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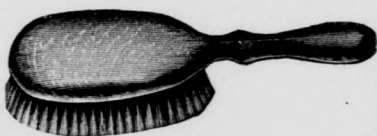
NO. 575

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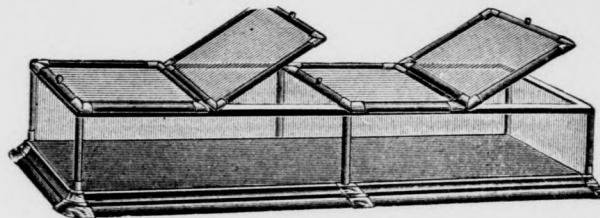
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 26, 1894.

NO. 575

**MICHIGAN
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DETROIT, MICHIGAN.



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W. H. P. ROOTS.

WHAT'S IN A NAME.

"Well, that's done!" and Mrs. Jack patted the crisp pillow-shams and gazed complacently around the pretty rooms—a guest-room that had never yet held a guest—fresh, new and dainty. The breeze stirred the frilled curtains, the late afternoon sun shone on the creamy walls, and the soft light filtered through the young leaves of the chestnut, and faintly tinted with green the lovely "Abend" over the bed.

No wonder Mrs. Jack looked satisfied; no detail for comfort or beauty had been forgotten. She and Jack had been married only a few months; this was the finishing touch to their cosy nest, and any young housewife might have been proud of the result.

Just then Jack rushed in, bearing a letter. He stopped on the threshold.

"Whew! what magnificence! Might a poor worm venture in?"

"Nonsense, Jack! It isn't magnificent at all—only pretty and restful. Come in, bad boy, and tell me what is in that letter."

"You know Cousin Elizabeth?" asked Jack, as he settled himself in a big easy-chair and pulled his little wife down beside him.

"Yes, indeed, dear. You remember I saw her the summer we were engaged, and I liked her so much! Such a sweet face and gentle ways! But she seems too old to be your cousin—more like an aunt."

"Father was the youngest of an immense family, and Cousin Elizabeth's mother was the eldest, so there were many years between them; indeed, father and his niece are nearly of an age. You knew she was married?"

"Yes, an old love story, wasn't it—a real romance?"

"Well, Nannie, what do you say to your new room being christened by this ancient bridal couple on their antique honeymoon?"

"Oh, this isn't their honeymoon! They were married long before we were, and that was ages ago. Besides, they aren't so old, and I am very glad to have some of your people for our first guests. You've been such a perfect dear about this room. What does the letter say?"

He read it:

DEAR BOY AND HIS DEAR WIFE—I have so longed to see you in your new happiness, and now comes an opportunity. The Colonel has come to Boston on business, and I am with him. Would it be convenient for you to have us for a few days? Do not hesitate to say so if it would not. If you really do want us, couldn't Jack meet the Colonel at Young's, after his business hours Wednesday, and take him out to your home? I have an engagement that will keep me until evening, but I can find my way to you easily. With dear love to both,
COUSIN ELIZABETH.

P. S. I do want you to see my Colonel.
C. E.

"Wednesday—that's day after to-morrow," said Mrs. Jack. "I shall be so happy to have them! I'll write at once. But she gave no address! Never mind, you can assure the Colonel when you meet him how pleased we are. There's the dinner bell."

That night, as Nan was taking hair-pins out of her bonny brown locks, she

casually remarked to Jack:

"What did you say the Colonel's name was? I don't remember it."

Jack looked puzzled. "Why, didn't I tell you? Colonel—Colonel—Jingo! I've clean forgotten that name for the moment. No matter, it will come to me in the morning."

But in the morning it was just as far away from his memory as ever.

There was such a downpour going on in the outside world that Nan insisted that Jack, who had a cold, should not go to the city; and Jack, nothing loath, settled himself for a comfortable morning by a bright open fire. Suddenly he threw down his paper.

"Nan," he said, in consternation, "how shall I ever find the Colonel at Young's Hotel? It will never do for me to go around inquiring for 'the Colonel who married Cousin Elizabeth!'"

"Jack," cried Nan, "what a fix we are in! What ever can we do? Can't you think of the name? Bend your mind to it."

Jack bent his mind to it, meantime pacing the floor.

"It seems to me as if it were something like 'Walker,' but it isn't that."

"Perhaps it's Trotter," suggested Nan, "or Trotter."

"No; it's an odder name than that, but what it is I cannot make out."

"Jack, this is awful! We never can let them know we don't remember their name, after that lovely clock they sent us when we were married! My note of thanks went to 'Cousin Elizabeth,' through her mother. I know if I had ever written the name I should remember it. Oh, dear!" and Nan looked so disconsolate that Jack had to stop his deeply perplexed thinking for a while to cheer her.

"I'll say over all the names I can think of, beginning with 'A,' and so on through the alphabet. You'll be sure to know the name when you hear it," said Nan, after awhile. "Adams, Atkinson, Atwell," etc.

But it was all of no avail. By the time Nan had come to "M" Jack's hair was in wild disorder and his tie had been pulled awry. Long before "Z" was reached he was raging up and down the floor like a caged tiger. Nan was almost hysterical.

"O, Jack!" she almost sobbed. "You can't find the Colonel, and they'll think we didn't want them, and how can we ever explain?"

"Gracious, Nan! It's simply awful! Cousin Elizabeth is such a dear, forgetful soul, she'll never remember she didn't send us any address; but she is very sensitive, and if she gets it into her head that we didn't care about her coming, it will break her heart. Ha! I have it!" and Jack snapped his fingers and executed a jig on the hearth-rug.

"What, oh, what?" cried Nan.

"Well, I'll go over to the station and telegraph to Sue for Cousin Elizabeth's married name."

"O, Jack, you wise boy! You are the brightest fellow in the whole world, I believe," and Nan beamed and dimpled.

Jack pulled on his mackintosh and plunged into the storm. Half an hour later he returned, with a very dismal countenance.

"The wires are down between here and Boston, he announced. "The gale is fearful."

They spent a dismal evening, Jack walking the floor most of the time.

"Jove!" he explained, "the situation is worthy of Howells."

Then the absurdity of their predicament was borne upon him, and he roared with laughter. Nan could not see the fun. It was pure tragedy to her hospitable soul. The next morning matters brightened. While they were sitting at breakfast, in the sunshine that had succeeded the storm, the postman brought a letter from Cousin Elizabeth. It contained but a few lines:

Our plans are changed, dear two, and instead of meeting Jack, the Colonel will wait and come out with me on the eight o'clock train. With love,
COUSIN ELIZABETH.

"What luck!" shouted Jack.

"But," said Nan, dolefully, "we've got to call them something. I don't see that matters are mended much."

"Oh! their name will be on their baggage, and Cousin Elizabeth will have to introduce her Colonel. That's all right! Now I must be off!" With a kiss Jack was gone.

The day passed pleasantly in preparation, and when, in the evening, the guests arrived, Cousin Elizabeth thought she never saw a prettier home or a more winsome mistress.

Nan, on her part, was proud of her husband when he heartily greeted Cousin Elizabeth's portly husband with, "I am glad to see you, Colonel," not betraying, by any hesitation, the dreadful blank that existed in his mind after that military title. For the baggage had revealed no name!

The lady, with sweet graciousness, had said, "You must call me 'Cousin Elizabeth,' dear;" and the husband had been introduced simply as "The Colonel."

"Never mind," said Jack. "We'll find out somehow. It's immense, though, having visitors and not knowing their name. But I've thought of a way."

"So have I," said Nan. "We'll see who will find out first."

Soothed by the certainty, she set to work to enjoy her guests; not a hard task, for she already loved Cousin Elizabeth, and no one could help liking the Colonel, with his simple hearty ways and utter devotion to his wife.

The next morning, when Nan saw the postman coming down the street, she remembered that Cousin Elizabeth had said she was expecting a letter to be forwarded, and so she rushed to meet him, eager to read the address. Just as she reached the door she was met by Cousin Elizabeth, who held up a letter.

"Only one, dear, and that for me," and away went the envelope into the little morning fire blazing on the hearth, before Nan had a glimpse of the super-scription. Jack grinned.

"Foiled again," he whispered in her ear as he gave his good-by kiss.

Off went Jack into the city, and from there he sent the following telegram to his sister:

Wire at once Cousin Elizabeth's married name. JACK.

After Nan had given her day's orders, arranged her flowers and settled Cousin Elizabeth on the lounge with a new book, she dressed for the street.

"I've a little shopping I must do, Cousin Elizabeth. I know you will excuse me for awhile."

"Dear child!" murmured Cousin Elizabeth, as she watched the slender, graceful figure down the street.

A little later Nan came back, radiant, clasping a square package. She hurried up to her rooms, undid a pretty blank book bound in soft white kid, tied it up with long yellow ribbons, and laid it on the little desk in the guest room. Then she went back to her company.

"Dear Colonel and Cousin Elizabeth," she said, "we are so happy to have you as our first guests. I knew something was lacking in your room, and it just occurred to me it was a guest-book. So I went out and got one, and now I want you to write your names on the very first page."

"Bless you, dear!" said Cousin Elizabeth; "what a privilege to be the first of what I hope will be a long and happy list!"

In the middle of the afternoon Jack received an answer to his telegram:

Do not remember name. He was a colonel. Father and mother in Burlington. They would know. SUE.

After lunch, while the guests were dozing in the library, Nan stole into the guest-room. There, on the fair first page of the new book, were the words: "Cousin Elizabeth," and beneath, in bolder writing, "The Colonel."

"It's the funniest thing I ever heard of," said Jack, after they had confided their disappointments to each other, as they were dressing for dinner.

"Funny!" exclaimed Nan. "It's fearful! It seems as if everything was in conspiracy against us. What would they say if they knew we did not even know their name!"

That evening a neighbor called. Jack muttered over the introduction as incoherently as he could, and the whole group drew up their chairs in a cosy circle. During a lull in the conversation the caller turned to Nan, and said in a distinctly audible tone:

"I beg your pardon, but I did not catch the name of your guests."

Nan turned pale—the room reeled. Crash! over went a little table that was standing at Jack's elbow.

"Oh, my pet rose-bowl!" cried Nan. How could you be so clumsy? Then, as she and Jack stooped over to pick up the fallen stand, she whispered in his ear, "You darling! I think I should have fainted!"

In the confusion of restoring order the question was forgotten, and the neighbor went home none the wiser for his inquiry.

The guests took their departure the next morning. While they were waiting for the carriage, Nan put her arms around Cousin Elizabeth, and said, lovingly:

"You must leave us your address, dear. We want to write and hear from you often. You belong to us now, you know."

Cousin Elizabeth kissed the rosy cheek. "I thought of that, and had this all ready for you," and she pressed a card into Nan's hand.

After the good-bys were said and the carriage rolled away, Nan examined the address, and Jack, looking over her shoulder, shouted with glee. The card said, simply, in the Colonel's handwriting:

"325 Vine Avenue, East Adams, Mass."

That night Jack received his letter: "You funny boy! What did you mean by that frantic telegram? I wrote right to mother, and have just received her reply. She says the name is Col. Albion G. Pacer. What did you want to know for in such a hurry? SUE. Well, I said it was something like Walker," said Jack.

Observations on Oysters.

"It is an interesting sight," said F. J. Dettenthaler, continuing his talk concerning his Eastern trip, "to watch the oyster dredges at work. There are two kinds of dredges, the hand dredge and the steam dredge. The hand dredge is simply a pair of close-tined rakes whose teeth interlock. It is lowered to the bottom and automatically closed before raising. It is raised by a block and tackle. The steam dredge very much resembles an ordinary steam shovel, except that the under side of the scoop is open sufficient to allow the escape of water and sand. It is worked like the ordinary dredge. Sometimes it brings up a bushel or more oysters, sometimes none, but the boat will have its load when night comes. It is interesting, also, to watch the 'shuckers' at the oyster houses on the docks. There is a long table divided into spaces of about four square feet each. Each space is the work table of a shucker. To the right of each shucker are two or more pots holding a gallon each. Inserted in a block of wood is a piece of iron about nine inches high, with a blunt edge on the upper end, and about an inch in width. Holding the oyster shell on this chisel the shucker strikes it with a hammer and breaks off a piece of the outer edge. This facilitates the opening of the shell. The oyster is thrown into one or the other of the pots according to size. The number of pots corresponds to the number of grades sold by the house. It is technically known as 'shucking in two pots' or three as the case may be. When a shucker has filled one of the pots he (or she, as a great many women and girls work at the business) takes out the oysters and is given a ten or fifteen cent metal check, according to the price paid for shucking. On Saturday afternoon these checks are taken to the cashier, who pays the shucker the sum of the checks in cash. But these checks are taken by the saloons in the neighborhood as readily as cash, as they are always worth their face at the cashier's desk. While I was in one of the oyster houses a saloon-keeper came in with nearly seven dollars worth of checks, for which he got the cash. That shows where much of the earnings of these people go, and they make good pay, too, sometimes as high as four dollars a day. They shuck the oysters with almost incredible speed, and seldom, if ever, make a mistake in grading. Women and girls make the best shuckers, however; they are swifter, cleaner, quieter about their work and their earnings do not go for beer. But it is rough

work at the best and women do not take kindly to it. I will say this much for the women—if there were none but women shuckers most of the saloons in the neighborhood of the docks would be compelled to go out of business or move out."

Few of Frank's friends even know that he has a hobby, but he has, and a very interesting one, at that. Listen to him: "Do you know that I believe every oyster in those pots (pointing to the oyster table in his own establishment) is alive? Well, I do. I have had many a discussion with travelers and others on the subject, and although they have laughed at me they have not laughed me out of the idea. Now, see here; you may take one of those oysters, rub it perfectly dry, lay it upon a dry cloth and in a little while the cloth will be wet. Now, take the same oyster and put him on a plate and put some clean fresh water on him and he will absorb an appreciable amount of it. There is no motion to a dead body. Of course, water may be absorbed by a dead oyster, or it may exude from it, but it is hardly possible for both processes to take place at regular intervals unless the oyster be alive, as I believe he is until he is cooked."

"I want to tell you something else, and then you can go. A great many people come in here and want oysters in the natural juice. I know there are several oyster firms down there that advertise 'oysters packed in their natural juice,' but it is all nonsense, there is no such thing as the natural juice. When the oysters are shucked they are thrown into a large metal receptacle resembling a colander, and a man takes a rubber hose, turns on the water and washes them, turning them over and over until they are perfectly clean. Then they are taken out and packed in pails or tins by measure. Then the old reliable hose is brought into requisition again and the pails or tins filled with water as required. That is the only natural juice there ever is about oysters, no matter what the packers may say. By the way, oysters will be plentiful and good this year, larger than for some years past."

Salt for Peaches.

The unusual floods of last year along the Atlantic coast have led to what may be a discovery of first-class importance to peach growers. In Kent county, Md., and other portions of the State along the coast, the water rose so high that in many places it flooded the peach orchards and the trees stood with their roots in the salt water for considerable periods of time. The farmers concluded that it would be fatal to them, but they were mistaken. The trees were not hurt at all. On the contrary, those trees that stood in the water are almost the only ones that have any considerable amount of fruit on them this season. A gentleman in Kent county says that the only trees in his orchard which are in good bearing are those that had salt water baths, and that the semi-circular outline of the flood in his orchard may be clearly traced by the presence of fruit on the flooded trees, and its absence from those that the water did not touch. A number of other peach growers bear the same testimony, and the Maryland farmers are now asking themselves whether the peach trees would not thrive better for the application of salt. One prominent peach grower proposes to try dressing his orchard with the seaweed, which accumulates in great quantities along the shore in the late summer and fall, and says that he feels confident of the most satisfactory results. Perhaps this incident affords a suggestion for Michigan fruit growers.

CANDIES, FRUITS and NUTS.

The Putnam Candy Co. quotes as follows:

Table with multiple columns listing various candies, fruits, and nuts with their respective prices and quantities. Includes sections for STICK CANDY, MIXED CANDY, FANCY-In bulk, FANCY-In 5 lb. boxes, CARAMELS, ORANGES, LEMONS, BANANAS, OTHER FOREIGN FRUITS, NUTS, OILS, and FRESH MEATS.

You Knew It Would Come.

And Here It Is!

Exactly What You Have Been Looking For.

Champion Cash Register,

Which

GIVES YOU
A STATEMENT
OF YOUR
ENTIRE BUSINESS

GIVES YOU A
DETAIL
OF EACH
TRANSACTION

TELLS YOU
HOW MANY
CUSTOMERS
YOU HAVE HAD
DURING THE DAY.

TELLS YOU
HOW MANY TIMES
EACH CLERK
WENT TO THE
CASH DRAWER

TELLS
HOW MUCH
EACH CLERK
• SOLD •
DURING THE
DAY

IF ANY
MISTAKES
ARE MADE
TELLS YOU
WHAT THEY ARE
AND WHO MADE THEM

SAVES YOU
TIME
INSURES
ACCURACY
SAVES YOU
MONEY
TELLS YOU THE REAL
VALUE OF EACH CLERK
THE AMOUNT HE SELLS
AND THE
CARE HE EXERCISES.

SEND US A CARD
AND
OUR AGENT
WILL CALL ON YOU
THE NEXT TIME
HE IS IN
YOUR VICINITY



Some Reasons for Our Claims, as Set Forth in Our Award by the World's Columbian Exposition.

1. For Handsome Design.
2. For Simple and Durable Mechanism.
3. For Superior Device by which a Detailed Account of Every Cash Transaction is Kept.
4. For Its Ability to Keep Separate Accounts for Each Salesman.
5. For Its Instantaneous Display of All Accounts in Detail.
6. For the Method of Detecting Omissions and Errors.
7. For the Identifying of Delinquents.

If you visit the West Michigan Fair this week, call at our salesroom, 78 Canal St., and make a personal inspection of the King of Cash Register.

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 COMPANY, Grand Rapids, Mich.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Battle Creek—C. A. Dibble succeeds J. C. Carson in the grocery business.

Saginaw—H. E. Lewis has purchased the grocery business of J. M. Gaynor.

Eagle—Hunton & McCrumb, grocers, have dissolved, Jas. A. Hunton succeeding.

Detroit—E. F. Jenks & Son succeed Jas. E. Beavis & Co. in the grocery business.

Burr Oak—H. S. Van Etta succeeds Van Etta & Crandall in the drug business.

Clio—Long & Johnson have removed their grocery stock from Saginaw to this place.

Lake Linden—Miss J. Friederichs succeeds Miss E. Baker in the millinery business.

Belding—A. Gasper & Co. have sold their furniture stock to Wilson & Friedly.

Saginaw—F. J. Kelsey succeeds Mitts Bros. & Kelsey in the book, news and cigar business.

Manistee—L. N. Roussin has purchased the meat market of Gus Schmidt on River street.

Eureka—W. W. Hodge is succeeded by Edgar Belcher in the agricultural implement business.

Belding—E. A. Horrigan had sold out his confectionery and tobacco stock to Ed. Belding and Guy Weeks.

