

MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, OCTOBER 17, 1894.

NO. 578

To the Retail Shoe Dealers---

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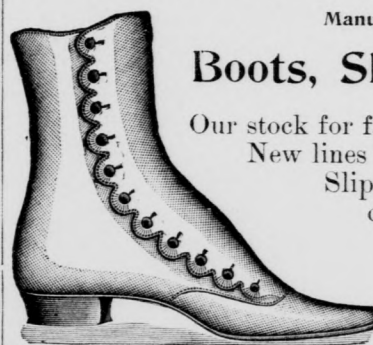
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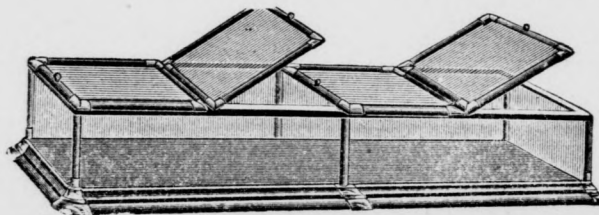
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 17, 1894.

NO. 578

ESTABLISHED 1841.

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PEACH-TREE JOE.

I had mounted the corner of a grain-bin in the stable, and sat there swinging one foot and idly watching John, the master-of-horse, who was devoting an hour of leisure to my favorite mare. She blinked her eyes in the spring sunlight that streamed in across the stable floor, and lifted tenderly a fore foot that had once been lame. This foot was apt to draw attention to itself, as if former comfortable rubbings were still remembered. I could not disguise the truth, as I looked at her, that she was no longer young, but I flattered myself that she might be good for many years yet.

John brushed and smoothed her silky coat again and again, and carefully picked the few tangles out of her thin mane; flicked at her sharp ears, and then, holding her firmly by the nose, stood looking her full in the face with an abstracted air. At last she gently moved and glanced round at an imaginary fly. She was full of feminine subterfuges; none of the other horses appealed as she did to John's gallantry, and she gained many attentions and advantages beyond her rightful currycombing and rubbing down.

"There, there!" said John, as if she could understand, "you know there isn't a live fly in this stable; you wouldn't feel a bee-sting through such a shock of winter hair as you've got on. I never saw them keep their winter hair so late as they do this year," he added, looking over at me, and I nodded assent.

He gave his currycomb a final tap, and leaned against the doorway. There were shining little pools of water on the floor near the stable-bucket, and an adventurous sparrow came hopping in. Sheila looked at him jealously, as she drank, and arched her neck and pointed her ears at him, as if she meant to frown disapproval. Then she thought best to lift a foot slowly, by way of distinct menace, and the sparrow fluttered away. I laughed, and she gave me a reproachful glance.

"Too bad if he drank up all that water and let you go thirsty," said John.

"I mean to ride her to-day," I said decisively, "and she can have some brook-water"—to which proposition John agreed, after a moment's reflection. He still leaned against the doorway, and I sat on the grain-bin. Beyond, in the garden, there was great activity. I could hear the ring of tools and the click-clack of shears in the shrubbery. Summer had come all at once after much dark weather. There was a young peach tree in full flower at the left of the stable door.

"Those blooms always make me think of war-time," said John. "Out in Virginia the country is full of them, and I thought the first spring I was there they were the handsomest I ever saw; but I got to classing them with powder smoke before I came away. The sight of a peach tree will bring those days right up fresh before me. Dear, dear!"

He did not look at me, and I made no answer. I hoped for one of those sim-

ple thrilling stories of army life, which are more touching, or more exactly descriptive, than any studied reminiscences.

"There'd be one day after another like this," he went on; "none of your hindering east winds after spring once got its mind made up. For my part, I always like any other part of the year full as well. We got out there in the early part of March, you know. I hadn't any business in the army anyway; I was under age, but I was bound to go to war with the rest of the fellows. I owned to a year and a half more than belonged to me when I listed!"

I had often heard this statement and did not think it necessary to make any comment, but I thought in the brief silence that followed, how unwittingly the country boy of sixteen had been swept southward by that great wave of excitement, and I thought, too, of the flood of new experience which had gone over him. No wonder that the homesickness and strange surroundings and unlooked for hardships had made him remember clearly that first spring in Virginia.

"There was a little peach tree just the size of this one that I sha'n't forget in a hurry," John said, as if he spoke only to himself. "It had just such a bend in the stem, and we used to be full of jokes about it, saying that we were going to stop right there until the fruit was ripe. There had been some kind of a little old house and garden just where our company was quartered, and some of the old-fashioned garden flowers and gooseberry bushes and things came up, but coming and going we soon trampled 'em out. Most of us was young fellows, green as grass; but you'd have thought 'twas old campaigners that remembered back as far as Waterloo, to hear us scolding over tactics, and what McClellan ought to do. You see we went first to Washington, and then they lugged us over to Arlington Heights, and set us down in the red mud for a week, and then we got orders to go down Fredericksburg way. We used to talk the goodness all out of us before word came to move, and you never saw such a bunch of foolishness as those camps. We were hived together so thick that you could see clusters of lights, like towns, all over that low-rolling country, and the officers hadn't learned their business extra well, and we knew it, and we dallied along awhile, and so 'twas.

"We got to know each other, and fights came up, and lots of us got to chumming like young-ones. There were plenty of good, stout, knockabout men, dare-devils and high fellows that didn't think of anything but fighting and fooling, and would as soon be there as anywhere, but that camp life came hard on some folks. I was thinking just now of one poor galoot that was about roughed to death. don't see how they ever came to list him. His father'd died, and he'd got a mother

and some little sisters, but he'd come to the front from high notions o' duty and saving his country. Makes me feel bad to think him over, now I've got to be older and know something of the world, but I used to tease him long of the rest then, and be kind o' friendly with him at odd times when I could get him alone out in the shade of one of those crooked, rail fences. He'd set there and tell me about his folks by the hour. You never did see such a girl-faced fellow trying to play soldier as that was, and he was scary to match.

"We used to tell him every day or two that we'd got orders to march, or that he was picked out to make a dash over into the enemy's lines, and he'd turn just as white as sand and get all blue around his mouth. 'Twas a kind of nervous fit he'd seem to have, and he'd have to go and lie right down and get over it. The Captain used to tell us we'd better let him alone, but that only set us on the faster. We used to try and see if we could anyway manage to get him mad, but he was so simple and pleasant 'twant worth while, and we learned to let him him alone pretty much. He'd run and get our pipes, or mend up our clothes, if we came in with 'em torn, as handy as a woman. They'd rigged us out in a lot o' cheap contract stuff to go to war with. Then he had a pretty voice to sing, was real good company, and never seemed to fail us for a joke.

"That little peach tree I was speaking about grew right in front of our 'A' tent, and I saw him crawl out one moonlight night and pick some of the blossoms and wrap them up in a newspaper. He'd know 'twas just the thing he'd get laughed at for by day. I stepped out after him and put him under arrest, and says I, 'Don't you know word has come that the army must pick all the peach trees in the fall, and the peaches are going to be sold up North to help get money to carry on the war?' He looked scared, and told me as solemn as could be that he wouldn't do it again; he only wanted a little piece to send home to show his mother how forward the season was. So I said I wasn't going to report him that time. He was a year older than I was, but some used to say I acted old enough to be his father."

"Whoa! stop gnawing that bucket now!" and the mare looked up reproachfully and gave a longing glance at her stall. I scratched a row of x's on the top of the oat bin with a nail that lay there.

"What became of the poor lad?" I asked at last. "They ought to have sent him home."

"He wouldn't go," answered John with enthusiasm. "I always thought that he was scared out of his life. Plenty of big backwoodsmen died of nothing but homesickness, but nothing ailed him but terror. The greatest comfort in life while we were in camp that time was his little peach tree. He was naturally

a boy of a farming turn, and he dug round it and used to lug water for it, and he made a little fence out of sapling stuff that he stuck down so we shouldn't tumble on it when we were scuffling or anything; or to keep off any mule that might wander by and browse. Afterwards we left there and the Rebs were scattered about; we could see their lights by night, and we used to talk across and do trading on picket, and one time they sent word if we would stop fighting for an hour or two they would stop; 'twas while we were having a good smart skirmishing all along the lines. They all had plenty of tobacco, and were glad to give us any quantity of that for a little salt or whatever they wanted. After we had been chumming and trading an hour or so, we would set to and go to fighting again.

"We weren't quite so ready to go on picket by night as we had been, but we went all the same, and the Captain made no excuse, but poor old Joe was let off easy one way and another, and he got sick with chills and went off to hospital. Everybody thought that was the last of him, but back he came. He surely did have pluck enough some ways, and the right kind, too, but any sudden sound of firing that went to our heads like drink, and made us hope something was going on, would take all the soldier out of Joe, and he'd drop right down in his tracks. He told me one night that 'twas something that come over him quick, and he couldn't help it to save his life; he'd never been called a scary fellow nor a coward as he knew of, till he come out there.

"Seems to me now, whenever I come to think it over, that there was dreadful foolish actions that first summer of the war down in Virginia. We all felt as if something had got to be done, but we didn't know just what, and the Rebs hung round, and we hung round, and orders would come for us to march off thirty or forty miles, and we wandered about like stray cattle, but 'twas pleasant weather and we liked it well enough. Somehow you don't think so much about killing folks or any of those things that come to you afterward, but when those old band tunes would begin to rip the air, we'd all catch hold and sing and step right out along the road—well, 'twas like something that got into your head.

"But that poor chap, quick as the word come to move, he'd go all to pieces, kind of frost struck, and the boys would tell him we were going into action and he'd try and step out in line, but he'd lag and lag, and I've seen him tumble right over and lie there on the grass. The Captain would stop, I've seen him myself—and pin a piece of paper to him with orders to let him pass, so when we'd get through the day's scurry, along would come poor Joe looking in all our faces to see if we meant to twit him.

"And at last we came round to the very spot where we'd camped the longest in the spring—we'd lost a good many out of the company; we were on our way up to Harper's Ferry. Everybody had been noticing that old Joe looked as slim as a spear o' hay, and we told the captain and some other of the officers that he ought to be discharged or go back to the hospital, one of the two. 'Twas no use for him to think he could serve out his time, and if they gave him orders he'd have to go whether or no, don't you see? He couldn't more than crawl about, but he

kept his blanket folded tight as any body and was always trying to do a touch of work for the rest of us. He was bound he'd do what he could, that poor boy was. Plenty of the boys was down sick of army life by that time and were complaining of their health to make excuses to get home to their folks, and the company was all thinned out. I suppose that the officers didn't know what to do, and they had to hold on to everything that looked like a man.

"I was wandering round one night while supper was cooking, and waiting till my turn came to go on picket. I had spoken for Joe to go with me; the captain and I looked after him the best we could; Joe felt safer with me, I knew, and we were short of men. I saw him leaning up against a tree, and his head was dropping like a sick bird's, and I went over close to speak to him about picket duty, but he didn't say anything, and reached out one of his hands towards me.

"'Chirk up, Joe,' said I, 'look how pleasant it is!' and then I mistrusted something was wrong, and I sat down and put back his head to look at him. He was white as a piece of cloth and his eyes were glazing all over.

"'I'm 'shamed,' says he; 'I ought to have stayed right at home. I ain't fit for a soldier!'

"'No more you ain't!' says I. 'Come, cheer up, Peach-tree.'

"'I wasn't never called a coward,' says he again. 'I ain't afraid of anything myself, but I can't make my body serve me. I don't blame the boys for laughing. I could lay down an' die of shame when I come out of those scares!'

"'You never had a fair smell of powder yet.' I'd heard all this before and I didn't know what else to say.

"'I've got to go right home, now,' says he; 'I meant to serve my time, if it killed me, but I'm all played out,' and he let his head drop; but that minute there came the noise of firing, and I heard the old bugle yell out. I started up, and the poor chap was on his feet before I was, his eyes blazing out of his head. 'Come on!' says he, 'come on! I ain't afraid this time!'

"He sung out just as pleased as if something was lifted right off of him and ran forward two or three steps—then stumbled and fell right over heavy on his face. I stopped and turned him over, and he was stone dead—just as if the lightning had struck him—"

* * * * *

John turned away, hesitated a minute at the stable doorway as if he was looking for some one in the garden; then he took the mare by the head and went quickly into the stall. I was oppressed by the silence—somebody must say something.

"They ought to have sent such a poor fellow home," I insisted, stoutly, but John had quite regained his everyday manner.

"We did send him home; we boys and some of the other companies helped. 'Twas done handsome as if he had been the general himself."

The horses were munching in a row. I heard footsteps coming toward the stable and alighted from my high seat.

"There was that little peach tree just breaking down with fruit on account of his tending it so much; 'twas right in front of us as we sat talking. I don't

know whether he saw it, he was so far gone," John added, looking at me and lowering his voice. "How soon do you want to go out?" (in a louder and perfectly business-like tone.) "I must see to your new saddle girth first, but everything'll be ready when you are."

"Perhaps the rest of you served all the better, and that poor boy helped to save his country after all," I said, lingering.

"'Twas this weather made me think of him," John apologized; "he never was cut out for a military man, poor old Peach-tree wa'n't. But he got home, and there he lays somewhere up country, in one o' those old, bushy burying-grounds."

SARAH ORNE JEWETT.

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

MIXED CANDY.			
	Bbls.	Pails.	
Standard	5 1/4	6 1/4	
Leader	5 1/4	6 1/4	
Royal	7 1/4	8	
Nobby	7 1/4	8 1/4	
English Rock	7 1/4	8 1/4	
Conserves	7 1/4	8 1/4	
Broken Taffy	8	9	
Peanut Squares	8	9 1/4	
French Creams		12 1/4	
Valley Creams		12 1/4	
Midget, 30 lb. baskets		9	
Modern, 30 lb.		8 1/4	

FANCY—In bulk			
		Pails	
Lozenges, plain		9	
Chocolate Drops		13	
Chocolate Monumentals		13	
Gum Drops		5 1/4	
Moss Drops		8	
Sour Drops		8 1/4	
Imperials		10	

FANCY—In 5 lb. boxes.			
		Per Box	
Lemon Drops		55	
Sour Drops		55	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops		40 1/2	
Licorice Drops		100	
A. B. Licorice Drops		100	
Lozenges, plain		65	
Imperials		65	
Mottos		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		85 1/2	
Plain Creams		70	
Decorated Creams		90	
String Rock		105	
Burnt Almonds		100	
Wintergreen Berries		60	

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

LEMONS.			
Choice, 360			
Choice 300			
Extra choice 360		4 00	
Extra fancy 300			
Extra fancy 360, Sorrentos		4 50	
Extra fancy 300 Majoras		7 00	

BANANAS.			
Large bunches		1 75	
Small bunches		1 00 @ 1 50	

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8 lb.		16	
" extra " 14 lb.			
Dates, Pared, 10-lb. box		2 8	
" 50-lb.		2 5	
" Persian, 50-lb. box		2 5 1/2	
" 1 lb Royals		7	

NUTS.			
Almonds, Tarragona		2 15	
" Ivaca		2 14	
" California		2	
Brazils, new		2 8	
Walnuts, Grenoble		2 10	
" French		2 10	
" Calif.		2 12 1/2	
Table Nuts, fancy		2 11 1/2	
" choice		2 10 1/2	
Pecans, Texas, H. P.		6 @ 7 1/2	
Chestnuts		4 00	
Hickory Nuts per bu.			
Cocconuts, full sacks			

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

PORK.			
Dressed		7	
Loins		10	
Shoulders		6 1/2	
Leaf Lard		11	

MUTTON.			
Carcass		4 @ 5	
Lambs		5 1/2 @ 6 1/2	

VEAL.			
Carcass		6 @ 7 1/2	

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

A PUBLIC MARKET.

Cogent Reasons in Favor of the Over-the-River Site.

The special committee appointed by the Common Council to investigate and report on a market site seems to be hopelessly divided on the subject. The chairman of the committee, Ald. Kinney, is in favor of the Comstock site. Ald. Kinney lives in the north end and is, naturally, anxious to locate the market as far north as possible. Ald. Gibson favors the McConnell site. Ald. Gibson resides out on Madison avenue. Ald. Wurzburg wants a bridge market. He is a grocer and does business not far from the central portion of the city. It would be interesting to know how these gentlemen will reach an agreement. At present there seems to be little hope of it. Perhaps Aldermen Kinney and Gibson may compromise on the bridge scheme; it would be the most sensible thing they could do.

Chairman Kinney informs THE TRADESMAN that the Comstock site would cost the city \$49,000, or \$11,000 less than was stated last week. That is giving the city the land at the rate of \$60 per foot front. Is there a business man in the city who would be willing to pay that amount for land in the vicinity of the proposed market site? It is not worth \$40 a foot, and those who are urging it as a market site ought to know it. As stated last week, it is not the intention of the city to purchase a site at present, but only to lease the land for a term of years. Mr. Comstock will lease his land to the city for ten or twenty years at an annual rental equal to 5 per cent. of the purchase price, or \$2,400 a year. At that rate the city would pay \$24,000 rent in ten years. Mr. Comstock claims that the land is worth, at the present time, more than he asks for it, and that it is increasing in value all the while. What it may be worth at the expiration of ten years it would be impossible to conjecture. Suppose, for a moment, the city were to lease a market site for ten years: while it is true that the option of purchase would be included in the conditions of the lease, it must be borne in mind that such option will expire with the lease, and if it be true, as claimed, that real estate is constantly rising in value, then the city must purchase before the ten years have passed or find the price raised. Such is the manner of real estate holders the world over. In the meantime, the city will grow; all the land desirable for the purposes of a market will have been taken, and the city will be forced to take the leased site at the owner's price. Such is the predicament in which the city will place itself if a land site is leased for even ten years. This argument is applicable to any of the proposed sites and is irresistible. On the other hand, if it be decided to build a bridge market, the site will cost nothing and room for enlargement is always available. The only objection to a bridge is its estimated cost, which City Engineer Collar puts at \$473,000; but Engineer Collar has never got beyond the amateur period in his profession. His estimates are always high—out of sight, in fact. A better engineer than Mr. Collar ever will be, after careful calculation, estimated the cost of a 66-foot bridge from Lyon to Allen streets, with a connecting bridge from the new structure to West Bridge street bridge, at \$135,000. There is no reason to doubt the correct-

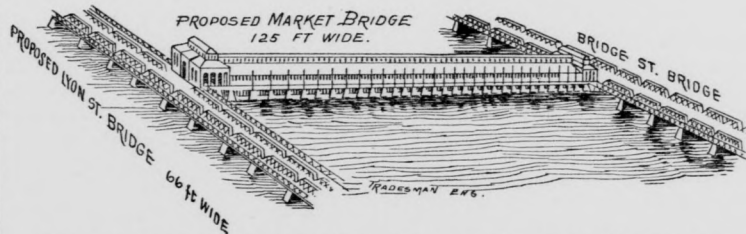
ness of this latter estimate. Wm. T. Powers, a gentleman well acquainted with the cost of structural iron and steel, and who is in a position to know what the substructure of such a bridge ought to cost, gives it as his opinion that \$135,000 would be found to be not much below actual cost. Is Mr. Collar's estimate be discounted as were his figures on the cost of the Valley City and Oakhill cemetery walls, it will bring the cost of the bridge down to about the proper figure. He estimated the cost of a 12-foot wall at \$17,000. A 5-foot wall was built for \$3,500. He was probably \$4,000 off on the cost of a 12-foot wall. So long as Mr. Collar holds his present position, it would seem but right that the Board of Public Works and the Common Council should be influenced by his conclusions; at the same time, all his estimates should

WAS WELL PREPARED.

A Railroad Man Who Was Tried by the Punch.

Supt. Agnew, of the C. & W. M. Railway, has the reputation of being very particular in the matter of employing train men, desiring only those who have had considerable experience in that branch of the service. The following is a conversation said to have been overheard by an employe a short time ago between Agnew and an applicant for a position as a passenger conductor:

"Where did you come from?"
 "From General Manager St. John, of the C., B. & Q."
 "What did you come here to do?"
 "To learn to subdue my energies and improve the railroad service."
 "Then you are a railroad man, I infer?"



The above etching gives a fair idea of the proposed market bridge, which will extend from the present Bridge street bridge to a proposed bridge at Lyon street. The stone abutments of the Bridge street bridge will form the ice breakers for the new structure. Stone will not be used under the market bridge, instead of which steel caissons, filled with concrete, will be sunk to bedrock. These will be put down in line with the stone abutments of the old bridge. The bridge which it is proposed to build from Lyon street to Allen street will have abutments of masonry, except in the center, where two of them will be steel caissons, as under the market bridge. It is proposed to make the Lyon street bridge 66 feet wide. The width of the river at this point is 472 feet. The market bridge will be 1,100 feet long and 125 feet wide.

be carefully scrutinized. His estimate of \$473,000 would more than cover the cost of such a structure as he figured on, which was of the most expensive character, and entirely beyond the range of possibility or necessity. The proposed bridge is sufficiently strong for all purposes, and is adequately protected against all contingencies of flood and storm. It would not cost to exceed \$150,000. Such a sum, it is estimated, would give the city a market which would afford the necessary protection from the weather, provide the needed facilities for doing business, and, in addition, be an ornament to the city. It is said that the financial condition of the city will not admit of such a sum being expended, neither at present nor for some time to come. To those who urge this as an argument against a bridge market, it should be answered that the market is not to be built for a year, nor for ten years, but for all time, and payment of the debt proposed to be incurred should, therefore, be spread over a long term of years. Then, again, THE TRADESMAN is informed upon good authority that a syndicate could be formed to build the bridge if the necessary franchise could be secured. A number of capitalists have already talked the matter over informally and plans of the proposed structure have been made. That these gentlemen mean business there can be no doubt and that they know what they are doing is equally sure. They are not yet ready to make known their plans, but their standing in the business world, of which this journal is well assured, should entitle them to at least a respectful hearing, and until they are ready to meet the Council with a proposal, the matter of a site should be left undecided.

"I am so taken by all railroad officials who know their business."

"How may I know you to be a railroad man?"

"By looking over my letters and examining me in the signal. Try me."

"How will you be tried?"

"By the punch."

"Why by the punch?"

"Because it is an emblem of honesty and the principal working tool of my profession."

"Where were you first prepared to be a railroad man?"

"In my mind."

"Where next?"

"Upon a farm adjoining the right of way."

"How were you prepared?"

"By breaking upon a threshing machine for six months, after which I went to town and sought admission to the trainmaster's office."

"How gained you admission?"

"By three cigars placed in the open hand of the trainmaster's clerk."

"How were you received?"

"Upon the gaze of the trainmaster, applied to my physiognomy, which was thus explained: As it is always a source of great pleasure to the trainmaster to receive company, I should drop in and chat with him a little while upon every possible occasion."

"How were you disposed of?"

"I was seated in a chair by the trainmaster's desk and asked if I put my trust in the safety-coupling devices."

"Your answer?"

"Not if I know myself, I don't."

"What was then done to you?"

"I was then led up and down the yard three times to accustom me to the noise

of the trains, then to the chief dispatcher."

"How were you then disposed of?"

