farmer's wife. I went out to the wagon and brought in several crocks of butter and some crates of eggs, weighed the butter and counted the eggs, and put up what goods she wanted, giving her the balance in cash. No trouble then. The farmers are the people to do business with after all; no fuss, no fault-finding. They know what they want and take it without questioning, and the pleasure of waiting on these "country cousins," almost destroyed the bad taste left in my mouth by my previous experiences. I had told several customers that we had no butter, and regretted to see them go elsewhere to get what they wanted. Now we had four large crocks of "best dairy;" I could tell from the appearance of the farmer's wife from whom I bought it that it was of the best quality, and I waited in pleasant anticipation for another call for butter. It was not long until a lady came who wanted some, "the very best, mind; if it isn't good I don't want it." I assured her I had some fresh, just brought in, which I would warrant to be the best in the market. I took off the cover of one of the crocks, and discovered about an inch and a half of salt as a starter. I scraped this off and finally reached the butter. If that butter was not old enough to vote it had

developed a remarkable degree of strength in its youth. It was the strongest butter I ever saw. And the amount of bric-a-brac, that that butter had collected was astonishing. There was a clothespin, several hair pins, the top of a pepper castor, some thread, a clipping from a newspaper, etc., etc. That was not ordinary butter; it would not do to let it go at the regular price, or to an ordinary individual who would not appreciate its peculiar talent. So I set it aside and tried another crock—with similar result, only more so. It was the same with every crock. I called the boss' attention to the matter and, when he understood how matters stood, he looked at me in a peculiar manner, and asked me if I did not think there was another sphere in life which I was better fitted to adorn than a grocery store. His manner was very insinuating. So much so that I put on my coat and hat and departed. I am still of the opinion that the amount of ability necessary to make a good grocery clerk has been overestimated, and that there are many things which make a grocery clerk's existence peculiarly agreeable. RADIX.

## Get onto the Loaded Wagon.

I find the business world divided into two great classes—the men who get onto the loaded wagon, and the men who walk behind. The former are writing the history of their successful business attainments for publication in the magazines. The latter are reading the hints as to how to climb on. Meanwhile the driver is lashing the horses into a brisk trot and the dust is getting thick around the hind wheels; while not infrequently the occupants of the wagon are calling to the driver to "cut behind." Under these circumstances it is more pleasant to write magazine articles on the front seat than to hang on to the tail board.

From extensive and impartial observation I have found that there are several and divers ways to mount the loaded wagon. One way—and a fine old-fashioned way it was too, back in the days of our parents when the land was broad and new—one way was to pile in boys while the wagon was empty and standing still! Ah, but those were famous old times! Rich lands and running water all about you "fur's you could look 'er listen," and all to be had for the taking. No cordon of United States cavalry then to surround our forefathers and foremothers; to hold them back at the muzzle of a carbine till the signal gun on the appointed day should let them loose in a wild rush for a little strip of dried-up land that wouldn't furnish summer pasture for a brace of jack rabbits. Not by a large per cent! Our forefathers waded into the fat of the land up to their boot tops and taking out their carving knives carved out a fortune as far as they could reach this way and that. Then the world was so wide that nobody said "why do ye rob," for his neighbor was equally busy with his own carving. This loading up was done while the cargo was standing still and "Uncle Sam was rich enough to give us all a farm."

Another way of getting on the wagon—a way that extensively obtained between the years of 1860 and 1880, was to have the vehicle stop and back up to your front door while a printed invitation was sent up to you and your friends to occupy upholstered seats in the wagon. It might not have been that you were thus

# P. & B. O-y-s-t-e-r-s

The Banner brand of Michigan—regular season opens September 4th.

Your orders will receive prompt attention. Let them come.

THE PUTNAM CANDY CO.

In returning thanks for the large increase in trade for the fall and winter of 1894-5, it affords us much pleasure to acknowledge receipt of many letters from leading merchants expressing their pleasure on finding that we have introduced so many Improved Styles in Overcoats and Ulsters. The Paddock Overcoat is a surprise and leading feature, is dressy and shows the figure to perfection. Our Clay and Fancy Worsteds suits are in great demand, and our large line of Double and Single-Breasted Suits in Unfinished Worsteds, Chevoits, Cassimeres, Etc., sold at popular prices, have afforded our customers the pleasure to meet all competition.

Write our Michigan Representative, WILLIAM CONNOR, Marshall, Mich., Box 346 (his permanent address), who will be pleased to call upon you, and you will see and learn something to your advantage.

All mail orders promptly attended to.

MICHAEL KOLB & SON,

Wholesale Clothiers,

ROCHESTER, = = = = = N. Y.

William Connor will be at Sweet's Hotel, Grand Rapids, Mich., on Monday and Tuesday, Sept. 10 and 11 and on Wednesday, Thursday and Friday, Sept. 26, 27 and 28, Fair week.

BUY

ORANGES  
LEMONS and  
BANANAS of

THE PUTNAM CANDY CO.

**CREAM FLAKE**  
**BAKING POWDER**  
HAS NO SUPERIOR - BUT FEW EQUALS  
THE ONLY HIGH GRADE BAKING POWDER  
SOLD AT THIS PRICE  
6 OZ. CAN 10 CTS. 1 LB. CAN 25 CTS.  
MANUFACTURED BY  
NORTHROP, ROBERTSON, & CARRIER  
LANSING MICH. LOUISVILLE KY.

# PEANUTS.

A Leading feature with us—no matter whether you want

a sack or a carload—we are the people

to draw a supply from.

The PUTNAM CANDY Co.

COUPON BOOKS IF YOU BUY OF HEADQUARTERS, YOU ARE CUSTOMERS OF THE TRADESMAN COMPANY,



honored but some railroad corporations were thus taken in and given estates larger than great kings have taxed their kingdoms for, and for which they have butchered their friends and their foes by tens of thousands through years of warring.

Yet another method of getting on the front seat of the wagon is to slug a score or so of your compeers and use them for a mounting block. This is a popular way and now much in vogue. Jay Gould reached the driver's box in this fashion and his brethren of the Standard Oil Company got close up behind the horses by similar means. Sometimes, when the seats are full, comfortable seats may be had by pitching your seatmate over the wheel. The big officials in the Northern Pacific, the Wisconsin Central, the Union Pacific, and heaven only knows how many other combines, got soft seats by this means.

Then there is the desperate and brilliant method of going gunning for a seat and holding up the wagon. It takes nerve to get aboard by getting the drop on the whole load, but by standing in with the driver (as note the Sugar Trust and the Coal Trust) it can be done smoothly and with large success.

But what shall that great swarm of weary tramps do who run behind and eat the dust kicked up by the wheels or drag along yet farther back with fading hopeless poor, far out of sight or hearing of the wagon, who plod the road, or sit by the wayside and beg? The anarchists among them say: "Blow up the wagon, and let us make a rush for the pieces." The communists want wagons for all or foot passage for all. The Coxeyites modestly ask to build the road for the wagon. The populists would have the government issue wagon tickets for everybody. But all these are outvoted by those who, dazzled by the hope of some day riding on the front seat, are willing to run in the dust till the day of doom for the one chance in ten thousand of climbing over the dashboard.

THE DEACON.

A Cincinnati man describes a novel sight he saw recently at a mill devoted to making paper of pine tree pulp. "I was invited to select a tree, which I did, and it was cut down for me in the morning. I watched it during the day undergoing the various processes of paper-making, and at 6 o'clock that evening the tree was paper. At midnight a portion of it was sufficiently dry to be taken to a printing office, and a few of the copies of the next morning's paper were printed on this product. From a tree to a printed newspaper in twenty-four hours is probably the best time on record."

## THE DANGER OF OVERSTOCKING.

### Practical Discussion of an Important Subject.

R. W. Humes in Hardware.

The numerous failures in mercantile houses, especially in the smaller towns and cities, during such times particularly as the present, lead me to make a few remarks on one of the principal causes leading thereto: The evils of buying from too many houses and overstocking is probably the most fruitful cause of disaster.

Under the present "drummer system" of selling goods, hardly a day passes but that the merchant is called upon by one or more representatives of the different lines of business in which he is engaged, and from far-distant cities. As the drummer's living depends upon selling goods, he naturally uses every means at his hand to induce the merchant to give him an order. With eloquent tongue, he preaches the excellence of his wares, and the superior advantages he can offer. If from a near city, it is the advantage of getting goods quickly, and the saving of freights. If from a distant market, the advantages of buying at headquarters far outweigh the difference in freight, etc. All kinds of inducements in the way of large discounts and long dating of bills, are offered. The result is that, although the merchant is fully convinced in his own mind that his stock is as heavy as it should be, he allows himself to be persuaded into placing an order, and before he is aware of it, he has more goods on his shelves than his trade requires. His sales not keeping pace with his increased purchases, he finds when statements begin to pour in on him, that he is without funds to meet the demands, and he must humiliate himself by asking favors from parties with whom he is barely acquainted. These parties, having no interest in him further than to collect the amount due them, will be very apt to turn a deaf ear to his entreaties, and adopt such a course in collecting the debt as their self-interest dictates. The report that a merchant is hard pressed is quickly started, and before long, all who have claims begin to clamor for settlement. Unless his business rests upon an exceptionally strong foundation, it goes under in the storm.

