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NO. 574

ABSOLUTE TEA.

The Acknowledged Leader

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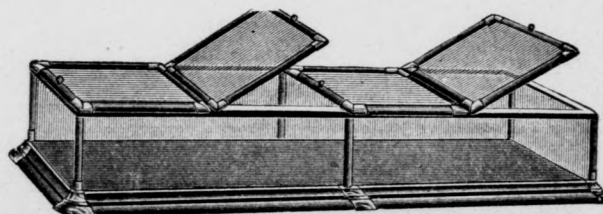
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 19, 1894.

NO. 574

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THE PUG DOG.

Incidents of Taking Summer Boarders on Grand Traverse Bay.

Now that September has come, and they have gone, and the pug dog has gone, and the canary has gone, and life begins to look sweet again, I have a feeling that it will be a pleasure and a relief if I tell some things.

Last year Mrs. Spalding, our next door neighbor, whose house, like ours, looks out on the broad blue expanse of Grand Traverse Bay, took a few boarders through July and August.

She said they were just as agreeable as they could be, and never looked down on her, and paid a large price, so that they, the Spaldings, bought a new set of purple rep for their parlor in the fall, after their "guests" had gone.

We did not want purple rep, but we did want a new L on the back of the house.

We knew that to live on a farm and to keep a few hens, and a cow, and a Gordon setter, is not the way to get money enough to build an L. Mrs. Spalding's example was before us. Early in June we sent an advertisement to the Chicago Tribune, soliciting a few quiet boarders, who could be accommodated in a large old-fashioned farmhouse shaded by gigantic trees.

For the first week no one replied. But the answers began to come very rapidly after that. Nearly all the notes were written by people who wanted hot and cold water in their rooms, and who desired to be on the same floor as the bathroom. It seemed superfluous to take any notice of such letters. But I was much pleased with a note that came from Hyde Park. It was so sweet. I told my sister, who is joint proprietor of the place, that I hoped this person would come. The note was signed Flora K. Billings. It said she wanted utter quiet. She longed for perfect stillness as a salve for wounded sensibilities. She should need no society whatever, save that of a pet dog, who went with her everywhere and who was the only being who understood her. Her tastes were perfectly simple. She liked to breakfast on fruit and sup on bread and milk. She should be out of doors most of the time, communing with nature; therefore, her room would not make so much difference—only a place in which to rest a weary head when the sun had sunk in the west and the burning stars were in the skies.

I do not know why it was that Catharine, that is my sister, did not approve of this note. She said she knew it was sweet; she was afraid that Miss Billings was almost too sweet. But as she did not require hot and cold water and electric light, we were only too grateful to have her come.

She arrived early in July. She said she could not endure the noise of the Fourth in town. She was not as young as I thought she was. But, then, she was younger than Catharine had thought. In point of fact, it was impossible to guess her age.

She brought an immense amount of luggage and she was dressed with an irreproachableness that was very discouraging to us, who never bought more than one new gown a year. Her dog, who was the only being who understood her, was a pug, and did not look, at first sight, as if he understood anything. But the appearance of pugs is very deceiving. It cannot be said, even by their admirers, that this kind of a dog looks intellectual. The fact is, however, as I learned this last summer, that a pug can know a great deal. This particular specimen was dressed in a very much ornamented harness of Russia leather. The ornaments appeared to be of gold and precious stones. His nose turned up after the manner of his kind. His eyes bulged out and were watery. His whole aspect was the aspect of one whose "little body is weary of this great world." He would sit in the front hall on his haunches by the hour together, and doze and wake to catch a fly or to snap at someone who wanted to go out at the door. Then his harness would jingle for an instant and his mistress, who was just outside the door, would say plaintively:

"Now, Ferdinand, you must be amiable."

Ferdinand would wag his tail curl when he heard his friend's voice, and would then go to sleep again, and his little bells would be silent.

Miss Billings often explained that Ferdinand did not mean the least thing in the world by snapping; it was only a cunning little way he had, and she hoped that nobody would mind it.

When she used to say this we would all smile and simper—all except one of our gentlemen boarders, who wore a ferocious face every time he saw the pug or heard him mentioned.

When he thought he was unobserved he used also to kick Ferdinand. I saw him do this once, and, from the creature's manner when Mr. Heaton approached, I am sure he did it more than once.

I am one who loves dogs; I can even be friendly to a pug, but I was not prepared to have this little beast, when I spoke kindly to him, stand up, brace his front legs, jingle his gold bells and show his front teeth at me. I trust I may be pardoned if I say too much about Ferdinand, but he was one of the most prominent of our boarders, and he helped to increase the fund for our L. Still, though a lover of dogs, I was not pleased when, on the third morning after her arrival, Miss Billings entered the kitchen, where my sister was beating eggs and I was rolling out the pie-crust. She had on an almost divine tea gown; her hair was fluffed down to her eyebrows, and I was more uncertain than ever about her age. She held a pen in one hand, as if she had been what we call "composing." She had let drop the fact, at her first breakfast with us, that she sometimes did compose verses. She said they relieved the pent-up volcano within her.

She did not look in the least as if she were carrying about a pent-up volcano. But one can never tell about those things.

She said she thought she would mention that it was the morning for Ferdinand's bath. Catharine had stopped beating eggs to hear what our boarder had to say. She now replied that Miss Billings might have a footbath tub for Ferdinand's use, if she wished.

Miss Billings looked at her in cool surprise, as she heard this response. She did not speak for several moments, and my sister resumed her work. The lady put the glittering end of her penholder to her lips, and appeared to be shocked. At last she said that she never washed Ferdinand herself.

Catharine said, "Indeed!" and I rolled out a pie-crust.

"Where I boarded last year and the year before," went on Miss Billings, "the washing of Ferdinand was thrown in."

Catharine again said, "Indeed!" and I nipped an edge to my crust. I mentally decided to let Catharine deal with this person.

"It is his day for a bath," repeated Miss Billings. "I don't know what would happen if he should miss his bath on the proper day."

"Perhaps he would have more fleas," suggested Catharine, with great suavity.

The face of the mistress of Ferdinand flushed deeply as she heard these words. She announced with asperity that dearest Ferdie never had had a flea in his life.

"I'm sure I congratulate him," replied my sister.

Miss Billings was again silent. If a woman so stylish and so sensitive—she said she was full of sensibility—could be said to "hang round," that is what she did in our kitchen for the next quarter of an hour, and it was very hot in that kitchen.

"Do you feel disposed to throw in Ferdie's bath?" she asked finally.

When she found out that we did not feel so disposed she burst into tears, and I felt like a hard-hearted wretch. If the pug had not had such a way of snapping, I think I should have said then and there that I would be his maid. But my sister was firm. She said, with decision, that if Ferdinand were washed while in that house, the washing would probably be none by Ferdinand's mistress.

When Catharine had made this statement Miss Billings dried her eyes and left the room, taking the pug in her arms, after she had put her pen behind her ear. The dog looked over her shoulder at us, and his eyes were very watery, as if with grief.

"I suppose we shall lose that boarder," said I, despondently. "Catharine, couldn't you have made up your mind to wash Ferdie?"

"Couldn't you?" she asked.

But I did not reply. I was absorbed in pie-crust.

"I'm afraid we shan't have the L," remarked my sister, after a while. She added emphatically that she did not believe that anybody ever threw in the pug's bath.

The rest of the day passed calmly. Ferdinand sat, as usual, at the open front door and snapped at flies and at passing ankles. If you have never been obliged to go frequently very near a dog that snaps at your ankles, you can have no idea into what a nervous state you will fall.

My duties called me often into that hall and near the door—in fact, the hall was so small that you could not go into it at all without going near the amiable brute who was stationed there. I used to wait in the kitchen or upstairs each time until I had screwed up my courage, and then I would make a dash through the place; but I always heard the teeth snap together as I brushed by. At last I would almost cry when I found that I must go there; it seemed mean to ask Catharine to take my place.

Nothing but the thought of the L sustained me during those days. It was not soothing, either, to see the edge of Miss Billings's frizzes outside, and to know that she was sitting there and enjoying herself, while I was so unhappy.

Mr. Heaton had seen me on these skirmishes many times. He was a middle-aged man who was quite stout. He had a large face adorned by a small grizzled mustache. He had answered our advertisement because he wanted a great deal of fresh milk. He drank two or three quarts daily, and said at breakfast each morning that the milk did him a vast amount of good, but as that confounded pug boarded in the same house with him that fact neutralized all the benefit, so he really was not any better off than when he left the city.

When he would say this Miss Billings would remark that dearest Ferdy was her one comfort in this world, and she could not see why people were not willing he should live. Mr. Heaton would then sniff and say with great contempt that he should try and not be the cause of removing Miss Billings's sole comfort but he could not swear that he should not sometime kick that pug into the next world.

The three other boarders would try to laugh, as if these remarks were pleasant. Occasionally Mr. Marks, a very young man who said he had not a drop of Jewish blood in him, would break out into indignant words addressed to Mr. Heaton, but the elder gentleman withered him directly.

Miss Billings would cast an expressive glance of the most ardent gratitude at the young man and he would blush. We all understood that Mr. Marks was an admirer of Miss Billings. He had even been known to carry Ferdinand for her, in spite of his growling and grinning all the time. She would walk beside and pat him—the dog, you understand—and tell him that the darling pety ought to know his friends, and she must punish him if he did not. But she never punished him. That pug was almost as bad in the house as a modern child would have been—not quite so bad; for nothing is as bad as the modern child. So my sister and I used to tell ourselves and try to be thankful that we had a dog instead of a child.

"For," said Catharine, one day, in confidence, and in a burst of gratitude,

"a pug may be poisoned, but a little boy or girl could not be treated in that way."

Not that we ever dreamed of poisoning Ferdy.

Mr. Heaton seemed to wish to be very kind. He had witnessed, as I have said, my transits by the pug. One day he appeared in the kitchen with a long-legged pair of hunting boots in his hand. He said he hoped I would excuse him, but he would suggest that I put on those boots when I went near that confounded little beast. He said they would give me a feeling of safety, and he thought I would like them. I was extremely glad of them. It is true it was a bother to be obliged to stop to put on hunting boots every time I went into the front entry; but I was paid for my trouble in the sense of security they gave.

It was a joy to be able to saunter calmly by Ferdinand and see him slowly raise his upper lip until his dear little teeth became visible and he thrust his head forward and snarled. I knew that the leather encasing my feet and ankles was tough, and the knowledge gave me a serenity I had not enjoyed since the advent of Ferdinand.

I had been wearing these hunting boots on my visits to the front entry for nearly a week when Miss Billings had that interview with us concerning the dog's bath. By the time the next day dawned I was convinced that something ought to be done. Without consulting my sister, I sought Miss Billings after breakfast, and told her that, although we could not ourselves wash the pug, we would permit her to have the use of the kitchen and the kitchen sink for that purpose.

Mr. Marks was sitting with her at the time. He had just been reading "Lucile" to her. When I caught sight of this volume I recalled the remark made by Mr. Heaton the day before. He said he knew a young man who every time he fell in love always borrowed his sister's copy of "Lucile" to read to his innamorata. He finished his remark by asserting that there were always plenty of jackasses in the world.

Miss Billings thanked me with some effusion, but she said she did not know what would become of poor Ferdy, for, even though she should die, she could not wash him herself. She turned sweetly to Mr. Marks and explained to him how the pug's washing had always been thrown in, and she had no idea what she should do, but she hoped she should live through it.

I said that I hoped so, too; and then I left them, feeling that I had done all I could, even for our L.

It was with considerable surprise that I found Mr. Marks in the kitchen that afternoon when I came downstairs after my daily nap.

He turned very red, but he managed to say, stammering a good deal, that he hoped I would pardon him.

I looked at him. I could not imagine what he wanted there, but I said I would pardon him.

He grew more red and he stammered worse than before, and said again he really trusted I would overlook it in him. I assured him I would overlook it. I sat down. It would not be time to begin to get supper for an hour yet.

Mr. Marks now informed me that I was very good. I did not deny this assertion. He appeared to struggle with

himself for a moment and then he remarked that he thought he had seen me wearing a large apron that must be a great protection to my gown. I began to be somewhat alarmed at this, for it seemed to hint at incipient madness. But I told him pleasantly that I had such an apron, and that it was a great protection. I thought of adding that hunting boots, worn in the front entry, were also very useful under existing circumstances; but I did not know but such an observation might irritate him, and I did not yet know how mad he was.

Now he asked me, point blank, if I would lend him that apron.

"Yes," I said to myself, as I went for the article, "he is mad. He may ask me for the carving knife next, and I must not refuse him."

I brought him the garment. He timidly asked if I would assist him to put it on. I did so. I was sorry for him. When he had the apron on and buttoned all the way up behind, he glanced at the door leading into the dining-room and inquired if I had any objection to locking that door, for some one might come in. I was frightened, but I locked the door. Mr. Marks was very slight in build and did not look strong. I thought that in a hand to hand conflict, I should, perhaps, stand as good a chance for victory as he would. There was another door leading into the woodshed. I casually moved round so that I was near this means of exit. Glancing at the door, I was horror-struck to see that there was no key in that lock—where was that key? I did not say these words aloud, but Mr. Marks answered my look.

"I have it in my pocket," he said.

His whole appearance indicated such mental wretchedness, and his gingham apron was so unbecoming, that I was tormented by a conflict of emotions.

"You see," he said desperately, "I told her I'd do it."

I stared helplessly. He went on.

"She seemed so unhappy about it; and you did not feel as if you could fling it in."

"Oh!" I said, a light breaking upon my mind.

"Yes," he continued, "I want you to let me have the footbath tub—she said you said she could have that—and I want the doors kept locked—and I don't want you to say anything about it—and"—still more desperately—"don't let anybody come in while I wash Ferdinand."

I brought the bathtub to him. I instructed him about the warm water in the tank on the stove. I brought, also, an old sheet in which to wrap Ferdy when he came out of the tub. Then I asked him where the dog was. He opened the woodshed door and showed me the pug asleep on the mat, with a string going from his neck to the latch.

At the earnest desire of Mr. Marks, I left him. I heard him turn the key as I walked into the woodhouse.

I went back and, with my lips to the keyhole, I told him I should want the kitchen in an hour. He replied that if he had not washed Ferdy in an hour he never should wash him.

I strolled down into the orchard, where Catharine frequently sat during our leisure time in the afternoon. I told her that now I knew that Miss Billings was truly beloved, for Mr. Marks was in our kitchen, and in my apron, and was washing Ferdinand.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

STICK CANDY.		Cases	Bbls.	Pails.
Standard, per lb.	.....	.....	6 1/4	7 1/4
" " H. H.	.....	.....	6 1/4	7 1/4
" " Twist	.....	.....	6 1/4	7 1/4
Boston Cream	.....	9	.....	9
Cut Leaf	.....	.....	.....	.....
Extra H. H.	.....	9	.....	.....

MIXED CANDY.		Bbls.	Pails.
Standard	.....	6	7
Leader	.....	6	7
Royal	.....	7 1/4	8
Nobby	.....	7 1/4	8 1/4
English Rock	.....	7 1/4	8 1/4
Conserves	.....	7 1/4	8 1/4
Broken Taffy	.....	8 1/4	8 1/4
Peanut Squares	.....	8	9 1/4
French Creams	.....	.....	13 1/4
Valley Creams	.....	.....	13 1/4
Midget, 30 lb. baskets	.....	.....	9
Modern, 30 lb. "	.....	.....	8 1/4

FANCY—In bulk		Pails
Lozenges, plain	.....	9
" " printed	.....	9 1/4
Chocolate Drops	.....	13
Chocolate Monumentals	.....	13
Gum Drops	.....	5 1/4
Moss Drops	.....	8
Sour Drops	.....	8 1/4
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	.....	1 00
A. B. Licorice Drops	.....	80
Lozenges, plain	.....	65
" " printed	.....	65
Imperial	.....	65
Mottos	.....	65
Cream Bar	.....	55
Molasses Bar	.....	55
Hand Made Creams	.....	85
Plain Creams	.....	80
Licorice Creams	.....	90
String Rock	.....	65
Burnt Almonds	.....	1 00
Wintergreen Berries	.....	75

CANDLES.		
No. 1, wrapped, 2 lb. boxes	.....	34
No. 1, " 3 " "	.....	51
No. 2, " 2 " "	.....	28

ORANGES.		
Fancy Seedlings, 168	.....	.....
Rodis, 168	.....	.....
Rodis, 2008	.....	.....

LEMONS.		
Choice 360	.....	3 00
Choice 300	.....	3 50
Extra choice 300	.....	4 50
Extra fancy 300	.....	4 56
Extra fancy 360	.....	4 00
Extra Fancy 300 Majorio	.....	5 00

BANANAS.		
Large bunches	.....	1 75
Small bunches	.....	1 00

OTHER FOREIGN FRUITS.		
Figs, fancy layers, 8 lb.	.....	.....
" " " 20 lb.	.....	.....
" " extra " 14 lb.	.....	.....
Dates, Pared, 10 lb. box	.....	2 8
" " " 50 lb. "	.....	2 8
" " Persian, 50 lb. box	.....	2 54
" " 1 lb. Royals	.....	7

NUTS.		
Almonds, Tarragona	.....	2 15
" " Ivaca	.....	2 14
" " California	.....	2
Brazil, new	.....	2 8
Filberts	.....	2 10
Walnuts, Grenoble	.....	2 12 1/4
" " French	.....	2 10
" " Calif.	.....	2 13
Table Nuts, fancy	.....	2 12
" " choice	.....	2 11
Pecans, Texas, H. P.	.....	6 7 1/4
Chestnuts	.....	.....
Hickory Nuts per bu.	.....	.....
Cocconuts, full sacks	.....	.....

PEANUTS.		
Fancy, H. P., Suns	.....	2 54
" " Roasted	.....	2 7
Fancy, H. P., Flags	.....	2 54
" " Roasted	.....	2 7
Choice, H. P., Extras	.....	2 44
" " Roasted	.....	2 6

OILS.		
The Standard Oil Co. quotes as follows:		
BARRELS.		

Eocene	.....	8 1/4
XXX W. W. Mich. Headlight	.....	7
Naptha	.....	2 6 1/4
Stove Gasoline	.....	2 7 1/4
Cylinder	.....	2 37
Engine	.....	2 21
Black, 15 cold test	.....	2 8 1/4

FROM TANK WAGON.		
Eocene	.....	7
XXX W. W. Mich. Headlight	.....	5

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

PORK.		
Dressed	.....	7
Loins	.....	10 1/4
Shoulders	.....	7 1/4
Leaf Lard	.....	10

MUTTON.		
Carcass	.....	4 @ 5
Lambs	.....	6 @ 7

VEAL.		
Carcass	.....	6 @ 7 1/4

She rose from her seat in considerable excitement.

"Poor boy!" she exclaimed. "He will get bitten; perhaps he will have hydrophobia. How can she do it?"

"She is not doing it," I said. "It is Mr. Marks who is doing it. What a thing it must be to be truly loved! Catharine, do you think if I were as old as Miss Flora K. Billings, and had a pug, and boarded where his washing was not thrown in—do you think anyone would love me as much as—"

But my sister was moving rapidly toward the house.

"Where are you going?" I asked, hurrying after her.

"I want to be near in case he needs help."

"But you can't get in," I replied.

The hour went by and still the kitchen remained closed. The thought of supper began to worry us. When a half-hour more had passed we knew we must get in, for boarders must have their meals.

Suddenly we heard a voice close to the door leading to the woodhouse, where we were waiting.

"I'm going to unlock it," said Mr. Marks. "But do wait a minute before you come in."

We obeyed. When we entered we stepped in a pool of water, and we kept on walking in water, which had been very ineffectually sopped up with my apron. This apron was lying in a wet wad in the middle of the room.

There were fragments of silk scattered about. I recognized these fragments as parts of the necktie Mr. Marks had worn when I had left him.

On the kitchen table, near a bowl of cream, which I had forgotten in the confusion of finding the young man in the kitchen, was Ferdinand, very wet and shiny, and showing his teeth and growling. But he was washed.

Catharine immediately went somewhere and brought back Miss Billings to take her dog away.

"Oh, you precious, precious!" cried that lady, gathering Ferdy to her heart and carrying him out of our sight.

Mr. Marks did not come down to supper. Late in the evening I ventured to knock at his room.

He did not let me see him, but talked to me from behind the door, as he held it a little open.

He said he had a good many scratches on his hands, and his under lip was torn; otherwise he was perfectly well. He thought, however, that he should go back to Boston by the train that started at 5 o'clock in the morning, and he would send for his trunk.

He handed out the money for his board through the crack between the door and the wall. He thanked me for my kindness. He said if I ever wanted that cursed brute shot to send for him.

Miss Billings left us before it was time to wash Ferdy again. She explained that she went because she was so sensitive that she required a frequent change.

The lady who had the room after Miss Billings brought a canary who never stopped singing from the time the sun rose until it set. But, as Mr. Heaton remarked, there were times when the force of contrast made even a singing canary seem a blessing.

Perhaps I ought to state that we are going to have the L.

MARIA LOUISE POOL.

CUTTING PRICES.

How the New York Grocers Meet the Cutting Evil.

GRAND RAPIDS, Sept. 10.—There is a great difference of opinion as to the best method of meeting a competitor who cuts prices below the line of a living profit. Will THE TRADESMAN kindly give us its opinion on the subject?

GROCER.

This question was partly answered in the reply to "Suburban's" inquiry two weeks ago. It is unnecessary to discuss all the methods proposed to meet the cutter, as an opinion as to the best method is all that is asked for; but it may not be out of place, first, to mention the manner in which the New York Retail Grocers' Association deals with the question.

When it is known that a dealer is cutting the Secretary waits on the offender and endeavors to persuade him back to the path of legitimate dealing. If that fails to accomplish the desired end all the dealers in the section of the city affected by the cut are instructed to meet the cutter and "go him one better," the Association standing whatever loss may be sustained in the effort to bring the cutter to terms. This method, while it seldom fails of its object, requires the backing of a strong association and the expenditure of considerable money and may be dismissed from consideration, at least for the present.

The answer to the question as to what is the best method of meeting the cutter is not altogether a matter of opinion. Cutters have been cutting and honest dealers have been endeavoring to meet them for years, and the experience of these years ought to demonstrate something. What it has established beyond question is that nothing is ever made by "fighting the devil with fire"—he rather likes it. The cutter asks for nothing better than that his neighbors shall meet his cut with one a little deeper. It gives him an opportunity to make another cut and, in the end, gain the notoriety he is seeking. The better and more business-like way is to ignore him. He is hoping all the while that his neighbors will take up the gage of battle he has thrown down; but, before accepting the challenge, it would be wise to pause and enquire what the probable results would be. One result would be the demoralization of prices. Grocers should bear in mind that it is an almost universally accepted truth that low prices benefit no one. If the retail dealer sells his wares at a low price, the wholesaler will be obliged to lower his prices, the manufacturer must follow suit, and the manufacturer's employees must take lower wages, who, in turn, because of reduced wages, cannot buy as extensively as they would; so the retailer is a loser at both ends. This is not theory, it is fact.

The effect upon the minds of customers of cutting prices is bad. They will accept the cut, but, if an attempt is made to put prices back where they belong, there is trouble. Working people, especially, want to get everything as nearly for nothing as they can, because they do not understand the effect of low prices, and they may patronize the dealer who will give them low prices. The thickest headed dealer will sometime discover that he cannot do business that way, and when he puts his prices back where they ought to be, he finds out that his customers have traded with him for "what there was in it." As soon as he raises his prices they take their trade to some other store.

Now, suppose for a moment that it is decided to fight the cutter with his own weapon, can anyone tell where the fight will end? After "cutting the heart out" of one article, another is taken up, and still another, and so on, without end. The loss to the participants in a fight of this kind is sometimes enormous. It would have been much cheaper and better in every way if the cutter had been allowed to do all the cutting. The dealer who sold "straight" might have lost a few customers, but that would have been cheaper than to follow the cutter through the mud of a trade fight. As has already been said, the cutter seeks notoriety, and, if he is ignored, he will be forced to adopt some other way of satisfying his craving. Let him alone; let him cut if he wants to, but pay no attention to him and cutting will soon lose its charms. Cutting is opposed to sound business principles and is unbusinesslike. A retail grocer has as much right to a fair profit on his sales as any man. If he does not get a profit on his goods he cannot do business, for he cannot pay his legitimate expenses. He must be continually drawing on his capital, or lessening his stock, instead of increasing both as he ought to be doing. There is no business in such a course; in fact, it is business suicide.