"I was seated upon a brake-wheel before a train box and caused to take the following horrible and binding oath: I, Steve Sears, do hereby and hereon, most everlastingly and diabolically swear, by the Great Horn Spoon, that I will always remit and never conceal any of the cash collected by me as conductor, and that I will not cut, make, use, collect or remit any cash fares less than those found in the regular tariff book. I further promise and swear that I will not carry on my train free any railroad man's wife, sister, daughter or widow, or permit any other conductor to do so, if I can prevent it. I further promise and swear that I will freely contribute to all subscriptions circulated to buy my superior officer a 'token of esteem,' etc. so far as he may desire and my salary will permit; to all of which I most solemnly swear, binding myself under no less penalty than that of having my salary cut from year to year, all of my perquisites taken away and expended for sand ballast to put under the McKinley extension where the trains come and go twice in twenty-fours. So help me Bob Ingersoll, and keep my backbone stiff."

"What did you then behold?"

"The trainmaster's clerk approached me and presented me with a Bishop safety coupling knife, and instructed me to take it to the yard master, who would teach me how to use it."

"How are the Bishop coupling knives used?"

"By sticking them in the left hip pocket with the blade turned up."

Mr. Agnew informed the applicant that he was satisfied he was a railroad man and asked him if he would be "off" or "from."

"I will be 'off' from here if you will give me a passenger train."

"Have you any cigars?"

"I have."

"Will you give them to me?"

"That is not the manner in which I got them and cannot so dispose of them."

"How can I get them, then?"

"I will match heads or tails for them."

"I will go you—begin."

"You begin."

"No, begin yourself—you have the cigars."

"Board?"

"A!"

"All!"

"All aboard! You're o. k. Come around again in the morning and I will arrange to send you on the hog train."

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.

THE MICHIGAN TRADESMAN.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Port Huron—Chas. Grieb, Jr., of Grieb & Son, grocers, is dead.

Hillsdale—Wolf & Collins succeed John C. Wolf in the drug business.

Menominee—Cate & Cate succeed H. B. Cate & Co. in the drug business.

Duck Lake—Leonard Monroe succeeds Monroe & Andrews in general trade.

Port Huron—Chas. F. Brophy, of Brophy Bros., boot and shoe dealers, is dead.

Harrison—J. (Mrs. J. O.) Shadbolt has removed her general stock to Hibbing, Minn.

Lansing—Walter E. Perry has purchased the grocery stock of J. F. Schrock.

Dryden—Smith & Farley succeed John S. Smith in the agricultural implement business.

Lamb—Houghton & Camell, general dealers, have dissolved, Philip Camell succeeding.

Dollarville—McArthur & McMillan, general dealers, have dissolved, John McMillan continuing the business.

Ontonagon—C. L. Hollopetter continues the cigar manufacturing business formerly conducted by Francis & Hollopetter.

Berlin—A. E. McCulloch succeeds R. B. McCulloch in the drug, book, stationery, grocery and wall paper business.

St. Johns—Hicks & Seaman, dealers in millinery and fancy goods, have dissolved. The business will be continued by Hattie L. Hicks.

Grattan—E. E. Lessiter, grocer and hardware dealer, and Geo. Whitten, general dealer, have consolidated their stocks under the style of Lessiter & Whitten.

Muskegon—E. R. Sunderlin & Son, grocers of the Eighth ward, have dissolved partnership. The son, Fred A., will go to Casnovia, where he expects to embark in general trade.

Belding—Holmes Bros. will close out their clothing stock and retire from business. Lyman W. Holmes will remove to Lansing Jan. 1 and take the position of Secretary of the Lansing Pant and Over-all Co., in which corporation Holmes Bros. are interested in the capacity of stockholders.

Marshall—T. F. Giddings, receiver of the National City Bank, has sold a seventieths interest in Eagle Block to M. B. Brewer for \$5,300. The property known as the Bullard property was sold to G. A. Bullard for \$2,200. The selling of the above property will enable the receiver to close up the affairs of the bank and pay a 5 per cent. dividend to the creditors of the bank.

Detroit—The Michigan Alkali Company, with a capital stock of \$1,000,000, all of which is represented to have been paid in, has filed articles of association. The company is organized for the purpose of dealing in salt, limestone, minerals, alkalis and all kinds of minerals, etc. There are 100,000 shares of stock, apportioned among the incorporators as follows: J. B. Ford, Jr., trustee, 99,996; Edward Ford, 1, and B. Ford, 1, of Creighton, Pa., C. L. Ford, of Allegheny Pa., 1, and R. G. Emer, 11 of Detroit.

Muskegon—The will of the late Andrew Wierengo has been filed for probate, the petition being set for hearing Oct. 24. The value of the estate, as estimated for probate, is placed at a total of

\$85,000, \$50,000 personal property and \$35,000 real estate. It is thought that the property will overrun this figure and well informed people place it at nearer \$100,000. By the terms of the will the magnificent wholesale business which Mr. Wierengo had built up here in the last ten years is to be closed out in a year and all the available assets converted into cash. The will provides for the payment of \$1,000 to Marie Wierengo, the mother of Mr. Wierengo and \$500 each to his sisters, Mrs. Jennie Horn and Miss Josie Wierengo. The sum of \$500 is to go to Mrs. Catherine DeHaas, Mrs. Wierengo's mother, and \$500 each to Mrs. Anna Kraai and Miss Nellie DeHaas, Mrs. Wierengo's sisters. Andrew, the elder son, gets his father's diamond pin and John Leslie, the younger son, his father's diamond ring. The boys become the owners of the Hotel Wierengo property and the store block adjoining, when they shall reach the age of 25 years, respectively. The remainder of the estate goes to the wife, who is named as sole executrix. The boys, Andrew and John, are aged respectively 12 and 10 years.

MANUFACTURING MATTERS.

Ironwood—Martin Kallender will cut 5,000,000 feet of logs this winter in the vicinity of Ewen, for the Ketcham Lumber Co., of Chicago. He will also log for other parties in the same section.

Muskegon—Hovey & McCracken will finish sawing about November 1. They will not log this season, and the running of their mill next year will depend on the price of logs, which now they consider too high.

Crystal Lake—Josiah Horning, of Clare, and T. P. Horning, of Mt. Pleasant, have formed a partnership and purchased a sawmill here. The mill will be at once repaired and put in commission. It will cut hardwood chiefly, and a stock will be secured for it.

Saginaw—The sawmills are on the home stretch of the season's sawing, and owing to the accumulation of lumber on the mill docks, nearly all of the mills will shut down early. The output for the season will be considerably less than was the cut in 1893, which was 585,000,000 feet.

Detroit—The World Specialty Co. has filed articles of incorporation. The capital stock is \$10,000 and \$2,000 is paid in. The object of the company is given as the manufacture and sale of patented specialties. The incorporators are George W. Childs, Jr., Walter G. Morley and S. Olin Johnson.

Iron Mountain—Judge Stone has issued a decree in the Circuit Court for the sale of the plant and other real and personal property of the Upper Michigan Brewing Co. to satisfy the claims of the National Loan & Investment Co. and the Third National Bank of Detroit, amounting to \$69,079.36. The brewing company has been in the hands of the receiver for a year. The sale will take place Jan. 2, 1895.

Beaverton—The mill frame erected here by Seely, Eastman & Phipps is ready for the machinery, and the latter is being set up. The saw and hoop machinery will be put in first and stave and heading machinery will be added later. Contracts have been let for the manufacture of 1,000,000 hoops to be delivered prior to December 1. The saw mill will consist of circular, edger and

planer. The hoop machinery will be operated days and the saw mill nights. A shingle mill is talked of to be added to the plant another season.

Muskegon—There is a visible quickening in the lumber trade, and were the prices only to advance a little we would begin to think trade might be of some good this fall. Buyers have been here recently and all seemed to get what they wanted. Among recent sales were 1,000,000 and 500,000 hemlock piece stuff. One man bought 300,000 feet of assorted pine piece stuff, the stock being shaped to suit his needs. He also took a cargo of inch assorted pine and hemlock. Another man bought a lot of pine piece stuff which was to run largely to small timber from 4x4 to 8x8, about 300,000 in the lot.

Saginaw—October did not start in very energetically for the lumber trade, although there has been some slight improvement. All along the line it is remarked that the reason the Saginaw valley market has been dull, as regards the volume of business, is that prices have been asked for stock so much higher than sales have been effected at on Lake Superior that the people up there have sold the boards while they are still drying in the October sun on the mill docks of the Saginaw River. One old lumberman recently remarked that the day of the Saginaw valley as a wholesale market is over, that the bulk of the business in future will be done in the yards; and there would seem to be some force in the idea. The fact is that the stumpage has cost too much, in the opinion of many lumbermen, to permit them to sell as low as they do on Lake Superior. The average cost of stumpage of the lumber cut in the Saginaw district in the last ten years is about \$7, while up in Lake Superior probably it will not exceed \$3. Others assert that Saginaw valley lumbermen are not satisfied with as narrow margins of profit as those at some other points, that they made money so rapidly a few years ago that they cannot come down to a closer business as to profits.

Don't Carry it Too Far.

E. P. Van Harlingen in Dry Goods Reporter.

The matter of special sales, their use and abuse, is an important one, and one that is receiving a good deal of consideration just now. That they are of great advantage to the merchant, if planned judiciously, is beyond doubt, but there is a strong tendency to over-do the matter and thus destroy much of the good that might otherwise accrue. We are speaking particularly now of the merchants in the smaller towns and cities. In a nut-shell, an occasional special sale, when one has new goods to introduce or old ones to clear out, is an excellent thing, but the advisability of constantly advertising special sales, with accompanying special prices, with the intention merely of pushing trade or distancing a rival, may well be called into question. Avoid conveying the idea that it is necessary for you always to reduce your regular prices in order to do business. In order to compete successfully with aggressive rivals you should have prices down to the closest margin possible to make a fair and just profit, and the heavy cuts be only made in rare and justifiable instances. People will not be misled by baits long; they will soon learn where they will save the most in trading in the long run and where the big spasmodic reductions are always made up by extra prices on other goods.

John F. Reinke, formerly a market gardener on West Leonard street, has opened a grocery store at 200 Watson street.

PRODUCE MARKET.

Apples—Spies, Baldwins and Greenings are the leading varieties. There are a few scrubs but they don't count. The supply of good fruit appears to be ample for all needs. Dealers hold the best at \$2@2.25 per bbl.

Beans—Handlers pay \$1.25@1.40 for country picked, holding hand-picked at \$1.50.

Beets—Washed bring 50c per bu. on the market; unwashed 25c.

Butter—Best dairy is held by dealers at 20c per lb. Creamery is worth 24c.

Cabbage—Small heads are worth 25c per doz. on the market; large 30c.

Cauliflowers—The market price is \$1 per doz. for good, but they can be bought as low as 75c, while some fancy lots bring as high as \$1.25.

Celery—Is now at its best and brings 10@15c per doz.

Cucumbers—They are nearly out; 25c per bu. is still the price.

Egg Plant—The supply is still good; the price on the market is 75c@81c per doz.

Eggs—Strictly fresh bring 15@16c per doz.

Grapes—Niagaras, prime fruit, are sold on the market for 17c per 10-lb. basket. New York Concord bring 15c, but they are inferior to home-grown.

Green Corn—Is still coming in. It is sold on the market at 10c per doz.

Lettuce—Grocers pay 10c per lb.

Mushrooms—First-class bring 40@50c per lb.

Onions—Yellow Denvers and reds are held by dealers at 80c per bu. Spanish bring \$1.30 per box.

Peaches—Smocks and Solways are about the only varieties left, and the supply is small and uncertain. They are held at \$1.60.

Parsley—Grocers pay 15c.

Peppers—Red and green are in fair supply with good demand. The market price is \$1 per bu.

Pumpkins—Grocers pay 75c@81c per doz. for prime.

Potatoes—Through an inadvertence the price was put at 55c last week. It should have been 60c—the price at present. One can see a vast improvement in the size and general appearance, as well as in the quantity, of the tubers brought to this market. It is still held by those who claim to be possessed of definite information, that the crop of potatoes this year is not much more than half the average of former years. The same cause, drouth, has operated it is said, all over the continent, as in Michigan, to retard growth. There can be no doubt of this, but if, as in Michigan, the drouth was broken soon enough to give the potatoes a chance to recover some of the ground lost, it may reasonably be supposed that the result will be the same in other States as in this, namely, a crop fully 40 per cent. larger than was anticipated. Anyway, predictions as to the condition of the crop were based upon reports made previous to the coming of rain. Would the prophets speak in the same strain now, is a question.

Pears—Californias bring \$2.25 per box.

Quinces—Dealers hold them at \$1.10.

Radishes—Grocers pay 10c per doz.

Spinach—Growers get 40c per bu.

Sweet Potatoes—Dealers hold Jerseys at 80c per bu.

Tomatoes—The supply still holds up. Dealers are billing them out at 40c per bu.

Squash—Are held by dealers at 14c per lb.

Turpils—Washed are sold on the market for 30c per bu.

Vegetable Oysters—Grocers pay 25@30c per doz.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

We have some very nice Red and Yellow Onions. If you can use a carload can make you a low price. Quote you Fancy Yellow Onions at 48c per bu. Fancy Red Onions 48c per bu. No. 1 Winter Apples \$2 per bbl. No. 2 Winter Apples \$1.75 per bbl. Fancy Jersey Sweet Potatoes \$2.75 per bbl. Cabbage 30 to 40c per doz.

If you have any Fresh Eggs to offer, please quote us price.

Favor us with your orders, they will always have our prompt and careful attention and benefit of any decline in prices.

GRAND RAPIDS GOSSIP.

E. Graves, grocer at 1066 Madison avenue, is succeeded by Fred Rouse.

Morhard & Rauser, meat dealers at 193 Broadway, have removed their business to 549 Ottawa street.

Conrad Schneider has opened a grocery store at Horton's Bay. The I. M. Clark Grocery Co. furnished the stock.

Stein & Arnold, undertakers at 13 West Bridge street, have dissolved. The business will be continued by Jacob F. Arnold.

John Allgier, grocer at 160 Clancy street, has sold his stock to John S. DeGroot, who will continue business at the same location.

C. A. Birge, formerly engaged in the upholstering business here, has arranged to embark in the furniture and undertaking business at Hart.

Cornelius Visser has removed his grocery stock from the corner of South East and Sherman streets to the corner of Fifth avenue and South Union street.

Elverton C. Bemis, grocer on the corner of Hall and So. Lafayette streets, has purchased the grocery stock of Jas. A. Harris, at 235 South Division street, and removed his stock to the latter location.

John Caulfield has begun the erection of four stores on the corner of Grandville and Hughart avenues, with red brick and plate glass fronts. The building will be 60x82 feet in dimensions and two stories high.

Geo. W. Williams, meat dealer at the corner of Fifth avenue and South Union street, has removed to the corner of South Division street and Wenham avenue, and taken his brother into partnership, under the firm name of Williams Bros.

The Champion Cash Register Co. has leased the second floor of the Peirce block, across the hall from its present offices, and is fitting the floor up for repair rooms, warehouse and storage purposes. The front portion of the floor will be occupied by offices as fast as the work of the company requires the creation of additional departments.

"I saw a novel sight the other day," said Frank Jewell the other evening. "We were coming down through Minnesota on the D., S. S. & A. Railroad, and, not having had a chance for even a shot at a deer, we were watching for them along the track. We had almost reached the Wisconsin border when the headlight showed us a big buck standing beside the track. The locomotive passed him all right, but the step of the first coach struck him on the left side. The engineer stopped the train and backed up to where he lay. The blow had laid open his side for a distance of about a foot, exposing the heart and lungs. He probably never knew what struck him. He was put into the baggage car and divided among the train hands. He weighed fully 200 pounds. The engineer told me killing a deer on the track was a common occurrence. The headlight appears to dazzle them, and they make no effort to get out of the way." M. J. Clark vouches for the truth of the above story, and says he was on the train when it occurred. Readers need not, therefore, hesitate to accept it as a fact.

The drug trade of Western Michigan has lately been honored by visits from one of the shrewdest salesmen who ever crossed the threshold of a retail store. The name of the gentleman is Theo. H. Johnson and he claims to represent the Novelty Plaster Works, manufacturers of the Mitchell plasters at Lowell, Mass. His principle business, however, appears to be the sale of certain formulas for the manufacture of glossy colored inks, which he claims to have originated, patented and copyrighted, and which he offers to sell at figures, varying from \$10 to \$800. He recently called on Ezra Ware, the Cherry street druggist, offering him the sole right to manufacture the inks from his formulas for \$800. On demurring to this offer, he reluctantly reduced the price to \$80, subsequently coming down by degrees to \$10, at which figure the deal was closed, Mr. Johnson expressly stating that he had sold the formulas to no other person in the city. Greatly to Mr. Ware's surprise, he subsequently learned that Johnson had previously sold the same formulas to Wm. B. Knapp and Thos. A. Baxter, both of whom conduct drug stores on Wealthy avenue. The formulas appear to be all right and the inks appear to be all they are represented to be, but if any dealer purchases them with the idea that he is getting sole control of the goods, it would be well for him to disabuse himself of the idea, as such is not the case. Mr. Johnson is described as a most persuasive talker, and so fascinating in his manner that he could secure the consent of a wooden Indian to most any kind of a deal. Some of his transactions look a little shady to an outsider, but he may be able to explain them satisfactorily to prospective purchasers of his recipes. In this case, as well as in all other matters, THE TRADESMAN advises caution in dealing with strangers, unless they are satisfactorily vouched for by reputable parties.

Purely Personal.

W. J. Clarke, the Harbor Springs general merchant, was in town last week, in attendance on the annual convention of the Grand Chapter, O. E. S.

C. G. Pitkin, the Whitehall druggist, was in town last week on his way home from Detroit and Brighton, where he enjoyed a ten days' respite from business.

E. D. King, in charge of the agency department of the Champion Cash Register Co., will remove his family from Milwaukee to this place and take up his residence on Paris avenue.

J. M. Cassil, formerly with the Grand Rapids Veneer Works, has taken the position of manager of the office force of the Champion Cash Register Co., comprising three typewriters and seven clerks in the mailing and correspondence departments. Mr. Cassil is an accountant of acknowledged ability and brings to his new connection a fund of experience which will be of inestimable value to the Champion Co.

The Drug Market.

Opium is very firm and advancing. Cables report higher prices at the primary market.

Morphia is steady at the late decline. Quinine is steady.

Oil anise is scarce and higher.

Linseed oil is firm and another advance probable.

Gripsack Brigade.

M. J. Rogan, traveling representative for Moore, Smith & Co., of Boston, is now visiting the large towns of the State with his line of straw hats and will probably be in Grand Rapids for a few days before the end of the month.

The Champion Cash Register Co. has engaged the following additional traveling salesman during the past week: J. R. Kersten, H. V. Hughes, M. M. Hughes, Frank D. Prindle and Frank E. Mix. The latter gentleman was for many years in charge of the Northwestern agency of the National Cash Register Co. and has opened handsome headquarters at Minneapolis.

A St. Louis drummer, who was traveling in Texas, was very much surprised the other day to read in the papers that his wife, with whom he had always lived in perfect accord, and to whom he had transferred all his property, had sued for and obtained a divorce. He wrote to ask her why in the world she had taken such a step and she replied that it was all a mistake. He hurried home to see about it and found that he was really divorced. It seems that his wife had employed a lawyer to petition the court to make her a *femme sole*, and on the same day another woman had employed him to get her a divorce. He got the two mixed up so that the court had divorced the wrong one. The unlucky drummer is afraid to go home to live until the decree of the court is annulled or he and his wife can be remarried. The lawyer is just now the butt of his professional brethren.

Saginaw (E. S.) News: Saginaw Knights of the Grip have not forgotten the exceptionally good time they had when the annual convention was held in this city, and also the nice time they had at Detroit last year. The annual convocation is held this year at Grand Rapids December 26 and 27, and the local branch is even now preparing for the trip. It is expected that the turnout from this city will be exceptionally large, as Saginaw and Grand Rapids are on very good terms. A special train will be run to accommodate the party, and Bay City will be invited to join forces and make the party a happier one. The Grand Rapids traveling men are determined to outdo the hospitality of Saginaw if possible, but admit that they must work hard to do it, for the meeting in this city is acknowledged to be the best the order ever held so far. At the meeting in December Saginaw will again offer to entertain the gathering in 1895, and there is a general understanding that, if the offer is made, it will be snapped up on the spot.

The Grain Market.

The market closed strong last week, owing to light receipts and to the fact that exports increased about 1,000,000 bushels. The increase in the visible supply amounted to about 1,460,000 bushels. There has been no improvement, as yet, in receipts from first hands, as farmers are busy marketing their fruits and vegetables. The Government crop report for and up to Oct. 1 makes the amount of wheat raised in the United States about 40,000,000 bushels more than earlier estimates, which is probably nearer the mark than previous estimates. This, however, will not be burdensome when the amount of exports are taken into consideration and the amount fed to stock, which, it is claimed, is 18 per

cent. of the crop in Michigan—a rather conservative estimate. These are bound to be factors in influencing prices in the near future.

Corn, owing to the exceptionally fine weather, has declined some in price since last week and, taking the shortage of the crop into consideration, present figures are low.

Oats have, also, dropped about 1@1½c since a week ago, but they may still be considered high, as we have a good crop—about 6,000,000 bushels more visible than at this time last year.

Receipts in this market for the week were, wheat, 73 cars; corn, 5 cars, and oats, 2 cars. Wheat receipts were better than for the previous week but not up to the requirements of the mills if they were running to their full capacity.

C. G. A. VOIGT.

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.

HARDWARE FOR SALE—A NICE CLEAN stock, good opening and will inventory \$500 to \$2,000. Address "Hardware" care of Michigan Tradesman. 618

FOR SALE—AT A SACRIFICE, A WELL selected stock of groceries, hardware, drugs, crockery, notions, etc., in a thriving railroad village of 250 people. Owner wishes to go into other business and offers entire stock at 75 cents on the dollar for cash. Address No. 619, care Michigan Tradesman. 619

FOR SALE—A FULLY EQUIPPED SHINGLE mill Perkins machinery, having a capacity of 45,000 shingles per day, now in operation. Situated on a good stream and in a cheap shingle timber district. First-class Huyet & Smith dry kiln in connection. Will sell cheap for cash. Good chance for mill man with some money. Reasons for selling given to one who means business. Morse & Schneider, Seney, Mich. 620

WILL PAY CASH FOR STOCK OF CLOTH- ing if price is right. Address Box 1166, Cadillac Mich. 616

FOR SALE OR EXCHANGE—HOUSE, LOT and barn in town of 2,500. The house is a large, roomy, two story building. Five bearing fruit trees on the premises. Good water in connection. Cost \$2,000. Will sell very cheap or exchange for farm property. What have you? Address No. 615 care Michigan Tradesman. 615

FOR SALE OR EXCHANGE—ONE THIRTY acre fruit farm in Oceana county about half way between Hart and Shelby, with 500 fruit trees about four years old. Will sell for cash, or exchange for stock of dry goods. Address Lock box 29, Hart, Mich. 614

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

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. F. Conklin, 26 Madison Ave., Grand Rapids, Mich. 597

GREAT OFFER—FINE STOCK OF WALL paper, paints, varnishes, picture frames and room mouldings for sale. Reason for selling, death of proprietor. Good paying business in a very desirable location. All new stock, invoicing from \$2,500 to \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 661

A BUSINESS CHANCE—FOR SALE OR EX- change for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, store and 39 acres of land, a good water power, 22 foot fall, side track into mill, plenty of hardwood timber. This is a good chance for anyone wishing to engage in any kind of mill business. For further particulars address B. W. Barnard, 35 Allen street, Grand Rapids, Mich. 559

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

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

SITUATIONS WANTED.

