

# MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, OCTOBER 24, 1894.

NO. 579

## ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

GRAND RAPIDS

BRUSH COMP'Y,



MANUFACTURERS OF

BRUSHES

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing houses.

EDWARD A. MOSELEY,  
TIMOTHY F. MOSELEY.

Established 1876

MOSELEY BROS.

Jobbers of

SEEDS, BEANS, PEAS, POTATOES, ORANGES and LEMONS.

Egg Cases and Fillers a Specialty.

26, 28, 30 and 32 Ottawa St., GRAND RAPIDS, MICH.

## To the Retail Shoe Dealers===

Our line is complete in Boots, Shoes, Rubbers, Felt Boots, Socks, Etc., for your fall and winter trade. Place your orders with us now and get the best to save money. Our Celebrated Black Bottoms in Men's Oil Grain and Satin Calf, tap sole in Congress and Balmorals, are the leaders and unsurpassed.

Our Wales-Goodyear Rubbers are great trade winners.

Mail orders given prompt attention.

HEROLD-BERTSCH SHOE CO,  
GRAND RAPIDS, MICH.

## Duck Coats and Kersey Pants

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

Lansing Pants & Overall Co.,  
LANSING, MICH.

## PERKINS & HESS,

DEALERS IN

## Hides, Furs, Wool & Tallow,

Nos. 122 and 124 Louis Street, Grand Rapids, Michigan.

WE CARRY A STOCK OF CREAM TALLOW FOR MILL USE.

## SIEGEL'S

50 and 52 Monroe St.,

GRAND RAPIDS, MICH.

Manufacturers and Importers of

CLOAKS, SUITS, TEA GOWNS,  
WRAPPERS, MILLINERY and  
CORSETS



To give the benefit to low prices on millinery, we will save the expense of travelers. Write for prices.

SPECIAL WHOLESALE PRICES to  
MILLINERS.

## FIRST PRIZE BRAND CONDENSED MILK.



QUALITY ABSOLUTELY GUARANTEED.

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

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

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

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

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

Manufacturers and Jobbers of

## Boots, Shoes and Rubbers.

Our stock for fall and winter trade is complete. New lines in warm goods and Holiday Slippers. We have the best combination Felt Boot and Perfection made.



Inspection Solicited.

Agents for the Boston Rubber Shoe Co.

## Spring & Company,

IMPORTERS AND WHOLESALE DEALERS IN

Dress Goods, Shawls, Cloaks,  
Notions, Ribbons, Hosiery,  
Gloves, Underwear, Woolens,  
Flannels, Blankets, Gingham,  
Prints and Domestic Cottons.

We invite the attention of the trade to our complete and well  
assorted stock at lowest market prices.

## Spring & Company.

## VOIGT, HERPOLSHEIMER & CO. WHOLESALE

### Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live  
Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks  
OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa S.  
Grand Rapids.

**U** Are Not in It Unless **U** Sell

The Celebrated

**CLEANED GREEK CURRANTS**

and the Genuine

**CLEANED SULTANA RAISINS**

PREPARED ONLY BY

**GRAND RAPIDS FRUIT CLEANING CO.**



Front View

These currants are prepared from  
CHOICE NEW FRUIT im-  
ported from Greece

Being carefully Cleaned and as-  
sorted, 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.

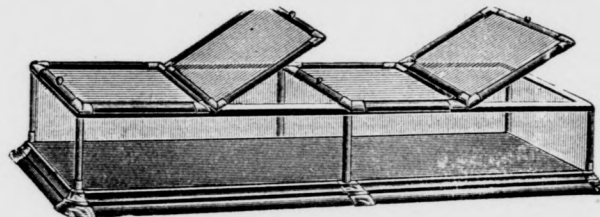
**Try Them.**

Back View.

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.

## HEYMAN COMPANY,

Manufacturers of Show Cases of Every Description



FIRST-CLASS WORK ONLY.

53 and 63 Canal St., Grand Rapids, Mich.  
WRITE FOR PRICES

## STANDARD OIL CO.,

GRAND RAPIDS, MICHIGAN.

DEALERS IN

**Illuminating and Lubricating**

**-OILS-**

NAPHTHA AND GASOLINES.

Office, Hawkins Block.

Works, Butterworth Ave

BULK WORKS AT

AND RAPIDS  
RAPIDS  
LEGAN.

MUSKEGON.  
GRAND HAVEN,  
HOWARD CITY.

MANISTEE  
PETOSKEY.

CADILLAC,  
LUDINGTON.

HIGHEST PRICE PAID FOR

**EMPTY CARBON & GASOLINE BARRELS**

## LEMON & WHEELER COMPANY

*Importers and*

**Wholesale Grocers**

**Grand Rapids.**



# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 24, 1894.

NO. 579

Your Bank Account Solicited.

## Kent County Savings Bank,

GRAND RAPIDS, MICH.

JNO. A. COVODE, Pres.  
HENRY IDEMA, Vice-Pres.  
J. A. S. VERDIER, Cashier.  
K. VAN HOP, Ass't C's'r.

Transacts a General Banking Business.  
Interest Allowed on Time and Savings Deposits.

DIRECTORS:  
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,  
T. J. O'Brien, A. J. Bowne, Henry Idema,  
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.

Deposits Exceed One Million Dollars.

## THE Grand Rapids FIRE INS. CO.

PROMPT, CONSERVATIVE, SAFE.  
J. W. CHAMPLIN, Pres.  
W. FRED MCBAIN, Sec.

## The Bradstreet Mercantile Agency.

The Bradstreet Company, Props.

Executive Offices, 279, 281, 283 Broadway, N.Y.

CHARLES F. CLARK, Pres.

Offices in the principal cities of the United States, Canada, the European continent, Australia, and in London, England.

Grand Rapids Office, Room 4, Widdicombe Bldg.

HENRY ROYCE, Supt.

## COMMERCIAL CREDIT CO.

65 MONROE ST.

Have on file all reports kept by Cooper's Commercial Agency and Union Credit Co. and are constantly revising and adding to them. Also handle collections of all kinds for members.  
Telephone 166 and 1030 for particulars.  
L. J. STEVENSON. C. E. BLOCK.  
W. H. P. ROOTS.

## MICHIGAN Fire & Marine Insurance Co.

Organized 1881.

DETROIT, MICHIGAN.



ESTABLISHED 1841.

THE MERCANTILE AGENCY

## R. G. Dun & Co.

Reference Books issued quarterly. Collections attended to throughout United States and Canada.

### SIGNS THAT WEARY.

This is a ghost story.

I know that ghost stories are pretty well played out, but this story differs from other ghost stories in two essential features. The ghosts in this story do not drag chains after them nor utter moans. None of them were ever murdered, committed suicide, nor do they search for a buried treasure. This is the first point of difference. The second point of difference between this story and other ghost stories is that this is all true.

On the outskirts of the city there used to be a charming tract of land that stretched pure, green and unsullied over some twenty acres. Often have Williams and I played beneath the trees that dotted it and rolled on the turf during the long summer days, watching the white clouds drift lazily above us. But it is not the purpose of this story to dwell on the happy hours of childhood, and hence I pass them by, albeit with a tear of regret.

By the time we had grown up the city had begun to encroach on this charming spot, and enterprising real estate agents finally formed a plan for dividing it up into lots. Williams bought a lot, paying for it about double what he could have bought the whole tract for before it was staked off. I called his attention to this fact, but he didn't seem to want to be reminded of it. He said that he had got his lot dirt cheap, and that he wouldn't sell it for twice the money. I, therefore, thought it very strange that he should go all the way over to Algiers to hunt for a man who had casually remarked that he might buy it if he could get it at a low figure.

Having failed to find this man, Williams decided that he would build on his lot. He determined to build a house that would be somewhat out of the ordinary run, and which would have all the rooms opening on the front gallery and be in other ways a delightful place of residence. Here he could rest at ease beneath his own vine and fig tree, far from the madding crowd of the city. I said I thought it would be a splendid idea, especially as the Algiers man had disappeared.

Mrs. Williams, also, was delighted with the idea.

So Williams went to work and made arrangements with the proper persons for the erection of a house. He was very liberal in his terms and told them to spare no expense to make a first-class job of it. There was one point, however, on which he was inflexible, in spite of the remonstrances of the contractors.

"I am not going," said Williams, "to have my house look like a dead wall in circus time. There must be no signs on it, saying who furnished the nails, and who furnished the shingles, and who furnished the chimney pots. I won't have it."

The men who were to furnish these articles objected to the stand Williams took in the matter. They said it was a time-honored custom to put signs on a

house, and they urged Williams to reconsider his determination. The men who furnished the lightning rods even went so far as to say that it was depriving them of their rights, and hinted darkly at the consequences of such a high-handed procedure. But Williams said they might all go where the woodbine twined before they should put a single sign on his house. With the embers of this disagreement smoldering in their breasts, the contractors went to work and built the house. Williams went out to look at it every day while it was being erected, and very often he used to take me with him.

"Just think, Perkins," he would say, as we stood watching the progress of the work, "what a nice, quiet time we will have living here. You must come out and see us every week."

I said it would be quite a treat, after the bustle of town life, to flee away for a time to such a peaceful spot.

"It will be just like living in the country," continued Williams, inflating his lungs with a tremendous breath. "I am positively pining for the place to be finished."

At this juncture the boss carpenter came to find out whether Williams hadn't changed his mind about the signs.

"No!" howled Williams. "I'll fling the next man over the fence who says anything to me about signs on this house!"

The boss carpenter went away shaking his head ominously. It was evident that he foresaw some dire calamity as the result of such obstinacy.

"I never saw such troublesome men," said Williams, as we rode back to the city. "Any one would think their lives depended on those wretched signs."

In due time the house was finished and the happy days toward which Williams had been looking forward so eagerly seemed to be at hand. Mrs. Williams was in quite a tremor of delightful excitement. The prospect of getting away from her stuffy rooms in the city and whiling away the days in rural quietude seemed to fill her with happiness. There were the usual breakings and the usual annoyances while the moving was going on, but they were quickly forgotten in the contemplation of the new house, which was certainly a marvel of beauty and convenience; and when I went out to see them I found Williams and his wife on the gallery, beaming with smiles and impatient to show me all the completed wonders of the edifice.

"Perkins," said Williams, "we are going to have a friend or two in this evening as a sort of house-warming. You must stay and keep us company."

I said I would be delighted to do so.

"There will only be a few people here," continued Williams. "We have asked old Mr. and Mrs. Crumbletop and Miss Crumbletop and young Mr. Spoker and the Bickerton girls and Mr. Hicks—I believe that's all."

A little after dark Williams commenced to make preparations to receive the company. The lamps were lighted

and the blinds pulled down, so that a soft rosy glow radiated through them and made the house look warm and cozy from without. The table was set and every preparation made to give the visitors a cordial welcome. While we were sitting by the fire in the parlor awaiting their arrival we suddenly heard a succession of tremendous crashes and blows, followed by terrific screams. Rushing to the door, we beheld a scene of dire confusion; Mr. and Mrs. Crumbletop, Miss Crumbletop, the Bickerton girls, Mr. Hicks, and Mr. Spoker had all arrived at the same instant, and their vehicles were tangled up in inextricable confusion, while Mr. Hicks was flying down the road in pursuit of three runaway horses.

The cause of the calamity was plainly visible. Seated on the gatepost was a misty specter bearing aloft a huge phosphorescent sign, which read:

WOOD & CUTTER,

ARCHITECTS AND BUILDERS.

This specter constantly faded from sight and then reappeared again with startling suddenness. The visitors rushed pell-mell into the house and entreated Williams to bar the door, which he did with the greatest alacrity. One of the Bickerton girls fainted away and it required the most strenuous efforts to keep old Mrs. Crumbletop from having convulsions. Mr. Spoker explained that the terrified horses had run the carriages into each other and broken them all to pieces, but fortunately no one was seriously injured.

It was at least an hour before the party recovered sufficient equanimity to sit down to supper, but the stimulation afforded by the food and wine quieted their nerves and Mr. Spoker announced his intention of going out to see what injury had been done to the vehicles and to try to find Mr. Hicks. Just as he had declared his determination there appeared in the doorway a pale blue phantom, flourishing a luminous placard, which said:

THE ODORIFEROUS SANITARY

FLOORING USED HERE.

Mr. Spoker sank back trembling into his chair, while the rest of the guests made a frantic rush through the French windows over the lawn and through the back gate, pursued by an agile ghost brandishing a sign, which said:

BRICKWORK DONE BY

TROWEL & CO.

We could hear their agonized shrieks, as they fled away in the darkness, gradually growing fainter and fainter in the distance. As soon as Mr. Spoker recovered the use of his limbs he sprang to the front of the house and darted in the opposite direction, leaving Williams and me gazing blankly at each other and trying to look calm and untroubled. Mrs. Williams lay on the sofa, completely prostrated.

"It's a silly trick, Perkins," said Williams, "and if I ever catch one of the scoundrels I'll break his neck!"

As he uttered this valiant threat a transparent creature appeared within a

yard of his nose, smiling derisively. It bore in its hand a notice to the effect that Smear & Son had done all the painting. Williams trembled and seemed at first indisposed to carry out the neck-breaking idea, but finally he made a wild grab at the figure, which eluded him and slowly began to fade from view, until nothing was left but the sign, which shone by itself brilliantly for a few moments and then went out.

By this time Mrs. Williams was so overcome that we decided to carry her over to a neighbor's for the night. With one of us to support her on each side we succeeded in getting her to her destination in safety, and then, although it had not been our original idea, we decided to defer our return to Williams' house until the light of day enveloped it.

"It ain't that I'm afraid," explained Williams, "but I don't like to leave Maria. You'd better go back, Perkins, and lock the front door. You'll find the key under the clock."

I tried to show Williams that it wasn't my business to go and lock up his house. I said that any man who couldn't remember to lock up his own house ought not to have one. But Williams was in an irritable frame of mind and couldn't see the point of this argument, so I said, all right, I would go. How I could have forgotten it so completely I cannot imagine, but it never occurred to me to stop at Williams' on my way home at all.

In the morning we started on a tour of investigation, confident that the sun would put to flight the strange appearances of the evening before. But daylight seemed to have no effect on the ghosts whatever. The house was fairly alive with them. They were hanging out of the windows, climbing the lightning rods and sitting on the roof, all armed with the most glaring signs. Williams swore and went on like mad, but they paid no attention to him whatever. He said he wasn't going to be driven out of his house in that fashion; he would send his wife to see her relations, and then he would dwell in the house and live the phantoms down. I said it was a grand idea and showed he had grit.

But when he attempted to put it into practice his boldness waned. When he came home in the evening and went to wash his face and refresh himself, he would find a sad-eyed apparition sitting in the bath tub with a sign, saying that Fittum & Cox had done the plumbing, and when he wanted to go to sleep another phantom would come and exhibit a legend to the effect that the wall paper was put up by Paste & Bro. Then there were scores of other phantoms. The cook left because a bright red one came to her with a sign, saying the range came from the Criterion Stove Co.

"Perkins," said Williams, "those ghosts will be the death of me if I stay among them any longer." He looked downcast and wretched and I felt sorry for him. Suddenly a brilliant idea struck me. "I'll tell you what you do," said I; "you go and have a lot of signs painted and put them on the house. Leave them there for a reasonable time and, perhaps, the ghosts will be satisfied and go away."

"Do you think they would?" said Williams.

"I don't know," said I, "but I think it is worth trying."

Williams went down to the city the next day and ordered no end of signs. There were signs to be placed on the road, squares away, merely to call attention to other signs that were to come further on. Then there was a sign for every man who had touched the house while it was building, setting forth what magnificent work he had done, and illustrated with scenes from his childhood. When all these signs were put on the house it looked like a patent medicine circular. Williams sighed ruefully as he looked at it, but brightened up amazingly when he found that the number of the ghosts had dwindled to a mere corporal's guard, composed of the spirits of the man who put up the cistern and three brick layers' assistants, who had been unaccountably forgotten. Williams had signs painted for them at once, and they disappeared immediately. The matter of taking the signs down again was a delicate one, but by the exercise of great care and judgment they were all finally removed without provoking any ill feeling on the part of the ghosts, and Williams now smokes the pipe of contentment free from all unwelcome visitors except one. That one is the man who painted the signs, and he calls every week to collect something on account.

REGINALD DYKERS.

#### Respect for the Dead.

From the Utica Observer.

He is in a barroom chair dead. The idlers and the curious ogled him and asked how he died, but the barkeeper could tell nothing, for the object in the chair had sat down and dropped asleep. How or when sleep ended and death began none could tell. The transfer was made as quickly as darkness follows light. The undertaker had been sent for and the corpse sitting in the chair had the attitude of the rest of the crowd that lazily awaited his coming. During life the man was a mechanic, but poor health had led him to drink, drink robbed him of his little strength and made him unfit for any kind of work. Idleness invited him to saloons, and from one to another he drifted until charitable Death took him in. He was penniless. The undertaker carried his box in, opened it up on the floor, raised the man's head—and stopped.

"He's not worth a cent," he said in a matter-of-fact tone; "if we bury him we don't get any pay. We've done it before in that family."

He looked around but no one volunteered to pay.

"It's business, you know," spoke the undertaker again. "He's not worth a cent."

An insurance agent looked in. Said he: "Well, he was not worth a cent as long as he lived, but that body is good for \$2,000 now."

"Oh, ho! That's different," quoth the undertaker, as he placed the body in the box, gently folding the hands and straightening the doubled-up limbs with astonishing tenderness.