Duck Lake—Monroe & Anderson, general dealers, have dissolved, Leonard Monroe continuing the business.

Marquette—Herman E. Bittner, grocer, wagon maker and blacksmith, has sold his grocery stock to Watt & Kellan.

Detroit—Watts & Raub, dealers in meats and groceries, are succeeded by the Watts Grocery Co., not incorporated.

Manistee—P. N. Cardozo has sold his boot and shoe stock to G. A. Johnson & Co., who will continue at the same stand.

Frankfort—Kiefer & Wickert are succeeded by C. A. (Mrs. Lewis A.) Kiefer in the boot and shoe and harness business.

Bellaire—J. L. Wiseman has removed his clothing, boot and shoe and men's furnishing goods business from Marion to this place.

Hesperia—C. M. Perkins has made somewhat extended improvements and additions to his store property, including a 125 barrel water tank above the roof.

Muskegon—Andrew Wierengo has leased the entire lower floor of the Odd Fellows' block and will remove his wholesale grocery stock to that location about Oct 1.

Ludington—H. C. Hensen No. 2 has opened a grocery store at the corner of Madison and Fourth streets, just above H. C. Hensen, who has conducted a grocery business at that location for several years.

Adrian—O. J. Avery has sold his sporting goods stock and sewing machine business to Geo. E. Force, late of Hudson. Mr. Avery will close out his hardware stock and retire from business, after a career of twenty-seven years behind the counter.

Alpena—H. C. King and W. H. Vaughan have formed a copartnership under the style of King & Vaughan and purchased the McDonald pharmacy. Mr. King has been engaged in the drug business at Oscoda for over twenty-one years, and has had a varied experience as a

pharmacist. Mr. Vaughan was for several years manager of the McDonald store and has had ten years' practical experience in pharmacy.

Man' on—Dennis Bros. have increased the capacity of their store by erecting an addition on the north end of the building, making a salesroom 150 feet long. The store is in charge of W. A. Dennis, brother of the owners, who is making many friends by his unassuming manner and enterprising methods.

Ellsworth—The general stock of the Pine Lake Iron Co., which has been inventoried at \$5,216.12, is advertised to be sold at foreclosure sale Sept. 27, by virtue of a claim for \$850 held by Reid, Murdock & Co., of Chicago. It is thought that the banks interested in the estate will pay the claim and take possession of the property on an attachment.

MANUFACTURING MATTERS.

Marquette—The Dead River Mill Co. has in eight camps northwest of this city, and the logs will be banked on the Dead River and brought by rail to the mill here.

Marquette—Isaac Bearinger was here a few days ago and let a contract for taking out between 5,000,000 and 6,000,000 feet of logs near Michigamme. They will be railed to this city for manufacture.

Les Cheneaux—The sawmill of Haines Bros., of Port Huron, cut only 1,500,000 feet of lumber this season and has shut down. The firm was unable to get all of the logs to mill, owing to the early break up of sleighing in the spring.

Grand Marais—The new sawmill of the Marais Lumber Co. has begun operations. Alger, Smith & Co. will stock the mill, which has a capacity of 30,000,000 feet. They have timber enough in this vicinity to keep the mill in operation fifteen years.

Traverse City—Wm. Beitner will shut down his factory in a few days for repairs and a general overhauling. He will discontinue manufacturing chair stock, and when the factory is started up again he will engage in manufacturing chairs complete.

Manistee—The salt makers are finding some difficulty in disposing of their product, and all the sheds both here and at the receiving points, are crowded. The output of salt for August in this state was 383,799 barrels, of which Manistee contributed 132,166 and Ludington 63,796.

Grand Marais—George W. Colwell, of Harrisville, who has been prominently identified with Huron shore lumbering for a score or more of years, has decided to move the machinery of his shingle mill to this place, where he has secured a site and the work of putting up a new mill to receive the machinery is in progress.

Bay City—Business in manufacturing and shipping lumber is moving along fairly well. For a week there has not been so much buying in the cargo market noted. The trade seems to be in spurts. The mills are all fairly well employed and three firms are running day and night. Crews are being sent into the Georgian Bay district.

Manistee—The hardwood trade is beginning to pick up and several buyers have been here looking for stock. They all seem to be of the opinion that there is bound to be a fair trade for the next two months and as stocks are somewhat

depleted, they are hustling among the country mills to see what they can pick up. Oak and maple appear to have the call.

Detroit—Judge Williams D. Gordon, of Midland county, has sent to County Clerk Reynolds a praecipe in a suit for \$10,000 damages, wherein Heimelbach & Co., of Midland, are made plaintiffs and Strong, Lee & Co., defendants. The suit is brought because the defendant company recently failed to obtain judgment in a \$300 case for alleged breach of conduct against the Midland concern.

Fenton—The copartnership of A. J. Phillips & Co., manufacturers of woodenware, which was dissolved by the recent death of Judson B. Phillips, is succeeded by the A. J. Phillips Company, with \$100,000 capital stock, all paid in. The management of the company will continue the same as before, the officers being E. Ashley Phillips, President; Harry J. Phillips, Vice-President; Winfield B. Phillips, Secretary, Treasurer and Manager.

Saginaw—W. Schuette & Co., of Pittsburg, have purchased the premises occupied by the Hoyt planing mill plant, which has been idle about five years, and will at once put in new machinery, and manufacture sash, moldings, pickets, etc., with a sorting yard in connection. handling in all about 20,000,000 feet of lumber annually, and employing 150 men. The site is well adapted for this business. Mr. Schuette will remove from Pittsburg to this city and take charge of the manufacturing business, a branch of which will be still maintained at Pittsburg.

CURRENT CRITICISMS.

Breckenridge has been turned down by his old district in Kentucky. Now, if will only retire into the obscurity prepared for him without more kicking, a long suffering public will try and forget him.

But he won't. He has been an actor all his life, and, like all of that ilk, he will probably demand the privilege of making several farewell appearances. The decent public can but suffer and be silent.

The Press of this city says that, shameless and weak as was Breckenridge, the woman in the case was worse. That's so. The whole trouble was caused by the girl.

She just led Brecky like a lamb to the slaughter, and that he did not raise a racket and arouse the neighbors was due entirely to his goodness and benevolence of heart.

Breckenridge is a model of all that is virtuous and noble, a truly good man, who must be handled with great tenderness lest his feelings be hurt and his pure soul pained.

But "that Pollard woman"—why, you can't think of her without its leaving a sort of chrome-yellow taste in your mouth. Out upon the brazen-faced hussy who dares to live after she has been adjudged guilty of leading such a good old man as Brother Breckenridge astray!

Less politics and more business is what this country needs. It wants business men in the state legislatures as well as in Congress.

But the class of men who are sent to Congress are more anxious about the salary than about the business needs of the country of which they know nothing. Their ideas of statesmanship are confined to wire-pulling and ward-heeling.

Not that there are no good men in Congress. There are many men in the House who are far from being mere politicians; whose political visions are not altogether obscured by partisan prejudice. They are confined to no party but are found in all parties. They may disagree on party issues, but their one purpose is the advancement of the interests of the whole country and not of a section. Give us more of them.

These be the days when the six-dollar-a-week clerk and the four-dollar-a-week book-keeper thinketh with anxiety of the overcoat which their uncle, who playeth the three ball game with skill, hath in his keeping.

The melancholy days have come,
The saddest of the year;
It's most too warm for whisky hot,
And most too cold for beer.

PRODUCE MARKET.

Apples are in good supply; dealers hold them at \$1.50@1.75 per bbl.
Beans—Handlers pay \$1.35@1.40 for country picked, holding hand-picked at \$1.65@1.70.
Beets—Dealers hold them at 40c per bu.
Butter—Best dairy is held at 20@21c; creamery 22@24c.
Crabapples—Supply limited; they are held by dealers at 50c per bu.
Cabbage—Supply is good; dealers hold them at 40@50c per doz.
Carrots—Bring 40c per bu. on the market.
Cauliflowers—Are not yet in very good supply. They sell on the market from \$1.25@1.50 per doz.
Celery—Dealers pay 12½c, holding at 11c.
Cucumbers—Have dropped to 12½c per bu. on the market.
Eggs—Strictly fresh are firm at 16c.
Grapes—Wardens and Niagaras are held by dealers at 15c per 8-lb basket.
Green Corn—Is sold on the market for 8@10c per doz.
Onions—Dealers hold them at 50c per bu.
Peaches—Best Crawford are held at \$1.75 per bu. Other varieties \$1.25@1.40.
Peppers—Green bring \$1.25 per bu.
Potatoes—Dealers pay 65c, holding at 70c per bu.
Plums—Are held by dealers irrespective of variety at \$2 per bu.
Pears—Bartletts have disappeared. Duchess are held at \$1.60; other varieties, \$1.25@1.35 per bu.
Quinces—Are not plentiful; dealers hold them at \$2.25 per bu.
Radishes—A few late are still coming in; the market price is 10c per doz.
Tomatoes—Ripe bring on the market 10@12½c; green 30c per bu.
Squash—Late summer 1½c per lb.; Pike's peak and Hubbard, 2c per lb.
Turnips—The market price is 30c per bu.
Watermelons—Homegrown are about done; Southern bring 15c.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

It's the prices we make, attention we give your orders, goods we send you, and a few hundred other things which makes it profitable for you to mail us your orders.

GRAND RAPIDS GOSSIP.

Mrs. A. Rens has opened a grocery store on North College avenue. A local jobber furnished the stock.

Mrs. A. Gelders has opened a grocery store on Alpine avenue. The stock was furnished by a local jobber.

W. H. Supernaw will shortly open a grocery store at Ellsworth. The Ball-Barnhart-Putman Co. has the order for the stock.

M. E. Cone, formerly engaged in the grocery business on Clancy street, has purchased the grocery and boot and shoe stock of Putney & O'Connor, at Kent City.

P. H. Kilmartin & Son have sold their grocery stock at 1166 Wealthy avenue to C. E. Green, formerly engaged in the dry goods, clothing and notion business on Canal street.

Wm. Judson, trustee for the mortgage creditors of Thomas Wasson, grocer at 17 South Division, has sold the stock and fixtures to Joseph W. Triel, who will continue the business at the same location.

Entries for the Western Michigan Fair, which opened Monday, are full and complete and the indications are that the exposition will be the best of its kind ever held here. The low rates made by the railways will probably result in a large influx of merchants from all parts of the State this week.

Jennings & Smith have leased the second floor of the building in which they already occupy the ground floor and basement, thus increasing their floor space 50 per cent. They will remove their manufacturing department to the second floor, using the first floor solely for shipping, packing and office purposes.

At a meeting of the stockholders of the Royston Straw Works Co., held last Monday afternoon, it was decided to change the name of the corporation to the Empire Straw Works. No change is made in the officers, but the working force has been augmented by the employment of a competent superintendent.

The Champion Cash Register Co. has leased for a term of years the second story of the block at 73 Canal street and has fitted same up for offices and sales-room, connecting the floor with the factory on Erie street by means of a bridge. The offices are handsomely embellished and furnished and are equipped with all the modern conveniences. The factory is working to its full capacity, which is three machines a day; but, as the company is already behind with its orders, it has decided to increase the capacity of the factory to five machines a day.

Gripsack Brigade.

J. M. Watt, traveling representative for C. A. Morrell & Co., of Chicago, has taken up his residence at Belding.

Bert Kuyers (P. Steketee & Sons) is spending this week in the house, assisting in the entertainment of the visiting merchants.

Jas. N. Bradford, President of Post E, telegraphs THE TRADESMAN to call a special meeting of the Post at the parlors of the New Livingston for Saturday evening, Sept. 29, for the purpose of electing officers for the ensuing year and holding a caucus for the nomination of a Grand Rapids candidate for Secretary.

Albert C. Antrim, traveling representative for the Alabastine Co., left Saturday for Raleigh, N. C., whence he proceeds on a tour of the Gulf States. He will reach Grand Rapids on his return home Dec. 22.

Holder of mileage tickets on the C. & W. M., D., L. & N. and M. & N. E. railways may be glad to learn that their mileage tickets will henceforth be good upon all freight trains upon which it has been customary to carry passengers, instructions to that effect having been issued to ticket agents and conductors. This will be a great convenience to commercial travelers and all who are compelled to be much on the road. Heretofore it has been necessary to purchase special tickets for freight trains—a very difficult thing to do when the agent was away from the office to his meals or out on the track assisting in unloading or loading freight.

The Champion Cash Register Co. has engaged six additional salesmen during the past week, as follows: E. D. King, formerly manager of the National Time Recorder Co., of Milwaukee, has taken the agency of the Champion machines for Eastern and Southern Wisconsin, Northern Illinois and Northern Indiana. He will reside at Milwaukee, although he may conclude to make this city his headquarters a little later on. Wm. B. Tyler, formerly of this city, but now engaged in the retail grocery business at Columbus, has taken the Ohio agency and will put about half a dozen men in the field. Guy M. Belton will cover Wayne and surrounding counties, including the city of Detroit. John W. Simmons will cover the Northwestern counties of this State, while Geo. W. Abel will look after the territory of Southern and Southwestern Michigan. E. A. Oakes, formerly on the road for a druggists' sundry house, is covering the city trade, also that of the nearby towns.

Wm. F. Blake has also entered the field as a candidate for Secretary of the Michigan Knights of the Grip, subject to the approval of the Grand Rapids members of the organization. Mr. Blake is acting on the assumption that Grand Rapids should have but one candidate for the office, to be determined by a caucus, properly called and equitably conducted, the defeated candidate to swing into line as an active supporter of the regular nominee. Mr. Blake traveled five years in this territory for C. A. Morrell & Co., of Chicago, and seven years years for Hawkins & Company, and for the past year has been on the road for the Musselman Grocer Co. He is at home all day Saturday and at least half the nights during the week and is well qualified, both by experience and acquaintance, to assume the duties and responsibilities of the office. So far as THE TRADESMAN'S information goes, no other candidates have put in an appearance, so that, whichever candidate gets the caucus nomination, Grand Rapids boys need not be ashamed of their favorite.

Hides, Pelts and Wool.

Hides—Are in good demand at published quotations, but the supply is somewhat limited. Calfskins are weak and declining.

Pelts—Are holding their own on a lifeless market.

Wool—Is strong at present prices. The recent London sales did not meet expectations as to prices bid. Prices in the local market are steady though little wool is being received.

The Grocery Market.

Sugar (Edgar)—Refined sugars have undergone a trimming process, the decline of the week aggregating 5-16c per pound from cut loaf to No. 12, inclusive, ½c on No. 13 and 1-16c on No. 14. Sugars may now be considered as abnormally low. The distributive demand has shown some improvement and will, undoubtedly, increase under the incentive of low prices. We can scarcely attempt an explanation of the market changes, but it seems to be the general impression that refineries have taken advantage of the prevailing dullness to depress raws through the refined market—a very expensive proceeding for the country at large, with its invisible supplies far above normal; but this method has succeeded heretofore and will, doubtless, shake out a good many speculative holdings in the face of the expected low priced campaign, incident to the prospectively enormous beet root crop, the first estimates of which indicate 5,000,000 tons, being an increase of 1,200,000 tons over the last crop. It is intimated that refineries may be closed down after the supply of duty paid sugars has been turned into refined, in which event prices may react somewhat from the present basis. The consumptive demand continues large and the apparent surplus of raws for the balance of the campaign is now reduced to 85,500 tons.

Later—Monday afternoon brought a decline of 1-16c on all grades from No. 1 to 4, inclusive, and a decline of ½c on all grades from No. 5 to 14, inclusive.

Provisions—There has been no change in the price of packed meats during the week, and just what course the market will take is a matter of conjecture. Receipts of both hogs and cattle at packing centers have largely decreased while prices have ruled lower. This may or may not depress the local market. Business for the week was only fair.

Coffee—Rio grades are lower and weak. Manufacturers of package goods have reduced their quotations ½c.

Rolled Oats—The market is weaker and the price is off 25c per bbl.

Corn Syrup—Quotations have been lowered 1c per pound.

Bananas—Arrivals in our market continue to be small, as the importers realize that the demand in the West is still very light and they might as well let the fruit decay or be sacrificed at home as to be obliged to put up additional charges for freight. A better feeling will soon prevail as peaches are nearing the end.

Figs—New stock is due to arrive in New York about Oct. 5, and all of our dealers here have orders to be filled as soon as possible, which will probably be about the 15th. Prices from vessels are apt to be a little high, owing to the number of orders in hand, but a month later they will have struck their level.

Lemons—Are in fair supply at reasonable prices. The demand is somewhat light and will probably not increase for a time. Majoris sell higher than Messinas, but, being larger and brighter, they are well worth the difference in price.

Oranges—None in this market at present and there will probably not be any until about Oct. 15, when the first car of Florida fruit is expected to arrive. It may be a little green but will be fully equal to anything in the way of Jamaicas.

From Out of Town.
Calls have been received at THE TRADESMAN office during the past week from the following gentleman in trade:
M. S. Scoville, Kalamazoo.
G. Van Lopik & Co., Grand Haven.
D. Cleland, Coopersville.
A. Rogers, Revenna.
Arthur Deuel, Bradley.
G. H. Walbrink & Sons, Allendale.
L. Cook, Bauer.
Jas. Gleason, Volney.
Kinsey & Myers, Caledonia.
Frank Daniels, Traverse City.
A. W. Feuton & Son, Bailey.
Jas. Hamacher, Boon.
J. L. Thomas, Cannonsburg.
A. L. Power, Kent City.
W. H. Supernaw, Ellsworth.
Beebe & Frederick, Big Rapids.
Hannah & Lay Merc. Co., Traverse City.
A. Purchase, So. Blendon.

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.

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly and expenses or com. If offer satisfactory address at once with particulars concerning yourself. U. S. Chemical Works, Chicago. 608

WANTED PARTNER—WITH \$1,500 TO take one-half interest in an old-established and well-paying book, stationery and wall paper business in Western Michigan. Best chance in the United States for money required in the business. Town Al. Address Lock Box 160, Grand Rapids, Mich. 610

FOR SALE—STOCK OF DRUGS AND STA- tionery; price \$1,500; half down and balance on easy terms. Good chance for a registered druggist. Address Lock Box 160, Grand Rapids, Mich. 611

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—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. 612

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

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

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

FOR SALE—TWO PRESCRIPTION CASES, one pair druggist's prescription scales, four section druggist's drawers (only one year old), six four foot show cases, very cheap. Address C. G. Pitkin, Whitehall, Mich. 604

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room moldings 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 EX- change for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, stove 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. 557

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 propositions to locate the business in some other thriving town. Correspondence and inspection solicited. Sheridan, Boyce & Co., Manistee, Mich. 613

SITUATIONS WANTED.

SITUATION WANTED BY A PRACTICAL commercial book-keeper. Speaks German fluently and understands dry goods and groceries. References. Address No. 609, care Michigan Tradesman. 609

THE BONUS.

Some of the Unpleasant Features of the System.