WANTED—POSITION AS CHEMIST OR drug clerk by assistant pharmacist. Graduate of Pharmacy School, Michigan University, degree Ph. C. M. F. Nichols, 325 East Bridge St., Grand Rapids. 617

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

REPRESENTATIVE RETAILERS.

C. Sengenberger, the Wellington Flats Grocer.

Grand Rapids is always ready and anxious to welcome any man who comes here to engage in legitimate trade and to make this city his home. The latest acquisition to the ranks of the business men of the city is Casper Sengenberger, late of Joliet, Ill. Mr. Sengenberger was born in Baireuth, Bavaria, the home of Wagner and the site of the great Wagner theater, in 1860. His father died when Casper was 4 years old, and, after attaining his seventh year, he began to earn his own living. There was little he could do at that tender age, but he could and did run errands and did many other odds and ends of work that were within the scope of his ability. When 10 years of age he was brought to this country, going direct to Joliet, Ill., where he has resided ever since. He worked at anything he could get to do until he was 17, when he secured a situation in a dry goods store, where he remained six months. The following six months were spent as a clerk in a general store. He then went into a grocery store, as clerk, where he remained six years. Two of his friends being about to open a grocery store, Mr. Sengenberger was engaged to put the store into shape for business. Four years later he purchased the interest of one of the partners. Later this business was disposed of and Mr. Sengenberger started the "Spot Cash Grocery." His observations as a clerk and his experience as a dealer had led him to see the evils of the credit system, and he determined to do business on a strictly cash basis or not to do business at all. His partner in the new venture was J. Fred Wilcox, general agent for the United States for Carl Upmann, of New York, and H. Upmann, of Havana, Cuba, head of the largest tobacco and cigar house on the island. The firm name was C. Sengenberger & Co. They did business for nearly four years in a single store, and then moved into a large double store in one of the best locations in the city. The store was fitted up in magnificent style, the fixtures alone costing \$8,000. Mr. Sengenberger had the entire management of the business, Mr. Wilcox's other interests employing all his time. The business had a remarkable growth, the total sales in 1890 being \$76,640, while in 1893 they were \$164,300, with not a dollar of credit accounts. The hard work and close application to business, together with the malarial climate, were too much for Mr. Sengenberger and, early in the present year, he was compelled to lay aside all work and devote his time and attention to regaining his health. He has traveled over the greater portion of the United States in quest for health, and has been so far successful that he is once more able to re-engage in business. As the climate of Joliet would not permit him to return to that city, where so many years of his life have been passed, he was compelled to seek a new location and a new home. A visit to this city, made several years ago, impressed him with an idea of the city's importance as a commercial and industrial center, and, when the time arrived for him to choose another business home, he determined to come here and look over the ground. The result was his location in Grand Rapids. He has leased the east half of the ground floor of the Wellington Flats and is fitting it up in a style which will make it one of the finest retail grocery stores in the State. His success in Joliet in the face of tremendous opposition is evidence of his ability and staying qualities, and there is no reason why he should not make a name and a place for himself in the Valley City.

Dry Goods Price Current.

UNBLEACHED COTTONS.		DEMINS.	
Adriatic	7	Amoskeag	12
Argyle	8 1/2	" 9 oz.	14
Atlanta A.A.	6	" brown	14
Atlantic A	6 1/2	Andover	11 1/2
" H	6 1/2	Beaver Creek A.A.	10
" P	6 1/2	" BB	9
" D	6	" CC	9
" LL	4 1/2	Boston Mfg Co. br.	7
Amory	6 1/2	" blue	8 1/2
Archery Bunding	4	" d & twist	10 1/2
Beaver Dam A.A.	4 1/2	Columbian XXX br.	10
Blackstone O. 32	5	" XXX bl.	19
Black Crow	5	GINGHAMS.	
Black Rock	5 1/2	Amoskeag	12
Boot, A.L.	7	" Persian dress	6 1/2
Capital A	5 1/2	" Canton	7
Cavanat V	5 1/2	" AFC	8 1/2
Chapman cheese cl.	3 1/2	" Teazle	10 1/2
Clifton C.R.	5 1/2	" Angola	10 1/2
Comet	5 1/2	" Persian	7
Dwight Star	6 1/2	Arlington staple	6 1/2
Clifton C.C.C.	5 1/2	Arasapha fancy	4 1/2
BLEACHED COTTONS.		Bates Warwick dres	7 1/2
A.B.C.	8 1/2	staples	6
Amazon	8	Centennial	10 1/2
Amsburg	6	Criterion	10 1/2
Art Cambric	10	Cumberland staple	5 1/2
Blackstone A.A.	7 1/2	Cumberland	5 1/2
Boats All	12	Essex	4 1/2
Boston	12	Elfin	7 1/2
Cabot	6 1/2	Everett classics	8 1/2
Cabot, V	6 1/2	Exposition	7 1/2
Charter Oak	5 1/2	Glenarie	6 1/2
Conway W.	7 1/2	Glenarven	6 1/2
Cleveland	6	Glenwood	7 1/2
Dwight Anchor	8	Hampton	10
" shorts	8	Johnson chalon cl.	10
Edwards	6	" indigo blue	9 1/2
Empire	6	" zephyr	16
Farwell	7	GRAIN BAGS.	
Fruit of the Loom	7 1/2	Amoskeag	13
Fitchville	7	Stark	16 1/2
First Prize	6	American	12 1/2
Fruit of the Loom	7 1/2	THREADS.	
Fairmount	4 1/2	Clark's Mile End	45
Full Value	5 1/2	Coats' J. & P.	45
HALF BLEACHED COTTONS.		Holyoke	22 1/2
Cabot	6 1/2	KNITTING COTTON.	
Farwell	7 1/2	White. Colored.	
CANTON FLANNEL.		No. 6	33
Unbleached	5 1/2	" 8	34
Bleached	6 1/2	" 10	35
Housewife A	5 1/2	" 12	36
" B	5 1/2	CAMBRICS.	
" C	6	Slater	4
" D	6 1/2	White Star	4
" E	7	Kid Glove	4
" F	7 1/2	Newmarket	4
" G	7 1/2	RED FLANNEL.	
" H	7 1/2	Fireman	22 1/2
" I	8 1/2	Credmore	27 1/2
" J	8 1/2	Talbot XXX	30
" K	9 1/2	Nameless	27 1/2
" L	10	MIXED FLANNEL.	
" M	10 1/2	Red & Blue, plaid	40
" N	11	Union B.	18 1/2
" O	11 1/2	Windsor	18 1/2
" P	14 1/2	6 oz Western	30
CARPET WARE.		Union B.	23 1/2
Peerless, white	17	DOMEST FLANNEL.	
" colored	19	Nameless	8 1/2
Integrity	18 1/2	CANTON AND PADDING.	
DRESS GOODS.		Slater	4
Hamilton	8	White Star	4
" "	9	Kid Glove	4
G.G. Cashmere	16 1/2	Newmarket	4
Nameless	18	RED FLANNEL.	
CORSETS.		Fireman	22 1/2
Coraline	9 50	Credmore	27 1/2
Schilling's	9 00	Talbot XXX	30
Davis Waists	9 00	Nameless	27 1/2
Grand Rapids	4 50	MIXED FLANNEL.	
CORSET JEANS.		Red & Blue, plaid	40
Armory	6 1/2	Union B.	18 1/2
Androsoggn	7 1/2	Windsor	18 1/2
Biddeford	6	6 oz Western	30
Brunswick	6 1/2	Union B.	23 1/2
PRINTS.		DOMEST FLANNEL.	
Allen turkey reds	5 1/2	Nameless	8 1/2
" robes	5 1/2	CANTON AND PADDING.	
" pink & purple	5 1/2	Slater	4
" buffs	5 1/2	White Star	4
" pink checks	5 1/2	Kid Glove	4
" staples	5 1/2	Newmarket	4
" shirts	5 1/2	RED FLANNEL.	
" shirts	5 1/2	Fireman	22 1/2
American fancy	5	Credmore	27 1/2
American indigo	4 1/2	Talbot XXX	30
Androsoggn	7 1/2	Nameless	27 1/2
Argentine Grays	6	MIXED FLANNEL.	
Anchor Shirts	6	Red & Blue, plaid	40
Arnold	6	Union B.	18 1/2
Arnold Merino	6	Windsor	18 1/2
" long cloth	6	6 oz Western	30
" century cloth	6	Union B.	23 1/2
" gold seal	10 1/2	DOMEST FLANNEL.	
" green seal TR	10 1/2	Nameless	8 1/2
" yellow seal	10 1/2	CANTON AND PADDING.	
" serge	11 1/2	Slater	4
" Turkey red	10 1/2	White Star	4
Ballon solid black	10 1/2	Kid Glove	4
" green	10 1/2	Newmarket	4
Bengal blue	10 1/2	RED FLANNEL.	
red and orange	6	Fireman	22 1/2
Berlin solids	5 1/2	Credmore	27 1/2
" oil blue	6	Talbot XXX	30
" green	6	Nameless	27 1/2
" Poulards	5 1/2	MIXED FLANNEL.	
" red	5 1/2	Red & Blue, plaid	40
" 4 1/2 XXX	10	Union B.	18 1/2
Cocheo fancy	5	Windsor	18 1/2
" madders	5	6 oz Western	30
" XX twills	5	Union B.	23 1/2
" solids	5	DOMEST FLANNEL.	
TICKINGS.		Nameless	8 1/2
Amoskeag A.C.A.	11 1/2	CANTON AND PADDING.	
Hamilton N	11 1/2	Slater	4
" D	8	White Star	4
" Awning	8	Kid Glove	4
Farmer	8	Newmarket	4
First Prize	8	RED FLANNEL.	
Lenox Mills	18	Fireman	22 1/2
COTTON DRILL.		Credmore	27 1/2
Atlanta, D	6 1/2	Talbot XXX	30
Boot	6 1/2	Nameless	27 1/2
Clifton, K	7	MIXED FLANNEL.	
TOP OF HEAP.		Red & Blue, plaid	40
TOP OF HEAP.		Union B.	18 1/2
TOP OF HEAP.		Windsor	18 1/2
TOP OF HEAP.		6 oz Western	30
TOP OF HEAP.		Union B.	23 1/2

A MONEY MAKER

for both merchant and consumer. Quick seller for merchant and wears slowly for housewife. To what can we refer except Atlas Soap?

Manufactured only by

HENRY PASSOLT,
SAGINAW, MICH.

EATON, LYON & CO.

NEW STYLES OF

Tablets,
Blank Books,
Office Stationery,

20 & 22 Monroe St.,
GRAND RAPIDS.

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. LAMOREAUX CO., 128, 130, 132,
W. Bridge St.,
GRAND RAPIDS, MICH

SIX LETTERS TO A CLERK---IV.

Moral Anchors Which Young Men Should Hold By.

An Old Merchant in Hardware.

Don't turn away from my letter, Tom, because I have headed it like a trade dictionary; I am not intending to write an essay on ship anchors, their uses and value, but I want to write about the moral anchors which every young man should have out, once in a while, on his course, not to prevent his progress, but to keep him from falling out of the right track.

The boy who stays in the town where he was born and bred and still has his parents' watchful care over him will find it a tolerably easy task to keep on the right course, but when he goes to a strange place, and if that place is a large city, with the temptations and allurements that are found in nearly every city, he will find that it requires no small amount of force of character to keep him on the right track.

Youth is full of desire to see and have a part in all that goes to make up life. While the boy has been at home, he has felt the eyes of friends upon him so closely that he has avoided much that he would like to see. The good things of the world have been brought to him until they have lost their value, while the other side of life has been carefully kept from his sight. When he is away from all control, perhaps unknown to a person in the city except his employers, he determines to see all sides and corners of life. If there are but two or three clerks in the store with him, there is sure to be among them one who can gratify his curiosity by tales of the under side of life, and as he gets acquainted at his boarding-house he soon hears his cronies discussing and dilating upon matters of which he has yet to learn the alphabet. But there will be plenty of opportunities for him to learn the whole book. Scarcely a night but some one will suggest a trip or a walk that will lead him a little nearer to the ground that has been forbidden him, and as his acquaintance extends so do his opportunities for seeing what he calls "life."

If I were writing a sermon or drawing a moral lesson, I might stop here and speak of the hollowness of all such pleasures as this young man is anxious to taste; but I am not attempting a sermon, and am looking at a young man's life only as it may affect his business career. Now I cannot write that a young man who takes a step downward in life is surely lost, because I do not believe it; but I do believe that it is very easy riding when you are going down hill, and the farther down you get the harder it is to stop. And so I come to my anchors.

I advise you to put out, here and there, anchors that will help you to keep on the right course. And the first of these might be to select a church where you will attend, if not regularly, at least with some degree of regularity. I do not say that you must not do anything more than simply go to church once in a while; you can go as often as you please after you have decided where you will attend. Going to this church, you will soon get acquainted with some of the members, and through them with others, and then you will feel at home there, and the people will have an interest in you. And the time may come when you will go there carelessly, just because it is your habit to go there of a Sunday, and you may hear a sermon that will appeal personally to yourself, and your whole life may be changed by it, until your past life will be a shame to you and your future be better and brighter because of your resolutions formed that day.

Or it may be that no such high motive shall ever enter your heart, and you may go on from Sunday to Sunday simply from habit, but the nod of welcome from those you meet is pleasant to you, and the hearty hand-shake from pastor or deacon makes you feel more of a man. And an hour may come when you will be held back from evil just by the thought that you will lose the respect of these good men, and then you will feel that this anchor holds you on your course.

Another anchor will be getting acquainted with good women. It is easily

done by a young man whose name is without reproach. Some of your brother clerks have sisters and will be willing to make you acquainted; your employers will be glad to see you calling upon their wives; your church will have sociables and opportunities where you can extend your acquaintance among the ladies, and you should avail yourself of these. In all this I am not advising you to be with the girls; you will do this without advice, but my advice is to make friends of the women.

Women who have passed young girlhood appreciate attention from young men. Girls accept these attentions as a matter of course, and as being homage to which they are justly entitled, but women accept them at their value and feel kindly toward those who offer them. One can sit with a company of girls for a month and know no more about life as it really is, than if he had sat before a cage of canaries, but a woman's instincts tell her what a young man needs, and he cannot spend an hour with her without learning something that it will be well for him to remember.

Another source of strength to any young man is the love of reading and of good books. This is a taste that can be cultivated, and will be a source of infinite pleasure through all the years of life whether one is rich or poor, clerk or merchant. The man who reads has a fund of pleasure to draw upon whenever there is danger of time hanging heavily on his hands. He need not yawn about billiard rooms, nor hang around saloons because the hours are so dreary; he can turn to a book and enjoy the company he finds therein. I count the love of reading as one of the accomplishments that ought to be cultivated in every family. Most men set altogether too light a value upon it, and in some households a hundred dollars are expended on a party with less thought than one dollar is used for good reading. If children are not encouraged to read, it is a taste not so readily learned in after life, and one of the surest anchors that parents can give to their sons as they send them out in the world is this one—a love for books.

I am afraid that some of our friends, my dear Tom, will read this letter and blame me for not writing on a higher plane, and perhaps they would be right; but I have written for those who need it, those who are liable to be drawn into the temptations of life; others who will not be so tempted are not in need of anchors.

The Courts Must Decide.

Secretary Carlisle has concluded that he cannot decide satisfactorily the vexed questions arising out of the wool schedule, and says that the matter will have to be settled by the courts. He says that the department will adhere to the position taken by the board of appraisers that the McKinley bill rates stand on wool, and that all hair of animals must go as wool. Importers can file protests, and thus protect themselves until the courts give a decision. If the decision be against the government, the difference of duty collected will be refunded.

Use Tradesman Coupon Books.

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's	60&10	
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50&10	
AXES.		dis.
First Quality, S. B. Bronze	\$ 5 50	
" " D. B. Bronze	11 00	
" " S. B. S. Steel	6 50	
" " D. B. Steel	13 00	
BARROWS.		dis.
Railroad	\$12 00	
Garden	30 00	
BOLTS.		dis.
Stove	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 5ast joint	40	

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, list April 1892	60&10
CRADLES.	
Grain	40&10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C. F.	" 55
G. D.	" 35
Musket	" 60
CARTRIDGES.	
Rim Fire	58
Central Fire	25
CHISELS.	
Socket Firmer	75&10
Socket Framing	75&10
Socket Corner	75&10
Socket Slicks	75&10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchklas	25
CHALK.	
White Crayons, per gross	120 12 1/2 dis. 10
COPPER.	
Planished, 14 oz cut to size	per pound 38
" 14x52, 14x55, 14x60	35
Cold Rolled, 14x55 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, ser pound	6 1/2
Large sizes, per pound	05
ELBOWS.	
Com. 4 piece, 8 in	dos. net 75
Permeated	dis. 50
Adjustable	40&10
EXPANSIVE BITS.	
Clark's, small, #18; large, #26	dis. 30
Ives', 1, #18; 2, #24; 3, #30	25
FILES—New List.	
Disston's	60&10-10
New American	60&10-10
Nicholson's	60&10-10
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	15
Discount, 70	dis. 15
Stanley Rule and Level Co.'s	50
KNOBBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Branford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dis. 60-10
Hunt Eye	\$15.00, dis. 60-10
Hunt's	\$15.50, dis. 60&10
MILLS.	
Sperry & Co.'s, Post, handled	dis. 50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Perry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stobbin's Pattern	50&10
Stobbin's Genuine	50&10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 25
Wire nails, base	1 35
60	Base Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	50
7 & 6	75
4	90
3	1 20
2	1 60
1	1 60
Fine 3	1 60
Case 10	85
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	10&10
Clinch 10	70
" 8	80
" 6	90
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dis. 240
Scotch Bench	250
Sandusky Tool Co.'s, fancy	240
Bench, first quality	240
Stanley Rule and Level Co.'s wood	50&10
PANS.	
Fry, Acme	dis. 60-10
Common, polished	dis. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Burs	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 30
"B" Wood's pat. planished, Nos. 25 to 27	9 30
Broken packs %c per pound extra.	

HAMMERS.		dis.
Maydole & Co.'s	25	
Kip's	25	
Yerkes & Plumb's	dis. 40&10	
Mason's Solid Cast Steel	30c list 60	
Blacksmith's Solid Cast Steel Hand	30c 40&10	
HINGES.		dis.
Gate, Clark's, 1, 2, 3	60&10	
State	per dos. net, 2 50	
Screw Hook and Strap, to 12 in. 4 1/4 and longer	3 1/4	
Screw Hook and Eye, 1/2	not 10	
" " " 3/4	net 5 1/4	
" " " 1	net 7 1/4	
" " " 1 1/4	net 7 1/4	
Strap and T.	dis. 5	
RANGERS.		dis.
Barn Door Kipper Mfg. Co. Wood track	50&10	
Champion, anti-friction	60&10	
Kipper, wood track	40	
HOLLOW WARE.		dis.
Pots	60&10	
Kettles	60&10	
Spiders	60&10	
Gray enameled	40&10	
HOUSE FURNISHING GOODS.		dis.
Stamped Tin Ware	new list 75	
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.		dis.
Stanley Rule and Level Co.'s	dis. 70	
ROPES.		dis.
Sisal, 1/4 inch and larger	7	
Manilla	10	
SQUARES.		dis.
Steel and Iron	7&10	
Ty and Bevels	60	
Mitre	20	
SHEET IRON.		dis.
Nos. 10 to 14	Com. Smooth. Com. \$3 50	
Nos. 15 to 17	3 50	
Nos. 18 to 21	4 05	
Nos. 22 to 24	3 55	
Nos. 25 to 28	3 65	
No. 27	3 75	
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	3 75	
SAND PAPER.		dis.
List acct. 12, '86	50	
SASH COORD.		dis.
Silver Lake, White A	list 50	
" " Drab A	" 55	
" " White B	" 50	
" " Drab B	" 55	
" " White C	" 50	
Discount, 10	" 20	
SASH WEIGHTS.		per ton \$20
Solid Eyes	dis.	
SAWS.		dis.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X Cuts, per foot	30	
THATS.		dis.
Steel, Game	60&10	
Oneida Community, Newhouse's	40	
Oneida Community, Hawley & Norton's	70-10	
Mouse, choker	15c per dos	
Mouse, delusion	\$1.25 per dos	
WIRE.		dis.
Bright Market	70-10	
Annealed Market	75	
Coppered Market	70	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 50	
" painted	2 10	
HORSE NAILS.		dis.
An Sable	dis. 40&10	
Putnam	dis. 05	
Northwestern	dis. 10&10	
WIRENAILS.		dis.
Baxter's Adjustable, nicked	30	
Coe's Genuine	30	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75&10	
MISCELLANEOUS.		dis.
Bird Cages	50	
Pumps, Claster	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.		dis.
PIG TIN.		dis.
Pig Large	26c	
Pig Bars	28c	
ZINC.		dis.
Duty: Sheet, 3 1/4c per pound.		
600 pound casks.	6 1/4	
Per pound	7	
SOLDER.		dis.
40% Extra Wiping	16	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		per pound
Cookson	" 13	
Hallett's	" 13	
TIN—MELYN GRADE.		dis.
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, " "	7 50	
10x14 IX, " "	9 25	
14x20 IX, " "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLAWAY GRADE.		dis.
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.		dis.
14x20 IC, " Worcester	8 50	
14x20 IX, " "	9 50	
30x28 IC, " "	13 50	
14x20 IC, " Allaway Grade	6 00	
14x20 IX, " "	7 50	
30x28 IC, " "	12 50	
30x28 IX, " "	15 50	
BOILER SIZE TIN PLATE.		dis.
14x28 IX	\$14 00	
14x31 IX	15 00	
14x35 IX, for No. 8 Boilers,	per pound 10 00	
14x60 IX, " " 9	per pound 10 00	

MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE
Best Interests of Business Men.

Published at
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E. A. STOWE, Editor.

WEDNESDAY OCTOBER 17.

THE PRICE OF A CROWN.

The announcement recently made public that Alexander III, Czar and autocrat of all the Russias, is afflicted with mortal sickness, must be taken with some degree of allowance, because the physicians, like all other sorts of people, sometimes make mistakes. It is not always true that the cases of the sick are correctly diagnosed.