"Yes, yes," he repeated, screwing down the lid; "that's the difference, you know—that's the difference between the quick and the dead."

A fancy grocery store annex to a saloon is the latest enterprise that shrewd New Yorkers with capital are investing their money in. They so arrange the premises that the most attractive exit from the saloon leads through the store. On the counters on either side of the pathway are all kinds of canned meats, bottled fruits and cheeses. As a salesman in one of these places in the hotel district said the other evening: "We sell more goods at night than in the daytime. A family man who has beamed over a bar or table for any length of time with a glass in front of him, always thinks that he can square himself by taking home a canned or bottled delicacy. These delicacies come high and there is a big profit in them."

#### MEN OF MARK.

Gilbert W. Lee, of the Firm of Lee & Cady.

Gilbert W. Lee, head of the wholesale grocery house of Lee & Cady, Detroit, was born in Romeo, Mich., March 28, 1861. He is not the only native of that Shakespearian town who has risen to eminence and wealth, but it is safe to say that few of its sons have achieved an equal measure of success so young in life. His education consisted of the usual common school training, finishing with the regular high school course, from which he graduated at the age of 17. The same year he sought and ob-



tained a situation in the wholesale grocery and woodenware house of George C. Wetherbee & Co., of Detroit. He continued with this firm for nearly four years, when, on attaining his majority, he was admitted to partnership. Three years later, when but 24 years of age, he purchased the wholesale grocery business of D. D. Mallory & Co. From 1885 to 1892 Mr. Lee carried on the business under the style of the D. D. Mallory Co. In the last named year Daniel D. Cady was admitted to the firm and the style was changed to Lee & Cady.

Mr. Lee was married, in 1885, to Miss Sara Hammond, daughter of the late George H. Hammond. Mrs. Lee died in October, 1892, leaving, as a solace to her husband, one child, who is now a manly little fellow of seven years and is known as George Hammond Lee.

Mr. Lee is a director of the Peninsular Savings Bank, Detroit Electric Light and Power Co. and the Detroit Driving Club; he is vice-president of the Detroit Athletic Club, the Lake St. Clair Fishing and Shooting Club, the Michigan Club and the Detroit Boat Club; he is also a member of the Detroit Club.

He is the owner of considerable Detroit real estate, including two extensive subdivisions, and his investments during the past four years have justly earned for him the reputation of being a shrewd and successful operator.

The establishment of which Mr. Lee is the head is recognized as one of the leading wholesale groceries of the State, and in the direction of its affairs he has shown marked business ability. It has outgrown its present quarters and will soon move into a fine new building being erected with special reference to its requirements.

As may be inferred, Mr. Lee is a leader in club and social circles, his genial, whole-souled disposition making him a general favorite. His business acquaintance is extensive, and his probity and uprightness are universally acknowledged.

#### CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
Cases	Bbls.	Pails.	
Standard, per lb.	6 1/4	7 1/4	
" H. H.	6 1/4	7 1/4	
" Twist	6 1/4	7 1/4	
Boston Cream	9		
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	baskets	8 1/4	
Peanut Squares	8	9 1/4	
French Creams		13 1/4	
Valley Creams		9	
Midget, 30 lb. baskets		9	
Modern, 30 lb.		8 1/4	

FANCY—in bulk			
		Pails	
Lozenges, plain		9	
" printed		9 1/4	
Chocolate Drops		13	
Chocolate Monumentals		13	
Gum Drops		5 1/4	
Moss Drops		8	
Sour Drops		8 1/4	
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		4 @ 50	
Licorice Drops		1.00	
A. B. Licorice Drops		80	
Lozenges, plain		65	
" printed		65	
Imperials		60	
Mottos		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams		80 @ 35	
Plain Creams		80	
Decorated Creams		90	
String Rock		15	
Burnt Almonds		1.00	
Wintergreen Berries		60	

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

ORANGES.			
Floridas, 1.6		3.00	
Floridas, 150		3.25	
Floridas, 176, 20, 220		3.56	

LEMONS.			
Floridas, 20		3.50	
Floridas, 2.0		4.00	
Extra fancy 360, Sorrentos		4.56	
Extra Fancy 330 Majoras		7.00	

BANANAS.			
Large bunches		1.75	
Small bunches		1.00 @ 1.50	

OTHER FOREIGN FRUITS.			
Figs, fancy layers, 8 lb.		16	
" extra " 20 lb.			
" extra " 14 lb.			
Dates, Ford, 10-lb. box		8	
" 50 lb.		2	
" Persian, 50-lb. box		5 1/4	
" 1 lb Royals		7	

NUTS.			
Almonds, Tarragona		215	
" Ivaca		214	
" California		2	
Brazils, new		8	
Filberts		210	
Walnuts, Grenoble		212	
" French		210	
" Calif		212 1/2	
Table Nuts, fancy		210 1/2	
" choice		210 1/2	
Pecans, Texas, H. P.		6 @ 7 1/4	
" choice		4.00	
Hickory Nuts per bu.			
Cocoanuts, full sacks			

PEANUTS.			
Fancy, H. P., Suns		2 1/2	
" Roasted		2 1/2	
Fancy, H. P., Flags		2 1/2	
" Roasted		2 1/2	
Choice, H. P., Extras		2 1/2	
" Roasted		2 1/2	

#### FRESH MEATS.

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

PORK.			
Dressed		6	
Loins		8 1/4	
Shoulders		6 1/4	
Leaf Lard		10	

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

VEAL.			
Carcass		6 @ 7 1/4	



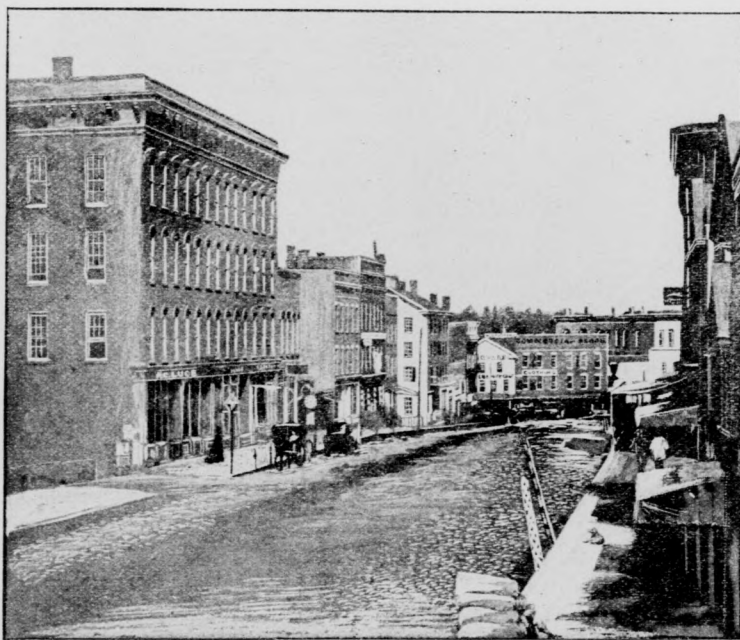
## FORTY YEARS AGO.

## Reminiscences of Early Days on Monroe Street

It is not given to many men to look back over a continuous residence of forty-seven years in Grand Rapids. There are a very few who have been here longer than that; but the ranks of the pioneers have dwindled until only a few of the "old guard" are left to tell the story of their early struggles and triumphs. Among those whose names have been identified with the progress and prosperity of our fair city that of John McConnell holds no unhonored place. He was born in Newbury, Berkshire, England, in the year 1821. When old enough to attend school he was sent to John Moss' academy, but at 9 years of age the condition of his health compelled his withdrawal from school, which ended his scholastic career, as he was never again able to resume his studies. In 1833 the family left their native land and came to America, settling in Rochester, N. Y. The young lad was employed in various mercantile houses in that city until the year 1842, when he moved to Mount Morris. Two years later he opened a store in Dansville, N. Y., remaining there three years. In the year 1847 he removed to Grand Rapids, whence he had been preceded about a year by his brother, William H. Before coming to this State he had visited various parts of Canada and had formed an extensive acquaintance in that country. When not much more than a boy he put in a tender for work on the improvements then being made to the Welland Canal. His tender was not accepted, but the transaction was an evidence of his self-reliance and determination. Soon after arriving in this city he opened a hardware store on Monroe street, removing later to Canal street. He prospered in business, made many profitable investments in real estate, and in 1871 retired from active business. Since that time he has devoted himself to enjoying life and taking care of his real estate interests. He owns about 1,000 acres of land in the vicinity of Bear Lake, where he spends his summers.

"The vast changes which have taken place in this city, when told," said Mr. McConnell, "sound more like some of Baron Munchausen's tales than sober reality. Here is a picture of Monroe street from about in front of the old Catholic church to Campau Place. It doesn't look much like the Monroe street of to-day, does it? Well, the difference between the Monroe street of the picture and Monroe street when I first made its acquaintance is about as striking. The changes are more marked in the business center of the city, of course, where the buildings were of all shapes and sizes. The stately structures of to-day, elegant and magnificent architecturally, as most of them are, present the strongest kind of contrast to the buildings of early times. They were severely plain in outline and were finished and furnished in a style to suit the times. The Luce block was a tremendous departure from the style which had prevailed previous to its erection. It and Martin L. Sweet's hotel building were the finest in the town when that picture was taken. Luce was laughed at when he put up his block; people asked him if he ever expected to get it filled. To-day it is small compared with a great many which have

been built in recent years. It is the only landmark left on Monroe street to mark the march of progress and improvement. This house in which we are sitting" (the conversation took place in Mr. McConnell's residence, corner of Division street and Wealthy avenue) "was built forty-five years ago. To the west and north, between the Division street and Grandville avenue bluffs, was a swamp, covered with water the year around. The course of that swamp can be followed to-day into the State of Indiana. The necessities of a prosperous growing city made it necessary to fill it in, and now there are countless steel rails and thundering trains where once was the feeding place of wild ducks and the paradise of duck hunters. I myself have shot ducks many a time on the site of the present Union depot. To the



south and east of here it was all woods. The only house south of me at that time was the home of old Antoine Campau. His house and Louis Campau's were the stopping places of the Indians, who were to be seen there at all hours of the day and night. I bought a piece of the swamp, reaching from here to Fifth avenue, and cleared most of it myself. It was hard work, but to get along in those days one had to turn his hand to a good many things. If a stranger were to be placed on this high ground and were to look in any direction, he would see nothing to indicate that this whole section of the city was, less than fifty years ago, nothing but woods and swamp."

When R. C. Luce built his block he was laughed at by Canal street people, who asserted that it would be an elephant on his hands, because the city was growing north and Monroe street would never amount to anything. Now nearly all the wholesale houses are south of Pearl street. Mr. Luce sent to Buffalo for a brick machine to make the bricks for the front of his building. The machine made but one brick at a time, but, as Mr. Luce remarked, "they were bricks." The first tenants on the ground floor were James Lyman, dry goods, Hoydenpyle & Terhune, variety store, and Wm. T. Powers, furniture. Among the tenants on the second floor was the late Dr. Bliss, who afterward became

famous as the physician in charge of President Garfield from the time the President was shot until his death.

The following story is told about Dr. Bliss: He and his brother joined the Federal army as surgeons at the breaking out of hostilities in the beginning of the Civil War, and was with the Union troops at the Battle of Bull Run. Their friends in this city awaited news concerning them with considerable anxiety after the disastrous result of the conflict was known. All fears for their safety were allayed, however, when a telegram was received from Dr. Bliss, saying, "Zenas and I are all right." They had run with the rest of the Federals. Few of those who knew Dr. Bliss in "the days before the war" ever dreamed of the eminence to which he was later to attain in his profession.

small one-story frame building. This was occupied by W. S. Gunn as a bakery and "two-shilling eating house." The ground floor of the old Irving Hall was occupied by S. R. Sanford as a drug store. Next came the building owned and occupied by W. D. Foster as a hardware store. The firm, as can be seen by the picture, was Foster & Metcalf. Facing Monroe street, on what is now Campau Place, and partially on the site now occupied by the Tower block, was the Commercial block. It was occupied by Carlos Burchard, clothing, and A. Roberts & Son, dry goods, grain dealers and lumbermen. In 1857 a fire broke out in a livery stable in the rear of L. D. Putnam's drug store. It destroyed every building on that side of Monroe street as far down as the McConnell block. Crossing the street, it burned from the corner of Ottawa street down to and including the buildings which occupied the site of the present Gunn block. The burned buildings were immediately replaced by more substantial structures, most of which have, however, since been replaced by business blocks which would be a credit to any city in the land.

To one acquainted with "Grand Rapids as it is," the accompanying illustration will show the marvelous progress the city has made in the comparatively short period of 35 years. In those days small frame buildings—dwelling and stores—were sandwiched between the small brick stores which then adorned the street. Where the Commercial block stood is now the Tower block. W. D. Foster's building has disappeared and the immense establishment of Foster, Stevens & Co. has taken its place. The site of the old Rathbun House is occupied by the stately Widdicombe building, one of the finest mercantile structures in the State. Spring & Co.'s store, the Boston store, Eaton, Lyon & Co.'s and other large establishments have replaced the small pioneer stores of 35 years ago. The unpaved, dirty street of those early days has been replaced by a solid brick roadway, while the occasional oil lamp which dimly lighted up a very small portion of the street in its own immediate vicinity has been replaced by the bright, all-pervading glare of the electric light. A steady stream of humanity now flows along the street where then the meager population of the village trod; but walking is not fast enough for the "swift" people of to-day, and so the lightning has been harnessed to rapid transit and we are whirled along at a speed which would have turned the heads of the pioneers.

With the return of "good times" the city will take on new life and vigor, and as far as the bustling, hurrying, noisy Monroe street of to-day is removed from the Indian trail of the past, so will the city of 50 years hence be compared with the Grand Rapids of to-day.

## The "Wholesale" Grocery Fakir.

DUCK LAKE, Oct. 15.—The groceries that a few people in this vicinity signed for a few weeks ago have arrived and, like all such articles, do not give the satisfaction that the prices paid for them would demand. They were not a bit like the samples shown by the salesman and some of the raisins were worthless and wormy. Such people should be given a wide berth and people should buy of parties nearer home, where they can seek redress if the goods are not what they are recommended to be.

Use Tradesman Coupon Books.

In Luce's old hall, Booth tread the boards "in mimicry of life." Buchanan, whose gout made him a terror to all about him, also played in the old hall, prior to 1860, besides a host of lesser lights. Many a "merry jibe and jest has passed from lip to lip" on its stage, and its walls have rung with the delighted laughter of thousands who now peacefully slumber in their quiet graves. The days of usefulness of Luce's hall as a theater are long since past and Powers' and the Grand have taken its place; but many still living remember it as the place where many a pleasant hour was passed, and passed, too, with just as keen a sense of enjoyment and appreciation as comes to the habitués of the more modern houses of amusement.

At the time (1859) the above picture was taken, the ground floor of the Luce block was occupied by R. C. Luce, groceries; then came J. W. Winsor, dry goods, and next, Wm. T. Powers, furniture. The next building was occupied by L. D. Putnam with a stock of drugs and medicines. In the old Abel building were Mrs. Pierson, milliner, and John McConnell, hardware merchant. Wm. H. McConnell owned and occupied the next building and kept a general store. The landlord of the old Rathbun House, which occupied the corner of Monroe and Waterloo streets, was Charles Rathbun. Next to the Rathbun House was a

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Holbrook—Geo. Kivel succeeds Kivel Br. s. in general trade.

Holly—H. M. Moore succeeds C. H. S. Lowe in the jewelry business.

Hart—Geo. Alverson has sold his hardware stock to E. A. Noret.

Lamb—Philip Carnell succeeds Houghton & Carnell in general trade.

Detroit—Wm. MacKimmie, of G. & W. MacKimmie, druggists, is dead.

Jackson—Bliss & Lyman succeed Barney A. Bliss in the meat business.

Belding—Chas. W. Ives is succeeded by Ives & Owen in the drug business.

Watersmeet—Frank C. Payne succeeds A. O. Speckhard in the drug business.

Big Rapids—Gus Reedluff succeeds Samuel Heusel in the bakery business.

Vandalia—M. Taylor succeeds J. N. Curtis & Co. in the hardware business.

Marcellus—J. J. Mills has removed his harness business from Vandalia to this place.

Lake City—J. K. Seafuse succeeds Jas. B. White in the grocery and meat business.

Calumet—Niemi & Hansen succeed Isaac Niemi in the feed and produce business.

Stephenson—Jas. E. Johnson has purchased the harness business of Jas. Johnson.

Paris—Jackson & Darling have removed their general stock from Fremont to this place.

Port Huron—Ackers, Haywood & Co., grocers, have dissolved, Ernest N. Ackers succeeding.

Jackson—Gould J. Bayless succeeds H. R. Ranney in the grocery business on Greenwood avenue.

Jackson—C. D. Brown will open a new grocery store. Frank Ganiard (W. J. Gould & Co.) sold the stock.

Benton Harbor—F. G. Warren has removed his millinery and fancy goods stock from Charlotte to this place.

Grattan—E. L. Brooks, formerly a member of the firm of Brooks & Whitten, has opened a boot and shoe store.

Onondaga—Geo. Menold has opened a stock of clothing and boots and shoes in the vacant store adjoining the drug store.

Homer—Wait & Co. abandon the credit system, so far as their general stock is concerned, Nov. 1.

St. Ignace—Conrad Bros., grocers and produce dealers, have dissolved. The business will be continued by G. H. Beaubier.

Ironwood—The Gogebic Cash Grocery Co. has dissolved. Wm. E. Wade has purchased the stock and removed it to Hurley, Wis.