The question naturally presents itself: What is the proper safeguard against the evils pictured? We would suggest this: Let every merchant make a careful estimate of what he needs in each line. Let him establish his business relations with a few good houses in these lines, and stick to them so long as they treat him right. By following this plan, he makes friends who are well acquainted with his affairs, and who know all about him personally. In case he needs favors, he can get them without trouble. He is looked upon as a valuable customer, and he may rest assured that he will get every advantage that can be afforded.

The drummers from other houses will, of course, do their best to convince him that he is paying too much for his goods, and that he would fare better if he transferred his patronage to them, but in that matter he must stand firmly on his own judgment.

What has been said of making friends of good houses is equally true, and perhaps more so, of their representatives, the traveling salesmen. First-class houses are usually represented by first-class, capable men. The salesman regards you as his customer. He knows that you appreciate his worth, and has no special anxiety lest others may lure you away from him. He calls on you with his samples, knowing that you await his coming, and will have an order for him. He also knows that strenuous efforts are being constantly made to capture your trade, and consequently he makes it his business to watch your interest in every possible manner. He gets his house to provide such lines of goods as are specially wanted in your section, and gets permission to shade prices down to the lowest notch. In short, he appreciates your patronage, and does what he can to deserve it.

There are times, such as the present, when the best and strongest merchants are closely pressed. It may be that they have sold too many goods on long payments; failure of crops or many other causes might be assigned. Although their resources are ample, they are not in available shape to meet present liabilities. At such times the value of friends is put to the test. There are many cases known to the writer, where merchants were saved from impending ruin by the efforts of their drummer friends, who, being well acquainted with all the facts, worked in behalf of their customers with a good will, and got from the creditors such extensions as would carry them safely over the difficulty.

The value of friendship in business, whether with the firms of their representatives, the travelers, cannot be overestimated, and such friendship is not established by buying a bill here and there from fifty different parties, but by identifying your interests with a few good houses and sticking to them.

The best manner of keeping a stock in good condition must be learned from experience. As a rule, it is best not to buy too heavy at a time, but to assort up gradually as the demand for certain kinds of goods calls for it. The great point is to reduce the stock down to its lowest level at the end of seasons, so that the shelves are not encumbered with a lot of goods which by the following season may be ruined or out of style.

### The Baby's Medicine.

The mistress of the house had been to a concert, and when she returned she was met by the servant with:

"Baby has been very ill while you were out, mum."

"Oh, dear," said Mrs. Youngwife, "is he better?"

"Oh, yes, mum, he's all right now, but he was bad at first. I found his medicine in the cupboard."

"Good gracious! What have you given the child? There's no medicine in the cupboard."

"Oh, yes, mum, there is; it's written on it."

And then the girl triumphantly produced a bottle duly labeled "Kid Reviver."

### History of the First Mammoth Cheese.

A recent United States Consul in Switzerland devoted a good deal of his time to the collection of facts about cheeses, beginning with some that are alleged to be more than 200 years old, which facts he intends to work into a book. There does not seem to be anything that saves credulity in the statement of the age of foreign cheeses. Judging from the obtrusive odor of some of these cheeses, the afflicted sneller is ready to believe they are not less old than the pyramids.

Speaking of cheeses, the patriotic American may find something of which to boast in the dairy records of his own land. Not as to age, but as to bigness in cheeses. For example, the great political Cheshire cheese, made in honor of Thomas Jefferson, which weighed 1,600 pounds and was too large to be carried on an ordinary wagon.

The history of that cheese would be interesting to the smallest details, but only the larger facts are known. When Jefferson was first candidate for the Presidency he was an object of particular dislike and fear to the New England theologians. He had spent much time in France and was known to be an admirer of Voltaire, as any man with a keen sense of literary excellence must be. Voltaire, at that time, was supposed to be Satan's chief agent on earth. Although he would pass for a tame and amiable infidel in these days of positivism, at that time he was thought to have horns, and to have a good deal of tail concealed about his cadaverous person. So Jefferson was easily charged with infidelity, and New England was warned that the anger of Heaven would be called down if he should be made President.

Elder John Leland, of Cheshire, in Massachusetts, being a man of calmer mind and with a sense of justice, raised his sonorous voice against the campaign of intolerance and slander, and he succeeded in bringing his entire congregation over to his view of Jefferson. When the latter was elected, Elder Leland, in order to show that Cheshire was glad of it, asked every cow owner in the town and environments to send in at least a quart of milk on a certain day, or else the amount of curd a quart would make, for the construction of a mammoth cheese. It was done. Captain John Brown, the man who first discovered the treason of Benedict Arnold, had a huge cider mill, and on the appointed day every man, woman, boy and girl in the town marched in gaudy attire, carrying milk to that mill. A great hoop was made and into it the curd was poured, and in due time the largest cheese in the world was produced. It was drawn on a specially constructed wagon to Washington and presented to the great man.

Beside the 22,000 pound Canadian cheese exhibited at the Columbian Exposition, the 1,600 pound Jefferson cheese would cut but a small figure; but the incident tends to show the significance of such a cheese as a gift, embodying, as it does, the contributions of hundreds of donors.

## A COOKING SCHOOL



now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

## Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the **Peerless Brand** is a good article to purchase and a reliable one to sell.

Prepared and guaranteed by the New York Condensed Milk Co.

FOR QUOTATIONS SEE PRICE COLUMNS.

## WHAT THE SLATE DID.

Wm. H. Maher in Hardware.

My companion is now the honored and trusted president of a prominent bank, but for more than forty years previous he had been connected with the retail trade, and his name to-day is at the head of a large and prosperous incorporated company in the wholesale trade and well-known in three states.

We had been discussing some details of bank management when he asked: "Did I ever tell you about my lucky slate?"

I answered that he never had, but I was quite ready, then and there, to be told about it.

He sat back in his chair, and his face took on a look of enjoyment, as if the recollections and associations were pleasant to recall.

"When I went into business," he said, "I had but very little money. Just as we had got fairly started, the panic of '57 struck us. I literally did not close my eyes for two successive nights, while I worried over the situation. We had bought goods too freely; many bills were now due, and though we had enough coming to us to make us easy, if collected, there was every reason to suppose that our customers would plead the panic as a good excuse for their inability to pay. I had a partner who was of no use whatever to me in this crisis. He was a fellow who was expert in scattering, but a failure in drawing loose ends together. I blamed myself for having ordered goods so blindly and so recklessly. I determined that if I pulled through I would make a change in methods or go out of business.

"I went to the bank and said to the cashier: 'I am in trouble—great trouble. If I can't get some help I shall be forced to the wall.' 'What's the matter,' he asked; 'trusted out too much, like every young fellow who starts business?'

"Yes."

"Yes," said he, 'I know just how it goes; you are acquainted with everybody and everybody is acquainted with you. Anything they want in your line they have only to ask for; payment can take care of itself. I suppose about every farmer in the county owes you, but tell you that he can't pay?'

"Yes."

"Just so; it's the same story everywhere. Well, what have you to offer for money?"

"All I can give you is my own note. I shall not ask anyone to endorse for me, for I will not endorse for any man. If you can lend me some money on my note, I will go through all right, and I have learned a lesson."

"How much did I want?"

"I told him."

"All right; make out your note."

"On my way back I went to a book store and bought a double slate and a pencil, which I tied to the frame. I called my partner and our one clerk to look at this slate. 'This is to be at the cash drawer, and from this moment I want every sale we make entered on this left side, and every payment, no matter how small, minuted on the other side.' My partner poohpoohed the notion. 'You can't keep it up three days,' said he. 'No one can stop to enter a sale when another customer is waiting for his attention.' I told him it could be done and must be done. If he couldn't do it with his sales, I would do it for him. I told him it was absurd to say that we two and our clerk could not do business with some system. That the cash must be made up every night, and if out of the way, we must have our business so well in mind that we could recall every transaction of the day and correct any errors. 'Then,' said I, 'I shall enter these daily sales in a book, and my purchases next month will not be one dollar more than our sales foot up for this present month. I am not going to lie awake again over bills that I can see no way to pay. As our sales increase, if they do increase, I shall also add to my purchases; but until that time my limit for any month shall be the amount of the previous month's cash sales.'

"My partner still felt disposed to ridicule the slates, but he saw that I was mightily in earnest. We began the new system that very hour, and we kept it up.

Every night for five years I made up the cash myself, and if it was out of order, I kept at work among all of us until we finally recalled the missing transaction that was necessary to make a balance. I paid off my note in the bank when it fell due, but I gauged my purchases by our sales so that I was not cramped again.

"One day the banker came into the store smiling, as if he had a joke on me, saying: 'Lon, what is this Carter tells me about some slate you have? What is it? I'd like to see it.'

"I pointed to the slate lying on the ledge near the cash drawer: 'There it is.'

"But what is it? I didn't catch Carter's point, but I was interested enough to come over here to see it."

"I told him to go behind the counter and look at it. He did this, and then looked for an explanation. I gave it, telling him it was started the day that I made the loan at his bank; that it gave me a picture each day of my business, and educated us all as to the value of a little item, if that item happened to prevent our cash from balancing, and also that by the lessons it taught me one month I gauged my purchases the next.