Nevertheless, it should not be thought strange that, under the circumstances under which the Czar has lived for the last dozen years and more, his health should be seriously disordered. He ascended the throne of Russia in 1881, and since then he has lived virtually the life of a prisoner condemned to death. Cut off from all healthful freedom by the constant menace of a band of assassins organized to destroy his life in the most summary way, he does not eat a morsel of food, or drink from a cup, until he is assured that no poison is present. There are men, and women, too, and the female nihilists are the most formidable, who constantly seek to blow up his palace, to derail the train on which he travels, and to murder him in church or on the street. Death threatens him in public places, or in the bosom of his family, in his bedroom, at his meals, in the midst of his diversions, at his imperial work and while engaged in his devotions. It is only for a brief moment that this autocratic ruler can free himself from the impending menace of murder.

The nervous strain upon a man condemned to such a life is enormous, and no courage, or fortitude, or intrepidity, can be proof against such continual assaults. The pressure upon the mind under these circumstances must react powerfully upon the physical vitality, and in time the constitution will break down under the pressure. It makes little difference just what bodily organs are specially affected, their manifestations only testify to the general breakdown of the entire constitution, physical and mental, and the extraordinary strain placed upon it.

The doctors are right in prescribing a complete retirement from all responsibilities of government and an absolute retreat from the scenes where danger threatens. But where shall he go? There is not a country which is not in-

festated with the emotional madmen who thirst for an opportunity to make themselves notorious by the perpetration of sensational murders. They are everywhere, and they would ask no better means of becoming objects of general curiosity than the opportunity to murder this wretched Czar, broken down by disease and fleeing from greatness, so that he may find in retirement a little real rest which possibly awaits him only in the grave. It is a high price to pay for any honor, even the diadem of an autocrat and the imperial purple.

MORE GOLD EXPORTS.

Although the balance of trade, as between the United States and Europe, is nominally in favor of this country, it is, so far as practical results are concerned, against us. Although the grain crops have been coming to market for several months, and cotton is moving, there have been no imports of gold, nor has any of the large amount of the yellow metal exported last summer been recovered.

The exports of grain have been very light this season, and cotton, though moving freely, is relatively so much cheaper than in former years, that it takes a much great volume of the staple to pay our debts abroad than formerly. As a result of these causes, there has been much less exchange making in this country to offset the balance against us on the other side of the Atlantic, hence there has not only been an absence of imports of gold, but exchange has come so near the gold shipping point as to have occasioned during the past week some fear of a renewal of gold exports.

While we have been shipping less grain abroad than formerly, and our cotton is bringing much less money, we have been importing freely sugar and coffee and many other articles, the consumption of which has been stimulated by the recent reduction in the tariff taxes. London, instead of being a free purchaser of American securities, has been a seller, hence the stock market has not aided in balancing the merchandise account.

Added to the causes enumerated as having prevented gold imports and likely to cause an early renewal of the export movement, is the fact that Austria is again in the market as a purchaser of gold for currency purposes. To what extent this will figure in the gold movement is matter for speculation merely, but it is worth recalling that Austria's demand for gold played an important part in the drain on this country summer before last.

The recent decision of Judge Harlan, overruling the celebrated injunction of Judge Jenkins, restraining the employees of the Northern Pacific Railroad from striking, has been hailed by trades unionists everywhere as a "great victory for organized labor." It is difficult to see upon what such a claim is based. It is not denied that, in so far as Judge Jenkins' decision denied the right of employees to strike, either as a body or singly, when such a striking would cripple the property or prevent the operation of the road, Judge Harlan's decision is a reversal of it. At the same time Judge Harlan declares it to be illegal for employees to combine or conspire together for the purpose of raising wages. While conceding the right of one individual to quit the service of another, the learned judge makes it clear that the right of the

employee stops at that point—he has no right to interfere with anyone who may be willing to take his place. Since it is vital to the success of a strike that the strikers' places remain vacant, it will be seen that Judge Harlan's deliverance actually deprives the labor agitator and walking delegate of their vocation. Workingmen may leave their employment, but henceforth the unionist disturber must ply his trade outside the factory and workshop and in darkness and secrecy. This was really the stone of offence to unionists in Judge Jenkins' decision, for no one doubted for a moment that workingmen had a legal and moral right to leave their work when no contract was violated by their leaving. The success of a strike has depended absolutely upon the success of the strikers in preventing their places being filled. This has been accomplished in the past by cajolery, by intimidation, by incendiarism, and by bodily assault and murder. Judge Harlan has declared that when a workman leaves his employment, while he has exercised his inalienable right in so doing, beyond that he must not go. Let unionists beware of the wrath to come in case they violate the spirit or letter of Judge Harlan's decision, for honest people are becoming weary of the rioting and murder usually resorted to by union men the moment they go out on strike and will exert their influence to compel the proper officers to do their duty and put down all disorder with a strong hand.

In a suit brought recently by Geo. W. Lucke, a non-union clothing cutter of Baltimore, against Clothing Cutters' Assembly, K. of L., the plaintiff was awarded \$2,500 damages. The union had demanded his discharge and refused to admit him to membership. It is in order now for trades union organs and some papers which are not trades union organs, and for the bum jawsmiths who control the unions to asseverate that the courts are opposed to honest (?) workmen. Lucke was driven from his employment by the union named for no other reason than that he was a non-union cutter, for which terrible offense he was not to be allowed to earn a living for himself and family. What magnificent courage these union gentlemen display—a mob against one man! What humanity—the helpless wife and children of their victims may starve or beg, it is all one to them! What eloquent exponents and advocates of the American doctrine of equal rights for all men—the man who will not submit his neck to the heel of the union tyrant is to be beaten, maimed or murdered, it is little matter which! It begins to look as if the tables are to be turned and that "damages" are to be assessed against the unions, which have hitherto had everything about their own way.

Governor Rich has taken another occasion to give the business public a slap in the face. John F. Murray, of Detroit, declined to act as a member of the Insurance Policy Commission, and Samuel H. Row, of Lansing, has been named in his place. Ex-Governor Luce conceded that this position should be held by a representative of the business interests of the State, but the present Executive is too good a friend to corporations to consider the needs and requirements of the business public.

Canadian and American Methods Contrasted.

James McQuarrie, of Hamilton, Ont., spent a few hours in town some days ago. Mr. McQuarrie is a clerk in the large retail grocery store of W. H. McLaren in the "Ambitious City." He reports trade as fair and promising. In company with a TRADESMAN reporter he called on several of the leading groceries of the city and was both surprised and delighted at their appearance and general air of activity and prosperity. The differences between the grocery trade of the two cities, especially in the lines carried, were noted by Mr. McQuarrie, who said:

"You carry many kinds of goods that we consider belong to other lines of trade. For instance, I see you have a full line of vegetables. We sell nothing in that line but potatoes; the rest are left to the green grocers. We do not handle fruits, either, with the exception of apples. The green grocers take care of them, also. Your line of baked goods would do credit to a bakery; we leave all that to the bakers. Bread is delivered to the people direct from the delivery wagons of the bakeries, as is much of their other products. Our stock consists of what may be called straight groceries; we have no 'side lines.' I don't know what our people would think of us if we were to add some of the lines you carry over here and which appear to be as much a part of a regular grocery stock as sugar or tea. They would probably regard us as monopolists and treat us accordingly. We are an old-fashioned people living in an old-fashioned town and are not much given to change, so we are not likely to give them an opportunity to regard us in that light. This is my first visit to Grand Rapids and I am surprised at the busy aspect which business generally wears. It is the biggest little city I have ever seen."

A visit to some of the wholesale houses followed, and Mr. McQuarrie gave it as his unqualified opinion that no city in the State equals Grand Rapids in the matter of facilities for serving the retail trade. The well-appointed, finely furnished offices, the neatness and cleanliness which characterize them generally, are something unknown in the wholesale grocery trade elsewhere. Mr. McQuarrie was assured that his opinion of Grand Rapids and her mercantile establishments was shared by all who come within her gates. The gentleman carried back to his Canadian home a good opinion of the thrift and enterprise of the people of our city. He will be a welcome visitor at any time.

Men Against Oxen.

Few people know that a man, bulk for bulk, is stronger than an ox, but it appears that is the case. The matter was tested the other day at the Cumberland county (Maine) fair, a feature of which was a contest of a yoke of oxen against an equal weight of men. A drag was loaded with granite blocks, weighing in the aggregate 4,959 pounds. The yoke of oxen, that made the trial, weighed 3,220 pounds, and twenty men, allowing 160 pounds to the man, were set against them. The men took hold of the drag first, and easily walked off with it, covering a distance of 95 feet in two minutes. The oxen at their trial made but 85 feet in the same length of time, and the men were declared winners.

Andrew Carnegie has been giving some more of his American money for public libraries in Scotland. It was only \$2,500 this time, and the library is at Jedburgh.

RESERVE FORCES OF A NAVY.

The British Government, which is ever alive to every available means of strengthening its naval establishment and increasing the efficiency of its ships, has now under consideration a scheme to enlist twenty-six of the largest of the subsidized merchant vessels of the size and speed of the fast ocean greyhounds plying between New York and Liverpool in a special reserve force, which, while not taking them from their ordinary peace avocations, would keep them in a better state of preparation for war. It is proposed to man them with crews taken from the royal naval reserve, which would be uniformed and thoroughly drilled, and thus made ready for immediate service in the event of war.

The royal naval reserve consists of about 24,000 men belonging to the merchant marine. The men of this force are given a specified period of training each year, and from the ranks of this force the regular navy would be promptly recruited in the event of war. As the regular naval establishment has not nearly sufficient men to man all the war ships in the British navy, the calling into active service of the ships held in reserve would necessitate a draft on the naval reserve forces.

The British Government sets the utmost store on this reserve naval force, and steps are constantly being taken to increase its numerical strength and efficiency. The plan outlined above is the latest move in this direction, and as it appears to be entirely feasible, it will, no doubt, be adopted.

The United States Government has frequently endeavored to imitate the British naval reserve force, and it has already succeeded in enrolling a number of merchant ships as auxiliary cruisers in the event of war. The Navy Department now has fully forty fast steamers belonging to the merchant marine on its list which could be utilized, in the event of war, as fast cruisers. To this list belong the large ships *New York* and *Paris*, and the new vessels now being built for the American Line will also belong to the naval reserve.

The attempts to create a naval reserve force from the merchant marine have proven failures, however, largely owing to the liberal percentage of foreigners in the merchant service. A force of an entirely different sort has been created, nevertheless, known as the naval militia. This special service has been very successful, and is looked upon by the Navy Department with high favor. Although this body of militia is not drawn from the ranks of the merchant marine, it has developed capabilities of acquiring considerable proficiency in the duties likely to be exacted of it, and the esteem in which it is held by naval officers is increasing from year to year. The numerical strength of this force is now 2,500 men and there is every reason to expect that it will be double that within a few years.

What is now needed more than anything else to increase the efficiency of our navy is an increase in the number of enlisted men in the regular naval force. There is not a sufficient complement of men to man all the ships now in service, and some of the vessels are compelled to get along with crews depleted considerably below the usual complement. Congress should at once provide this additional force of enlisted men, as the pressing interests of the country actually demand it.

Wherein the Country Store Can Compete with the City Merchant.

From the Dry Goods Chronicle.

Many stores in small and medium sized places are complaining at the present time that all their trade is going away from them to the large cities; that whenever people have anything to buy that amounts to anything, they get on the cars and go to some large place, where they can have a larger selection, and where they suppose they can get better prices.

How to counteract this evil and keep the trade at home is a matter worthy of great consideration. It is impossible, in all cases, to do this. There are sometimes people who, under no circumstances, could be induced to buy at home, even if the home merchant gave them better values than they could get elsewhere. This is a necessary evil which must be endured; but outside of a very few the great majority of people can be induced to trade at home if they can get the same advantages that they can in the cities. Now the question is, how to give them equal advantages with those which may be had in the city.

In the first part, the country merchant is not able to carry just as large a stock as the city merchant, but he can see to it that his goods are all new and fresh, and that the stock that he does carry is well adapted to the wants of the people whose trade he wishes to secure. The fault with the majority of stores in small places is not that they cannot get all the better home trade, but that they do not try to keep the things which this class of trade calls for.

The country store, to make a success in this day, must be just as alive and just as progressive as its larger city competitors. Its methods and its style of doing business must be liberal and up to date. Again, it must make closer prices, if necessary, in order to keep the home trade. The country merchant can afford to make a less profit if he can win this extra amount of trade. It is better for him at the present time to do a large business on a small, reasonable profit than to do a small business on an exorbitant profit; and the only way in which he can compete with the city merchant is to make the price low and depend upon the quantity of his sales for profit rather than upon a large profit upon a few articles.

Another method which the country store might adopt is that of being more accommodating to its home customers than it has ever been in the past. If the country merchant finds that the ladies in his town are in the habit of going to the city to buy dress goods, why not make it a point to do this for them? Let the people know that, in the event that he has nothing in his stock that they wish, he will undertake any commission which they may wish to give, and purchase the goods for them at some large city store. This will save them the trouble of going to the city and will bind them more closely to the home store than if it allowed them to go themselves. There are hardly any large retail stores in the cities which would not be glad to co-operate with the country merchant in supplying his customers. They will be pleased to send him samples and allow him a commission on any sale which he may effect.

Then, when he finds that any of his patrons are contemplating going to the city to buy goods, let him inform them that he can save them the trouble and will secure them a line of samples of such goods as they may desire, and show them the styles and save them all the trouble of buying. Even, if necessary, he might offer to divide his commission with them, thus making them trade with him on all occasions, and not only making a small margin himself which would cover his trouble, but also giving them the idea that he can sell cheaper than even the city merchants do.

It is by watching all these points and showing a progressive up-to-date spirit that the small stores in the country will have no trouble in doing their share of business.

Use Tradesman Coupon Books.



"CRESCENT," "WHITE ROSE,"
"ROYAL."

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

VOIGT MILLING CO., Grand Rapids, Mich.

QUALITY - UNIFORMITY - PRICE

SEARS

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Have you tried our new goods?

Currant Drop Cakes.
Imperials,
Cream Jumbles,
Cream Drops,
Cornhills,
Nonpareil Jumbles.

Add a box or barrel
to your next order.
They are splendid
sellers and sure to
please.

New York Biscuit Co.,

S. A. SEARS, Manager,

GRAND RAPIDS, MICH.

BUSINESS AND LIFE.

A man returning to some great modern metropolis, after an absence of two or three decades in some distant and unprogressive land, would hardly recognize the place, though it had been the home of his youth. What would strike him most at first would be the altered aspect of the city's external life—the increase of its population and area, the growth and rushing hurry of its business activity, its mechanical advance in many directions. His amazement would give place to admiration as fast as he could be made to understand the ways and means of all this prodigious material development, representing a seemingly complete mastery over the secret forces of nature and an industrial organization of the utmost complexity. A merchant prince of our time, at work in a counting room, the walls of which are covered with maps of every quarter of the globe, conversing through a telephone with agents and customers in every part of his own and of neighboring cities, informed by a telegraphic apparatus, which clicks at his elbow, of the arrival of his shipments in foreign ports, and of the fluctuation of prices in the markets of Chicago, New York, Liverpool, Calcutta and Shanghai, presents an amazing embodiment of material power and prosperity, in touch with all the world, triumphing over time and space, constantly and instantly informed of every change that affects his interest anywhere on the wide battlefield of commerce.

No intelligent observer can contemplate such a spectacle without some feeling of enthusiasm. But presently the philosophic mind will ask itself whether these obvious changes on the surface of civilization are the most important which have taken place in the last hundred years. What the deep thinker would rather know is what changes have taken place in opinion, in sentiment, in that practical philosophy which is translated in the conduct of individuals and the government of society. What men call business is not life; it supplies, for the most part, merely the means of living. When the merchant leaves his office and goes home at the end of his day's labor, he retires from business for a while and enters a realm of more intimate relations. He is husband and father, not merchant, there. If you ask him, he will tell you that he lives there, although his place of business is over yonder, in the midst of the city's uproar. It may be that his house is beautified with pictures and statuary, things which only money can buy, and which only successful business men or their heirs can own, but they have been made by artists who cherished ideals beyond the demands of physical subsistence. The rich man's daughters have, perhaps, been reading poetry and novels during his absence, feeding their young minds with stories of love or romantic adventure, dwelling in air castles, living in imagination. His sons are at college, occasionally, at least, occupied with those great problems of human origin and destiny which nearly all the sciences suggest. His wealth has removed them from the struggle in which he passes so great a part of his days, and afforded them an opportunity to discover the mystery and to seek the meaning of life. It may be that the thoughts and dreams of his children are somewhat strange to him; but in his home he lives, nevertheless; he lives in his affections a

life that extends to the depths of his nature. What a man really thinks, what he believes, is vastly more important to him than any or all of his material possessions. The real life consists in thought and feeling.

The sculptor finds it difficult to impart ideal grace and dignity to a figure clad in the fashionable attire of the day. He prefers the simpler drapery of antique dress—a Greek cloak or a Roman toga. So it seems to us, a less luxurious society, less magnificently housed, with a code of etiquette less elaborate and artificial, might be quite as attractive. We can imagine a community wholly ignorant or careless of the mechanical inventions and swift business methods that distinguish our age, which might be in advance of us in respect to the happiness of its people and everything that concerns the culture of intellect and character. The civilization of such a community would be expressed in a higher regard for justice and neighborly kindness, in a complete exemption from the conflicts of rapacious selfishness, and in a profounder realization of the significance of life, because its simplicity affords it more time to live. The protest that from time to time is heard from high quarters against the passion for luxury and display which is so general nowadays shows that some glimpse of this possibility is beginning to make a serious impression upon thoughtful minds. When society has grown weary of the dull round of its pompous "functions" and dress parades, it may turn at last to plainer living and higher thinking, if only for relief from the ennui of a rapid existence.

FRANK STOWELL.

Just What He Saw.

The country store of the sunny south is the rendezvous for all the village inhabitants, large and small, black and white, where the news is circulated and the jokes perpetrated. A group of loungers were seated in a store of this kind, when a coffee-colored coon with sloping shoulders and ears at right angles to his head, shuffled through the doorway. "Hello, Pompey!" said one of the loungers. "You're looking just like that lion I saw this morning." "Lion?" said Pomp, with his hair on end, "where is he?" "In Jake Smith's livery stable." "Sho! what'd he look like?" "Oh, he had legs and body and long ears." "Dat wasn't no lion, yo' poor white trash," returned the dandy, disgusted. "Dat was a jackass." "Well, you look just like him," answered the loungeer, with a grin. Pomp saw the joke, though he didn't like it to be on him. Just then a neighboring planter entered the store, and the negro saw a chance to repeat the jest at another's expense. "Morning, Massa Johnson," said he; "yo' look just like dat lion I saw yest'dy." "Where did you see a lion, you fool?" was the courteous response. "Down Massa Smith's livery stables. Had legs an' body an' long ears." "That wasn't a lion," said the planter. "Den what was it?" asked Pompey eagerly. "Why, a looking-glass, you black coon," answered the planter, contemptuously, amid a general roar of laughter.

Lettuce, radishes, and like small vegetables are cultivated all winter long in southern Georgia by a simple device that would be effective in mild winters much further north. A frame of wood enclosing rich earth is placed in the garden, and seeds are sown from time to time. When a cool night comes, a frame bearing a sheet of coarse muslin is placed over the growing plants, and thus they are protected from frost. Now and then ice the thickness of a cent forms in the night, but the vegetables so covered escape injury.

Use Tradesman Coupon Books.

MUSSELMAN GROCER CO.,

WESTERN MICHIGAN AGENTS FOR

G. H. Hammond Co.'s Celebrated Butterine

SPRINGDALE (dairy) in 1 and 2 lb. rolls and tubs.

SPRINGDALE CREAMERY in 1 lb. rolls, 2 lb. prints and tubs.

GOLD NUGGET (fancy creamery) in 1 lb. prints.

These goods took the lead in this market last season and we have reason to believe they will maintain their supremacy the coming season.

MUSSELMAN GROCER CO.

Badges

For

SOCIETIES,
CLUBS,
CONVENTIONS,
DELEGATES,
COMMITTEES.

The Largest Assortment of Ribbons
and Trimmings in the State.

TRADESMAN COMPANY.

Fall '94

Underwear, Overshirts, Hosiery, Socks, Kersey and Cottonade Pants, Caps, Outing Shirts, Yarns, Flannels, Cotton Flannels, Skirts, Cotton and Woolen Dress Goods, Gingham, Seersuckers, Satines, in black and figured, Batts, Comforts, Blankets.

We have received over 100 cases new fall prints in all the newest styles and colorings, prices from 3¼ to 5¼. Give us a call. Prices always the lowest.

P. Steketee & Sons,
Grand Rapids, Mich.

General Stampede

FROM THE

Curse of Credit.



Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

Tradesman Company,
GRAND RAPIDS, MICH.

FURNISHED HEADS FOR RENT.

Too Much Shouting and Not Enough Thinking the Cause of Many Ills.

Heads for rent have never been a rarity, but perhaps are not so common now as of yore. Their scarcity is not what it ought to be, but with what can be spared it is a comfort to know that the list is being shortened.

In the American section of modern history this is an age of education.

Of arithmetic and syntax, of the map of the world and the mountains of the moon, of history, politics and science, of cosmic laws and the happenings in our own country and the suburbs of the equator and the poles, we carry more under our modern hats than could be found under the domes of ancient libraries.

We live in an age of mental activity in which all things living and dead, past, present and to come, the biography of an antediluvian skeleton, the anatomy of a house fly, the decimals that constitute the filaments of a dollar and the laws that regulate the waltzes of the Atlantic, are as accessible and common as are our finger nails and noses. We find newspapers and books where but a few years ago they would have been as unintelligible as Sanscrit to the average man, and where a boy who could read was as rare an article as a third horn or a fifth leg on a calf.

What we know, what we are studying to know and what we have forgotten would probably keep a steam printing press in perpetual motion. Our school houses are our boast and our graduates, both in pantaloons and petticoats, a family pride. Of professors, artists, orators, statisticians, clerks and stenographers, there is no end.

If any far-off citizen of Mars, looking on the western hemisphere of its neighboring planet, should think that its population knows nothing, that gentleman in the distance would make a greater mistake than he would by emigration.

It is said, and said with strong justification, that many of our follies, such as needless strikes, organized boycotts, our efforts to make a paradise out of pasteboard, and our making chopping blocks of non-union men's heads, are due entirely to the ignorance of the masses.

It is, however, a fact that our gravest dangers and some of our most monumental follies are chargeable not so much to the empty heads carried under hats as those that can aptly be described as "furnished apartments."

A political fraud, as a rule, is by no means an ignoramus.

An agitator is not usually a man who cannot read.

A demagogue is not necessarily illiterate, nor is the man who lays out the boulevards of a New Jerusalem in Dakota or elsewhere a gentleman who cannot sign or spell his name.

The fact is that brains, like money bonds or real estate, can be made an article of commerce and it is as certain a fact that they are so used. In catching a fish it is the man who knows how to do it that can fill his bucket.

With all our boasted intelligence and our warehouse stock of graduates, it is a question whether we are not running more into nervous filaments than into common sense.

We suffer from a national itch for excitements and when the blood boils the average man becomes simply a soup bone.

A politician with his eye on a Congressional salary knows just where to tickle a crowd to make the ballot box laugh with a majority.