The giving of bonuses to manufacturing concerns as an inducement for them to settle in a certain locality is not, altogether, and unmixed blessing. The condition upon which the bonus is granted may be favorable to the community, and the concern bonussed may be a benefit, yet, after all, the system has its drawbacks. The town or city seeking for the establishment of manufactories within its borders is generally not in a position to stand any extra financial strain. Its own legitimate expenses are about all it can carry. The benefits derived from its "acquisition" are, generally speaking, problematical rather than actual, while there is no question about the increased burden of taxation entailed. The bonussed concern itself is generally a detriment to trade; its methods are piratical, rather than legitimate. It has been promised a bonus of a certain amount on condition that it employs a certain number of hands a certain number of months each year. Perhaps in the course of years the employment of sound business principles, combined with energy and push, might enable it to reach a point when it could employ the number of hands required by the conditions of the bonus; but, to begin business with a certain number of hands, at fair wages, and secure an adequate return from their work, is out of the question. But there is the bonus; that must be secured at all hazards; therefore, business is solicited and taken at a price usually out of all proportion to the cost of doing the work, always away below what a concern doing a legitimate business would ask for it. As a result, trade is demoralized, honest houses are forced to lower their prices and the wages of their employes, or close down. The bonussed concern can stand it, at least until it receives its bonus. After that its existence is usually short—it has fulfilled its mission and there is no reason for its further continuance. A system which produces such results, or which has a tendency to produce such results, is surely not a good one. A business founded on a bonus generally has to be buttressed with other bonuses if it is to stand upright for any length of time. It is really astonishing what an appetite for bonuses such concerns manage to acquire. "Give, give," is the burden of their song and they sing it year in and year out. The refrain is, "Give us a bonus or we will move out." But they never move out, unless some other town is foolish enough to offer them a bonus. The town that falls into the hands of the bonus fiend had better put a mortgage upon itself, give the proceeds to the fiend and take to the woods.

FRANK STOWELL.

The Dry Goods Market.

Much improvement in prices and trade is a good feature of the dry goods business. Jobbers have received fairly good orders from road men, while house trade continues good. Nearly everything in the print cloth line has advanced 1/2% per yard, on account of the large lockout and strike at Fall River.

Forty-five inch, all wool dress goods are now jobbed at 35c. The former price on these goods was 42 1/2c, while dress goods, which last year brought 20c, can now be bought at 16 1/2c in plain colors, owing to the change in the tariff.

Dry Goods Price Current.

Table listing various dry goods prices including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, HALF BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, COARSETS, PRINTS, TICKINGS, and COTTON DWELL.

Table listing various goods prices including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, BOOKS AND EYES—PER GROSS, SAFETY PINS, NEEDLES—PER M, TABLE OIL CLOTH, COTTON WINES, and PLAID OSNABURGS.

Avoid the Curse of Credit BY USING COUPON BOOKS.

THREE GRADES: Tradesman, Superior, Universal. Manufactured only by TRADESMAN COMPANY, Grand Rapids, Mich.

SEEDS! Everything in seeds is kept by us—Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc.

If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you. We are headquarters for egg cases and egg case fillers. W. T. LAMBREAU CO., 128, 130, 132, GRAND RAPIDS, MICH.

And his wife said: "Be sure and buy nothing but ATLAS soap, for it makes the washing easy and keeps the hands so soft and white."

Manufactured only by HENRY PASSOLT, SAGINAW, MICH.

EATON, LYON & CO. NEW STYLES OF

Tablets, Blank Books, Office Stationery, 20 & 22 Monroe St., GRAND RAPIDS.

REPRESENTATIVE RETAILERS.

M. S. Scoville, the Well-Known Kalamazoo Grocer.

Miner S. Scoville was born in Hawn-ton, Conn., February 3, 1839. His father was of French extraction and his mother Scotch. About two and a half years after Miner's birth the family moved to Columbia county, N. Y., where the elder Scoville purchased a farm, and later did a considerable business as a contractor and builder. Here Miner attended the district school, from which he went to the Claverack Academy. On leaving school he was apprenticed to the carpentering trade, mastering that and also millwrighting, both of which he followed for twenty years. In 1866 he came to Richland, Kalamazoo county, clerking in a store for two years. He then opened a general store under the style of M. S. Scoville. He continued in trade six years. He sold out at the expiration of that time and was engaged to manage the late Senator F. B. Stockbridge's big supply store at Monterey, which was the base of supplies for thirteen lumber camps. He resigned this position in 1875, removed to Kalamazoo and accepted the superintendency of the Merrill Milling Co.'s business, comprising four large mills. During his management of the business the mills were thoroughly re-built and remodelled. Mr. Scoville managed this immense business with distinguished success for ten years, at the expiration of which time he resigned and again embarked in trade, opening a grocery on the corner of South and Burdick streets in that city, the style of the firm being Passage & Scoville. Two years later he bought out his partner and has continued the business since under the style of M. S. Scoville. To the two essential elements of energy and intelligence those who know him best attribute much of Mr. Scoville's success. To these must be added great native shrewdness and a grasp of detail which enables him to see all sides of a business problem. Thirty-two years ago Mr. Scoville was married to Miss Madeline F. Harris, of Hillsdale, N. Y. They have one child, now a young man of 29, who renders his father valuable assistance in the store. He is unmarried and so far seems invulnerable to feminine charms; but even Achilles had his vulnerable spot and the young man will yet fall a victim to Cupid's dart.

Mr. Scoville has no hobby, but is an independent investigator in some branch of learning in almost every department of learning—philosophic, scientific, religious or political. He is an omnivorous reader, dipping indiscriminately into the above branches, and learning with equal avidity from each. During his extended business career he has never sued a man for any reason, nor has he himself been sued. He does not know that he has an enemy in the world. Mr. Scoville is charitable to an extreme, but practices the scriptural injunction to keep his left hand in ignorance of what his right hand is doing. He is a regular attendant at, though not a member of, the First Presbyterian church, and is a member of the Masonic order and of the Odd Fellows. He is known over a large portion of his adopted State and wherever known is honored and esteemed.

No abilities, however splendid, can command success without labor and persevering application.—A. T. Stewart.

Do Not Trust Doubtful Customers.

From the Philadelphia Grocers' Review.

If you have the least doubt about their ability to pay, or their honesty, do not think of trusting them. This was the advice given us by a successful business man, when we started in business. If we had heeded his advice we would have been a good many dollars better off. But, unfortunately, we did as a good many other grocers do, and learned by experience, to the tune of many hundred dollars lost, what need not have cost us a cent.

Find out all you can about would-be customers, and if you find they are not A No. 1, or if you cannot find out anything about them let them go.

If a person is really good pay and wants to open an account, he will not be offended if you require reference.

Many a merchant who would not think of loaning a sum of money without good security, credits three times as much in goods without any. If you cannot afford to risk your money, you can much less afford to risk your goods for which you have paid or pledged your credit.

Don't trust appearances, they are deceitful. We had one woman who came to us for trust and got it, who said her husband was in a bank. From her tone and manner we thought he was one of the officers. When we came to look her up, we found he helped keep the bank clean.

A good one to look out for is the party who wants credit for a few days or a week, until pay day. Maybe they will pay you, but if they do, look out; the chances are that they will want to run by the month on the strength of it. If you have customers on your books who are running balances, get rid of them; trusting more in the hope of getting all will be like following a Jack-o'-Lantern. It will end in your being swamped.

Do not take stock in their future prospects; few mortals have as rosy prospects as the ones who come with half enough money to pay their store bill.

Be a friend to yourself and do not let people get into your debt. You will find that you will be thought more of by them than if you had let them.

The grocer's worst enemy is the man who owes him and cannot pay.

It is a shame that to-day there are grocers who have lost all they had and run in debt to carry a lot of people on their books who do not worry a bit about their bills, when the grocer is nearly worried to death to pay his own. And a good bit of it is his own fault.

If the money lost on bad pay customers was used in advertising or making improvements around the store it would pay a hundred times over for good customers lost by being too strict.

If you cater to slow pay trade you will get it and have to get higher prices, which will drive away good trade.

Competition is getting to be so keen that a grocer cannot afford to lose and keep abreast of his competitors.

The successful business man is the one who knows how to say "No" and stick to it.

Bad Axe—Tripp & Vizelman succeed Tripp & Sweeney in the meat business.

Hardware Price Current.

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

AUGERS AND BITS. dis.	
Snell's	60&10
Cook's	40
Jennings' genuine	25
Jennings' imitation	50&10
AXES. dis.	
First Quality, S. B. Bronze	\$ 5 50
" " " " " "	14 00
" " " " " "	11 00
" " " " " "	8 50
" " " " " "	13 00
BARROWS. dis.	
Railroad	\$12 00
Garden	net 30 00
BOLTS. dis.	
Save	50&10
Carriage new list	75&10
Plow	40&10
Sleigh shoe	70
BUCKETS. dis.	
Well, plain	\$ 3 50
Well, swivel	4 00
BUTTS, CAST. dis.	
Cast Loose Pin, figured	70&10
Wrought Narrow, bright fast joint	40 60&10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70&10
Blind, Parker's	70&10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, 1st April 1892	60&10
CRADLES.	
Grain	40&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 85
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	50
Central Fire	dis. 25
CHISELS. dis.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMES. dis.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120&124 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 38
" " 14x52, 14x56, 14x60	36
Cold Rolled, 14x56 and 14x60	33
Cold Rolled, 14x48	32
Bottoms	32
DRILLS. dis.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	64
Large sizes, per pound	96
ELBOWS.	
Com. 4 piece, 6 in.	dis. 75
Corrugated	75
Adjustable	40&10
EXPANSIVE BITS. dis.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List. dis.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	60&10-0
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	17
Discount, 70	
GAUGES. dis.	
Stanley Rule and Level Co.'s	50
KNOBS—New List. dis.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR. dis.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adse Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$18.50, dis. 20&10
MAULS. dis.	
Sperry & Co.'s, Post, handled	50
MILLS. dis.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES. dis.	
Stebbin's Patent	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 35
Wire nails, base	1 35
60	Base Base
50	10
40	25
30	25
20	35
15	45
10	45
8	50
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
File 3	1 60
Case 10	65
" 8	75
" 6	85
Finish 10	75
" 8	90
" 6	10
Clinch 10	70
" 8	80
" 6	90
Barrell 7	1 75
PLANES. dis.	
Ohio Tool Co.'s, fancy	40
Scotia Bench	75
Sandusky Tool Co.'s, fancy	25
Bench, first quality	40
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS. dis.	
Iron and Tinned	50-10
Copper Rivets and Butts	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40&10
Mason's Solid Cast Steel	80c list 60
Blacksmith's Solid Cast Steel Hand	30c 40&10
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60&10
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/2
Screw Hook and Eye, 1/2	net 10
" " " "	net 8 1/2
" " " "	net 7 1/2
Strap and T	dis. 7 1/2
HANGERS.	
Barn Door Kicker Mfg. Co., Wood track	50&10
Champion, anti-friction	60&10
Kidder, wood track	40
HOLLOW WARE.	
Pots	60&10
Kettles	60&10
Spiders	60&10
Gray enameled	40&10
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 72
Japanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS. dis.	
Blight	70&10&10
Screw Eyes	70&10&10
Hook's	70&10&10
Gate Hooks and Eyes	70&10&10
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPES.	
Sisal, 1/2 inch and larger	7
Manilla	10
SQUARES. dis.	
Steel and Iron	70&10
Try and Bevels	70&10
Mitre	60
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. Com. 8 50
Nos. 15 to 17	3 50 2 60
Nos. 18 to 21	4 05 2 70
Nos. 22 to 24	3 55 2 80
Nos. 25 to 26	3 65 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2 10 extra	3 75 3 00
SAND PAPER.	
List acct. 19, '86	dis. 50
SASH CORD.	
Silver Lake, White A	list 50
" " " " " "	55
" " " " " "	50
" " " " " "	55
" " " " " "	50
Discount, 10.	70
SASH WEIGHTS. per ton \$20	
" " Hand	dis. 20
" " Silver Steel Dia. X Cuts, per foot	70
" " Special Steel Dia. X Cuts, per foot	50
" " Champlain and Electric Tooth X Cuts, per foot	30
TRAPS. dis.	
Steel, Game	60&10
Oneida Community, Newhouse's	40
Oneida Community, Hawley & Norton's, 70-10	10
Mouse, choker	15c per doz
Mouse, deLunson	\$1.25 per doz
WIRE. dis.	
Bright Market	70-10
Annealed Market	75
Coppered Market	70
Tinned Market	70
Coppered Spring Steel	62 1/2
Barbed Fence, galvanized	2 50
" " painted	2 10
HORSE NAILS.	
Au Sable	dis. 40&10
Pullman	dis. 05
Northwestern	dis. 10&10
WHEELS.	
Baxter's Adjustable, nicked	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75&16
MISCELLANEOUS. dis.	
Bird Cages	50
Pumps, History	75&10
Screws, New List	70&10
Casters, Bed a d Plate	50&10&10
Dampers, American	40
Forks, hoes, rakes and all steel goods	65&10
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty, Sheet, 2 1/2c per pound.	dis.
60 pound casks	6 1/2
Per pound	7
SOLDER.	
1/2 0/2	12
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound 13
Hallett's	" " 13
TIN—MELBYN GRADE.	
10x14 IC, Charcoal	\$ 7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLAWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	6 75
10x14 IX, " "	8 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, " Worcester	6 50
14x20 IC, " "	8 50
20x28 IC, " "	13 50
14x20 IC, " Allaways Grade	6 00
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x56 IX, for No. 8 Boilers, } per pound.... 10 00	
14x60 IX, " " " }	



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E. A. STOWE, Editor.

WEDNESDAY, SEPTEMBER 26.

THE ADVANCE OF CIVILIZATION.

"Civilization is enlarging its borders and gaining friends. Reminders of its defects emphasize its privileges and successes. Diffused intelligence about our methods may convert large Eastern populations wanting very little from us now, into anxious purchasers wanting much. Civilization constantly uses force less because it knows how to use it better. Asiatic war may force open sealed ports, develop new wants, and call for new energies in American industries and markets."

The above extract from a weekly market letter affords food for thought. As the world advances in civilization it is evident that the most civilized nations will be called upon to supply the new found wants of those who are just emerging from the darkness of barbarism and industrial ignorance. The present war in Asia between China and Japan may be not only a blessing to America because of the demand it will make for our products in the way of food and other materials, but it may be of advantage to the nations at war in opening their eyes more fully to the fact that they are still much behind the civilized nations of the earth. It is true that China and Japan have made a great advance along the line of progress within a few years, and this is especially the case with Japan, whose inhabitants have been called "the Yankees of the Orient" because of their rapid progress and adoption of modern methods of government and modern ideas generally. But both these nations have much yet to learn before they approach the high plane of civilization to which America has attained, and Korea, the bone of contention between these two great nations of Asia, is an almost unknown land sunk in deepest barbarism.

War is bad in its immediate effects and the necessity for it is always to be deplored, but it sometimes wakes a nation from the lethargy into which it has fallen and gives it an impulse in the direction of progress that proves, in the end, that what seemed a costly and disastrous conflict was really a cheaply bought blessing. The effect of an Oriental war will be to introduce modern methods in warfare, and modern means of provisioning armies, for both sides in the conflict now on in the East have purchased a large amount of stores

in this country. These innovations will lead to others, and the probable result will be that there will spring up a demand for our products that will be of great financial benefit, and lead to a largely increased trade between this country and Eastern Asia. Necessarily this increased trade will bring about a revival of business, and we may look for something of the kind in the near future. Of all the nations of the earth the United States is in the best position to take advantage of anything of this kind that may occur. An Asiatic war must result in the opening of a new era of advancement toward a higher civilization on the part of the semi-barbaric people engaged in it, and this will improve the trade of every civilized country under the sun. With a perfect civilization war will become a thing of the past. Paradoxical as it may seem, it has always been war that has opened the way to enlightenment and a condition of the public mind that makes war less probable. The progress toward a higher state of society has always been marked with the blood of the battle field, but the aggregate results have proven that the sacrifices have not been vain ones. War is the pioneer of civilization; civilization is the exterminator of war.

On another page of this issue will be found an article on the subject of exemptions signed by "Radical." THE TRADESMAN does not endorse all that is said in the article, as it is opposed to the policy pursued by this journal for years. At the same time it must be said that there is much truth in what "Radical" says concerning bad debts. As a rule, the merchant has only himself to blame for losses on account of bad debts. A closer scrutiny of credits would prevent most of the losses suffered by dealers. THE TRADESMAN believes in the abolition of all exemption laws and of all laws for the collection of debts, and in the placing of all business transactions upon a basis of mutual confidence between buyer and seller. There was never a law made that could not be evaded somehow, excepting the "law of confidence." Based as it is upon knowledge, it will do for the dealer what all the laws upon the statute books cannot do for him. It will minimize his losses to the smallest possible amount, for he will trust no one whom he does not know to be worthy of credit. At present dealers rely largely upon the law to help them out with their bad debts; it is like leaning upon a broken reed—it will fall just at the point where its help is needed the most. Abolish all exemption and collection laws and it will not be long before losses from loose credit will be a thing of the past.

The people of Kansas are learning by bitter experience the folly of interfering with the natural laws of trade by legislation. The populists induced the last Legislature to pass an act for the protection of people who had borrowed money on their homes by allowing them an option of two years' grace after the maturity of the mortgage notes. The effect has been exactly contrary to what was desired and promised. Capitalists are always unwilling to make loans unless they can know the exact maturity of their investments. If they cannot be given such assurance, they will exact a heavier rate of interest, in the way of bonus or commission, to make up for the

risk. Cases are reported where a bonus interest of 7 per cent. above the legal interest is demanded for negotiating loans on Kansas property for three years, so that the creditor has to pay 2½ per cent. a year extra for the enactment of this law in his alleged interest. This is invariably the way in which lop-sided laws, aimed at capital, always operate. The poor man in whose interest such laws are supposed to be enacted is compelled to bear increased burdens in consequence of his own foolishness.

The movement for cheaper postal rates, which is said to be gaining headway under the leadership of Armour and others, seems to be directed against the wrong evil. Cheaper postage is not needed half as much as a better postal service, and a better service will cost more money, not less. There are few who complain of the 2 cent rate of letter postage, but there are thousands who have good cause to complain of the slow and inadequate delivery of the letters they have decorated with the 2 cent stamps. The new postal reformers should reform their reform by attacking the real postal abuse—that of an inadequate postal service—and they should include as the first plank in their reform platform the demand that the cities, which pay the most postage, should be allowed a sufficient amount, from their own postal contributions, to pay clerks and carriers enough to distribute their own mail quickly and properly. One-cent postage can wait until 2 cent postage has furnished an adequate postal service.

Advantages of the Cash System.