Instead of worrying about what your neighbor is doing, attend strictly to your own business; keep good goods, sell them at a fair price, treat your customers honorably and courteously, and the cutter will do you no harm. Run your own business and run it upon the lines of sound business policy and common sense, and if your neighbor wants to make a fool of himself let him, but don't try to imitate him. DANIEL ABBOTT.

Boston as a Fish Market—Observations at Baltimore.

Frank J. Dettenthaler returned last week from an extended trip East and South and favored THE TRADESMAN with a short talk about some of the things he saw. "After spending several days in New York," said Mr. Dettenthaler, "I went over to Boston. I spent hours every day of my stay down on the fish and oyster docks and among the fish houses. It is a sight to see the way they handle fish. Fish boats are as thick every morning there as are wagons on our market during the fruit and vegetable season, and there are ten times as many. The fish are thrown from the boats with big pitchforks onto large weigh scales, and from the scales they are run on slides to the various stalls, where they are packed for shipment or sold to city buyers. If any remain unsold at the close of the day's business they are salted. Each boat carries about twenty tons of ice. Most of the salt fish are packed at sea, the boats in which they are packed taking salt instead of ice and remaining out from six weeks to two months. It is astonishing the quantity of salt water fish which is consumed in the Eastern cities. I had it served to me every day while in Boston and did not tire of it in the least. Our people do not appear to know how to cook it to make it appetizing. If they would cook it as they do in the East the fish trade would improve. Take salt mackerel, for instance: Usually it is put on the table so salt as to destroy the taste of the fish almost entirely. It should be soaked for hours, with frequent changes of water in order to remove the salt.

The fish should be put in the water with the skin up. Properly prepared salt mackerel is one of the most palatable dishes which can be prepared. I was told in Boston that both fresh and salt fish would be scarce this year. The mackerel catch, especially, is short. Lobsters, also, will be scarce. Fish did not seem scarce to me as I stood day after day on the docks and watched the almost endless stream pouring into the fish houses, but I suppose the shippers knew what they were talking about. The wholesale business is conducted somewhat differently there from what it is here, at least in some lines. I called on Reiss & Brady, importers of fancy canned goods. At their place of business they keep only samples, their stock being left in bond until wanted for shipment. They have their own canneries in Europe, where Mr. Reiss resides. Boston is a great oyster market, also, the oyster boats being as plentiful as the fish boats. Chesapeake Bay and its tributaries are the greatest oyster beds in the world, although the water in the Bay itself is too deep for fishing, except along the banks. The best oysters are taken at the mouths of the tributaries, as they are only out of salt water for a short time and salt water oysters are always the best. If they stay too long in fresh water they get soft. The best early oysters are taken in Benedict Sound, an enlargement of the Patuxent River; later the best come from Tangier Sound. The greatest oyster market in the world is Baltimore, as it is, also, the greatest fruit packing center. At present the packing houses are running from 4 in the morning until 7 in the evening. The work is all done by the piece. All the establishments have immense stocks on hand, which is unusual, as in ordinary years they are sold up close with orders ahead. This may result in cheaper canned fruits the coming winter. I noticed one thing in Baltimore which I don't suppose can be seen anywhere else in America. Her sewers are nearly all on the surface. It seemed strange to see a stream of water running constantly down the streets. All the sewage of the city flows down the gutters, and I remarked to a native that it did not seem just right. "Well," he said, "we don't have any sewer gas." I told him that, judging from the smell from the gutter, they did not need it; but Baltimore is a fine city, notwithstanding the filth in her streets and is one of the handsomest towns I have ever visited."

An Efficient Drink Cure.

A good story is told of how Neal Dow, when he was mayor of Portland, Me., many years ago, cured an inebriate of his taste for drink. The man was brought before the mayor accused of abusing his wife while he was drunk. The mayor ordered the prisoner to be brought before him with his whisky bottle. The bottle was set on the table before the prisoner, who looked at it, and admitted that it was the bottle which he customarily used in his potations. The mayor sent him to jail for two months, and with him he sent the bottle, ordering the turnkey to set it just outside the cell door where the prisoner could see it. The sight worried the fellow terribly. He begged to have the bottle removed, and once when the door was open made a dash at it, and tried to kick it with his foot. It is said that when the man was released he hated the sight of whisky so that he never touched another drop.

Worry and the grave digger are good friends.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Oakville—L. H. Veddar succeeds J. A. Blackmar in general trade.

Nashville—Henry Roe succeeds Clever & Ackett in the meat business.

Muskegon—C. D. Haines has opened a grocery store at 17 Pine street.

Stephenson—A. F. Carlson is succeeded by the Stephenson Shoe Co. at this place.

Grayling—Lucian Fournier succeeds Loranger & Fournier in the drug business.

Monroe—C. B. Southworth succeeds Osgood & Southworth in the hotel business.

Vickeryville—Mrs. M. F. Horr is succeeded by A. Shaw & Co. in general trade.

Novi—W. W. Brown has removed his tinware stock from Northville to this place.

Leonidas—Damon & Damon, grocers, have dissolved, Damon & Dunlap succeeding.

Harrietta—Thos. M. Tennant succeeds Stanley & Tennant in the flour and feed business.

Battle Creek—Mrs. M. O. Stone has removed her bazaar stock from Allegan to this place.

Macon—Harrington & Hatch, grocers, have dissolved, Harrington & Burleson succeeding.

Sault Ste. Marie—Royce & Bacon, druggists, have dissolved, W. R. Bacon succeeding.

Northville—Chas. R. Smith has removed his dry goods stock from Cadillac to this place.

Battle Creek—Chas. E. Dibble has purchased the grocery and meat business of J. C. Carson.

Vandalia—Mrs. J. D. Bonine has purchased the millinery business of Mrs. Lina McKinney.

Coldwater—Powers & Lakin have removed their clothing business from Adrian to this place.

Howard City—Hallock & Toan, dealers in boots and shoes, have been closed under chattel mortgage.

Bellaire—J. E. McCutcheon & Co. have removed their dry goods stock from Marine City to this place.

Frankfort—Kiefer & Wickert, boot and shoe and harness dealers, have dissolved, C. A. Kiefer succeeding.

Clare—W. H. Elden succeeds Elden & Holbrook in the book, stationery and agricultural implement business.

Clare—J. Schilling has purchased the grocery stock of Wm. Ross and will continue the business in the Ross building.

Lake City—Strong, Lee & Co. have begun suit against D. D. Walton to recover \$1,000 alleged to be due them for goods and merchandise.

Sturgis—James Ryan is succeeded by Ryan & Newman in the grocery business. This is not Mr. Newman's first introduction to the grocery trade.

Climax—L. E. Finout and M. Cole have formed a copartnership under the style of Finout & Cole and opened a grocery store. The stock was supplied by Godsmark, Durand & Co., of Battle Creek.

Cadillac—Wilcox Bros. have sold their meat business to Wilcox & Pulver. They have also purchased the interest of Mrs. Smith in the brick and stone business of Wilcox Bros. & Smith and will continue the business under the style of Wilcox Bros.

Charlevoix—The sale of the Beaman drug stock to Bert Mason, reported last week, has fallen through, but it is expected that another gentleman will come to the front and go in with Mr. Miller in the purchase.

Manistee—The drug and grocery stock belonging to the estate of the late Geo. R. Seoville was sold at public auction Sept. 10 and bid in by E. A. Gardner & Co. at \$1,800. The purchasers immediately opened the store for business.

Elysium—The merchants here have organized a society in which the members agree that they will not hold conversation about hard times, dull trade, small orders, slow collections, low prices of wheat, etc. As a result of the organization, business has already jumped ahead 25 per cent.

MANUFACTURING MATTERS.

Clare—The Valentine-Clark Co. has 12,000 cedar poles piled up in its yards here.

Blendon—The Blendon Brick, Tile & Pottery Co. is opening up its clay banks and getting ready for work.

Oscoda—The Oscoda Lumber Co.'s sawmill started up nights last week and will be operated night and day the rest of the season.

Bass River—Chas. Fox & Co. are building a flour mill with a capacity of 100 barrels per day. The De Jong & Bekins sawmill is also being reconstructed.

Detroit—The McRae & Roberts Co. has filed articles of association with the county clerk. The capital stock is \$125,000; paid in, \$60,000. The company will manufacture steam goods and supplies.

Saginaw—The shingle manufacture on the Saginaw River will cut a small figure this season. It is doubtful if the output is much more than one-half that of last year. The condition of the trade, and in several instances the lack of timber, has discouraged manufacturers.

Detroit—A chattel mortgage has been filed on the stock and business of the Schulenburg Cycle Co., at 244 Woodward avenue. It was given to Charles Flowers as trustee for fifty-one creditors, the heaviest of whom is Charles Schulenburg, with an account of \$3,180. The Black Manufacturing Co. has an account of \$2,558, and the total indebtedness is \$7,847.

Ontonagon—John Caldwell, landlooker for the Diamond Match Company's pine holdings in Upper Michigan, says that a fair estimate of the amount of timber belonging to that company lately burned over by forest fires is 100,000,000 feet. Manager J. H. Comstock states that this pine will have to be cut in order to save it from damage by worms. Contracts to cut 50,000,000 feet have already been let. The Nester estate had 20,000,000 feet burned over and other owners lost 80,000,000 feet, so that the total of burned pine in the Ontonagon district will approximate 200,000,000 feet.

Bay City—There have been some very large blocks of lumber sold during the last three weeks, yet there does not appear to have been much of a hole made and some of the mill firms are put at their wits' end to find room to pile lumber and keep their mills going. Green & Braman gave it up as a bad job and their mill has been idle for some time. The mill has logs, but there is 12,000,000 feet of lumber piled on the docks and the mill cannot be started until

some of it is moved. The docks of the South End Lumber Co. are also full, but the company is piling on neighboring docks, and the mill is humming.

Manistee—The receiver of the Wilkin Manufacturing Co., of Milwaukee, was engaged in a suit in the Circuit Court here last week against the Canfield Salt & Lumber Co. for \$1,600 due for two band mills made by the Wilkin Manufacturing Co. about two years ago for that concern. The Canfield claim was that the mills had not been completed according to contract in regard to time or anything else, and they had a cross suit for damages of \$30,000. The jury gave Wilkin \$1,488 being \$1,200 and interest, and allowed Canfield about \$300 for turning the wheels, which, it seems, were not true, and were the cause of the greater part of the trouble.

Saginaw—The improvement noted in lumber trade circles a week ago seems to hold its own, and a gradual but unmistakable revival has set in all along the line, although some manufacturers profess to have felt the effects of it as yet in only homeopathic doses. The skies, however, are undoubtedly clearing, and while no one expects that there will be anything that can be classed as a boom, it is confidently believed that it will be such an improvement over the last fifteen months as will make the heart of the average lumberman beat faster and happier. Last week there was considerable life in the wholesale market. Col. A. T. Bliss sold 3,000,000 feet, to go to Chicago, for \$50,000 cash. It is very good stock and will relieve the pressure on Col. Bliss' docks, as he has been carrying about 20,000,000 feet. Fisher & Turner are reported to have sold 3,000,000 feet; J. T. Hurst as much more, and a firm here sold 2,500,000 feet on Friday to Eastern parties. The figures were not named, but the manufacturers as well as buyers seem to be satisfied. The yard dealers also, with scarcely an exception, report that sales are increasing.

The Wheat Market.

During the past week nothing extraordinary has developed in cereal prices. While reports claim lower prices, we find it is hard work to get good milling wheat for less than in the previous week. Prices remain the same. The movement is, to say the least, very sluggish in the winter wheat belt. In the spring wheat section there is more doing, as it is their threshing season and farmers' deliveries are large, which will, however, show a decrease before long, as the first rush is nearly over; and as South Dakota has none to spare, all we can see where any amount is to come from is North Dakota and Minnesota. As soon as the present rush is over we shall see better prices. Exports last week were about as usual this year—about 3,000,000 bushels. If we keep on even at this rate it will soon make great inroads in our visible, which is not expected to show as much as last week. Farmers are busy seeding and it is too early to say what amount of winter wheat acreage will be put in—probably 25 per cent. less than last season, as the agriculturist is getting weary of putting in wheat at the low prices which have ranged for the past two seasons. They are going to raise something besides wheat.

As expected the crop report on corn was a point below the July report and

corn remains firm, with still higher tendencies.

Oats share the same outlook as corn, but it should be remembered that both corn and oats are extremely high; and it is our opinion that wheat will have to advance, to be in harmony with these cereals.

During the past week this market received 50 cars of wheat, one car of corn, and two cars of oats.

C. G. A. VOIGT.

That Artistic Crease.

Some genius has invented a simple little instrument, by the use of which the dudelet can always easily keep his trousers properly creased without the expense of sending them to the tailor every few days, or the trouble of resorting himself to the sad-iron. It is a pair of small iron rollers, mounted on scissor-like handles, so arranged that the crease can be clamped between them and pressed hard. A daily rolling every morning is warranted to keep the desirable crease in first-rate condition.

Use Tradesman Coupon Books.

PRODUCE MARKET.

Apples—Strawberries are about done and 20-oz. pippins have taken their place; they bring 30¢ per bu. Kings about the same, other varieties 25¢ per bu.

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

Beets—Dealers hold them at 40¢ per bu.

Butter—The late rains have greatly improved the pasture and prices are stationary. Best dairy is held at 20¢ per lb.; creamery, 22¢ per lb.

Cabbage—Dealers hold them at 50¢ per doz.

Carrots—Are held at 4¢ per bu.

Celery—Dealers pay 12¢, holding at 10¢.

Cucumbers—Are sold on the market for 30¢ per bu.

Eggs—Strictly fresh are held by dealers at 16¢ per doz.

Grapes—Wordens are about done, they are held by dealers at 15¢ per 8-lb basket. Niagaras, 16¢, some other varieties, 20¢.

Green Corn—Is sold on the market for 8¢ per doz.

Muskmelons—Are held by dealers at 20¢ per doz.

Onions—Dry are worth 50¢ per bu. Green have disappeared.

Peaches—Crawfords still lead both as to quality and price; they bring \$1.60. Chills are of fair quality and bring \$1.25; other varieties 75¢ @ \$1.

Potatoes—Dealers are paying more attention to them at present than they have for some time, as more orders are being received for them from outside points. They bill them at 70¢. A raise is bound to come.

Plums—Egg are the leading variety and bring \$2 per bu. Other varieties are worth from \$1.50 @ \$1.75 per bu.

Pears—Bartlett's have about disappeared, other varieties are held indiscriminately at \$1.25.

Tomatoes—Are held at 35¢ per bu.

Squash—Hubbard still brings 2¢ per lb., crook-neck, 1¢.

Turnips—Are held by dealers at 30¢ per bu.

Watermelons—Homegrown bring 8¢ per melon.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

This week we wish to call your attention particularly to Grapes. They are Fine and Cheap. Offer you Worden and Concord at 16¢ per 8-lb basket. Niagaras 18¢; Brightons 21¢; Delawares 25¢. Peaches are not all gone yet; can give you some good bargains at prices ranging from 75¢ to \$1.50 per bu. Plums, \$1.50 to \$2. Pears, \$1.25 to \$1.50; Apples, cooking, \$1.50 to \$1.75 bbl.; eating, \$2. Quinces, \$1.50 bu.

VEGETABLES.

Choice onions, 60¢ bu. Choice tomatoes, 60¢ bu. Cucumbers, 4¢ bu. Green peppers, \$1.25. Water melons, 15¢ each. Fancy Jersey sweets, \$3.25 per bbl. Osage melons, \$1.50 per bbl. Musk-melons, \$1.35 per bbl. Choice cabbage 30 to 40¢ doz. Homegrown celery, 15¢ doz.

Send in your orders by mail or wire. They will have our personal attention and benefit of any decline in Prices. State how to ship, freight or express and over what lines.

You can make money on grapes now.

GRAND RAPIDS GOSSIP.

Stuart & Metzger have sold their meat market at 388 Jefferson avenue to S. B. Anway & Son, who hail from Lake Odessa.

Wm. Remus has purchased the drug stock of W. A. Swarts & Son and removed it to its former location at the corner of Jefferson and Wealthy avenues.

John H. Epley, of the drug firm of J. H. Epley & Co., at Constantine, has opened a drug store at Athens. The stock was furnished by the Hazeltine & Perkins Drug Co.

D. C. Scribner has purchased a block of stock in the Grand Rapids Paint and Color Co. and assumed the duties of Secretary and Treasurer, Jno. G. Carroll taking the position of President and H. B. Fairchild that of Vice-President.

It is reported that the Fox Machine Co. has decided to embark in the manufacture of bicycles and that an arrangement has been closed with Pike Pierson to get up a new wheel in return for a royalty of 50 cents for each machine manufactured.

Gaylord H. Plato, Moses H. Renwick, David Wolf and Benj. Wolf have formed a copartnership under the style of Plato, Renwick & Co. for the purpose of embarking in the lumber business and general trade at the new town—as yet unnamed—in Mecosta county. The I. M. Clark Grocery Co. furnished the grocery stock and the hardware order went to Morley Bros., of East Saginaw.

Gripsack Brigade.

W. H. Tuthill has engaged with the Grand Rapids Yeast Co. and will superintend the work of the traveling men and the introduction of the goods to the trade.

Frank H. Clay, Southern Michigan representative for W. J. Quan & Co., is rejoicing over the advent of a nine pound boy at his home in Albion. The youngster dates his arrival from Sept. 12 and is understood to be satisfied with the present political situation.

F. C. Adams, the sturdy shoe salesman, recently accompanied E. P. Montieth, the Marquette caterer, on a fishing expedition to Baraga, culminating in the capture of five trout weighing 15½ pounds. The largest fellow balanced the scales at 4 pounds. Photographs of the fishermen and their catch may be seen on application to either gentlemen.

"Hub" Baker has resigned his position with Daniel Scotten & Co. and engaged to travel for the I. M. Clark Grocery Co., covering the trade in Northern Michigan which he visited so many years for the Lemon & Wheeler Company. He will put in this week at the house "posting up," starting out on his initial trip in the new connection next Monday.

In spite of the protests of his friends and the expressed desire of no inconsiderable number of the members of the Michigan Knights of the Grip, L. M. Mills positively declines to permit his name to be presented at the December convention as a candidate for re-election, owing to the fact that the duties of the office are so arduous and exacting that they afford him no time whatever for relaxation. In view of Mr. Mills' positive stand in the matter, Geo. F. Owen has jumped into the breach and authorized THE TRADESMAN to announce that he is

a candidate for the position. Mr. Owen has been a traveling man about thirty years, is now employed by one of the best houses in the State, and is well qualified, both by experience and acquaintance, to assume the duties and responsibilities of the office. As it is generally conceded that the Presidency of the organization will go to Detroit next year, and that the Treasurership will remain at Saginaw, there appears to be no reason why Grand Rapids should not continue in possession of the Secretaryship; and, in view of Mr. Owen's fitness for the position, it is not probable that any other candidate will aspire to the office, at least so far as Grand Rapids is concerned.

St Louis *Globe-Democrat*: "I was snowbound in Michigan a few years ago, between Coopersville and Nunica," said a traveling salesman. "The snow was four feet deep and still falling. The passengers had eaten up everything the train-boy had, including even mixed candies, and children were crying for food. A grocery salesman offered his tea and coffee, and these were boiled at the engine. Then I started, accompanied by another passenger, to go to a farmhouse and get some bread and butter. We waded through the snow, and by the time we got there were nearly frozen; but we could detect the odor of cooking victuals and felt that our mission would be successful. In answer to our knock a woman came to the door and flatly refused to let us have bread at any price. Five large loaves, just baked, were on a table and a jar of butter near it. I told my friend to go to the front door and argue with them while I stole the food. This programme was carried out and I started back through the snow with my bread and butter. I had not gone far before I could hear the farmer behind swearing at me. Then came a race through the snow. Twice I fell down and soaked the bread in the snow, but I hung onto it, and reached the train at the same time the farmer did. There a hundred passengers were ready to help me, and we had one square meal. I had offered \$1 a loaf for the bread, and started to make the promise good, but the passengers insisted that the man should get nothing except the empty butter jar."

The Grocery Market.

Sugar (Edgar)—Refined sugars are unchanged in any particular and the situation is devoid of new features. Heavy oversales continue on the active grades of soft whites, but on the general list deliveries are fairly prompt. Stocks throughout the country have been rapidly reduced under the pressing demands for consumption and a second demand is generally looked for in the near future and may have the effect of advancing prices on soft grades. Owing to continued offerings of foreign sugars no future advances are likely on granulated, and as the present basis is about normal, under the new conditions, no shading of the list appears probable before the close of the present campaign.

Such was the condition of the market Saturday, as viewed by an expert authority. Monday morning brought a decline of ½c on all grades except Nos. 13 and 14, which were marked down a sixpence.

Pork—Prices have remained unchanged at this point, although the Chicago market has undergone another

sharp advance. Business for the past week is reported quiet, buyers merely filling immediate and pressing wants. Lard has advanced from ¼@½c per pound. There have been a few slight changes in smoked meats, as will be seen by reference to market reports.

Lemons—The offerings at present are composed of new Verdellas, chiefly, and great dissatisfaction results from the irregularity in packing. The 360s grade in size from walnuts up and there are just as apt to be 450 to the box as any other number. The Choice grades, so-called, are made up of the scarred, rough fruit, while the Fancies are hardly better than what should be expected in fruit branded as Extra Choice. The 300 size of Fancy fruit is what should be ordered at present. The poorer grades range in price from \$2.50@3 per box, while fancy Maioras are worth from \$4.50@5, and are well worth the difference in price.

Oranges—None in the Western markets to speak of, at present, and no demand for them anyway. The Rodis and Sorrentos look nice, but are really light weight and puffy. The Jamaicas which are landing at Eastern ports are like all other Jamaicas—too green and sour to please any one—and the dealers who buy a few barrels do so simply to be able to say, "We have them."

Bananas—The domestic fruits have crowded out bananas for a while and this market will be bare of stock for a week or so, until there is enough demand to enable the shippers to get something like first cost out of them before they decay.

Candy—Manufacturers are busy and the prospect for a good fall's business are excellent. The prices on staples and standard mixtures remain unchanged from last week's quotations.

The Hardware Market.

General trade is improving. Manufacturers and jobbers agree in referring to an increased demand, better feeling and excellent prospect for continued improvement. Naturally, the improvement is more marked in some lines than in others and some manufacturers speak in stronger terms than others of the increase in their business; but all jobbers agree that in orders that reach them there is a marked increase in their volume. While this is the case, there does not seem to be a desire to over buy, either by the jobbers or the retailers, and while prices are low in many lines, any marked advance is not looked for, nor does it seem as though prices will go any lower. If the demand should be so great as to warrant it, manufacturers will surely make advances, as they claim that present prices do not afford them any profit.

Wire Nails—The improvement in the demand for wire nails still continues and it is evident dealers' stocks are running low. Prices remain the same as last week and makers are not able to make any advance.

Barbed Wire—While the volume of business is not heavy, the demand is good and prices are firmly held by both the mills and the jobbers. Prices are firm at last week's quotation.

Loaded Shells—The demand seems to increase with each year and at present the manufacturers report they are eight weeks behind on their orders. Nearly all jobbers have withdrawn the extreme quotations they have been making and

40, 10, 10 and 5 is now considered the market

Shot—Is firm at last quotation. An advance has been looked for, but, owing to the low price of pig lead, it is not probable any advance will be made at present. We quote drop at \$1.25 and B. B. and buck at \$1.50.

Cordage—There has been but little change in the cordage market during the past few weeks, prices remaining at the same figures as for some time past.

There is only one thing in the world easier to make than a good reputation; that is to make a bad one.

FOR SALE, WANTED, ETC.