Manistique—The stock of the City Drug Store will be moved to better accommodations in Orr Brothers & Company's block early in November.

Olivet—E. A. Turner, of Bellevue, will open a branch grocery and bakery here. Frank H. Clay (W. J. Quan & Co.) sold the stock.

Cadillac—James Johnson and Wm. Kaiser have purchased the grocery stock of the late Fred S. Kieldsen and will open the store for business about Nov. 1.

Grand Ledge—Fred Chappell, who has been in the drug business here for several months, has taken up his residence at Portland, where he will again engage in the business.

Newberry—Dr. Leighton recently removed his drug store from this place to

Grand Marais. He reports that he is doing well and is preparing to build a new store and dwelling.

Stanton—W. F. Bricker has leased a store in the Corey block and put in a line of clothing and ladies' cloaks. He will conduct the business under the style of the Star Clothing Store.

Traverse City—C. S. Cavis has rented the building just west of E. W. Hatch & Co. and will engage in the manufacture of confectionery. He has secured a candymaker, and will go into the wholesale and retail business.

Ontonagon—Meloche Brothers, formerly engaged in the drug business at Belding, have purchased the store of Meads & Son and will replace the old stock with a new one. The store has been renovated from top to bottom.

Jackson—Wm. Sparkes has purchased a half interest in the grocery stock and fixtures of O. E. Robbins, at 702 Milwaukee avenue. The new firm will be known as Robbins & Sparkes and will conduct the business on strictly cash lines.

Detroit—Dr. E. W. Bolio has transferred the Fluegel drug stock to W. C. Lautner. W. H. Copley, who has been in the employ of Mr. Lautner for some time, will have charge. He is at present engaged in renovating and putting in a new stock.

Hancock—Dr. L. W. H. Dodge, of this city, has bid in the drug stock of Lignell & Olander at Calumet Village, and will shortly engage in the business there. John Vivian, of Houghton, will go into partnership with him. There is no other drug store in that village.

Detroit—A sleek individual has been playing tricks on various druggists in this city. He enters a drug store and inquires how many bottles of a certain catarrh cure can be spared. There may be five or six or more which are placed upon the counter. Then the individual asks for a small quantity of oil or something that is usually kept in the rear of the store. When the druggist returns he is informed that the medicine will be called for within a few minutes. When the druggist waits a reasonable length of time, and then goes to put the bottles back, they are nicely sealed but empty. The catarrh cure individual exchanged the bottles. It is believed the swindler is a cocaine fiend because the medicine contains that drug.

## MANUFACTURING MATTERS.

Crystal Falls—Brown Bros. are succeeded by Brown Bros. & Hocking in the manufacture of lumber.

Ypsilanti—Wm. F. Kneip, Secretary of the Hay & Tood M'fg. Co., manufacturers of woolen and lisle thread goods, is dead.

Saginaw—The Oppenheimer Cigar Co., Incorporated, succeeds Rachael Oppenheimer in the wholesale and retail tobacco and cigar business at this place, and also at Jackson.

Flint—Houran & Whitehead have started up a new planing mill. The main building is 60x60 feet, with a brick engine and boiler house attached. The mill is equipped with improved machinery and a fine large dry kiln.

Owosso—The Owosso Casket Works claims to be the second largest institution of the kind in the world. An additional 40x75 feet, four stories high, is being erected. Two stories will be utilized for dry kilns and will have a capacity of 100,000 feet.

## CURRENT CRITICISMS.

Cash boys have not changed any in 3,000 years. The Psalmist says: "All the days of my life will I wait till my change comes."

\* \* \*

"Accidents will happen." Well, tell us if there is anything else an accident can do.

\* \* \*

Eugene V. Debbs have been indicted twice during the past week, grand juries in both Milwaukee and Chicago having found him guilty of inciting riot in connection with his railway strike in the summer. This makes the twenty-third federal court before which the redoubtable gentleman has been cited to appear. To answer all these indictments, Mr. Debbs will have to divide himself into so many pieces that we fear he will never be able to put himself together again. Whatever Mr. Debbs' short-comings, we don't think he deserve to be scattered piecemeal over the earth, yet what can the poor man do. To avoid a lingering and painful death we advise him to swallow a good liberal dose of dynamite and then get some friend to pat him gently but firmly with a fence board. After the explosion the various courts of justice can each have a piece.

\* \* \*

A leading Chicago attorney has discovered that dishonesty is very poor policy. He learned this valuable lesson through a little experience with Mr. Yerkes, who owns the cable roads in Chicago. Mr. Yerkes is not a popular man in Chicago, but everybody admits he is the embodiment of shrewdness. The attorney, representing some citizens who were opposed to some of Yerkes' plans, undertook to play false to his employers and bargain with Yerkes with a view to more shekels. Two thousand dollars was his figure, whereas the citizens had contracted with him for \$550 and afterwards paid the fee. Now it transpires in court on a trial to recover this fee, that Yerkes had a stenographer concealed in his closet who took down word for word the traitorous proposition of the shyster. When Mr. Yerkes threatened to expose him he declared he would deny it and it would stand, as he then supposed, his word against that of Yerkes; but at that moment Yerkes opened the closet door and disclosed his stenographic witness.

## Choosing a Business.

Robbie—"I'm going to be a pirate, like Cap't. Kidd, when I grow up."

Charlie—"I'm going to be a train-robber, like Jesse James."

Johnnie—"Well, I ain't. I'm going to keep a summer hotel, like Uncle Jake."

## 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 45c per bu. Fancy Red Onions 45c per bu. No. 1 Winter Apples \$2 per bbl. No. 2 Winter Apples \$1.75 per bbl. Fancy Jersey Sweet Potatoes \$2.25 per bbl. Cabbage 30 to 40c per doz. Home-grown celery 15c 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.

## PRODUCE MARKET.

Apples—The supply is good, but not in excess of the demand. The market is firm with a slight upward tendency. The average price is \$2 per bbl. although some fancy lots of Spies bring \$2.25.

Beans—Handlers report the market as weak and falling. They pay \$1.25@1.30 for country picked, holding hand-picked at \$1.60.

Beets—Washed bring 30c per bu. on the market; unwashed 25c.

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

Cabbage—The market price is 30c per doz. for small and medium and 50c for large.

Cauliflowers—Are advancing. They bring \$1 @1.50 on the market.

Celery—Brings 10@15c on the market.

Egg Plant—The market price is \$1 per doz.

Eggs—Strong and advancing. Strictly fresh are held at 17@18c per doz.

Grapes—Home grown Concord and Niagaras sell for 18@20c per 10 lb basket on the market. They are superior to New York fruit which dealers hold at 16c.

Lettuce—Grocers pay 10c per lb

Onions—Are weak and declining on account of the apparently unlimited supply. Dealers hold them at 35@40c per bu. Spanish have dropped to \$1.25.

Peaches—A few straggling lots may be seen on the market, but dealers are not quoting them. The market price is 8c per bu.

Parsley—Has advanced. Grocers pay 20@13c.

Peppers—Have fallen to 50c per bu.

Pumpkins—Grocers pay 75c@1 per doz. for prime.

Potatoes—The market is still adequately supplied by local growers, and the supply appears to be increasing. There is little shipping demand at present, as dealers are busy with apples. They are hardly in good shipping condition, owing to the fact that growth still continues, especially with the later varieties. Growers hold them at 5c per bu. and dealers at 6c.

Pears—Home-grown have about disappeared. Californias are held by dealers at \$2.50 per box. Quinces—Have fallen to \$1 per bu.

Radishes—Grocers pay 10c per doz.

Spinach—Growers ask 30@5c per bu.

Sweet Potatoes—Dealers hold Jerseys at 75c per bu. Baltimores are not wanted at any price.

Tomatoes—The supply is still fair. Dealers are bailing them out at 40c per bu.

Squash—Grocers pay 12@14c per lb. on the market.

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

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

## \* OYSTERS \*

Solid Brand, Extra Selects, per can \$ 27  
Solid Brand, Selects, per can. .... 25  
Solid Brand, E. F., per can. .... 21  
Solid Brand, Standards, per can. .... 19  
Daisy Brand, Selects, per can. .... 23  
Daisy Brand, Standards, per can. .... 17  
Daisy Brand, Favorites, per can. .... 15  
Best Baltimore Standards, per gal 1 05  
The Queen Oyster Pails at bottom prices.

Mrs. Withey's Home Made Jelly, made with green apples, very fine  
30-lb pail ..... 88  
20-lb. pail ..... 60  
17-lb pail ..... 53  
15-lb. pail ..... 50  
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. .... 6 1/2  
10-lb pails, per lb. .... 6 1/2  
Pure Cider Vinegar, per gallon .... 10  
Pure Sweet Cider, per gallon .... 12  
Fine Dairy Butter, per pound .... 20  
Fresh Eggs, per doz. .... 17  
New Pickles, medium, barrels. .... 5 00  
New Pickles, medium, 1/2 barrel .... 3 00  
New Sauer Kraut, barrels. .... 4 00  
New Sauer Kraut, 1/2 barrels. .... 2 50

## EDWIN FALLAS,

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

**WE BUY**  
**Sundried and Evaporated**  
**APPLES**  
**HASTINGS & REMINGTON,**  
GRAND RAPIDS, MICH.



## GRAND RAPIDS GOSSIP.

Walda & Klont will open a grocery store at 50 Mason avenue, Muskegon. The Olney & Judson Grocer Co. has the order for the stock.

The report that Stein & Arnold, undertakers at 13 West Bridge street, had dissolved partnership is pronounced without foundation by both parties.

M. H. Zacharias and W. D. Sabin have formed a copartnership under the style of the Grand Rapids Candy Co. and embarked in the wholesale confectionery business at 412 South Division street.

Fred A. Sunderlin and Linn Sunderlin have formed a copartnership under the style of Sunderlin & Bro. and opened a grocery store at Casnovia. The Musselman Grocer Co. furnished the stock.

Much as it dislikes to do so, THE TRADESMAN is compelled this week to make an apology to its readers. On the strength of the statements of some of the druggists who had been inveigled into paying for his ink formulas, THE TRADESMAN described the gentleman in question as a man of fascinating manners and convincing argument. Since that time he has called at the office of THE TRADESMAN, and candor now compels the statement that, in the estimation of THE TRADESMAN, he is neither fascinating nor convincing; that his appearance is that of a sharper; that his conversation is that of a street hawker; and that anyone who is deceived by such an individual should charge the loss to verdancy and lack of experience.

Chas. B. Knox, the Johnstown (N. Y.) gelatine manufacturer, who conducted a Pure Food Exposition here last spring under the personal (mis)management of Col. W. Andrew Boyd, of Washington, D. C., has finally come to the conclusion that he can dispense with the services of Mr. Boyd, and will, therefore, conduct the expositions at Kansas City, Omaha and Denver without the assistance of the big bluffer from Washington. Boyd superintended the expositions at St. Paul and Minneapolis, the most marked feature of which was the frequent drafts he made on Mr. Knox, culminating in a "tired feeling" on the part of the latter gentleman. So far as THE TRADESMAN'S information goes, Mr. Knox is a gentleman who pays his bills in man fashion and the food exposition exhibitors will not suffer an irreparable loss in the retirement of Col. W. Andrew Boyd.

"That is the greatest cat in seventeen counties," said E. J. Herrick to a reporter, the other day, speaking of a big black and white cat that was caressing itself against the counter. "The people that owned him before I brought him down to the store thought they had no use for him; so they took him down to the river, put him into a sack with some stones and threw him into the water. They thought they had settled him that time, sure, so they went home; but in less than an hour afterwards old 'Nig' walked in as though nothing out of the ordinary had occurred. After that they concluded to let him live, but, as they didn't want him, I adopted him and brought him down here. There isn't his equal in the city as a mouser, and as a rat-catcher he is simply 'out of sight.' The boys turned six rats loose one day just to see what 'Nig' could do. He

gave one look around as if he were counting them and then started in. He caught five and started after the sixth, which had run around a corner. The rodent seemed to know where he was going and 'Nig' was not quite quick enough that time. The rat escaped, but 'Nig' came away with about two inches of tail in his mouth. You turn six rats loose and the cat that catches five of them is a pretty good cat. I wouldn't take \$100 for him." Every clerk in the store vouches for "Nig's" character—and for the truth of the above.

## Is the Mayor Bigger Than the Council?

Is Mayor Fisher endeavoring to pose as an autocrat? His whole course of conduct since he assumed office, in connection with the peddling question, would appear to indicate a disposition to make himself superior to the law. The peddling ordinance expressly provides that no one shall engage in the business of peddling without first having obtained a license from the Common Council of the city. Mayor Fisher has, practically, nullified that provision of the law by granting permits. Notwithstanding that the Mayor is the executive head of the city, sworn to execute the laws, and is in no sense a legislator for the city, he has seen fit to usurp the function of an entirely different branch of the city government from his own and make the legislation of the Council of no effect. It may be said, in passing, that his permits are not worth the paper upon which they are written, but the connection between the Mayor's office and the office of the City Attorney is so close that it is almost useless to attempt to enforce the law. If pressure were brought to bear upon the City Attorney something might be done, but no attention is paid to complaints made by the police.

Mayor Fisher has discovered another provision of the ordinance which admits of the exercise of his assumed autocratic power. Another positive provision of the ordinance is to the effect that no license to peddle as a huckster shall be issued for a shorter time than one year. Upon the files in the City Clerk's office appears the following "Special order."

GRAND RAPIDS, Oct. 13, 1894.

Wm. A. Shinkman City Clerk:  
Please issue license to Geo. Williams to peddle as huckster in the city of Grand Rapids from Oct. 15 to Nov. 14, 1894, for \$3, including office fees, he then to have extension at \$2 per month.

Yours etc.,

E. B. FISHER, Mayor.

In compliance with this order Geo. Williams was given a license for one month, the charge for the same being \$3. Upon the records appear also the names of J. F. Reinke and Jos. Lovitt as having been given licenses for thirty days, these likewise on special orders from the Mayor. Whatever may be Mayor Fisher's reason for granting permits, issuing short term licenses, and raising the fees above the sum fixed by the Council, nothing can excuse such gross violation of law as that of which he has been guilty. The law says that no one shall peddle without a license—Mayor Fisher issues permits to peddle without a license. The law says that no huckster's license shall be issued for a shorter term than one year—Mayor Fisher has granted three licenses that were for the term of thirty days each. The Council fixed the fee for a huckster's license at \$20 a year—Mayor Fisher has fixed the fee at \$2 a

month or \$24 a year. If His Honor can show any authority for such high-handed proceedings; if it can be shown that the Mayor has the right to thus nullify an ordinance passed by the Common Council, then no more need be said; but he can show no such authority, and is, therefore, guilty of direct violation of the law, for which there is neither palliation nor excuse. If he is greater than the law the people ought to know it; if the law is supreme it is time he was made aware of it. If it is a part of the Mayor's duty to execute the laws, or see that they are executed, he should attend to his duty and leave lawbreaking to those who can be dealt with in the courts. It is small wonder that the peddling ordinance has fallen into disrepute when the chief magistrate of the city has so flagrantly violated it. The wonder is that there is any respect for it left in the minds of anyone. It is time something was done.

DANIEL ABBOTT.

## The Grain Market.

Wheat prices held up remarkably well during the past week, notwithstanding all the bearish reports that could be scared, and closed at top price Saturday. Receipts are still holding up in the Northwest, taking the short crop in Minnesota and North Dakota into consideration; but we must remember that the weather has been exceptionally fine for threshing, that the harvest was about three weeks earlier than usual, and that farmers were forced to sell for want of money. As they receive only about half what they received some three years ago it will be easily seen that it takes two bushels of wheat to go as far in paying debts as one bushel used to do; this is what makes a plethora of wheat in market. This, however, will soon cease. It is also quietly reported that the world's supply of wheat is 100,000,000 bushels short of the estimated amount for consumption, and as the European wheat crop has not met expectations, and, finally, as wet weather set in during harvest time there, which depreciated their crop very much, the trade begins to feel the influence of those things which cause dealers to hold more tenaciously for higher prices. The visible supply is again expected to show a fair increase, the estimated amount of which has already been discounted.

Corn held its own during the week, while oats took another slump, as offerings seem to be in excess of necessities. About the usual amount was received during the week, viz., 76 cars wheat, only 1 car of corn and 9 cars of oats.

C. G. A. VOIGT.

## Hides, Pelts and Wool.

Hides—The market is weak and declining. Tanners on still grumbling and business is almost at a standstill. One is led to ask why, in the face of a weak and failing leather market, dealers advanced hides as they did a few weeks ago. Of course, there was not much money in hides for them at the old figures, but there was none at all at the advance, which they might have foreseen. There is a strong downward tendency, which will only cease when price puts hides within reach of the tanners.

Pelts—There is no business being done as no one appears to want them.

Wool—Is lower and weak. Both washed and unwashed have declined a point since last week's report.

Fred H. Ball, Secretary of the Michigan Wholesale Grocers' Association, is spending a couple of days in Detroit this week.