Of the many subjects of interest discussed at the meetings of the Retail Grocers' Association not one is of more importance than that of credits. It is a subject of interest to every dealer, since all dealers have at some time suffered from the evils of the system. Many failures are caused by inability to collect accounts, and almost every case of embarrassment may be traced to the same cause. The retail grocery trade suffers, perhaps, more than any other from the curse of credits, and that they should discuss the evil and its remedy, and that good results have followed such discussion, is not a matter of surprise. Discussion of any subject of importance is always beneficial. At the same time it should be borne in mind that discussion by isolated individuals at chance meetings on the street corners or like places results in little of practical value. The ideas advanced are generally of too nebulous a character to mean anything, and usually each goes his way with his own opinion still. But a discussion at a meeting of an organized body is a different matter. Those who take part in it are usually the most prominent members, the thinkers of the organization, and what they say has weight. Then, again, the discussion is usually crystallized into a resolution embodying the sense of the meeting on the subject discussed; but, even though the discussions do not terminate in a resolution, there will be some who, while taking no part in the discussion, will yet be brought to a conclusion. Such has been the result of the discussion of the credit system in the meetings of the Retail Grocers' Association. The members of the Association are men thoroughly alive to all that concerns themselves and their business, and they are fully alive to the evils of credit,

their knowledge being based on personal experience. That their discussions of the subject have been productive of good cannot be gainsaid. Several members of the Association have been led to adopt the cash system absolutely, others have largely reduced their credits, while all have been stimulated to look more closely after their debtor customers. While these results are indirect they are none the less to be placed to the credit of associational effort, as they are among the natural effects of organized discussion. If nothing else had been accomplished by the Association, this should be sufficient to gain for it the approval of every retail grocer in the city.

In no city in the State can the beneficial effects of doing a strictly cash business be more plainly seen than in Traverse City. Nearly forty years ago Hannah, Lay & Co. began business there as lumbermen. Employing a large force of men, it was soon found to be expedient to open a general store for the accommodation of their employes. From the start they did a strictly cash business, paying their men in cash and selling their goods for cash. The town grew, the adjacent country became settled, but Hannah, Lay & Co. did not abandon the cash system. The newcomers soon became convinced that the system was as beneficial to them as to the firm and adjusted themselves to the new condition. With the growth of the town came other mercantile establishments the proprietors of which were quick to see that their success depended on their falling into line with the pioneer firm, and for years the place was free from the curse of credit. The result was that the financial panics which have paralyzed the business of the country at recurring periods since Hannah, Lay & Co. began business have been but lightly felt in Traverse City. When, for any cause, laboringmen were thrown out of work, they had no debts, and the merchants had no bad accounts to charge to profit and loss. It is but fair to say that many of the most prosperous merchants of Traverse City began their business career in the establishment of Hannah, Lay & Co., and are thoroughly imbued with the principles to which that firm owes its success. This chapter from the history of a neighboring city is given to show what can be done when a start is made in the right direction. It is much more difficult to inaugurate the cash system after years of credit giving; but it can be done.

Purely Personal.

L. G. Ripley, the Montague druggist, was in town last week and placed orders with local dealers for a round line of holiday goods.

H. Montague, General Manager of the Hannah & Lay Mercantile Co., Traverse City, was in town Saturday on his way home from Chicago.

Jas. Hamacher, formerly engaged in the grocery business at Reed City but for the past eight months engaged in general trade at Boon, was in town last week, for the first time since he made his change of location.

Jacob Jesson, who has been engaged in the drug business at Muskegon for the past fifteen years, prior to which time he conducted a drug store at Pentwater, leaves in a couple of weeks for Los Angeles, Cal., where he expects to reside in the future. He makes the change on account of his wife's health.

LIQUIDATION OF THE BARINGS.

The great shock given to the financial world by the announcement of the failure of the great London banking house of Baring Brothers in 1890 is doubtless well remembered by everybody. This house had a world-wide reputation, and its credit was scarcely less likely to be questioned than that of the Bank of England itself. It was the custodian of the funds of various foreign governments, and was the general intermediary for the floating of national loans contracted by most of the South American countries.

Such an important part did the affairs of this firm play in the world's finances that its failure caused a general panic which was felt to some extent in this country. In Europe the financial upheaval was tremendous, and the Bank of England was compelled to guarantee the liquidation of the affairs of the Barings to prevent a general catastrophe.

The announcement of the failure was the signal for the commencement of the long series of troubles which the Australian colonies have experienced. General bankruptcy followed in the Argentine Republic, Brazil and other South American countries, and the ill effects of the crash are felt in those parts even to the present time. While the real cause of the collapse of the Barings was the enormous shrinkage in the value of South American investments, the immediate cause of the crash was the withdrawal by the Russian Government of the funds it had on deposit with the firm.

The immediate effect of the failure was to put the rate of money in London up to unprecedented figures, and the Bank of England had to borrow a large sum in gold from the Bank of France to properly re-enforce its resources. This loan was actually never used, and was subsequently returned to France with the original packages unbroken. That the action of the bank in coming to the assistance of the Barings was eminently wise, and probably prevented widespread disaster and demoralization, there can be no doubt.

The liquidation of the affairs of the Barings by the Bank of England has gone steadily on since 1890, and the management has been so successful that the end is now in sight, and it is certain that all the debts will be paid, and there will be left a surplus of at least £600,000. With the return of this remnant of a once princely fortune to the Barings, the last chapter in a most remarkable history of financial disaster and successful liquidation will have been concluded.

THE NORWEGIAN MUDDLE.

There is now in progress in Norway and Sweden an agitation which may ultimately bring about the separation of the two countries, and possibly war between them. The trouble is not a new one, as it has existed with more or less intensity for many years. At the elections about to take place it is expected that the radicals will be victorious by an overwhelming majority, and that the Government support in the Parliament will be so weakened as to be of little practical use.

The agitation which has encompassed the Government's defeat is the result of the popular demand in Norway for a separate consular and diplomatic service distinct entirely from that of Sweden. The Norwegians believe that the diplomatic service is used by Sweden to control the foreign relations of Norway and injure her trade.

The union between Norway and Sweden is based entirely on the fact that both countries are ruled by the same King. It is true that the geographical positions of the two facilitate intimate intercourse, but in national feeling they are separate and distinct. Each has its own laws, its own revenue, as well as army and navy, the diplomatic and consular service being the only branch of Government, aside from the crown, which they have in common. It is, in consequence, very naturally feared that, should the Norwegians be granted separate ministers and consuls, they would soon demand a separation of the crowns.

In all respects but the dependence of Norway on the Swedish crown, the former country has a more liberal constitution than the latter, and its people enjoy a greater degree of freedom. The national sentiment is very strong, however, and the fact that the country is ruled by a monarch who resides in Sweden, and its foreign relations are also controlled by Swedish Ministers and consuls, is very galling to the Norwegians, and must, sooner or later, lead to revolution and separation.

The union of Norway and Sweden is productive of almost as much internal friction, although on a smaller scale, as the peculiar union of the States forming the Austro-Hungarian Empire. Austria stands in very much the same relation to Hungary as Sweden does to Norway, and the Hungarians are equally jealous of what they consider an attempt at interference on the part of Austria. The entire basis of union between Austria and Hungary is the same as the bond uniting Norway and Sweden, namely, allegiance to the same King.

Rub the Other Eye.

From the Medical Summary.

Nine persons out of every ten with a cinder or any foreign substance in the eye will instantly begin to rub the eye with one hand while hunting for their handkerchief with the other. They may and sometimes do remove the offending cinder, but more frequently they rub until the eye becomes inflamed, bind a handkerchief around the head and go to bed. This is all wrong. The better way is not to rub the eye with the cinder in it at all, but rub the other eye as vigorously as you like. A few years since I was riding on the engine of a fast express. The engineer threw open the front window, and I caught a cinder that gave me the most excruciating pain. I began to rub the eye with both hands. "Let that eye alone and rub the other eye" (this from the engineer). I thought he was chaffing me and worked the harder. "I know you doctors think you know it all, but if you will let that eye alone and rub the other one, the cinder will be out in two minutes," persisted the engineer. I began to rub the other eye. Soon I felt the cinder down near the inner canthus, and made ready to take it out. "Let it alone and keep at the well eye," shouted the doctor pro tem. I did so for a minute longer, and, looking into a small glass he gave me, found the offender on my cheek. Since then I have tried it many times, and have advised many others, and have never known it to fail in one instance, unless it was something sharp as a piece of steel, or something that cut the ball and required an operation to remove it.

Too Much for Her.

The other day M. Casimir Perier, President of France, went into a store in Paris and, opening a package which he carried, produced an automatic doll, and asked the shopgirl behind the counter whether it could be repaired. She replied that it could, and asked who he was, that the doll might be sent home. He told her, when she stared at him a moment and fainted away. His dignity was too much for her.

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State Farms for the Unemployed of the Cities.

There are as many remedies offered for the relief of the unemployed and for labor troubles as there are for any of the bodily diseases to which man is subject. It may well be taken for granted that the medicines prepared for labor disorders are no more efficacious for the diseases they propose to cure than are those nostrums advertised on every side for physical ailments.

One of the latest of the suggested remedies is the establishment by States of farms to which all the indigent unemployed are to be sent at the public cost. Men, women and children are all to be provided for, and those who can work are all to be given employment, for which they are to receive food and lodging and some additional wages.

How would such an arrangement work? In all probability it would be a complete failure. The masses of the unemployed are in cities. In many cases they are people who have flocked to the cities from the country. They left country life because they were tired of its dull routine, and they hurried to the city, where they found excitement and change. Many of those people could go back to the country if they would, but they will not. They want to remain in town, and if they cannot find work there they want to be supported there.

The idea of country life to many people who have lived in cities is extremely distasteful, and they will not go back to rural ways. This fact is abundantly established in all experience. Nobody ever hears of an exodus of people from town to the country except for a short vacation. The cities grow at a vastly more rapid rate than do the country districts. There is a constant crowding of population from the rural districts to the cities. It was so in every age and it will always be so. The history of the world is the history of cities. When one reads of the Roman Empire that embraced all the civilized world in its day, the City of Rome is always the most prominent object, and attracts all the attention. The City of Babylon stands for the entire Babylonish Empire. London, Paris, Berlin, Constantinople, New York, Chicago and other cities constantly grow, not because there is a constant demand for population, but because they are a constant attraction to people who desire to flock thither.

The Coxey army marched through the farming regions of many States, but there is no evidence that any of their rank and file sought employment on the farms by which they passed. They enjoyed living on the free hospitality of the country, and they were intoxicated at the idea of visiting the nation's Capital and of securing from Congress the enactment of laws for their special benefit.

There is little question that many of the unemployed people of cities would regard it as little better than punishment to be sent to the country to work on State farms. They would view themselves in the light of convicts. People, like the Coxeyites, hold to the belief that the Government ought to support them, and they went to Washington to demand what they thought they were entitled to. In Rome the great politicians supported in idleness vast hordes of men, whose business in elections was to vote for their patrons. They had nothing else to

do. Most of the criminals and paupers are in cities, and those classes multiply as the populations of the cities increase. Both criminals and paupers must live on the people who work and for this reason State farms would be a failure, in the same sense that "county houses" and "county poor farms" are a failure, so far as their being self supporting is concerned. Furthermore, city paupers will not live in the country at any price.

FRANK STOWELL.

Shorter Hours and Sunday Rest.

In this age, perhaps more than in any other, reforms respond to the pocket, and as that is filled and emptied, we turn over a new leaf or keep our nose on the same old page. The regulation of output, either by shorter hours or reduced force, is being recognized as a cardinal doctrine in the gospel of a successful business.

There has been considerable of diplomacy and the devil in the manipulation of an ingeniously arranged surplus. The wires have been laid for convenient and money-making strikes, and while labor has been idle and hungry, the buzzard peeling its bones has fattened on its victim.

Hence, the shortening of the hours of labor, on physical, commercial and protective grounds, is not a fad or a whim, or a demagogic spectre floating over the industrial situation. It is simply a logical sequence to improved conditions in which human rights are more distinctly defined and economic laws more and more broadly comprehended. The pressure on this matter will not decline with all our talk of progress and civilization and the sweetened chimes being continually rung in the ears of the public on the fact that labor has more pie in its waistband, and better clothes on its back, than had our grandfathers who were unfortunate in being born at too early a date, there is sand yet left in the sugar and a dead fly in the pot of ointment. The gospel of working a man for all he is worth, and squeezing the lemon until it is dry, is by no means limited to a sawmill in the woods or a sweating shop in a back alley. We use a man until he is guilty of a white streak in his beard, and he goes the way of a lame mule and a spavined horse. * * * It is no surprise that under such conditions that a day's labor leaves a man nervously unstrung, or that diseases of a nervous nature drive so many to the black bottle, the lunatic asylum and an early grave. Under these high-pressure conditions the re-winding of the clock is becoming an increasing necessity. Six days work is enough. As for the Sunday, it is slipping out of the laborer's fingers. Its God-given heritage is being nibbled by the rats. The Sunday work done in the country is increasing, and while men are quibbling about smaller matters, the greater is overlooked. Sunday rights are as yet a missing plank in industrial platforms. Put it there, for a lost Sunday to the man who toils in the office or the mill would be the greatest catastrophe of the century.

FRED WOODROW.

Cures for freckles and tan are not wanted at this season of the year when it is fashionable to look as if one had been in the country.

The man who never changes his mind is perfectly reliable; but he is terribly old-fashioned and will never be able to catch on to anything new.

GROCERYMEN, TAKE NOTICE!



GENTLEMAN:—The undersigned are a new firm engaged in the cleaning of currants and raisins. They are cleaned by an improved process, the result of long experience, being neither washed nor adulterated.

The majority of the brands of so-called cleaned currants are washed, thus losing their essence, while the currants cleaned by our process retain all their original flavor. Washing renders them almost tasteless and flat, while ours are delicious and sweet.

When tried their superior quality is easily determined and currants will be used more frequently.

If you wish to increase your currant trade, there is no better article to introduce than the "Genuine Greek Currants."

Once used the people will want no other.

Buy them of your jobber. Do not under any circumstances take others claimed to be just as good. If your jobber cannot furnish you, write us and we will see that you get them at right prices.

Another point you should bear in mind is that while these currants are carefully cleaned and better in quality, they are no higher in price than inferior, half cleaned goods, put up in fancy packages.

Our goods are put up as follows:

1 Pound Cartoons, 36 in case, full weight. 25 Pound Boxes in Bulk, full weight
50 Pound Boxes in Bulk, full weight. Barrels, about 300 Pounds,
Cleaned Sultana Raisins, 1 Pound Cartoons, 36 in case.

Try them and we will guarantee satisfaction.

Grand Rapids Fruit Cleaning Co.,

PETER SCHUIT, Manager.

P. S. See that your package is marked "Genuine Greek Currants imported and cleaned by Grand Rapids Fruit Cleaning Co."

For quotations see Price Current.

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.

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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.

Trade Customs in China.

Retail shops are a necessity for a dense and busy population, and the severest Chinese moralists raise no objection to their existence; though adulteration, if carried beyond a certain point, is still punished, as in the days of Chow dynasty (1122-485 B. C.), and mercers who sell bad silk are bracketed in the Buddhist scheme of crimes and virtues with physicians who administer inferior medicine, with householders who refuse to allow slaves to buy their freedom, and with those who remove landmarks or wantonly waste rice. Shops of the same kind occupy the same quarter in the city, and their owners form a sort of amicable and unaggressive "trust," which discourages underselling and establishes a fair price. "Only one price" is a common inscription on signboards, and as the general public in China consists of persons actively engaged, though it may be on a very small scale, in commerce and industry, knowledge as to what prices are really to be called fair is more generally diffused than elsewhere. The precept, "You should not beat down articles below the proper price," is one of "twelve sentences of good words" in popular repute. The regularity of the demand for certain goods based on unchanging custom also helps to keep prices firm. De Mailla describes how, at the season when winter or summer clothing is left off, a man will bring to a particular locality 6,000 caps of a suitable sort and sell them all in three or four days. When the demand is thus fixed and calculable, the dealer does not need to force a sale by low prices or recoup himself by high ones for the risk of an unsuccessful speculation. The force of custom in fixing

prices is even carried to a ludicrous extent. Thus, according to Gill, the price of goods in the market of I-chang is said never to vary; things are always so much a pound, but, to make up for this uniformity, the number of ounces to the pound fluctuates freely. Shopkeepers are allowed to paint their names and wares on the city walls by way of advertisement, as well as on their signboards, which are as florid in style as the nomenclature of the streets. Archdeacon Gray instances in Canton the "Street of Golden Profits," of "Benevolence and Love," of "Longevity," of "1,000 Grandsons," of "1,000 Beatitudes," of "10,000 Happinesses," of "Ninefold Brightness," of "Accumulated Goodness," etc.

Ordinary commercial credits do not extend beyond the current year. In preparation for the festivities of the New Year every tradesman exerts himself to call in his debts and to clear off his goods; it is the moment of genuine clearance sales, universal stock taking and drawing up of balance sheets. Debts for household expenses may be dunned for at the New Year, and even the very poor try to avoid this disgrace. A native writer mentions, among the sources of cheerfulness enjoyed at this holiday season, that the people have all paid their debts. Closing the shop door before New Year's Day has the same significance as for a western banker to "put up his shutters," and "taking the door off its hinges" is a way of forcing a tradesman to pay his debts. This annual settlement prevents the unlucky from failing and the thriftless from sliding into the headlong road to ruin; the former obtain for a moment a foothold by which they can recover themselves, and the latter are

stopped by a barrier which few persist in overstepping.

Bankruptcy is considered disgraceful and even criminal, but there is little law on the subject, and arrangements with creditors are generally made privately. The creditors can only claim absolute control over the debtor's personality. In the rare cases when a merchant might be brought to the brink of ruin by a series of adverse contingencies, for which he was not personally to blame, his family, or, failing that, his fellow-merchants, or even his creditors themselves, would come to his assistance—a fact which explains the severe view taken of those who are allowed to become bankrupt.

In the early part of the last century it was observed by Father Amyot: "Our missionaries have been repeatedly amazed to see how readily the people here waive the repayment of a debt." Chinese public opinion obliges the local Shylocks to relax their claims on honest men who have been unfortunate, or else the family of the debtor comes to an arrangement with his creditors. The tribunals give no encouragement to the hard creditor, and always allow time for repayment unless the creditor himself is in want. Money lent by friends is generally paid off in three instalments without interest. But if a debt has been forgiven, and the creditor's grandson is poor and the debtor is well off, the former may apply for repayment, and it would be thought dishonorable to refuse; so that the inequalities of successive generations tend to compensate each other instead of perpetuating themselves.

E. J. SIMCOX.

Use Tradesman Coupon Books.

A Chemical Detective.

A Budapest manufacturer has informed the police that he possesses a powder with which thieves can be caught. Having recently made the unpleasant discovery that his cash-box was plundered day after day, and failing in all attempts to catch the thief, he applied in his dilemma to Mr. Telek, Professor of Chemistry at the Franzstadt Commercial Schools, and the latter gave him powder which he sprinkled over his cash every night before leaving the office. This powder has the peculiar effect of dyeing the skin blue, the color being intensified by washing, while it resists the application of soap. On the very first day the manufacturer noticed a deficiency of eight crowns in the silver cash-box. He at once called his employes together and ordered them one by one to steep their hands in a basin full of water, got ready for the purpose. One of the men was very loath to follow the example of his comrades. At last he consented, when, no sooner had he dipped his hands in the bowl, than they turned dark blue! His employer stepped up to him and said: "You are the thief!" and the man confessed.