A Jingo who can inflame public sentiment with imaginary wrongs and with fond regard for a private friend, who will make money out of gunpowder, can inoculate a nation with war vaccine.

A so-called labor leader can lead a hundred thousand men by the nose who, if they did their own thinking, would never trust a coach and four to a blind driver.

Here lies one of our gravest dangers. We think too little and shout too much. There are too many heads to rent and some men would as soon do their own washing as do their own thinking.

Personal convictions, based on sober judgment, cannot be counted by noses.

Opinions are borrowed as we borrow umbrellas, and it not a mile from the truth to say that on both sides of every question the man who thinks for himself and has the backbone to abide by his honest convictions is the missing man in an average crowd. FRED WOODROW.

Where Some Corporations Make a Mistake.

From the New York Shipping List.

It is announced that as a result of the recent concentration of business interests the seven wine houses embraced in the California syndicate will dispense with a number of clerks, traveling agents and accountants hitherto employed. The reduction in expenses through the consolidation is estimated at \$75,000 a year. The syndicate or association was organized with the object of controlling the wine output of the State through contracts with the grape growers and wine makers.

Similar announcements have frequently been made. The economical

feature of every consolidation in the various industries was made the strong drawing card for stockholders, and big dividends were promised in some instances from the saving in expenses alone. Three other so-called trusts started out with this idea, but had to be reorganized to protect their creditors. There was nothing wrong with the idea of economizing by abolishing some departments and concentrating all the work of the others under one supervision—in fact, it was a very good business stroke. But the unfortunate companies in mind made the fatal mistake of closing the spigot and opening the bung-hole, by increasing the salaries of the officers to an aggregate amount far in excess of the total saved by consolidating departments. We have known officials to have their salaries increased from \$5,000 to \$40,000 per year each, not because they performed any additional duties, but because they assisted to organize the amalgamated firms, and held stock until the price reached a satisfactory figure, when the high salaried officers condescended to sell out to the confiding and credulous public, but still retained their positions. In times of financial distress the salaries have been cut in half, and in some instances two-thirds have been lopped off, to save the corporation from Wall street wreckers, but when new men come into the management with a hurrah, the high salaries are restored with something added.

The wine combination of the Pacific Coast may avoid the pitfalls pointed out here by working in the interest of shareholders, instead of robbing them by means of an official conspiracy to take all the profits in salaries.

There is \$134,000,000 invested in banking in the State of Massachusetts, about half of this being in Boston institutions. Sixty national banks in Boston at the last comptroller's call showed a capitalization of \$54,000,000; a surplus of \$17,000,000; undivided profits, \$5,250,000.

It Has No Equal



We know it because we sell more each year.

The Jobber sells more!

The Retailer sells more!

The Consumer buys more!

The Babies cry for more, and more mothers write us stating that the

Gail Borden Eagle Brand Condensed Milk

Is unequalled as a food for infants.

It Pays to Handle Such Goods

For Quotations See Price Columns



**KING
of
THEM
ALL**

P. & B. OYSTERS

Be Sure and Get Them.

Sold by all Grand Rapids Wholesale Grocers and

THE PUTNAM CANDY CO.

SPECIALTIES AND GENERALITIES.

Money-Making Points Applicable to Any Business

You sell regulars because you have to. You sell irregulars because there is extra profit in them.

Soap, molasses, sugar, castor oil, paregoric, ginger, are regulars, for folks must have them.

In regular stock is regular profit.

The antique excuse, "Just out, have some to-morrow," has driven away many a regular customer, and kept many a family from becoming customers.

Complete business cannot be run without complete stock.

The grocer, the druggist and everybody else in trade, must supply instantly any regular line of goods, if they propose to do regular business.

People won't wait for things they wear, eat and drink. The foundation of general business is upon general stock.

The foundation of extra profit, the great out-reacher for new trade, is built upon special offers of special goods, or of some older goods made to appear to be special.

Regular customers will buy specialties.

Irregular buyers will not only buy specialties, but through them become regular buyers.

Women and men have a natural appetite for bargains and mark-down sales.

The fascination of buying at less than cost is with you and everybody.

The man or woman who says he or she is not influenced by a mark-down, intentionally or unintentionally, denies a self-evident fact.

Specialties may consist of mark-down goods, shop-worn goods, damaged goods, out-of-season goods, or any unsalable article of any kind, and odds and ends which are liable to go out of the market, or which the dealer finds unprofitable to carry as regular stock.

About 10 per cent. of every stock consists of unsalable goods, that is, goods for which constant demand has stopped, and which consequently cannot easily be sold at regular prices.

Good money was paid for these unsalable goods, and most storekeepers would prefer the money to the goods—even less money than the goods cost.

No man can tell why a certain brand of soap, just as good as another, will not sell in a certain community.

No man knows why it is that certain people will buy a certain kind of ginger, and will not buy any other, when one is just as good as another.

There is no use butting against fact.

If Smithville people will drink vanilla soda, and care nothing about orange and pineapple, the druggist must sell vanilla, even if he have a barrel of orange syrup on hand.

Take down those fifty boxes of soap, as good soap as ever was made, and particularly advertise it. Put two or three boxes in the window. Make people think it is your specialty. Don't tell them you have had it on hand five years. Simply present it as something special, and tell the truth about it. Make it the soap of the store, and in a few days you will have to order some more just like it, for there won't be any left.

Anything that is good, no matter what the prejudice may be against it, can be sold with a reasonable amount of advertising, if it be properly presented and introduced as a specialty.

Perhaps you have a thousand cans of tomatoes, and for some reason people won't buy them. They are just as good tomatoes as any, and very likely they are put up by the same canner who puts up a more popular brand.

Get a mallet, dent the cans here and there, rip off part of the labels, make them look as if they had had a hard time of it, but be careful not to injure the contents.

You have been getting twelve cents a can for them. Mark them down to nine. You only paid eight, and you had better have a profit of one cent than no profit at all.

It doesn't do any harm to have a bargain counter in full blast all the time. You can always keep it full, for you can draw from regular stock if necessary.

Hundreds of people who won't buy regulars will buy specialties whether they want them or not.

The Thompson door-plate buyer is in your own, and in all other towns. She hasn't any daughter, but she may have a daughter who may marry a Thompson.

There are people who will pay more for bargain goods than they will for the same goods sold as regulars, but of course it is not policy to advertise bargains at regular prices because there are comparatively few people innocent enough to be so completely fooled.

The bargain counter must be as honest as the others.

Bargain methods are as legitimate as the regular ways of selling regular stock.

There are odds and ends everywhere.

These can be lumped into departments, and sold for as much money as can be obtained for them.

The best salesman should be behind the special counter, a man who knows how to tell the truth in a convincing way, who is scrupulously honest, because honesty in bargains nowadays is as essential as the bargains themselves.

Let each thing stand out as a specialty by itself.

Don't lump articles together.

Let everything of a kind be with its kind.

Give them plenty of elbow-room.

Be careful not to have your specialties interfere with your regulars.

If you have a stock in a certain line, don't handicap the sale of that stock by selling something substantially as good at a much reduced price.

A little judgment will keep your specialties from interfering with your regulars.

Your fundamental profit is in your regulars.

Your extra profit is in your specialties.

Work them both for more profit.

To Keep Out the Devil.

Every well-bred person, when he yawns, put his hand over his mouth, but not many of them know how the custom came to be considered the proper thing to do. The fact seems to be that it is the survival of a superstitious habit, originating in Europe in the middle ages, or before. In those days it was commonly thought in Europe that the devil was always waiting about for an opportunity to take possession of a man, and that he must get in by the mouth. When the person whom he had selected as his victim did not open his mouth wide enough for the purpose within a reasonable time, the devil made him yawn, and while his mouth was stretched wide jumped down his throat. So many cases of this kind occurred that the people learned to make the sign of the cross over their mouths in order to scare away the devil. The peasantry in Italy and Spain still adhere to this method, but most other people have dispensed with the cross sign, and keep out to devil by simply placing the hand before the lips. It is a most remarkable survival of a practice after its significance has perished.

He Appeals to the Burglars.

J. C. Emmett, general dealer at Liberty, Ind., has had his safe ruined several times by burglars, who got nothing but their trouble for their pains, and he has posted on it a notice informing intending robbers that there is nothing inside but books and papers. The notice tells them the combination of the safe and asks them to inspect the contents if they choose, but to please lock the safe afterward, for fear of fire.

A Bargain.

"Where did you go this summer?"

asked one business man of another.

"We boarded in the country."

"Was it expensive?"

"Not very. We got a good deal for our money. My wife got the rheumatism, my boy Tommy got his leg broke, and little Mamie got poisoned with nightshade, and all we paid was \$5 a week apiece."

Use Tradesman Coupon Books.

GRINGHUIS' ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages \$2.00
3 " 240 " 2.50
4 " 320 " 3.00
5 " 400 " 3.50
6 " 480 " 4.00

INVOICE RECORD OR BILL BOOK.

80 Double Pages, Registers 2,830 Invoices...\$2.00

TRADESMAN COMPANY, Agents,

Grand Rapids, - - - Mich.

Established 1868

H. M. Reynolds & Son.

Building Papers, Carpet Linings, Asbestos Sheathing.

Asphalt Ready Roofing, Asphalt Roof Paints, Resin, Coal Tar.

Roofing and Paving Felt, Tarred Felt, Mineral Wool.

Car, Bridge and Roof Paints, Oils.

Elastic Roofing Cement.

Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

S. C. W.

The Leading Nickle Cigar

Made in this Market.

The Only Brand in the State (outside of Detroit)

Made by Improved Machinery.

This Cigar is made with Long Mixed

Filler, Single Connecticut Binder

and Sumatra Wrapper.

Sold at \$35 per 1,000

By the Manufacturer.

G. J. Johnson, 347 South Division St.

Grand Rapids, Mich.

Telephone 1305.

Reeder Bros' Shoe Co.,

STATE AGENTS FOR

The Lycoming Rubber Company,

keep constantly on hand a

full and complete line of

these goods made from the

purest rubber. They are

good style, good fitters and

give the best satisfaction

of any rubber in the mar-

ket. Our line of Leather

Boots and Shoes is com-

plete 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.

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 ex-

press trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; re-

turning, leave Detroit 4:35 p.m., arriving at Grand

Rapids 10:20 p.m.

Direct communications made at Detroit with

all through trains east over the Michigan Cen-

tral Railroad (Canada Southern Division.)

A. ALMQUIST, Ticket Agent,

Union Passenger Station.

CHICAGO

Sept. 23, 1894.

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.

Lv. G'd Rapids 7:25am 1:25pm *11:30pm

Ar. Chicago 1:25pm 6:50pm *6:45am

RETURNING FROM CHICAGO.

Lv. Chicago 8:15am 5:00pm *11:45pm

Ar. G'd Rapids 3:05pm 10:25pm *6:25am

TO AND FROM MUSKOGON.

Lv. Grand Rapids 7:25am 1:25pm 5:30pm

Ar. Grand R. 9:15am 3:05pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids 7:30am 3:15pm

Ar. Manistee 12:20pm 8:15pm

Ar. Traverse City 1:00pm 8:50pm

Ar. Charlevoix 3:15pm 11:10pm

Ar. Petoskey 3:45pm 11:40pm

Trains arrive from north at 1:00 pm and 10:00 pm.

PARLOR AND SLEEPING CARS.

Parlor cars leave for Chicago 1:25pm. For

north 3:15pm. Arrives from Chicago 10:35pm.

From north 1:00pm. Sleeping cars leave for Chi-

cago 11:30pm. Arrive from Chicago 6:25.

*Every day. Others week days only.

DETROIT,

Sept. 23, 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. 7:40am 4:45pm Ar. G.R. 12:35pm 10:55pm

TO AND FROM LOWELL.

Lv. Grand Rapids 7:00am 1:20pm 5:55pm

Ar. from Lowell 12:40pm 5:15pm

THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Ra-

pids and Detroit. Parlor car to Saginaw on mor-

ning train.

Trains week days only.

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

DETROIT, GRAND HAVEN & MIL-

WAUKEE Railway.

EASTWARD.

Trains Leave +No. 14 +No. 16 +No. 18 +No.

G'd Rapids, Lv. 6:45am 10:20am 3:25pm 11:00pm

Ar. 7:40am 11:25am 4:27pm 12:35am

St. Johns 8:25am 12:17pm 5:20pm 1:25am

Owosso 9:00am 1:30pm 6:05pm 3:10am

E. Saginaw 10:50am 3:45pm 8:00pm 6:40am

Bay City 11:32am 4:35pm 8:37pm 7:15am

Plt. Huron 10:05am 3:45pm 7:05pm 5:40am

Plt. Huron 12:05pm 5:50pm 8:50pm 7:30am

Pontiac 10:53am 3:05pm 8:25pm 5:37am

Detroit 11:50am 4:05pm 9:25pm 7:00am

WESTWARD.

For Grand Haven and Intermediate

Points *7:00 a. m.

For Grand Haven and Muskegon *1:00 p. m.

Chicago *4:55 p. m.

For Grand Haven and Milwaukee, *10:05 p. 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.

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 going North

For Traverse City, Petoskey and Saginaw 7:40 a. m.

For Traverse City and Mackinaw 1:25 p. m.

For Cadillac and Saginaw 4:45 p. m.

For Mackinaw 10:25 p. m.

TRAINS GOING SOUTH.

Leave going South

For Cincinnati 6:50 a. m.

For Kalamazoo and Chicago 3:15 p. m.

For Fort Wayne and the East 5:15 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 6:50 a. m. 2:15 p. m. *11:40 p. m.

Ar. Chicago 8:00 p. m. 9:00 p. m. 7:10 a. m.

2:15 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 3:30 p. m. 11:30 p. m.

Ar. Grand Rapids 9:15 p. m. 7:20 a. m.

3:30 p. m. train 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. 8:10 p. m.

C. L. LOCKWOOD,

General Passenger and Ticket Agent.

ENGRAVING PHOTO WOOD HALF-TONE

Buildings, Portraits, Cards and Stationery
Headings, Maps, Plans and Patented
Articles.

TRADESMAN CO.,

Grand Rapids, Mich.

A LATER ADAM.

Every change in our social or industrial conditions produces its special type of man. The original Adam was a creation; the later gentleman is an evolution. He grows out of his environments. He may be open to criticism and by no means void of sins and follies, and when he ripens into maturity as the type of a class we are very likely to condemn the apple but to spare the tree. The two, however, are as closely and naturally related as is an acorn to an oak, or a gooseberry to its native bush. We are apt to overlook this fact in dealing with those who are strictly representative men in our industrial and commercial life. They may not be what they ought to be, nor, indeed, what we want them to be, but from top to bottom, and in a vital and thorough sense, they are just what we made them. They are bone of our bone and flesh of our flesh. The monopolist of to-day, with all the vices and evils belonging to his mercantile sovereignty, the stuff of which he is made and the spirit that vivifies it, has nativity in the age that produced him. In fact, he is as much a product as he is a sinner, the difference between him and the smaller fry being that he carries under one hat what a thousand others have only in the shape of mince-meat. The man is simply a type of a system. To reform this gentleman we must begin by reforming ourselves, and it is just here where the cure of some of our industrial and commercial diseases must commence. It is very easy, and, in fact, quite the fashion, to raise our voices against the cupidity and despotism of monopolies and corporations, and at the same time be ready to seize the biggest egg on the table for our own breakfast, and compel a sick wife to take in washing to pay for our own beer. The difference in such a case between a monopolistic monstrosity and ourselves is one of size and not of spirit. He can swallow a Jonah and we choke at a sprat. In dealing with such men let us not forget the conditions that make them a possibility. When the industries of the world were on a smaller scale, and the means and the markets thereof narrower, it was not possible to mobilize either men or money as it is to-day. The pendulum swung in a smaller clock. If an employer was tyrannical or bilious the reach of his whipcord was limited, and if he was avaricious and greedy there were but few trees from which to shake the persimmons. These pea-in-a-thimble conditions have passed away; the pea may be as small, but the thimble in some cases would make a hat for the planet. That this power is abused is no surprise, for to have power and not abuse it is one of the rarest of human virtues. Of course, in this age of so-called equal rights, personal freedom, and a considerable amount of paper religion, it is not in fashion to be without some respect for law and humanity. If there is any iron in our souls it must have a velvet skin, and if we are Shylocks in business we must inclose that gentleman in Samaritan cloth. Hence the later Adam. He builds towns, endows libraries and donates to charities, and yet in a business sense his soul would find hotel accommodations in a gooseberry. He loves money and the world loves him because he has it. He is the god of the crowd, not for what he is, but for what he has. We have evolved this type of man in an age

where the sinner and the saint are considerably mixed up. It is not his money or his power that makes him a wart on the public body—it is the abuse of these things and blindness to their responsibilities; the larger the tree the broader the shadow.

FRED WOODROW.

The Grocer of the Future.

John T. Burgess in National Grocer.

Those of our readers who remember the condition of the grocery trade thirty years ago, will recall a wide difference to what it is to-day. But there are many living to-day who can go back even further than that—not perhaps entirely with their own personal reminiscences, but from what they know from contact with the older men of their earlier associations.

In the past the grocer was much more a slave of the public than he is to-day, and his work was of the most exacting character. He had to prepare everything. Packages of any kind were entirely unknown and even his sugar had to be mixed and ground by himself. Sugar refining was of the crudest character, and it was not an uncommon thing for a grocer to find a shipment of West India white sugar one solid cake, so hard that he had difficulty to break it with a hatchet sufficiently small to be ground in this mill. This was a tedious process and it caused no end of trouble and hard work. It was no easy task to turn the handle of those old-fashioned sugar-mills with such stuff to grind.

Again, there were not only no cubes, but there were no machines to cut loaf sugar, it all having to be done with an ordinary hatchet. A dreary long job and one that was in no ways inspiring.

There were no bag makers and the grocer had the edifying job of making them in his spare moments. And there were few spare moments in those days of long, long hours. It was one constant slave from morning till night.

All this has been changed and the grocer of to-day can buy almost every article ready to hand to his customers. Bad as we regard the life of the modern grocer, he is blest, nay, doubly blest, in comparison with his predecessor of long ago.

But we are not so much concerned in this article with the grocer of the present, although he has our sympathy, good will and best wishes. It is to the grocer of the future that we would like to say a word. What shall he be, and what rank shall his business take? To a large extent, indeed, almost everything depends entirely upon himself. He will be what he himself makes. He will be the framer of his own fortune as it were, and the more intelligence, practical common sense, he brings to bear on his business, the higher rank it will take.

Cannot you all see the drift of modern progress? It is in the direction of brains and not of drudgery. In all cases the merchant who is ahead of his times in a practical sense is the man who in all cases wins out.

The grocery trade is by no means an exception to the rule. It is not reasonable or natural that it should be. The dingy, dirty old grocery must pass away just as all old useless methods and systems have done before. It hardly matters what way we turn, we see that the progressive man or merchant is gradually forging ahead. As the stage-coach has been superseded by the express train, so is the old fogey in business dying out. If you must live and prosper in these times you must keep abreast of them. There must be no method followed simply because of its age. This test, or rather standard, must never be considered worthy of a moment's consideration.

The inevitable battle of the grocer is the one of brains over matter. Work with your head and not with your hands. The successful grocer of the future will not be the one who can grind the most sugar, but the one who can, by his tact and his ability, transact the most business at the least expense. Brains must direct and guide the ship.

The change is gradually going on on all sides. Its force as time proceeds

will become quicker impelled by the force of circumstances. The question, then, with all who are engaged in the business is not only to be in the race, but to be in it to win. There must be no compromise. Such a thing is impossible. There must be no turning to the right or to the left, but a steady, earnest effort to constantly improve the work. The machinery must be kept clean, in good order and well oiled. No opportunity must be allowed to slip by where an improvement can be made. In short, the one idea which should be constantly kept to the fore is the everlasting use of your head instead of your hands. A great reward awaits those who can not only realize the conditions, but who can have the ability and the force of character to take advantage of them. It rests with each individual to act his part.

The Grocery Market.

Sugar (Edgar)—Refined sugars are without quotable change, but slight delays attend deliveries of some of the lower grades. Production continues light, but sufficient to supply the existing demand, which, while improving steadily, has not yet reached a point necessitating increased working capacity. Buyers evidently prefer to supply their moderate requirements from hand to mouth, and more or less exchange trade is reported in the larger cities, but the stocks of soft sugars are extremely light and the trade in grades other than granulated has increased materially. The refined market is firmly held and, unless some decided change takes place in the raw situation, we see nothing to warrant any further shading of the list; but there is so much of uncertainty in the present outlook, that conservative investment will doubtless be the rule for some time to come.

Bananas—The local market is well supplied with a good grade of fruit which is held at reasonable figures. Demand continues to be light.

Lemons—Sell slowly in a small way. Good stock is scarce and the new crop will not be in much before Dec. 1. Sorrentos, 360 size, bring \$4.50 while fancy Maioras are worth \$7 per box.

Oranges—Shipment from Florida are slow in getting under way, as the fruit does not color as fast as it was expected to. The first car for our market left Jacksonville Oct. 12, and will be here about next Saturday. A few boxes now in market are selling for from \$3.50@4, according to size.

New Figs—Are now with us and open up very fine. The stock does not average quite as large as in former years, but the quantity is just as good. Prices as quoted will be somewhat lower after the markets get filled up more.

Cocoanuts—Are held firm at prices quoted. The stock is new, clean and in every way desirable.

Oatmeal—Quotations have been reduced by both manufacturers and jobbers.

Fish—Mackerel and scaled herring are both lower.

Sharp Advertising.

A German perfumery manufacturer who does a large business in Italy evidently knows something about advertising. Not long ago he published a notice offering to pay for good short stories in Italian, the most important condition being that the writer should puff "in the most delicate manner possible" the wonderful merits of his perfume. It is said that he has received more than 1,000 manuscripts, many of them by the first writers of Italy. Signor Montegazza is named as one of the writers.

Mercantile Friendship.

From the Chicago Dry Goods Reporter.

In many towns the envy and rivalry between merchants are such as to really hold back the progress of the town and react on the merchants themselves. Fair, above-board competition is always to be expected, but backbiting and the making of derogatory remarks regarding one merchant by another is sure to be boomerangical in its nature, and to render co-operation in matters of mutual interest impossible. The influence of the mercantile elements in a community is always strong, and united effort can frequently bring about many needed improvements by bringing pressure to bear on the town or village council—matters of hitching posts and watering troughs, the securing of better train service from country points, Saturday or occasional special railroad rates, are points in instance. Frequently matters such as the time of closing can be settled easily by concerted action if the proper spirit actuates merchants in their relations to each other, while otherwise much unnecessary trouble and injustice to both clerks and employers must ensue.

Financial Juggling.

S. B. Gorham, assignee of the defunct C. W. Chapin & Co. banking house, at Stanton, has sent the creditors a statement which is not calculated to enhance his reputation in their eyes. He shows cash receipts of \$5,365.69 and expenditures of \$3,777.74, leaving a balance on hand of \$1,585.95. Out of this sum he wishes \$1,000 for his own services as assignee, \$2,500 for attorney fees and \$556.15 for expenses of attorney. The account comes up for allowance in the Montclair Circuit Court Oct. 29 and, if the creditors are not on hand to protest against the allowance of such accounts, THE TRADESMAN will be greatly disappointed.