## 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.

**BRICK STORE TO RENT; LIVING ROOMS** above; good trading point, surrounded by good farming lands; abundance of fruit; reasonable terms. Address A. L. Power, Kent City, Mich. 626

**WANTED—A MAN WITH \$2,000 READY** cash to take half interest in a well established hardware business in a live town of 500 population. Good farming country, good trade and no competition. Address No. 625, care Michigan Tradesman. 625

**FOR SALE—A SHOE BUSINESS, OR HALF** interest in same, on one of the principal streets in Grand Rapids. New stock good trade, location A1. Address No. 624, care Michigan Tradesman. 624

**RETAIL MILK BUSINESS FOR SALE—THE** best route in a city of 15,000 inhabitants, embracing the product of some 40 cows, 2 good wagons and 3 horses, together with cans and all fixtures good will of the business, etc.; the chance of a lifetime to make money; good reasons for selling. Address P. O. box 217, Fort Wayne, Ind. 622

**WANTED—AGENT IN EVERY TOWN IN** Western Michigan for the Palmer Laundry. Strictly first class work. Address A. J. Gidding, Prop., Grand Rapids, Mich. 621

**GREAT OPPORTUNITY—TO RENT FINE** store in Fenton, Mich. Best opportunity for dry goods and notions in Mich. No store now on south side of river. Address Lock Box 96, Fenton, Mich. 623

**HARDWARE FOR SALE—A NICE CLEAN** stock, good opening and will inventory \$5,500 to \$2,000. Address "Hardware" care of Michigan Tradesman. 618

**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 Huvett & 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 416, 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 \$2.00. 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 100 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 \$25.00 to \$3,000. Address Mrs. Theresa Schwind, Grand Rapids. 561

**A BUSINESS CHANCE—FOR SALE OR EX-** change for farm or city property in or near Grand Rapids, the Harris mill property situated in Paris, Mecosta Co., Michigan, on the G. R. & I. Railroad, consisting of saw and planing mills, 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, 5 Allen street, Grand Rapids, Mich. 552

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

**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

**WANTED—EVERY DRUGGIST JUST** starting in business and every one already started to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

## SITUATIONS WANTED.

**WANTED—POSITION AS CHEMIST OR** drug clerk by assistant pharmacist. Graduate of Pharmacy School, Michigan University degree Ph. C. Single. Do not use liquor or tobacco. M. F. Nichols, 223 East Bridge St., Grand Rapids. 617

## REPRESENTATIVE ESTABLISHMENTS.

Wm. F. Schroder, the Grass Lake General Dealer.

Wm. F. Schroder was born in Kalamazoo, Mich., April 6, 1857. Not long after his birth his parents moved onto a farm near Galesburg, Mich., where they still live. The boy attended the schools at Galesburg until he was 18 years old, when he went to work for the firm of Schroder & Olin, grocers, of Galesburg. This was in the fall of 1874. He remained with this firm about six years, when he started a hardware store. The style of the firm was Oakley & Schroder. This business was not to his taste, however, and in 1882 Mr. Schroder sold out his hardware store and went to Shelbyville, Mich., in the interest of Schroder & Olin, who built a store there and did business under the style of Schroder, Olin & Tackabury, the firm being composed of Schroder & Olin, of Galesburg, and W. W. Tackabury, of Detroit. Wm. F. acted in the capacity of buyer and General Manager until the fall of 1883, when, with D. D. Harris (now of Shelbyville), he bought the stock and for three years they did business under the firm name of Schroder & Harris. In 1886 he sold his interest in the business to his partner and returned to Galesburg, going thence to Scott's, where he bought out Wm. E. DeLano, continuing the business for three years. He then removed the stock to Plainville, doing business there until March 1, 1892, when he again returned to Scott's, removing the stock there. The late Wm. Schroder, of Galesburg, bought into the firm and the style became Schroder & Co., which continued until the death of Wm. Schroder. Mr. Schroder purchased Wm. Schroder's interest from the estate and continued the business under his own name until September 15 of the current year, when he took his brother, Ernest E., into partnership, and September 25 moved the stock to Grass Lake, opening for business Oct. 6, the style of the firm being Schroder Bros.

Mr. Schroder was married at Shelbyville, March 25, 1884, to Miss Emma A. Wood. They have one son, now 7 years of age. Mr. Schroder has achieved a fair measure of success in business. He is a worker, owing all that he has to industry, economy and integrity. He and his family enjoy good health, and, as they are more prosperous than most, it is needless to say that they have as much happiness as falls to the lot of mortals generally.

## Trade Maxims.

Thou shalt sell goods but six days of the week, and on the seventh thou shalt take a rest.

Thou shalt not covet thy competitor's business, for he may be nearer bankruptcy than thyself.

Thou shalt not put more sail into thy business than thou hast wind to fill.

Thou shalt not blame thy clerk for thine own mistakes, nor tax him for thine own neglect.

Thou shalt not sell goods for less than cost, unless the market has gone back on you.

Thou shalt weigh with a just balance, or a way will be found for thy punishment.

Thou shalt not trust a man to whom thou wouldst not lend \$10.

Thou shalt not use thy business capital to speculate with nor borrow from thy friend for that purpose.

Big Rapids—J. L. Barker has sold his grocery and confectionery stock to J. S. Barker.

## Dry Goods Price Current.

UNBLEACHED COTTONS.			
Adriatic	7	Arrow Brand	4 1/2
Argyle	5 1/2	" Word Wide	5
Atlanta A.A.	6	" "	5
Atlantic A	6 1/2	Full Yard Wide	6 1/2
" B	6	Georgia A	6 1/2
" C	5 1/2	Honest Width	6
" D	5	Hartford A	5
" E	4 1/2	Indian Head	6 1/2
Amory	6 1/2	King & A	6 1/2
Archery Bunting	4	King & C	5
Beaver Dam A.A.	4 1/2	Lawrence G.L.	7 1/2
Blackstone O. R.	5	Madras cheese cloth	5 1/2
Black Crow	5	Newmarket	6 1/2
Black Rock	5 1/2	" B	5 1/2
Boat A.A.	7	" N	6 1/2
Capital A	5 1/2	" D.D	6 1/2
Capital V	5 1/2	" X	6 1/2
Chapman cheese d.	7 1/2	Nohe R.	6
Clifton C.R.	5 1/2	Our Level Best	6
Comet	5 1/2	Oxford R.	6
Dwight Star	6 1/2	Pequot	7
Clifton C.C.	5 1/2	Solar	6
		Top of the Heap	7
BLEACHED COTTONS.			
A & C	3 1/2	Geo. Washington	3
Amazon	3	Glen Mills	3
Ansbourg	3	Gold Medal	7 1/2
Art Cambric	10	Green Picket	8 1/2
Blackstone A.A.	7 1/2	Great Falls	6 1/2
Beats A.A.	4	Hope	7 1/2
Boston	12	Just Out	4 1/2 @ 5
Capot	12	King Phillip	7 1/2
Charter Oak	5 1/2	" O.P	7 1/2
Conway W	7 1/2	Lonsdale Cambric	10
Cleveland	7 1/2	" "	@ 4 1/2
Dwight Anchor	3	No Name	7 1/2
" shorts	3	Oak View	6
Edwards	3	Our Own	5 1/2
Empire	7	Pride of the West	12
Farwell	7	Rosalind	7 1/2
Fruit of the Loom	7 1/2	Sunlight	8 1/2
Stitchville	7	Utica Mills	8 1/2
First Prize	6	" Nonpareil	10
Fruit of the Loom	6	Vineyard	8 1/2
Fairmount	4 1/2	White Horse	6
Full Value	4 1/2	" Rock	4 1/2
BARK BLEACHED COTTONS.			
Capot	6 1/2	Dwight Anchor	3
Farwell	7 1/2		
CANTON PLAIN.			
Unbleached.		Bleached.	
Housewife A	5 1/2	Housewife A	5 1/2
" B	5 1/2	" B	5 1/2
" C	5 1/2	" C	5 1/2
" D	5 1/2	" D	5 1/2
" E	5 1/2	" E	5 1/2
" F	5 1/2	" F	5 1/2
" G	5 1/2	" G	5 1/2
" H	5 1/2	" H	5 1/2
" I	5 1/2	" I	5 1/2
" J	5 1/2	" J	5 1/2
" K	5 1/2	" K	5 1/2
" L	5 1/2	" L	5 1/2
" M	5 1/2	" M	5 1/2
" N	5 1/2	" N	5 1/2
" O	5 1/2	" O	5 1/2
" P	5 1/2	" P	5 1/2
CAMBRET WARP.			
Peerless, white.	17	Integrity colored.	18
" colored	19	" White Star	17
Integrity	18 1/2	" colored	19
DRESS GOODS.			
Hamilton	3	Nameless	20
" "	20 1/2	" "	20
G & G Cambrics	16 1/2	" "	27 1/2
Nameless	16	" "	22 1/2
" "	18	" "	25
COTTONS.			
Coraline	39	Wonderful	36 30
Schilling's	9 60	Brignton	4 75
Davis Waists	9 60	Bortree's	9 60
Grand Rapids	4 50	Admiral	15 60
COTTON FLAX.			
Armory	7 1/2	Naumcog-watteen	7 1/2
Androskoggin	7 1/2	Rockport	6 1/2
Biddford	6	Conestoga	6 1/2
Brunswick	6 1/2	Walworth	7 1/2
FANCIES.			
Allen turkey reals.	5 1/2	Berwick fancies	5 1/2
" robes	5 1/2	Clyde Robes	5 1/2
" pink & purple	5 1/2	Charter Oak fancies	4
" buffs	5 1/2	DelMarine cambric	5 1/2
" pink cheeks	5 1/2	" mourning	5 1/2
" staples	5 1/2	Eddystone fancy	5
" shirtings	5 1/2	" choicest	5
American fancy	5	" robes	5
American Indigo	4 1/2	" satens	5
Americans-shirtings	5 1/2	Hamilton fancy	5
Argentine Grays	6	" staple	5
Anchor shirtings	4	Manchester fancy	5
Arnold	6	" new era	5
Arnold Merino	6	Merrimack D fancy	5
" long cloth B	3	Merrin shirtings	4
" "	3	" Rompfin	3 1/2
" century cloth	7	Pacific fancy	5 1/2
" gold seal	10 1/2	" robes	5 1/2
" green seal TH.10 1/2		Portsmouth robes	5
" yellow seal	10 1/2	Simpson mourning	5
" serge	11 1/2	" grays	5
" Turkey red	10 1/2	" solid black	5
Sailor solid black	5	Washington Indigo	5 1/2
" colors	5	" Turkey robes	7
Songal blue, green	5	" India robes	7
red and orange	5	" plain Turkey X	7
Serlin solid	5 1/2	" "	10
" oil blue	5	" Ottoman Thr	5
" green	5	" key red	5 1/2
" Bonbrade	5 1/2	Maria Washington	5
" red & "	7	Turkey red & "	7
" "	9 1/2	Maria Washington	5
" "	10	Turkey red	5 1/2
" 3-4-XXXX	12	Riverpoint robes	5
Cocheco fancy	5	Whitcomb fancy	5 1/2
" maidens	5	" gold basket	5 1/2
" XXX willis	5	" Indigo blue	10 1/2
" solids	5	" Harmony	4 1/2
TICKINGS.			
AmusKong A.C.A.	11 1/2	A.C.A.	11 1/2
Hamilton N	7	Pemberton A.A.A.	10
" D	8	" York	10 1/2
" Avington	11	Swift River	7 1/2
Farmer	8	Pearl River	12
First Prize	10 1/2	Warren	12 1/2
Lenox Mills	15	Conostoga	16
COTTON FLAX.			
Atlanta, D.	5 1/2	Star	3
Boat	6 1/2	No Name	7 1/2
Clifton, E	7	Top of Heap	7



## Protection of Emancipated Women.

The present has been denominated "The Woman's Age," and the conditions of social life it has developed have given rise to a notion which is expressed in the phrase, "The Emancipation of Women."

As far as women can be emancipated from all that makes life loveless, miserable and degraded, I am heartily in favor of such emancipation. I recognize that under social conditions which increase the number of women, without promoting the honor, industry and devotion to duty of the men, many women are forced to seek the means of self-support, and not only that, but are often required to care for and maintain others dependent on them.

These conditions, operating constantly with increasing force, have driven many women into walks of industry and trade which have from time immemorial been occupied by men, and, in consequence, they have largely been freed from the restraints and moral safeguards which a home and family life had formerly thrown around them. This is really the worst and, indeed, the only bad feature of the social change. Even a boy deprived of the surroundings of home and mother love must suffer seriously in the battle of life when he is forced to go forth to the fight single-handed. But how much more serious must such a deprivation be to a tender, sensitive girl.

Some of the more rabid advocates of the equality of the sexes, not merely as to rights, but as to physical, mental and spiritual natures, have claimed that there is no phase of life in which women are not as competent to act and as able to take care of themselves as are men. Attentive observers and profound thinkers concerning human nature and human society are almost ready to declare that few races of men—and, indeed, few men of any race—are fit for self-government. Then how much less are women, with their highly emotional natures and strong impulses, able to protect themselves in the moral desert of life, unguarded by the wholesome restraints of the home and unaided by the sweet and strengthening affections of the family.

Women are by nature better than men, and being, by the facts of their social environment, keepers of the home and subject to its restraints, they have been able to preserve their purity, and have, in all ages and among all races that have attained great military and civil power, been the anchor and mainstay of society, and it is a fact established by all history that no people have ever lost their prowess in war, and their prestige in letters, art and civil control, until their women have become corrupted. The student who reads the annals of Tacitus, Suetonius' history of the Caesars and the terrible satires of Juvenal on the manners and customs of his times, will readily understand why Rome, the world's greatest republic, lost its liberties and became enslaved to despotism. It was because the type of Roman women had changed from Lucretia and Cornelia, the mother of the Gracchi, of Messalina, Agrippina and Faustina.

It is not in one generation nor in two that women can become corrupted by emancipation from the healthful restraints of home and friends. Women are too good for that. Decadence is an evolution, and evolution is a growth, a matter of time; but its processes are sure, and they will work their effects in

the end. It is necessary that a woman who is left helpless, with a family to support, should find work and a means of support at any cost of emancipation, and in so doing she performs a sacred duty. A woman with a drunken, worthless husband is worse off than if she were a widow, and deserves even more pity and sympathy. A daughter who undertakes the holy work of supporting dependent parents, or sisters and little brothers, is in the way to earn a crown little short of martyrdom, and so what begins in good may possibly end in evil, not through the weakness of the lovely sex, for in matters of martyrdom they have always been the strongest, but through the incessant assaults of an environment which the woman who is thrust out into the wide world is powerless to avoid.

In view of the continued development of the social forces that send women out from home and friends to work, it becomes necessary that society should organize to give them an assured and sympathetic protection. The Young Men's Christian Association was provided to furnish social protection and restraints for male youths who go out into the world to seek their fortunes. How much more is some such provision necessary for the women who are forced out to do the work of men. If young men in such a condition need such help and restraint, how much more is it necessary for girls.

This is something that has to be considered and acted on sooner or later. It is already time for the truly philanthropic men and women to think about it.

FRANK STOWELL.

## Whose Leg Is It?

The Belgian courts are called upon to decide whom an amputated leg belongs. It appears that a lady in that country met with an injury which made the amputation of her leg necessary. The case had some unusual points, and the operating surgeon embalmed the leg, and put it on exhibition in his office for the benefit of his students and others, with an explanatory note, giving the name, age and address of its former owner. The matter came to the ears of the lady's husband, and he went to the surgeon and demanded possession of the leg, saying that it ought to be buried. The surgeon offered to take down the notice, but refused to surrender the leg, saying that it belonged to him. The husband sued for possession and the courts will have to decide to whom the leg now belongs.

Late advices from France state that the mushroom crop shortage has led to about two francs advance in prices of the preserved articles. Several packers are considerably behind in their deliveries.

## Hardware Price Current.

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

AUGERS AND BITS.		dis.
Snell's.....	to 40	
Cook's.....	40	
Jennings', genuine.....	25	
Jennings', imitation.....	50&10	
AXES.		dis.
First Quality, S. B. Bronze.....	\$ 5 50	
" D. B. Bronze.....	1 00	
" S. B. Steel.....	6 50	
" D. B. Steel.....	13 00	
BARROWS.		dis.
Railroad.....	\$12 00	14 00
Garden.....	net 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&1	
Wrought Narrow, bright S&S joint.....	40	60&10

Wrought Loose Pin.....	40
Wrought Table.....	40
Wrought Inside Blind.....	40
Wrought Brass.....	75
Blind, Clark's.....	70&10
Blind, Parker's.....	70&10
Blind, Shepard's.....	70
BLOCKS.	
Ordinary Tackle, list April 1892.....	60&10
CRADLES.	
Grain.....	40&10
CROW BARS.	
Cast Steel.....	per D 5
CAPS.	
Ely's 1 10.....	per in 55
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
Butcher's Tanged Firmer.....	40
COMBS.	
Curry, Lawrence's.....	dis. 40
Hotchkiss.....	35
CHALK.	
White Crayons, per gross.....	120 124 dis. 10
COPPER.	
Planished, 14 oz cut to size.....	per pound 28
" 14x52, 14x56, 14x60.....	" 26
Cold Rolled, 14x56 and 14x60.....	" 23
Cold Rolled, 14x48.....	" 23
Bottoms.....	" 22
DRILLS.	
Morse's Bit Stocks.....	dis. 50
Taper and straight Shank.....	50
Morse's Taper Shank.....	50
DIPPING PANS.	
Small sizes, ser pound.....	64
Large sizes, per pound.....	66
ELBOWS.	
Com. 4 piece, 6 in.....	1st set 75
" 4 piece, 8 in.....	" 50
" 4 piece, 10 in.....	" 50
" 4 piece, 12 in.....	" 50
" 4 piece, 14 in.....	" 50
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# MICHIGAN TRADESMAN

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

Published at  
100 Louis St., Grand Rapids,  
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

Correspondents must give their full name and address, not necessarily for publication, but as a guarantee of good faith.