Origin of the Word Deadhead.

Fifty years ago the principal avenue of Detroit had a toll-gate close to the entrance of the Elmwood Cemetery road. As this cemetery had been laid out some time previous to the construction of the plank road, it was arranged that all funeral processions should be allowed to pass along the latter toll-free. One day, as Dr. Pierce, a well-known physician, stopped to pay his toll, he observed to the gatekeeper:

"Considering the benevolent character of our profession, I think you ought to let us pass free of charge."

"No, no, doctor," replied the man: "we can't afford that. You send too many 'deadheads' through here as it is."

The story traveled, and the word became fixed.

Use Tradesman Coupon Books.



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CONDENSED MILK Shipped to San Francisco from the Elgin Factory of the New York Condensed Milk Company, August 4th, 1894.

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Capital and Labor.

From the Grocers' Monthly Review. The question of the future relations of capital and labor which is at present before the American people for solution is one of vital importance to the nation, and a comprehensive and satisfactory understanding between the parties interested is a conclusion most sincerely to be desired. The circumstances which have lately been witnessed in relation to this subject seem to indicate a latent animosity among the ranks of labor which is excited to activity by insignificant circumstances, and while strikes with their attendant evils are much to be deplored, the existence of vengeful enmity which seems to underlie these demonstrations of labor against capital is of much more concern to the people than the demonstrations themselves. Differences may be temporarily adjusted, but there is no certainty that amicable relations will continue to exist, and as the late railroad strike originated from no adequate cause, so also others of like magnitude with attendant wholesale destruction of property, embarrassment of business, and consequent distress to combatants and non-combatants alike, may at any time occur with as little cause. Labor is as much a marketable commodity as flour, and because it commands a certain price to-day is no reason that it should be the same to-morrow. We are all creatures of circumstances, the laborer no less than the capitalist, so if the latter has no guarantee against a reduction of his income, why should the former? The laborer does not scruple to forsake one employer for another, if by so doing he gains an advantage. What justice then is there in prohibiting the employer from substituting one laborer for another for the same reason? These, however, are not the questions for solution. The answers are evident, but how shall the laborer and his employer exist in amity or at least without demonstrations of violence? It must be evident to the unprejudiced mind that circumstances productive of advantage to the employer are shared by those in his employ, and vice versa, for in proportion as the productive possibilities of the country are required to supply the demand, so does the value of labor increase and the wage-earner receives his proportion of increased profits in the addition to his wages. In like manner, when the country proves overproductive, and merchandise a drug on the market, so also is labor, for industries must suspend until the surplus is consumed and a normal state again established. Now, has the laborer no responsibility under these latter conditions, considering the benefits derived under the former? Should the capitalist bear the whole burden in times of distress and yet share the prosperity? His mills are producing only a portion of what they are capable, there being no market for the product; competition has reduced his profits to a minimum, and if to curtail his expenses to accord with conditions he reduces wages, should he be boycotted and have his property burned or otherwise destroyed? Are not those who resort to such methods to attain their ends as much criminals as they who waylay him and take what he has, or who threaten him for money? Legislation and arbitration are suggested as a cure for these ills. What is there to arbitrate? What right have lawbreakers to legislation except what is already provided for them? Acts like those just witnessed do not belong to an age of advanced civilization, but are relics of barbarism where might makes right and every individual is a law unto himself. The commerce of the nation is detrimentally affected by these outbreaks, not only through the mails and the handling of merchandise, but also in fomenting imaginary wrongs among the laboring classes, and inciting them by word and example to violence and lawlessness. The principle upon which the whole structure of our country political and social is founded is that of union. This being the case, whatever is directed against the fulfillment of that principle is directed against the country, and he who directs it is a traitor to the country. That the greatest benefits may be derived from commercial pursuits there

must be harmony and unanimity of action. The commerce of a nation being its most vital organ, he who disrupts commerce aims a fatal blow at the nation. Moreover, acts like the foregoing affecting as they do the whole country, the subject both of temporary subjugation and eventual disposal are for national and not local consideration except as the parts make up the whole. Labor organized or otherwise should be given to understand that the laws of the land must be observed, or the penalties for non-observance suffered; and while it is the bone and muscle of the country, without which the nation could not exist, it demeans itself to the level of thugs and freebooters when resort is had to acts such as those in Chicago and Trinidad. Organizations intended to protect the interests of the laboring man not only do not protect him, but ruin his cause and place him in a wrong light when they countenance violence or lawlessness of any kind.

The Elements of Success.

From the Dry Goods Economist.

True strength is always characterized by quietness. The old adage that "still waters run deep" applies with equal force to human nature. The quiet, self-contained person has always more depth of character than the nervous, irritable individual who is always in a rush, but seldom accomplishes anything. The pompous, overbearing merchant or employe who is always seeking for occasions to show his authority has not that true strength that is the foundation of a successful business life. The merchant who is always worrying over trifles, or who allows himself to be annoyed by the petty trials of business, lacks strength. Giving way to bursts of temper, or showing a spirit of ill-feeling under the influence of the weather conditions, are sure signs of weakness.

Physical strength comes to a healthy body by careful training; so, too, the mental strength of a healthy mind fully under control of the will, that essence of all power, can be acquired. Will-power, memory and self-control are most potent factors in the struggle for success. These are all strengthened and developed by judicious exercise. Any faculty permitted to lie inactive quickly becomes dormant. On the other hand, if we allow passion full sway we become weak and unfit to govern.

There is another great secret of success—that true success which is achieved by so few—and that is love of business. This love is the foundation of strength, the cornerstone to success. Love of one's business will give power and strength to overcome all obstacles and rise to the top of the ladder. It is this love of business which causes men to pursue it until gray with age, or death overtakes them in the harness, although they may have acquired a competency. No man can be truly successful in business life without a love for the business he is engaged in, and he who has this love of his work has the foundation for a successful business life already laid.

Strength raises one above the common level; even brute strength commands respect when not abused. How much more worthy of respect then is he who, conscious of his strength and serene in the knowledge of the nobility of his aims and correctness of his views, marches on to a successful business life, of profit to himself and of benefit to all mankind?

Strength is power, but the abuse of power is a sure sign of weakness. Merchants, therefore, should be careful in the selection of people for positions that carry authority with them. Otherwise discord and petty jealousies are sure to exist, to the injury of both reputation and business. Those only are fit to command who have first learned to obey, and he who has himself thoroughly under control is best able to control others. A weak, vacillating person has little interest in his work, is without life and lacks that "snap" that comes only with love of work.

Again, gentleness is always consistent with true strength, and should not be lost sight of, as it too frequently is, in business life.

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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.

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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,

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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. ALQUIST, Ticket Agent, Union Passenger Station.

CHICAGO July 1, 1894. AND WEST MICHIGAN RY.

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 5:30pm *11:45pm Ar. G'd Rapids 3:05pm 10:35pm *8:25am 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 5:25 pm

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 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. Traverse City 12:30pm 10:35pm Ar. Charlevoix City 11:30am 11:10pm 4:55am 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 7:25am 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 6:21. From north 6:0. *Every day. **Except Saturday. Others wee days 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 TO LOWELL VIA LOWELL & HASTINGS R. R. Lv. Grand Rapids 7:00am 1:30pm 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.

Table with 4 columns: Trains Leave, No. 14, No. 16, No. 18, No. 20. Rows include G'd Rapids, Ionia, St. Johns, Owosso, E. Saginaw, Bay City, Flint, Pt. Huron, Pontiac, Detroit.

WESTWARD.

For Grand Haven and Intermediate Points 7:35 a. m. For Grand Haven and Muskegon 11:00 p. m. " " Chicago and Milwaukee, Wis. 7:30 p. m. For Grand Haven and Milwaukee, 10:05 p. m. For Grand Haven (Sunday only) 8:00 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 goin North For Cadillac & Saginaw 7:00 a. m. For Mackinac 8:00 a. m. For Traverse City and Saginaw 4:45 p. m. For Mackinac 10:35 p. m.

TRAINS GOING SOUTH.

Leave goin South For Cincinnati 7:00 a. m. For Kalamazoo and Chicago 2:30 p. m. For Fort Wayne and the East 2:30 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 pm *11:40 pm Ar. Chicago 2:00 pm 9:00 pm 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 pm 11:30 pm Ar. Grand Rapids 2:00 pm 9:15 pm 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 1:00 p m 1:15 p m 5:40 p m 8:45 p m

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

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THE STORY OF JOE.

Doings of a Noted Character for a Full Calendar Week.

Some men are born notorious; some achieve notoriety, while others have notoriety thrust upon them. In the case of Wm. E. Elliott, of the Elliott Button Fastener Co., it is a combination of the last two. When he recently bought a bull pup he achieved a certain amount of notoriety; but the pup has since thrust more notoriety upon him than he knows what to do with; it sticks out all over him so that he can hardly get his clothes off. It came about in this way: A certain man on the West Side, who runs a livery stable, owned a bull terrier pup of which Will had a burning desire to become sole proprietor; but \$500 wouldn't buy that pup. He was the son of Joe, the best fighter in seven counties, and was himself a fighter from wayback, although but seven months old. He is, likewise, called Joe, and is a worthy successor to his father. But something went wrong with the pup. His owner asserted that some evil disposed person had been trying to fatten him on ground glass. Others said he was afflicted with appendicitis, and others that he had pulmonary trouble. Anyway he was sick, and his owner, having no use for a dead dog, hastened to unload. Elliott happened along just about then, and asked what bull terrier pups were going for. The livery man offered him this particular pup for \$2 and Will took him on the fly. Nobody insinuates that Will "fixed" that pup. But there are some who say that it looks suspicious that he should happen along just when the pup was sickest, and, when everybody said he was as good as dead, be willing to pay \$2 for him; but such would have been the experience of anyone who wanted to buy that particular pup at that particular time, and no one should hang a suspicion of Will's good faith on such a slender thread. However, he got the pup. And right here that bull terrier began to load Will up with notoriety. Getting a piece of rope, his late owner lassoed Joe and gave the other end to Elliott, who started out proudly with his acquisition. All went well for about half a block when the pup discovered another dog asleep under a wagon. The jump he made for that dog almost dislocated Will's shoulder and nearly jerked him off his feet. "He wasn't expecting it. He was buried in thought about a 11th improvement for his button attaching machine, but the abruptness of the dog's movement pulled him loose from his thoughts, and he doesn't know yet what he was thinking about. Will managed to stop Joe before he reached the other dog, and the look on his face as he came back to the sidewalk haunts his master yet. It was a grieved, hungry look, as though he had been cruelly cheated. That seemed to dampen his ardor for a time and to make him somewhat absent-minded. An old gentleman stood on the next corner waiting for a car. Joe paused when near the old man and then with a spring passed between his legs. The old fellow assumed a sitting posture with a suddenness which threatened serious consequences to his vertebrae; but Will had no time to enquire what damage was done; he was busy corraling the dog, which he succeeded in doing about two blocks further on. By that time he was followed by two policemen, a number of old women, an Italian fruit peddler and an assortment of chil-

dren who looked as if an orphan asylum had broken out. Will got him home at last, but not until Joe had had four fights, chewed the hind leg off a horse, scared an inoffensive old Hebrew into a pork store, and did many other things which were *mauvais gout*, or words to that effect. After getting the dog under lock and key, Will went into the house. The partner of his joys and sorrows asked him what he had been doing. He told her he had been bringing home a dog. She said she thought by his looks that the dog had brought him home. The next day Joe was let out for exercise, and he proceeded to get acquainted with a neighbor's dog. After the introductory ceremony was over the other dog looked as though he had been run through a sausage machine and had come out alive. Joe next surprised a cat lying asleep on a doorstep. In just about fifty-five seconds that cat resembled the remains of an illspent life, or one of the *Democrat's* portraits of a political candidate. That was the way it went every day. Joe never seemed so happy as when he was chewing something, and it may be noted that his appetite craved dogs and cats. But Joe nearly put his foot in it the other day. After introducing himself, as related above, to a neighbor's dog he seemed to take a fancy to him and the two would play together by the hour. One evening the lady of the house next door was going out, and, not wishing to leave her dog out, went to the door and called him. He heard but he did not respond. She called again. Still no answer, though he was plainly visible in one corner of the yard. Descending the steps and picking up a small stick on her way, she managed to tree the animal in a corner. Then the matinee began. She used the stick not wisely but too well; the dog lifted up his voice and wept, and his bosom friend, Joe, heard him. Joe had been quietly resting neath his own vine and fig tree, but when that cry of distress reached him, he hesitated not—he was not the kind of a dog to take his ease when a friend was in trouble. There was a flash, the screen door had a hole in it the size of a dog and Joe was there. He took in the situation at a glance. The lady had the dog in her arms and was pounding him with the stick in a way that made Joe's heart ache for his friend. He determined to rescue him and he succeeded. Springing up, he caught the lady by the hand and persuaded her to drop the dog. Anyone would have dropped him under the circumstances. Like all of his nationality Joe has a good grip in his teeth, but this time his own weight broke his hold. The lady's hand was badly bitten; her screams brought Will and several other neighbors to the scene and she was escorted into the house, a doctor secured and her injuries attended to. A policeman had been sent for, also, and when he came he asked Elliott what he was going to do with that dog. Will didn't know exactly what he was going to do with him, but promised to go down next morning and be interviewed by Supt. Carr. Next morning, bright and early, he took himself to a lawyer's office and looked up the law in the case. Thus loaded, he called on the Superintendent, who asked him if he wanted Joe killed. No, he did not want Joe killed—he was too valuable a dog. Was not the Superintendent aware that that dog was worth \$500? Harvey remarked that if the dog's career was not stopped he

would probably soon be worth more than that to Mr. Elliott. But the police could not kill the dog, that was plain, and Will knew it. But he must do something to placate his indignant neighbors. He had paid the doctor for his services and given him instructions to call as often as was necessary and send the bill to him; but the dog still lived. When he got back home he was told that he was wanted next door. He went over and found all the old women in the neighborhood gathered in solemn conclave with grim determination written in every line of their faces. Joe was the subject of their deliberations, and, incidentally, Joe's master came in for a share of their distinguished consideration. When Will entered the room the temperature dropped so suddenly that the thermometer cracked, and the silence was so dense that it stopped the clock. The redoubtable William, who had never quailed, before quailed now. He was in the presence of those who hated Joe with a deep, dark, deadly hatred. The silence was growing denser, when a voice resembling a cross between a jewsharp and a grindstone smashed it. "Well, Mr. Elliott, what do you propose to do about it?" "Ma'am?" said Will, with his usual lucidity. "What do you propose to do with that dog?" "I don't know, ma'am," was the helpless response. "Don't you intend to kill him?" "Not till I catch him, anyway," said Will with a feeble attempt at a joke. "What! Is that dog running loose! Sir, he will kill somebody, and, mark my words," pointing her long index finger at her helpless victim and speaking in tones that would harrow up the feelings of a wooden Indian, "you will be a murderer!" But Will had recovered some of his presence of mind by this time and it was not long until he had convinced the meeting that to kill the dog would be the worst thing that could happen to the lady who had been bitten. The man or woman who can talk around Will Elliott is a good one. Joe still lives and is pursuing his sanguinary way with nothing to disturb the serenity of his mind. As for Joe's master, he is a marked man. As he wends his weary way homeward in the evening or goes forth to the labors of the day in the morning, people look at him, shake their heads sadly and pass on. Women watch him stealthily from behind half closed blinds, while children flee at his approach, and he is pointed out to strangers as "the man who owns that dog."

Meeting of the Jackson Association.

JACKSON, Sept. 21—At the regular meeting of the Jackson Retail Grocers' Association, held last evening, the Committee on Hall, Furniture and Secretary's Salary reported that on account of the rush of fruit and vegetables they had not been able to attend to the work and asked for farther time. On motion, the Committee was granted until the next regular meeting to make their report.

Bills for rent of hall and office supplies were presented and warrants ordered for their payment.

The Secretary distributed the first edition of the inter-change report of delinquent debtors, which was received and discussed by the members. Much satisfaction was expressed in regard to the system. Many of those present said that they believed that the system was the keynote to the protection of grocers against dead-beat and slow-pay customers.

The Treasurer reported a balance on hand of \$489. W. H. PORTER, Sec'y.

EVAPORATED APPLES

We want them Send sample and quote price.

HASTINGS & REMINGTON,
GRAND RAPIDS, MICH.

COUGH DROPS

RED STAR Cough Drops are the cleanest, purest and most effective drop in the market. Try Them. Made by

A. E. BROOKS & CO.,
5 and 7 Ionia St.,
Grand Rapids, Mich.



HIRTH, KRAUSE & CO.

Headquarters for

Over Gaiters and Leggings

\$2.50 per dozen and upwards.

Lamb Wool Soles in 3 grades.

Duck and Sheepskin Slippers.

Mail us your order and we will guarantee satisfaction in both price and quality.

WALTER BAKER & CO.

The Largest Manufacturers of

COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

World's Columbian Exposition

The Highest Awards (Medals and Diplomas)

on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & CO.,
DORCHESTER, MASS.

ELECTROTYPES

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

Drugs & Medicines.

State Board of Pharmacy.

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

Secret and Proprietary Medicines.

Proprietorship in remedial preparation is due to the protection afforded by letters patent granted by the government; to trademark or copyright issued by the same authority; or to secrecy of ingredients or composition, or both. The first class of these preparations, the true patent medicines, do not directly concern the physician. Whatever may be their merits or demerits, their capacities for good or harm, they are addressed and sold to the people by the manufacturer or dealer, without asking or expecting the countenance of medical men. But it is interesting to inquire why we have them with us. The answer to this, and to all such economical questions, is, of course, "Because the people demand them." This is only partially true. The granted truth is that the desire for self-drugging, the constant habit of taking medicine, is ingrained in the people—a legacy from earlier and less enlightened times. The existence of this trait is, doubtless, the fundamental reason for the existence of the patent medicine. But because a man is sick, it by no means necessarily follows that he needs medicine; in the majority of cases he is probably better without it, though this great natural truth is not recognized by the community. On the failure to recognize this great truth rests the *raison d'être* of the patent medicine, and indeed of all forms and varieties of quackery. But, granted the existence of this demand, it is by the most pernicious use of printer's ink, in the form of false and misleading advertisements, that the demand is frequently nursed and stimulated to monstrous and unnatural proportions. The character of the advertising of patent medicines is in many instances an index to the character of the whole business. Offering sure cures for incurable diseases, holding out an *ignis fatuus* of hope to deluded and unfortunate sufferers, trading on the credulity of the ignorant and the miserable, is often the special privilege of the patent medicine maker. To the druggist whose shelves are loaded with patent medicines, and who for a margin of profit acts as the willing agent and distributor of the maker, this may sound harsh; but if he be a reading and reasonable man he will not deny its truth. He may, however, console himself with the thought that he is only doing what others do and will continue to do until that era of unselfishness known as the millennium dawns upon us.