"He looked at the slate in an amused way, laid it down and started for the door, but before he reached that he turned around and said, in a voice intended for my own ears: 'Lon, whenever you want

to borrow any more money, come to me and you can have it.'

"But my slate took me out of the ranks of the borrowers, very soon, placing me where I could pay cash for goods, and even discount my bills. We have been through some severe panics since that of '57, but I was able to sleep at nights, so far as worry about business was concerned. That is the story of my slate; but now to get back to our business here."

But it seems to me that the story is worth telling to a larger audience.

## A Farmer's Reasons for the Existence of Hard Times.

"There is being so much said in the country about hard times and the scarcity of money, and as everybody has a cause and knows a remedy, I thought I would write to tell your readers what I think is the cause:

"We buy more than we produce.

"There is too much flour and bacon shipped here every year. The things we ought to make at home we are buying.

"We let our timber rot and buy our plough stocks, singletrees, axe handles, hoe handles and fencing.

"We throw away our ashes and buy soap and axle grease.

"We give away our beef hides and buy hamstrings and shoestrings.

"We waste our manure and buy guano.

"We buy garden seed in the spring and cabbage in the winter.

"We let our lands grow up in weeds and buy our brooms.

"We waste the wax out of our pine and gum trees and buy chewing gum for our children.

"We buy schoolhouses and hire teachers and send our children off to be educated.

"We land a five-cent fish with a four-dollar fishing rod.

"We send a fifteen-cent boy out with a twenty-dollar gun and a four-dollar dog to kill birds.

"We raise dogs and buy wool.

"And about the only things in this country that there is over production of are politics and dog-ties."

Business men cannot afford to be too set in their ways; to go along with the tide is the better way in the long run. Students of mental science say that the dogmatic mind on religious subjects gradually becomes possessed of what is called a paralysis of the reasoning powers. On political subjects this frame of mind is very common, but in business it is very expensive to fall into. A certain amount of decision of character is, however, absolutely necessary.

Use Tradesman Coupon Books.

# The President of the United States of America,

To

**HENRY KOCH**, your clerks, attorneys, agent, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

**Whereas**, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

## ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

**Now, Therefore**, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

**Witness**,

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 15th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.



## MEN OF MARK.

Daniel Lynch, Manufacturer of Extracts and Baking Powder.

Daniel Lynch was born in 1852, at Newport, R. I., but a year later his father came to Grand Rapids. Here Daniel was sent to school until he was 16 years old, when he was apprenticed to Arthur Wood at blacksmithing. He remained with Mr. Wood four years, and then, at 20 years of age, he went to Painesville, Ohio, where he worked at his trade; he remained there one year. At 21 he returned to Grand Rapids and bought an interest in the carriagemaking and blacksmithing business of Chas. E. Bisnette, corner of Mt. Vernon and West Bridge streets. The great fire of 1875, which devastated the entire business portion of the West Side, swept away the business of Bisnette & Lynch, and Mr. Lynch was forced to turn his attention to something else. He finally bought a lot on the corner of Grandville and First avenues, erected a building and started a grocery. This he conducted for two years when he sold out and moved to Blanchard, Mich., and engaged in general trade. Six years after locating in Blanchard, he was again visited by the fire fiend and building and stock were almost a total loss. Mr. Lynch once more returned to Grand Rapids and this time bought an interest in the lumbering firm of Wood, Beeson & Co. Nine years ago he sold out and bought Chas. S. Yale's interest (which amounted to two-thirds of the whole) in the business in which he is at present engaged, the firm name being F. D. Yale & Co. Eighteen months later he bought out his partner and assumed entire control of

the business. When Mr. Lynch first went into the business it was located at 40 and 42 South Division street, but five years ago it was moved to its present location on South Ionia street. These premises have long been inadequate to the requirements of the business, and Mr. Lynch decided to build. He finally chose as a building site the northeast corner of Ellsworth avenue and Island street, and the commodious and convenient five-story building is now nearly ready for occupation. A cut of the new building is shown in connection with



this sketch. The new building is nearly, if not quite, twice as large as the present premises, and will give ample accommodation to the business for years to come. Mr. Lynch manufactures baking powder, flavoring extracts and perfumes and has a heavy trade in grocers' and saloonkeepers' sundries. It is the only establishment of the kind in Western Michigan. Mr. Lynch is one of the most modest and unassuming men in the world, attends strictly to business, is economical and practical, and, hence,

is successful. He is a member of the K. of P. and also of the A. O. H. He has just settled in his new home, at 146 South Lafayette street, where, with his wife and four charming daughters, it is hoped he may live long and happily.

## Necessity of a Public Market.

If anything were needed to emphasize the need of a market building for this city it may be found in the vast number of farmers and fruit growers' wagons which are to be seen every morning covering nearly a mile of the city's streets. There was an average of 700 wagons on the market each day last week, or 4,200 for the week. Anything more inconvenient or more unsuited to the purpose than the present arrangement could hardly be imagined. More than that, it is a serious menace to the public health. The streets used as a market are in a most filthy condition, and the stench arising from them is almost unendurable. They are never cleaned except with a hoe or shovel, with which it is impossible to remove all the refuse material, and the consequence is that all through the heated term large quantities of manure and refuse lie rotting in the sun and poisoning the air with their effluvia. Who should move first in this matter—the Board of Health or the Common Council? If it is left to the public officials, there is little likelihood of anything being done this season, owing to the depleted condition of the city's finances. Would a petition from the business men of the city do any good? It is high time something was being done. It is not out of place to say that THE TRADESMAN believes the idea of a market over the River to be the best, most feasible, and

most economical plan that can be suggested. From sanitary conditions alone it should commend itself to those interested. There is not one reason for choosing a land site that cannot be met by a dozen in favor of the bridge scheme.

## Compelled to Obtain a License.

The man Shook, who has for several years had a fruit stand on the corner of Monroe and Ottawa streets, has been compelled to take out a license. He has never even had a permit for the stand, but, until recently, has managed to elude the police. Shook is kind enough to say that THE TRADESMAN is to blame for this result, that it has been brought about by the agitation this journal has kept up against the permit system. That should be sufficient return for the time and labor expended on the permit nuisance, but THE TRADESMAN wishes to emphasize one thought—it has no quarrel with individuals, except, as in the case of Shook, they are law-breakers; its controversy is entirely with the system which results in violations of the law and a useless expenditure of time and money. If, in the performance of what it deems to be its duty in this connection, it comes into conflict with an individual, so much the worse for the individual, but THE TRADESMAN is not to blame—the fault must be laid at the door of the pernicious permit system, which overrides law and permits men to live in open defiance of it. Abolish the system and there can be no controversy with anyone but direct violators of the law.

Use Tradesman Coupon Books.

If You Visit

# THE STATE FAIR

Do Not Fail to Stop at the W. J. G. TEA BOOTH and get a FREE CUP of

THE CELEBRATED



JAPAN TEA.

W. J. GOULD & CO.,

IMPORTERS,

DETROIT,

- - - -

MICH.

**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. Parkhill, Owosso.  
Five Years—F. W. R. Perry, Detroit.  
President—Fred'k W. R. Perry, Detroit.  
Secretary—Stanley E. Parkhill, Owosso.  
Treasurer—Geo. Gundrum, Ionia.  
Coming Meetings—Houghton, Aug. 29 and 30; Lansing, Nov. 6 and 7.

**Michigan State Pharmaceutical Ass'n.**

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

**Grand Rapids Pharmaceutical Society**

President, Walter K. Schmidt; Sec'y, Ben. Schrouder

**AMMONIA FROM NITROGEN.**

One of the Greatest Inventions of the Century.

One of the most important problems which the chemists of the world have been struggling over for years past, and which, it is now rumored in scientific and financial circles in Baltimore, has privately been solved, is the practical utilization of the nitrogen of the air for the production of ammonia, the air being 21 per cent. oxygen and 79 per cent. nitrogen, and ammonia being 17.65 per cent hydrogen and 82.35 per cent. nitrogen. The following claims or advantages are set forth by the inventor:

"The great need of the world to-day is cheap ammonia, and ammonia is composed principally of nitrogen, which is the element of special value in most fertilizers. Hence, with cheap ammonia, the impoverishment of the soil will not only cease, but it will be possible to double the crop production of the world. Taking the United States, for instance, we find that our average production of wheat is reduced to about eleven bushels per acre, whereas under proper fertilization the production may be raised to over forty bushels per acre. Nitrogen, as in ammonia, is then the great necessity of the age.

"But it must be remembered that this new discovery is a process producing a double result, viz., gas and ammonia. Charging the entire cost of the operation to the gas produced, the ammonia becomes a by-product, thus permitting economies wherever heat, light and power are used, which will revolutionize many of the most important industries of the world. The illuminating gas interests in the United States alone represent a value approximating four hundred millions of dollars. The cost of production of this gas will be immensely cheapened, as may be seen by these figures: At New York prices for labor, etc., 150,000 cubic feet of 25 candle-power illuminating gas now costing about 40 cents per thousand in the holder—\$60—and 2,000 pounds of sulphate of ammonia, now costing about \$55 to produce and selling for about \$70, may be produced at a total expense of \$37.81, leaving the gas as the by-product, and costing less than nothing. New York State gas interests represent a stock and bond value of \$102,000,000. New York City, Brooklyn and Jersey City represent about \$70,000,000 of this vast sum.