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

I HAVE FOR SALE A CLEAN STOCK OF dry goods and notions. Will sell or lease the building. This is a rare bargain. Address Mrs. V. A. McIntyre, White Cloud, Mich. 607

TO RENT—VASSAR MICH., BRICK STORE, concrete cellar, good location, general dry goods or grocery business. Apply to C. H. Ripley, Flint, Mich. 606

FOR SALE CHEAP—A DRUG STOCK AND fixtures taken on chattel mortgage. The fixtures are new and modern and well adapted for a grocery store intending to put in drugs, or for a new drug store. A good chance to buy nice fixtures cheap. Address B. F. Barendsen, 129 Monroe St., Grand Rapids, Mich. 605

FOR SALE—ONE QUARTER OR ONE THIRD interest in one of the most desirable lumber mill plants in the State. New band mill, carriage, edger and trimmer, hoop and heading mills complete. Ten miles of logging railroad, with plenty of timber for a term of years. A good business man who wishes to engage in the lumber business as an active partner will find here a fine opportunity. Will take a stock of general merchandise in part payment. Cleveland Woodware Co., Midland, Mich. 603

FOR SALE—LARGE STORE AND STOCK of general merchandise in McBain, Mich. Gillis McBain, McBain. 602

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

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

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—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 foot show cases, very cheap. Address C. G. Pitkin, Whitehall, Mich. 604

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

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room mouldings for sale. Reason for selling, death of proprietor. Good paying business in a very desirable location. All new stock, invoicing from \$2,500 to \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 561

A BUSINESS CHANCE—FOR SALE OR EXCHANGE for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, store and 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. Hemingsen, Village Clerk, Grant, Mich. 553

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

Manufacture of Rock Candy.

Rock candy is a crystallized sugar syrup which, after boiling and being kept at a certain temperature, forms itself onto strings suspended across the interior of circular copper pots. The first process in its manufacture is the boiling of the syrup. About four barrels of the finest grade of sugar, with about sixteen gallons of water, is first put into a circular copper boiler, about five feet in diameter and about three and one-half feet in height. Inclosed around the sides and bottom of the boiler are a number of coils of steam-pipe, which, when turned on, causes the material to boil and form itself into a syrup. Water is also applied to the sides of the boiler to prevent the syrup from sticking. After the material has boiled for about one-half hour, it is run off through a number of fine sieves at the bottom, and passes down through a four-inch hose to the copper candy-pots below. These pots are circular in form, being about two feet in diameter across the top, and tapering to one foot at the bottom. The sides of each pot are perforated with small holes, ranging from one-half inch to one inch apart; through these holes a piece of cotton cord is run, the ends of which are fastened to the outside by a small piece of plaster of Paris. The pots are then filled up to the top with the boiling syrup—each pot holds about five gallons and weighs forty pounds—and carried away by two attendants to what is called the hot house. This hot house is made entirely of brick, and is about fourteen feet square with walls about one foot in thickness, each side being fitted up with shelves made of heavy planking. Underneath these shelves, attached to the side walls, are a number of two-inch steam pipes which, when turned on, furnish the required heat. The attendants place the heated pots side by side on these shelves, where they are left for two or three days in a temperature of about 160 degrees, the heat of which causes the better part of the sugar to crystallize onto the strings. After the expiration of three days, a crust of crystallized sugar is formed on the top of each pot of about one-eighth inch in thickness. The interior sides and bottom also have a crystallized coating of about one inch, while the inferior part remains in a liquid form. The pots are then taken out of the hot house, the plaster scraped off, and the uncrystallized liquid poured off into a tub, after which it is remelted and filtered and run into barrels, to be sold to liquor and soda water dealers. The pots are then taken and rinsed out with water to take the syrup off the candy, and then taken to the draining-room where they are placed bottom up in an inclined position, one against another, in a trough, and left to drain about one day in a temperature of about 70 degrees, which dries the candy and also gives it a glossy appearance.

For yellow rock candy the liquid is colored with burned sugar. About eighty pounds of sugar and three gallons of water are mixed together and placed in a shallow circular copper pan about three feet in diameter and placed over a hot fire, where, by boiling and constant stirring, it is allowed to get thick, black, and burned. When properly burned, it is taken out and placed in a tub and diluted with water. It is then run through fine brass sieves, and is ready for use. An intense smoke issues from the burning sugar, compelling the attendants to wear respirators. The red rock candy is colored with No. 40 carmine.

After draining, the contents of the pots are knocked out onto boards about two feet square. This is done by an attendant turning the pots upside down and whacking the sides with wooden mallets, causing the candy to fall down into a heap. The strings are then separated from each other and weighed out and packed into from five to forty-pound boxes. Twenty-one hands turn out about 182,324 pounds of rock candy and 106,359 gallons of rock candy syrup yearly. The material is sold principally to confectioners, liquor dealers, and grocers. The wholesale price for a thousand pounds of rock candy is 7.44 cents per pound.

Dry Goods Price Current.

UNBLEACHED COTTONS.		" 9 oz. 14		Everett, blue. 12	
Adriatic	7	" Arrow Brand 4 1/2		" brown. 12	
Argyle	5 1/2	" World Wide. 4 1/2		Andover 11 1/4	
Atlanta A.A.	6	" LL. 4 1/2		Beaver Creek A.A. 10	
Atlantic A.	6 1/2	Full Yard Wide. 6 1/2		" BB. 9	
" H.	6 1/2	Georgia A. 6 1/2		" CC. 7	
" P.	5	Honest Width. 6		Boston Mfg Co. br. 7	
" D.	6	Hartford A. 5		" d & twist 10 1/4	
" LL.	4 1/2	Indian Head. 5 1/2		Columbian XXX br. 10	
Amory	6 1/2	King A. A. 6 1/2		" XXX bl. 19	
Archery Bunting	4	King E.C. 4 1/2		" XXX bl. 19	
Beaver Dam A.A.	4 1/2	Lawrence L.L. 4 1/2		GINGHAMS.	
Blackstone O. 32	5	Madras cheese cloth 6 1/2		Amoskeag 5	
Black Crow	6	Newmarket G. 5 1/2		" Canton 5	
Black Rock	5 1/2	" B. 5		" Persian dress 6 1/2	
Boat, A.L.	7	" N. 6 1/2		" AFC. 5 1/2	
Capital A.	5 1/2	" DD. 5 1/2		" Teazle. 10 1/4	
Cavanat V.	5 1/2	" X. 6 1/2		" Angola. 10 1/4	
Chapman cheese cl.	3 1/2	Nobte R. 5 1/2		" Persian. 7	
Clifton C.R.	5 1/2	Our Level Best. 6		Arlington staple. 6 1/2	
Comet	6 1/2	Oxford R. 6		Arasapha fancy. 4 1/2	
Dwight Star	6 1/2	Pequot. 7		Bates Warwick dres 7 1/2	
Clifton C.C.C.	5 1/2	Top of the Heap. 7		" staples. 6	
BLEACHED COTTONS.		Centennial. 10 1/4		Cambric. 10 1/4	
A.B.C.	8 1/2	Geo. Washington. 8		Cumberland staple. 5 1/2	
Amazon	8	Glen Mills. 7		Cumberland. 5 1/2	
Amesburg	8	Gold Medal. 7 1/2		Essex. 4 1/2	
Art Cambric	10	Green Ticket. 8 1/2		Elfin. 7 1/2	
Blackstone A.A.	7 1/2	Great Falls. 6 1/2		Everett classics. 8 1/2	
Beats All.	7 1/2	King E.C. 4 1/2		Exposition. 7 1/2	
Boston	12	Just Out. 4 1/2		Glenarie. 6 1/2	
Cabot	6 1/2	King Phillip. 7 1/2		Glenarven. 6 1/2	
Cabot. %	6 1/2	" OP. 7 1/2		Glenwood. 7 1/2	
Charter Oak	5 1/2	Lonsdale Cambric. 10		Hampton. 5 1/2	
Conway W.	7 1/2	Lonsdale. @ 8		Johnson. 5 1/2	
Cleveland	6	Middlesex. @ 5		" Indigo blue 9 1/2	
Dwight Anchor	8	No Name. 7 1/2		" zephyrs. 16	
" shorts	8	Oak View. 6		Amoskeag. 13	
Edwards	6	Our Own. 5 1/2		Star. 17	
Empire	7	Pride of the West. 12		American. 13	
Farwell	7 1/2	Rosalind. 7 1/2		THREADS.	
Fruit of the Loom.	7 1/2	Sunlight. 4 1/2		Clark's Mile End. 45	
Fitchville	7	Utica Mills. 8 1/2		Coats's, J. & P. 45	
First Prize	6	" Nonpareil 10		Holyoke. 22 1/2	
Fruit of the Loom %	7 1/2	Vinyard. 8 1/2		KNITTING COTTON.	
Fairmount	4 1/2	White Horse. 6		No. 6. 33	
Full Value	6 1/2	" Rock. 8 1/2		" 8. 34	
HALF BLEACHED COTTONS.		" 10. 35		" 12. 36	
Cabot	6 1/2	Dwight Anchor. 8		White. Colored.	
Farwell	7 1/2	" 20. 40		White. Colored.	
CANTON FLANNEL.		" 20. 40		No. 14. 37	
Unbleached.		" 20. 40		" 16. 38	
Housewife A.	5 1/2	" 20. 40		" 18. 39	
" B.	5 1/2	" 20. 40		" 20. 40	
" C.	6	" 20. 40		CAMBRICS.	
" D.	6 1/2	" 20. 40		Slater. 4	
" E.	7	" 20. 40		" Edwards. 4	
" F.	7 1/2	" 20. 40		White Star. 4	
" G.	7 1/2	" 20. 40		" Lockwood. 4	
" H.	7 1/2	" 20. 40		Kid Glove. 4	
" I.	8 1/2	" 20. 40		" Wood's. 4	
" J.	8 1/2	" 20. 40		Newmarket. 4	
" K.	9 1/2	" 20. 40		BRUNSWICK.	
" L.	10	" 20. 40		RED FLANNEL.	
" M.	10 1/2	" 20. 40		Fireman. 32 1/2	
" N.	11	" 20. 40		" T.W. 22 1/2	
" O.	11 1/2	" 20. 40		Creedmore. 27 1/2	
" P.	14 1/2	" 20. 40		" FT. 32 1/2	
CARPET WARP.		" J.R.F. XXX. 35		Talbot XXX. 30	
Peerless, white.	17	Integrity colored. 18		Nameless. 27 1/2	
" colored.	19	White Star. 17		" Buckeye. 32 1/2	
Integrity	18 1/2	" colored 19		MIXED FLANNEL.	
DRESS GOODS.		Red & Blue, plaid. 40		Grey S.R.W. 17 1/2	
Hamilton	8	" Union R. 22 1/2		" Western W. 18 1/2	
" 9	9	" Windsor. 18		" D.R.P. 18 1/2	
" 10 1/2	10 1/2	" 6 oz Western. 20		" Flushing XXX. 23 1/2	
" G Cashmere. 30	30	" Union B. 22 1/2		" Manilla. 23 1/2	
" 16	16	DOMEST FLANNEL.		Nameless. 8 @ 9 1/2	
" 18	18	" 8 1/2 @ 10 1/2		" 9 @ 10 1/2	
CORSETS.		CANVASS AND PADDING.		Slater. Brown. Black. Slate. Brown. Black.	
Coraline	89	Wonderful. 84.50		" 9 1/4. 9 1/4. 9 1/4. 10 1/4. 10 1/4.	
Challings	9.00	Brighton. 4.75		" 10 1/4. 10 1/4. 10 1/4. 11 1/4. 11 1/4.	
Davis Waists	9.00	Bortree's. 9.00		" 11 1/4. 11 1/4. 11 1/4. 12. 12.	
Grand Rapids.	4.50	Abdominal. 15.00		" 12 1/2. 12 1/2. 12 1/2. 20. 20.	
CORSET JEANS.		DUCKS.		Severin. 8 oz. 9 1/4	
Armory	6 1/2	Naumkeag satteen. 7 1/2		" 10 oz. 12 1/2	
Androscooglin	7 1/2	Rockport. 6 1/2		Mayland. 8 oz. 10 1/4	
Hiddeford	6	Conestoga. 7 1/2		Greenwood. 7 1/2 oz. 9 1/4	
Brunswick	6 1/2	Walworth. 6 1/2		" 8 oz. 11 1/4	
PRINTS.		" 10 oz. 12 1/2		" 10 oz. 12 1/2	
allenturkey reds.	5 1/2	Berwick fancies. 5 1/2		" 10 oz. 12 1/2	
" robes.	5 1/2	Clyde Robes. 5 1/2		" 10 oz. 12 1/2	
" pink & purple	5 1/2	Charter Oak fancies. 4		" 10 oz. 12 1/2	
" buffs	5 1/2	DelMarine cashm's. 5 1/2		" 10 oz. 12 1/2	
" pink checks.	5 1/2	" moun't. 5 1/2		" 10 oz. 12 1/2	
" staples	5	Edgemoor fancy. 5 1/2		" 10 oz. 12 1/2	
" shirtings	3 1/2	" chocolat. 5 1/2		" 10 oz. 12 1/2	
" american fancy	5 1/2	" rober. 5 1/2		" 10 oz. 12 1/2	
" american indigo	4 1/2	" satteens. 5 1/2		" 10 oz. 12 1/2	
" american shirtings	3 1/2	Hamilton fancy. 5 1/2		" 10 oz. 12 1/2	
" argentine Grays.	6	" staple. 5 1/2		" 10 oz. 12 1/2	
" anchor Shirtings.	4	" Manchester fancy. 5 1/2		" 10 oz. 12 1/2	
" Arnold Merino.	5 1/2	" new era. 5 1/2		" 10 oz. 12 1/2	
" long cloth B.	9	Merrimack shirtings. 5 1/2		" 10 oz. 12 1/2	
" " C. 7 1/2	7 1/2	Merrimack shirtings. 5 1/2		" 10 oz. 12 1/2	
" century cloth	7	" Reppfurn. 5 1/2		" 10 oz. 12 1/2	
" gold seal.	10 1/2	" robes. 6 1/2		" 10 oz. 12 1/2	
" green seal TR 10 1/2	10 1/2	" Simpson mourning. 5 1/2		" 10 oz. 12 1/2	
" yellow seal.	10 1/2	" greys. 5 1/2		" 10 oz. 12 1/2	
" serge.	11 1/2	" solid black. 5 1/2		" 10 oz. 12 1/2	
" Turkey red.	10 1/2	Washington indigo. 6 1/2		" 10 oz. 12 1/2	
" allon solid black.	10 1/2	" Turkey robes. 7 1/2		" 10 oz. 12 1/2	
" " colors.	10 1/2	" India robes. 7 1/2		" 10 oz. 12 1/2	
" bengal blue, green,	6	" plain T'ky X. 5 1/2		" 10 oz. 12 1/2	
" red and orange.	6	" Ottoman Tur. 10		" 10 oz. 12 1/2	
" Berlin blues.	5 1/2	" key red. 6 1/2		" 10 oz. 12 1/2	
" " old blue.	6	Martha Washington. 5 1/2		" 10 oz. 12 1/2	
" " green.	6	" Turkey red. 7 1/2		" 10 oz. 12 1/2	
" " Foulards.	5 1/2	Martha Washington. 5 1/2		" 10 oz. 12 1/2	
" " red %.	9 1/2	" Turkey red. 7 1/2		" 10 oz. 12 1/2	
" " 3-4 XXXX.	12	" Turkey red. 7 1/2		" 10 oz. 12 1/2	
" " madders.	5	" indigo blue. 10 1/2		" 10 oz. 12 1/2	
" " XX twills.	5	" Harmony. 4 1/2		" 10 oz. 12 1/2	
" " solids.	5	" Stark A. 16		" 10 oz. 12 1/2	
TICKINGS.		" Pearl River. 7 1/2		" 10 oz. 12 1/2	
Amoskeag & C.A.	11 1/2	" Swift River. 7 1/2		" 10 oz. 12 1/2	
Hamilton N.	7	" Warren. 12 1/2		" 10 oz. 12 1/2	
" D.	11	" Conestoga. 16		" 10 oz. 12 1/2	
" Awuling.	11	" Stark A. 16		" 10 oz. 12 1/2	
" Farmer.	11	" No Name. 7 1/2		" 10 oz. 12 1/2	
" First Prize.	10 1/2	" Top of Heap. 9		" 10 oz. 12 1/2	
" Onyx Mills.	18	" Stark A. 16		" 10 oz. 12 1/2	
COTTON DRILL.		" No Name. 7 1/2		" 10 oz. 12 1/2	
Alanta, D.	6 1/2	" Stark A. 16		" 10 oz. 12 1/2	
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" " "	6 1/2	" No Name. 7 1/2		" 10 oz. 12 1/2	
" " "	6 1/2	" Top of Heap. 9		" 10 oz. 12 1/2	
" " "	6 1/2	" Stark A. 16		" 10 oz. 12 1/2	
" " "	6 1/2	" No Name. 7 1/2		" 10 oz. 12 1/2	
" " "	6 1/2	" Top of Heap. 9		" 10 oz. 12 1/2	
" " "					

SIX LETTERS TO A CLERK---II.

Which Place Shall Be Chosen: the City or the Country.

An Old Merchant in Hardware.

I can readily understand, my dear Tom, why your eyes should look longingly towards a situation in the city, and I appreciate all of what you call the advantages that the city clerk has over his country brother; but there are two sides to this question as to every other, and while I do not propose to say either "stay" or "go," I think I can give you a few points that you, as a young man, may be in danger of overlooking.

First, then, you must take into account the fact that the competition in the city is a thousand-fold greater than in the country, and this rivalry is not only in money-making, but in brains and hand and brain service. As a rule, the brightest and sharpest of the country boys find their way to the city. Some of them get there as easily and as naturally as water runs down hill; others are pushed there by the stories they hear of large salaries and of the wonderful fortunes made. So that the result is that the country is constantly pouring its best blood into the city, and the competition to be met there by the young man commencing life is entirely different in degree from what he has to overcome in his own village.

Another reason why the city does not always lead to fortune is the fact that salaries are not proportionately higher than country salaries, as the cost of living is higher. I am aware this is not as you have been looking at things, but nevertheless it is the fact. The country clerk hears only of the fancy salaries paid; of the \$2,500 to this man, \$2,000 to that man, and \$1,800 to another man, and nothing is said about the hundreds who work for \$800 a year, and are hardly able to keep out of debt.

A few days ago I was speaking to one of the leading New York importers in a certain line of goods about a country merchant who had just failed, and I said the man expected to get a situation from some of the New York houses.

"What salary will he expect?" my friend asked.

I suggested that the man was a capital salesman and ought to command a good salary; that I thought he was worth more than another traveling man I named who was getting \$2,500 a year.

"Yes," said the importer, "we hear a great deal about some of these fancy-priced men, but I happen to know the man you mention does not get \$1,800, and the day has gone by when we care to hire traveling men at any such prices."

A young man came to me this spring who had been clerking in a country town in Ohio for five years and in business two years for himself, but had been "laid out" by the hard times, and wanted me to help him towards getting a situation. His first ambition was to be a traveling salesman, and my experience leads me to think that nine clerks in the country out of ten are satisfied that they are exactly fitted to sell goods on the road, and their ambition seems to point always in that direction. It is somewhat amusing when a raw clerk from the country comes into your office and applies for a situation as drummer; and one doesn't know whether to laugh at his conceit or pity his ignorance. At the same time, of course, some of our best traveling men are those who have had experience in the country retail stores.

I told my young friend he would hardly be able to get a situation as traveling salesman, but if he wanted to try, I would give him a few letters by way of introduction. In a few hours he came back and announced that the jobbing houses were not needing any traveling men. I went with him among the retail stores, and I was surprised at the small salaries paid to the clerks. In the dry goods stores, young men with two years' experience were getting \$8 a week, and some of the better class of clerks were working for \$10 a week. I learned that the merchants were overrun with applications for situations, and they had hundreds of names of boys of from 15 to 18 years of age who would be very glad to work for their board. I advised my friend to go back to his village and wait

for a chance in some of the stores there.

The argument held before young men to draw them to the city is the better chance there for rapid advancement. I have some doubts as to the soundness of this argument. In one of the towns where I used to sell a great many goods were a couple of young men who were clerks in the two leading stores of the place. They had many consultations with me over their chances of getting situations in the city if they should move that way, and my constant advice to them was to stick where they were. Some business called me to their town a few months ago, and I found these two young men at the head of the two leading stores there, and each of them was well fixed in money matters. I am confident that had they gone to the city they would be working on small salaries to-day.

Two young men of my early acquaintance began life together; one went into the city and secured a situation in the leading dry goods store; the other began clerking in a small New England village. The village clerk became acquainted with the doctors, lawyers and ministers, and from being associated with such men was induced to keep on with his books and study, and as he grew in years he grew in influence in the community, all things combining to give him greater self-respect and self-reliance. A change in circumstances led him to seek the western country, and success following him there he soon worked himself into a prosperous business. The boy who went to the city changed from this store to that store, always bettering his position a little, either in salary or in the position, but when the two friends met after many years the country clerk was a merchant, with a large income, and the city clerk was still a clerk and nothing more.

And if this story does not prove that the country is not a tomb where all energy and ability is wasted, it proves that the city is not always the high road to fortune. The possibilities of the future is a view that young men rarely take of themselves. A small salary is not of much consequence to a young man providing it is enough for his wants, if it only leads to a sure fortune by-and-by. If you are sure that you possess abilities out of the common order, then there rises a question whether you cannot make more with them in a smaller than in a larger town.

I would discourage no young man from being ambitious; on the contrary, I will do all I can to keep him onward, but I am always anxious that the glamour of a few prominent names that have been made famous by their owners' success may not dazzle other men to destruction.

To bring about a brewery strike or beer boycott is a very difficult thing. The men are fond of beer and they do not want to walk out and leave it for scabs while they go dry, as walking delegates cannot promise free beer and wages both from the strike fund.

Try to find out the business for which you are best adapted, and stick to that one thing. A young man should have a real love, amounting to a passion, for his calling.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Small's	60x10	
Cook's	40	
Jennings, genuine	25	
Jennings, imitation	50x10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 5 50	
D. B. Bronze	1 00	
S. B. Steel	6 50	
D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	
Garden	net 30 00	
BOLTS.		dis.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		dis.
Well, plain	\$ 2 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright fast joint	40	

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	70
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
CAPE.	
Ely's 1-10	per m 55
Hick's C. F.	55
G. D.	55
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butcher's Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120x12x4 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 25
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
DRIPPING PANS.	
Small sizes, ser pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dis. net 75
Corrugated	dis 57
Adjustable	dis. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	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 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	dis. 50
KNOB—New List.	
Door, mineral, jap. trimmings	dis. 55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$15.50, dis. 30x10
MILLS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	dis. 40
P. S. & W. Mfg. Co.'s Malleables	40
Landers, Perry & Clark's	40
Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60x10
Stebbin's Genuine	60x10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 25
Wire nails, base	1 35
Base	Base
50	10
40	25
30	25
20	25
16	45
12	45
10	50
8	60
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
FINE 8.	
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	80
" 6	90
BARREL 1/2.	
Ohio Tool Co.'s, fancy	dis. 1 75
Scots Bench	2 40
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50x10
PAINS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	dis. 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 c per pound extra	

HAMMERS.		dis.
Maydole & Co.'s	dis.	25
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. 1/4 14 and longer	net 10	
Screw Hook and Eye, 1/2	net 10	
" " " 3/4	net 10	
" " " 1	net 10	
Strap and T.	dis.	50
HANGERS.		dis.
Barn Door Kidder Mfg. Co., Wood track	50x0	
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	
Japaned Tin Ware	25	
Granite Iron Ware	new list 25	
WIRE GOODS.		dis.
Bright	70x10x10	
Screw Eyes	70x10x10	
Hook's	70x10x10	
Gate Hooks and Eyes	70x10x10	
LEVELS.		dis.
Stanley Rule and Level Co.'s	dis.	70
ROPES.		dis.
3/4 inch and larger	7	
Manilla	dis.	
SQUARES.		dis.
Steel and Iron	7x10	
Try and Bevels	50	
Mitre	20	
SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth, Com.	
Nos. 15 to 17	13 50 82 50	
Nos. 18 to 21	3 50 2 60	
Nos. 22 to 24	4 05 2 70	
Nos. 25 to 26	3 55 2 80	
No. 27	3 05 2 90	
No. 28	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, '86	dis.	50
SASH COORD.		dis.
Silver Lake, White A.	list 50	
" " White B.	55	
" " White C.	50	
" " White D.	55	
Discount, 10.	20	
SAW WEIGHTS.		dis.
Solid Eyes	per ton \$20	
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	30	
Cuts, per foot	30	
TRAPS.		dis.
Steel, Game	60x10	
Onelda Community, Newhouse's	40	
Onelda Community, Hawley & Norton's	70-10 10	
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		dis.
Bright Market	70-10	
Annealed Market	75	
Coppered Market	70	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 50	
" painted	2 10	
HORSE NAILS.		dis.
Au Sable	dis. 40x10	
Fittman	dis. 05	
Northwestern	dis. 10x10	
WRENCHES.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Clifton	75x10	
Screws, New List	70x10	
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 c per pound		
60 pound casks	6 1/4	
Per pound	7	
SOLDER.		dis.
1/2 2/4	12	
Extra Wiping	12	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		dis.
Cookson	per pound	
Hallett's	13	
TIN—MELTIN GRADE.		dis.
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, " "	7 50	
10x14 IX, " "	9 25	
14x20 IX, " "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLOWAY GRADE.		dis.
10x14 IC, Charcoal	6 75	
14x20 IC, " "	6 75	
10x14 IX, " "	9 25	
14x20 IX, " "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		dis.
14x20 IC, " Worcester	6 50	
14x20 IX, " "	8 50	
30x38 IC, " "	12 50	
14x20 IC, " Alloway Grade	6 00	
14x20 IX, " "	7 50	
30x38 IC, " "	12 50	
30x38 IX, " "	15 50	
BOILER SIZE TIN PLATE.		dis.
14x20 IX	\$14 00	
14x21 IX	15 00	
14x20 IX, for No. 8 Boilers	10 00	
14x20 IX, " 9	per pound 10 00	



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E. A. STOWE, Editor.