But, as I have said above, the patent medicine does not concern the physician except as a humanitarian. The larger the sale of patent medicines—the more self-drugging the people do—the greater will be the need of his services. It is the so-called proprietary medicines, the preparations he is asked to use, that

merit his special attention. With the exception of a few articles of foreign origin, whose composition is definitely known, and whose manufacture is protected by government aid, the proprietorship is preserved by secrecy. It is true that the makers, in their appeals to the doctors, make a pretense of publishing their formulas. But what a hollow mockery is this! The definition of a formula is, "The receipt for making a compound medicine." How many of them publish this? Not one, or otherwise their proprietorship would vanish. The best they do, and some do not even do this, is to publish a partial and sometimes deceitful statement of the ingredients which their mixtures contain; and this statement, being impossible of verification by the doctor, must be taken on faith—the faith, too, of one whose sole intent is to make a profitable market for his wares. From an ethical standpoint, secrecy in therapeutics is an unmixed evil. If the claim of the proprietor be true—if he has discovered or otherwise procured a remedy of unequalled value in the treatment of disease—his duty to humanity demands that he at once make it freely known to all, and his refusal to do this can be no more justified than would be his refusal to rescue a drowning man from a raging torrent unless he were well paid for it.

The product of the proprietary medicine man can be condemned on the lower and more practical ground of utility. In the history of therapeutics, how many drugs of approved value have entered through the channel of secrecy and proprietorship? How has the Pharmacopœia been thus enriched? The answer of each of these questions is a negative one, and it always will be, for the evident reason that one cannot expect to gather figs from thistles. The United States Pharmacopœia and the National Dispensatory contain everything essential in the treatment of disease with drugs. Why then do proprietary medicines exist? The answer is again: Through the potent agency of the printing press. A medical education does not destroy the element of credulity in a man; indeed it sometimes seems to increase it, and, as "men are but children of a larger growth," they continue to the ends of their lives to be deluded and entertained by fairy tales and other figments of the imagination. Every doctor's mail brings to him the circulars and advertisements of the proprietary medicine man. Some of these he reads, and some of them he believes. Many of the preparations are of some value, and as they are urged upon his attention he ultimately begins to use them. The more of them he uses, the more ignorant or indifferent he is, for there is not one of them that he cannot replace with advantage by pharmacopœial preparations, if he has the knowledge and the disposition to do so.

The use of the proprietary medicine is an injury to the physician, to the pharmacist, and to the public. It injures the physician by leading him away from the scientific practice of his profession and from exact knowledge of drugs, and by persuading him to use ready-made compounds of uncertain virtue and composition. It injures the pharmacist by forcing him to keep an infinite variety of costly articles, many of which he is ultimately compelled to throw away, and by degrading him from the dignity of his profession as a pharmaceutical chemist

to a mere middleman and clerk. It injures the public in that it deprives them of the service of the physician and compels them to pay extravagant prices for remedies inferior in value to those that scientific medication would provide.

The remedy for the evil, like the cause of it, lies with the physicians themselves. As the medical profession grows in ethical and scientific knowledge the use of secret remedies will decline, the pharmacist will resume his professional duties and status, and the public will receive the skilled attention and honest service that is their due.

CHAS. S. SHAW, M. D.

Heartly Approval of the Tradesman Company's Poison Label System.

LEXINGTON, Sept. 24—During my present vacation, I have had my attention called to your new system of printing and arranging for use, Druggists' Poison Labels, with their antidotes. In all my forty-one years of practical pharmacy, I have never seen anything of this kind as perfect, convenient and compact. It possesses all the good qualities of the old poison label, without any of the annoyances, or possible chances of errors, to which we have been subject for nearly half a century. The dusty—often bungling—apology for a label drawer, with its narrow, crowded boxes, has now, probably, taken its departure forever. No more contracting and curling of our cut and gummed labels; which, when warmed by the heat of summer, or fires of winter, utterly refuse to remain by themselves *anywhere*, taxing our patience to even find the one required; but, usually, laid promiscuously mixed and scattered in and beneath the drawer. Now, your neat and well filled card, hanging in or near the prescription case, convenient for instant use, abolishes the drawer forever. Only an instant is required for the thumb and finger to obtain the smooth and perfect one label from beneath the rubber spring, and the next to affix it to the vial, and the messenger departs, with a positive certainty that the poison and its antidote are both lawfully in place; while all other labels upon the card are left as compact, smooth and cleanly as before. Your system, while saving more than one-half the money heretofore paid for labels, is designed for this age of rapidity in business, and will soon become a positive necessity with every druggist in the country.

Begging you to receive my congratulations for the "happy thought" which prompted you to so greatly aid the really practical pharmacist, believe me
Yours very truly,
F. J. W.

The Drug Market.

- Gum opium is dull and lower.
- Morphia is, as yet, unchanged.
- Quinine is very firm.
- Canada balsam fir is scarce and higher.
- Stocks are said to be concentrated in few hands.
- China cassia has advanced.
- Arnica flowers are in full stock and lower.
- Buchu leaves are in good supply and lower.
- Oils anise and cassia are both much higher, on account of the war between China and Japan.
- Oils peppermint and spearmint are lower, on account of large crop.
- Ipecac root is lower.
- Celery seed is in better supply and lower.
- Flax seed has been advancing daily and manufacturers have advanced their prices on linseed oil about 4c in the past week. Higher prices are expected.
- Cloves have advanced.
- Turpentine is lower.

Use Tradesman Coupon, Books.

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

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

67 Monroe St.

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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

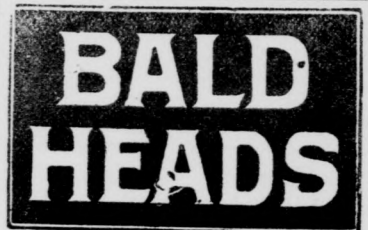
Plain N. S. with corkscrew at same price if preferred.

Correspondence Solicited

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PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber



NO CURE, NO MUSTACHE, NO PAY, NO PAY.

DANDRUFF CURE.
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. BIRKHOFF,
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WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

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

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

Tradesman Company,

Wholesale Price Current.

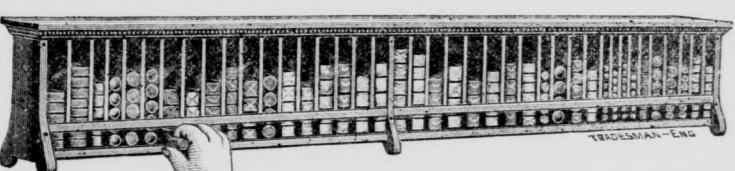
Advanced—Balsam Fir, Cassia Bark, Oil Anise, Oil Cassia, Flax Seed, Cloves, Linseed Oil.
 Declined—Arnica Flowers, Buchu Leaves, Gum Opium, Gum Peppermint, Oil
 Spearmint, Po. Ipecac, Celery Seed, Turpentine.

ACIDUM.	AMMONIA.	ANILINE.	BACCAR.	BALSAMUM.	CORTEX.	EXTRACTUM.	FERRU.	FLORA.	FOLIA.	GUMMI.	HERBA—In ounce packages.	MAGNESIA.	OLEUM.
Aceticum 80 10	Aqua, 16 deg. 40 6	Black 2 00 2 25	ubeae (po 25) 20 2 25	Copaiba 45 50	Abies, Canadian 18	Glycerhiza Glabra 24 25	Carbonate Precip. 15	Arnica 12 14	Barosma 14 30	Acacia, 1st picked 60	Absinthium 25	Calcined, Fat 55 60	Absinthium 2 50 3 00
Benzolcum GERMAN 65 75	20 deg. 60 8	Brown 80 1 00	Juniperus 80 1 00	Peru 2 00	Cassiae 12	" po. 30 35	Citrate and Quinia 30	Antemhis 30 35	Cassa Acutifol, Tin- 25 28	" 2d 40	Eupatorium 20	Carbonate, F. 20 22	Amygdalae, Dulc 30 50
Boric 75	Chloridum 13 14	Red 45 50	Xanthoxylum 25 30	Terabin, Canada 55 60	Cinchona Flava 18	Haematox, 15 lb. box 11 12	Citrate Soluble 30	Matricaria 50 65	" Alx. 35 50	" 3d 30	Lobelia 25	Carbonate, K & M 20 25	Amygdalae, Amarae 8 00 8 25
Carbolcum 20 30		Yellow 2 50 2 50		Tolutan 35 50	Cinchona Nitras 18	" is. 13 14	Percyanidum Sol. 50		Salvia officinalis, 1/8 15 25	" sifted sorta. 20	Majorum 25	Carbonate, Jennings 35 36	Anisi 2 30 2 40
Citricum 42 45					Euonymus atropurp. 30	" 1/8. 14 15	Solut Chloride 15		Ura Ursi 80 10	po. 60 60	Mentha Piperita 25		Aurant Cortex 1 80 2 00
Hydrochlor 30 5					Myrica Cerifera, po 20	" 1/4. 14 15	Sulphate, com'l 30			po. 50 60	" Vir 25		Bergamif 3 00 3 20
Nitrosum 10 12					Prunus Virgin 12	" 1/2. 14 15	" pure. 7			50 60	Tanacetum, V 25		Cajiputi 60 65
Oxalicum 10 12					Quillaja, grd. 10	" 3/8. 14 15				60 60	Thymus, V 25		Caryophylli 75 80
Phosphorim dil. 20					Sassafras 12	" 1/2. 14 15				60 60			Cedar 60 65
Salicolicum 1 25 60					Ulmus Po (Ground 15) 15					60 60			Chenopodii 35 40
Sulphuricum 1 40 60										60 60			Cinnamomi 1 25 1 40
Tannicum 1 40 60										60 60			Citronella 60 65
Tartaricum 30 33										60 60			Citronella 60 65

Morphia, S. P. & W.	Setdlitz Mixture	Linseed, boiled.
2 05 2 30	2 30	55 58
S. N. Y. Q. &	Sinapis 18	Neat's Foot, winter 65 70
1 90 2 20	" opt. 30	strained 34 40
Moschus Canton 40	Snuff, Macaboy, De 35	Spirits Turpentine 34 40
Myristica, No 1 65 70	Voes 35	
Nux Vomica, (po 30) 10	Snuff, Scotch, De. Voes 35	
Os. Sepia 15 18	" 10 11	PAINTS. bbl. lb.
Peppin Saac, H. & P. D. 2 00	Soda Boras, (po 11) 24 25	Red Venetian 1 30 2 18
	Soda et Potass Tart. 24 25	Ochre, yellow Mars. 1 30 2 18
	Soda Carb. 1 1/2 2	" Ber. 1 30 2 18
	Soda, Bi-Carb. 3 1/2 4	Puffy, commercial 2 3/4 3 1/2
	Soda, Ash. 3 1/2 4	" strictly pure 2 3/4 3 1/2
	Soda, Sulphas. 2 2	Vermilion Prime Amer- 13 16
	Spts. Ether Co. 50 55	Ican 65 70
	" Myrcia Dom. 2 2 00	Vermilion, English 70 75
	" Myrcia Imp. 2 3 50	Green, Peninsular 70 75
	Vinl Rect. bbl. 2 43 2 53	Lead, red 6 0 14
	Less 50 gal, cash ten days. 1 40 1 45	" white 6 0 14
	Strychnia Crystal 3 1/2 3 3	Whiting, white Span. 2 70
	Sulphur, Subl. 2 2 2 1/2	Whiting, Gilgers' 2 96
	" Roll. 2 2 2 1/2	White, Paris American 1
	Tamarinds 8 10	Whiting, Paris Eng. cliff 1 40
	Terebint Venice 28 30	Universal Prepared 1 00 1 15
	Theobromae 45 48	Swiss Villa Prepared 1 00 1 20
	Vanilla 9 00 16 00	Paints 1 00 2 10
	Zinci Sulph. 7 8	
		VARNISHES.
		No. 1 Turp Coach 1 10 1 20
		Extra Turp. 1 60 1 70
		Coach Body 2 75 3 00
		No. 1 Turp Furn 1 00 1 10
		Extra Turp Damar 1 55 1 80
		Japan Dryer, No. 1 70 75
		Turp. 70 75

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EVERY DRUGGIST knows how inconvenient it is to keep his pills in drawers or cigar boxes, necessitating the handling of the entire lot to find the kind wanted at each sale, and also when ordering new stock. Being out of sight of customers they never suggest a sale of themselves.

The Mills Pill Case does away with all the above objections, and offers many new attractive features to the trade. Has 24 and 40 separate compartments, holding from 1/2 to 1 dozen boxes each. Easily filled. Protected from dust and pilferers. Always in sight. Glass front and rear. Increases sales. Can be placed on showcase, counter or shelf. You can see at a glance how stock is. Costs no more than ordinary drawers. You draw a box out of opening at rear bottom, when sold, and the next drops into the same place. It's a very useful and ornamental addition to every drug store. Finely finished, complete and securely packed for shipment, and made regularly at following prices:

- No. 1, 40 compartments, Natural or Antique Oak \$6 50
- No. 3, 24 compartments, Natural or Antique Oak 5 00
- No. 2, 40 compartments, Imitation Cherry, Walnut, Mahogany or Ebony 5 50
- No. 4, 24 compartments, Imitation Cherry, Walnut, Mahogany or Ebony 4 00

Made Special on Orders, in all Popular Woods, Finishes and Sizes to Match Store Interiors.

For Sale By
HAZELTINE & PERKINS DRUG CO.,
 GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00	APRICOTS. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 40 F. & W. Blackberries. 90 Cherries. 25 Red. 1 00@1 30 Pitted Hamburg 1 50 White 1 25 Erie 1 25 Damsons, Egg Plums and Green Gages. 1 20 Erie 1 20 California 1 40 Common Gooseberries. 1 25 Peaches. 1 10 Ple 1 10 Maxwell 1 50 Shepard's 1 50 California Monitor 1 60@1 75 Oxford Pears. 1 25 Domestic 1 25 Riverside 1 75 Pineapples. 1 00@1 30 Common 1 25 Johnson's sliced 2 50 " grated 2 75 Booth's sliced 2 75 " grated 2 75 Quinces. 1 10 Common 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 Terraph 1 05 Whortleberries. 85 Berries. 85 Meats. 2 30 Corned beef Libby's 2 30 Roast beef Armour's 2 10 Potted ham, 1/4 lb. 1 25 " 1/2 lb. 1 25 " tongue, 1/4 lb. 1 35 " 1/2 lb. 1 35 " chicken, 1/4 lb. 75 " 1/2 lb. 85 Vegetables. 1 15 Hamburg stringless 1 15 " French style 2 00 " Lima 1 35 Lima, green 1 25 " soaked 1 70 Lewis Boston Baked 1 35 Bay State Baked 1 35 World's Fair Baked 1 35 Picnic Baked 1 00 Corn. 1 00 Hamburg 1 25 Livingston Eden 1 30 Purity 1 30 Honey Dew 1 40 Morning Glory 1 40 Soaked 75 Hamburg marrofat 1 20 " early June 1 50 " Champion Eng. 1 40 " petit pots 1 40 " fancy sifted 1 90 Soaked 65 Harris standard 75 VanCamp's marrofat 1 10 " early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms. 19@21 French Pumpkin. 75 Squash. 1 15 Hubbard Succotash. 1 40 Hamburg 30 Soaked 50 Honey Dew 1 50 Erie 1 35 Tomatoes. 1 35 Hancock 1 10 Excelsior 1 10 Eclipse 1 10 Hamburg 1 10 Gallon 1 10	CATSUP. Blue Label Brand. 2 75 Half pint, 25 bottles 4 50 Pint 3 50 Quart 1 doz bottles 1 35 Triumph Brand. 1 35 Half pint, per doz 4 50 Pint, 25 bottles 3 75 Quart, per doz 3 75	CLOTHES PINS. 5 gross boxes 40@45	COCOA SHELLS. 35 lb bags. 2 30 Less quantity 2 30 Pound packages 6 1/2@7	COFFEE. Green. Rio. 18 Fair 19 Good 21 Prime 21 Golden 21 Peaberry 23 Santos. 19 Fair 19 Good 20 Prime 22 Peaberry 23 Mexican and Guatemala. 21 Fair 21 Good 22 Fancy 24 Maracabo. 23 Milled 24 Java. 25 Interior 25 Private Growth 27 Mandehling 28 Mocha. 28 Arabian 28 Roasted. To ascertain cost of roasted coffee, add 1/4c. per lb. for roasting and 15c. per cent. for shrinkage. Package. 21 80 McLaughlin's XXXX 21 80 Bunola 21 80 Lion, 60 or 100 lb. case 21 80 Extract. Valley City 1/4 gross 75 Felix 1 15 Hummel's, foll. gross 1 65 tin 2 85	 First Prize 50 Darling 50 Standard 50 Leader 3 60	CRACKERS. Butter. 5 Seymour XXX 5 Family XXX 5 Family XXX, cartoon 5 Salted XXX 5 Salted XXX, cartoon 5 Kenosha 7 1/2 Boston 7 Butter biscuit 6 Soda, XXX 5 1/2 Soda, City 7 1/2 Soda, Duchess 3 1/2 Crystal Wafer 10 1/2 Long Island Wafers 11 Oyster. 5 S. Oyster XXX 5 1/2 City Oyster, XXX 5 1/2 Farina Oyster 6	ENVELOPES. XX rag, white. 1 35 No. 1, 6 1/2 1 10 No. 2, 6 1/2 1 25 Standard 1 25 No. 2, 6 1 00 Manilla, white. 75 6 70 6 70 Mill No. 4. 90	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. \$ 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 20 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	FARINACEOUS GOODS. Farina. 3 1/2 100 lb. kegs. 3 00 Hominy. 3 00 Barrels 3 00 Soda, Duchess 3 1/2 Lima Beans. 4 1/2 Dried 4 @4 1/2 Maccaroni and Vermicelli. 55 Domestic, 12 lb. box 10 1/2@11 Imported 10 1/2@11 Pearl Barley. 2 1/2 Peas. 1 15 Split per lb 3 Rolled Oats. 85 25 Schumacher, bbl. 2 80 " 4 bbl. 2 80 Monarch, bbl. 4 75 Monarch, 1/4 bbl. 2 50 Quaker, cases. 3 20 Sago. 4 1/2 German 5 East India 5 Wheat. 3 1/2 Cracked. 3 1/2 FISH--Salt. Bloaters. 4 Cod. 4 1/2 Georges cured. 4 1/2 Georges genuine. 6 Georges selected. 6 1/2 Boneless, bricks. 6 1/2 Boneless, strips. 6 1/2@3 Halibut. 4 Herring. 4 Holland, white hoops keg 65 Norwegian bbl 9 50 Round, 1/4 bbl 100 lbs 3 20 " 1/4 40 1 60 Scaled 1 18 Mackerel. 11 00 No. 1, 100 lbs 4 70 No. 1, 40 lbs 4 70 No. 1, 10 lbs 1 25 No. 2, 100 lbs 8 06 No. 2, 40 lbs 3 50 No. 2, 10 lbs 85 Family, 90 lbs 85 " 10 lbs 85 Sardines. 55 Russian, kegs 4 75 No. 1, 1/4 bbls, 100 lbs 4 75 No. 1 1/4 bbl, 40 lbs 2 25 No. 1 kits, 10 lbs. 53 No. 1 8 lb kits. 53 Whitefish. No. 1 family 25 25 1/4 bbls, 100 lbs 25 25 1/4 40 2 80 1 20 10 lb. kits 78 38 8 lb. 65 33	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. \$ 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	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 60 2 25	GUNPOWDER. Rifle--Dupont's. 3 25 Kegs. 1 90 Half kegs 1 90 Quarter kegs 1 10 1 lb cans 30 1/2 lb cans 18 Choke Bore--Dupont's Kegs. 4 25 Half kegs 2 40 Quarter kegs 1 35 1 lb cans 34 Eagle Duck--Dupont's. Kegs. 11 00 Half kegs 5 75 Quarter kegs 3 00 1 lb cans 60 HERBS. 15 Sage 15 INDIGO. 15 Madras, 5 lb boxes 55 S. P., 2, 3 and 5 lb boxes 50 JELLY. 57 15 lb. pails 63 17 " " 63 30 " " 98 LICORICE. 30 Calabria 25 Sicily 32 Root 10 LYE. 120 Condensed, 2 doz 1 20 4 doz 2 25 MINCE MEAT.  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 4 75 Quart 3 75 Pint 2 MOLASSES. Blackstrap. 14 Cuba Baking. 16 Ordinary 16 Porto Rico 20 Prime 20 Fancy New Orleans. 30 Fair 18 Good 22 Extra good 27 Choice 32 Fancy 40 Half barrels 3c. extra 40
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N.Y. Condensed Milk Co's brands
 Gall Borden Eagle 7 40
 Crown 6 25
 Daisy 5 75
 Champion 4 50
 Magnolia 4 25
 Dime 3 35