Jackson Jottings.

JACKSON, Oct. 13—Jas. Greenwood has opened a grocery store at 206 West Trail street, the former location of Frank C. Wood.

Charles A. Ham succeeds C. A. Ham & Co. in the dry goods trade.

W. H. Wynans has moved his grocery stock from South Mechanic to East Main street, near Summit avenue.

Frank C. Wood has moved his stock of groceries to Port Huron.

C. Brown will put in a stock of groceries in the store lately occupied by Travis & Son at the corner of Fourth and Franklin streets.

Hides and Pelts.

Tanners still refuse to take hides at the prices recently made by dealers. They do not like the idea of "high hides and low leather," as one of them put it the other day, and, as a consequence, the market is dull and spiritless; but dealers are slowly cutting prices down to where the tanners can do business and the situation may improve. See price current for quotations.

Travelers are occasionally puzzled by the now frequent addition of the words "dark room" to the advertisements of hotels and boarding-houses. So numerous are the photographers, amateur or otherwise, who now travel about the country provided with kodak and camera that the provision of a dark room for the purpose of their pastime, or profession, as the case may be, has become a feature with many hotels. It is sometimes only a shed or out-house, rendered absolutely light-proof, and provided with a red light for the use of the photographer, and a little water with a cistern for containing it. Some hotel-keepers have at hand for these customers some of the stock chemicals they require, the general use of the dry plate rendering such dangerous poisons as are scheduled under the sale of drugs act unnecessary for the production of the photographs.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, Ann Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Bugbee, Cheboygan.
Four Years—S. E. Parkill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred'k W. R. Perry, Detroit.
Secretary—Stanley E. Parkill, Owosso.
Treasurer—Geo. Gundrum, Ionia.
Coming Meetings—Lansing, Nov. 7 and 8.

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

PHARMACEUTICAL BACTERIOLOGY.

The impression prevails that medical men alone should interest themselves in bacteria. It is assumed that the subject contains nothing of interest to pharmacists. It requires no prophet to foresee that this attitude is not likely to be maintained very much longer. The indications are that Pharmaceutical Bacteriological Laboratories are a certainty of the future, and that they may exceed in vastness and importance those now conducted by the medical profession. As yet we have only hints of what is in store for us. Here and there a rift in the cloud that obscures the future from our vision lets through an illuminating beam of light.

It is said in Holy Writ that "that which hath been is now and that which is to be hath already been." In the vast laboratory of nature long before man had synthesized a single remedy or combined, secundum artem, a single pair of synergistic remedies, plants had done the same. Yes, and more, it can now be maintained with a formidable array of evidence that the aim of such combination was precisely that of the pharmacist and physician when a remedy is compounded for a patient. In both cases the overcoming of pathological disease germs was the ultimate result and the object aimed at, if there was any aim. The resins, the essential oils, the tannins, the alkaloids, the glucosides, the bitter principles are all so many bacteria killers or inhibitors devised by plants or produced by the direct action of bacteria themselves, that in the economy of nature serve to give immunity to plants against the ravages of other organisms.

As if quinine was not enough to shield the true cinchonine and other synergists that accompany it, with morphine is combined codeine, narceine, and a host of other alkaloids having analogous effects. The life history of these plants casts a flood of light on this subject, and if we had anything like a perfect genealogical history of any genus there can be but little doubt that it would fully confirm all we are able to infer from the immediate data at our command. In the cinchonas we have more material on which to base an inference in this respect than any other. Their habitat is a region of perpetual fog and drizzle. For months a ray of sunshine seldom, if ever, reaches them. The region is utterly unfit for human habitation and intermittent and remittent fevers are the penalty paid for a temporary residence near them. Now, the fact so thoroughly established that plants are as frequently the victims of the parasitism of micro-organisms as are animals, placed beside the fact that their home is such an ideal one for micro-organisms, would naturally lead us to think that if these trees owe their immunity to some chemical secreted by them we should be able to discover it. Now let

us add the further fact that quinine and these other alkaloids they secrete are powerful antiseptics, and do destroy just such germs either out of or within the body, and the conviction begins to grow upon us that something like a purpose is manifested in this arrangement. But on reasoning further we learn more. These alkaloids are always found in the very part of the plant where the attack of the germs would be most likely to occur and when occurring would prove most injurious to the tree. Why is there not a good supply of these alkaloids in the wood or in the corky layer of the bark? Why are they in the very part of the bark where, *a priori*, we would expect them to do the most good? Now let us add another fact. The yield of these alkaloids is always greatest the greater the damage from such invasion. The season of maximum fog and drizzle is the season of maximum yields of alkaloids and especially of quinine, the most powerful one.

What is quite remarkable, too, in this connection is the fact that the cinchona tree seems to have the power of anticipating the bacterial invasion by the very method that we would be likely to use in anticipating it. The increase of alkaloids evidently occurs prior to the invasion of the germs and following the advent of the conditions which make their invasion possible. The cutting off of their sunshine by fog is their signal for an increased supply of alkaloids and especially of quinine. In India, where cinchonas are now cultivated and where fogs are not so common, they cover the bark of the trees with cotton and shield them from direct sunlight to increase their production. The dark, warm and damp forests where heavy growths of pine abound would surely prove miasmatic but for the good office of the pines themselves. They load the air with germ destroying terpenes, the oxidation of which gives forth a rich supply of ozone. These vestiges of the primitive world tell us of their struggle against disease germs and survival by virtue of this protection.

It seems a rather singular fact that when plants or animals do not produce destructive agents by which to vanquish bacteria, they are sure, sooner or later, to bring into existence a product destructive to themselves. When we pause to think that "the mill will never grind with the water that is past," nor the fire burn with the carbon dioxide produced, we see it is a universal fact in nature. The germ that runs sugar down into alcohol soon perishes in that alcohol. Following it comes the vinegar germ, giving us acetic acid in sufficient abundance to stop its own activity. Next follow one by one other germs to carry the changes farther and farther down the hill, till in every instance they work their own destruction or at least cessation of activity. Each of these products, final to some definite species of germ, is an antiseptic to that germ and, therefore, a medicinal agent for the subjugation of that germ when it becomes pathogenic.

It took us a long time to learn that all our alcohol, wines and liquors were the products of germs. Even when "mother of vinegar" was handed from house to house and manufacturer to manufacturer they did not for centuries suspect that they were handling germs. Many druggists do not yet know that ergot is the product of a disease germ. It is only lately that we have discovered that we

owe our nitric acid, saltpetre, sweet spirit of nitre and all our nitrates and nitrites to the useful labors of humble bacteria. Much of our ammonia, some of our benzoic, hippuric and buiric acid we owe to their kind offices.

As our knowledge of micro-organisms widens our respect for their pharmaceutical and chemical skill increases. Within a year Dr. Carl Wehmer has reported the fact that he has isolated a species that converts sugar into citric acid so that 11 pounds of sugar will produce six pounds of the crystalized acid. The cost of such conversion is so trifling that it is scarcely worth considering. A discovery like this will work little short of a revolution. Sugar is cheap and the acid is bound soon to be sold for little if any more than the price of the cheapest sugar. Of course we will have to wait till the patents run out for such a consummation. When we pause to consider the fact that in the plant world the cells build up the countless numbers of organic compounds from simple carbonic acid, water and nitrogen compounds, and when we further consider that the bacteria are isolated cells capable of duplicating much of or all such work we can gain some idea of the possibilities that lie before us. We have to supply them with the raw material for their food and without money and without price they will do the rest. We only need to isolate the special kinds in relatively pure cultures and set them to work.

When mixed, one kind undoes the work of another, so that no useful results occur. Prof. Conn of Wesleyan University has lately isolated the special bacterium that produces the essential ether to which is due the rich flavor of our highest quality of butter. Following his directions the buttermaker can now at will produce a ripened cream possessing the highest, richest aroma of prime butter. If we have successfully produced one such product who can say where the end is? The highly prized aromas of wines and liquors, the rich flavors of fruits and flowers may all be within our power to produce in the same manner. If we can call these pigmy workers to our aid in making alcohol, acetic and citric acid, why not other acids, other alcohols and other organic compounds? We have found that through the magic of their power certain leguminous plants are able to draw from the atmospheric nitrogen their necessary supplies of that refractory gas. May we not utilize their services in a similar manner? Will not our pharmaceutical chemists of the future supply these same bacteria with what the leguminous plants provide them and on a vast scale procure our nitrates, nitrites, ammonia and ammonium compounds, at the same time giving to the farmers all they need to enrich the soil of their farms? All the rich mines of Golconda never contained such wealth as is promised in this direction.

Man first learned of the winds as his foes but soon he harnessed them and they became his friends. At a later date he gained power over fire and in the conquest found he had a mighty agent to do his bidding. Still later and the lightning that he so long dreaded as the bolts of heaven, came within his grasp and we are beginning to realize the majesty of such a victory. Now he has

just begun the conquest of the most direct force he has ever had to fight—the microbes—and if our vision is not distorted he will find here a power second to none of the rest in the benefits it can bestow upon him.

ROBERT G. ECCLES, Ph. G. M. D.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.
(Wrapped) □

	Doz.	Gro.
1 oz.	\$ 90	10 20
2 oz.	1 20	12 60
4 oz.	2 00	22 80
6 oz.	3 00	33 00

Seely's Vanilla
(Wrapped)

	Doz.	Gro.
1 oz.	\$ 1 50	16 20
2 oz.	2 00	21 60
4 oz.	3 75	40 80
6 oz.	5 40	57 60

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

Correspondence
Solicited

SEELY MFG. CO., Detroit, Mich

PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

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

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

Tradesman Company.

Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

39 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.



NO CURE, NO PAY. NO MUSTACHE, NO PAY. CANDRUFF CURED.
Will cure baldness to grow hair on the head of those who can call at my office or the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.
PROF. G. BIRKHOLZ.
Will send 25¢ sample, Chicago

Wholesale Price Current.

Advanced—Opium, Oil Anise. Declined—Turpentine.

ACIDUM.		TINCTURES.	
Aceticum	80 10	Aconitum Napellis R.	60
Benzoleum German.	65 75	Alces and myrrh.	60
Boricale	20 30	Arnica	60
Carbolicum	42 45	Asafetida	60
Citricum	32 5	Atropine Belladonna.	60
Hydrochlor	10 12	Benzoin	60
Nitrosum	10 12	Co.	60
Oxalicum	10 12	Sanguinaria	50
Phosphoricum dil.	20	Barosma	50
Salicylicum	1 25 61 60	Cantharides	75
Sulphuricum	1 4 5	Capitum	50
Tannicum	1 40 21 60	Ca damon	75
Tartaricum	30 2 33	Castor	1 00
AMMONIA.		Catechu	50
Aqua, 16 deg.	4 6	Cinchona	50
" 20 deg.	6 8	Columba	50
Carbonas	13 14	Conium	50
Chloridum	13 14	Cubeba	50
ANILINE.		Digitalis	50
Black	2 00 2 25	Ergot	50
Brown	80 21 00	Gentian	50
Red	45 50	Gualca	50
Yellow	2 50 2 50	Zingiber	50
BACCAS.		Hyoscyamus	50
ubeae (po 25)	30 2 25	Iodine	75
Juniperus	80 21 00	Colorless	75
Xanthoxylum	30 2 30	Ferri Chloridum	50
BALSAMUM.		Kino	50
Copaiba	45 50	Lobelia	50
Peru	2 2 00	Myrrh	50
Terebinth. Canada	55 60	Nux Vomica	50
Tolutan	35 60	Opil	50
CORTEX.		" Camphorated.	50
Abies, Canadian	18	" Deodor.	2 00
Cassiae	12	Aurant Cortex	50
Cinchona Flava	15	Quassia	50
Euonymus atropurp.	30	Rhatany	50
Myrica Cerifera, po.	12	Rhel.	50
Prunus Virgin.	10	Cassia Acutifol.	50
Quillaja, grd.	10	Co.	50
Sassafras	15	Serpentaria	50
Ulmus Po (Ground 15)	15	Stromonium	50
EXTRACTUM.		Tolutan	50
Glycyrrhiza Glabra.	24 25	Valerian	50
" po.	35 35	Veratrum Veride.	50
Haematox, 15 lb. box	1 12	MISCELLANEOUS.	
" 15.	13 14	Aether, Spts Nit, 3 F.	28 30
" 14.	14 15	" 4 F.	32 34
" 14.	14 15	Alumen	2 1/2 3
" 14.	14 15	" ground, (po.	3 4
FERRU.		Annato.	55 60
Carbonate Precip.	15	Antimon.	42 5
Citrate and Quinia	2 3 50	" et Potass T.	55 60
Citrate Soluble	2 3 50	Antipyrin	21 40
Ferrocyanum sol.	2 3 50	Antifebrin	2 25
Solut Chloride	15	Argent Nitras, ounce	50
Sulphate, com'l.	9 2 2	Arsenicum	50 7
" pure.	7	Balm Gilead Bud.	38 40
FLORA.		Bismuth S. N.	60 21
Arnica	12 14	Cedron Cor, 15, (4s	10 11
Antemils	30 35	" 12, 14, 15	12
Matricaria	50 65	Cantharides Russian,	21 00
FOLIA.		po.	21 00
Barosma	14 30	Capelci Fructus, af.	2 28
Cassia Acutifol, Tin-	25 28	" po.	2 28
nivelly	35 50	" B po.	2 20
" Alx.	35 50	Caryophyllus, (po 15)	10 12
Salvia officinalis, 1/2	15 25	Carmine, No. 40	2 75
and 1/4.	15 25	Cera Alba, S. & F.	50 55
Ura Ursi	8 10	Cera Flava.	38 40
GUMMI.		Coccos	2 25
Acacia, 1st picked.	2 60	Cassia Fructus.	2 25
" 2d	2 40	Centaria.	2 10
" 3d	2 30	Cetaceum	2 40
" sifted sort.	2 30	Chloroform	50 63
" po.	60 80	" aquibis	21 25
Aloe, Barb. (po. 60)	50 60	Chloral Hyd Crat.	1 25 51
" Cape, (po. 30)	2 12	Chondrus	20 25
" Socotri, (po. 60)	2 50	Cinchonidine, F. & W	15 20
Catechu, 1s, 1/4, 1/2, 3/4.	1 1	" German 8 1/2	12
Ammoniac	55 60	Corks, lat, dis. per	75
Assafetida, (po. 30)	25 30	Cresosotum	2 35
Benzoinum	48 52	Creta, (bbl. 75)	2 2
Camphore	35 40	" prep.	50 5
Euphorbium po.	2 2 50	" precip.	92 11
Galbanum	70 75	" Rubra.	2 8
Gamboge, po.	70 75	Crocus	35 40
Guaicum, (po 35)	2 30	Cudbear	2 40
Kino, (po 1 75)	2 30	Cupri Sulph.	5 6 2
Mastic	2 40	Dextrine	10 12
Myrrh, (po 45)	2 40	Ether Sulph.	75 90
Opil (po 3 10 23 40)	2 30 2 40	Emery, all numbers.	2 6
Shellac	35 42	Ergota, (po) 40	30 35
" bleached	35 42	Flake White.	12 15
Tragacanth	40 41 00	Galla	2 23
HERBA—In ounce packages.		Gambier	7 8
Absinthium	25	Gelatin, Cooper	2 60
Eupatorium	25	" French	30 50
Lobelia	25	Glassware flint, by box	50
Majorum	25	Less than box 75.	50
Mentha Piperita	25	Glue, Brown.	92 15
" Vir.	25	" White.	132 20
Rue	25	Glycerina	142 22
Tanacetum, V.	25	Grana Paradisi.	25 55
Thymus, V.	25	Humulus	25 55
MAGNESIA.		Hydraag Chlor Mite.	2 75
Calced, Pat.	55 60	" Cor	2 75
Carbonate, Pat.	20 22	" Ox Rubrum	2 85
Carbonate, K. & M.	20 22	" Ammoniat.	2 95
Carbonate, Jennings	35 36	" Unguentum.	45 55
OLEUM.		Hydrargyrum	2 60
Absinthium	2 50 2 30	Icthyobolia, Am.	1 25 51
Amygdalae, Dulc.	30 35	Indigo	75 100
Amygdalae, Amarae	8 00 2 25	Iodine, Resubl.	3 80 3 30
Anisi	2 50 2 60	Iodoform	2 70
Aurant Cortex.	1 80 2 20	Lupulin	2 25
Bergamit	3 00 2 30	Lycodidum	60 65
Cajuputi	60 65	Macleis	70 75
Caryophylli	75 80	Liquor Arsen et Hy-	2 27
Cedar	35 40	drarg Iod.	10 12
Chenopodii	1 25 1 60	Liquor Potass Arsenitis	10 12
Cinnamoni	2 45	Magnesia, Sulph (bbl	2 1/2 4
Citronella	2 45	1/4)	60 2 4
Conium Mac.	35 40	Mannia, S. F.	50 2 4
Copaiba	80 90		

Morphia, S. P. & W.	1 95 2 20	Seldits Mixture	20	Linseed, bottled.	57	60
" S. N. Y. Q. &		Sinapis	18	Neat's Foot, winter	65	70
C. Co.	85 2 10	" Opil	30	strained	65	70
Moschus Canton	2 40	Suiff, Maccaboy, De	35	Spirits Turpentine	33	40
Myristica, No 1	65 70	Voes	35	PAINTS.		bbl. lb.
Nux Vomica, (po 20)	2 10	Suiff, Scotch, De. Voes	35	Red Venetian	1 1/2	2 1/2
Os. Sepia	15 18	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars.	1 1/2	2 1/2
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	24 25	" Ber	1 1/2	2 1/2
Co.	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/2	2 1/2
Picis Liq, N. C., 1/4 gal	2 00	Soda, Bi-Carb.	2 5	" strictly pure	2 1/2	2 1/2
doz	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer.	13 16	
Picis Liq., quarts	2 00	Soda, Sulphas	50 55	Vermilion, English	65 70	
" plns	2 85	Spts. Ether Co.	2 30	Green, Peninsular	13 15	
Pil Hydrag, (po. 80)	2 50	" Myrcia Dom.	2 30	Lead, red	6 6 1/2	
Piper Nigra, (po. 22)	2 1	" Myrcia Imp.	2 30	cliff	6 6 1/2	
Piper Alba, (po. 35)	2 3	" Vini Rect. bbl.	2 50	Whiting, white Span.	2 70	
Plix Burgun	2 7	" Less 5c gal., cash ten days.	25 32 63	Whiting, Gliders	2 70	
Plumbi Acet	12 13	Strychnia Crystal	1 40 21 45	White, Paris American	1	
Pulvis Ipecac et opil.	10 21 20	Sulphur, Subl.	2 1/2 3	Whiting, Paris Eng.	1 40	
Pyrethrum, boxes M	2 25	" Roll	2 2 1/2	Universal Prepared	1 00 21 15	
& P. D. Co., doz.	2 25	Tamarinds	8 10	Swiss Villa Prepared	1 00 21 20	
Pyrethrum, pv.	30 30	Terebenth Venice	28 30	VARNISHES.		
Quinia, S. P. & W.	34 4 30 4	Theobromae	45 48	No. 1 Turp Coach	1 10 21 20	
" S. German	27 37	Vanilla	9 00 16 00	Coach Turp.	16 21 70	
Rubia Tinctorem	12 14	Zinci Sulph.	7 2 8	Coach Body	2 75 3 00	
Saccharum Lactis pv.	12 14	OILS.		No. 1 Turp Furn	1 00 21 10	
Salacin	2 10 2 25	Whale, winter	Bbl. Gal	Eutra Turk Damar	1 55 21 60	
Sanguis Draconis	40 50	Lard, extra	50 85	Japan Dryer, No. 1	70 21 75	
Sapo, W	12 14	Lard, No. 1	42 45			
" M	10 12	Linseed, pure raw	54 57			
" G	2 15					

HAZELTINE & PERKINS DRUG CO.

Mills Pill Case.



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.....\$8 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.

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.

Aurora	doz gross	55	6.00
Diamond Oil	60	5.00	
Frazer's	50	5.50	
Mica	65	7.50	
Paragon	55	6.00	

BAKING POWDER.

Acme	45		
1 lb.	1	1.00	
Bulk			10
Arctic			
1 lb.	1	1.00	
5 lb.	1	5.00	
Cream Flake			
3 oz	45		
4 oz	60		
oz	80		
oz	1.20		
lb	2.00		
Red Star	1 lb.	2.00	
Telfer's	1 lb.	2.00	
Our Leader	1 lb.	2.00	

BATH BRICK.

English	90		
Bristol	80		
Domestic	70		

BLUING.

Arctic	3.60		
"	6.75		
"	9.00		
"	2.75		
"	4.00		
"	8.00		
"	4.50		
"	3.60		
"	6.80		

BROOMS.

No. 1	1.00		
No. 2	2.15		
No. 3	2.50		
Parlor Gen	2.50		
Common Whisk	85		
Warehouse	1.00		
	2.85		

BRUSHES.

Sieve, No. 1	1.25		
"	1.50		
"	1.75		
Rice Root Scrub, 2 row	85		
Rice Root Scrub, 3 row	1.25		
Palmetto, goose.	1.50		

CANDLES.

Hotel, 40 lb. boxes	9		
Star, 40	10		
Paraffine	9		
Wicking	34		

CANNED GOODS.

Little Neck, 1 lb.	1.20		
Standard, 3 lb.	2.25		
Standard, 1 lb.	75		
Star, 1 lb.	2.45		
Picnic, 1 lb.	2.00		
Mackerel, 1 lb.	1.10		
Mustard, 2 lb.	2.25		
Tomato Sauce, 2 lb.	2.25		
Soused, 2 lb.	2.25		
Columbia River, fat	1.80		
Alaska, Red	1.25		
Kinney's, fat	1.90		
Sardines, 1 lb.	4.40		
Imported	2.30		
Mustard	1.50		
Boneless	21		
Trout	2.50		
Fruits			
3 lb. standard	1.20		
York State, gallons	4.00		
Hamburg			

APRICOTS.