WEDNESDAY SEPTEMBER 19.

THE UNEMPLOYED POPULATION.

The highest problem of statesmanship is to make the country prosperous. The conditions of prosperity are that the entire able-bodied population shall be engaged in some regular labor that affords the people of all classes a comfortable subsistence.

In a rich country like the United States it cannot yet be said that there is an excess of population, but the increasing numbers of criminals, both in and out of prisons, of the helpless classes in public asylums, and the enormous numbers, such as tramps and beggars, who live without contributing to the common stock of wealth, show that there is an undue proportion of the people who are not productive and live on the earnings of others. If the entire population were industrious and thrifty there should never be any large amount of popular distress in this country save in times of great industrial depression. But in such a period which this country has been passing through, industrious and honest workers have been turned out on the world in vast numbers.

The statesmen who are able, by wise and just laws, to guard against periodical financial depressions have not yet appeared in this country. It is true that oftentimes financial storms have their origin in other countries, and pass in a sort of panic wave from one land to another, and so the United States is struck in turn by the storm, which must have more or less effect in disturbing finances and industries.

But it ought at least to be possible, in a rich country like this, to prevent financial panics from originating here. In Europe, from very early times, colonization and deportation of the unemployed were practiced to relieve the principal centers from the evils of overpopulation. The American continent and Australia were made the receptacles for millions of the people who were overcrowding the Old World countries. In that way Europe was relieved of a vast amount of poverty and criminality. Then the destructive wars helped to thin out the population, but the main dependence for getting rid of the surplus people was in the colonies of the new countries. Today Europe is actively dumping a vast pauper emigration into the Americas, and this sort of thing has been going on

until the people of this rich country have begun to feel the stress of having to support a numerous criminal and helpless class.

In good times this incubus is not seriously felt, but in a period of great business disturbance the burden of having to take care of a large and constantly growing, non-productive population weighs most heavily. It is not too much to say that a million of people had to be wholly supported for months during parts of 1893 and 1894 in the United States. The United States, receiving always criminals and paupers from Europe, has no outlet for them. Possessing no colonies and no national prisons and few public workshops, all the helpless and idle classes are necessarily saddled on the people of states and cities.

The burden of taking care of all these classes for some time past has amounted to many millions of dollars, and there is no prospect of any considerable relief from this tax, because people who are supported in idleness soon become enamored of such a life and refuse to work.

Necessarily, when there are no means of getting rid of such a population it must be supported, and the American people have been forced to study the problem of how to deal with the unemployed. Statesmanship would seek to employ all the population, but in the absence of any such wisdom the people must wrestle with the evil instead of being relieved of it.

The extreme business depression which has continued during the past year, and affected all parts of the country, has brought various schemes in aid of the unemployed forcibly to the attention of every industrial community. Information respecting methods of relieving the hardship due to lack of work and of dealing with the unemployed has been eagerly sought, and the lack of definite knowledge as to the best method of procedure in such exigencies has led to the adoption of plans more or less tentative and experimental. Similar problems, although hardly yet seriously considered in this country, have long been studied abroad. The lower stratum of the population in every industrial community consists of those who, for various reasons, such as personal incapacity, evil habits, misfortune of condition, etc., are constantly in danger of lapsing into pauperism, and who are frequently in need of temporary assistance.

It will be necessary to borrow ideas from Europe if we are to support all the European paupers.

SOME LABOR PROBLEMS.

There is no question that the chief European nations are far ahead of the United States in efforts to solve the various problems created by the relations of labor to capital.

Upon a successful adjustment of the controversies that are growing out of the differences on the subjects of wages, working hours and other issues between employers and employees depends the peace, order and welfare of society and the prosperity of this country and of all the chief industrial countries. What is at present a state of unrest, dissatisfaction and anxiety among the people of all classes, will develop into war and revolution unless the danger shall be averted by the intervention of wise statesmanship and a large measure of forbearance

and a patriotic disposition to do all that is possible for the general good.

In this connection should be mentioned the excellent results which have grown out of efforts in England to prevent sudden and arbitrary reductions of wages in certain industries. These important arrangements have been secured by the labors of joint conciliation boards composed of employers and employees. The coal miners and the North of England iron ship-builders have both come to an understanding with the employers on the question of wages—the central principle of both settlements being the same, viz., a recoil from the excessive fluctuation of wage scales. The conciliation board established to settle the miners' strike of last year has cut wages 10 per cent. from Aug. 1, on the express understanding that there shall be no change in the rate until Jan. 1, 1896. If trade improves after Jan. 1, 1896, the men may claim 15 per cent. advance Aug. 1, 1896. The minimum living wage is fixed at 30 per cent. above the prices of 1888. The maximum, which can only be claimed between January and August, 1896, is fixed at 45 per cent. above the 1888 standard. The iron and steel shipbuilders, masters and men, between the Tyne and Tees, have voluntarily entered into an agreement forbidding all changes in wages excepting at six months' intervals, and then no change is to be made either way of more than 5 per cent.

Probably there is no feature of the relations between labor and capital more aggravating to workmen than the arbitrary cutting down of wages. The employers in a bad time find it necessary to reduce expenses, and the work people, as is just, must bear their share of the reduction. On the other hand, as soon as business shows signs of reviving and employers begin to figure on getting even on the money they have lost during the period of depression, they are met with exorbitant demands on the part of employees, increasing wages to a point which leaves little or no margin. But for the machinations of unionist leaders and the pernicious doctrines of socialistic agitators, employers and employees would get together and arrange some system of profit sharing, from which happy results would flow and by which both parties to the agreement would be enormous gainers. There would be no longer a feeling of distrust and unrest which constantly threatens to break out into strikes and lockouts, but, on the contrary, both employers and employees would be constantly stimulated to work for the common good.

The great problems of the proper relations of labor and capital must be satisfactorily worked out in the lines of peace and mutual interest, or else the most radical doctrines of socialism, ending finally in the establishing in all countries of powerful despotic governments, will be pushed to the extremes of violence and revolution.

THE DUTY OF THE CITIZEN.

The new tariff law has now been in effect long enough to enable some opinion to be formed as to its probable practical working. Evidence multiplies to show that the business of the country is rapidly adjusting itself to the new conditions imposed by the law, and a steady improvement in business, both commercial and manufacturing, is confidently expected by those whose acquaintance

with commercial affairs and freedom from extreme and unreasonable partisanship makes them best able to judge. The bill, as finally passed, probably does not entirely and in every particular suit a single citizen in the country in any party; it is a compromise, as in fact most, if not all, general tariff bills are and must be, but in this case the especially regrettable feature of the compromise is that impudent rascality and perfidy had to be dealt with and allowed for in the final result.

Now that the feeling of intense exasperation at the unreasonable delay of Congress has in a measure passed away, and people have a chance to consider the law itself, it is seen that the reduction of import duties amounts to about 25 per cent., and that with a number of very important exceptions the duty remaining added to the cost of production abroad is more than the prices at which domestic goods have been selling here for some time—prices fixed by home competition.

Whether or not this law as it stands is in the right direction, is a question which time and experience only can answer. It is the law of the land and no possible good can come from mere railing at it, or calling names. It is the duty of every good American citizen, a duty which he owes to his country and to himself, to go to work, attend strictly to business, study, without allowing prejudice to prevail, the tariff question, and be prepared to vote upon it in future in accordance with his honest convictions. And when the people have so voted, it is the duty of every citizen to accept the result as philosophically as may be.

Mayor Pingree has been heard from again. During the recent railroad strike he telegraphed the mayors of sixty-four cities, asking them to co-operate with him in an effort to settle the strike by arbitration. The bill for those telegrams amounted to \$56, which Mr. Pingree modestly asked the Detroit City Council to pay. The Council ordered it paid. Whether they desired to "stand in" with the Mayor or whether they honestly believed the city ought to pay his private bills is, of course, unknown; but when such men as Jacob and Hoffman and Weidner are found advocating and voting for the payment of the bill, it looks a little suspicious, to say the least. The city of Detroit was no more concerned in the settlement of the late labor troubles by arbitration than was the city of Pekin. It authorized no one to propose arbitration; and when Mayor Pingree took it upon himself to ask the intervention of the mayors of a number of other cities, it was upon his personal responsibility; he had not even the right to do it as Mayor of Detroit but as plain Pingree. The city of Detroit, a municipality within the jurisdiction of the United States, would hardly have dared to interfere when the authority of the United States was being defied and her mandates set at naught. But it seems that Mr. Pingree thinks differently about it, and expects the city to pay the bills he incurred at the time of his unwarranted interference.

If to the pure all things are pure, one brand of baking powder does not have a great advantage over another.

We have noticed that the man who always speaks well of his neighbor has a pretty good reputation at home.

WHO PAYS THE TAXES?

The most serious problem in all statesmanship is that of taxation. It is certainly so in the United States.

The expenses of the Great Republic are enormous, and they are constantly growing. The country cannot get on with much less than \$500,000,000 a year. The Democratic Congress has contrived to reduce the allowance to the extent of a few millions; but that, after all, is a mere bagatelle, and it is largely at the expense of the navy, too, in the failure to provide for the construction of new ships.

It may be set down that the expenses of the Government can be paid out of \$500,000,000 a year so long as the army is not increased, and no provision is made for the public defense in the construction of fortifications and armaments and an adequate navy. Many hundreds of millions of money will be required for those matters if it should ever be considered necessary to make any provision for national defense.

But one direction in which the expenses of all government, State and Federal, are enormous is in the necessity for the support of a vast dependent class. The Federal Government spends something less than \$200,000,000 a year in pensions, while all the States have an ever-increasing burden in supporting the inmates of asylums and convicts in prisons. The growth of the dependent classes is in a ratio which rapidly responds to the growth of population, and they all have to be supported out of taxes paid by the people.

The Coxey idea has introduced another serious feature for the taxpayers to consider. It is the fact that it will become the rule for all the idle men in the country to organize into armies and march to Washington to demand from Congress appropriations of money or other financial legislation for their relief. The Coxey experiment became ridiculous because of the inability of the men engaged in it to reach the national capital.

But suppose that, instead of a few hundred tatterdemalions, Coxey had gathered at Washington 100,000 men, or 50,000, or even 10,000. The results might have been more serious. But the fact was, after all, that some 10,000 men who were seeking to join Coxey, and started from various parts of the country, were actually subsisted for several months by the people among whom they were operating. Here were some 10,000 men living on the country, and giving no labor in return for it. When the people of one place could support one of the so-called armies no longer, they paid their passage by rail or furnished them with boats, so that the Coxeyites could move to another place and quarter themselves on the people there.

Thus these waifs were able to live and travel at somebody's expense without themselves having to give up a cent, and that, after all, was not such hard fate. It was just what many of them desired. When it is considered that there were about 10,000 of these people, and their operations extended through some three or four months, it will be seen that the burden they imposed on the people was very considerable. It was a tax, although not one imposed by the Government. There was enough of success in the Coxey scheme to commend it to all the idle loafers in the country, and in

all probability it will be tried again by largely increased numbers.

But to come back to the question of taxation does not require that the Coxeyites should be lost sight of. The day may come when Congress will be intimidated into making provision for them, and, after all, the people who have heretofore paid their expenses will be extremely glad to have the burden assumed by the Government. In shifting such burdens on the public administration, citizens think they relieve themselves.

Unfortunately, the masses of the people do not yet realize that, no matter how the taxes may be regulated, the masses pay them after all. It was the favorite idea in levying the income tax that it would only fall on the rich men. Those who have no incomes will not have to pay anything. This is a most deceptive notion. The rich man who pays an income tax immediately gets it refunded by the people who rent his houses or purchase his goods. He raises rents or increases the prices of his goods, and soon gets his income tax out of his customers, or else he reduces the wages of his employees. It is the same with all taxes. The masses of the people pay them in the end, and yet it seems impossible to make the people understand this. People who own no property may think they pay no taxes, but they are handing out their money to pay their share of all the taxes. Everybody shifts off his burden upon somebody's shoulders, and this shifting goes on until the last man can put it off on nobody else. This last man is the workingman. He has nobody below him in the financial scale, and, as a consequence, he must carry the load.

All the ingenious and high-sounding expedients to make the rich men pay the taxes will fail, because the rich men can always dump their load upon the working masses. Instead of seeking to increase the expenses of the Government by resorting to strikes and violence, necessitating the use of military force; by creating useless offices solely to provide salaries for political henchmen; by reducing the hours of labor below the present 10 hour basis; by delaying legislation intended to benefit the people as a whole—workingmen should cease to listen to the siren voice of unionism and join hands with statesmen in using every endeavor to secure an economical administration of the affairs of the Government, as by so doing they reduce their expenses to that extent that they are able to lay aside something for old age and a heritage for their children.

A Defense of Hot Bread.

So much has been said and written about the unhealthfulness of eating hot bread that its lovers will be comforted to know that the doctors do not all talk the same way about it. Dr. Treitzki, writing to a Russian medical journal, says that, after careful examination, he has found that new and uncut bread contains no micro-organisms, as the heat necessary to cook the bread has destroyed them all. After bread has been cut and allowed to stand around for a while it quickly collects bacteria, as it is an excellent medium for them to thrive in. Wheat bread, he thinks, gathers bacteria faster than rye, as the latter has more acidity. Now all people who love hot bread can eat it with the comfortable feeling that, while it may not be quite as digestible as stale bread, it is free from bacteria, which are making the world so uncomfortable in these days. A little dyspepsia is better than the cholera.

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These brands are Standard and have a National reputation. Correspondence solicited.

VOIGT MILLING CO., Grand Rapids, Mich.

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Have you tried our new goods?

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New York Biscuit Co.,

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GRAND RAPIDS, MICH.

VIOLENCE AND REACTION.

Dynamite does not seem likely to prove of much value as a remedial agent in politics. Its use has nowhere brought about that condition of terror, in the minds either of individual rulers or of the governing classes, which the practitioners of a certain school of reform have considered essential as preparatory to the general emancipation of society from every form of despotism. From their point of view, the effect has been distinctly bad. It has been demonstrated, indeed, that the cause of anarchy has a peculiar fascination for some disordered minds, and that it can even inspire a fanaticism which is capable of martyrdom; but it has clearly not yet attained a strength with which the ordinary constabulary force is not competent to deal.

A czar of Russia is murdered on a street of the capital of his empire. His son immediately succeeds him, the assassin is punished, and the desperate deed does not lead to one single forward step in the direction of popular government. Similar deeds, or similar attempts, are found equally futile in other countries. Within a few years a number of anarchists have been executed in France and Spain, and a few have been promptly brought to justice in England. Not a single throne has tottered, not a single monument of order has been shaken, and the reign of terror is as far off as ever. These are discouraging facts for the wild enthusiasts who believed that by a combination of mystery and violence they would so affright men in power that they would either drop the reins of terror from their trembling hands or, at least, make some substantial concessions at the demand of their hidden but audacious and unrelenting foes. But what has happened has been a marked reaction along the whole length of the radical line. Society has not been terrorized, but it has been taught to distrust every phase and every exponent of revolutionary doctrines.

In France this reaction has found expression in the passage of sweeping anti-anarchist laws by overwhelming majorities, and these laws are in accordance with popular feeling in that country. A correspondent of the *Figaro*, who has been feeling the public pulse of rural France on this question, reports that even the sturdiest republicans are becoming convinced of the importance of strengthening the government. One citizen, for example, expressed his view as follows: "I am a republican, you understand, and have been ever since the time of Thiers. I cried, with Gambetta, 'Le clericalisme, voilà l'ennemi.' I believed, with Carnot, that the danger was from the conservatives. I thought the secularizing laws were necessary, and approved the military law and the school laws, and the organization of trade unions, and endorsed strikes. But what's the use? The evidence is clear that we've gone too far, and everybody is convinced of that, even if he dare not say so. We are simply perishing with these inflammatory measures, destructive of all authority as they are. What we want of Casimir-Perier is to reverse the engine."

In England the situation is very different, in some important respects, from what it is in France. France is a young republic, with a government which has to deal with various elements of opposition, not the least formidable of which

is a numerous and aggressive radical faction. It would not be easy to say precisely what the real end aimed at by that faction is, but its general tendency seems to be an attack upon established institutions. In England the actual form of the government has undergone no change for centuries; but power has gradually passed from the crown to Parliament and in Parliament has been lodged more and more in the House of Commons, until it has now become an unwritten but perfectly well-understood law that the Lords must not reject any measure which is clearly the mandate of a considerable majority of the people. The Lords go as far as they dare in opposing the advance of liberalism. They will not yield to a small majority in the House of Commons, nor are they disposed to respect any majority that is dependent upon the Irish vote. It is upon these grounds that they have ventured to throw out several important measures which have originated with the present Liberal Ministry. But now the main question in England is whether the House of Lords shall not be abrogated, or, at least, deprived of its veto power. The reaction to which we have referred as general in Europe will tend to strengthen the hands of the Lords in the coming contest. The House of Lords is still something more than a symbol of ancient authority and privilege. It is a break upon the headlong rush of radical movements, with power to check legislation until men have had time for sober second thought. And just now men are disposed to ask themselves whether they can, in view of the signs of the times, afford to destroy that break. It may be very true that the House of Lords is a house of landlords imbued with the prejudices and wedded to the interests of their class, but whenever the nation speaks in unmistakable terms they will know how to yield, as they have yielded in the past, and meanwhile they exercise a conservative influence which is by no means altogether unwholesome. We anticipate that this view will be sufficiently prevalent to maintain the *status quo* in the English constitution for some years to come.

The peaceful, scientific socialists, represented in this country by the nationalists, have always deprecated violence. It would be the height of injustice to charge men like Bellamy and Howells with the slightest sympathy with assassination, or with incendiarism, for any purpose whatever. They look rather to the slow evolution of society by natural and logical processes of change for the results which they regard as necessary to the greatest prosperity of mankind. But, justly or unjustly, even their mild advocacy of a doctrine which is at war with the rights of property shares the discredit which attaches to those who propose to usher in a new and ideal era of universal peace and plenty by bloodshed and rapine.

FRANK STOWELL.

Mamma—What was the sermon about this morning, Willie?

Willie—Well, I guess it was tellin' about cash boys.

Mamma—What did the minister say about them?

Willie—Nothin', but his text was: "All the days of my appointed time will I wait, till my change come."

A fact is something that will keep going straight on forever.

A Blind Man

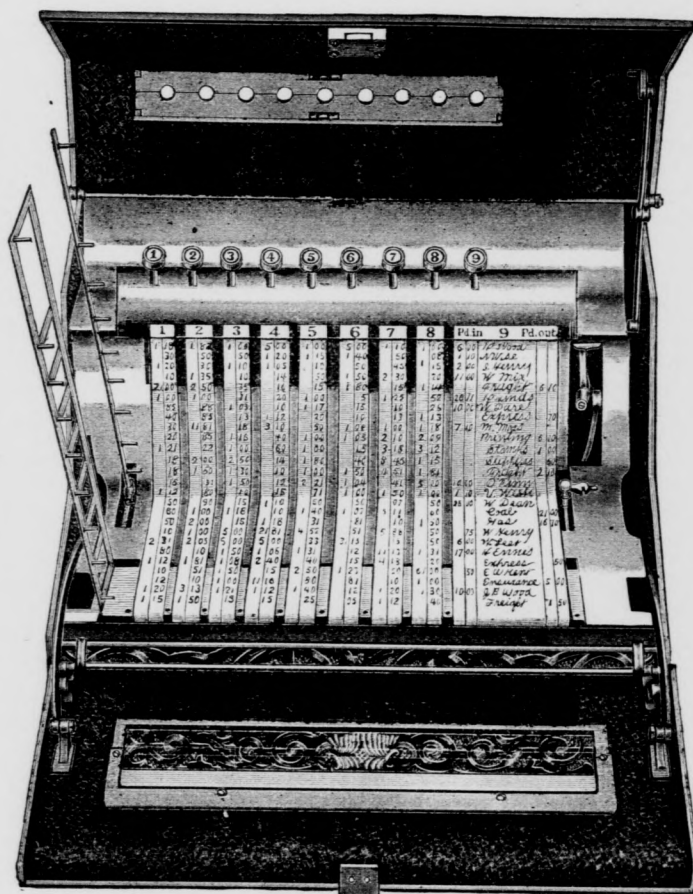
Has about as many chances of becoming a good marksman as the merchant has of succeeding by careless, haphazard methods.

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.

TRUST RELATIONS.

Trusts Companies as Guardians for Minors and Incompetent Persons.

The statute under which trust companies are incorporated, in this State, provides that they shall have power to act as guardians for minors, incompetent persons and lunatics. This is an office of great responsibility and it is one which trust companies are especially fitted to hold. The guardian is entrusted with the management of the estate of a person who is incapable of judging whether it is being properly managed or not. Under such circumstances, the temptation to manage it negligently or dishonestly, and for the personal gain of the guardian rather than for the advantage of the ward, is ever present. There is always more or less danger in the selection of an individual for guardian that the estate of the ward will fall into the hands of a person not altogether qualified for the position. This danger can be avoided by the appointment of a trust company organized under the laws of this State.

Great care has been taken in the enactment of the statute authorizing the organization of trust companies, to provide every possible safeguard for the protection of all persons who may entrust their business to these companies. Nothing has apparently been omitted which would tend to strengthen the security of those who are dependent on others for the management of their affairs.

The law requires that there shall be kept constantly on deposit, with the State treasurer, not less than one-half of the capital of the company, which may be invested in bonds or notes secured by mortgages on unincumbered real estate, situated in this State, worth, at least, double the amount secured thereby; or public stocks and bonds of the United States, or any state that has not defaulted on its principal or interest within ten years, or of any organized county, or township, or incorporated city, or village, or school district in this State or in any other state and upon which bonds or other securities there shall have been no default in the payment of interest or principal. This deposit is for the purpose of securing those persons against loss who leave their money, property or business in charge of the company. It is for the protection of the ward in all cases where the company is appointed guardian. The securities so remaining on deposit with the State treasurer all bear interest, so that this portion of the

capital is not idle. The remainder of the capital is invested in similar securities, which are selected with the greatest care by the directors and officers. The chance of loss is so slight that it need not be taken into account. While these securities are not deposited in any public office, yet they remain in the vaults of the company and are likewise available for the protection of depositors and help give responsibility to the company.

In addition to this the stockholders are all individually responsible for all debts of the company to the extent of the amount of stock held by them, at its par value, over and above the amount invested in such stock. When the stockholders are business men of known integrity and stability this adds greatly to the security of those having fiduciary relations with the company.

Another reason why a trust company is especially fitted for the position of guardian, is the fact that its responsibility is not liable to change. The capital is all invested in the best of interest bearing securities, one-half of which remains on deposit with the State treasurer and the other half is held by the company. The capital is not subject to the risks of ordinary banking, where commercial paper, more or less of which is in danger of turning out badly, is discounted, nor to the hazards of general business, where a fire, a failure, or an unwise investment or speculation may wipe it out. An individual may be abundantly responsible at the time he is appointed guardian, but afterwards, through reverses in business, an indiscreet indorsement for a friend, or through some other cause, he may become irresponsible. It is true, his bondsmen would be liable for any default or misconduct in his office. But the remedy against bondsmen is always attended with more or less risk. It is better for the ward to have a responsible guardian and no bondsmen, than an irresponsible guardian with good bondsmen. The trust company is always responsible. In addition to that, the stockholders are all in a sense sureties directly and personally interested in the good conduct of their principal.