Peerless evaporated cream. 5 75



36 1-lb. cartons 5 1/2
 25 lb. boxes bulk 4 1/2
 50 lb. boxes bulk 4 1/2

PICKLES. Medium. Barrels, 1,300 count. 25 00

PIPES. Clay, No. 216. T. D. full count. 1 70

POTASH. Domestic. Carolina head. No. 1. 5 4

RICE. Imported. Japan, No. 1. 5 4

SPICES. Whole Sifted. Allspice. Cassia, China in mats. 9 4

Pepper, Singapore, black. 10 20

Mustard. Trieste. 25 25

SAGE. Absolute in Packages. 20 20

CINNAMON. 84 1 55

MUSTARD. Trieste. 25 25

PEPPER. Singapore, black. 10 20

SAL SODA. Granulated, bbls. 1 14

SEEDS. Anise. 25 15

STARCH. Corn. 30 lb boxes. 5 1/2

SNUFF. Scotch, in bladders. 37 37

SODA. Boxes, English. 4 1/2

Butter, 56 lb bags. 65 65

Worcester. 15 2 1/2 lb sacks. 44 00

Ashton. 56 lb, dairy in linen sacks. 75 75

Solar Rock. 56 lb, sacks. 22 22

Saginaw. 80 80

Manistee. 80 80

SEALERS. Packed 60 lbs. in box. Church's. 3 30

SEELY'S EXTRACTS. Lemon. 1 oz. F. M. 8 90 doz.

Vanilla. 1 oz. F. M. 1 50 doz. 16 20 gro

SOAP. Allen B. Wrisley's Brands. Old Country, 80 1-lb.

Proctor & Gamble. Concord. 3 45

Dingman Brands. Single box. 3 95

Jas. S. Kirk & Co.'s Brands. American Family, wrp d.

N. K. Fairbank & Co.'s Brands. Santa Claus. 4 00

Lautz Bros. & Co.'s Brands. Acme. 3 75

Thompson & Chute Co.'s Brands. Silver Soap.

Silver Soap. Mono. 3 65

SUNFLOWER. Golden. 2 25

Passol's Atlas Brand. Single box. 3 65

Scouring. Sapallo, kitchen, 3 doz. 2 40

SUGAR. Below are given New York prices on sugars.

Domino. 85 25

Cut Leaf. 5 25

Warpath. 4 36

Old Tom. 15 15

Standard. 22 22

Lea & Perrin's, large. 4 75

Salad Dressing, large. 4 55

TEAS. JAPAN-Regular. Fair. 21 7

SUN CURED. Fair. 21 7

BASKET FIRED. Fair. 18 20

COMMON TO FAIR. 25 25

ENGLISH BREAKFAST. Fair. 18 22

TOBACCOS. Fine Cut. P. Lorillard & Co.'s Brands.

Hiawatha. 60 60

Private Brands. Bazo. 20 30

Columbia, drums. 23 23

Plug. Sorg's Brands. 39 39

Finzer's Brands. Old Honesty. 40 40

Climax (8 oz., 41c). 39 39

Wilson & McCaulay's Brands. Gold Rope. 45 45

Smoking. Catlin's Brands. 17@18 17@18

Banner Tobacco Co.'s Brands. Banner. 15 15

Warpath. 4 36

Peerless. 26 26

Old Tom. 15 15

Standard. 22 22

Rob Roy. 26 26

Wet Mustard. Bulk, per gal. 30 30

YEAST. Magic. 1 00

WOODENWARE. Tubs, No. 1. 6 00

Bowls, 11 inch. 15 15

Baskets, market. 35 35

INDURATED WARE. Pails, No. 1. 3 15

Butter Plates-Oval. No. 1. 250 1000

WATER WITCH. 2250 2250

HIDES PELTS AND FURS. Perkins & Hess pay as follows:

HIDES. Green. 2 23

WOOL. Washed. 12 217

MISCELLANEOUS. Tallow. 4 5

GRAINS AND FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test).

MEAL. Bolted. 1 40

FLOUR IN SACKS. *Patents. 2 05

MILLSTUFFS. Bran. 15 00

OATS. Car lots. 57

HAY. No. 1 Timothy, car lots. 11 00

FISH AND OYSTERS. F. J. Dettenthaler quotes as follows:

FRESH FISH. Whitefish. 10 10

OYSTERS-Cans. Fairhaven Counts. 20 20

OYSTERS-Bulk. Counts. 2 20

SHELL GOODS. Oysters, per 100. 1 25@1 75

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows:

PORK IN BARRELS. Mess. 16 00

SAUSAGE. Pork, links. 7 1/2

LARD. Kettle Rendered. 10 10

BEEF IN BARRELS. Extra Mess, warranted 300 lbs. 8 00

SMOKED MEATS-CANVASSED OR PLAIN. Hams, average 20 lbs. 12 1/2

DRY SALT MEATS. Long Clears, heavy. 75 75

PICKLED PIGS' FEET. Half barrels. 3 50

TRIPE. Kits, honeycomb. 75 75

CROCKERY AND GLASSWARE. LAMP BURNERS. No. 0 Sun. 45 45

LAMP CHIMNEYS. Per box. 6 doz. in box. No. 0 Sun. 1 75

FIRE PROOF-PLAIN TOP. No. 1, Sun, plain bulb. 3 70

La Bastille. No. 1 Sun, plain bulb, per doz. 1 25

LANTERN GLOBES. No. 0, Tubular, cases 1 doz. each. 45 45

ROCHESTER STORE LAMPS. No. 9, Globe, automatic extinguisher. 3 25

LAMP WICKS. No. 0, per gross. 23 23

FRUIT JARS. Mason-old style. Pints. 5 00

Dandy-glass cover. Pints. 8 50

Supplies. Boyd's extra caps. 2 25

JELLY TUMBLERS-Tin Top. 1/2 Pints, 6 doz in box, per box (box 00). 1 64

STONEWARE-AKRON. Butter Crocks, 1 to 6 gal. 06 06

STONEWARE-BLACK GLAZED. Butter Crocks, 1 and 2 gal. 6 1/2

MEN OF MARK.

C. J. DeRoo, Secretary and Treasurer of the Walsh-DeRoo Milling Co.

Cornelius John DeRoo was born March 19, 1855, in Holland township, Ottawa county. He came from a family of millers, his father having erected and operated the first grist mill ever put up in Ottawa county. Being an only child, he received a good practical education—first in the public schools of Zeeland, afterward in the grammar and high schools at Grand Rapids, still later taking a commercial course in the Grand Rapids Business College. On graduating from the latter institution he went to Cedar Springs, where he was employed for one year by W. L. Barber in the capacity of book-keeper. He then returned to Grand Rapids, where he worked a year for Foster, Stevens & Co. as entry clerk and cashier. His next position was with Wm. Harrison, whom he served as book-keeper for a year. At the age of 24 years he purchased a one-third interest in the Unity Flouring Mills, of Zeeland, the firm name being Keppel & DeRoo. After remaining in that connection about four years, Mr. DeRoo sold his interest to his partner, removing to Holland and establishing a larger and more pretentious flouring mill under the style of Walsh, DeRoo & Co. The partners were I. Cappon, H. Walsh, W. C. Walsh, G. T. Huizenga, and Mr. DeRoo, all of whom, except Mr. Huizenga, are stockholders and directors in the present company. The copartnership began business with a capital stock of \$50,000, which has since been increased to \$66,000, and the mill then erected and equipped was the third roller process mill in Michigan and the first one operated in Western Michigan. In 1887, the copartnership was merged into a corporation, under the style of the Walsh-DeRoo Milling Co., when Mr. DeRoo was made Secretary and Treasurer and continued in the capacity of Manager. The business was a pronounced success from the start, necessitating frequent changes, improvements and enlargements. This year the buildings have been entirely remodeled and a complete outfit of more modern machinery added thereto. The new equipment includes a 400 horse-power Nordberg engine, a 250 horse-power Sterling boiler and a complete outfit of roller process machinery from the John T. Noye Manufacturing Co., of Buffalo. A. W. Davidson, of Chicago, was superintendent of the millwright work. These improvements and additions have increased the daily capacity of the mill to 600 barrels of flour and 50 tons of the products of coarse grains. The mill also has a storage capacity of 50,000 bushels of grain, 6,000 barrels of flour and 200 tons of mill feed.

During the World's Fair year, Mr. DeRoo was Secretary and assisted in the management of the Holland & Chicago Transportation Co., which was organized in the fall of 1892 for the purpose of operating a daily line of steamers during the season of navigation between Holland and Chicago, but, owing to the increased demands of the milling business, requiring his entire time, he has been obliged to withdraw from active participation in the management of that company, although he still remains a stockholder and director. He is also a director of the First State Bank of Holland, and is Treasurer of the Holland

Improvement Association, which has been very successful in inducing new manufacturing enterprises to locate at Holland, resulting in the era of prosperity which now marks the place.

Politically, Mr. DeRoo has always been a Republican. He has served the city in the capacity of Mayor, has been Alderman two times, member of the Board of Education three terms, and is now serving his second term as a member of the Board of Public Works. He is public spirited to an unusual degree, and his advice is sought by public officials of both parties on matters of public import.

Mr. DeRoo is one of the hardest worked men in Michigan. He has little time for recreation or amusement, but, during the hunting season, he may sometimes be seen with his dog and gun,



wending his way to the hunting grounds. He is a keen sportsman and, generally, a successful one. He is, also, very fond of boating, and spends many an hour upon the water. If he is a member of any secret society he has managed to keep it quiet, for his friends have never found it out. He is one of the most genial of men and his latch-string hangs outside to all his friends, although he has no ambition to shine as a society man. He is a prodigious reader and finds constant pleasure in the companionship of his books, of which he owns a large number. He is, also, a keen observer and close student of human nature and rarely makes a mistake in his judgment of men and measures.

Constant in the pursuit of his business, faithful to himself and to his family, loyal to his friends and his adopted city, Mr. DeRoo's career furnishes a striking example of the success which can be achieved by any man who is actuated by correct motives and unswerving devotion to duty.

There are various ways in which a man can become a well-known citizen. One way is to owe money to everybody who will trust him.

IN HIS OWN HANDS.

Exemption Laws No Excuse for Laxness in Credit by the Merchant.

From time to time complaints are registered by merchants about the inequitable nature of the exemption laws. The law, it is said, gives the merchant no redress, but permits the dishonest debtor—providing he is a householder—to "beat" the dealer almost at his own pleasure. Unless he has an income of more than \$25 at each payday, or money in excess of that amount, or personal or real property over and above a certain value, the dealer who is unfortunate enough to have him on his books has absolutely no redress. The law, as passed by the State Legislature, was intended to benefit the honest man of small means, who has only his hands to depend on, as opposed to the man who

methods of business men? No reputable wholesale house will give credit to the extent of a dollar to a retailer who has not proved himself worthy of credit. Why should the retailer be more generous to his customers? With the exception of the homestead exemption, which might justly be reduced from \$1,500, the present figures, to \$1,000, the exemptions in this State are not abnormally high. The wages of a laboring man, who is a householder and the head of a family, are exempt to the extent of \$25, together with household goods equal to the necessities of the family. That is certainly not an extravagant exemption, and is much lower than obtains in many other states. In Kansas the exemption extends to 160 acres of land, with all the improvements, without respect to the value, or, if in a town or city, to one acre of ground and the improvements. In some of the Southern States the amount is even higher. A peculiar feature of the exemption laws is that the amount exempted is lowest in the East, increasing as one travels westward. This is accounted for by the fact that in the East the creditor class rules, while in the West the debtors make the laws.

It is the opinion of many that all exemptions should be abolished, the claim being made that they encourage running into debt by parties who, but for the exemptions, would pay their debts or not go into debt at all. On the other hand, the fact of the existence of such a law should make dealers doubly careful. Having no redress before the law they should be cautious about given credit. The law should have the effect of curtailing credits, and anything calculated to have such an effect cannot be altogether an evil. With the facilities now at the merchant's command for ascertaining the liability of those who ask for credit it is seldom that the blame for a bad debt can be placed anywhere but on the shoulders of the merchant himself. Fewer customers—and these good pay—should be the rule of the dealer who is troubled with bad debts. The law of exemptions will not trouble the dealer who does a cash business, and will very seldom trouble the one who is sparing of his credits. Merchants are the beneficiaries of the exemption laws to the extent of \$250. In case there are two partners in the business each is allowed to reserve \$250, which would make very respectable foundation for a new business. The law is, therefore, not so one-sided after all. RADICAL.

The Statement Is Correct.

From the Toledo Business World.

The MICHIGAN TRADESMAN is authority for the statement that the saloon-keepers of the State, through the medium of the Michigan Liquor Dealers' Protective Association, have formed an alliance with the trades unions and that the local lodge of that order has been admitted to an equality with the various unions in the Central Labor Union. It is to be hoped, for the credit of the labor organizations of the State of Michigan, and of the country generally, that this statement is erroneous. Just what the connection is between labor and the saloon seems difficult to comprehend. It would look as though some of the shrewder leaders among the saloon element had manipulated the labor organizations for their own particular purposes.

Many men do not allow their principles to take root, but pull them up, every now and then, as children do flowers they have planted, to see if they are growing.—Longfellow.

Why should the law be held responsible for the results of the unbusinesslike

The Philosophy of Fairs.

The question as to the practical utility of fairs has been discussed, in the papers and out of them, for many years. There are some who, even at this late day, cannot see what good purpose they serve. It is claimed that competition in the natural channels of trade will force each producer to do his best and that the rivalry superinduced by the fair is purely mechanical and ceases with the close of the fair. It is said, also, that excellence is sought by the producer, not for his entire product, but for isolated specimens of various classes, care and attention being given to these sometimes to the neglect of the rest.

In answer to the first objection it may be said that "natural competition" has done wonders for the products of the mechanical trades and for various articles of commerce not generally credited to those trades; it has revolutionized the process of manufactures and raised them to a degree of excellence which it would seem could hardly be surpassed. But all the credit for the vast strides made in mechanics and mechanical arts must not be given to natural competition. At the fair and exhibition the products of the different manufactories have been placed side by side and the points of excellence, or the defects of each, were readily seen. The maker of each profited by what he saw in his neighbor's product, and each determined to improve on his former efforts. Thus is given a stimulus to inventive genius to do its best which the natural competition of trade could never give, and which, indeed, could be given in no other way than by the close contact and opportunity for comparison afforded by the fair. As an incentive to improvement of the product of the farm or orchard natural competition has absolutely no effect. Every farmer is anxious to get as good a yield from his land as possible, and this induces the cultivation of the land to the best possible advantage, which, in turn, affects the quality of the grain or other farm product. Then, if natural competition will not stimulate the producer to better his product, how can the holding of a fair have such an effect? At the fair some of the products of the various farms are placed on exhibition side by side. Samples of the different kinds of wheat are seen together and their merits or demerits thoroughly canvassed. The best vegetables and fruits to be found in field or orchard are put on exhibition. None but first-class samples are shown, as each is determined that his display shall not be inferior to his neighbor's. Therefore, he spends time and thought and money in the cultivation of the few articles he intends to exhibit, and whether he is successful or not in his efforts to reach first place the result is a vast improvement in the various articles so cultivated. He himself will see the difference between the products of skill and care and the other products of the farm. This cannot but have its influence upon his entire farming operations and must result in the general improvement of farm products. The merchants who make displays at the fair must show their best. No old shopworn goods will do, but new and good goods must be exhibited. Each endeavors to outshine the other and all do their best to catch the public eye. As a result trade is stimulated, the purchase of a

better grade of goods encouraged, and the whole community benefited. The keen though generous rivalry engendered by the fair affords the best and most lasting incentive to improvement of product whether of the manufactory or the farm, and the fair, again, gives the best opportunity for noting the improvements made. In many ways the whole community gains by the holding of a fair, and the benefits derived are neither local nor for a time, but are shared by all the people and last throughout the year. Such is the philosophy of fairs and some of the reasons which would appear to make it the part of wisdom for all to give them generous support.

DANIEL ABBOTT.

How a Boy Was Cured of a Prevailing Fad.

Correspondence Art in Advertising.

I once knew a small boy who became afflicted, as most of us do at some time in the days of our youth, with a rabid propensity for answering advertisements. Magazines and newspapers were sought out and carried off to the privacy of his own den and many hours spent in poring earnestly over their advertising columns. Postage stamps and dimes were in active demand, and the coming of that faithful functionary, the postman, watched with feverish interest; in fact, the latter was usually met at the corner of the street and induced to hand over his booty then and there, for the small boy was conducting his correspondence on the quiet—the usual way—and had excellent reasons for keeping his secret from a lot of mischievous brothers and sisters. But, alas! one day he inadvertently left in their way a sheet of note paper upon which he had carefully pasted a patent medicine ad. running as follows:

"GOOD MORNING, FRIEND!

Does your head ache?

Is there a bad taste in your mouth?

Have you a pain in your back?