Subscribers may have the mailing address of their papers changed as often as desired.

No paper discontinued, except at the option of the proprietor, until all arrearages are paid.

Sample copies sent free to any address.

Entered at Grand Rapids post office as second-class matter.

When writing to any of our advertisers, please say that you saw their advertisement in THE MICHIGAN TRADESMAN.

E. A. STOWE, Editor.

WEDNESDAY OCTOBER 24.

## CLEARING UP THE WRECKS.

"When will times be better?" is a question asked on all sides.

Only a relative and conditional reply can be given, but no date can be set. Times will be better whenever the losses and disasters of the crash of 1893 shall have been entirely liquidated or fully discounted. The old trouble must be settled up and the ruins cleared away before any distinctly new expansion can begin.

As THE TRADESMAN has repeatedly said, the railroads of the United States furnish a most useful basis by which to gauge the business condition of the country. Business, to be good, means active exchange of products and a general circulation of money. When this active exchange is in progress the railways are fully occupied in carrying merchandise and passengers. The people who travel for pleasure are comparatively few. The greatest numbers travel for the purpose of business. They go with their goods to market, or if they travel for pleasure it is because business is good and furnishes them the means.

When, then, commercial and industrial operations are being carried on with energy and activity, it will be found that the railroads are fully occupied in transporting freight and passengers, and, in consequence, are earning money. But this they have not been doing to any satisfactory extent in the past two years. On the contrary, the railways have suffered dreadfully, and many lines, succumbing to the terrible pressure of financial storms in these two years, have fallen into bankruptcy and have been sold out at sheriff's or United States marshal's sale for debt.

The Chicago Railway Age, which is high authority, has made up a list of the railways that have gone into the hands of receivers and those that have been foreclosed under mortgage and sold out for debt, during the nine months of 1894.

A brief memorandum from the Age's figures will be valuable. It appears that there is a total for the nine months, from Jan. 1 to Oct. 1, of thirty-two roads, aggregating 6,254 miles in length, with a funded debt of \$185,078,500 and capital stock of \$176,578,000, or a total of

\$361,656,500, for which receivers have been appointed on account of default in payment of interest on their bonds. The greater part of the mileage and liabilities for the last three months is made up by the addition of two lines, controlled by the Union Pacific, which company went into bankruptcy last year; but the securities of these two were not included in those of the Union Pacific and properly have a place in the list for this year.

The chief item in this aggregate is the Oregon Short Line and Utah Northern, of the Union Pacific system, which embraces 1,422 miles in Oregon and Utah and, being capitalized for over \$26,000,000, had contracted a funded debt of nearly \$50,000,000. It is a part of the outrageous deal that enabled a few sharpers to use the credit of the United States, loaned to the Union and Central Pacific Railroads, to become multimillionaires, while perpetrating a gigantic swindle upon the general Government and upon the road's creditors.

But the work of foreclosing and selling out bankrupt railroads has by no means kept behind the receiverships. That has gone on apace, too, so that for the nine months of 1894 there have been sales of thirty-one roads, aggregating 4,503 miles and representing nearly \$257,000,000 of securities, which have been virtually wiped out of existence or scaled down to some lower figure to secure a basis upon which the roads could be operated with some hope of reasonable returns.

But the end of railway liquidation, consequent upon the financial storms of the past few years, has not yet come. There are still other accounts to settle. But at any rate the end is daily growing near, and when all the wrecks of business shall have been cleared away, the good time for which so many are praying, and about which the loud-mouthed politicians have been ignorantly howling, will then set in.

## TO MAKE ELECTIONS FAIR.

Much of the machine despotism of parties and party bosses is perpetrated in ward club meetings and primaries, where nominations are dictated against the wishes of the majority of the party, and efforts have been made to bring primary elections under State statutes.

In California it is proposed to enact a law that will permit the use of the mails in securing the nomination of candidates. The plan is to require the sending by mail to every enrolled member of a party a ballot, which the voter has the right to send to his party headquarters on or before a certain date, with the names of his choice for the several offices for which candidates will be nominated, those suggested by the largest number to be declared the nominees.

Some such arrangement is proposed by the Municipal League of Philadelphia, which requires that, in choosing candidates for public office, blank ballots prepared according to the Australian system must be used; and that (in the case of ward and division associations) after the executive committee has fixed the time and place of meeting for the convention, notice of the same, by advertisement or by mail, must be given at least two weeks in advance of the primary election. This notice

must contain a statement of the positions to be filled, the names suggested by the executive committee, and the address to which members may send names which they desire to have printed on the ballots; and that the executive committee shall print on the official ballot the names suggested by themselves and all other names suggested by at least five members.

Many minds are working at this problem, and it cannot be doubted that means will be found to give the people a proper opportunity to have a voice in the nomination of candidates. When a few bosses are able to name the candidates, and a party pressure is used to force the people to vote for the nominees so-called, whether they like it or no, an alleged public election becomes an outrageous tyranny.

The resolution introduced by Ald. Saunders in the Common Council on Oct. 15, instructing the Board of Public Works to procure plans and an estimate of the cost of an electric lighting plant for the city is evidence of a determination on the part of the irresponsible members of the Council to force the city into a worse than useless expenditure of several hundred thousand dollars. The resolution, as Ald. Ball explained at the Council meeting, was uncalled for at this time because bids for lighting the city have been asked for and, until these have been received and acted upon, estimates for a lighting plant are unnecessary. If none of the bids are found to be acceptable, it will then be time enough to talk of plans and estimates for a plant; but no electric lighting plant will ever be built by the city, at least on the vote taken at last spring's election. The resolution was legally defeated, as much less than a majority of the total votes cast was recorded in its favor. The worst feature of Ald. Saunders' resolution is that it entails an unnecessary expense of several hundred dollars upon the city. There is no one in the employ of the city who can prepare plans and estimates for the erection of an electric lighting plant; that is work for an expert, and experts come high. There is one satisfaction: The irresponsibles cannot get beyond making resolutions, although it would be well to watch every move they make. Unscrupulous men who have nothing at stake are dangerous legislators.

The police complain, and justly, of the fact that, when the Mayor wants information concerning an applicant for a permit to peddle without a license, he applies to the Charity Organization Society and not to the police force. Is the Society in a position to be better informed than members of the force as to the character and real circumstances of these people? The Society's agents are, usually, women, who are not able to get at the facts and are influenced almost entirely by surface indications. Poverty and wretchedness always strongly appeal to the heart of a woman; but poverty and wretchedness are not, necessarily, reasons for granting a man a permit to peddle without a license. His wretched condition may be the result of his own misdeeds and his moral character be such as to render him an unsafe man to be allowed such privileges as a peddler's permit or license confers. These men are all known to the police and they are able to give definite information concerning

them. On anything relating to the distribution of charity the Society ought to be an authority; but they ought not to be expected to do detective duty, it is no part of their functions. Mayor Fisher has been misled by the information the Society's agents have given him, whereas, if he had applied to the police department, he would not have made so many mistakes, to put it mildly, in his treatment of the peddling question. His treatment of the force was shabby, to say the least.

Whether the new telephone company will be able to secure enough subscribers to warrant it in establishing a local exchange is, as yet, problematical, but the community of telephone users already has reason to feel grateful toward it. Since it became known that there was a likelihood of another company entering the field in this city a remarkable improvement has been noticeable in the service rendered by the old company. Calls are answered with greater promptness; complaints are given a more respectful hearing; defects are remedied almost before the subscriber can say "500," and in many other ways the telephoning public is treated as if it had some rights which even a great corporation is bound to respect. Perhaps, if the new system is successfully introduced, the old company may even recognize the public as being necessary to its welfare and its dividend-paying power. But perhaps that is too much to expect.

Eugene V. Debs, in the course of a speech in Cooper Union, New York, last Friday evening, stated that four hours a day was enough for any man to work and that the other four should be devoted to study, mental culture, etc. All of which shows the mental condition of a man whose system is saturated with liquor and whose associates are the habitués of the saloon and the brothel. In the light of Debs' unsuccessful insurrection of a few months ago, no patriot can regard him in a more favorable light than that which illuminates the careers of Benedict Arnold and Jefferson Davis; yet many thousand well-meaning men, carried away by the delusive arguments of unionistic demagogues, are led to look upon Debs as a deliverer instead of regarding him as a traitor to his country and a betrayer of the trust reposed in him by the wretched slaves who blindly follow his bidding.

## The Drug Market.

Gum opium is steady. Advances from the primary market indicate lower prices.

Morphia is unchanged.

Quinine is firm, but unchanged.

Oil anise has advanced and is higher abroad.

Oil cassia is in the same position.

Linseed oil has advanced again and is very firm.

Camphor is weak and has declined.

Turpentine has advanced.

Alcohol has declined.

A Kentucky grocer advertises "tucking combs and side saddles, hairpins and trace chains, watch charms and sledge hammers, hair oil and blasting powder, cinnamon drops and Colt's revolvers."

You will save money by mailing your orders for fruit and produce to Henry J. Vinkemulder.



## Hints Are Very Valuable.

A gentleman friend gave us a hint once that was worth \$3,480. Wasn't that pretty good? We found it so anyway. Be advised. Be on the lookout for hints. They are numerous, in books, in nature, in wise thoughtful men and women. Now you are smarting for your headiness and you hear it said reproachfully: "I told you so." You may be wiser next time and you may not, for recall what Solomon says about braying a fool in a mortar. Tell us, if you can, what percentage of the human family come out of the mortar as they went in—stupid? A trickster was once operating on you when a friend whispered to you "he's black," "run." You didn't take the hint and you got wounded. The fellow went through you, and he wasn't police captain in New York city either, or a police justice.

Once in seed time you had a thirty minute chat with a neighbor on the highway about the value of good sound seed. You listened, you applied his hint and got large crops. You took the hint. You didn't let it slip out at your left ear. You mentioned the conversation to your wife and she helped you to remember it. That hint paid handsomely. It may have done better than \$3,480 for you, because you treated the hint with high consideration. You can work lots of money out of hints that are handled wisely. The good housewife has many valuable recipes. Get them and use them and after that scatter them round. Don't bury them in the earth for they were designed to help the world. Years ago men and women used to snuff. When a boy, we heard it said that if the Creator intended our nose for a snuff box, He would have built it upside down. That hint kept tobacco out of our nose and our mouth and increased our sympathy or detestation—we don't know which most—for those who don't seem to know the divine purpose of nose and mouth. Whenever you see a thing done not as good as you can do it, give a hint—give them out all the time and in that way you'll escape being "creation's blot," a good for nothing. Whenever you can make labor at the yoke easier—do it, do it with all your might for that'll be some evidence that you are trying to love your neighbor as yourself.

One cook can build a fire and heat the oven in half the time that another—poor thing—can do it; she learned how by taking a hint—by the wise use of her eyes and ears. She is the cook—we like her—who is never late with meals, and who never fetches smoked coffee to the table. Hints; will you learn to use them? In some few cases, yes; in many cases, no. What's the matter with half the race? This—they don't know how; have neglected hints, are incompetent. One person differs from another, one knows how, the other doesn't. All the difference in the world. The how person gets the place, and the next above it, and so on and on to the top. My rival, who is ahead, knows something that I don't. Must find out what it is by the quick use of ear, eye and thought. He can undersell me. That'll never do. Wind and tide are as much mine as his, at my disposal. We'll give you a hint, "Practice makes perfect." There now, you know how to be ahead—perfect. Heard it often before, but you let it slip; didn't turn it to account. Turn it now. Your opportunity and mine is found in the know-nothingness of the crowd. Do you

catch on? The fellows who took hints and know how, are not strikers, they have struck big things—they are happy. Our greatest burden—our ignorance. Isn't that so? Look around you.

GEO. R. SCOTT.

## The Hardware Store of His Youth.

"When I was a boy back in Ohio," said the old man as he backed the hardware reporter into a corner, "things were different; the hardware store of my day and generation lay scattered about the country in several dismembered fragments. Suppose you wanted a horse-shoe. You went a mile down the south road to persuade Uncle Tim Gillette to get down the bar of iron and make you one; and if he felt well, and wasn't busy husking corn, had the iron, and his fire going, and was sure that you were good pay, he would roll up his sleeves and go at it—perhaps. And perhaps he wouldn't.

"Milo Killrocks was the one tinner in all the region about, and to his calm, reflective, judicial mind the need for hurry and bustle during the brief journey through this vale of tears was an evidence of some criminal weakness upon the part of the multitude. There was a liability, therefore, to be some delay in the filling of orders for tinware and such left with him at the grocery—for it was there that Milo sat as he discussed and disposed of the affairs of the nation. Now and then a stray tin peddler came along and left pans, tea kettles and flat irons in payment for rags and dried apples; but when he failed to appear, the farmers' wives were left to the tender mercies of Milo—and 'left' they generally were. An order for a milk pan in the spring might be filled in time for the winter's lard; a coffee pot to be mended might be soldered up before rust ate the spout off—that is, if Milo found time to send to Warren for solder.

"We had to go to Jim Crane's, the general store, for nails and things of that kind. You could always make sure of getting them there, unless he was out; and if he didn't have the sizes you wanted he would let you have those he had, with the cheerful assumption upon his part that a tenpenny nail, philosophically considered, was as good as a lath nail. If you needed a hammer, he would pull down a dusty box, and if neither of the two it contained happened to suit your fancy, he would give a scornful whistle in high C, and 'calculate' that you 'must be building a tower of Babel' to be so 'darned particular' about hammers. If you needed a saw, he would 'send to Cleveland' for one 'when Frank went up next month' to buy dry goods. He had a few agricultural implements up in the loft; a half-dozen pitchforks made by Noah, Shem & Co., a spade such as Adam used, a few hoes and rakes—said he would 'lay in some more' when this 'tarnation heap' was disposed of. A due sense of justice, however, compels me to say that Jim's chief hold was on calico and codfish, and that his hardware stock was but a side issue—he never gave his soul to it, as it were, as he did to cheese and bed-ticking and New Orleans molasses and tobacco.

"In those days, if we needed a sap-bucket we hollowed it out of a log. We made our spouts for the trees of alder sticks. We never saw a lawn mower, garden hose, ice cream freezer, refrigerator, mowing machine, breech-loading gun or bicycle. Our eave troughs were made of wood; we had no wire nails; all our roofs were shingled with wood; pared our apples by hand; kept a coffee-mill in every kitchen and ground our coffee before each meal; made our fences of wooden rails, and never dreamed of a wire fence. The situation is a little different now. We have two bright little hardware stores in our town of eleven hundred people. You find everything you want there, from a bird cage to a horse rake—the trouble is, that they have so many attractive things that you don't dare to take your wife in for fear of bankruptcy."

A glucose factory in Chicago recently purchased a car of low grade wheat to experiment with in the manufacture of its specialty.

## QUALITY - UNIFORMITY - PRICE

SEARS

CRACKERS

and

CAKES

Have you tried our new goods?

Current 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.



"CRESCENT,"

"WHITE ROSE,"

"ROYAL."

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

VOIGT MILLING CO., Grand Rapids, Mich.

**Why Should the Life Be Insured?**

Insurance, contrary to the general notion, is a saving to ordinary business men rather than an expense, while to the capitalist it is an emergency fund available for closing up affairs after he has passed away. Such a fund not only may but does frequently prevent the sacrifice of an estate. Then, too, riches may take wings, and it is an act of prudence for a man to distribute his eggs in several baskets. By insuring the life it is possible to carry within reach available cash enough to make all things safe in case of being overtaken by a sudden attack. Bank stock, bonds, and real estate are slow of sale or may be depreciated in price if they have to be sold at an instant's notice.

The cost of a policy is comparatively small. It amounts to comparatively little per day, and the security it gives to the wife and children is worth all its costs. The young man of course replies that he has no wife and children, but he undoubtedly means to have, and by commencing with his insurance while young he secures a small premium rate and makes a good investment to be used later. The professional man, living, as he is prone to do, generously upon a large income, frequently leaves his business affairs in such a condition that at his death his wife has nothing, and in case sickness or disability overtakes him he is practically without resources. Insurance is for such men a safeguard, and since it can be arranged to be of benefit in the lifetime it is of double advantage. The endowment policy enables one to save something for old age, a valuable matter, for it is a common thing for professional men to find themselves with nothing to sell at the age of sixty. Such a man, who, by reason of his surroundings and habits, is apt to have extravagant, or to say the least costly, habits, finds that the endowment policy provides for his old age in a way that would be difficult to secure by any other method. Instances might be mentioned where men of eighty, finely educated, accustomed to the good things of the world, are living very near the limit of their income, which is elked out perhaps by the labors of some members of the family. Then mortgages are usually heavy and the little property apparently within possession is wiped out in case of death. Such instances are found in almost every neighborhood, and yet people go on neglecting life insurance and trusting to luck.

Usually a man on a salary objects that he cannot afford an endowment policy. The productive period of his life is the very time when he is best able to accumulate something for his declining years. The man who has any thought whatever of the future and of the settlement of his business in case of sudden death will find that the ready money of a life insurance will do much toward saving his store or his business if his affairs have to be suddenly settled. Each year's inventory has its valuation largely dependent upon the ability of the owner to sell stock, and in case of a settlement the value of this stock would be very materially reduced. Against such a calamity insurance becomes just what its name indicates. Stores, stocks of goods and warehouses are never in ordinary business practice allowed to go uninsured, and it would seem to be the part of wisdom for the business man to practice in regard to himself what he considers vitally important in regard to his business.

EUGENE EMORY.