Live oak	1.40		
Santa Cruz	1.40		
Unsk's	1.50		
Overland	1.40		
Blackberries			
F. & W.	90		
Cherries			
Red	1.10		
Pitted Hamburg	1.50		
White	1.25		
Erle	1.50		
Dansons, Egg Plums and Green	1.10		
Gages	1.25		
Erle	1.10		
California	1.25		
Gooseberries			
Common	1.25		
Peaches	1.10		
Maxwell	1.50		
Shepard's	1.50		
California	1.00		
Monitor	1.75		
Oxford			
Pears			
Domestic	1.25		
Riverside	1.75		
Pineapples	1.00		
Johnson's sliced	2.50		
"	2.75		
Booth's sliced	2.50		
"	2.75		
Quinces			
Common	1.10		
Raspberries	1.10		
Red	1.10		
Black Hamburg	1.46		
Erle, black	1.25		
Strawberries			
Lawrence	1.25		
Hamburg	1.25		
Erle	1.20		
Terrapin	1.05		
Whortleberries			
Bineberries	85		
Meats			
Corned beef Libby's	2.30		
Roast beef Armour's	2.10		
Potted ham, 1/4 lb.	1.25		
"	70		
"	1.25		
"	75		
"	95		
Vegetables			
Beans			
Hamburg stringless	1.15		
"	2.00		
"	1.35		
Lima, green	1.25		
"	70		
Lewis Boston Baked	1.35		
Bay State Baked	1.35		
World's Fair Baked	1.35		
Picnic Baked	1.00		
Corn			
Hamburg	1.25		
Livingston Eden	1.30		
Purly			
Honey Dew	1.40		
Morning Glory			
Soaked	75		
Feas			
Hamburg marofat	1.30		
"	1.00		
"	1.40		
"	1.40		
"	1.80		
Soaked	65		
Harris standard	75		
VanCamp's marrofat	1.10		
"	1.30		
Archer's Early Blossom	1.25		
French	2.15		
Mushrooms			
French	1.90		
Pumpkin			
Erle	75		
Squash			
Hubbard	1.15		
Succotash			
Hamburg	1.40		
Soaked	80		
Honey Dew	1.50		
Erle	1.35		
Tomatoes			
Hancock			
Excelsior			
Eclipse			
Hamburg			
Gallon			

CHOCOLATE.

Baker's			
German Sweet	23		
Premium	37		
Breakfast Cocos	43		

CHEESE.

Amboy	11 1/2		
Acme	11 1/2		
Lenawee	11 1/2		
Riverside	11		
Gold Medal	10 1/2		
Skim	8 1/2		
Brick	12		
Kdam	1.00		
Leiden	21		
Linburger	2 1/2		
Pineapple	2 1/2		
Boquefort	2 1/2		
Sap Sago	2 1/2		
Schwitzer	2 1/2		
"	2 1/2		

CATSUP.

Blue Label Brand	2 7/8		
Half pint, 25 bottles	4 50		
Pint	3 50		
Quart 1 doz bottles	1 35		
Half pint, per doz	4 50		
Pint, 25 bottles	3 75		
Triumph Brand			
Half pint, per doz	4 50		
Quart, per doz	3 75		

CLOTHES PINS.

5 gross boxes	40 1/2		
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COCOA SHELLS.

35 lb bags	23		
Less quantity	23 1/2		
Pound packages	6 1/2		

COFFEE.

Green.			
Rio.			
Fair	18		
Good	19		
Prime	21		
Golden	21		
Peaberry	23		
Santos			
Fair	19		
Good	20		
Prime	22		
Peaberry	23		
Mexican and Guatemala			
Fair	21		
Good	22		
Fancy	24		
Maracalbo	23		
Milled	24		
Java			
Interior	25		
Private Growth	27		
Mandehling	28		
Mocha			
Imitation	25		
Arabian	28		
Roasted.			
To ascertain cost of roasted			
coffee, add 1/2 c. per lb. for roasting			
and 15 per cent. for shrink-			
age.			
Package.			
McLaughlin's XXXX	31 30		
Bunola	21 85		
Lion, 60 or 100 lb. case	21 20		
Extract.			
Valley City 1/2 gross	75		
Felix	1 15		
Hummel's, foil, gross	1 65		
tin	2 85		

CHICORY.

Bulk	5		
Red	7		

CLOTHES LINES.

Cotton, 40 ft. per doz.	1 25		
"	1 40		
"	1 20		
"	1 75		
"	1 90		
"	1 85		
"	1 90		

CREDIT CHECKS.

500, any one denom'n.	83 00		
1000, " " "	5 00		
2000, " " "	8 00		
Steel punch	75		

CONDENSED MILK.

4 doz. in case.			
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Peerless evaporated cream. 5 75

AXLE GREASE.

Aurora	doz gross	55	6.00
Diamond Oil	60	5.00	
Frazer's	50	5.50	
Mica	65	7.50	
Paragon	55	6.00	

BAKING POWDER.

Acme	45		
1 lb.	1	1.00	
Bulk			10
Arctic			
1 lb.	1	1.00	
5 lb.	1	5.00	
Cream Flake			
3 oz	45		
4 oz	60		
oz	80		
oz	1.20		
lb	2.00		
Red Star	1 lb.	2.00	
Telfer's	1 lb.	2.00	
Our Leader	1 lb.	2.00	

BATH BRICK.

English	90		
Bristol	80		
Domestic	70		

BLUING.

Arctic	3.60		
"	6.75		
"	9.00		
"	2.75		
"	4.00		
"	8.00		
"	4.50		
"	3.60		
"	6.80		

BROOMS.

No. 1	1.00		
No. 2	2.15		
No. 3	2.50		
Parlor Gen	2.50		
Common Whisk	85		
Warehouse	1.00		
	2.85		

BRUSHES.

Sieve, No. 1	1.25		
"	1.50		
"	1.75		
Rice Root Scrub, 2 row	85		
Rice Root Scrub, 3 row	1.25		
Palmetto, goose.	1.50		

CANDLES.

Hotel, 40 lb. boxes	9		
Star, 40	10		
Paraffine	9		
Wicking	34		

CANNED GOODS.

Little Neck, 1 lb.	1.20		
Standard, 3 lb.	2.25		
Standard, 1 lb.	75		
Star, 1 lb.	2.45		
Picnic, 1 lb.	2.00		
Mackerel, 1 lb.	1.10		
Mustard, 2 lb.	2.25		
Tomato Sauce, 2 lb.	2.25		
Soused, 2 lb.	2.25		
Columbia River, fat	1.80		
Alaska, Red	1.25		
Kinney's, fat	1.90		
Sardines, 1 lb.	4.40		
Imported	2.30		
Mustard	1.50		
Boneless	21		
Trout	2.50		
Fruits			
3 lb. standard	1.20		
York State, gallons	4.00		
Hamburg			

APRICOTS.

Live oak	1.40		
Santa Cruz	1.40		
Unsk's	1.50		
Overland	1.40		
Blackberries			
F. & W.	90		
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Gooseberries			
Common	1.25		
Peaches	1.10		
Maxwell	1.50		
Shepard's	1.50		
California	1.00		
Monitor	1.75		
Oxford			
Pears			
Domestic	1.25		
Riverside	1.75		
Pineapples	1.00		
Johnson's sliced	2.50		
"	2.75		
Booth's sliced	2.50		
"	2.75		
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Bineberries	85		
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Roast beef Armour's	2.10		
Potted ham, 1/4 lb.	1.25		
"	70		
"	1.25		
"	75		
"	95		
Vegetables			
Beans			
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"	2.00		
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Picnic Baked	1.00		
Corn			
Hamburg	1.25		
Livingston Eden	1.30		
Purly			
Honey Dew	1.40		
Morning Glory			
Soaked	75		
Feas			
Hamburg marofat	1.30		
"	1.00		
"	1.40		
"	1.40		
"	1.80		
Soaked	65		
Harris standard	75		
VanCamp's marrofat	1.10		
"	1.30		
Archer's Early Blossom	1.25		
French	2.15		
Mushrooms			
French	1.90		
Pumpkin			
Erle	75		
Squash			
Hubbard	1.15		
Succotash			
H			

PICKLES.

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

PIPES.

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

POTASH.

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

RICE.

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

SPICES.

Whole Sifted...	
Allspice...	9 1/4
Cassia, China in mats...	9 1/4
" Batavia in bund...	15
" Saigon in rolls...	32
Cloves, Amboy...	11 1/2
" Zanzibar...	80
Mace Batavia...	75
Nutmegs, fancy...	70
" No. 1...	70
" No. 2...	60
Pepper, Singapore, black...	10
" white...	30
" shot...	16
Pure Ground in Bulk...	
Allspice...	15
Cassia, Batavia...	18
" and Saigon...	35
" Saigon...	35
Cloves, Amboy...	22
" Zanzibar...	18
Ginger, African...	16
" Cochiti...	20
" Jamaica...	22
Mace Batavia...	65
Mustard, Eng. and Trieste...	22
" Trieste...	25
Nutmegs, No. 2...	75
Pepper, Singapore, black...	16
" white...	24
" Cayenne...	20
Sage...	20
" Absolute" in Packages...	
Allspice...	84 1/2
Cinnamon...	84 1/2
Cloves...	84 1/2
Ginger, Jamaica...	84 1/2
" African...	84 1/2
Mustard...	84 1/2
Pepper...	84 1/2
Sage...	84

SAL SODA.

Granulated, bbls...	1 1/4
" 75 lb cases...	1 1/2
Lump, bbls...	1 15
" 145 lb kegs...	1 1/4

SEEDS.

Anise...	215
Canary, Smyrna...	4 1/2
Caraway...	8
Cardamom, Malabar...	90
Hemp, Russian...	4
Mixed Bird...	50 1/2
Mustard, white...	10
Poppy...	9
Rape...	5
Cuttle bone...	30

STARCH.

Corn...	
20 lb boxes...	5 1/2
40 lb "...	5 1/4
Gloss...	
1 lb packages...	5
3 lb "...	5
6 lb "...	5 1/4
40 and 50 lb. boxes...	3 1/4
Barrels...	3 1/4

SNUFF.

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

SODA.

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

SALT.

Diamond Crystal...	1 60
Cases, 24 1/2 lb. boxes...	2 10
Barrels, 320 lbs...	4 00
" 115 1/2 lb bags...	2 50
" 60 1/2 lb "...	3 75
" 30 1/2 lb "...	3 50
Butter, 56 lb bags...	65
" 20 1/2 lb bags...	3 50
" 280 lb bbls...	2 50
" 24 lb "...	2 25
Worcester...	84 00
60 1/2 lb...	3 75
30 1/2 lb...	3 50
20 1/2 lb...	3 30
320 lb bbl...	2 50
8 lb sacks...	3 1/2
linen sacks...	60
Common Grades...	
100 3 lb. sacks...	2 10
60 1/2 lb...	1 90
28 1/2 lb. sacks...	1 75

WASHER.

56 lb. dairy in drill bags...	30
28 lb. "...	16
Ashton...	
56 lb. dairy in linen sacks...	75
Higgins...	
56 lb. dairy in linen sacks...	75
Solar Rock...	
56 lb. sacks...	22
Common Fine...	
Saginaw...	90
Manistee...	90

SALERATUS.

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

SEELY'S EXTRACTS.

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

Vanilla.

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

Rococo—Second Grade.

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

SOAP.

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

Proctor & Gamble.

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

Dingman Brands.

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

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

American Family, wrp d...	\$3 33
" plain...	2 27

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

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

Lautz Bros. & Co.'s Brands.

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

Thompson & Chute Co.'s Brands

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

Passol's Atlas Brand.

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

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino...	85 18
Cut Leaf...	5 18
Cubes...	4 87
Powdered...	4 87
XXX Powdered...	5 2
Granulated...	4 56
Fine Granulated...	4 56
Extra Fine Granulated...	4 69
Mould A...	4 61
Diamond Confec. A...	4 62
Confec. Standard A...	4 50
No. 1...	4 31
No. 2...	4 31
No. 3...	4 31
No. 4...	4 12
No. 5...	4 00
No. 6...	3 94
No. 7...	3 81
No. 8...	3 75
No. 9...	3 69
No. 10...	3 62
No. 11...	3 53
No. 12...	3 50
No. 13...	3 44

STARK'S.

Barrels...	24
Half bbls...	23

Pure Cane.

Fair...	19
Good...	25
Choice...	30

TABLE SAUCES.

Lea & Perrin's, large...	4 75
" small...	2 75
Halford, large...	3 75
" small...	2 25
Salad Dressing, large...	4 55
" small...	2 65

STARK'S.

Barrels...	24
Half bbls...	23

Pure Cane.

Fair...	19
Good...	25
Choice...	30

TABLE SAUCES.

Lea & Perrin's, large...	4 75
" small...	2 75
Halford, large...	3 75
" small...	2 25
Salad Dressing, large...	4 55
" small...	2 65

TEAS.

JAPAN—Regular...	217
Fair...	230
Good...	236
Choice...	24
Choicest...	32
Dust...	10

SUN CURED.

Fair...	217
Good...	230
Choice...	236
Choicest...	32
Dust...	10

BASKET FIRED.

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

GUNPOWDER.

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

IMPERIAL.

Common to fair...	23
Superior to fine...	30
Common to fair...	18
Superior to fine...	30

YOUNG HYSOON.

Common to fair...	18
Superior to fine...	30

ENGLISH BREAKFAST.

Fair...	18
Choice...	24
Best...	40

TOBACCOES.

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

D. Scotten & Co.'s Brands.

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

Private Brands.

Bazoo...	30
Can Can...	27
Nellie Bly...	24
Uncle Ben...	24
McGinty...	27

1/4 bbls.

Columbia...	24
Columbia, drums...	23
Bang Up...	21
Bang up, drums...	19

Plug.

Sorg's Brands...	
Spearhead...	39
Joker...	27
Nobby Twist...	40

Scotten's Brands.

Kylo...	25
Hiawatha...	38
Valley City...	34

Finger's Brands.

Old Honesty...	40
Jolly Tar...	32

Lorillard's Brands.

Climax (8 oz., 4lb)...	39
Green Turtle...	30
Three Black Crows...	27

J. G. Butler's Brands.

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

Smoking.

Catlin's Brands...	
Kiln dried...	17@18
Golden Shower...	19
Huntress...	26
Meerschaum...	29@30

American Eagle Co.'s Brands.

Myrtle Navy...	40
Stork...	30@32
German...	15
Frog...	33
Java, 1/2 foil...	32

Banner Tobacco Co.'s Brands.

Banner...	15
Banner Cavendish...	38
Gold Cut...	28

Scotten's Brands.

Warpath...	24
Honey Dew...	12
Gold Block...	30

F. F. Adams Tobacco Co.'s Brands.

Peerless...	26
Old Tom...	18
Standard...	22

Globe Tobacco Co.'s Brands.

Handmade...	40
Leidersdorf's Brands...	
Rob Roy...	26
Uncle Sam...	28@32
Red Clover...	32

Spaulding & Merrick.

Tom and Jerry...	25
Traveler Cavendish...	38
Buck Horn...	30
Plow Boy...	30@32
Corn Cake...	16

VINEGAR.

40 gr...	7 08
50 gr...	8 08
\$1 for barrel...	

WET MUSTARD.

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

YEAST.

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

WOODENWARE.

Tubs, No. 1...	6 00
" No. 2...	5 50
" No. 3...	4 50
Pails, No. 1, two-hoop...	1 30
" No. 1, three-hoop...	1 50

Bowls, 1 1/2 inch.

" 15 "...	90
" 15 "...	1 25
" 17 "...	1 25
" 19 "...	2 40
" 21 "...	

Baskets, market.

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

THE STORY OF JOE.

Concluding Chapter of an Eventful Career.

It will be remembered that we left Joe and his master at Grandville. It was Mr. Elliott's intention to ship the dog to Iowa to his (Mr. Elliott's) father, who is a respectable dealer in boots and shoes out there and deserved better treatment at the hands of his son, who never received anything but kindness from his father. Elliott routed out the express agent at Grandville and told him he had a dog he wanted to ship. The agent came out and when he saw Joe he said: "Are you going to send that dog by express?" "Yes; why?" "I think you had better send him in a refrigerator car. I am afraid he'll spoil if you send him by express." "What makes you think so?" "Because he has a bad look now." Elliott sat down on a truck to rest after that and Joe dropped his caudle appendage and never raised it again. Mr. Elliott had taken the precaution to send out a slatted box in which the dog might be transported to his destination. This box was brought out, the door in the end opened, and Joe was invited to enter. He walked around the box, peered in at the opening and turned a look of mournful enquiry upon his master. "Yes, Joe," said Mr. Elliott, in a lachrymose tone, "You're right. It's hard, old boy, but there is no help for it. If you didn't have so much reputation we could keep you in Grand Rapids; but there isn't room there for you and your reputation. Out on the prairie, perhaps, you will have room to throw yourself. I hope so, anyway. Come, old fellow, get in," he added, as the whistle of the midnight train sounded in the distance. Without a word Joe walked into the box and lay down, the door was shut and fastened, and the box properly labeled. The train pulled in and stopped, the box was placed in the express car, and the train was soon thundering on its way again. Mr. Elliott stood where the dog left him, buried in thought. Joe had gone. The only dog he had ever loved had passed from his sight—perhaps forever—torn from his embrace when he was just beginning to learn his worth. Suddenly, without warning, he continued to stand there, until the return of the agent, when, heaving a sigh that made the very air vibrate and concealing his emotion under his macintosh, he left the place. Going to the hotel and ordering bed and breakfast for one, he retired, to forget his sorrow in the embrace of Morpheus.

In the meantime Joe was speeding toward the home of Uncle Horace Boies and the badger, sometimes called Iowa. His destination was Marion, Linn county. He appeared strangely silent and preoccupied during the journey. The express messenger tried to rouse him, but without avail. His mind was evidently not on his surroundings. Was he thinking of his master, who was sorrowing with a sorrow which refused to be comforted? Perhaps his mind was dwelling upon the stirring events in which he had mingled, or the history which he had been chiefly instrumental in making. Or did he mourn, like the Macedonian conqueror, because, having vanquished the world, there remained no more worlds to conquer? On this point deponent hath nothing to say, for, during the entire journey, Joe preserved a dogged silence. Marion was reached in due

course, and on the platform stood Mr. Elliott, Sr., and George Lake, better known as George Washington Lake, from an annoying habit he has of always telling the truth. When the box was brought out of the car and the door opened, Joe stepped out upon the platform with an air of resignation which impressed the beholders as being very well done. Something ailed Joe. He seemed weary, and his air was listless; but still there was something about him which protected him from the vulgar familiarity of the rabble which thronged the platform. There was a certain *distingue* air about him which prevented anyone from taking liberties with him. When Mr. Elliott saw Joe he was not favorably impressed; but it was otherwise with Mr. Lake. Joe was just the dog he had been looking for. Now, be it known to a curious public that Uncle George Lake was superintendent of the Marion stock-yards; a position which, at times, will try a man's temper and nerves as nothing else will; a fractious pig or a steer on a rampage may be a great aid to digestion, but it won't improve a man's chances of getting to heaven. Lately Mr. Lake had been having a terribly profane time of it. Never had hogs been so hoggish or cattle so cantankerous. Life had been a continuous nightmare with horns. Here was a chance for relief. Joe would help him out. He knew by the dog's general appearance that he could take the twist out of a hog in a little less than no time. So, noting Mr. Elliott's hesitation, he approached him and said, "Bad looking pup, ain't he?" "He is," replied Mr. Elliott, "he looks as if his moral and religious education had been neglected. I wish Will had kept him in Grand Rapids; he could not hurt that town." "Look here," said Mr. Lake, "I'll tell you what I'll do. I need just such a dog as he appears to be, and I'll take him over to the yards and keep him there. I think I can use him," he added grimly. It was finally arranged that Joe should go to the stock-yards. Mr. Lake fastened a string to the dog's collar and led him away, followed at a respectful distance by a crowd of small boys. On reaching the yards he was taken into the office and Mr. Lake waited with some impatience an opportunity to put his new assistant at work. It came in the course of half an hour or so. A big porker, weighing about 300 pounds, had got into a corner and refused to move, showing fight when an attempt was made to move him. "Never mind," said Mr. Lake confidently, "I have a persuader here which will move the biggest pig in the yards." Joe was led out and when near the pig the rope was taken off, and he was told to "sick'em." He didn't. The pig saw Joe first, and with a grunt that loosened the fish-plates on the railway track, he "charged." When Joe heard that grunt he gave vent to one yelp of dismay, turned tail and incontinently fled. He fled so fast that the wind blew him loose from his hair; out of the gate and down the street, making his way out into the prairie, running for dear life. If he had kept up that rate of speed for a few hours he would have reached the Rocky Mountains. When found, finally, he was about two miles out on the prairie. Nearly all his hair was gone and he wore an air of the deepest dejection and despair. He was taken back, and, when near the stock yards, showed so much

terror that he was taken to Mr. Elliott's home. Mr. Lake did not like the idea of taking the dog back. It would not look right. So, on the way over, he constructed the story about Joe killing the pig. There was not a word of truth in it. The dog did not touch the pig. He had no thought of injuring the pig, and if he has his way he will never again look upon a pig. In the telling of that one story G. W. Lake broke the record of a lifetime and from henceforth remorse must be his meat by day and his drink by night. As for Joe, from that time onward he was a changed dog. He has not lifted up his head since, so to speak. He has been whipped by every cat in Marion, and there is not a dog in the town, big or little, which has not walked all over him. Joe is, indeed, changed; his once proud spirit is broken; he is no longer monarch of all he surveys; in fact, he is not now in the surveying business. He has been

sent into the country in the hope that the country air and rural fare may do something for him, for he is in a very bad way. His western trip has not panned out as well as was hoped for.

His master started from Grand Rapids last Saturday for Iowa. He had borne the separation as long as he could. Perhaps a sight of his master may do Joe good. Mr. Elliott was asked, just as he was about to start for the west, how he accounted for Joe's fear of the pig. He said he thought Joe's dislike of pork was hereditary. The dog's grandfather was owned by a Hebrew.

The English Pharmaceutical Society is contemplating taking steps to have the sale of carbolic acid restricted, on account of the numerous poisonings with it. The Society thinks that it ought to be declared a poison, to be sold by chemists only.

Use Tradesman Coupon Books.

U BUY RIGHT WHEN U BUY

The Celebrated

CLEANED GREEK CURRANTS

and the Genuine

CLEANED SULTANA RAISINS

PREPARED ONLY BY

GRAND RAPIDS FRUIT CLEANING CO.



Front View.

Back View.

These currants are prepared from CHOICE NEW FRUIT imported from Greece.

Being carefully Cleaned and assorted, they are READY FOR IMMEDIATE USE and require no further preparation.

Cleaned currants cost in reality less than uncleaned, because dirt and stones weigh more than Fruit.

Try Them.

Ask your jobber for them and take no others claimed to be just as good. N. B. See that your Package of Currants are the same as the above fac simile. For Quotations see Price Current.

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.

MEN OF MARK.

H. Montague, Manager of the Hannah & Lay Mercantile Co.

Perhaps it is not too much to say that a majority of the more prominent business men of Michigan are natives of the old Empire State. Being the most populous State in the Union, as she is one of the oldest, her sons have followed the course of the setting sun, seeking new fields of usefulness and new avenues to wealth. As a rule, they have been men of sterling worth, who have given strength and dignity to the State of their adoption. Among the large number of New York's sons who have made Michigan their home is Herbert Montague, Secretary and General Manager of the Hannah & Lay Mercantile Co.'s extensive mercantile business in Traverse City. He was born at Sacket's Harbor,

clerkship in the grocery department, which position he occupied for about ten years. He then went into the office to acquire a knowledge of the details of the business, which could not be had behind the counter. After a year and a half of close study he was given charge of the grocery department, doing his own buying. Three years ago, Mr. Smith Barnes, Manager of the business, died, and Mr. Hannah was elected to the position. The work of management, however, fell to Mr. Montague, and a year later the Board of Directors elected him Secretary and General Manager, and since that time he has had entire charge of the business.