Every precaution has been taken in the law to prevent any impairment of the capital. Almost unlimited inquisitorial powers are vested in the commissioner of banking whereby he has authority at any time to investigate the condition of the company. Besides requiring not less than four reports to be made by the company to the commis-

sioner during each year which shall state in detail the resources, assets and liabilities of the company, and shall be published in a newspaper in the city where the company is located, the law authorizes the commissioner to call for special reports, whenever in his judgment the same are necessary to fully disclose the condition of the company.

Within ten days after every dividend is declared, a further report is required showing the amount of the dividend, the amount carried to surplus fund, and the amount of the net earnings in excess thereof. All reports must be verified by the oath or affirmation of one or more of the officers, and the regular reports must also be signed by at least three directors. Heavy penalties are imposed for a failure to make these reports. The company is at all times subject to the inspection and supervision of the commissioner. It is made his duty once a year to examine the cash, bills, collaterals, securities, books of account, condition and affairs of the company. For this purpose he must go to the office of the company, and he has the right of free access to all the books and papers. If he shall at any time have reason to believe that the capital is impaired or reduced below the amount required by law, it is his duty to make an examination to ascertain the facts, and if he find any deficiency in the capital, to order it to be made good. On the neglect of the company, for ninety days, to comply with such order, a receiver may be appointed and the business wound up. With such stringent provisions in the organic law, it is difficult to see how it would be possible for any loss to occur to the ward when one of these companies is appointed guardian.

An individual is liable to die at any time, leaving the affairs of his ward in an unsettled condition for his successor to straighten out as best he can. A trust company has a fixed and certain duration, with power to renew its existence for another definite period. When it once enters upon any undertaking, there is no doubt about its living to carry it through to completion. It is not subject to an unexpected demise, carrying it beyond the reach of those who remain to perform the task of winding up its affairs and leaving them to grope their way unaided through the bewildering mazes of accounts improperly kept.

It cannot, in that manner, escape the embarrassment of a final settlement.

When an individual is appointed guardian, he must turn aside from his

own affairs and take up matters for his ward with which he may be wholly unfamiliar. His business and that of his ward are not identical. If one must be neglected at the expense of the other, it is very apt to be the ward's. But when a trust company is appointed guardian the case is different. The business of the ward is the business of the company. When it is attending to the former it is at the same time attending to the latter. It is organized for the purpose of taking the care and management of the property and business of others.

In such care and management, the combined judgment of the men of affairs and experience who compose the board of directors, is invaluable. They will avoid mistakes into which one man alone would be very likely to fall.

The advantages of the appointment of trust companies as guardians for minors and other incompetent persons, where the utmost fidelity to the interests of the ward is required, are being recognized more and more every day. Every consideration of convenience, security and competency favors the appointment of these companies rather than individuals who may be lacking in the most essential qualities requisite for a good guardian. In the case of the companies the fitness of the appointment is always assured, and the court is not compelled to investigate that subject, whereas in the case of individuals that is always a delicate and sometimes a difficult question to decide, with great danger, in some instances, of making grave mistakes.

REUBEN HATCH.

Made the Gambler Disgorge.

Mrs. Michael Carr, of Brockton, Mass., has beaten one of the sharpest gamblers of Boston. Her husband is a well-meaning merchant, and recently he made a visit to Boston and dropped \$300 in a faro game. The money had been saved to pay a mortgage, and when Carr lost it he went home and confessed to his wife, with some down-hearted remarks about ending his life. Mrs. Carr told him not to do that, and the next morning she went to the city and, after a little careful watching, managed to find out how to get into the place, and, walking up to the proprietor, demanded the \$300. He put her off and made an appointment to meet her at a lawyer's office the next day, and there tried to bluff her with a threat of a suit for blackmail. They said that they did not know her husband and told her to bring him with her. She said that she would, and that if the money was not forthcoming at once she would apply for a warrant. The next day she appeared with her husband, and, after some demur, the money was handed over. It is said that she let the gamblers off very easy, as the law of Massachusetts allows her to recover thrice the amount.

HOW TO SECURE AND HOLD



IT HAS NO EQUAL.

Don't fail to order a supply now.

the best trade is a perplexing problem to some people, but its solution is simple.

FIRST. Make the best goods possible; not once in a while, but always.

SECOND. Let the people know of it, early and often.

THIRD. Don't neglect details.

Attention to these principles has placed the

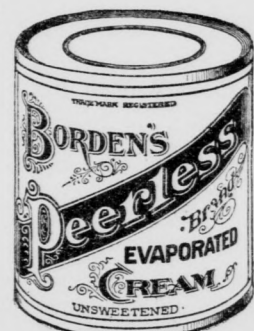
Gail Borden Eagle Brand

CONDENSED MILK at the head, and

Borden's Peerless Brand

EVAPORATED CREAM is sure to obtain an equally high place in the consumer's favor, because it has INTRINSIC MERIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO.



ABSOLUTELY PURE.

FOR QUOTATIONS SEE PRICE COLUMNS.

How Felt Hats Are Made.

Saint Clement is called the patron saint of the hatters, not because he was the first man to wear a derby or broad brimmed straw, but for the reason that—so tradition has it—he unwittingly invented felt. And all derby hats are made of felt.

The good man, it seems, was about to set out on a pilgrimage to Jerusalem, as was the habit of the holy men of the early centuries, and, realizing that many dusty miles lay between him and his destination, he decided that he might as well make himself comfortable for the journey.

It was not good for a pilgrim to be comfortable; so the worthy man had to confine his endeavors to such places as would not be noticed by any other saint with whom he might come in contact. He decided to ease up on his feet, and accordingly placed a nice big pad of wool in each sandal.

When the pious pilgrim reached Jerusalem and removed his sandals he was surprised to find that his woolen padding, under the influence of constant heat, moisture and rubbing, had become a tightly packed, strong and flexible mass. That was the first felt made. How Saint Clement spread the knowledge of his discovery, or whether he went into the manufacture of hats, tradition does not tell.

In the first hats made the woolen felt was used, but to-day only a cheap grade is manufactured out of this substance, the felt made from the fur of the hare and the cone having taken its place. The hare's fur used in hat felt is obtained largely in Russia and Germany. The animals are raised there by the peasantry, not for the value of their skins, but for food. The skins, however, are saved and sold in small lots to dealers, who in turn sell to larger dealers, until the aggregation of the little pickings, made here and there over a wide territory, makes a great bulk of fur to be transformed yearly into hats. The skins of the cone are obtained in a like manner from France, Scotland and Australia.

The skins gathered, the first operation of the long series through which they are put before they are transformed into derbys, is the plucking from the cone skin and the shearing from the hares' of the hairs, which are always longer than the fur, and of no use.

Then the skins pass into the hands of the cutters, who operate in France, Germany, England and the United States. They first put them through a process called carotting, rubbing with a chemical composition, one of the ingredients of which is nitrate of mercury. The effect of this is to give it the power of being worked, which it exhibits in the subsequent processes. It is next cut from the skin by machinery. In this state it is called "hatters' fur."

From the time it becomes hatters' fur until it is made into a hat it passes through many complicated operations, usually carried on by machines intricate in their mechanism, so that to describe in detail the whole process would require much space. It is possible, however, to give in brief a general idea of the operations which the fur undergoes in the making of a derby.

First it is "blown" or cleaned by means of a machine that forces through it a heavy draft of air, carrying out all the air and dirt, and leaving only the pure soft fur.

This fur is taken and weighed into portions of from two to three ounces, according to the weight of the hat to be made. Each of these portions is separately blown, almost hair by hair, upon a revolving brass cone, the apex of which is slightly rounded, and which has a perforated surface. A great suction is kept up through these perforations, and consequently the fur clings to the mould. These cones are from twenty-four to thirty inches deep.

The fur-covered mould is next carefully wrapped about with a cloth and dipped into hot water, which causes the particles of fur to cling to each other, so that the whole becomes a strong web that is easily removed from the brass cone. This is the original body of the hat.

The conical shaped body is next taken, and, under the influence of hot water,

rolled, either by hand or in a machine, until the fur has become closely packed and the whole length decreased to about eight inches, or in proportion to the size of the hat in course of construction. The operation is called sizing.

The body is then stiffened by a coating of shellac, dissolved either in alcohol or water, and applied with brushes. It is placed on another brass mould, and after having been softened with hot water is forced either by a machine or hand into the shape of a hat crown, the apex of the cone being rounded, and the base slightly bent out where the brim is to be made. When in this shape it is dyed.

Next the brim is flattened out straight, perpendicular to the axis of the original conical body. Then the whole is placed under great hydraulic pressure and the crown moulded into the correct shape, and the felt forced into a more compact condition and given a smooth, finished surface.

The last operation is the one of curling up the brim and trimming it and of placing the band upon the hat.

Cleanliness and Cash.

From the Cash Grocer.

These are two attributes of a successful retail grocery, the one supplementing and helping to make possible the other.

Both attract customers, each from its own standpoint. No refined lady cares to buy groceries from a retail grocer whose store is in an unkempt condition, the goods besmeared with dust or fly dirt, or where decayed fruit or vegetables are permitted to contaminate the air, or where the hands and clothing of clerks or merchant are bordering on filthiness.

Cleanliness attracts; the reverse repels. Cleanliness pays; the reverse does not. This is true whether it be said of show windows, doorway display or interior arrangement of goods.

Two things are most necessary in order to sell goods—attractiveness and low prices. The former cannot be realized without cleanliness, and the latter is attained surest and with profit by selling only for cash.

The cash grocer has such an immensely self-evident advantage over the credit grocer that it would seem almost unnecessary to refer to the *minutiae* of the matter, were it not the fact that the majority seem to be oblivious to it, though it may be they feel unable to make the change or fear to make it. The old adage "from the frying-pan to the fire" has been misapplied so often that people fail to understand that the fire would have been no worse for the fish than the frying-pan was.

Then the adage about "A bird in the hand," etc., is another often misapplied medieval piece of unwisdom. It doesn't mean stick to your credit business for fear you will lose trade by changing to the cash plan, though that is the application quite often given it. Let the modern business man try a modern application, and apply it to goods—in other words, "Groceries in hand are better for the retail grocer than groceries in possession of customers who will never pay for them."

There never was a credit grocer who changed to the cash plan who ever regretted it, or went back to credit. The better prices that a cash grocer is enabled to offer the public bring custom to him, and he does not have to sit up nights over a lot of credit accounts trying to make out whether or not such and such customers will pay up in time for him to meet some promissory note maturing in a few days, the money for which he has not in hand.

The cash grocer has the money and knows it. No midnight musings for him.

Cash and cleanliness are paying rules for any retail grocer. They will never disappoint him.

"Are you very badly hurt, Mrs. Getalong?" inquired the anxious neighbor, sitting down by the side of the bed.

"I don't know how badly I'm hurt," said the victim of the railway accident, feebly, "until I've seen my lawyer."

A hypocrite fools some, but none so badly as he does himself.

Patronize Home Industry.

Ask Your Jobber for

Genuine
Greek Currants

BEST QUALITY GUARANTEED.

Cleaned, Stemless, Extra Fine.

IMPORTED AND CLEANED ONLY BY

GRAND RAPIDS FRUIT CLEANING CO.,

(PETER SCHUIT, Manager.)

Grand Rapids, Mich.

For Sale by Hawkins & Co., Olney & Judson Grocer Co.,
I. M. Clark Grocery Co., Musselman Grocer Co.

Send in your order and make a leader of these goods. They are bound to make you friends. If your jobber does not handle these currants, send your order direct to us and we will see that you are supplied and at right prices.

DON'T ECONOMIZE

IN
YOUR
STATIONERY

IT'S "PENNY WISE AND POUND FOOLISH"

Look
For the
Watermark

"Magna Charta Bond."

We control it in this locality.

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

USE IT ON
Your Note Heads.
Your Letter Heads.
Your Legal Blanks.
Your Checks and Drafts

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

TRADESMAN COMPANY.

FROM STRIKER TO TRAMP.

An Infamy Which Should Be Wiped Off the Slate of Industry.

The public idea of a strike is simply that of a struggle between two parties, one or both of which have a real or imaginary justification for the act. There is also a vague and nebulous idea as to the general effect of a strike on business and public convenience. It is known that it costs more to bake a pie or boil an egg during a coal strike, and, in the case of railway trouble, the delay of a passenger or a firkin of butter, with divers mishaps to switches and bridges and scabs, are all forcible reminders of the kicking powers of a strike. There is also some curiosity aroused among grocers, bakers and landlords as to whether the strikers have gained their point in adding to their wages or in keeping the scissors off the pay-roll. The professional agitator, the politician, and the statistician have also their several fingers in the pie. The amount of revenue lost or gained, the duration of the struggle or the folly, whichever it may be, the causes are found out or guessed at, and the general damage done to business are each and all the various phases of a strike on which the public looks with or without its colored glasses. The bulletin board, however, is one thing, but the man behind it is another, and it is the unnoticed and unrecorded phases of a strike, of which some men unfortunately know too much, and the crowd in the pit that furnish the hurrahs know nothing at all. It is in the home side of a strike, and not the shop side, where you can come in touch with humanity and forget your arithmetic, and you can learn more from a thin hand than from a big slate. There is more in the cold toe of a hungry child peeping through a worn-out shoe and the pinched face of a mother sitting over a fireless stove than in all your stump or platform oratory on the financial and economic sins and wrongs of man. It matters not whether these pallid cheeks and shrunken limbs are due to the sins of millionaires or the follies of toilers, not a cupboard without bread nor a child without shoes but has its dumb message to such as would search for what a protracted strike means in the homes of the people. We are convinced that an education of this kind would thaw out some of the ice, of which we have too much in business, and might put a bridle in the mouth of the wild ass who finds his fodder in agitating strife.

We do not forget that in much of this unwritten history, in sufferings untold, in cold, famine, and nakedness, in homes broken up, in families separated, and in tragedies unseen from the street side of a window-curtain, there has been patience, fidelity and heroism to gild the cup that held the bitter drink. No man can deny this; but where this is needless and could be prevented, the sin of it is a brand on the brow of modern civilization. Looked at from all sides, the unnecessary strike is a curse to body, soul and spirit. In its sanitary phase, semi-starvation is hand-in-hand with disease and death. Epidemics find dry straw for the match where men are idle and children half-fed. Morally many men are ruined by a spell of loafing. Idleness and the devil, as everybody knows, are in partnership, and many a man can date the day of his descent into vice from the time of a strike. No work and too much beer are too often

synonymous. How many of our nomads, with thin shoes and dusty satchels, would never have left mother, wife, or child had not they been compelled to do so by their inability to obtain work after a strike! You can see these helpless pilgrims everywhere, to whom the name of home was once the sweetest on earth, and the love of mother, wife, or child a deep and sacred joy. It is time that these phases of strikes should be studied, and everything done that can be done to wipe them off the slate of industry.

FRED WOODROW.

Status of the Stone Failure.

Henry W. Booth, assignee of C. G. Stone and C. G. Stone & Son, the Lowell dry goods house, has filed the schedule of assets and liabilities with the County Clerk. The firm's liabilities are \$9,813.09, divided among twenty creditors in the following amounts:

Edson, Moore & Co., Detroit.....	\$3495 50
Strong, Lee & Co., Detroit.....	69 81
Barnes, Hengreer Co., Buffalo.....	2099 58
Lyon Table Supply Co., Buffalo.....	18 75
Lee, Treedy & Co., New York.....	699 38
Carson, Pirie, Scott & Co., Chicago.....	149 68
Coats' Thread Co., Chicago.....	122 46
A. E. Walters, Chicago.....	6 75
Standard Fashion Co., Chicago.....	4 54
Root & McBride Bros., Cleveland.....	118 86
Wm. Taylor, Sons & Co., Cleveland.....	84 34
Richardson Silk Co., Belding.....	17 66
Ypsilanti D. S. Mfg. Co., Ypsilanti.....	16 00
Amsterdam Silk Co., Amsterdam, N. Y.....	15 25
Geo. Merritt & Co., Indianapolis, Ind.....	103 18
W. A. Stowe, Grand Rapids.....	65 00
Village of Lowell.....	71 95
C. J. Church & Son, Lowell.....	800 00
H. N. Stone, Lowell.....	400 00
C. G. Stone, guardian of H. Frederick.....	1650 00

The individual creditors of Chester G. Stone are as follows:

Chas. J. Church & Son, Lowell.....	\$ 800 00
Chas. R. Hein, Lowell.....	2,000 00
J. O. Chaplin, Lowell.....	750 00
J. Edwin Lee, Lowell.....	1,000 00

Besides the above liabilities Mr. Stone is liable as endorser on various notes of the Eureka Lumber Co. with Wyman & Lukwoof, amount unknown.

The appraised value of the assets is as follows:

Stock of C. G. Stone & Son.....	\$9,653 78
Book Acc. unts.....	400 00
Bills receivable.....	1 00
Cash.....	76 30
Assets of Chester G. Stone.....	2,500 00
Total.....	\$12,630 08

Lakeview Laconics.

LAKEVIEW, Sept. 15—Claude E. White, for the past two years in the employ of C. H. Wagener, the Big Rapids druggist, has opened a new drug store at this place.

There are now sixteen good brick buildings going up here. Many of the fronts are being splendidly ornamented with fancy stone. With two days more good weather, M. H. Youngman will have his brick work completed.

Some are calculating to build another year and it is believed that the end of '95 will see Lakeview built up with brick as solid as ever it was.

Purely Personal.

E. A. Stowe has been elected a director of the State Bank of Michigan vice Gen. I. C. Smith, resigned.

Jacob Jenson, the former Muskegon druggist, leaves in a few days for California, which State he proposes to adopt as his place of residence.

Geo. McDonald, the Kalamazoo druggist, attended the forty-second annual convention of the American Pharmaceutical Association at Asheville, N. C.

The Drug Market.

Opium is dull and lower.

Morphia is, as yet, unchanged.

Quinine is firm and an advance is expected in the near future.

Linseed oil is very firm and advancing daily on account of the high price of seed.

MEN OF MARK.

Wm. T. Lamoreaux, the Bean King of America.

William T. Lamoreaux was born in Newark, N. Y., Aug. 2, 1847. His early boyhood was about the same as that of the average boy, nothing unusual occurring until he reached his 13th year, when he became chief engineer on a canal boat. Such an event is not, in itself, very startling; but when it is remembered that at least one President, many Senators and a host of Congressmen began their public career on the tow-path of the raging Erie, its probable significance in connection with Mr. Lamoreaux will readily be recognized. At 14 years of age he was chosen as captain of one of his father's line of five canal boats which were run in connection with his lumber business. At 17 he enlisted in the 111th N. Y. Infantry under Col. McDougall. The regiment was then in front of Petersburg and thither young Lamoreaux and a number of other newly enlisted men proceeded to join it. He was with the Army of the Potomac under Grant through the many important engagements in which it took part until the close of the war, and was at Appomat-



pounds. In 1891-92-93 he bought wool on his own account, but has since abandoned the business. The W. T. Lamoreaux Co. gives employment to about 150 people for ten months of the year, occupying one of the most commodious warehouses in the country especially erected and equipped for the purpose at the intersection of West Bridge street and the C. & W. M. and G. R. & I. Railways.

Personally, Mr. Lamoreaux is one of the most peculiar men in the city. Corpulent in frame, rugged in exterior and bluff in statement, he bears beneath his portly contour a big, warm heart and a constant supply of joviality which are a sure preventive of sorrow and downheartedness wherever he goes. His contagious smile and resonant laugh would be worth their weight in gold to any physician as an antidote to the "blues" and the modest stories he tells of his own achievements and those of his friends surely entitle him to front rank as a disciple of Ananias. As a friend Mr. Lamoreaux will go to the ends of the earth to assist one in time of trouble and there is a lingering suspicion in the minds of some people that he will go as far—and perhaps a trifle further—in camping on the trail of a man who has wronged him—all of which goes to substantiate the truth of the homely old adage that the man who is a good lover must be a good hater, also. Despite his peculiarities, Mr. Lamoreaux manages to worry along in this vale of tears without losing a meal or a night's rest and it goes without saying that there are many people in this community who could bear unimpeachable testimony to the big-heartedness and princely courtesy of the Bean King of America.

Indorsed for a Consideration.

There is more or less talk in Boston about the large amount of money which is practically tied up through the operations of impecunious makers of notes, who succeed, somehow, in getting indorsers satisfactory to the directors of the Boston banks. The Boston Advertiser is authority for the following account of the peculiar proceedings:

These notes are said to be negotiated in some such fashion as this: The notes, having been made by Jones, Smith, Brown or some other irresponsible party about town, are sent to New York, and there receive (for a consideration, presumably,) the indorsement of some person or firm satisfactory to Boston bank directors, who proceed to discount the paper.

These notes, when due, are taken up by money realized through the discounting of similar paper, and a practically endless system of kiting is inaugurated which keeps money out of the legitimate trade channels.

As long as the indorsers are good and the indorsements genuine, of course it is a perfectly legal business. But the extent of these indorsements is an unknown quantity. Each bank knows how much it holds of a certain person's indorsements, but it has no means of knowing how much other banks hold, and unless the bank examiner in his periodical examinations has his suspicions aroused, the state of things might continue indefinitely.

But there is another and more significant rumor abroad concerning this kind of paper. It is suggested that these indorsements are not all genuine; that persons hard pressed during the business stagnation have resorted to forgery in order to meet their obligations.

Thomas Edison, when asked by Miss Willard why he was a total abstainer, said that it was because he had a better use for his head than pouring liquors into it.

tox Court House when Lee surrendered. Of the 32 who went with him to the front only six came back. At the close of the war Mr. Lamoreaux returned to Newark and shortly after entered Eastman's Commercial College, at Poughkeepsie, taking the full commercial course. In April, 1867, he arrived in Grand Rapids, and a few days later entered into partnership with Samuel Miller, under the firm name of Miller & Lamoreaux. Their business was furnishing camp supplies to lumbermen, and was located where Col. Briggs' splendid Peninsular block now stands, on Canal street. That building was then known as the Franklin House, which gave way to the Ball block, and that, in its turn, to the Peninsular block. This partnership continued eight years, when Mr. Lamoreaux purchased his partner's interest and for five years conducted the business alone. In 1885 he turned his attention to beans, and in 1890, the business having increased to so great an extent, he deemed it advisable to merge it into a joint stock company, which has since been known as the W. T. Lamoreaux Co., with Mr. Lamoreaux as President and Treasurer. The company is now the largest handler of beans in the United States, the works having a capacity of 2,500 bushels per day. The corporation is also a heavy shipper of fruit and produce. From 1876 to 1890 Mr. Lamoreaux represented a large wool firm in Boston, some years buying as high as 1,250,000

Drugs & Medicines.**State Board of Pharmacy.**

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—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. Schröder.

A Medicinal Preparation.

According to the provisions of an amendment to the tariff law, alcohol used in the manufacture of medicinal or other products will henceforth be relieved of revenue tax. The Secretary of the Treasury is now called upon to formulate rules governing the free use of alcohol in the arts, and the proper definition of the term "medicinal preparation" will at once be in order. Then will arise some of the difficulties and perplexities which are inevitable when determining to what category—beverage or medicine—certain preparations rightfully belong. The Government will have to contend with all the sharp shifts and schemes by which the unscrupulous will endeavor to disguise as medicines preparations which in reality are mere intoxicating beverages, and it is to be feared that after a few such attempts the rulings of the Treasury Department will exhibit rather an excess than a lack of severity in this respect.

It is precisely of such undue severity on the part of the inland-revenue authorities that French pharmacists are now complaining. Action was brought against two of their number engaged in the manufacture and sale of kola wine and similar preparations, on the ground that the use of the latter as beverages renders only just the payment of the tax imposed on alcoholic liquors; kola wine might have its medicinal uses, as does brandy, but being a quasi-luxury and stimulant it was not entitled to the exemption which covers true medicinal preparations.