**PROFESSIONAL TEA TASTING.**

**Hard Work and Trying to the Nerves, but It Pays Pretty Well.**  
From the San Francisco Examiner.

A tall, slim man with a black moustache, dark eyes and closely cropped black hair registered at the California Hotel a few days ago, and has since been going and coming in a nervous sort of a way. He registered as G. C. Smyth, of New York. He seemed a man who had important business on hand, but what it was no one knew. Last night he was dining in the cafe at the hotel, and it was noticed that he drank plentifully of the wine, though not so much as to make the effect noticeable.

"I do this," he said, "to get my nerves into proper condition. The fact is, I am a tea taster, and this profession is very hard on me physically. I have been following it for several years. Yes, you may know it is an important business, since there are only ten tea tasters in the United States. We are engaged by large merchants and by the Government. I have visited this city several times to taste teas, and have often visited Vancouver for that purpose.

"Since the Canadian Pacific Railroad was completed and a line of steamers established from the Orient, immense cargoes of tea have been going there from China, Japan, and other countries. It has been my business to examine and taste various samples from these cargoes. I have also visited Ceylon and nearly all of the tea-growing countries of the Orient to observe the mode of putting up the tea.

"It is astonishing the way they manage to adulterate it over there. The packers are so skillful that they slip in a great deal of inferior tea and work it off under good brands. This makes the merchants who afterward handle it complain. Packages of tea of a certain brand will be found all that could be desired, while other packages bearing the same brand and in the same cargo will be highly adulterated.

"As this tea is very costly there is need of experts to examine it. They must be good ones, for everything depends for the time being on their judgment. A taster can only taste a few hours at a time, when he is weakened and has to take a rest. Besides this, when he begins a job of tasting he must take special pains to get himself in shape for it.

"Before I began I did not taste intoxicants in any form, and did not even smoke. At the same time I was careful not to eat strong peppers or spices, or, in fact, anything that could distort the taste. One must be in as perfect condition in order to judge properly of the teas he tastes as a horse is when prepared for the Derby or Corbett or Jackson when about to begin a fight for the championship. He must be at his best and must feel that he is.

"This afternoon in six hours I made \$2,900 tasting tea, so you see from this how valuable the time of a tea taster is and how careful he must be of his condition. On each of two or three previous days I made almost as much. The best tea tasters of the country make enormous sums considering the time employed; \$10,000 a year is a low sum, and oftentimes from \$20,000 to \$30,000 is made, and even more. I know a man in the business who made \$50,000. It all depends on his standing, and the number of times he is called as a taster, and what he can endure.

"In my case this time the Government has sent me to examine teas in order to collect certain statistics about the adulterations. You know there is now a very large number of men collecting statistics throughout this country and Europe in regard to labor, the cost of various products, and other things. It has desired to learn all it can about the adulteration of foods and drink, and this is why I have been engaged here.

"I am substantially through with my tea-tastings in San Francisco for the present, and this is why I have been drinking wine, which, as I said, is the best restorative for the weakness after a long strain at tasting."

# Fall '94

Underwear, Overshirts, Hosiery, Socks, Kersey and Cotton  
ade Pants, Caps, Outing Shirts, Yarns, Flannels, Cotton  
Flannels, Skirts, Cotton and Woolen Dress Goods,  
Ginghams, Seersuckers, Satines, in black and fig-  
ured, 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.

## Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS  
DELEGATES,  
COMMITTEES.

The Largest Assortment of Ribbons  
and Trimmings in the State.

**TRADESMAN COMPANY.**

## 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.**

## 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.



## THEY TRADED HORSES,

## But Coombes Made a Commission at Both Ends.

A man named Coombes was recognized authority on horses not only in a certain lumber region in Pennsylvania, where he carried on a brisk business trading and selling horses and fitting out the lumbermen with teams, but also in the adjacent county, which was an agricultural district, he had gained a reputation for shrewdness and square dealing. When the county fair was held in September he was on the spot, and in front of the little store which he made his headquarters there was always a line of horses hitched to the fence, which the owners had driven from different parts of the county to be sold or traded, according to the pleasure of Mr. Coombes. One day, as Coombes was leaning against his doorpost discussing the merits of a promising three-year-old with the enthusiastic owner of the animal, a wagon entered the inclosure in front of the shop and stopped at the door. A man covered with dust, with a red face and wilted appearance, jumped from the wagon and addressed Mr. Coombes:

"Well, I am glad to see you, Mr. Coombes. Business looks promising with you," looking around at the horses on the ground. "Perhaps I am not dusty and hot, and perhaps I don't think a deal of you to come twenty miles in this weather to make a trade with you. Just take a look at that off horse. He is a beauty, he is. There isn't another like him in the country, but the fact is he is too speedy for me. I want a horse that will go well with the other horse—something not too fast, something strong and steady."

Mr. Coombes showed much interest in the matter, and the farmer became more and more convinced that he had acted wisely in seeking his services. While they were talking he saw Mr. Coombes' eye rest in a dreamy way on a pair of horses that were hitched near the door. The instant he saw the object of Coombes' attention he exclaimed, "Gad, sir, I think we have struck the very horse I want, the off horse—that bay there. Look him over. If he is sound and kind he will do for me. I'll trade even. How does that strike you?"

"I don't know," answered Coombes doubtfully. "He is an especially fine animal."

"Well, I will throw in \$10. I will just step over to the fair grounds, and you can think it over."

Presently another man appeared, the owner of the "especially fine animal."

"Have you found what I want?" he asked. "I must be getting home again. Twenty miles before dark."

"Take a look at this horse," said Coombes pointing to the animal that the owner had called "too speedy." "He is just what you want. Fast, lightly built and a good match for your other horse."

The farmer looked at the horse, compared it with his own horse, had it hitched up and driven around the enclosure, and finally exclaimed: "First rate; is it an even trade?"

"Throw in \$10 and you can have him," answered Coombes.

"It's a bargain," said the farmer. He gave Coombes \$10, and leaving his "especially fine animal" he drove his other horse and its new mate down the dusty street. When he had traveled about a mile one of the horses cast a shoe and he was obliged to stop at a blacksmith's shop beside the road. While he was chatting with his old acquaintance, the blacksmith, and waiting for the shoeing to be completed, he saw a wagon stop at the door and an agitated voice exclaimed: "Neighbor, I want to know where you got that horse?" pointing to the newly acquired animal. The owner came out of the shop and answered with pride:

"He is a fine piece of horseflesh, ain't he? I made a trade with Coombes, I"—but he stopped abruptly, for his eye rested on the off horse in his neighbor's team, and he saw in it his lately discarded property.

The two men looked at each other. "How much did you pay to boot?" asked the man in the wagon.

"Ten dollars," answered the other; "and you?"

"Ten dollars."

They were neighbors; they lived a quarter of a mile from each other, and they drove home slowly, side by side, thinking, no doubt, of the long twenty miles over the dusty road, of the \$10 of each, and sometimes of Coombes.

## Not So Prosaic as It May Seem.

From the Merchants' Review.

It is a common assumption that the grocer's is the most prosaic calling, but while there is some truth in this view, yet if we consider the various sources of supply from which his stock is procured, a sort of romantic tinge is thrown about the business, at least it would appear so to persons of an imaginative cast of mind. All quarters of the globe pay tribute to the grocer's stock, and in the meanest, dirtiest little corner-grocery a vivid imagination can find fitter material from which to weave entrancing visions than in the most palatial establishment that can be found in any other branch of trade. There is little or no exaggeration in this. No other dealer draws supplies from so many climes as the grocer, and when the refiners melt down the raw sugar they cannot entirely purge away all the associations in the human mind that connect the staple with the place of its production; neither can the process of coffee-roasting dissipate the intangible aroma for which the bean is indebted to the sunny skies and fertile soil of South America or the East Indies. Therefore, the sight of the grocer's sugar barrel sets the vivid fancy at work to conjure up pictures of the idle life of opulent planters who dwell amid almost barbaric profusion in the sugar districts of Cuba, Nature's favored isle and otherwise known as the Queen of the Antilles. Similar pictures are easily summoned at will, showing the luxuriant vegetation, the bright foliage and gorgeous flowers of other sugar producing countries, including Brazil, the Hawaiian Islands, San Domingo, the Danish and British West Indies, etc., while more

sober coloring is required for the best districts of Continental Europe.

The grocer's supply of coffee may, but probable doesn't, include some genuine Mocha from Arabia (a land that has been a never-failing source of interest to the poets for centuries), and which has sailed from a Red Sea port, perhaps in the very track of the ancient Pharaoh's ill-fated host. But it is safe to say that Brazil has contributed to the stock, and perhaps Venezuela also, and the Blue Mountain district of Jamaica. This lot is surely from a South or Central American port, and has been transported thence in a vessel that sailed the very seas through which the great galleons plowed their way in the golden prime of the Spanish nation. Cocoa as well as coffee is carried over the Spanish Main, and the sight of the manufactured product evokes similar thoughts.

See yonder pile of cocoanuts. Almost as well defined as the sound of the ocean surges that a conch shell gives forth to the listening ear are the sights and sounds which fancy can conjure up from a glance at one of those hairy products of the cocoa palm. One sees a coral beach which the waves of a mighty ocean are ceaselessly but gently lapping; a profuse vegetation of the most brilliant verdancy; numerous gorgeously colored birds that flash in and out of spicy thickets, and in the foreground a row of stately palms that stretch their graceful, slender stems far into the zenith. Myriads of tiny insects, like living jewels, hum in the mild and balmy air, and over all stretches a canopy of azure, the tint of which is at once the delight and the despair of the artist visitor.

Words fail us to describe the association, connected with the various spices, or rather their places of origin, which an active fancy will quickly weave. Ceylon's isle, with its "spicy breezes," the Dutch East Indies and several South American districts are the principal sources of our spice supply, but who can fitly describe, within the limits of a short article, and from hearsay or book-knowledge, the beauties of Nature in those highly favored lands.

We are brought in touch with the relics of "the glory that was Greece and the grandeur that was Rome" by a study of the districts that produce the Zante currant and the Italian olive, olive oil, macaroni and other products, and in like manner the date and fig and the common prune suggest the Arabian Nights, Ali

Baba, Aladdin, and the reign of "good Haroun Alraschid;" we seem to hear the Muezzin call the faithful to prayer from the balcony of the mosque, and to see with our mind's eye the natural beauties of the Golden Horn.

Fine prunes, walnuts and almonds, as well as certain brands of olives and imported vegetables and fruits, carry us in fancy to the fair plains of France, and to many places old in story, upon which the cloudless skies of the southern provinces look down. But a few miles further and we are across the border of Spain, where almonds, also, grow, and where the raisin, the orange and the lemon are produced in great quantities. Like Italy, Spain is a land of romantic history, and her ancient triumphs yet shed a faint glory over the country.

While the grocery trade continues to depend upon such countries for supplies, something of a romantic color will continue to be thrown over the business and serve to rebut the charge that the grocer's calling is grossly material, as well as absolutely dull and uninteresting, except from a sordid point of view.

It will be necessary to take care of the floating debt of the Distilling and Cattle Feeding Company, it is alleged, and for this purpose the stockholders may be asked to make a contribution of at least \$10 per share.

## HIRTH, KRAUSE &amp; CO.

Headquarters for

Over Gaiters and Leggings

\$2.50 per dozen and Upwards.

Lamb Wool Soles in 3 grad s.

Duck and Sheepskin Slippers.

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



## THEY ALL SAY

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

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



## JOBS IN RUBBERS!

Just the thing for

- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

Address G. R. MAYHEW, Grand Rapids, Mich.

## INSIDE THE STORE.

## The Business Bringing Counter and the Trade Attracting Window.

Nathaniel C. Fowler in Keystone.

Every store has windows.  
Every store has counters.  
Every store has shelves.  
The windows, counters and shelves are receptacles for goods, and more:

They are places of display which cost the retailer nothing, for he must have them anyway.

The window, the counter and the shelf offer the greatest opportunities for profitable advertising, seldom overestimated, and almost always underestimated by the storekeeper.

A well-arranged show-window is a positive guarantee that the goods contained therein will be seen and appreciated by the passers-by.

The window is on the street, where everybody will see it, whether he wants to or not, and if it is dressed as it should be, the pedestrian will not only see it, but he will examine the contents of it.

There are two methods of window-dressing, both good, but one should never be used exclusively, for in the alternate use of both is the greatest profit.

The first method is that of the artistic and harmonious, the blending together of colors and shades, the goods simply taking the place of decorative paraphernalia.

Such a window, if properly lighted, is very impressive and is conducive to sales.

The second method consists of the display of goods, not really artistically arranged, and yet with more or less of a sacrifice of harmony and art—the presentation of the goods themselves more than the arrangement of them.

No artist would be particularly impressed, from an artistic standpoint, with a large packing-box in a window, with the name of the firm written thereupon in the shipping clerk's style of lettering, with a single shoe, a hammer, or bottle, or a piece of a tire, or an electric bell, or any other one thing on the top of the box, conspicuous for its insolation; and yet such a window display would, from its novelty, attract the attention of every passer-by, and that one article, common as it may be, would be studied and restudied, because it would stand by itself in the identity of its oneness.

A window display should never be a conglomeration of articles, unless such articles are used in the production of an artistic effect.

It is better to have two practical window displays and one artistic, than to have two artistic and one practical.

The object of the window is to sell goods, and art and everything else should be used to that end.

It is generally advisable to present one class of articles at a time, either by showing a single article or a great many of them.

While it is sometimes better to show similar articles of different prices, it is more frequently advisable to present articles all of the same price in the same window.

The article retailing for one dollar certainly will not make as good an appearance in a window if displayed with a similar article retailing for two dollars.

The one-dollar article will look well enough by itself, but by contrast with a superior article of the same class its rough lines are all the more prominent.

Common calico should not be shown with silk, because silk looks so much better than calico that the calico is likely to look cheaper than it really is.

A three-dollar shoe is generally a pretty good shoe, but alongside of a five-dollar shoe it looks as if worth less than it is.

Working exhibits are always profitable.

There isn't anything very original or very brilliant in placing a wagon in a window and arranging it so that the wheels are kept in motion, and yet the movement of the wheels will make every one stop, and if they stop to see the wheels go round they cannot help admiring the finish and construction of the vehicle.

Everybody knows how shoes are pegged and mended, and yet it is sometimes necessary for a policeman to disperse the crowd when a conventional shoemaker is in the old way mending shoes in a window.

The same shoemaker inside the store would not attract anybody's attention, but in the window everybody stops to look at him.

## Exemptions and Credit Extensions.

From the St. Louis Grocer.

A writer who signs himself "Radical," in THE MICHIGAN TRADESMAN of Sept. 26, has a very timely article on the exemption laws of that State. While he favors a reduction of the exemption in that State from \$1,500, as it exists under the present law, to \$1,000, which is reasonable and not abnormally high, yet he stoutly maintains that the matter of credits, bad debts, etc., is largely in the hands of the merchant himself, and that he is to blame for their accumulation on his books by reason of his soliciting the trade of irresponsible people, whose reliability he has not investigated. All this is very true, and the policy pursued by many merchants of extending indiscriminate credit should be stopped; but, on the other hand, it is absolutely impossible to do business on a cash basis in many localities, and in doing even a thirty-day credit business there are many men who, while they are strangers to the merchant of whom they ask credit, an investigation shows that they are possessed of sufficient property to justify the extension of the credit asked. The merchant takes it for granted that the man is honest, that he would not stoop so low as to take refuge behind the exemption wall; he does not pay his first bill on time, perhaps, but does pay it; he then continues to buy of the merchant, paying irregularly, who, lulled into fancied security from loss from this customer, allows him to get into debt for several months' bills, and then when an attempt is made to collect them the merchant is given a "stand-off," and, finally, told that he must not bother this delectable customer, and that he will pay when he gets ready. He never gets ready. The merchant then ascertains that he can collect nothing by suit, as the customer is protected by the exemption law, and another "dead-beat" has simply worked his game. These things happen too often, and the merchant has absolutely no protection.

It is the same way with regard to the wage-worker and the garnishment law. The great majority of wage-workers are honest men and pay their just obligations. For that very reason they are given credit by the merchants. When one is dishonest, and desires to pursue the tactics of a "dead-beat," it is an easy matter for him to do so, and the merchant has no redress, for, under our laws, the wages of a man of family cannot be garnished, and it is only the man of family who goes in debt to a merchant.

What the merchants of this State are asking is a reduction of the amount exempt under the law to a reasonable amount, and for a modification of the garnishment law so that one-fourth of a man's wages are subject to garnishment, leaving him the other three-fourths to do with as he chooses. These are not unreasonable or unjust requests that the merchants of Missouri make of the next General Assembly, and they merit the serious and favorable consideration of our legislators. If those laws are passed as desired by our merchants, it will not make them less vigilant in extending credits, but will give them, when caught by a "dead-beat," some show to secure their just dues by process of law, which they do not possess to-day.

A communication from a New York chemist on the subject of making sugar by electricity was read at a meeting last week in New Orleans of the Sugar Planters' Association. Samples of sugar were produced to show the value of the process, the writer making an argument that the saving would be very large. The electrical plan would crystallize sugar without the use of lime. The communication was not seriously considered.

## 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.

8) Double Pages, Registers 2,850 Invoices...\$2.00

## TRADESMAN COMPANY, Agents,

Grand Rapids, - - - Mich.

Established 1868

## H. M. Reynolds &amp; Son.

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

## Practical Roofers

In Felt, Composition and Gravel.

Cor. Louis and Campau Sts., Grand Rapids

## S. C. W.

The Leading Nickle Cigar

Made in this Market.