Short as is the above sketch of a successful business man, it is yet pregnant with significance. A green country lad, whose boyhood and youth were spent in



August 29, 1849. Four years after this important event in his life, his father took the family and journeyed westward, stopping in Ohio, where they remained two years. Again the stakes were pulled and their faces once more turned toward the West. On reaching Milwaukee, the few articles of household furniture they had taken with them were put into a wagon, the oxen were yoked to it, and the family started for their destination forty-three miles distant. It was a slow, tedious journey, but, like all journeys, it came to an end at last. A small log cabin was hastily erected and the family settled down to life in the woods. The dreary isolation of their position can be better imagined than described. Enough to say that they were far removed from schools and churches and their nearest neighbor was miles away. On all sides of them was the almost virgin forest, whose "dim aisles" resounded by day to the sturdy blows of the frontiersman's axe, and by night to the howling of wild beasts. Here for thirteen years the family resided, when the father determined to make another move. Crossing the Lake to the eastward they entered the State of Michigan, settling at Old Mission, Grand Traverse county, on a farm of 214 acres. Herbert, who had never enjoyed robust health, followed the family to Michigan in a few months and for two years assisted his father on the farm. Finding his health partially restored, he began to cast about him for some different occupation. He applied to Hannah, Lay & Co., of Traverse City, and succeeded in securing a situation. Here he "cleaned lamp chimneys, swept floors, held bags for the boys—in fact, did anything there was to be done." Later he was promoted to a

the wilds of Wisconsin, a lad with absolutely no business training, applies for a situation, at 21 years of age, to the head of a great mercantile house; at 43 years of age he is chosen General Manager of the business, which in the meantime had been greatly extended. At the time Herbert Montague entered Hannah, Lay & Co.'s employ, he found a number of young men there who had already been in the establishment several years. How does it happen that to-day he is found at the head of the business, while they have never been heard of? The reason is not not far to seek. When he was about leaving home to take his humble place in the big store, his godly and now sainted mother said to him: "Remember, my boy, that every young man may make himself indispensable to his employer. Do so, and you will succeed." These simple yet wise words became his watchword and are the secret of his success. He made himself indispensable to his employers and his advancement was sure and steady. But such a character as Mr. Montague's could not be formed out of a simple phrase, however true and wise. During all those lonely years in the forests of Wisconsin his mother was his only mentor and teacher. An educated Christian lady, she early instilled into the minds of her children the principles of truth and righteousness, which have ever since governed their lives and made them what they are. Herbert had his lessons each day, and each night mother and son knelt in prayer beside the little leather-covered trunk which held the family wardrobe. That little old trunk, battered and weather-beaten, occupies an honored place in Mr. Montague's home and is one of his most treasured possessions. Round it cluster tender memories of the mother who eight years ago passed to the Beyond, and to whose wise counsel and judicious teaching he ascribes whatever of success he has achieved.



ALL THAT ITS NAME IMPLIES!

Champion

In Reality as Well as in Name!

All other cash registers take a back seat when entered in competition with the **CHAMPION**, the Latest and Best Register ever put on the market.

One of Many Voluntary Testimonials.

GRAND RAPIDS, Mich., Aug. 1, 1894.

CHAMPION CASH REGISTER CO.

GENTLEMEN—We have been using for some time past your Champion No. 9, and are pleased to say it fills the bill. We are enabled to keep absolutely correct account of each one of our clerks, and a detailed account of all our sales.

Also, we are especially pleased with your method of keeping the "Paid in" and "Paid outs." It supplants everything else that has been brought to our notice.

THUM BROS. & SCHMIDT.

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

Manufactured only by

Champion Cash Register Co.
Grand Rapids, Mich.



GOTHAM GOSSIP.

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

Special Correspondence

NEW YORK, Oct. 13.—The coffee market is said to be unsatisfactory. Holders cannot maintain the high prices which they have obtained for some time and every day develops new weakness. Quotations of Brazil No. 7 are nominal, and it is quite likely that not over 14½c could be obtained. Dealings have been very limited and few buyers are in the market. European markets are cabled lower, and the primary markets in Brazil are well supplied. There are 450,000 bags afloat, against 391,000 last year. Mild grades are in light request and rates are weaker, in sympathy with Brazils. Some Interior Padang sold at 22½c, but this is regarded as outside price.

Foreign sugar is almost "in sight," but it has not been purchased in any great quantities, although it is said that a good many buyers are holding off, hoping to purchase it. The demand for granulated is dull and the supply is so large that it seems as though a further drop would be inevitable very soon. Quotation for granulated here at writing is 47-16c.

The tea market is dull and quotations are practically unchanged. Supplies of some sorts are growing smaller, but no one seems to be eager to purchase.

Molasses is steady and the stock of old is rather low. It is likely to hold until the new arrives, however. Prime to choice New Orleans, 18@23c.

Rice is well held and some very respectable sales in point of volume have been made. Not much foreign here, and market not abundantly supplied with any sort.

Canned goods show little movement and the whole line is meeting with a quiet reception. Purchases are of a hand-to-mouth character, and no one is anxious to carry more than a "needful present" supply.

Dried fruits are in light request, and rates for some kinds of California kinds are lower here proportionately than in California. The producers on the Coast have made some concessions.

Butter took a slight drop during the week, and demand was stimulated to more activity. For best State and Pa., 24@24½c have been paid; Elgin, 25c; Western firsts, 20@23c.

Cheese shows a little more demand and dealers are hopeful, but quotations are no higher, and, in fact, are fractionally less than a week ago; this for the higher grades; for the grades below the market are dull and to an extent demoralized.

Eggs are in large accumulation and, while really fresh goods are firm, the general tendency is downward. State are worth 22c and for fancy Michigan perhaps a fraction more than 19c might be obtained.

The wines sold in the big dry goods stores are distinguished by a profusion of labels, more gorgeous and varied than any circus posters ever turned out in this or any other city in the world. The wines which are supposed to come from the champagne districts are labelled "champagne" in very large letters, and are put up in regular champagne bottles, covered with gold and silver labels of extraordinary garishness. The tops of the bottles are covered with tin foil or with sealing wax, after the fashion of genuine champagne. The price of these gorgeous-looking bottles of wine—if the mild liquid which they contain can really be called wine—varies from 27 to 71 cents a pint. The display of bottles is always impressive. People interested in the prices of wines and liquors should look about in these dry goods establishments, if only for amusement's sake. At one big store on Sixth avenue whisky which is plainly labelled "20 years old," and which is guaranteed by the clerk to be as good as any other whisky in New York, is offered at 64 cents a bottle. People who have been paying \$2 and \$4 a bottle for cognac, under the impression that that is the market price for this invaluable aid to digestion after dinner, should look into a big Broadway establishment, where the best French cognac, beautifully done up in pink tissue paper, can be bought for 55 cents a bottle. The

clerk in this place was asked who purchased the gorgeous bottles, and he said, "Women, mostly. I think they buy it because the bottle look kind o' sporty and gay on the sideboard. I don't think they drink it," he added, thoughtfully, "because they often buy a second and third time."

The 20,000 Columbian half dollars received at the Sub-Treasury last Wednesday and given in exchange for gold found a ready market in this city, and at noon yesterday the last coin had been disposed of. The souvenirs, for the most part, were exchanged in small quantities ranging from \$10 to \$20, the purchasers being mainly coin collectors. The Treasury officials have requested the Treasury Department at Washington to forward a fresh supply.

Trade is somewhat interfered with by politics, and the local campaign is one of the most lively and interesting for years. All things considered, the volume of trade is fair, and, perhaps, all that could be expected. Retailers are doing well and grocers are in a comparatively happy frame of mind. JAY.

Meeting of the Jackson Retail Grocers' Association.

JACKSON, Oct. 4.—The regular business meeting of the Jackson Retail Grocers' Association was held Oct. 4. Ex-President D. S. Fleming was called to the chair, in the absence of the President and Vice-Presidents.

The committee to whom was referred the matter of purchasing desk and furniture and securing a room for meetings and office use reported that they did not consider it necessary to procure a safe at the present time; that they had purchased a good desk, writing table and chairs, and asked that their purchase be approved and a warrant ordered for the payment, which was adopted. In regard to room for office and meetings the Committee reported that they had visited several locations, but had not found a place that they could recommend.

The committee on the salary of the Secretary reported that they favored paying the Secretary for his services last year and recommended that he be paid an annual salary, to begin with the fiscal year.

On motion, the resignation of the Financial Secretary, which was tendered in July, was accepted and the duties of the office added to the duties of the Recording Secretary.

The Auditing Committee were instructed to examine the books and accounts of the Treasurer and Financial and Recording Secretaries.

A committee was appointed to visit I. N. Branch and ascertain if the room over his store could be secured for office and meeting purposes.

M. M. Whitney was instructed to dispose of a barrel of flour to the best advantage for the Association and report at the next meeting.

The sugar card and the cutting of prices by members of the Association and others was discussed at length. On motion, a committee of three, consisting of the President, Secretary and H. H. Neesley, were appointed to interview persons who are in the habit of cutting prices. W. H. PORTER, Sec'y.

Evidently Meant for Commerce.

From the Indianapolis Journal.

"No," said Mr. Halcedo, "I ain't goin' to pay no \$10 for this suit. It's second-hand."

"Vat?" shouted Mr. Achheimer.

"I say it is second-hand. Second-hand close is them that has been wore, ain't they? An' didn't I have to wear the suit when I tried it on?"

"Vat a pity," said Mr. Achheimer, in admiration, "vat a pity it vas dot you vas brought up to be a farmer. You got a pizness head dot vas simlily owit of sight."

Future of the Wierengo Establishment.

MUSKOGON, Oct. 13.—The employees of the wholesale grocery establishment of the late Andrew Wierengo are endeavoring to enlist outside capital in a proposition to merge the business into a stock company, with a capital stock of \$50,000, to continue the business conducted so successfully by the founder.

IN LINE FOR ACTION.

Committees Appointed to Arrange for December Convention.

At the regular monthly meeting of Post E, Michigan Knights of the Grip, held at Elk's Hall last Saturday evening, it was decided to lease Lockerby Hall for the meetings of the annual convention in December and the Lockerby banquet hall for the banquet on Wednesday evening, Dec. 26.

Jas. B. McInnes moved that the Chairman appoint an Executive Committee of five members, of which the Chairman of the Post shall be chairman, to assume the general management of the annual convention and delegate the detail work to sub committees, to be designated by the Executive Committee.

The motion was adopted and the Chairman named as such Committee J. N. Bradford, W. F. Blake, Henry Dawley, L. M. Mills and Jas. B. McInnes.

L. M. Mills was selected to act as Secretary of the Committee.

THE SUB COMMITTEES.

At a subsequent meeting of the Executive Committee, the following sub committees were appointed:

Finance and Soliciting—Geo. F. Owen, Chairman; H. B. Fairchild, Milton Fitch, Chas. Findlater, Chas. S. Brooks, Manley Jones, J. B. Orr.

Invitation—P. H. Carroll, Chairman; E. C. Groesbeck, W. R. Foster, E. N. Thorne, W. Y. Barclay.

Entertainment, Program and Banquet—B. G. VanLeuven, Chairman; F. M. Tyler, W. L. Freeman, H. L. Gregory, E. E. Stanton, G. F. Rogers, W. H. Pipp.

Reception—J. A. Gonzalez, Chairman; W. H. Goodspeed, V. A. Johnston, John Grotemat, S. V. DeGraaf, W. F. Wurzburg, A. E. McGuire, D. E. McVean, J. B. Evans, D. McWhorter, D. S. Haugh, H. A. Hudson, W. H. Jennings, C. Crawford, Frank Conlon, W. S. Canfield, F. E. Chase, H. N. Brandon, John Cummins, E. P. Dana, Frank Miles, W. A. VanLeuven, C. I. Flynn, F. H. White, M. M. Mallory, Geo. F. Schumm, Capt. W. H. Sheller, John M. Shields, J. A. Massie, A. J. Quist, C. B. Parmenter, J. H. Roseman, J. P. Reeder, J. E. Kenning, Ed. Huyge, E. H. Poole, W. F. Bowen, G. C. Oswald.

Transportation—J. T. Flaherty, Chairman; B. S. Davenport, A. S. Doak, Peter Lankester, Sam. R. Evans.

Badges—C. L. Lawton, Chairman; Jud Houghton, J. F. O. Reed.

Decoration—E. E. Woolley, Chairman; Jos. Finkler, E. Kuyers, Henry Snitzeler, G. W. Stowitts.

Music—W. E. Richmond, Chairman; J. A. Morrison, E. P. Andrew.

Printing—A. D. Baker, Chairman; E. A. Stowe, F. W. Hadden, Geo. J. Heinzelman, F. M. Atwood.

Hotels—M. H. N. Raymond, Chairman; N. B. Clark, J. M. Fell, Harry r. Winchester, A. J. Cozzens.

A meeting of all the committees is called at Elk's Hall, Saturday, Oct. 20, at 7:30 p. m., sharp, and the chairmen of the several committees are requested to report progress as far as possible.

J. N. BRADFORD, Chairman.
L. M. MILLS, Sec'y.
Executive Committee.

From Out of Town.

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

J. W. Milliken, Traverse City.
Thurston & Co., Central Lake.
Julius Steinberg, Traverse City.
Ross & Cooper, Charlevoix.
D. Gale, Grand Haven.
D. L. Worthington & Co., Mendon.
J. W. Runner, Shelby.
C. G. Pitkin, Whitehall.
Frank Hamilton, Traverse City.
J. L. Felton, Burnip's Corners.
Jos Raymond, Berlin.
A. E. McCulloch, Berlin.

Business men will have themselves to blame if trade is allowed to grow slack again. Let every individual and every house sell all the goods they can without regard to any of the other issues which

are thrust upon them. Keep the wheels of the business of this great country in motion for a short time, replenish stocks, distribute goods, start consumption—and presently the weak and doubtful movement will be accelerated into a natural and powerful activity which will give permanent prosperity.

WE BUY Sundried and Evaporated APPLES

HASTINGS & REMINGTON,
GRAND RAPIDS, MICH.

MOORE, SMITH & CO.,

240 Devonshire St.,
BOSTON.

We beg to inform the trade that we will be represented in Michigan and the West the coming season by

Mr. M. J. Rogan,

(As the Successor of Mr. Viets.)

Mr. Rogan expects to visit you soon with an unusually attractive line of STRAW HATS, both as regards quality, style and price.

We are giving especial attention to a line of EXTRA FINE STRAWS FOR MEN, among which will be the ENGLISH FINISH SPLITS; also, a line of CHILDREN'S GOODS, superior to anything on the market.

A postal to Mr. Rogan at Kalamazoo will at any time secure his immediate response.

Taking this occasion to thank you for past favors, we hope to continue to merit your patronage and confidence.

Respectfully yours,

MOORE, SMITH & CO.

Mr. Rogan will be at Sweet's Hotel soon with nearly 500 samples of Men's, Boys' and Children's Hats. Both styles and prices will be found O. K.

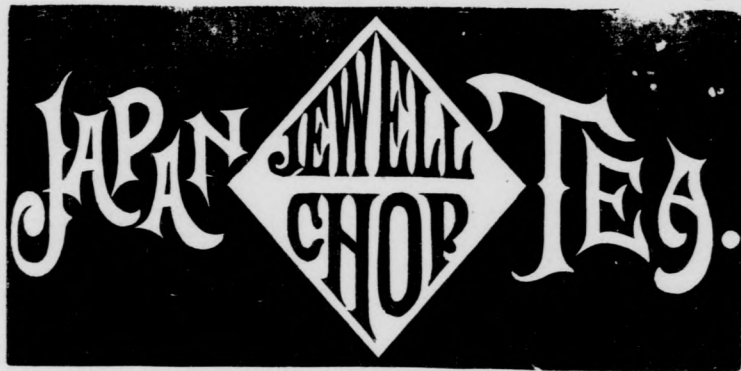
* OYSTERS *

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
Best Baltimore Standards, per gal	1 10
The Queen Oyster Pails at bottom prices.	
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.	
Mrs. Withey's bulk mince meat:	
40-lb pails, per lb	6
25-lb pails, per lb	6½
10-lb pails, per lb	6½
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	12
Fine Dairy Butter, per pound	20
Fresh Eggs, per doz	17
Fancy 300 Lemons, per box	4 50
Extra Choice, 300 lemons per box	4 00
Extra Choice, 360 lemons per box	3 50
Choice 300 Lemons, per box	3 50
Choice 360 Lemons, per box	3 50

EDWIN FALLAS,

Oyster Packer and Manufacturer.
VALLEY CITY COLD STORAGE,
Grand Rapids, Mich.

Are You Selling ^{THE} Hunting Season is upon us



IF NOT, WHY NOT?

**L.M. Clark
Grocery
Co.**

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

**Muskegon
Bakery
Butter
Cracker.**

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

**Nine
Other
Great
Specialties
Are**

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

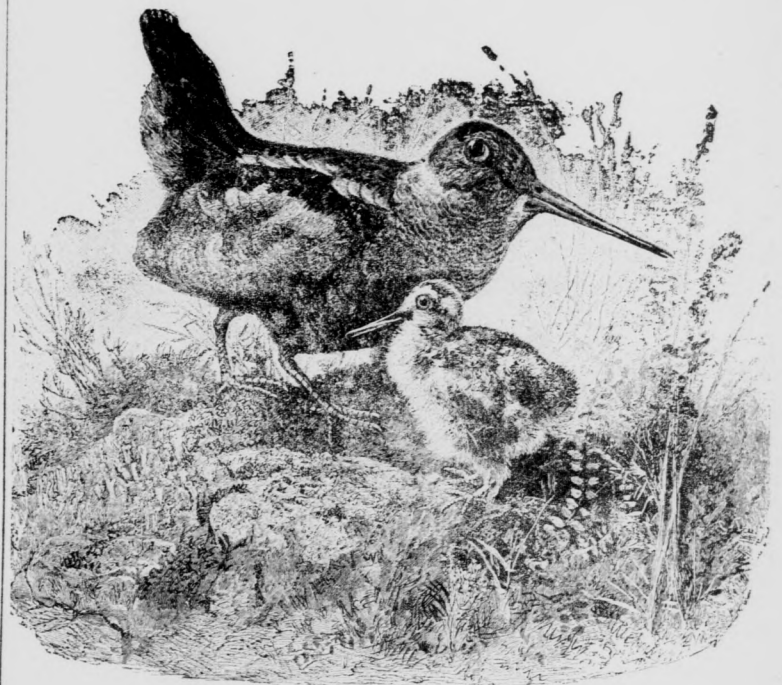
**ALWAYS
ASK
YOUR
GROCER
FOR
MUSKEGON
BAKERY'S
CAKES and
CRACKERS**

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.



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

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

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

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



Oysters

OLD RELIABLE

ANCHOR BRAND

All orders receive prompt attention at lowest market price.

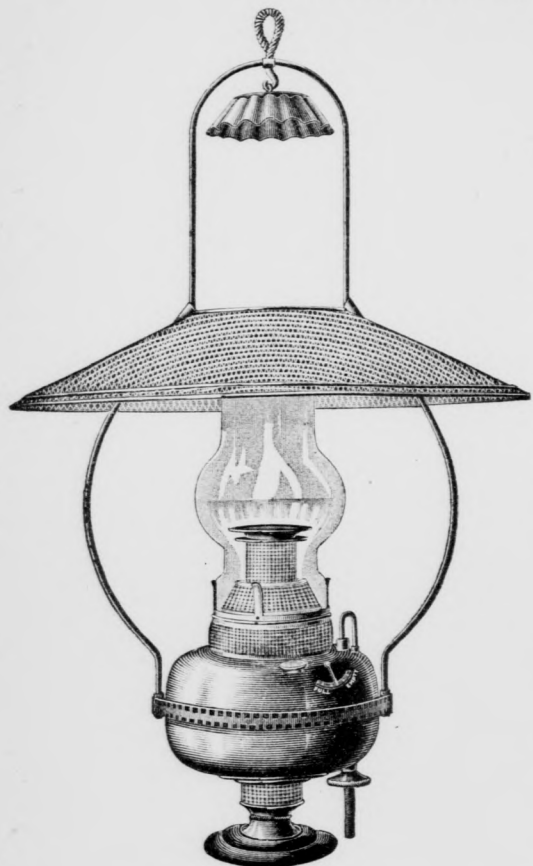
See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids.

H. LEONARD & SONS, Grand Rapids, Mich.

Reduced Prices on Mammoth Store Lamps.



Globe Incandescent.

Mammoth Banner.

	20 inch Tin Shade	14 inch White Dome Shade
Brass.....	2 50	2 75
Nickle.....	2 75	3 00

Globe Incandescent.

Brass.....	2 75	3 00
Nickle.....	3 00	3 25

Mammoth Rochester.

Brass.....	2 75	3 00
Nickle.....	3 00	3 25

Mammoth Pittsburgh.

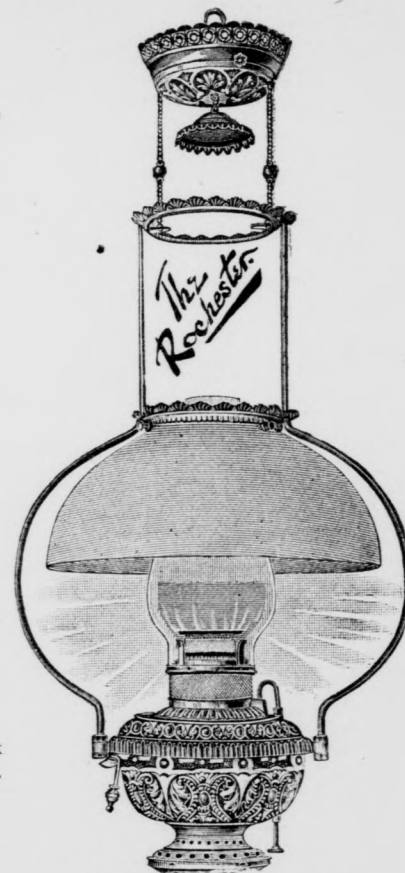
Brass.....	3 00	3 25
Nickle.....	3 25	3 50

No. 06229 Mammoth Rochester.

Complete with spring extension and 14 inch white dome shade (like cut)		
Brass.....		4 50
Nickle.....		4 75

Mammoth Chimneys.

	By Box	Open Stock
Rochester Lime.....	1 20 doz.	1 50 doz.
Rochester Flint.....	1 40 "	1 75 "
Incandescent Lime.....	1 50 "	1 75 "
Incandescent Flint.....	1 75 "	2 00 "



No. 06229 Mammoth Rochester



Warning!

To Merchants and Dealers throughout the
United States and Territories
Using Scales.

The trade are warned against using any infringements on **WEIGHING AND PRICE SCALES** and **COMPUTING AND PRICE SCALES**, as we will protect our rights and the rights of our General Agents under Letters Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894, and we will prosecute all infringers to the full extent of the law.

The simple using of scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **COMPUTING AND PRICE SCALES** than those manufactured by us and bearing our name and date of patents, and thereby incurring liability to prosecution for infringement, is apparent.

Respectfully,

The Computing Scale Co.,

DAYTON, OHIO, U. S. A.