"A new field, that of fuel gas, will be opened up. By the new process 104,000 cubic feet of fuel gas, and a by-product of 2,000 pounds of sulphate of ammonia may be produced at an approximate expense of \$21.11. This field is said to be four times as great as that of illuminating gas field. Here we are carried into all the great and small industrial con-

cerns and the residences of all. Wherever either heat, light, or power is used the process will be applicable, the by-product selling for more than the cost of the chief product. The great steel industries of the world will be benefited immensely by the process by their ability to get their heat free of cost by the sale of this by-product. Indeed, were the process to be exclusively confined to steel making, steel would become a by-product. The latest figures show there were produced throughout the world in 1890 over 11,000,000 tons of steel.

"Electricity, which must get its first energy from coal or heat, will be so cheapened by the use of the new source of heat and power as to perform many new wonders in many fields of usefulness. Electricity will be generated at a lower cost than ever dreamt of heretofore. The new discovery will permit the application of electricity to the movement of our fast railroad express trains at a price below the cost of steam."

Baltimore's connection with this enterprise began about thirteen years ago through the instrumentality of the McKim Banking interest. One of the McKims, who was conducting a banking business on Wall street, sent the inventor to Baltimore, in which place, in connection with the Consolidated Gas Company of that city, he carried on his experiments for over two years, at the expiration of which time a separation occurred. Fresh capital and life were put into the business, with the result that after many years of work success is now said to have crowned his efforts.

A countryman was so impressed with a gas stove on exhibition in a city store that he invested in one, altogether ignoring the fact that there was no gas in the small village in which he lived. The joke was that he did not know why the thing would not work, until he had made a second trip to the city with his complaint.

A good demand for machinery could be built up in China, but it would be for the cheapest sorts. The masses in that country are very poor, the fishermen on the sea coast being unable to buy common twine.

Use Tradesman Coupon Books.

**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 20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

**Seely's Vanilla**  
(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
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.



Is This A Good Thing?

**\$15 for \$4**

You Want It!

You Have To Have It!

The Law Says You Shall Have It!

2,800 Labels

All in convenient form for immediate use as illustrated below, with instructions for using.

**NO LABEL CASE NECESSARY.  
THEY NEVER CURL.  
THEY NEVER GET MIXED UP.**



There are 113 poisonous drugs sold, which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents?—\$15.82. With our system you get the same results with less detail, for less than one-third the money.

Sent prepaid to any address, when cash accompanies order, for \$4.

**Tradesman Company,**

Grand Rapids, Mich.



## Wholesale Price Current.

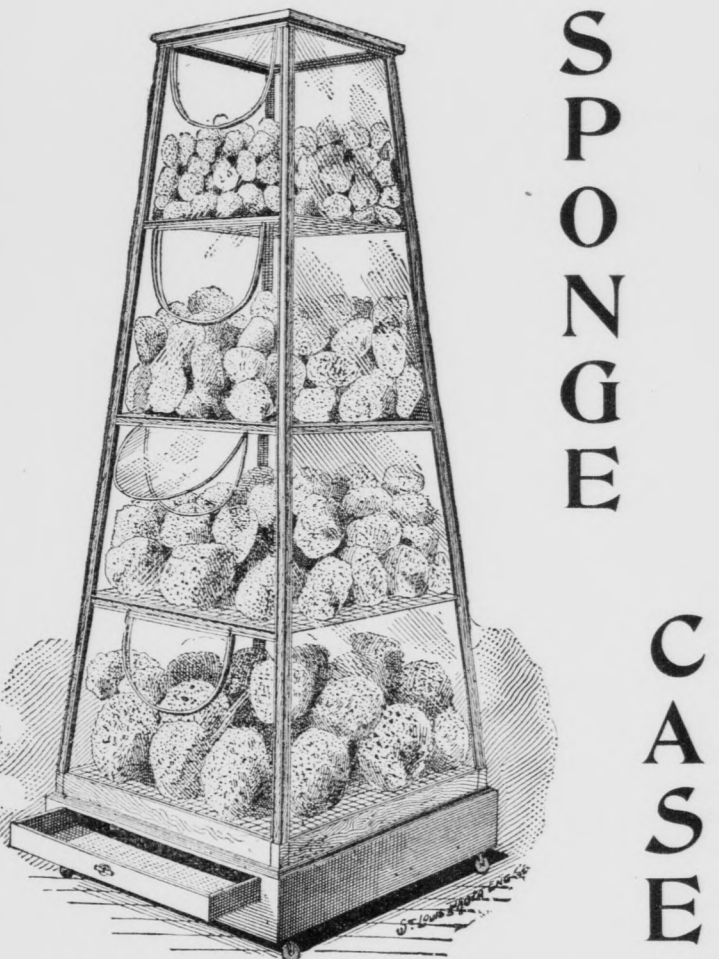
Advanced—Declined—Borac Acid, Citric Acid, Gum Opium, Castor Oil, Linseed Oil, Croton Oil, Turpentine.

ACIDUM.		TINCTURES.	
Aceticum.....	82 10	Aconitum Napellis R.....	60
Benzolium German.....	65 75	Aloes.....	50
Boracic.....	15	and myrrh.....	60
Carbolicum.....	30 30	Arnica.....	50
Citricum.....	42 45	Asafetida.....	50
Hydrochloric.....	30 5	Atropine Belladonna.....	60
Nitrosum.....	10 12	Benzoin.....	60
Oxalicum.....	10 12	Bergamot.....	50
Phosphoricum dil.....	20	Bismuth.....	50
Sulphuricum.....	1 25 60	Castor.....	1 00
Tannicum.....	1 40 60	Catechu.....	1 00
Tartaricum.....	30 33	Cinchona.....	50
AMMONIA.		CO.	
Aqua, 16 deg.....	40 6	Columba.....	50
20 deg.....	40 8	Conium.....	50
Carbonas.....	12 14	Cubeba.....	50
Chloridum.....	12 14	Digitalis.....	50
ANILINE.		Gentiana.....	
Black.....	2 00 25	Gentiana.....	50
Brown.....	80 100	Gentiana.....	50
Red.....	40 50	Gentiana.....	50
Yellow.....	2 50 30	Gentiana.....	50
BACCAR.		Gentiana.....	
ubese (po 25).....	20 25	Gentiana.....	50
Juniperus.....	80 10	Gentiana.....	50
Xanthoxylum.....	20 30	Gentiana.....	50
BALSAMUM.		Gentiana.....	
Copaiba.....	45 50	Gentiana.....	50
Peru.....	2 25	Gentiana.....	50
Terabin, Canada.....	40 45	Gentiana.....	50
Tolutan.....	35 50	Gentiana.....	50
CORTEX.		Gentiana.....	
Abies, Canadian.....	18	Gentiana.....	50
Cassia.....	11	Gentiana.....	50
Cinchona Flava.....	11	Gentiana.....	50
Euonymus atropurp.....	30	Gentiana.....	50
Myrica Cerifera, po.....	30	Gentiana.....	50
Prunus Virgin.....	12	Gentiana.....	50
Quillaja, grd.....	10	Gentiana.....	50
Sassafras.....	12	Gentiana.....	50
Ulmus Po (Ground 15).....	15	Gentiana.....	50
EXTRACTUM.		Gentiana.....	
Glycyrrhiza Glabra.....	24 25	Gentiana.....	50
" po.....	32 35	Gentiana.....	50
Haematox, 15 lb. box.....	11 12	Gentiana.....	50
" 15.....	12 14	Gentiana.....	50
" 15.....	14 15	Gentiana.....	50
" 15.....	16 17	Gentiana.....	50
FERRU.		Gentiana.....	
Carbonate Precip.....	2 15	Gentiana.....	50
Citrate and Quinia.....	2 30	Gentiana.....	50
Citrate Soluble.....	2 30	Gentiana.....	50
Ferrocyanidum Sol.....	2 30	Gentiana.....	50
Solnt Chloride.....	2 15	Gentiana.....	50
Sulphate, com'l.....	2 10	Gentiana.....	50
" pure.....	2 7	Gentiana.....	50
FLORA.		Gentiana.....	
Arnica.....	18 20	Gentiana.....	50
Anthemis.....	30 35	Gentiana.....	50
Matricaria.....	50 65	Gentiana.....	50
FOIDA.		Gentiana.....	
Barosma.....	18 50	Gentiana.....	50
Cassia Acutifol, Tin.....	25 28	Gentiana.....	50
nivelly.....	35 50	Gentiana.....	50
" Alix.....	35 50	Gentiana.....	50
Salvia officinalis, 1/2.....	15 25	Gentiana.....	50
and 1/2.....	80 10	Gentiana.....	50
Urs Ursi.....	80 10	Gentiana.....	50
GUMMI.		Gentiana.....	
Acacia, 1st picked.....	60 60	Gentiana.....	50
" 2d.....	60 60	Gentiana.....	50
" 3d.....	60 60	Gentiana.....	50
" sifted sorts.....	60 60	Gentiana.....	50
" po.....	60 60	Gentiana.....	50
Aloe, Barb. (po 60).....	50 60	Gentiana.....	50
" Cape, (po 20).....	12 12	Gentiana.....	50
Socotri, (po 60).....	2 50	Gentiana.....	50
Catechu, 1s, 1/2, 14 1/2.....	16	Gentiana.....	50
Ammoniac.....	50 60	Gentiana.....	50
Asafetida, (po 35).....	40 45	Gentiana.....	50
Benzoinum.....	40 45	Gentiana.....	50
Camphora.....	40 45	Gentiana.....	50
Euphorbium po.....	35 10	Gentiana.....	50
Galbanum.....	2 50	Gentiana.....	50
Gamboge, po.....	70 75	Gentiana.....	50
Gualacum, (po 35).....	70 75	Gentiana.....	50
Kino, (po 1 75).....	21 75	Gentiana.....	50
Mastic.....	80 80	Gentiana.....	50
Myrrh, (po 45).....	2 40	Gentiana.....	50
Opil (po 3 40 3 60).....	2 30 25	Gentiana.....	50
Shellac.....	35 42	Gentiana.....	50
" bleached.....	35 35	Gentiana.....	50
Tragacanth.....	40 100	Gentiana.....	50
HERBA—In ounce packages.		Gentiana.....	
Absinthium.....	25	Gentiana.....	50
Eupatorium.....	20	Gentiana.....	50
Lobelia.....	25	Gentiana.....	50
Majorum.....	25	Gentiana.....	50
Mentha Piperita.....	25	Gentiana.....	50
" Vir.....	25	Gentiana.....	50
Rue.....	25	Gentiana.....	50
Tanacetum, V.....	25	Gentiana.....	50
Thymus, V.....	25	Gentiana.....	50
MAGNESIA.		Gentiana.....	
Calced, Pat.....	50 60	Gentiana.....	50
Carbonate, Pat.....	30 25	Gentiana.....	50
Carbonate, K. & M.....	30 25	Gentiana.....	50
Carbonate, Jennings.....	35 30	Gentiana.....	50
OLEUM.		Gentiana.....	
Absinthium.....	2 50 23 00	Gentiana.....	50
Amygdalae, Dulc.....	45 75	Gentiana.....	50
Amygdalae, Amarac.....	8 00 25	Gentiana.....	50
Anise.....	1 9 22 00	Gentiana.....	50
Aurant Cortex.....	1 00 22 00	Gentiana.....	50
Bergamot.....	3 00 23 00	Gentiana.....	50
Cajuput.....	60 65	Gentiana.....	50
Caryophylli.....	75 80	Gentiana.....	50
Cedar.....	35 65	Gentiana.....	50
Chenopodii.....	61 60	Gentiana.....	50
Cinnamomi.....	1 25 21 25	Gentiana.....	50
Citronella.....	2 45	Gentiana.....	50
Conium Mac.....	35 65	Gentiana.....	50
Copaiba.....	80 90	Gentiana.....	50