The Only Brand in the State (outside of Detroit)

Made by Improved Machinery.

This Cigar is made with Long Mixed

Filler, Single Connecticut Binder

and Sumatra Wrapper.

Sold at \$35 per 1,000

By the Manufacturer.

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

## Reeder Bros' Shoe Co.,

STATE AGENTS FOR

## The Lycoming Rubber Company,

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

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

## MICHIGAN CENTRAL

"T is 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 1 20 p.m.  
1 50 p.m. New York Express 6 00 p.m.  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit at 4:35 p.m., arriving at Grand Rapids 10:20 p.m.

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

## CHICAGO

Sept. 23, 1894.

## AND WEST MICHIGAN RY.

## GOING TO CHICAGO.

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

## RETURNING FROM CHICAGO.

Lv. Chicago 8:15am 5:00pm \*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 8:5pm  
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 Chicago 11:30pm. Arrive from Chicago 6:25.  
\*Every day. Others week days only.

## DETROIT,

Sept. 23, 1894

## LANSING &amp; 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 Rapids and Detroit. Parlor car to Saginaw on morning train.

Trains week days only.

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

## DETROIT, GRAND HAVEN &amp; MILWAUKEE Railway.

## EASTWARD.

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

## WESTWARD.

For Grand Haven and Intermediate Points ..... \*7:00 a. m.  
For Grand Haven and Muskegon ..... \*11:00 p. m.  
" " " Mil. and Chi. 4:55 p. m.  
\*Daily, except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a. m., 12:50 p. m., 4:35 p. m.  
Trains arrive from the west, 10:10 a. m., 3:15 p. m. and 9:10 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 &amp; Indiana.

## TRAINS GOING NORTH.

Leave going North.  
For Traverse City, Petoskey and Saginaw 7:40 a. m.  
For Traverse City and Mackinaw 11:25 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 2:15 p. m.  
For Fort Wayne and the East 2:15 p. m.  
For Cincinnati 5:40 p. m.  
For Kalamazoo and Chicago 11:40 p. m.

## Chicago via G. R. &amp; I. R. R.

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

## Muskegon, Grand Rapids &amp; Indiana.

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.

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## ECONOMY AND EXTRAVAGANCE.

Pay rolls are sometimes great sinners. In what they represent in dollars and what they indicate of work there is often a great gulf fixed. Perspiration and pay are not always on equal terms and what a man earns is not in every case what he gets. In short, the ethics of a pay roll are considerably mixed—in some cases extraordinarily so. There is an obscurity as to the why and the wherefore and a mystery about the arithmetic that no known rule can satisfactorily explain.

We have small feet in big salary boots and men with large pails at the udder of the cow whose rightful apportionment could be lost in a teacup. Of course, when too much goes to Thomas there is not enough for John. The apple is not cut in the middle and there is a vacancy under one vest and a camel's hump under another. This is very forcibly illustrated in some of our federal, state, county and municipal pay rolls. They are a paradox and a museum of curiosities.

Service and salary are antipodal. The less receives the most and the traditional mackerel is the common equivalent for an infant sprat.

In this transfer the unsuspecting taxpayer has to foot the bill. He is generally innocent of the game being played on his pocket and confidence and is always ready on the Fourth of July to risk a sore throat in glorifying his native institutions. He votes for the sheriff who kissed his baby and praised his dog and who will be equally ready to seize his cow when his taxes are too heavy a load for the breadth of his back. It is so with all the county, state or municipal officers who stand on his shoulders to secure the largest plums on the civic tree.

Meanwhile, he will dispute the weight of a load of coal or the size and value of an egg. If his shoes are soled or his horse shod he demands full return for his money and in purchasing a yard of cloth will put on his glasses to see that he has his rights to the eighth of an inch. He strains at a gnat and swallows a camel. He knows that many public officers get rich though they toil but little and pray far less. Their terms of office are short but fruitful and property holdings and bank checks are as easily secured as a bad cold could be in a damp bed or in thin shoes.

It is a surprise, considering the astuteness of the native American, that with the enormous and outrageous salaries and fees pertaining to nearly all branches of official service, his submission should be so complete and his passiveness in being skinned like an eel beyond reproach.

It may be congenial with patriotic pride to quote the liberal salaries and the princely perquisites of some officials, but it is somewhat humbling to discover that what we get for what we give is as ridiculous as a pea would be in company with a pumpkin. There can be no excuse for this flagrant and unlauded foolishness, unless it be that political bosses must have good things to give away to secure political ends.

We anticipate a time when Uncle Sam will make his choice as to the caterpillar or the cabbage and one of the most needed reforms in our public service will be a matter of national agitation. It has been well said that "high and unearned salaries are among the foremost abom-

inations of the period," and that is as true of private place as of public office.

In our efforts to economize and to reduce the burdens of taxation, it would be well to put the scissors in where the wool is thickest. A little of this practice in many departments of service in industrial as well as official abnormalities would be a wholesome reform. If more of this was practiced there would be less work done by the razor on the pay roll of labor. In a more just and equitable division of wages, with the work done as a basis of the pay roll, we have a reasonable redress of some very unmistakable wrongs, not a few of which are among the bottom causes of that grim shadow known as the labor problem.

It is one of the grave and menacing evils of the times that while men, justly or unjustly, are claiming more pay, that we have a growing class who are getting too much.

FRED WOODROW.

## The Political Economy of Sugar Refining.

From the American Grocer.

Newspapers which do not always take pains to inform themselves fully as to the facts, have had so much to say lately about the "inequity" of allowing any protective duty at all upon refined sugar, and so much has been said about the alleged enormous profits of the American Sugar Refining Company that it is well for a moment to go back to the economic principles involved.

It has become evident to students of our civilization that further industrial progress can be had only along the lines of large corporations; whether these corporations are large at the outset of their career, or whether they become large through additions to the original property, is a matter of detail merely. Advancement in civilization means, in manufacturing, two things: First—A decrease in the cost and price per unit; that is to say, per yard, or per nail, or what not. Second—A large increase in the output, so that the lower prices can be taken advantage of by the largest number of consumers.

It so happens that these conditions are exactly those necessary for the highest type of corporation. Large quantities of product at declining cost can be obtained only where large amounts of capital can be secured, and large numbers of men employed in buildings which allow the utmost advantage of such massing of employees, combined with the best machinery and mechanical appliances which can be brought to bear upon the methods of manufacturing. These essentials are to be found only in the cases of large corporations.

Admitting, then, that large corporations are essential to our advancing civilization, it becomes important to inquire why such companies have been met by opposition on the part of the consuming public. Something may be allowed for the conservatism which leads most people to dread a change of any sort; but more than all else, there has been a fear that large corporations, from their very nature, would be totally selfish, and would take for themselves and for their stockholders all the benefit of the additional profit which their cheaper methods of manufacture enabled them to gain; in other words, it is the abuse and not the use of corporate powers which alone should cause the public to dread the formation of companies or combinations.

In dealing with the subject of corporations three classes of persons are to be kept in mind: First—The corporation itself, comprising the stockholders. Second—A consuming public. Third—The men employed by the corporation itself in their respective capacities. We may welcome corporations whenever it can be shown that all these three classes share in the profits which the corporate form alone makes possible. Of course, there is no rule of division, and yet a test of something of this sort may be usually applied roughly.

Fifty years ago the price of raw sugar was about 10 cents per pound and refined

commanded 20 cents; twenty years ago raw sugar was selling for 8 cents and refined for 11 cents. In other words, fifty years ago the margin for refining was 10 cents per pound, which was reduced twenty years ago to 3 cents per pound, and is now about 1 cent per pound. This tremendous reduction in the cost of refining from 10 cents to 1 cent per pound in fifty years has been brought about by the use of large capital by the sugar men, who added their industry and talent towards inventing and working the immense refineries, by which alone this great reduction in cost was brought about.

Since the public have benefited by this enormous reduction in the price of sugar, it is proper that the talent and industry of the refiners should be rewarded by a liberal profit to themselves in the aggregate, though much smaller per pound. The public have gained much more in proportion than have the refiners, thus fulfilling one of the important conditions of our corporation problem. A man who gives his life and his talents to cheapening the cost of production of any article must be allowed a certain profit or he will not trouble himself about the matter. The public, therefore, should be selfishly anxious that everyone who cheapens the production of an important article should himself be made rich thereby. In this way only can we be assured of progress in the process of manufacture. If any one can reduce the cost of canned food or sugar, say one-half, the consumer ought to be willing that the inventor should make money by the new process. That reduction and more has taken place in the article named. In 1869 the declared export price of refined sugar was 15 cents per pound; in 1878 it had fallen to 10 1/5 cents; in 1893 to 4 7/10 cents, or little more than the cost of refining twenty-five years ago.

If we admit, then, further, that men like the Havemeyers, who have reduced the price of refined sugar to the consumer so that it is now but one-third of what it was fifty years ago, that such men ought to accumulate a fortune as a reward for such a great public service, it becomes a matter of no public consequence in what form that fortune is held. In corporations an increase in the value of the properties from any cause should properly be marked by an increase in the number of shares issued, so that the capitalization will correspond as nearly as may be to the increased value of the property. In short, the stock watering of which the American Sugar Refining Company is charged is in itself nothing but the capitalization of brains as well as money, and to this, as we have just said, they were by all the laws of good political economy entitled.

If an excessive profit is charged, it is certain that competition will sooner or later be established; perhaps a little slower than with smaller organizations, but when established the competition is all the fiercer. The truth of this is proven by the fact that since the formation of the Sugar Trust four new independent refineries have been built and are now in operation.

As to the charge that the Sugar Trust has been an oppressive monopoly, the best answer is found in the opinion of Judge Dallas, of the United States Circuit Court, delivered in March last, at Philadelphia, in the suit brought by the United States Government against the American Sugar Refining Company under the anti-trust law:

"There is no evidence whatever that the defendants have directly monopolized, or have attempted, combined or conspired to directly monopolize, any part of the trade or commerce among the several States or with foreign nations, or that they have contracted, combined or conspired in direct restraint of such trade or commerce. The utmost that can be said (and this, for the present purpose, may be assumed) is that they acquired control of the business of refining and selling sugar in the United States. But does this involve monopoly or restraint of foreign or inter-State commerce? We are clearly of an opinion that it does not."

If sugar refiners have reaped a profit while consumers have reaped a still

larger profit, both parties should be satisfied.

That sums up the economics of sugar refining.

## Sky-Rocket Clerks.

E. P. Van Harlingen in Dry Goods Reporter.

Merchants are often very short-sighted in judging of the ability of their clerks and commit the mistake of overlooking conscientious clerks who are steadily and earnestly working away conserving the best interests of the merchant, and giving their approval and encouragement to the superficial sky-rocket clerk who is bent only on making a good showing, whatever the cost may be. Among other things, the "sky-rocket" clerk seeks to show only the most attractive goods, the easy sellers. He scorns shopworn goods or those which have not caught on to popular favor because they take time to sell. The conscientious clerk, on the other hand, believes that he will best conserve his employer's interest by clearing out such goods as quickly as possible, even if it does take more time, and avoid having them become dead stock on his hands, necessitating a fearful sacrifice in price to get rid of them. He will not run the risk of offending a regular and good, but somewhat slow, customer by treating her in an impatient and hasty manner because others are waiting. He is long-sighted enough to seek to please and bring back every customer he waits on, even if the temporary showing be not so great. The "sky-rocket" clerk makes a rush for every customer coming to the department, unmindful of the rights and claims of other clerks. He is afraid to have her look around any length of time for fear some other clerk may get a sale in ahead of him, and therefore pounces upon her immediately, running the risk of offending by overdue haste. He is brilliant while he lasts, but he seldom lasts long.

## Perfecting Plans for the Annual Convention in December.

A well attended meeting of the committees appointed at the last meeting of Post E to superintend the annual convention in December was held at Elk's Hall last Saturday evening.

Jos. F. O. Reed was added to the Reception Committee, which was instructed to appoint floor managers for the ball.

M. H. N. Raymond declined to serve as chairman of the Hotel Committee, and Chairman Bradford appointed in his place Byron S. Davenport, replacing Mr. Davenport on the Transportation Committee by Dell Wright.

Fred Frost was given a place on the Committee on Badges, in place of Joe Reed.

The Committee on Transportation was instructed to have a special baggage wagon provided for the Saginaw delegation, with cushioned sides and bottom, so that the contents of the valises might not be broken.

It was decided to obtain 1,000 general badges and special badges for each committee.

It was, also, decided to procure a banner and adopt a rally cry, and C. L. Lawton, H. P. Winchester and Harry Gregory were appointed a committee to superintend both features.

C. L. Lawton was appointed marshal of the day.

Altogether, the work is moving along smoothly, with every probability of the entertainment features of the convention being conducted creditably to all concerned.

## From Out of Town.

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

W. R. Lawton, Berlin.  
Rice & Sherwood, West Bay City.  
R. D. McNaughton, Coopersville.  
A. Johnstone, Wheeler.  
M. L. DeBats, Bay City.  
E. A. Webb, Casnovia.  
M. M. Robson, Berlin.  
John Cazier, Conklin.  
W. R. McMurray, Ada.  
John H. Hoogstraet, Conklin.  
F. W. Pollock, Sand Lake.



## Drugs & Medicines.

### State Board of Pharmacy.

One Year—Ottmar Eberbach, Jan Arbor.  
Two Years—George Gundrum, Ionia.  
Three Years—C. A. Bugbee, Cheboygan.  
Four Years—S. E. Parkhill, Owosso.  
Five Years—F. W. R. Perry, Detroit.  
President—Fred W. R. Perry, Detroit.  
Secretary—Stanley E. Parkhill, 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.

### FEATURES OF PHARMACY.

At present the pharmaceutical profession is passing through a momentous crisis. Precipitated largely by the financial disturbance of over twelve months ago, many other factors have added to its gravity, until to-day many tremble on the brink of financial ruin, while the more fortunate ones are casting about for new expedients whereby to replace the profits which have gradually been absorbed by other interests.

A careful consideration of this matter strongly suggests that pharmacists themselves are largely responsible for the strained conditions they now suffer. This is evident from the fact that those who foresaw the present danger and managed their affairs along unthreatened lines of legitimate profit are now enjoying a patronage that many others envy, and a confidence that gives promise of great prosperity when trade again fully revives.

Druggists, it seems, have been too stubborn or tardy in readjusting themselves to the new circumstances and conditions that are the constant outgrowths of human progress. They would rather adjust those circumstances to their present conditions; and those who have studied like efforts in the past know full well that, however promising they may at first seem, they are always attended in the end by dismal failure. Many druggists seem to forget that they are not exceptions to the most exacting laws of nature; the survival of the fittest and the crowning with success of the best effort put forth by man hold true with druggists as well as with every other class of mortals. If a dry goods store sells patent medicines and nostrums for less money than druggists can afford to charge therefor, then it is the fitter place to patronize for such preparations. If a connoisseur has a larger and more elegant line of perfumes and toilet articles than druggists can carry, then he is the more deserving of success, and it is but fair that trade should go to him. If physicians lose confidence in druggists, and tell patients that the latter are not to be relied upon, dispensing their own medicines, then the druggists themselves are alone to be blamed for not having taken more active steps to encourage the confidence of the physicians and to maintain the currency of standard pharmaceutical preparations.

There is no great, greedy octopus sucking the lifeblood of the pharmaceutical profession. There is no mysterious, potent something conspiring against the druggist's interests. But there are rugged conditions and not theories that confront us, and such superstitious cant is utterly unworthy of enlightened beings. If the drug business of the past is not the drug business of the present and cannot be the drug business of the future,

then it has outlived its usefulness, and those who would still cling to the sinking wreck must share its inevitable fate. We must adjust ourselves to new and ever-changing conditions, just as the sand on the seashore ever shifts and changes with the great throbs of the mighty deep. We cannot hope to stand against the laws of nature and progress, for they have ever withstood all opposition and all conflicting powers.

In striving to make pharmacy a success, it is well to consider how other professions succeed. Does the successful physician migrate from the college to the office, and then ever after sit there with a sanctified "pity-me-and-come" expression on his countenance, and wait for patients with gold to flock to him? The prominent lawyers—are they always those who vegetate in their offices and read Blackstone from morn to eve? Are the most popular ministers of the gospel always at the desk or behind the pulpit? Never! Energy, personality, affability, wit, shrewdness, and a generous public spirit are the strong characteristics that have inspired their success.

Druggists make the greatest possible mistake when they neglect to make new friends on all occasions, and to renew and strengthen at all times the ties that bind them to old acquaintances. Whenever a druggist becomes too intelligent, dignified or exalted to make friends of those who enrich him with their pennies or dollars, then he had better close up shop and join the ranks of the obsolete and useless, for, if he does not do this voluntarily, public opinion will soon force him out of business and make of him an utter failure. Many druggists seem to think that by appearing sociable and pleasant to customers they are "unbending," or showing too much favor to the "lower classes," or exhibiting too much of a "democratic spirit." I have been in stores where the proprietors exhibited a haughty, overbearing demeanor toward customers in their presence, and after they were gone would refer to them in terms similar to "cheap guys," "fools" and "chumps." How such treatment must encourage customers to return to the same store! Of course, they never openly affront people, and are always "as pleasant as possible under the circumstances," but their entire demeanor betrays a "polite-but-necessary spirit," and they seldom take the kind, sincere interest in their patrons that pleases and impresses people and secures their patronage on all occasions.