And sometimes in your side?

Is there a buzzing in your ear?" etc., etc., winding up with the usual assertion that if the reader be thus afflicted he needs a bottle of the advertiser's unparalleled Liver Lubricator, a sample of which will be sent him upon request.

Written beneath the above, in the small boy's choicest chirography, was the request for a sample of the Liver Lubricator. Next morning, when the little fellow entered the breakfast room, he found the entire force of brothers and sisters assembled at the table and was greeted by the eldest with a solemn "Good morning, friend."

"Does your head ache?" gravely inquired the next.

"Have you a pain in your back?" queried the third.

"And sometimes in your side?" chimed in the next.

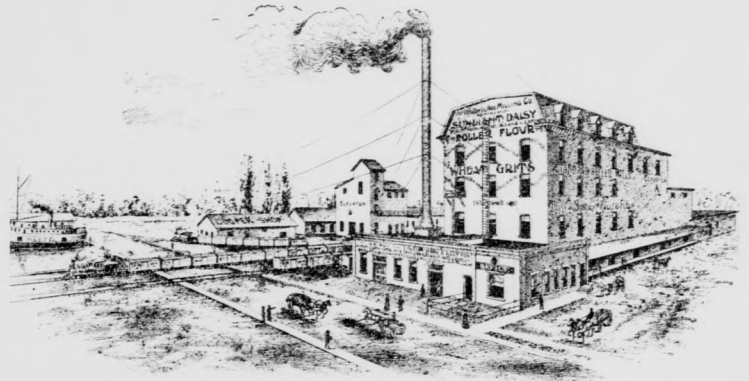
"Is there a buzz—" began another, but he got no further, for their victim, with his face flushed scarlet, gave them one parting look of indignation and fled from the room to hide his mortification.

Maternal intercession brought him a certain degree of comfort afterward, but could not save him altogether from the sly inquiries after his health and the solemn "Good morning, friend," with which he was greeted for several weeks to come, and which doubtless had the effect of putting an effectual damper on his prosperity for answering advertisements.

A Two-Cent Fare.

In is said that the legislature of Indiana is more than likely at its next session to pass a law allowing railroads to charge but 2 cents a mile as regular fares. It seems that the railroads running out of Indianapolis have been making excursion rates to Chicago and return at \$1. This is actually less than a quarter of a cent a mile, and the roads claim that the excursions pay them big money. The Hoosiers think that if this is so, they might be able to haul people regularly at less than 3 cents a mile, and they mean to make them do it.

READY FOR YOUR ORDERS.



THE WALSH-DEROO MILLING CO.,

Holland, Mich.

Our mill has been completely remodelled and its capacity increased. The high degree of excellence of our products will be maintained.

FLOUR BRANDS:

"Sunlight," "Electric," "Daisy," "Purity," "Idlewild," "Morning Star," "Diamond."

CEREAL SPECIALTIES:

Wheat Grits, Graham, Wheatena, Rye Flour, Buckwheat Flour, Bolted Meal, Rolled Oats, Pearl Barley, Feed and Meal.

Correspondence of Domestic Buyers 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,

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Sept. 22—An interesting tour to make on Friday is to go over on the East side among the "scum" of the earth—the Poles, the Russians, and others. It is market day, and if your nose is not stopped up you can find anything you want by the smell of it. Old women have boards across their laps on which they have chickens, completely dissected, which they sell for so much a leg or a breast or a gizzard or a heart, or the feathers. Mountains of bread are piled up in front of the nastiest places on earth—bread of all sorts and conditions, the black rye forming a prominent position, and the big slabs of unleavened also making a good showing. Here are bushels of eggs which were undoubtedly fresh once but that was long ago. It is likely that a worse condition of things prevailed when our Sanitary Department was less active than now. For this reason there are not so many positively rotten fish and so much meat unfit for food exposed for sale as a few years ago. Your correspondent takes a sort of fiendish delight in taking his visitors up Fifth avenue and then suddenly switching them over into Mulberry and Essex and all the other sweet scented regions about the big "bend." It is an experience they never forget.

The political situation is growing mighty interesting now. New York Democrats do not like the Ohio Democratic platform, and they are also perplexed to know just what to do for a man who will do to run for a Governor. It seems to be generally conceded that the next Mayor of the city ought to be a man not connected with Tammany, and even Tammany itself thinks this might be well. For Governor, Judge Gaynor, of Brooklyn, is mentioned as the coming man. He will be remembered as the lawyer who conducted the case originally against John Y. McKane and made for himself a National reputation. He was afterward elected Judge, and now seems to be on the way to go up higher still. A good deal is said against the nomination of so wealthy a man as Mr. Morton, and, although this may seem childish, it will probably have its effect. Business men who have been bribing policemen for years to let them obstruct the sidewalks, etc., are willing to let matters remain as they have been; but these men will probably have to adapt themselves to changed circumstances. It seems as though there would be no chance for goods to be unloaded if the law were strictly enforced, and some one said that the ordinance seemed to be passed in order that the policemen might line their pockets by blackmail, and they have made the most of their opportunities.

This is the only summer which has passed of recent years without a series of mad dog scares running pretty well through the months of July and August. This is due mainly to the adoption of the sensible rules governing dogs in European cities. The abolition of the dog catchers was urged for many years in New York without any other result than the abuse of the people who were trying to establish what is known to be a thoroughly good system in connection with the dog question, and the first year of its enforcement has shown the practical efficiency of the plan. Every man with a practical knowledge about dogs knows that the most patient and amiable animal in the world can be driven into fits or rendered intractable by being closely muzzled and deprived of all exercise during the most trying time of the year. The terror brought about by the dog catchers was so general that the ownership of a dog involved perpetual wrangling and trouble, and most people sought to compromise matters by shutting the dogs up in their flats or houses or keeping them muzzled all the time. This year the dogs have run about in New York unrestrained, have been able to seek shady spots, and have not been harassed by chains and muzzles, and as a result there was an absolute disappearance of the hydrophobia scare, which

was formerly such a marked feature of the summer news.

The volume of trade doing remains about in its normal condition. The dry goods district is lively and wholesale grocers are not complaining. It is hard to make up our minds that old-time prices have gone forever, and that we must become reconciled to a new order of things. In the whole line of groceries there is no change worthy of mention, and prices are almost exactly as they have been.

Tea is about as firm as anything on the list, and really good greens are not in abundant supply. There has been no increase in the per capita consumption of tea in this country for twenty years, and, if anything, the amount is growing smaller. The Indian Tea Growers' Association is employing natives in costume to give exhibitions of Indian tea at grocery stores. Of course, a crowd is drawn to the place and the attraction is a very good one for the grocer.

Coffee is a little lower again, and the prospects of a huge crop this year will tend to keep the article going lower.

Jobbers report a quiet market for canned goods, and this is not to be wondered at in view of the supply of fresh fruits now visible. The quality of the corn that is being packed in the East is exceptionally fine this year.

Butter remains as for the past three weeks, very quiet and with scarcely any change in quotations.

Eggs are in sufficient supply to prevent any decided advance in quotations, and 18c is about top price for best Western.

Rice is steady and prices are firmly adhered to by holders who hope for an advance.

Molasses is quiet, and no changes in quotations have occurred for a long time.

The weather is extremely hot, and it is to be regretted that the season by the sad sea waves could not be extended another month. Buyers coming to town now declare that New York is the hottest place in America without exception. JAY.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Elk's Hall, Monday evening, Sept. 17, President White presided.

Jas. Fisher, grocer at 850 Wealthy avenue, applied for admission to the Association and was accepted.

The Secretary presented copies of the Detroit daily papers containing advertisements of retail grocers of that city announcing cut prices in nearly every article in the grocery line. The difference between the prices on staple goods ruling in Detroit and Grand Rapids was so marked that Messrs. Wagner and Van Anrooy congratulated the members on the good work the Association in has done maintaining a uniform price on granulated sugar, resulting in a firmer tendency on all articles in the grocery line.

Mr. White urged that cash premiums of \$10 and \$5 be offered for the best articles on the evils of the credit system. The suggestion was discussed at some length and was laid on the table for future action.

The same gentleman suggested that the jobbers be invited to speak at the meetings at intervals during the winter. The proposition was well received, and the President was designated a committee of one to arrange the dates and other necessary preliminaries.

John H. Goss stated that he would like to see the grocers of the city get together and buy potatoes by the pound. He would, also, like to sell beans by weight.

B. Van Anrooy said he would like to sell eggs by the pound.

A. J. Elliott moved that it be the sense of the meeting that potatoes be bought by weight only hereafter, which was adopted.

A considerable discussion followed on the subject of the cash system, during which Mr. Wagner remarked that the grocery trade would never see a more favorable time to agitate the cash system than it did last winter, when the agitation was productive of such good results. There being no further business the meeting adjourned.

The Wheat Market.

Wheat remains lifeless, no change having occurred since last week. The market is in a waiting mood for something to turn up. If the Government crop report could be taken as trustworthy, prices should and would be 10@15c higher, but there are doubts of its being very accurate, especially as some authorities make the total about 75,000,000 bushels larger. One thing should not be overlooked, and that is, farmers who have to sell to raise money must sell nearly double the amount of wheat to raise an equal amount of money that they did two or three years ago, and, as they have lost faith in wheat, they sell regardless of price; they will regret their slaughter of wheat, for, later on, they will see the folly of being so hasty, but then it will be too late.

Corn has dropped some in the speculative market; so has oats. One reason for the decline is the rain which has helped the pastures. Stock can find more feed and have not to be fed at home, and the fine weather has also had a tendency to ripen corn so that it will be fit for market much earlier than usual.

Receipts of wheat here for the week were 38 cars, corn 2 cars, oats 4 cars, which is hardly up to the amount generally received at this time in years gone by.

C. G. A. VOIGT.

Grand Rapids friends of Bert Remington are in receipt of invitations to his wedding, which will occur Oct. 9, the bride being Miss Elizabeth Bois, of 124 DeKalb street, Chicago. The happy couple will be "at home" at 616 North Fifth street, St. Joseph, Mo., after Nov. 1.

An Overburdened Mind.

Grocer—Just see the difference! Look at that brainless dude going along with his gaze fixed on the heavens, and then notice how Professor Diggins walks with stooping shoulders and bended head. One is thinking of nothing, and the other is probably solving some intricate mathematical problem.

Professor Diggins—Confound it! Did my wife tell me to get her a pound of pins and a paper of lard, or a pound of lard and a paper of pins?

When you hang a sign outside your place of business, let it be somewhat original in design and of good quality.

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.

B=B=B. Co. Teas

and

Hamburgh Canned Goods.

If you visit the Western Michigan Fair this week—and we hope you will take advantage of the reduced railway rates to visit this market and attend the Fair—be sure and call at our booth in Art Hall and inspect our lines of the above staples, which are universally recognized as standard and conceded to be the finest sold.

Ball

Barnhart

Putman 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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

Are You Selling

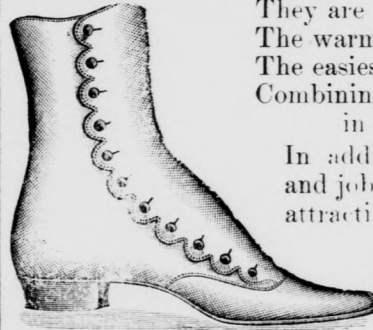


IF NOT, WHY NOT?

L.M. Clark
Grocery
Co.

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.

THE Hunting Season

is upon us

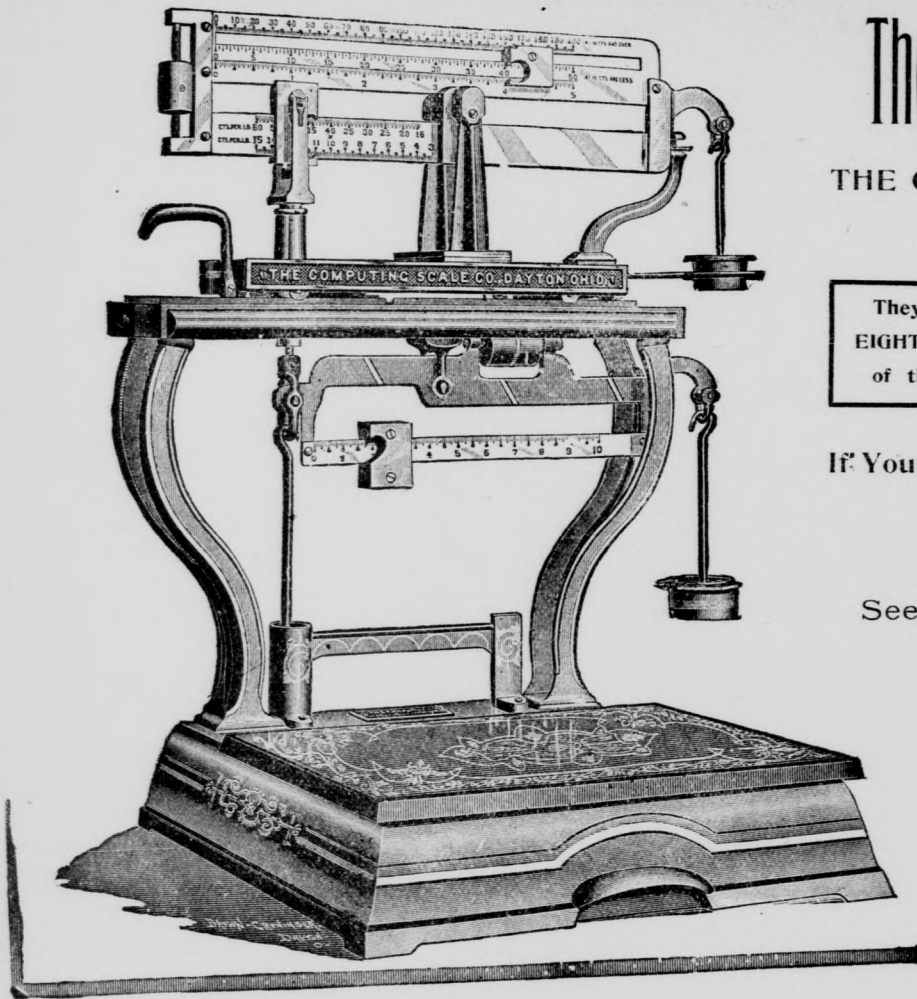


We are agents for all the leading lines of **Guns** and **Ammunition.**

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.



The Dayton Computing Scale ^{IS}

THE ONLY SCALE ON EARTH for the Retail Dealer.

They Are The EIGHTH WONDER of the World.	An Investment Paying from 10 to 100 Per Cent. Per Annum.	Thousands of the BEST MERCHANTS are Using Them.
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If Your Competitor Says They are a Good Thing for Him, WHY NOT EQUALLY SO FOR YOU?

See What Users Say:

LAPEER, Mich., Aug. 2, 1894.
MESSRS. HOYT & Co.,
Dayton, Ohio.

GENTLEMEN: We have had in constant use one of your Standard Counter Scales for three years. We look upon the scale as an indispensable fixture in our store. It has paid for itself many times over. We would not part with it under any consideration.

Yours truly,
WRIGHT & McBRIDE.

For further particulars drop a Postal Card to

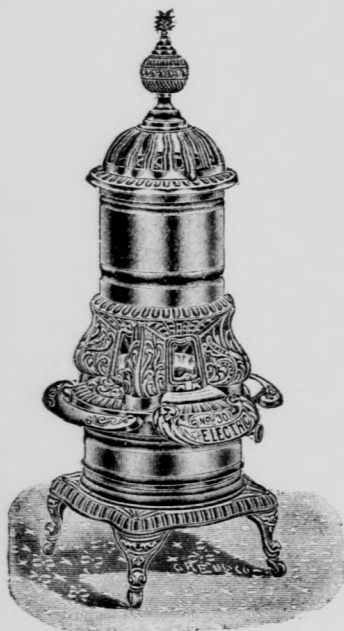
HOYT & CO., General Selling Agents,
Dayton, Ohio.

H. LEONARD & SONS

MICHIGAN SELLING
AGENTS FOR

Write us for New Illustrated Catalogue and Discount.
Exclusive Sale Given to Any Wide Awake Dealer Who Will Place an Order With Us for Five or More Heaters.

THE ELECTRIC OIL HEATING STOVES

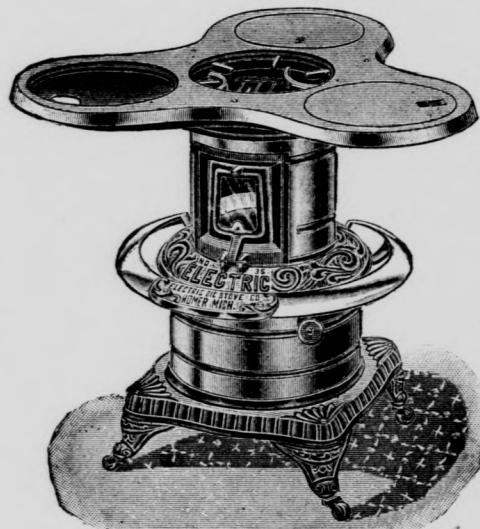


Style of No. 30 Heater.

- | | |
|--|---------|
| No. 30 Heater Half Nickle..... | List |
| No. 30 Heater Full Nickle..... | \$12 00 |
| No. 15 Heaters are the same style as No. 30, only smaller, using a 10 inch circular wick in place of a 15 inch wick. | |
| No. 15 Heater, Half Nickle..... | 9 00 |
| No. 15 Heater, Full Nickle..... | 10 00 |

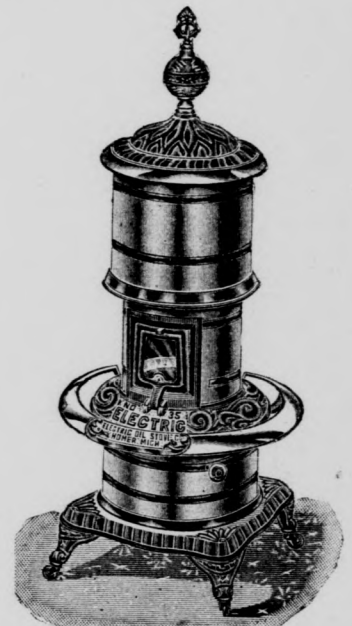
The ELECTRIC is the only Oil Stove which can be operated without smoke or odor and will produce more heat from a given amount of fuel than any other oil stove made.

Three New Styles This Season.



Style of No. 35 Heater with radiating drum removed and the substitution of a four-hole extension top making the stove available for cooking purposes.
No. 35 Complete with Extension Top and Radiating Drum. \$10

We do not profess to sell the cheapest stove in the market but we do claim to give our customers the best stove for the price and in most cases our price is NO higher than you will have to pay for a cheap low grade stove.



Style of No. 35 Heater.
No. 35 Heater, Full Nickle..... \$8 00
No. 5 Heater is the same size as No. 35 only without Fender and Casters.
No. 35 Heater, Half Nickle..... 7 00

H. LEONARD & SONS, Grand Rapids, Mich.