In the lower court and in the appeal court, judgment was given in favor of the manufacturers on the testimony of experts that extract or alcoholic tincture of kola nut is exclusively medicinal; that it is manufactured for pharmacists in pharmaceutical laboratories; that it is in daily use as, and has all the characteristics of, an energetic medicinal agent; and, finally, that large doses give rise to toxic symptoms which would render dangerous the employment of kola as a food or beverage.

The internal-revenue people were mulcted of all the costs for their pains; the makers of kola wine will pay no tax, and the preparation remains hereafter a medicine, not a beverage, in the eyes of the level-headed Frenchmen.

Vacations for the Druggist.

Few business men lead more sedentary and monotonous lives than the average druggist. Confined to his store during long hours, and excluded from many of the social and intellectual benefits which follow frequent intercourse with one's kind, the druggist is peculiarly liable to fall into a mechanical, deadening routine which in time becomes a second nature. To do intelligent work and to leave it regularly with new ideas, a man must constantly fight the temptation to move

along in the old-time, easy, mechanical way. He who would grow and develop must frequently project himself out of and beyond his work, so to speak, must scrutinize, review, and compare, must correct mistakes, and must set out on new courses.

The *New England Druggist* devotes a long editorial to the subject of vacations for druggists, and their benefits. Its plea is without a flaw. A vacation not only strengthens a body frequently disordered by sedentary life, but it also offers the druggist a means of refreshing a jaded mind. It lifts him out of his routine. It renews his fund of ideas. It imparts an aspect of strangeness to his store and stock, on his return, enabling him to rearrange and improve, to introduce needed reforms, to infuse new vigor into certain lines of work.

Nature has surely made no mistake in fitting us all out with this craving for relaxation, variety, and novelty. Let no druggist, then, regard the occasional spell of rest or travel amid new surroundings as a mental luxury or idler's treat. He will find both time and money well invested; he will note an improvement in the quality of his work; and he will accumulate a store of pleasant memories which will help him over many of the cares and worries of business life.

Labels and Labels.

A druggist's label may be a very useful or a comparatively useless detail. A useful label bears not only the title of the medicament, but the various doses, and, in the case of poisons, the antidote. From two drug stores within one square of each other came during the past week one-ounce bottles of chalk mixture. The bottle from one store bore a label giving simply the name of the remedy and the name and address of the druggist; the other bore, in addition, the legend, "Shake well before using," the words "Freshly Made" preceding the title of the mixture, and full directions as to the doses for various ages, with instructions as to the uses and proper administration of the remedy. The poison labels of these two stores are also characteristic—one bears simply the customary "skull and crossbones," with the word "Poison;" the other has added the antidotes and directions for treatment in case of accidental poisoning by the contents—and besides, every bottle containing poison that leaves this store is triangular in shape. One of the stores in question has been a drug store in charge of the same family for more than half a century, and the other was opened less than six years ago. One has a tiled floor, a beautiful soda fountain, a curved plate-glass bulk window, and fretted wood work over doors and windows; and the other lacks all these points of attraction; one continually gains and the other continually loses custom. Now which is which, and how much of these differences depends upon the labels used and what they imply?

New Drug House at Toledo.

Erastus D. Peck, of the former wholesale drug house of West & Truax, of Toledo, has organized a new company, with a capital stock of \$65,000, to embark in the wholesale drug business under the style of the Toledo Drug Co. Mr. Peck will serve the corporation in the capacity of President and General Manager.

The Selection, Care and Sale of Perfumes.

In buying perfumes, I would say buy often, that they may have that fresh look which can be obtained in no other way so well as by ordering frequently. Always keep a few of the standard favorites in stock to please those whose taste never changes, and buy different varieties which the capricious tastes of some of your patrons may demand.

We believe that the principle of buying the best goods holds good in the selection of perfumes, as well as in the purchase of other lines of drugs. But in view of the many who delight in the sweet odor, but whose purse will not permit them to indulge in the best, I believe it to be profitable to keep a small line of cheap perfumery.

In the care of perfumes while in stock, they should be kept bright, free from dust, and in as prominent a position as possible, in order to attract the attention of the public. At the same time they should not be subjected to too strong a light, nor to the direct rays of the sun.

A very good test is to dip a piece of white tissue paper into the perfume, and allow the alcohol to evaporate, when the delicate odor of the perfume will remain on the paper.

In exhibiting perfumes with a view to selling, shake the bottle, take out the stopper, and allow the customer to smell the stopper, as in smelling from the bottle you get too strong an odor of the alcohol in the perfume.

To handle perfumes with profit, advertise them, show them, talk about them, keep a good stock, and, last but not least, sell them at a good profit.

OLIVE RAMSEY.

A Boycotting Suggestion Which Would Not Work.

L. H. Warner in Bulletin of Pharmacy.

Noticing various suggestions of pharmacists for overcoming the cutting system, I respectfully submit my idea on the subject. Let the proprietors of drug stores in every city, county or State form a sort of pharmaceutical union, and then and there decide upon a meeting in the near future. Let them pass a resolution that on a certain date every retailer of drugs shall take off his shelves or counters all patent medicines, no matter how large a stock he has on hand, and refuse to sell any even if full price is offered. I think the manufacturers will then soon notice the decline in demand for their goods, and prevent cutters from obtaining supplies.

An objection may be made to my suggestion, on the ground that it is impracticable and unreasonable, but I should like to illustrate the working of my plan.

As everyone knows, the patent medicine trade is the largest at night, when the large dry goods and most cutrate stores are closed. A man leaves his family in perfect health, going to work in the morning; returning at night, he finds someone ill. He goes to the drug store to get Castoria, Pain-killer, etc., but is informed that no patent medicines are handled. He tries two or three drug stores with the same result. Dry goods houses are closed; so he seeks advice of his druggist, who, if sensible, counsels him to consult his physician—which will create a better feeling between the latter and the druggist. Should any person decline to take either's advice, the chances are nine to one that by morning his patient will get well without the use of a patent medicine, and the direct loss of a sale would fall back on the manufacturer. I should like to have the opinion of my brother pharmacists on this idea.

The devil never has to go far to find a loafer.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

65 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.

S. C. W.

The Leading Nickle Cigar
Made in this Market.

The Only Brand in the State (outside of Detroit)
Made by Improved Machinery.

This Cigar is made with Long Mixed

Filler, Single Connecticut Binder
and Sumatra Wrapper.

Sold at \$35 per 1,000

By the Manufacturer.

G. J. Johnson, 347 South Division St.
Grand Rapids, Mich.
Telephone 1205.

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.

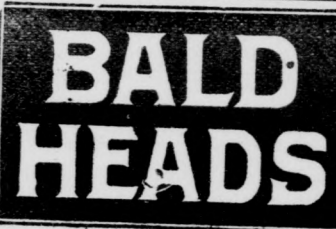
Correspondence
Solicited



SEELY MFG. CO., Detroit, Mich

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber



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

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

Wholesale Price Current.

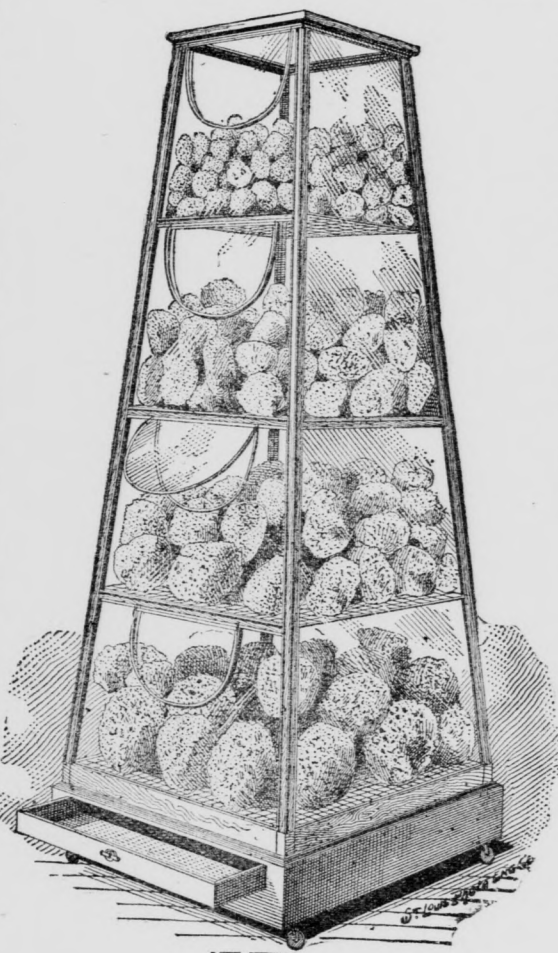
Advanced— Declined—Opium.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellus R.	60
Benzolium German.	65 75	Aloes.	60
Boric	15	" and myrrh	60
Carbolicum	20 30	Arnica	60
Citricum	42 45	Asafetida	60
Hydrochlor	32 5	Atropine Belladonna.	60
Nitricum	10 12	Benzoin	60
Oxalicum	10 12	" Co.	60
Salicylicum	1 25 60	Sanguinaria	50
Sulphuricum	1 1/2 5	Barosma	50
Tannicum	1 40 60	Cantharides	50
Tartaricum	30 33	Capicum	50
AMMONIA.		Cassia	50
Aqua, 16 deg.	40 6	" Co.	50
" 20 deg.	60 8	Castor	1 00
Carbonas	12 14	Catechu	50
Chloridum	12 14	Cinchona	50
ANILINE.		" Co.	50
Black	2 00 25	Columba	50
Brown	80 61 50	Conium	50
Red	45 50	Cubeba	50
Yellow	2 50 3 00	Digitalis	50
BACCAS.		Ergot	50
ubeac (po 25)	20 25	Gentian	50
Juniperus	80 10	" Co.	50
Xanthoxylum	25 30	Gualca ammon.	50
BALSAMUM.		Zingiber	50
Copaiba	45 50	Hyoscyamus	50
Peru	40 45	Iodine	50
Terabin, Canada	40 45	" Colorless	50
Tolutan	35 50	Ferri Chloridum	50
CORTEX.		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	11	Myrrh	50
Cinchona Flava	18	Nux Vomica	50
Eunymus atropurp.	30	Opil	50
Myrica Cerifera, po.	20	" Camphorated	50
Prunus Virginica	12	" Deodor.	2 00
Quillaja, grd.	10	Aurant Cortex	50
Sassafras	12	Quassia	50
Ulmus Po (Ground 15)	15	Rhatany	50
EXTRACTUM.		Rhei	50
Glycyrrhiza Glabra	24 25	Cassia Acutifol.	50
" po.	33 35	" Co.	50
Haematox, 15 lb. box	12 12	Serpentaria	50
" 15	12 12	Stromonium	60
" 1/4	14 15	Tolutan	60
" 1/2	14 15	Valerian	50
" 3/4	16 17	Veratrum Veride	50
FERRU.		MISCELLANEOUS.	
Carbonate Precip.	15	Ether, Spts Nit, 3 F.	30
Citrate and Quinia	63 50	" 4 F.	30
Citrate Soluble	80	Alumen	30
Ferrocyanidum Sol.	50	" ground, (po.	30
Solut Chloride	50	Annatto	50
Sulphate, com'l.	30 2	Antimony, po.	50
" pure	7	" et Potass T.	50
FLORA.		Antipyrin	50
Arnica	18 20	Antifebrin	50
Anthemis	9 35	Argenti Nitras, ounce	50
Matricaria	50 65	Arsenicum	50
FOLIA.		Balm Gilead Bud.	50
Barosma	18 20	Bismuth S. N.	1 60 2 70
Cassia Acutifol, Tin-	25 25	Calcium Chlor, 1s, (1/4	11
nivelly	35 50	" 12, 1/4, 14)	11
Salvia officinalis, 1/4	15 25	Cantharides Russian,	50
and 1/2	15 25	" po.	50
Ura Ursi	80 10	Capici Fructus, af.	26
GUMMI.		" po.	28
Acacia, 1st picked	60	" B po.	30
" 2d	40	Caryophyllus, (po. 15)	12
" 3d	30	Carmin, No. 40	23 75
" sifted sorts.	20	Cera Alba, S. & F.	50 35
" po.	60 80	Cera Flava	38 40
Aloe, Barb. (po. 60)	50 60	Coccons	40
" Cape, (po. 20)	12	Cassia Fructus	25
" Socotri, (po. 60)	50	Centrasia	10
Catechu, 1s, (1/4, 1/2, 3/4)	2 1	Cetaceum	40
HERBA—In ounce packages.		Chloroform	60 63
Absinthium	25	" Squibbs	21 25
Eupatorium	30	Chloral Hyd Crst.	1 25 50
Lobelia	25	Chondrus	20 25
Majorum	28	Cinchonidine, P. & W	15 20
Mentha Piperita	23	" German	3 4 12
" Vir.	20	Corks, list, dia. per	75
Rue	30	" Cent	35
Tanacetum, V.	22	Cressatum	2 35
Thymus, V.	25	Creta, (bbl. 75)	2 5
MAGNESIA.		" prep	50
Calcined, Pat.	55 60	" precip	11
Carbonate, Pat.	30 32	" Rubra	8
Carbonate, K. & M.	20 25	Crocus	35 40
Carbonate, Jennings.	35 38	Cudbear	24
OLEUM.		Cupri Sulph.	5 6
Absinthium	2 50 3 00	Dextrine	10 12
Amygdalae, Dule	30 30	Ether Sulph.	75 90
Amygdalae, Amarae	8 00 28 25	Emery, all numbers	6
Anisi	1 9 22 00	" po.	6
Aurant Cortex	1 80 22 00	Ergota, (po. 40)	30 35
Bergamit	3 00 23 20	Flake White	13 15
Cajiputi	60 65	Galls	2 28
Caryophylli	75 80	Gambler	7 28
Cedar	35 65	Gelatin, Cooper	30 50
Chenopodii	21 60	" French	30 50
Cinnamon	1 25 25	Glassware flint, by box 50.	
Citronella	45 65	" Less than box 75.	
Conium Mac.	35 65	Glycine	14 20
Copaiba	80 90	Grana Paradisi	22 25
POTASSIUM.		Humulus	20 25
Bi Carb.	15 18	Hydraag Chlor Mite	25 75
Bichromate	13 14	" Cor	25 75
Bromide	40 43	" Ox Rubrum	85
Carb.	12 15	" Ammoniat.	55
Chlorate (po. 7 1/2)	16 18	Unguentum	45 55
Cyanide	50 55	Hydrargyrum	60
Iodide	2 90 23 00	Icthyobolla, Am.	1 25 1 50
Potassa, Bitart, pure	23 25	Indigo	75 100
Potassa, Bitart, com.	15 18	Iodine, Resubli.	3 80 3 90
Potass Nitras, opt.	80 90	Iodoform	24 70
Potass Nitras	70 9	Lupulin	22 25
Prussiate	28 30	Lycopodium	60 65
Sulphate po.	15 18	Macis	70 75
RADIX.		Liquor Arsen et Hy	27
Aconitum	20 25	" drag Iod.	27
Althae	22 25	Liquor Potass Arsenitis	10 12
Anchusa	12 15	Magnesia, Sulph (bbl	2 1/2 4
Arum, po.	25	Mannia, S. F.	60 63
Calamus	20 25		
Gentiana (po. 12)	80 10		
Glycyrrhiza, (pv. 15)	10 18		
Hydrastis Canaden.	15 20		
" (po. 35)	15 20		
Hellebore, Ala, po.	15 20		
Inula, po.	15 20		
Ipecac, po.	1 40 1 50		
Iris plox (po. 35 238)	35 40		
Jalapa, pr.	40 45		
Maranta, 1/4	35		
Podophyllum, po.	15 18		
Rhei	75 100		
" cut	75 100		
" pv	35 38		
Spigelia	30 35		
Sanguinaria, (po 25)	30 35		
Serpentaria	30 35		
Senega	55 60		
Similax, Officialis. H	40		
" M	25		
Sellae, (po. 35)	10 12		
Synaplocarpus, Fosti-	2 35		
dus, po.	2 35		
Valeriana, Eng. (po. 30)	15 20		
" German.	15 20		
Zingiber	18 20		
SEMIN.			
Anisum, (po. 20)	15		
Apium (graveleous)	18 20		
Bird, 1s	40 6		
Carui, (po. 18)	10 12		
Cardamon	1 00 1 25		
Coriandrum	12 14		
Cannabae Sativa	40 5		
Cydonium	75 100		
Chenopodium	10 12		
Dipterix Odorata	2 40 2 60		
Foeniculum	2 15		
Foenugreek, po.	60 8		
Lini	4 2 1/2		
Lini, grd. (bbl. 3 1/4)	3 1/2 4		
Lobelia	35 40		
Pharlaris Canarian	42 5		
Rapa	60 7		
Sinapis Alba	70 8		
" Nigra	11 12		
SPIRITUS.			
Frument, W. D. Co.	2 00 2 50		
" D. F. R.	1 75 2 00		
" I.	1 25 1 50		
Juniperis Co. O. T.	60 62		
" S.	1 75 2 30		
Saccharum N. E.	1 75 2 00		
Spt. Vini Gall.	1 75 2 00		
Vini Oporto	1 25 2 00		
Vini Alba	1 25 2 00		
SPONGES.			
Florida sheeps' wool	2 50 2 75		
Nassau sheeps' wool	2 00		
carriage	2 00		
Velvet extra sheeps'	1 10		
wool carriage	85		
Extra yellow sheeps'	85		
carriage	85		
Grass sheeps' wool car-	65		
riage	75		
Hard for slate use	75		
Yellow Reef, for slate	1 40		
use	1 40		
SYRUPS.			
Accacia	50		
Zingiber	50		
Ipecac	50		
Ferri Iod.	50		
Aurant Cortex	50		
Rhei Arom.	50		
Similax Officialis.	50		
"	50		
Senega	50		
Sellae	50		
" Co.	50		
Tonatan	50		
Prunus virg.	50		

HAZELTINE & PERKINS DRUG CO.,

Glass and Nickle

SPONGE CASE



DIMENSIONS:—13 inches square at top; 24 inches square at base; 63 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.