Morphia, S. P. & W.....	2 05 22 30	Seidlitz Mixture.....	20	Linseed, boiled.....	53	56
S. N. Y. Q. &.....	1 30 22 20	Sinapis.....	20	Neat's Foot, winter	65	70
C. Co.....	2 40	" opt.....	20	strained.....	35	40
Moschus Canton.....	65 70	Suiff, Maccaboy, De	20	Spirits Turpentine.....	35	40
Myristica, No 1.....	65 70	Voes.....	20	PAINTS. bbl. lb.		
Nux Vomica, (po 20).....	15 18	Suiff, Scotch, De. Voes	20	Red Venetian.....	1 1/2	2 1/2
Os. Sepia.....	15 18	Soda Boras, (po 11).....	10 12	Ochre, yellow Mars.....	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.....	24 25	" Ber.....	1 1/2	2 1/2
Picis Liq. N. C. 1/2 gal	2 00	Soda Carb.....	1 1/2 2	Putty, commercial.....	2 1/2	3 1/2
doz.....	2 00	Soda, Bi-Carb.....	2 5	" strictly pure.....	2 1/2	3 1/2
Picis Liq., quarts.....	2 00	Soda, Sulphas.....	2 5	Vermilion Prime Ameri-	13 16	
" plnts.....	2 00	Spts. Ether Co.....	50 55	can.....	65 70	
Pil Hydrag, (po 80).....	2 00	" Myrcia Dom.....	2 25	Vermilion, English.....	70 75	
Piper Nigra, (po 22).....	2 00	" Myrcia Imp.....	2 30	Green, Peninsular.....	6 2 1/2	
Piper Alba, (po 25).....	2 00	" Vini Rect. bbl.	2 43 2 53	Lead, red.....	6 2 1/2	
Pilx Burgun.....	12 13	Less 5c gal., cash ten days.	1 40 1 45	" white.....	6 2 1/2	
Plumbi Acet.....	10 12 13	Strychnia Crystal.....	2 1/2 3	Whiting, white Span.....	1 00 1 20	
Pulvis Ipecac et opil.....	2 10 2 25	Sulphur, Subl.....	2 2 1/2	Whiting, Gliders.....	1 00 1 20	
Pyrethrum, boxes M	2 10 2 25	" Roll.....	2 2 1/2	White, Paris American	1 00 1 20	
& P. D. Co., doz.....	2 10 2 25	Tamarinds.....	8 10	Whiting, Paris Eng.	1 00 1 20	
Quassia, S. P. & W.....	34 39 1/2	Terebenth Venice.....	28 30	cliff.....	1 40	
" S. German.....	27 37	Theobromae.....	45 48	Universal Prepared.....	1 00 1 15	
Rubia Tincturum.....	12 14	Vanilla.....	9 00 16 00	Swiss Villa Prepared	1 00 1 20	
Saccharum Lactis pv.....	12 14	Zinc Sulph.....	7 8	PAINTS.....		
Salacin.....	2 10 2 25			No. 1 Turp Coach.....	1 00 1 20	
Sanguis Draconis.....	40 50			Extra Turp.....	160 1 70	
Sapo, W.....	12 13			Coach Body.....	2 75 3 00	
" G.....	10 12			No. 1 Turp Furn.....	1 00 1 10	
	2 15			Extra Turk Damar.....	1 55 1 60	
				Japan Dryer, No. 1	70 75	
				Turp.....	70 75	

## HAZELTINE &amp; PERKINS DRUG CO.,

Glass and Nickle



DIMENSIONS:—13 inches square at top; 21 inches square at base; 62 inches high.

Will keep stock clean and show sponges to advantage. Furnished in Light and Dark Oak, Cherry or Walnut.

PRICE \$20.

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.

[illegible]



## PICKLES.

Medium.	
Barrels, 1,300 count...	25 50
Half bbls, 600 count...	25 25
Small.	
Barrels, 2,400 count...	6 00
Half bbls, 1,200 count...	3 50

## 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 60

## 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.	5
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.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16

Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboyna.	22
" Zanzibar.	18
Ginger, African.	16
" Cochin.	20
" Jamaican.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	10
" white.	24
" Cayenne.	20
Sage.	20
" Absolute" in Packages.	4 1/2

Allspice.	84
Cinnamon.	84
Cloves.	84
Ginger, Jamaican.	84
" African.	84
Mustard.	84
Pepper.	84
Sage.	84

Granulated, bbls.	1 1/4
" 75 lb cases.	1 1/4
Lump, bbls.	1 15
" 145 lb kegs.	1 1/4

SEEDS.	
Anise.	2 15
Canary, Smyrna.	4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	4
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	80

STARCH.	
Corn.	5 1/2
40-lb boxes.	5 1/2
40-lb.	5 1/2

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

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

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

SALT.	
Diamond Crystal.	
Cases, 243 lb. boxes.	1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 60 5 lb.	3 75
" 30 10 lb.	3 50
Butter, 56 lb bags.	6 1/2
" 20 14 lb bags.	3 50
" 280 lb bbls.	2 50
" 224 lb.	2 25
Worcester.	
115 2 1/2 lb sacks.	34 70
60 5-lb.	3 75
30 10-lb.	3 50
22 14-lb.	3 30
320 lb. bbl.	2 60
8 lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3-lb. sacks.	32 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
Scar 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. 1 30 doz.	\$10 20 gro
2 " N. S. 1 30 "	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 20
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.	33 33
" plain.	2 27

N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brown, 60 bars.	2 40
" 80 bars.	3 25

Lautz Bros. & Co.'s Brands.	
Acme.	3 75
Cotton Oil.	6 00
Masellies.	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

Passol's Atlas Brand.	
Single box.	3 65
5 box lots.	3 60
10 box lots.	3 50
25 box lots del.	3 40

Scouring.	
Sapolio, 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 30 pounds, for the weight of the barrel.	

Domino.	5 53
Cut Leaf.	5 53
Cubes.	5 53
Powdered.	5 25
XXXX Powdered.	5 00
Granulated.	5 00
Fine Granulated.	5 00
Extra Fine Granulated.	5 12
Mould A.	5 25
Diamond Confection.	5 00
Confec. Standard A.	4 87
No. 1.	4 75
No. 2.	4 75
No. 3.	4 75
No. 4.	4 62
No. 5.	4 62
No. 6.	4 56
No. 7.	4 44
No. 8.	4 31
No. 9.	4 25
No. 10.	4 18
No. 11.	4 12
No. 12.	4 06
No. 13.	3 81
No. 14.	3 62

SYRUPS.	
Corn.	
Barrels.	24
Half bbls.	26
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.	2 17
Good.	2 30
Choice.	2 4
Choicest.	2 32
Dust.	10 12

SUN CURED.	
Fair.	2 17
Good.	2 30
Choice.	2 4
Choicest.	2 32
Dust.	10 12

BASKET FIRED.	
Fair.	18 23
Choice.	25 25
Choicest.	32 34
Extra choice, wire leaf.	40 40

GUNPOWDER.	
Common to fair.	25 25
Extra fine to finest.	50 65
Choicest fancy.	75 85

GOOLONG.	
Common to fair.	23 23
Imperial.	23 23
Superior to fine.	30 35

YOUNG HYSON.	
Common to fair.	18 23
Superior to fine.	30 40

ENGLISH BREAKFAST.	
Fair.	18 22
Choice.	24 28
Best.	40 50

## TOBACCOS.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 32
Tiger.	30 32
" D. Scotten & Co.'s Brands.	
Hiawatha.	30 32
Cuba.	30 32
Rocket.	30 32
Spaulding & Merrick's Brands.	
Sterling.	30 32

Private Brands.	
Bazoo.	30 32
Can Can.	27 27
Nellie Bly.	24 25
Uncle Ben.	24 25
McGinty.	24 25
Dandy Jim.	24 25
Torpedo.	24 25
" in drums.	23 23
Yum Yum.	28 28
1892.	23 23
" drums.	22 22

Plug.	
Sorg's Brands.	
Spearhead.	38 38
Joker.	27 27
Nobby Twist.	40 40
Scotten's Brands.	
Kylo.	26 26
Hiawatha.	38 38
Valley City.	34 34

Finzer's Brands.	
Old Honesty.	40 40
Jolly Tar.	32 32
Lorillard's Brands.	
Climax (8 oz., 41c).	30 30
Green Turtle.	30 30
Three Black Crowns.	27 27

J. G. Butler's Brands.	
Something Good.	38 38
Out of Sight.	24 24
Wilson & McCauley's Brands.	
Gold Rope.	43 43
Happy Thought.	37 37
Messmate.	31 31
No Tax.	32 32
Let Go.	27 27

Smoking.	
Catlin's Brands.	
Kiln dried.	17 17
Golden Shower.	19 19
Huntress.	26 26
Meerschaum.	29 30

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

Banner Tobacco Co.'s Brands.	
Banner.	16 16
Banner Cavendish.	38 38
Gold Cut.	28 28

Scotten's Brands.	
Warpath.	4 4
Honey Dew.	30 30
Gold Block.	30 30

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26 26
Old Tom.	18 18
Standard.	22 22
Globe Tobacco Co.'s Brands.	
Handmade.	41 41

Leidersdorf's Brands.	
Rob Roy.	26 26
Uncle Sam.	28 32
Red Clover.	30 30
Spaulding & Merrick.	
Tom and Jerry.	25 25
Traveler Cavendish.	38 38
Buck Horn.	30 30
Plow Boy.	30 32
Corn Cake.	16 16

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

WET MUSTARD.	
Bulk, per gal.	30 30
Beer mng, 2 doz in case.	1 75

YEAST.	
Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Riamond.	75 75
Royal.	90 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 50
" 19 "	2 40
" 21 "	

Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow c'ths, No. 1.	5 25
" No. 2.	6 25
" No. 3.	7 25
" splint.	No. 1 3 75
" " No. 2.	4 25
" " No. 3.	4 75

INDURATED WARE.	
Pails, No. 1.	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 40
No. 3.	70 2 45
No. 4.	80 2 40
No. 5.	100 3 50
No. Washboards—single.	
Universal.	2 25
No. Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75

Double.	
Water Witch.	2 50
Wilson.	2 50
Good Luck.	2 70
Peerless.	2 8

HIDES.	
Green.	2 2 1/2
Part Cured.	2 3 1/2
Full.	2 4 1/2
Dry.	4 2 1/2
Kips, green.	3 2 1/2
" cured.	4 2 1/2
Calveskins, green.	4 2 1/2
" cured.	6 2 1/2
Deacon skins.	10 2 25
No. 2 hides 1/2 off.	

PELTS.	
Shearlings.	5 2 20
Lambs.	25 2 60

WOOL.	
Washed.	12 2 17
Unwashed.	8 2 12

Tubs, No. 3.....	10	50
Butter Plates—Oval,	250	1000
No. 1.....	30	3 1/2

## EARLY DAYS.

Reminiscences of Hon. Chas. C. Comstock.

"There was one man who was here when I came," said C. C. Comstock, "whose name is now seldom heard. I refer to Daniel Ball. He was reputed to be worth at that time, (in 1853) \$500,000. He was a good citizen, a man forward in every good work, always ready to assist in anything that promised to advance the interests of the town. He had his enemies, as most of us have, and I don't know that he was any the worse for that. He finally failed, losing about everything he had, and went east to York State and died there. I don't know what caused his failure, but I think it was caused by overwork. He was the hardest worker I ever knew; I do not believe he allowed himself more than three hours' sleep out of the twenty-four. He seemed to lose his grip somehow, made some wild investments and they finished him. I have heard a good deal about how much some men can stand in the way of hard work. It is all nonsense. It is not hard work that injures a man, but overwork. If one does not take sufficient rest, the result is inevitable. It may be delayed for years but it will come at last, and just when a man ought to be enjoying himself, he is likely to lose not only all that he has fought so hard to obtain but his capacity for enjoyment as well. Work as hard as you like, but take proper rest, and there will be little fear of your breaking down.

"Julius Houseman was another old-timer. He differed from Daniel Ball in one respect, at least—I don't think he had an enemy in the city. He was liked and respected by everybody. He was in the council when I was Mayor, and was afterward himself elected Mayor. He died when comparatively a young man and the city will feel his loss for years to come. Houseman was a Jew, but he was as good an American citizen as ever lived. There is a great deal of nonsense talked about the Jews, but if our children were taught some of the things which they teach their children it would be better for the whole country. Two things especially are taught to the Jewish children, which are the foundation of material success the world over—they are brought up to work and to save their money. If parents were more particular to inculcate habits of industry and economy in their children, instead of teaching them so much that is worse than useless, there would not be so much talk of hard times. But boys and girls are taught to dance and to dress, and how to 'behave' in society; they must have a knowledge of the oligies and osophies, while the practical side of life is totally neglected. The result is that they grow up with little or no practical knowledge; they think they are calculated to 'shine' but the oil must be provided—like all ornaments they come high. I believe the old district school system to be the best this country ever had, and I believe the present system to be almost a dead failure. We need more of the practical and less of the ornamental in our educational system. From what class does the larger number of criminals come? From the educated class, and the reason is not far to seek. Young men are brought up without acquiring any useful knowledge. They have nothing to depend on; they have expensive tastes without the means of pandering

to them. They have no fixed moral principles any more than they have useful knowledge, and so, having nothing to fall back on, they resort to crime to keep themselves in luxuries. It is the system that is at fault. Change the system and you will change the manners. It is not so much what a man earns as what he saves that makes him rich. Look at our Holland population. They are laborers, as a rule, yet their imbred habits of frugality and industry soon place them in comfortable circumstances. So it might be with our own people if they exercised the same habits.

"You will notice that, when any public improvement is being advocated, interested parties endeavor to get control of it for their own selfish purposes. It was so with the water works question. Some people wanted the water brought from Reed's Lake and the pumping station located at the south end. The lake would have been pumped dry in a week, and then where would our water supply have been? The reason why the plant was wanted at the south end was because some speculators had land they wanted to dispose of, and they thought getting the water works down there would help them. It was the same when the G. R. & I. Railroad was building. The city voted \$100,000 to help bring the road into the city, but one man, who had an axe to grind, got his work in so effectually that the road went out south to the plaster mills, turned about and came back to the city in order to cross the River. I said, if the road was going down that way, let it cross the River there, but, if they wanted it to cross up here, then it was nonsense to run several miles out into the country and then back again. It was finally carried across the River up town and the loop abandoned, but it cost nearly the entire amount of the \$100,000 voted by the city to build that loop and get the road across the River—all because one man wanted to help himself out. Take the scheme for deepening Grand River, as another illustration. If I thought the River scheme practicable, I should as heartily favor it as I now oppose it; but it is impracticable and its promoters ought to know it. I got into a newspaper controversy some years ago with Chas. R. Sligh on the subject. I had had a survey made of the west side of the River from this city to Lamont, and the feasibility of a ship canal thoroughly established; but Mr. Sligh wanted the River deepened, and so he answered my communication, and took occasion to administer a little taffy before proceeding to extinguish me—on the same principle, I suppose, that the surgeon administers an anesthetic before taking a man's leg off. I am like the ladies in one thing at least—I always want the last word. So I replied to Mr. Sligh and since then I have heard nothing from him on the subject. The deepening of Grand River would immensely enhance the value of land along the River and that is why certain men are such earnest advocates of that scheme. They will never see the consummation of their hopes, for the River will never be deepened. I don't own a foot of land on the west side, and advocated the canal because I thought it the best. I think so still. I want to see the city prosper. All my interests are here and here I hope to spend the remainder of my days; but a useless expenditure of money will never bring prosperity, and rainbow-chasing will not make a man or a community rich."