<div>AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00</div> <div>BAKING POWDER. Acme. 1/2 lb. cans 3 doz 45 1 lb. 1 10 Bulk 1 00 Arctic. 1/2 lb. cans 6 doz case 55 1 lb. 2 doz 2 00 1 lb. 1 doz 9 00 Cream Flake. 3 oz 6 doz 45 4 oz 4 doz 60 4 oz 4 doz 80 4 oz 4 doz 1 20 1 lb 2 doz 2 00 1 lb 1 doz 9 00 Red Star, 1/2 lb cans 40 1 lb 1 10 Telfer's, 1/2 lb. cans, doz. 45 1 lb. 1 50 Our Leader, 1/2 lb. cans. 45 1 lb cans. 1 50 1 lb cans. 1 50</div> <div>BATH BRICK. 2 dozen in case. English 90 Bristol 90 Domestic 70</div> <div>BLUING, Gross Arctic, 4 oz ovals. 3 60 " 8 oz 6 75 " pints, round 9 00 " No. 2, sifting box. 2 75 " No. 3. 4 90 " No. 4. 5 50 " 1 oz ball 4 50 Mexican Liquid, 4 oz. 3 60 " 8 oz 6 80</div> <div>BROOMS, Jo. 2 Hurl 1 75 No. 1 1 90 No. 2 Carpet 2 13 No. 1 2 40 Parlor Gem 2 50 Common Whisk. 80 Fancy 1 00 Warehouse 2 75</div> <div>BRUSHES, Stove, No. 1. 1 25 " 10 1 50 " 15 1 75 Rice Root Scrub, 2 row 85 Rice Root Scrub, 3 row 1 25 Palmetto, goose. 1 50</div> <div>CANDLES. Hotel, 40 lb. boxes 10 Star, 40 9 Paraffine 10 Wicking 24</div> <div>CANNED GOODS. Fish. Clams. Little Neck 1 lb. 1 20 " 2 lb. 1 90 Clam Chowder. Standard, 8 lb. 2 25 Cove Oysters. Standard, 1 lb. 75 " 2 lb. 1 35 Lobsters. Star, 1 lb. 2 45 " 2 lb. 3 50 Picnic, 1 lb. 2 00 " 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 10 " 2 lb. 2 10 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 Onion, 2 lb. 2 25 Salmon. Columbia River, flat. 1 80 " talls. 1 65 Alaska, Red. 1 10 " pluk 1 10 Jinney's, flats. 1 95 Sardines. American 1/2 4 2 5 " 1/2 5 2 7 Imported 1/2 6 2 7 " 1/2 15 2 18 Untard 1/2 6 2 7 Oneless 21 Trout. Brook, 2 lb. 2 50 Fruits. Apples. lb. standard 1 20 York State, gallons 4 00 Hamburg, 4 00</div> <tr><td><div>Live oak. 1 40 Apricots. 1 40 Black Crus. 1 50 Lusk's 1 30 Overland. 90 Blackberries. 1 10 21 25 F. & W. 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Domestic, 12 lb. box. 55 Imported. 10 1/2 11 Pearl Barley. 2 60 Kegs. 2 60 Green, bu 1 15 Split per lb. 3 Peas. Rolled Oats. 5 60 Schumacher, bbl. 2 95 " 1/2 bbl. 2 95 Monarch, bbl. 4 00 Monarch, 1/2 bbl. 2 60 Quaker, cases. 3 20 Sago. German 4 1/2 East India 5 Wheat. Cracked. 3 1/4 FISH-Salt. Bloaters. Yarmouth. 10 Cod. Georges cured. 4 1/2 Georges genuine. 6 Georges selected. 6 1/2 Boneless, bricks. 6 1/2 Boneless, strips. 6 1/2 Halibut. Smoked. @ Herring. Holland, white hoops keg 70 " bbl 9 50 Norwegian. 2 50 Round, 1/2 bbl 100 lbs. 1 30 " 1/2 40 " 1 19 Scaled. 19 Mackerel. No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 4 40 No. 1, 10 lbs. 1 00 No. 2, 100 lbs. 8 00 No. 2, 40 lbs. 3 50 No. 2, 10 lbs. 95 Family, 90 lbs. 90 " 10 lbs. 10 Sardines. Russian, kegs. 55 Trot. 4 75 No. 1, 1/2 bbls. 100 lbs. 4 75 No. 1, 1/2 bbl. 40 lbs. 2 35 No. 1, 1/2 bbls. 10 lbs. 63 No. 1, 1/2 bbls. 10 lbs. 53 Whitesh. 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<div>Live oak. 1 40 Apricots. 1 40 Black Crus. 1 50 Lusk's 1 30 Overland. 90 Blackberries. 1 10 21 25 F. & W. Cherries. 1 50 Red Pitted Hamburg 1 25 White 1 25 Erie 1 50 Damsons, Egg Plums and Green Gages. 1 20 California. 1 40 Erie. 1 20 Gooseberries. 1 40 Common. 1 25 Peaches. 1 10 Pie 1 50 Maxwell 1 50 Shepard's 1 50 California 1 60 21 75 Monitor 1 75 Oxford Pears. 1 20 Domestic 1 25 Riverside. 1 75 Pineapples. 1 00 21 30 Common 2 50 Johnson's sliced 2 75 " grated 2 75 Booth's sliced 2 50 " Quinces. 2 75 Common 1 10 Raspberries. 1 10 Red 1 10 Black Hamburg 1 40 Erie, black 1 25 Strawberries. 1 25 Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Whortleberries. 1 05 Blueberries 85 Meats. Corned beef Libby's 2 30 Roast beef Armour's 2 10 Potted ham, 1/2 lb. 1 25 " 1 lb. 70 " tongue, 1/2 lb. 1 35 " chicken, 1/2 lb. 75 Vegetables. 95 Beans. Hamburg stringless. 1 15 " French style. 2 00 " Limas 1 25 Lima, green 1 25 " soaked. 70 Lewy Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn. 1 25 Hamburg 1 25 Livingston Eden 1 20 Purify 1 40 Honey Dew 1 40 Morning Glory 75 Soaked 75 Hamburg marrowfat 1 30 " early June 1 50 " Champion Eng. 1 40 " petit pois 1 40 " fancy sifted 1 30 Soaked 65 Harris standard 75 VanCamp's marrowfat 1 10 " early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms. 1 00 21 25 Pumpkin. 75 Erie 75 Squash 1 15 Hubbard 1 15 Succotash. 1 40 Hamburg 30 Soaked 50 Honey Dew 1 50 Erie 1 35 Tomatoes. Hancock 1 35 Excelsior 1 35 Escapes 1 35 Hamburg 1 35 Gallon 1 35 CHOCOLATE. Baker's. German Sweet. 23 Gremtum 37 Breakfast Cocoa 43 Magnaolia 43 Dime 3 35 CHEESE. Amboy 11 3/4 Acme 11 3/4 Lena-wee 11 3/4 Riverside 11 3/4 Gold Medal 11 3/4 Skin 82 9 Brick 15 Edam 1 00 Lelden 2 15 Limburger 2 15 Pineapple 2 25 Roquefort 2 35 Sap Sago 2 30 Schweitzer, Imported. 2 34 " domestic 2 14</div> <div>CATSUP. Blue Label Brand. 2 75 Half pint, 25 bottles 4 50 Pint 3 50 Quart 1 doz bottles 1 35 Half pint, per doz 1 25 Pint, 25 bottles 4 50 Quart, per doz 3 75 CLOTHES PINS. 5 gross boxes. 40 25 COCOA SHELLS. 3 lb bags. 2 3 Less quantity 6 25 Pound packages 6 25 COFFEE. Green. 1 15 Rio. 1 15 Fair 1 15 Good 1 15 Prime 2 1 Golden 2 1 Peaberry 2 3 Santos. 1 9 Fair 1 9 Good 2 3 Prime 2 3 Peaberry 2 3 Mexican and Guatemala. 2 3 Fair 2 1 Good 2 1 Fancy 2 4 Maracabo. 2 3 Milled 2 4 Java. 2 5 Interior 2 5 Private Growth. 2 7 Mandehling 2 5 Mocha. 2 5 Arabian 2 5 Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15 per cent. for shrinkage. Package. 2 30 McLaughlin's XXXX 2 30 Bunoia 2 10 Lion, 60 or 100 lb. case 2 30 Extract. 1 15 Valley City 1/4 gross. 75 Pelix 1 15 Hummel's, foil, gross. 1 65 tin 2 85 CHICORY. Buik. 5 Red. 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1 25 " 50 ft. 1 40 " 60 ft. 1 60 " 70 ft. 1 75 " 80 ft. 1 90 " 90 ft. 2 10 " 100 ft. 2 30 CREDIT CHECKS. 500, any one denom'n. 83 00 1000, " " 5 00 3000, " " 8 00 Steel punch 75 CONDENSED MILK. 4 dos. in case. Gail Bond's'd Milk Co.'s brands Gail Bond Brand Eagle. 7 40 Crown. 6 25 Daisy. 5 75 Champion. 4 50 Magnolia. 4 25 Dime. 3 35</div> <tr><td><div>Michigan Condensed Milk Co. First Prize Brand CONDENSED MILK Michigan Condensed Milk Co. LANSING MICH.</div><div>First Prize. 50 50 Darling. 5 00 Standard. 4 50 Leader. 3 60 CRACKERS. 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<div>Michigan Condensed Milk Co. First Prize Brand CONDENSED MILK Michigan Condensed Milk Co. LANSING MICH.</div> <div>First Prize. 50 50 Darling. 5 00 Standard. 4 50 Leader. 3 60 CRACKERS. Butter. 5 Seymour XXX. 5 5 Seymour XXX, cartoon. 5 5 Family XXX. 5 5 Family XXX, cartoon. 5 5 Salted XXX. 5 5 Salted XXX, cartoon. 5 5 Kenosha. 7 7 Boston. 7 7 Butter biscuit. 6 Soda. 5 5 Soda, XXX. 5 5 Soda, City. 7 7 Soda, Dutchess. 3 3 Crystal Wafer. 7 7 Long Island Wafers. 11 Oyster. 5 5 S. Oyster XXX. 5 5 City Oyster XXX. 5 5 Farina Oyster. 6 CREAM TARTAR. Strictly pure. 30 Telfer's Absolute. 30 Grocers'. 15 25 DRIED FRUITS. Domestic. 10 Apples. 10 Sundried, sliced in bbls. 10 " quartered. 10 Evaporated, 50 lb. boxes 10 Apricots. 10 California in bags. 10 Evaporated in boxes. 10 Blackberries. 10 In boxes. 10 Nectarines. 10 70 lb. bags. 10 25 lb. boxes. 10 Peaches. 10 Peel'd, in boxes. 10 Cal. evap. 10 " in bags. 10 Pears. 10 California in bags. 10 Pitted Cherries. 10 Barrels. 10 50 lb. boxes. 10 25 " 10 Prunelles. 10 30 lb. boxes. 10 Raspberries. 10 In barrels. 10 50 lb. boxes. 10 25 lb. " 10 Raisins. 10 Loose Muscatels in Boxes. 10 2 crown 10 3 10 Loose Muscatels in Bags. 10 2 crown 10 3 10 Foreign. 10 Currants. 10 Patras, bbls. 3 Vostizzas, 56 lb. cases. 3 4 GENUINE GREEK CURRANTS BEST QUALITY GUARANTEED CLEANED & STEAMLESS EXTRA FINE IMPORTED & CLEANED BY GRAND RAPIDS FRUIT CLEANING CO. GRAND RAPIDS, MICH.</div> <div>36 1-lb. cartons. 5 3/4 25 lb. boxes. 4 3/4 50 lb. boxes. 4 3/4</div>	<div>Peel. Citron, Leghorn, 35 lb. boxes 13 Lemon " 25 " 8 Orange " 25 " 10 Raisins. Ondura, 25 lb. boxes 2 Sultana, 30 " 2 8 Valencia, 30 " 2 8 Prunes. California, 100-120. 5 1/2 " 80x100 25 lb. bxs 5 1/2 " 80x80 " 6 1/2 " 7x80 " 6 1/2 " 60x70 " 6 1/2 Turkey. 3 60 Silver. 3 60 ENVELOPES. XX rag, white. No. 1, 6 1/2 1 35 No. 2, 6 1/2 1 10 No. 1, 6 1 1 25 No. 2, 6 1 1 00 Manilla, white. 6 1/2 75 6 1/2 70 Coin. 90 Mill No. 4. 90 FARINACEOUS GOODS. Farina. 100 lb. kegs. 3 3/4 Hominy. Barrels. 3 00 Grits. 3 3/4 Lima Beans. 4 4 1/4 Dried. 4 4 1/4 Maccaroni and Vermicelli. Domestic, 12 lb. box. 55 Imported. 10 1/2 11 Pearl Barley. 2 60 Kegs. 2 60 Green, bu 1 15 Split per lb. 3 Peas. Rolled Oats. 5 60 Schumacher, bbl. 2 95 " 1/2 bbl. 2 95 Monarch, bbl. 4 00 Monarch, 1/2 bbl. 2 60 Quaker, cases. 3 20 Sago. German 4 1/2 East India 5 Wheat. Cracked. 3 1/4 FISH-Salt. Bloaters. Yarmouth. 10 Cod. Georges cured. 4 1/2 Georges genuine. 6 Georges selected. 6 1/2 Boneless, bricks. 6 1/2 Boneless, strips. 6 1/2 Halibut. Smoked. @ Herring. Holland, white hoops keg 70 " bbl 9 50 Norwegian. 2 50 Round, 1/2 bbl 100 lbs. 1 30 " 1/2 40 " 1 19 Scaled. 19 Mackerel. No. 1, 100 lbs. 10 00 No. 1, 40 lbs. 4 40 No. 1, 10 lbs. 1 00 No. 2, 100 lbs. 8 00 No. 2, 40 lbs. 3 50 No. 2, 10 lbs. 95 Family, 90 lbs. 90 " 10 lbs. 10 Sardines. Russian, kegs. 55 Trot. 4 75 No. 1, 1/2 bbls. 100 lbs. 4 75 No. 1, 1/2 bbl. 40 lbs. 2 35 No. 1, 1/2 bbls. 10 lbs. 63 No. 1, 1/2 bbls. 10 lbs. 53 Whitesh. No. 1 family 2 25 1/2 bbls, 100 lbs. 2 25 1/2 bbls, 40 " 2 80 1 20 10 lb. kits 78 88 5 lb. 65 33 MATCHES. Globe Match Co.'s Brands. Columbia Parlor. 81 25 XXX Sulphur. 1 00 Diamond Match Co.'s Brands. No. 9 sulphur. 1 65 Anchor parlor. 1 70 No. 2 home. 1 10 Export parlor. 4 00</div> <div>FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz 8 75 4 oz 1 50 Regular Vanilla. 2 oz 1 20 4 oz 2 40 XX Grade Lemon. 2 oz 1 50 4 oz 3 00 XX Grade Vanilla. 2 oz 1 75 4 oz 3 50 Jennings. Lemon, Vanilla 2 oz regular panel. 75 1 30 4 oz 1 50 2 00 6 oz 2 00 3 00 No. 3 taper 1 35 2 00 No. 4 taper 1 50 2 50 Northrop's. Lemon, Vanilla 2 oz oval taper 75 1 10 3 oz 1 20 1 75 2 oz regular 85 1 20 4 oz 1 00 2 25 GUNPOWDER. Rifle-Dupont's. 3 25 Kegs 1 90 Half kegs 1 30 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore-Dupont's 4 25 Kegs 2 40 Half kegs 1 35 Quarter kegs 3 00 1 lb cans 60 Eagle Duck-Dupont's. 11 00 Kegs 5 75 Half kegs 3 00 Quarter kegs 3 00 1 lb cans 60 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY. 15 lb. pails. 2 75 17 " 2 63 30 " 2 98 LICORICE. Pure 30 Calabria 25 Sicily 12 Root 10 LYE. Condensed, 2 doz 1 20 4 doz 2 25 MINCE MEAT. NEW ENGLAND CONDENSED MINCE MEAT T. E. DOLGHERTY CONDENSED MINCE MEAT, 3 doz. in case 2 75 Pie Prep, 3 doz. in case 3 00 MEASURES. Tin, per dozen 1 75 1 gallon 1 40 Half gallon 70 Quart 45 Pint 40 Half pint 40 Wooden, for vinegar, per doz. 7 00 1 gallon 4 75 Half gallon 3 75 Quart 2 Pint 2 MOLASSES. Blackstrap 14 Sugar house. 14 Cuba Baking. 15 Ordinary Porto Rico 20 Prime New Orleans 30 Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half barrels 3c. extra</div> <div></div>		

PICKLES.

Medium.	
Barrels, 1,200 count.	25 50
Half bbls, 600 count.	23 25
Small.	
Barrels, 2,400 count.	6 00
Half bbls, 1,200 count.	3 50

PIPES.

Clay, No. 215.	1 70
" T. D. full count.	70
Cob, No. 3.	1 20

POTASH.

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

RICE.

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

SPICES.

Whole Sifted.	
Allspice.	9 1/2
Cassia, China in mats.	9 1/2
" Batavia in bund.	15
" Saigon in rolls.	32
Cloves, Amboy.	32
" Zanzibar.	11 1/2
Mace Batavia.	50
Nutmegs, fancy.	75
" No. 1.	60
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
Cloves, Amboy.	22
" Zanzibar.	18
Ginger, African.	16
" Cochon.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	24
Sage.	20
" Absolute" in Packages.	
Allspice.	84 1/2
Cinnamon.	84 1/2
Cloves.	84 1/2
Ginger, Jamaica.	84 1/2
" African.	84 1/2
Mustard.	84 1/2
Pepper.	84 1/2
Sage.	84

SAL SODA.

Granulated, bbls.	1 1/2
" 75 lb cases.	1 1/2
Lump, bbls.	1 15
" 145 lb kegs.	1 1/2

SEEDS.

Anise.	25
Canary, Smyrna.	4 1/2
Caraway.	4
Cardamom, Malabar.	90
Hemp, Russian.	4
Mixed Bird.	50 1/2
Mustard, white.	10
Poppy.	9
Rape.	5
Buttle bone.	80

STARCH.

Corn.	
30 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, 24 1/2 lb. boxes.	1 60
Barrels, 320 lbs.	2 50
" 115 1/2 lb bags.	4 00
" 60 1/2 lb "	3 75
" 30 1/2 lb "	3 50
Butter, 56 lb bags.	65
" 20 1/2 lb bags.	3 50
" 280 lb. bbls.	2 50
" 24 lb "	2 25
Worcester.	
115 1/2 lb sacks.	24 00
60 1/2 lb "	3 75
30 1/2 lb "	3 50
22 1/2 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks.	35 1/2
Common Grades.	60
100 3-lb. sacks.	22 10
60 5-lb. "	1 90
25 10-lb. sacks.	1 75

WARS.

56 lb. dairy in drill bags.	30
" 28 lb. "	16
56 lb. dairy in linen sacks.	75
" Higgins.	
56 lb. dairy in linen sacks.	75
" Solar 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. 5 doz.	10 20 gro
2 " N. S. 1 20 "	12 60 "
2 " F. M. 1 40 "	14 40 "
Vanilla.	
1 oz. F. M. 1 50 doz.	16 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz.75 doz.	8 00 "
Vanilla.	
2 doz.1 00 doz.	10 50 "

SOAP.

Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2-lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp'd.	33 33
" plain.	3 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
Marseilles.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	

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TEAS.

JAPAN—Regular.	
Fair.	21 7
Good.	23 0
Choice.	24 25
Choicest.	32 34
Dust.	10 12

SUN CURED.	
Fair.	21 7
Good.	23 0
Choice.	24 25
Choicest.	32 34
Dust.	10 12

BASKET FIRED.	
Fair.	18 20
Choice.	22 25
Choicest.	32 34
Extra choice, wicks.	32 34

GUNPOWDER.	
Common to fair.	25 25
Extra fine to finest.	50 55
Choicest fancy.	75 85
oolong.	25 26
Common to fair.	23 23
IMPERIAL.	23 26
Common to fair.	23 26
Superior to fine.	30 35
TOONG HYSON.	23 26
Common to fair.	15 25
Superior to fine.	30 40

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

TOBACCO.	
Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30 32
Tiger.	30
D. Scotten & Co.'s Brands.	
Hiawatha.	60
Cuba.	32
Rocket.	30
Spaulding & Merrick's Brands.	
Sterling.	30
Private Brands.	
Bazoo.	30 30
Can Can.	27 27
Nellie Bly.	24 25
Uncle Ben.	24 25
McGinty.	27
" 1/2 bbls.	25
Columbia.	24
Columbia, drums.	23
Bang Up.	23
Bang up, drums.	19

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TOBACCO.	
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REPRESENTATIVE RETAILERS.

O. W. Pettit, the Grocer of Wellington Flats.

Orlando W. Pettit was born in Somerset, Niagara county, New York, in 1846. His education was obtained in the justly celebrated Medina Academy, from which he graduated when 17 years of age. Soon after graduating he was engaged to teach the district school at Cambria, New York, through the winter term. At the close of the term he returned to school for another year's study, at the close of which he left his native State and came to Portland, Mich., whence he was followed in a short time by his father's family. His father purchased a farm near Portland and for one season Orlando had full charge of the farming operations. Never of robust health, the hard work of the farm proved too much for him and for several years he was unable to do work of any kind. Finally, with his health partially restored, he started a grocery in Portland, which he conducted with profit for about five years, but again ill health compelled him to suspend work, and for three years the battle with his relentless enemy was carried on. Once more he conquered and then he came to Grand Rapids and went into the lumber business with L. M. Cutcheon where he continued four years. He then purchased the grocery stock of John Killeen at 52 Lyon street, which business he conducted for about four years. He then disposed of the grocery and entered the real estate business. Later he purchased and remodelled the block on the corner of Plainfield avenue and Quimby street, in which he opened a grocery. Last month he secured the west half of the ground floor of the Wellington flats, the dimensions of which are 20x164 feet. Here he opened what is, undoubtedly, one of the handsomest and best appointed groceries in the city. Mr. Pettit is building up a good trade in his new location, which is one of the best in the city. To a naturally quiet and unobtrusive disposition has been added a reserve which is the result of his years of ill health, but his heart is still in the right place and he has the respect and esteem of a large circle of friends. He was a short time ago elected to the deaconate of the Fountain street Baptist church, of which he is a member.

A bounty of 25 cents per tree is offered by the government of Costa Rica to all persons who plant 500 or more cocoa trees and cultivate them for a period of three years. The law took effect July 29 last, and will continue in force until 1900 unless sooner repealed.

Blackmailing Tactics of the Trades Unions.

One of the most annoying things the city merchant has to contend with is the blackmailing tactics of the trades unions in forcing dealers to advertise in their handbooks and directories on penalty of being boycotted for refusing to do so. The New York Sun recently referred to an instance of this kind as follows:

The arrest of a couple of advertising agents of a labor union upon a charge of blackmailing merchants brings to notice a practice from which many shopkeepers suffer. Such agents are constantly going to stores and factories for the purpose of extortion. They say that the union or the assembly is getting out a handbook, or a souvenir, or a list of their business friends, and demand an advertisement for it. They threaten to blacklist or boycott the dealers who refuse to accede to their demands, and they are in some cases able to carry out their threats to some extent. We know of a case in which the blackmailing agent of a union was thus able to get over \$1,000 worth of advertisements, and to get the money for them, too, although probably not one of the advertisers ever realized the slightest advantage from his advertisement.

The merchants who are thus approached and menaced ought to do as did Chris. Munger, the milk dealer, when two of these fellows demanded his advertisement under penalty of a boycott, "turn the rascals out." No merchant ought to submit to them, and the respectable unions (if there is such a thing as respectability among trades unionists) ought not to tolerate their existence. Capt. Price, of the police department, did well in arresting one of these vampires who entered Munger's place blusteringly and threatened to break up his business if he refused to give an advertisement to a catchpenny handbook.

Danger from Cocaine.

Geo. C. Stout in Philadelphia Polyclinic.

The large number of cases of toxicity would indicate that the present use of cocaine is rather too free; it should be regarded as a dangerous remedy to tamper with and should be used with especial cautiousness and moderation, for in addition to its toxic properties its use is prone to grow habitual.

It is more agreeable than morphine, alcohol, or any other narcotic, and therefore more alluring and seductive. In this connection I may say that I have met with five physicians who have formed the habit, much to the detriment of their moral and physical well-being. Two of these have fortunately been able to break themselves of it, but only with much difficulty and persistence.

In using cocaine on the mucous surface of the nose, the question is not simply to obtain the desired anesthesia, but to obtain it with a minimum quantity of the drug, thus eliminating the unpleasant toxic effects as nearly as possible. For the purpose of diagnosis the 2 per cent. slightly alkaline solution is of ample strength.

CANDY

Our Specialty
FINE GOODS

for Summer Resort Trade.

Nice Line of Package Goods. Our 10 cent package of Fine Chocolates is a Hummer. Send for sample order.

A. E. BROOKS & Co.
GRAND RAPIDS, MICH.

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.

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 Worsted 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 Wednesday, Thursday and Friday, Sept. 26, 27 and 28, being West Michigan Fair week. Customers who meet him there will be allowed expenses.

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.

COUPON BOOKS

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



KING
of
THEM
ALL

P. & B. OYSTERS

Be Sure and Get Them.

Sold by all Grand Rapids Wholesale Grocers and

THE PUTNAM CANDY CO.

How to Catch Mackinaw Trout in Grand Traverse Bay.

"If the Mackinaw trout could be fished for with a light rod and tackle, as salmon are," said a well-known business man, who has been trying these gamey fish in Grand Traverse Bay, "the title of the salmon as king of game fish would fall at once. The Mackinaw trout is stronger than the salmon, of greater average weight, equally as tactful, and as fierce a fighter as that Goliath of fresh water fish, the muskallonge. A bout with one of these trout at the end of a hundred feet of line on a supple split bamboo rod would give the sturdiest salmon fisherman enough of hard and exciting work to satisfy him for the day. Eighteen, twenty, and even twenty-five pounders are by no means uncommon, and thirty pounders excite no more than ordinary comment.

"But the Mackinaw trout, like the salmon trout of the New York lakes, isn't built for fine tackle, and if you want him you must work the oars of a boat faithfully, and trail your whirling troll at the end of 200 or 300 feet of heavy line in from 50 to 100 feet of water. Sometimes the fisherman ties his line to his leg as he rows his boat, but the usual style is to hold it in his mouth—that is, if he is fishing for trout anywhere on the lake but Traverse Bay.

"From time out of mind Mackinaw trout have been fished for in Lake Michigan with a slender, minnow-shaped troll, so made that it will whirl rapidly when drawn through the water, and fastened to a staring white line as big around as a lead pencil. A good many fishermen had held for years that this trolling line was a detriment to fishing, as it acted as a menace to the trout, which are shy and wary, and that with a line less in evidence in the clear waters of the lake greater success would attend the sport of Mackinaw trout fishing. But no one seemed courageous enough to try any other kind of a line until two years ago, when a citizen of Traverse City, who was not a fisherman, made up his mind that he knew how more and bigger trout could be caught, and he went fishing one day with a fine copper wire for his line instead of the staring white twine of the fathers. This wire was absolutely invisible in the water, and when let out with the troll carried no suspicion to the Mackinaw trout's watchful eye. The result was that this citizen came ashore with a boat load of the biggest Mackinaw trout any one had ever seen in one lot from Traverse Bay. Since then the fishermen in that part have adopted the copper wire for a trolling line, but elsewhere on the lake the hide-bound old sportsmen stick to tradition and white twine.

"There is no mistaking the strike of a Mackinaw trout on the troll, and the instant he makes it all other business must be subordinated to that of getting him safe into the boat. In the expressive and comprehensive parlance of the Lake Michigan fisherman, 'You've got to keep a Mackinaw trout a-goin'.' It is no easy matter to keep a fifteen or twenty pound Mackinaw trout a-goin', and the inexperienced angler will find that the first thing he knows the trout will be 'keepin' him a-goin'.' If the big fish gets the least bit of slack line he will turn and dash away, sometimes actually pulling the boat around, if not towing it. Once headed away

from the fisherman, this gamey and lusty fish rarely fails to break the hold of the hook. The angler who can keep his trout a-goin' as he hauls in the line hand over hand may get his prize alongside or within spearing or shooting distance in the course of fifteen or twenty minutes.

"The Mackinaw trout fishermen never take the risk even of gaffing a big trout. Indeed, some carry revolvers of large caliber, and when the trout is hauled alongside the boat or within safe range they shoot it in the head, and put the fight beyond all question. Others spear their catches with long-handled, sharp tined gigs."

Getting the Best of Phil Armour.

Eugene Field in Chicago Record.

Our respected townsman, Phil D. Armour, has the name of being pretty liberal with his employees. He pays good salaries, but he wants faithful service. It is his custom to make occasional presents to his men, either in cash or its equivalent, and it is not an uncommon practice with him to give an employee an order for a new suit of clothes. He called one of his young men aside one day and said: "I want to make you a little present. You wouldn't object to some new clothes, would you? Here is an order for a suit; please accept it as a token of my recognition of your service."

The young man was very much pleased, but when he came to think the matter over he said to himself: "The chances are that I'll never get this opportunity again. Mr. Armour has an army of employees, and it is altogether unlikely that my turn will ever come round again. I need a business suit, but I can buy it with my own money. I'll do the smart thing and get a dress suit on this order." And the young man chuckled to think what a real shrewd game he was playing.

When Mr. Armour got the bill for \$80 for that dress suit he was considerably surprised. He leaned his head upon his hand and considered the affair calmly; then he sent for the young man.

"My young friend," said Mr. Armour to the fellow, "is this bill correct?" The young man looked at the bill and said yes.

"When I gave you the order," said Mr. Armour, "I specified no amount which I was willing to pay. I took it for granted that you would pay that consideration to my friendly liberality which others in my employ have always observed; I supposed that a young man occupying a comparatively humble position would be contented with moderate-priced attire. You see I wear very inexpensive clothing. Forty dollars would, I think, have purchased as fine a suit of clothes as you should have. I am not finding fault with you; I shall pay this bill and shall never allude to it again. But I have called you in here to ask you, as a business man, whether you really think it was a smart business procedure upon your part to practice that which might be construed as an imposition upon a kindly disposed employer? Do you not think I would naturally have been more pleasantly disposed toward you had you been as generous in your use of my friendliness as I was in extending it to you?"

The young man was greatly abashed. He tried to apologize and he stammered confusedly.

"You are a young man," said Mr. Armour, kindly, "and you have much to learn. I want to impress upon you that you should never take even a seeming advantage of a friend; for, aside from all other considerations, that is not a smart business move."