## Nearly Drowned in a Hogshead of Molasses.

Magustown (Md.) Correspondence Philadelphia Times  
The thirteen-year-old son of a large wholesale grocery merchant of this place met with an accident recently that came near equalling that of the celebrated Clarence, who is said to have been put to death by drowning in a butt of Malmsey wine.

The boy was amusing himself by leaping from the head of one hogshead to another of a group placed in the rear of his father's store.

All at once, as he leaped upon one, the head gave under his weight and let him down into three feet of molasses. Fortunately for the lad he fell on his feet, sinking slowly into the thick, gluey mass, which, receiving him, however, was most reluctant to give him up again. The molasses came up to the boy's chin, and it was only by holding his head well back that he kept it from entering his mouth. He managed with some difficulty to raise his arms from the heavy liquid, almost as unyielding as pitch, and grasped at the sides of the hogshead, but it was impossible to gain a hold on the curved, concave walls. The top was also beyond his reach, clogged as he was by the molasses, which rendered a leap upward impracticable. So the unlucky prisoner was reduced to calling for assistance.

But the hour was noon and the town was dining, and passers-by were not numerous. The adjacent store was abandoned, save for some laborers who were loading goods in the front, and the clerk who was directing them. So minutes passed and the prisoner found his position a precarious one, for fatigue rendered the task of holding his mouth and nostrils out of the liquid around him a most trying one, while weighted as he was his limbs seemed failing him.

At last a negro passing by heard his cries, and proceeded to investigate the noise. After searching some time he at last sprang up and looked over into the hogshead, but the lad's head being dark and all that was visible of him, he did not perceive him, and dropped back to the ground. The boy gave another shout, which, muffled as it was by the close sides of the great wooden vessel and coming from what he thought he had just seen held nothing but black molasses, aroused the superstition of the negro. He sprang back with a yell, and went tearing into the street yelling that there was a 'h'ant' in the rear of the store. A crowd collecting, he told what he had heard emanating from the hogshead, and while some passed on laughing others remained to ferret out the mystery.

A man leaped up to the top of the nearest hogshead and peered into the suspected one, but on seeing a white face peering up at him was nearly as frightened as the negro had been. A weak voice pleaded with him for succor, so active measures were at once taken to get the boy out. A strange figure he presented when brought to view, dripping with congealed sweetness, his clothes unrecognizable as such. It has been necessary to shave the back of his head, as the hair was so caked with molasses as to be wholly unmanageable.

Teacher—Now, Johnnie, we've been hearing of the changing seasons; how can we tell when fall is here?

Johnnie—'Cause everybody's clothes smell of camphor balls.

There are 68,000 post offices in the United States. About 67,000 of them do not pay their running expenses. The profit of the New York city post office is \$4,000,000 a year.

Old maids are not so particular as might be supposed, judging from some of the specimens of men they accept in the course of time.

S. P. BENNETT FUEL & ICE CO.,  
NINE AGENTS  
And Jobbers of  
ALL KINDS OF FUEL,  
GRAND RAPIDS, MICH.

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.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

65 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.



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.

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.**

## WE WANT TO BUY

1,000 to 2,000 Cords Dry, 16 in. Beech and Maple. C. & W. M. delivery preferred.  
Office

Y. M. C. A. Building,  
Grand Rapids.

**GRANT FUEL & ICE CO.,**

Wholesale and Retail Dealers in Anthracite and Bituminous Coal.  
Correspondence Solicited.











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Grocery  
Co.**

**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  
Great  
Specialties  
Are**

Muskegon Toast,  
Royal Fruit Biscuit,  
Muskegon Frosted Honey,  
Iced Cocoa Honey Jumbles,  
Jelly Turnovers,  
Ginger Snaps,  
Home-Made Snaps,  
Muskegon Branch,  
Milk Lunch

**ALWAYS  
ASK  
YOUR  
GROCER  
FOR  
MUSKEGON  
BAKERY'S  
CAKES and  
CRACKERS**

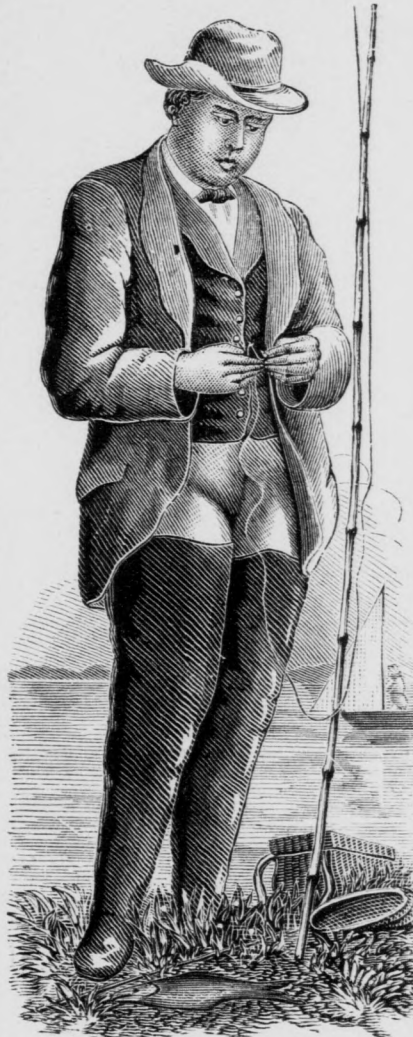
**United States Baking Co.**

LAWRENCE DEPEW, Acting Manager,

**Muskegon,**

**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.

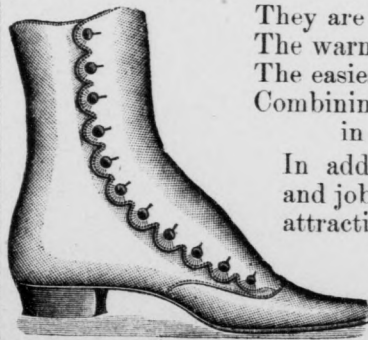
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**FOSTER-STEVENS  
& CO. MONROE  
ST.**

**RINDGE, KALMBACH & CO 12, 14 & 16 Pearl St  
GRAND RAPIDS.**

**HEALTH SHOES.**

**ASK TO SEE THEM.**



They are the coolest shoe in summer, The warmest shoe in winter, and The easiest shoe ever made, Combining ease, comfort and good looks in one pair of shoes.

In addition to the above, our factory and jobbing lines are complete. Styles attractive. Prices at the bottom.

We carry all the leading lines of Socks and Wool Boots; also Boston Rubber Shoe Co.'s goods.

# MASON FRUIT JARS

**NEW REDUCED PRICES.**

No Charge for Cartage on Fruit Jars.

**H. LEONARD & SONS** Grand Rapids, Mich.

No Charge for Boxes on Fruit Jars.

Mason's Fruit Jars.	
From now on is the season to push the sale of these goods. The most profitable line you can find. New reduced prices.	
	Per Gro
Quarts, 8 doz in box	\$5 00
Half gallons, 6 doz in box	7 10
Pints, 1 doz in case	4 75
Half gallons, 1 doz in case	7 75
Extra covers for pint, quart and half gal. on Rubber rings for Mason's jars	25

Flint Glass Mason Fruit Jars.	
Clear fine glass.	
Quarts, 1/2 gro in case, per gro.	\$5 75
Half Gallons, 1/2 gro in case, per gro.	7 25
Best quality, selected jars.	

Jelly Tumblers.	
1/2 Pints, 6 doz in box (box 0) per box	\$1 64
1/2 Pints, 24 doz in bbl. (bbl 35) per doz	23
1/2 Pints, 6 doz in box (box 0) per box	1 80
1/2 Pints, 18 doz in bbl. (bbl 35) per doz	26

Common Tumblers.	
1/2 Pint, plain, 6 doz in box (box 00) per box	\$1 50
1/2 Pints, plain, 20 doz in bbl. (bbl 35c) per doz	27

Engraved Tumblers.	
Orient Assortment, 3 styles, nicely engraved thin blown glass, per box of 6 doz, (box 00)	
	\$3 00

Common Stoneware.	
Stone Butter Jars 1/2 gal, per doz	\$ 60
Stone Butter Jars 1 to 6 gal, per gal.	06
Stone Preserve Jars and covers, 1/2 gal, per doz	90
Stone Preserve Jars and covers, 1 gal, per doz	1 40
Tomato or Fruit Jugs 1/2 gal, per doz	75
Tomato or Fruit Jugs, 1 gal, per doz	90
Stone Milk Pans, 1/2 gal, per doz	60
Stone Milk Pans, 1 gal, each	06