This lesson had its desired effect. Mr. Armour never alluded to the affair again, but he was pleased to see that young man prove by his devoted service genuine regret for his foolish error. The young man has been promoted from time to time and is now one of Mr. Armour's trusted lieutenants. It is he himself who tells this story of his employer's generosity, amiability and forbearance.

Use Tradesman Coupon Books.



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 Lymington Rubber Company,

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

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

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages	.....	\$2 00
3 " 240 " "	.....	2 50
4 " 320 " "	.....	3 00
5 " 400 " "	.....	3 50
6 " 480 " "	.....	4 00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,880 Invoices... \$2 00

TRADESMAN COMPANY,

Agents,

Grand Rapids, - - - Mich.

Established 1868.

H. M. Reynolds & Son.

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

Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

MICHIGAN CENTRAL
"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive.	Depart
10 20 p.m.	Detroit Express 7 00 a.m.
5 30 a.m.	*Atlantic and Pacific 11 20 p.m.
1 50 p.m.	New York Express 6 00 p.m.

*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

July 1, 1894.

AND WEST MICHIGAN R.V.

GOING TO CHICAGO.

Lv. G'd Rapids.....	7:25am 1:25pm *11:30pm
Ar. Chicago.....	1:25pm 6:50pm *6:45am

RETURNING FROM CHICAGO.

Lv. Chicago.....	8:15am 5:00pm *11:45pm
Ar. G'd Rapids.....	3:05pm 10:35pm *6:25am

CHICAGO VIA ST. JOE AND STEAMER.

Lv. Grand Rapids.....	1:25pm *6:30pm
Ar. Chicago.....	8:00pm 2:00am

Lv. Chicago 9:30am, ar Grand Rapids 5:35 pm

TO AND FROM MUSKOGON.

Lv. Grand Rapids.....	7:35am 1:25pm 5:30pm
Ar. Grand R.	9:15am 3:05pm 5:25pm 10:35pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids.....	7:30am 5:45pm 11:15pm
Ar. Manistee.....	12:30pm 10:35pm
Ar. Traverse City.....	11:30am 11:10pm 4:55am
Ar. Charlevoix.....	1:00pm 7:27am
Ar. Petoskey.....	1:25pm 7:55am
Ar. Bay View.....	1:30pm 8:00am

Local train making all stops leaves Grand Rapids *7:45am. Trains arrive from north at 6:00am, 11:50am, 1:00 pm and *10:30pm.

PARLOR AND SLEEPING CARS.

Parlor cars leave for Chicago 7:35am and 1:25 pm. For north 7:30am and 5:45pm. Arrives from Chicago 3:05pm and 10:35pm. From north 11:50 pm and 1:00pm. Sleeping cars leave for Chicago 11:30pm. For north 11:15pm. Arrive from Chicago 6:25. From north 6:00.
*Every day. **Except Saturday. Others weekdays only.

DETROIT,

June 24, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.

Lv. Grand Rapids.....	7:00am 1:20pm 5:55pm
Ar. Detroit.....	11:40am 5:30pm 10:40pm

RETURNING FROM DETROIT.

Lv. Detroit.....	7:40am 1:10pm 6:00pm
Ar. Grand Rapids.....	12:40pm 5:15pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G.R. 7:00am 1:45pm	Ar. G.R. 11:40am 10:45pm
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TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids.....	7:00am 1:20pm 5:55pm
Ar. from Lowell.....	12:40pm 5:15pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

GEO. DEHAVEN, Gen. Pass'r Ag't.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.			
Trains Leave	*No. 14	*No. 16	*No. 18
G'd Rapids, Lv	6 45am	10 20am	3 25pm 11 00pm
Ironia, Ar	7 40am	11 25am	4 27pm 12 35am
St. Johns, Ar	8 25am	12 17pm	5 20pm 1 25am
Owosso, Ar	9 00am	1 20pm	6 05pm 2 00am
E. Saginaw, Ar	10 50am	3 45pm	8 00pm 3 10am
Bay City, Ar	11 32am	4 35pm	8 37pm 3 15am
Flint, Ar	10 05am	3 45pm	7 05pm 5 40am
Pt. Huron, Ar	12 05pm	5 50pm	8 50pm 7 30am
Pontiac, Ar	10 53am	3 05pm	8 25pm 5 37am
Detroit, Ar	11 50am	4 05pm	9 25pm 7 00am

WESTWARD.

For Grand Haven and Intermediate Points	.....	*7:35 a. m.
For Grand Haven and Muskegon	.....	*11:00 p. m.
" " " Chicago and Milwaukee	.....	*4:55 p. m.
For Grand Haven and Milwaukee	.....	*7:30 p. m.
For Grand Haven and Milwaukee	.....	*10:05 p. m.
For Grand Haven (Sunday only)	.....	*2:00 a. m.

*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:35 p.m. and 10:00 p.m.
Trains arrive from the west, 6:40 a.m., 10:10 a.m., 3:15 p.m. and 10:50 p.m. Sunday, only, 8:00 a.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana

TRAINS GOING NORTH.	
Leave	Leave going North
For Cadillac & Saginaw.....	7:00 a. m.
For Mackinaw.....	7:00 a. m.
For Traverse City and Saginaw.....	4:45 p. m.
For Mackinaw.....	10:35 p. m.

TRAINS GOING SOUTH.	
Leave	Leave going South
For Cincinnati.....	7:00 a. m.
For Kalamazoo and Chicago.....	2:30 p. m.
For Fort Wayne and the East.....	9:30 p. m.
For Cincinnati.....	5:40 p. m.
For Kalamazoo and Chicago.....	*11:40 p. m.

Chicago via G. R. & I. R. R.

Lv. Grand Rapids.....	7:00 a.m. 2:30 p.m. *11:40 p.m.
Ar. Chicago.....	2:00 p.m. 9:00 p.m. 7:10 a.m.

2:30 p.m. train has through Wagner Buffet Parlor Car and coach.

11:40 p.m. train daily, through Wagner Sleeping Car and Coach.
Lv. Chicago..... 6:50 a.m. 3:30 p.m. 11:30 p.m.
Ar. Grand Rapids..... 2:00 p.m. 9:15 p.m. 6:55 a.m.
3:30 p.m. has through Wagner Buffet Parlor Car.
11:30 p.m. train daily, through Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7:15 a.m. 8:25 a.m.
1:40 p.m. 1:15 p.m.
5:40 p.m. 8:45 p.m.

O. L. LOCKWOOD

General Passenger and Ticket Agent.

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Headings, Maps, Plans and Patented
Articles.
TRADESMAN CO.,
Grand Rapids, Mich.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Sept. 15.—There are in store and afloat 473,272 bags of Rio coffee to date, while last year the supply at the same time was 245,409. Prices a year ago on the Exchange were about 3c higher than this year, but the next twelve months seem destined to witness a still greater drop. We will see the supplies greatly increase and it is this that keeps our coffee market so quiet. The majority of dealers anticipate a decided drop and well-posted buyers are purchasing hand-to-mouth supplies. Quotation on Rio No. 7 at the moment is 15½c. Mild sorts just at present are not in abundant supply, and prices are firmer than for Brazils.

Molasses, both foreign and domestic, are very well cleaned up. Prices are firmly held and dealers profess a good deal of confidence in the future. Prime to choice New Orleans, 19@24c for centrifugal and 30@36c for open kettle; Porto Rico, 26@34c.

The chief supply of rice is the foreign article and the market is firm. No domestic to speak of here.

There has been no change in the price of granulated sugar for three weeks. The demand remains about as usual and orders are small.

Teas are increasing constantly in firmness and holders will soon find them netting a handsome profit. A lively discussion is going on between the importers of certain teas and the customs officials who have not allowed all teas to come through. There have been great quantities rejected and public sympathy, whether right or wrong, seems to be on the side of the customs officials. Indeed, to see some displays of tea here one cannot help thinking it ought to be rejected, just as we reject inferior immigrants.

Canned goods meet with no special requests. The packing of tomatoes is going on briskly.

Lemons sell slowly and, in fact, the whole foreign fruit market is flat and stale. Bananas are selling, perhaps, a little better, but, as a rule, the demand is dull all round. Lemons sell from \$2 to \$4.50, as to size and quality. Oranges, Sorrento, \$3.25@3.50; Jamaica, per bbl., \$4.25. Bananas, 85c@\$1.10 for firsts. Pineapples, \$5@10. Some new crop Florida oranges have been received. They are held at \$2.25 for 176s. Domestic green fruit is in very free receipt and prices are low.

The butter market is quiet and lower. The range for good to best is 20@24c.

Cheese is quiet, 10½@10¾c being outside rates. Exports are light.

Fancy Michigan eggs bring 18c and it takes something "fresh every hour" to beat this price.

People who associate the idea of advanced age with feebleness and decrepitude should rise early one of these fine mornings and go to Central Park and see the procession of ruddy vigorous men of mature years who throng into New York's big pleasure grounds long before the majority of their sons and grandsons are out of bed. Very few of them drive. The majority of them may be seen sitting erect on sharp-gaited horses, riding with the ease and confidence of accomplished horsemen. Many of them have adopted the bicycle, and gray beards are more numerous before working hours on the Park drives than beardless chins. It is altogether a remarkable exhibition and one that few people would look for.

Trade continues fairly good. The jobbers say generally they have nothing to complain of and retailers are doing an excellent business. While there will, probably, be more destitution than has prevailed for some years this winter, no one expects to see the long line of free-bread people on hand that the community fed last winter—at least, we hope there will be no such spectacle. JAY.

Prominent Hebrew residents of New York are preparing to erect a bronze statue to the memory of the late Jesse Seligman, the banker and philanthropist.

JAPAN A CIVILIZED COUNTRY.

For some time past the Government of Japan has been seeking to secure a revision of the treaties existing with the various foreign powers, including Great Britain and the United States. The main purpose in view in seeking such revision was to secure the abandonment of the extra territorial or consular jurisdiction maintained by the powers in Japan. It has been the custom for all the great powers, including this country, to insist that their citizens residing in China, Japan and a number of other uncivilized or semicivilized countries should not be subject to the jurisdiction of native courts, but must be tried upon all charges before the consular courts established in such countries.

The Japanese Government has fretted under this provision of the treaties with foreign countries for some years. Japan has made such vast strides in the arts of civilization that she has earned the right to a place among the civilized nations. The Japanese themselves are exceedingly proud of the progress their country has made, and naturally they resent the continuance of the old extra territorial jurisdiction claimed by the foreign powers as a slur upon the civilization of the nation. The demand for the withdrawal of the consular courts has thus become a matter of prime importance to Japan, and she has undertaken a revision of her foreign treaties with that object in view.

It has recently been announced that a new treaty has been arranged with the British Government, in which England abandons the right of extra territorial jurisdiction leaving British subjects residing in Japan under the sole control of the Japanese courts. Of course, British subject are guaranteed, in return, full protection of their rights and all the advantages attaching to the customary favored nation clause.

The course of Great Britain practically insures the entire abandonment of the consular court system, as far as Japan is concerned. The United States will no doubt soon concede the same point to Japan, and the European powers will not be slow to follow the lead of England.

The first of the foreign treaties negotiated by Japan, in which abandonment of extra territorial jurisdiction was expressly stipulated, was that with Mexico, which went into effect less than two years ago. That treaty gave Mexican citizens the right to reside in any part of Japan.

The treaty with Great Britain just concluded is an announcement to the world that Japan has definitely and for all time passed from the list of semi-civilized countries, and that, for the future, it is as safe for foreign residence and travel as any other portion of the civilized world. This concession is a just and fitting recognition of the enterprise, courage and intelligence of the Japanese, and cannot fail to win them sympathy and encouragement in the war with China.

The Banker From Scott's Standpoint.

I note that the rate for call money in New York is 1 per cent.—that's been the figure there for six months or more. Over in London the rate is a quarter of one per cent. per annum. This tells the story of idle money, and idle money means idle men always. It goes best with us all when the bankers are busy

and getting good rates. In thinking of banks, we mustn't make the mistake of supposing that the concern is owned and run by a millionaire or two. That would be all wrong. A bank has a great many small stockholders scattered over the country—people of small means who hold the stock for the interest it earns. We mention this so that when you are cursing the bank, you may know whom you are cursing. We pity the man who is so ill informed and so full of hatred as to look upon banks as extortioners, to be annoyed or suppressed. To all our friends we keep saying, Don't quarrel with your banker. If you do quarrel with him, change your account at once, for your applications, such is human nature, may not be well received. These are times when bankers, the world round, are real pleasant fellows. When a customer comes in now, he is treated as one treats a loving friend who drops in to dinner—"real glad to see you, sir." Will this behavior change? Ah, yes, 'twill change. By and by they'll be rough again and stingy. The wise borrower makes timely provision against these returning fits. When these fits are on, you wouldn't think the banker was the same man. He is though, for before he put on his pleasant, but now he is himself again, ugly, natural. Again a bank is a concern where the most of the money loaned out belongs to thousands of depositors who leave much of their money in the bank for convenience and safety. Every person should bank their money, for in doing that every dollar is turned into use for the general good—to be loaned out. GEO. R. SCOTT.

Use Tradesman Coupon Books.

S. P. BENNETT FUEL & ICE CO.,

SOLE AGENTS

And Jobbers of

ALL KINDS OF FUEL,
GRAND RAPIDS, MICH.

Oysters.

Note Lower Prices.

Solid Brand, Extra Selects, per can \$	28
Solid Brand, Selects, per can.....	26
Solid Brand, E. F., per can.....	22
Solid Brand, Standards, per can....	20
Daisy Brand, Selects, per can.....	24
Daisy Brand, Standards, per can....	18
Daisy Brand, Favorites, per can....	16
Mrs. Withey's Home Made Jelly, made with green apples, very fine	
30-lb pail	1 00
17-lb pail.....	65
Mrs. Withey's Condensed Mince Meat, the best made. 85 cents per doz. 3 doz. in case. Will quote bulk mince meat later.	
Pure Cider Vinegar, per gallon....	10
Pure Sweet Cider, per gallon.....	12
Fine Dairy Butter, per pound.....	19
Fancy 300 Lemons, per box.....	4 50
Extra Choice, 300 lemons per box..	4 00
Extra Choice, 360 lemons per box..	4 00
Choice 300 Lemons, per box.....	3 50
Choice 360 Lemons, per box.....	3 50

EDWIN FALLAS,

Oyster Packer and Manufacturer.

VALLEY CITY COLD STORAGE,

215 and 217 Livingston St.,

Grand Rapids, Mich.

ELECTROTYPES

DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN
TRADESMAN CO. GRAND RAPIDS, MICH.

FIRST PRIZE BRAND CONDENSED MILK.

QUALITY ABSOLUTELY GUARANTEED.



Prepared by Michigan Condensed Milk Co., at its factories at Lansing and Howell, drawing their milk supplies from the finest dairy region in the country. Natural advantages, long experience, thorough knowledge of the business and the latest and most approved methods and machinery combine to make FIRST PRIZE the most perfect milk prepared in Europe or America.

No matter what price you pay, you cannot buy a better article.

Our other brands are, DARLING, STANDARD and LEADER. See quotations in Price Current.

MARSHALL BROTHERS, General Sales Agents,
39 W. Woodbridge St., DETROIT, MICH.



Oysters

OLD RELIABLE

ANCHOR BRAND

All orders receive prompt attention at lowest market price.

See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.

Are You Selling ^{THE} Hunting Season

is upon us



IF NOT, WHY NOT?

I. M. Clark 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.

Nine
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

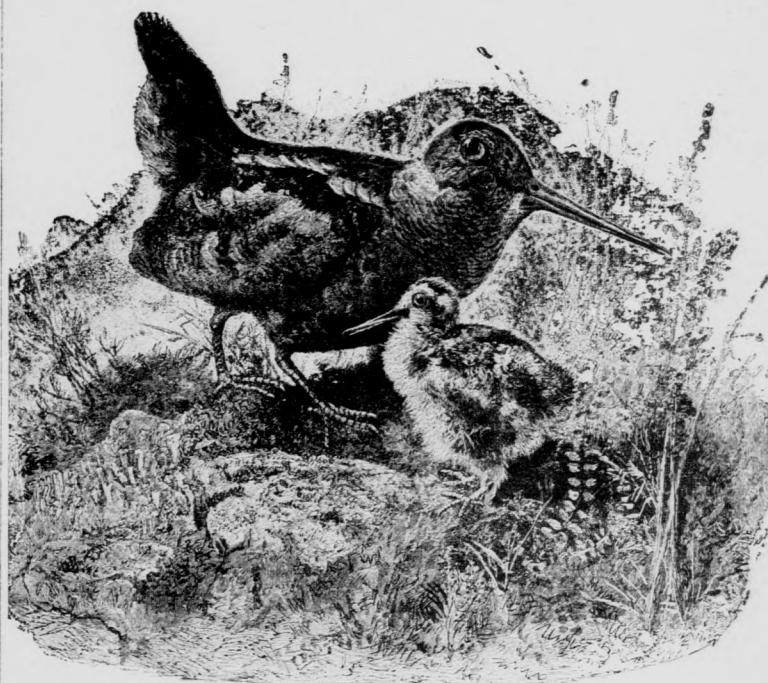
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YOUR
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FOR
MUSKEGON
BAKERY'S
CAKES and
CRACKERS

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.



We are agents for all the leading lines of **Guns** and **Ammunition**.

Winchester, Marlin, Remington and Colt's Guns always in stock.

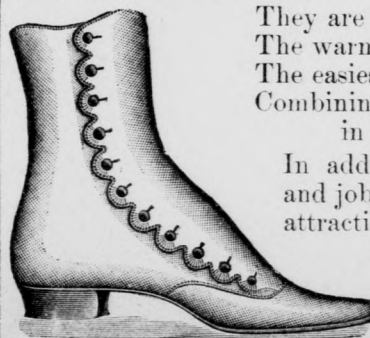
We shall try and keep our assortment complete, and hope to secure the trade of Western Michigan on this line of goods

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.

H. LEONARD & SONS Grand Rapids, Mich.

No Charge for Cartage on Fruit Jars.

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
Pints, 6 doz in case.....	5 25
Quarts, 8 doz in box.....	5 50
Half gallons, 6 doz in box.....	7 00
Extra covers for pint, quart and half gallon.....	2 25
Rubber rings for Mason's jars.....	75

Flint Glass Mason Fruit Jars.

Clear fine glass.	
Quarts, 1/2 gro in case, per gro.....	55 50
Half Gallons, 1/2 gro in case, per gro.....	7 50
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, 12 doz in bbl (bbl 35c) per doz.....	26

Common Tumblers.

1/2 Pint, plain, 6 doz in box, (box 00) per box.....	\$1 80
1/2 Pint, plain, 24 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.....	16
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.....	90
Tomato or Fruit Jugs 1 gal, per doz.....	90
Stone Milk Pans, 1/2 gal, per doz.....	60
Stone Milk Jars, 1/2 gal, each.....	66

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.....	08
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.....	18
Sealing Wax, 5 lb pks., per lb.....	02 1/2

Flask and Jug Corks.

Flask and Bottle Corks, assorted sizes, No. 6-0, 5 gro in bag.....	\$ 20
Jug Corks, assorted sizes, Nos. 11-0. 1 gro in bag.....	0

Candy Jars.

1 doz in case. No charge for case.	
Open Stock per doz.....	Case

TIN COVER

Quart Squat.....	\$1 75	1 25
1/2 Gal Squat.....	2 10	1 70
1 Gal Tall.....	3 10	3 00
1/2 Gal Tall.....	2 00	1 50
1 Gal Tall.....	3 50	3 00

RING JARS—GLASS COVERS

1/2 Gal Squat or Tall.....	2 50	2 25
1 Gal Squat or Tall.....	3 50	3 00
1 Gal Squat or Tall.....	5 40	4 50

FRENCH JARS—GLASS COVERS

1/2 Gal Squat.....	2 50	2 15
1 Gal Squat.....	3 50	3 00
1 Gal Squat.....	5 00	4 50

Flasks.

Pic-Nic or Shoo Fly Shape		Per Gro
1/2 Pint, 1/2 gro in case.....	\$ 2 40	
1 Pint, 1/2 gro in case.....	3 80	
Quart, 1/2 gro in case.....	6 00	

Lamp Chimneys.

Sole Agents for extra toughened "LaBastie" French glass chimneys. 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 70
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 70

H L & S Flint Chimney.

Selected firsts. Each wrapped and labeled.

	Case of 6	Open, Per Doz.
No. 0 Sun Crimp Top.....	\$2 10	\$ 40
No. 1 Sun Crimp Top.....	2 25	45
No. 2 Sun Crimp Top.....	3 50	60
No. 2 Sun Hinge.....	3 60	65
No. 2 Electric.....	4 00	75
No. 2 Rochester.....	4 00	75

Flint XXX Pure Lead Glass.

No seconds in this line. Each chimney wrapped and labeled. Will not crack from heat.

	Case of 6	Open, Per Doz.
No. 0 Sun Crimp.....	\$2 60	\$ 45
No. 1 Sun Crimp.....	2 80	50
No. 2 Sun Crimp.....	3 80	65
See our lamp catalogue for complete assortment showing chimney for every burner. Sent by mail on receipt of postal.		

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 70

Store Lamps.

400 candle power.	
Rochester, complete, 20 in reflector.....	Pittsburgh, complete, 40 in reflector.....
Banner, complete, 20 in reflector.....	Incandescent, complete, 20 in reflector.....
Send for catalogue showing all.	

Lantern Globes.

	Per Doz
No. 0 Tubular, open stock.....	\$ 45
By the barrel, 5 doz (barrel 35).....	40
No. 0 Tubular Bull's Eye Globe.....	1 25

Clothes Lines.

Jute, 30 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.....	\$ 29
Com'l Note, 5 lb Excelsior.....	49
Com'l Note 6 lb Excelsior.....	59

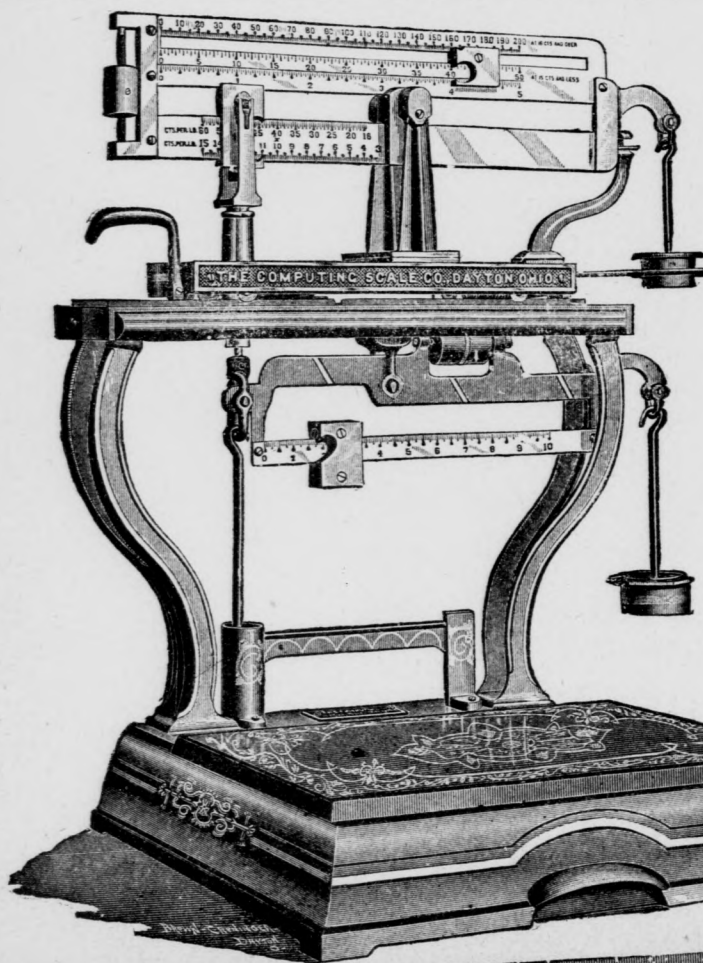
Envelopes.

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

Oil Cans.

	Per Doz.
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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THE ONLY SCALE ON EARTH for the Retail Dealer.

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Paying from
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Per Annum.

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for Him, WHY NOT EQUALLY
SO FOR YOU?

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entire satisfaction. We are sure it will
soon pay for itself, and then expect to
buy another.

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