Fine Glazed Stoneware	
1 Gal, Fine all White Milk Pans, per gal.	\$ 08
1 Gal, Fine all Black Milk Pans, per gal.	03 1/4
1/2 Gal, Fine all Black Milk Pans, per doz	65
1 Gal, Fine all Black Butter Jars, per gal	07
1 Gal, Fine all White Butter Jars, per gal	08
1/2 Gal, Fine all White Butter Jars, per doz	75

Corks and Sealing Wax.	
Corks for 1/2 gal Tomato Jugs, per doz	\$ 15
Corks for 1 gal Tomato Jugs, per doz	8
Sealing Wax, 5 lb pkgs, per lb.	02 1/2

Flask and Jug Corks.	
Flask and Bottle Corks, assorted sizes, No. 6-10, 5 gro in bag.	
	\$ 50
Jug Corks, assorted sizes, Nos. 11-20, 1 gro in bag.	50

Candy Jars.	
1 doz in case. No charge for case.	
	Per Gro
Open Stock	Case

TIN COVER	
Quart Squat	\$1 75
1/2 Gal Squat	2 10
1 Gal Squat	3 50
1/2 Gal Tall	2 00
1 Gal Tall	3 50
RING JARS—GLASS COVERS	
1/2 Gal Squat or Tall	2 50
1/2 Gal Squat or Tall	3 00
1 Gal Squat or Tall	5 40
FRENCH JARS—GLASS COVERS	
1/2 Gal Squat	2 50
1/2 Gal Squat	3 50
1 Gal Squat	5 10

Flasks.	
Pie-Nic or Shoo Fly Shape	
	Per Gro
1/2 Pint, 1/2 gro in case	\$ 2 40
Pint, 1/2 gro in case	3 80
Quart, 1/2 gro in case	6 10

Lamp Chimneys.	
Sole Agents for extra toughened "LaBastie" French glass chimney. Positively the strongest and most durable lamp chimney made.	

"La Bastie" Glass.	
No. 1 Sun Bulb, per doz	\$1 25
No. 2 Sun Bulb, per doz	1 50
No. 3 Electric, per doz	1 60
No. 1 Sun Crimp Top, per doz	1 35
No. 2 Sun Crimp Top, per doz	1 60

Pearl Top Chimneys.	
The well-known, easy selling, popular "Pearl Tops." No store can get along without them, and no good merchant wishes to. Prices guaranteed. 6 doz in case. No charge for case	
No. 1 Sun Pearl Top, per case	\$3 75
No. 2 Sun Pearl Top, per case	4 70

Crimp Top Sun Chimney.	
Common grade. Sold by the case only.	
	Per Case
No. 0 Sun, 6 doz in case	\$1 75
No. 1 Sun, 6 doz in case	1 80
No. 2 Sun, 6 doz in case	2 50

H L & S Flint Chimney.	
Selected firsts. Each wrapped and labeled.	
	Case of 6 Doz. Open, Per Doz.
No. 0 Sun Crimp Top	\$2 10
No. 1 Sun Crimp Top	2 25
No. 2 Sun Crimp Top	3 50
No. 2 Sun Hinge	3 60
No. 2 Electric	4 00
No. 2 Rochester	4 00

Flint XXX Pure Lead Glass.	
No seconds in this line. Each chimney wrapped and labeled. Will not crack from heat.	
	Case of 6 Doz. Open, Per Doz.
No. 0 Sun Crimp	\$2 60
No. 1 Sun Crimp	2 80
No. 2 Sun Crimp	3 80

Tubular Lanterns.	
Only the latest patterns of the heaviest material. Every lantern warranted. No charge for case. 1 doz in case. Price per doz.	
No. 0 Side spring lift, inside guards, best flint globes	\$4 50
No. 0 Crank side lift tubular	3 75
No. 0 Tubular, copper finish	4 75
No. 15 Jap'd Tubular, dashboard and reflector attachment, bulls eye globe 1/2 doz in box	5 00
No. B Tubular Side spring lift takes 1 in wick	5 50
No. 0 Tubular Crystal Glass front	6 00
Tubular Search Light, Headlight, each	1 75

Store Lamps.	
400 candle power.	
Rochester, complete, 20 in reflector	...
Pittsburgh, complete, 20 in reflector	...
Banner, complete, 20 in reflector	...
Incandescent, complete, 20 in reflector	...
Send for catalogue showing all.	

Lan ern Globes.	
No. 0 Tubular, open stock	Per Doz \$ 45
By the barrel, 5 doz (barrel 35)	46
No. 0 Tubular, Bull's Eye Globe	1 25

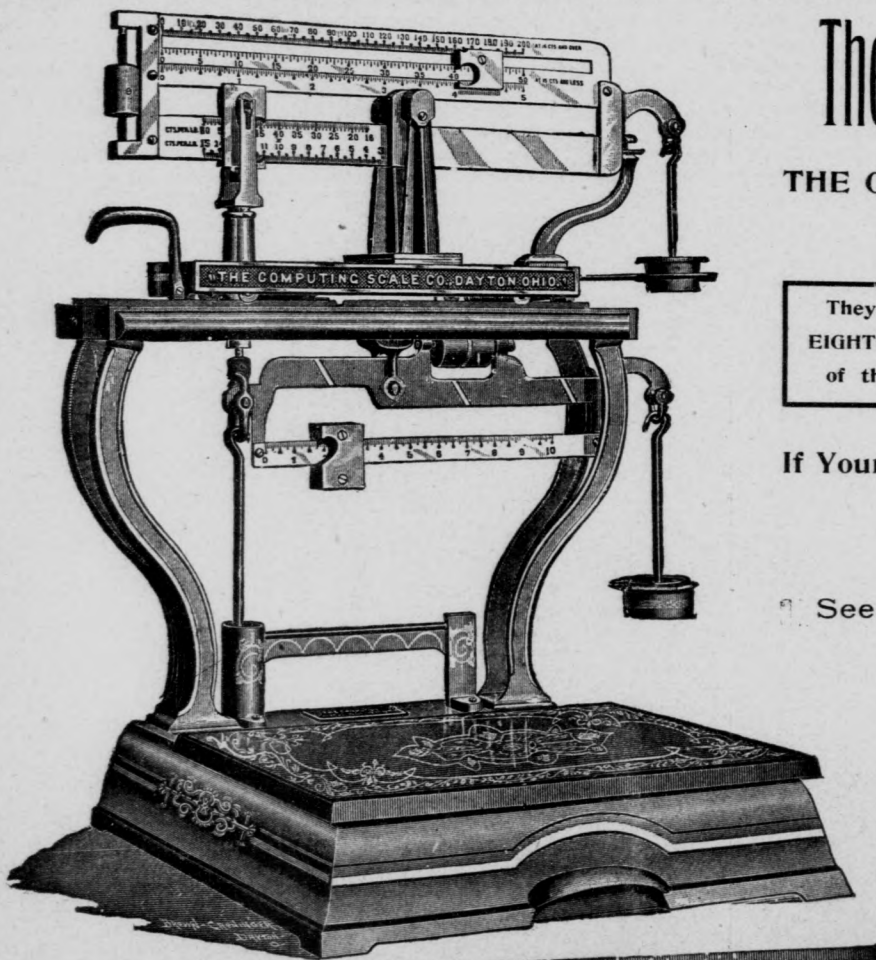
Clothes Lines.	
Jute 50 foot line, per doz	\$ 41
Jute 60 foot line, per doz	80
Jute 120 foot line, per doz	1 60
Cotton 60 foot line, per doz	1 28

Writing Paper.	
Per Ream.	
Com'l Note, 3 lb Excelsior	\$ 24
Com'l Note, 5 lb Excelsior	49
Com'l Note 6 lb Excelsior	59

Envelopes	
Size	Net Per 1,000
X5 White	\$ 75
X6 White	85
XX5 White	85
XX6 White	1 00

Oil Cans.	
1/2 Gal Tin, with spout, per doz	\$ 1 50
1 Gal Tin, with spout, per doz	1 60
1 Galvanized Iron, 1 doz in crate	2 00
1 Gal Glass with Tin Jacket, 1 doz in case	2 25
2 Gal Galv Iron, oil or gasoline	3 75
3 Gal Galv Iron, oil or gasoline	5 00
5 Gal Galv Iron, with faucet	7 00
5 Gal Galv Iron tilting	10 00
5 Gal Galv Iron, Home Rule "Pump"	12 00
3 Gal Galv Iron, Home Rule "Pump"	10 80
5 Gal Galv Iron, "Good Enough"	13 50
5 Gal Galv Iron, "Good enough"	12 00

See our catalogue for full line grocers' sundries as Pails, Tubs, Fibre Ware, Wash Boards, Tin and Iron Pails, Lamps, Slates, Papeterie, Toilet Soaps, Stationery, Shaving Soaps, Blank Books, Pen Holders, Slate Pencils, Toilet Paper and Step Ladders.



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10 to 100 Per Cent.  
Per Annum.

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BEST MERCHANTS  
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If Your Competitor Says They are a Good Thing for Him, WHY NOT EQUALLY SO FOR YOU?

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The Computing Scale Co., Dayton, Ohio.  
GENTLEMEN:—Since the adoption of your Computing Scales I have made more money in my business than ever before. The Howe Scale I had, while new, had such a radical variation that I lost money every time I weighed upon it. I would retire from business before returning to the use of regular weighing scales.  
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