Besides this, many druggists often injure themselves by a fondness for parading their "smartness" before physicians, and by differing with them on all occasions. Not infrequently physicians are aggrieved in a manner well calculated to discourage the patience of a job when druggists come to them with odious comparisons and long-winded explanations about "fatal mistake," "careless writing," "incompatibility," "faulty terminology," and "not to be refilled." There are two ways of making explanations and correcting physicians' mistakes: the one is a gentlemanly, polite way that no one resents, and the other is a gross, overbearing way, to tolerate which stamps a man a dolt.

Many of the men who are having so much to say about "hard times" and the unfairness of competition can be included in the foregoing classes. Many may think this view exaggerated or pessimistic,

but a comparison of the successful and popular with the unsuccessful drug stores in any community will sadly emphasize it as just.

But criticism comes easy. It is better to point out the good than to find fault with the wrong. I personally know many druggists who have said scarcely a word about "hard times" during the whole past year. One in particular I have always esteemed as an ideal pharmacist. His mode of doing business might interest many readers. For him the "cutter" has no terrors, and physicians send prescriptions to him for miles around, because they have absolute confidence in his honesty and skill. This prestige is not due to his age nor to his "stand-in" with the "old crowd," for it is not many years since he was "the despised of all others" in the store where he filled the position of "boy." He took such a deep interest in his work and learned so rapidly that he became a registered pharmacist in an agreeably short space of time. Then, in a few years, through his friends, he interested sufficient capital to start himself in the business he has made so great a success. This druggist takes the physicians into his confidence. He constantly recommends to them, and discusses with them, the official pharmacopoeial preparations, but makes them feel that even if they do not prescribe these there is no possibility with him of "substitution" in prescriptions, nor of any other questionable practice that causes ill-feeling between the physician and the druggist. But while he never substitutes, yet he dispenses very few proprietary or non-secret preparations. When he sees that a physician frequently prescribes a certain preparation, he at once investigates that preparation, and, after satisfactory experiments, manufactures something that fully represents all the active principles and medicinal agents contained in it. Then he goes to the physician and tells him that he manufactures, with great care, at his own laboratory, a product that represents all the active principles contained in the other compound. He tells him of the exact ingredients, and the mode of preparation, and asks him to prescribe it in the future provided he feels satisfied of its merits. It is very seldom that he does not make a success of his own preparations. While, of course, he does not attempt the more complex compounds, yet the market is flooded with products that he can manufacture with success as well as any other person.

This druggist prepares his own patent medicines; and, what is more, he sells his own make. He does not have them made in his name, but makes them himself. He does not clip his formulas from drug journals, nor does he go on what other preparations are "said to contain." He prepares his sarsaparilla, cough syrup and other compounds upon a scientific basis, and uses only the purest drugs in their manufacture. He sells the ordinary patents in the market at cost, but gets full prices for his own preparations, and sells them in nine cases out of ten where others are called for. If people insist on buying patents, he can conscientiously tell them that his medicines have great merit, and his word has great influence in selling his own preparations.

I believe that pharmacy in the future must find life in a plan of this kind. The days of excessive profits on ordinary ar-

ticles are past. Pharmacists must assume more of the dignity of their profession, and not depend so much on ordinary barter for profit as on their higher qualifications and ability to work hand in hand with the gentlemen of the medical profession.

Pharmacy is not degenerating, and never will degenerate. It is simply undergoing certain vital changes, ridding itself of certain undesirable features, and reasserting itself in a manner that will leave it a purer and more honorable vocation than it has ever been.

ALBERT N. DOERSCHUK, PH. G.

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	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.

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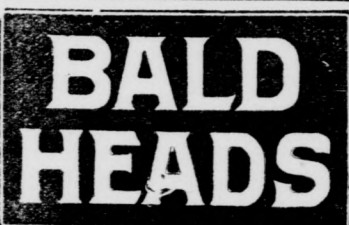
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and face with those who can call at my office or  
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not glossy, or the pores of the scalp not closed.  
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there is no cure. Call and be examined free of  
charge. If you cannot call write to me. State  
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Advanced—Oil Anise, Oil Cassia, Linseed Oil, Turpentine. Declined—Balsam Flr, Gum Camphor, Alcohol.

ACIDUM.		CUBEBAE.	
Aceticum	82 10	Cubebae (po 25)	20 25
Benzofcum German.	65 70	Juniperus	82 10
Boricum	15 15	Xanthoxylum	25 30
Carbolicum	20 20	BALSAMUM.	
Citricum	42 45	Copaiba	45 50
Hydrochloric	32 35	Peru	42 45
Nitrochloric	10 12	Terabin. Canada	45 50
Oxalicum	10 12	Tolutan	35 40
Phosphoricum dil.	20 20	CORTEX.	
Salicylicum	1 25 60	Abies, Canadian	18 18
Sulphuricum	1 1 5	Cassia	12 12
Tannicum	1 40 60	Cinchona Flava	18 18
Tartaricum	30 33	Eunonymus atropurp.	30 30
AMMONIA.		Myrica Cerifera, po	20 20
Aqua, 16 deg.	4 6	Prunus Virgin.	10 10
" 20 deg.	6 8	Quillaja, grd.	12 12
Carbonas	13 14	Sassafras	12 12
Chloridum	12 14	Ulmus Po (Ground 15)	15 15
ANILINE.		EXTRACTUM.	
Black	2 00 25	Glycyrrhiza Glabra	24 25
Brown	80 100	" po	33 35
Red	45 50	Haematox, 15 lb. box	11 12
Yellow	2 50 30	" 18	13 14
BACCAR.		" 1/4	14 15
Cubebae (po 25)	20 25	" 1/2	16 17
Juniperus	82 10	FERRU.	
Xanthoxylum	25 30	Carbonate Precip.	2 15
BALSAMUM.		Citrate and Quinia	23 50
Copaiba	45 50	Citrate Soluble	2 80
Peru	42 45	Ferrocyanidum Sol.	2 50
Terabin. Canada	45 50	Solnt Chloride	2 15
Tolutan	35 40	Sulphate, com'l	9 2
CORTEX.		" pure	2 7
Abies, Canadian	18 18	FLORA.	
Cassia	12 12	Arnica	12 14
Cinchona Flava	18 18	Anthemis	30 35
Eunonymus atropurp.	30 30	Matricaria	50 65
Myrica Cerifera, po	20 20	FOLIA.	
Prunus Virgin.	10 10	Barosma	14 30
Quillaja, grd.	12 12	Cassia Acutifol, Tin-	
Sassafras	12 12	nivelly	25 28
Ulmus Po (Ground 15)	15 15	" Alx.	35 50
EXTRACTUM.		Salvia officinalis, 1/4	
Glycyrrhiza Glabra	24 25	and 1/2	15 25
" po	33 35	Ura Ural	8 10
Haematox, 15 lb. box	11 12	GUMMI.	
" 18	13 14	Acacia, 1st picked	2 60
" 1/4	14 15	" 2d	2 40
" 1/2	16 17	" 3d	2 30
FERRU.		" sifted sort	2 20
Carbonate Precip.	2 15	" po	60 80
Citrate and Quinia	23 50	Aloe, Barb. (po 60)	50 60
Citrate Soluble	2 80	" Cape, (po 20)	2 12
Ferrocyanidum Sol.	2 50	Socotri, (po 60)	2 50
Solnt Chloride	2 15	Catechu, 1/4, 1/2, 1/4	
Sulphate, com'l	9 2	16)	55 60
" pure	2 7	Ammoniac	28 30
FLORA.		Asafoetida, (po 3)	50 55
Arnica	12 14	Benzoinum	40 55
Anthemis	30 35	Camphora	40 55
Matricaria	50 65	Euphorbium po	35 40
FOLIA.		Galbanum	22 30
Barosma	14 30	Gamboge, po	70 75
Cassia Acutifol, Tin-		Gualacum, (po 35)	2 30
nivelly	25 28	Kino, (po 1 75)	2 15
" Alx.	35 50	Mastic	2 80
Salvia officinalis, 1/4		Myrrh, (po 45)	2 40
and 1/2	15 25	Opit (po 3 10 23 40)	2 30 42
Ura Ural	8 10	Shellac	35 42
GUMMI.		" bleached	33 35
Acacia, 1st picked	2 60	Tragacanth	40 100
" 2d	2 40	HERBA—In ounce packages.	
" 3d	2 30	Absinthium	25 25
" sifted sort	2 20	Eupatorium	20 20
" po	60 80	Lobelia	23 23
Aloe, Barb. (po 60)	50 60	Majorum	23 23
" Cape, (po 20)	2 12	Mentha Piperita	23 23
Socotri, (po 60)	2 50	" Vir	25 25
Catechu, 1/4, 1/2, 1/4		Rue	30 30
16)	55 60	Tanacetum V	22 22
Ammoniac	28 30	Thymus, V	25 25
Asafoetida, (po 3)	50 55	MAGNESIA.	
Benzoinum	40 55	Calcined, Pat	55 60
Camphora	40 55	Carbonate, Pat	20 22
Euphorbium po	35 40	Carbonate, K. & M.	20 22
Galbanum	22 30	Carbonate, Jennings	35 36
Gamboge, po	70 75	OLEUM.	
Gualacum, (po 35)	2 30	Absinthium	2 50 30 00
Kino, (po 1 75)	2 15	Amygdalae, Dulc.	30 50
Mastic	2 80	Amygdalae, Amarae	8 00 28 25
Myrrh, (po 45)	2 40	Anisi	2 65 22 80
Opit (po 3 10 23 40)	2 30 42	Aurant Cortex	1 80 22 00
Shellac	35 42	Bergamit	3 00 23 20
" bleached	33 35	Cajuputi	60 65
Tragacanth	40 100	Caryophylli	75 80
HERBA—In ounce packages.		Cedar	21 60
Absinthium	25 25	Chenopodium	75 80
Eupatorium	20 20	Cinnamoni	1 60 21 76
Lobelia	23 23	Citronella	45 45
Majorum	23 23	Conium Mac.	35 65
Mentha Piperita	23 23	opaiba	90 90
" Vir	25 25	SYRUPS.	
Rue	30 30	Accacia	50 50
Tanacetum V	22 22	Zingiber	50 50
Thymus, V	25 25	Ipecac	50 50
MAGNESIA.		Ferri Iod.	50 50
Calcined, Pat	55 60	Aurant Cortex	50 50
Carbonate, Pat	20 22	Rhel Arom.	50 50
Carbonate, K. & M.	20 22	Similax Officinalis	50 50
Carbonate, Jennings	35 36	Senega	50 50
OLEUM.		Scilla	50 50
Absinthium	2 50 30 00	" Co.	50 50
Amygdalae, Dulc.	30 50	Toustan	50 50
Amygdalae, Amarae	8 00 28 25	Prunus virg.	50 50
Anisi	2 65 22 80	TINCTURES.	
Aurant Cortex	1 80 22 00	Aconitum Napellis R	50 50
Bergamit	3 00 23 20	" F	50 50
Cajuputi	60 65	Aloes	50 50
Caryophylli	75 80	" and myrrh	50 50
Cedar	21 60	Arnica	50 50
Chenopodium	75 80	Asafoetida	50 50
Cinnamoni	1 60 21 76	Atrope Belladonna	50 50
Citronella	45 45	Benzoin	50 50
Conium Mac.	35 65	" Co.	50 50
opaiba	90 90	Sanguinaria	50 50

Morphia, S. P. & W.	1 95 22 20	Selditz Mixture	2 20	Linseed, boiled	59 62
S. N. Y. Q. &	1 85 22 10	Sinapis	2 18	Neat's Foot, winter	65 70
C. Co.	1 85 22 10	" opt.	2 30	strained	34 40
Moschus Canton	2 40	Snuff, Maccaboy, De	2 35	Spirits Turpentine	34 40
Myristica, No 1	65 70	Voes	2 35	PAINTS.	
Nux Vomica, (po 30)	15 18	Snuff, Scotch, De Voes	2 35	Red Venetian	1 1/4 20 3
Co.	15 18	Soda Boras, (po 11)	10 11	Ochre, yellow Mars	1 1/4 20 4
Pepsin Saac, H. & P. D.	2 00	Soda et Potass Tart.	24 25	" Ber	1 1/4 20 3
Piels Liq, N. C., 1/2 gal	2 00	Soda Carb.	1 1/2 2	Putty, commercial	2 1/4 24 23
doz	2 00	Soda, Bl Carb.	2 5	" strictly pure	2 1/4 24 23
Piels Liq, quarts	2 00	Soda, Ash	3 1/2 4	Vermilion Prime Amer-	13 21 6
" pints	2 00	Soda, Sulphas	2 2	ican	65 70
Pil Hydrag, (po 80)	2 50	Spts. Ether Co	50 55	Vermilion, English	13 21 6
Piper Nigra, (po 22)	2 1	" Myrcia Dom	2 2 00	Green, Peninsular	13 21 6
Piper Alba, (po 5)	2 1	" Myrcia Imp.	2 2 50	Lead, red	6 2 1/4
Pilx Burgun	2 7	" Vinl Rect. bbl.	2 49 22 59	" white	6 2 1/4
Pulmli Acet	12 13	Less 5c gal, cash ten days		Whiting, white Span	2 70
Pulvis Ipecac et opil.	1 10 21 20	Strychnia Crystal	1 40 21 45	Whiting, Gilders	2 96
Pyrethrum, boxes	2 1 25	Sulphur, Subl.	2 1/2 3	White, Paris American	1
" P. D. Co, doz	2 1 25	" Roll	2 2 1/2	Whiting, Paris Eng.	1 46
Pyrethrum, pv	20 30	Tamarinds	8 10	Universal Prepared	1 00 21 15
Quassia	8 10	Terebenth Venice	28 30	Swiss Villa Prepared	1 00 21 15
Quinia, S. P. & W.	34 39 34	Theobromae	45 48	Paints	1 00 21 20
" S. German	27 37	Vanilla	9 00 21 00	VARNISHES.	
Rubia Tinctum	12 14	Zinc Sulph	7 8	No. 1 Turp Coach	1 10 21 20
Saccharum Lactis pv	13 14	OILS.		Extra Turp	100 21 70
Salicin	2 10 22 50	Whale, winter	70 70	Coach Body	2 75 23 00
Sanguis Draconis	40 50	Lard, extra	30 35	No. 1 Turp Furn	1 00 21 10
Sapo, W.	12 14	Lard, No. 1	42 45	Extra Turp Damar	1 53 21 60
" M	10 12	Linseed, pure raw	53 53	Japan Dryer, No. 1	70 21 75
" G	2 15			Turp	70 21 75

# QUINTETTE

The Best 5 Cent Cigar in the Market.



Manufactured for and Sold only by

**HAZELTINE & PERKINS DRUG CO.,**  
GRAND RAPIDS, MICH.

## GROCERY PRICE CURRENT.

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

<div>AXLE GREASE. doz gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 5 50 Frazer's 75 9 00 Mica 65 7 50 Paragon 55 6 00</div> <div>BAKING POWDER. Acme. 1 lb. cans 3 doz 45 1 lb. 1 75 Bulk 10 Arctic. 1/2 cans 6 doz case 55 1/2 doz 4 doz 2 00 1 lb 1 doz 9 00 Cream Flake. 3 oz 6 doz 45 4 oz 4 doz 60 4 oz 4 doz 80 4 oz 4 doz 1 20 1 lb 2 doz 2 00 1 lb 1 doz 9 00 Red Star, 1/2 b cans 75 1/2 b 1 40 Telfer's, 1/2 lb. cans, doz 45 1 lb. 1 50 Our Leader, 1/2 b cans 45 1/2 lb cans 75 1 lb cans 1 50</div> <div>BATH BRICK. 2 dozen in case. English 90 Bristol 80 Domestic 70</div> <div>BLUING. Gross Arctic, 4 oz ovals 3 60 " 8 oz 6 75 " pints, round 9 00 " No. 2, sifting box 2 75 " No. 3, 4 00 " No. 5, 5 00 " 1 oz ball 3 60 Mexican Liquid, 4 oz. 3 60 " 8 oz. 6 80</div> <div>BROOMS. No. 2 Hurl 1 00 No. 1 2 00 No. 2 Carpet 2 15 No. 1 2 50 Parlor Gem 2 50 Common White 85 Fancy 1 00 Warehouse 2 85</div> <div>BRUSHES. Stove, No. 1 1 25 " 10 1 50 " 15 1 75 Rice Root Scrub, 2 row 85 Rice Root Scrub, 3 row 1 25 Palmetto, goose 1 50</div> <div>CANDLES. Hotel, 40 lb. boxes 10 Star, 40 9 Paraffine 10 Wicking 24</div> <div>CANNED GOODS. Fish. Little Neck, 1 lb. 1 30 " 2 lb. 1 90 Clam Chowder. Standard, 3 lb. 2 25 Cove Oysters. Standard, 1 lb. 75 2 lb. 1 35 Lobsters. Star, 1 lb. 2 45 " 2 lb. 3 50 Picnic, 1 lb. 2 90 " 2 lb. 2 90 Mackerel. Standard, 1 lb. 1 10 " 2 lb. 2 10 Mustard, 2 lb. 2 25 Tomato Sauce, 2 lb. 2 25 Soused, 2 lb. 2 25 Salm. Columbia River, flat 1 65 Alaska, Red 1 25 " pink 1 10 Kinney's, flats 1 95</div> <div>Sardines. American 4 1/2 5 " 4 1/2 6 1/2 7 Imported 4 1/2 7 " 10 15 16 Mustard 1/2 6 27 Boneless 21 Trout. Brook 3 lb. 2 50 Fruits. Apples. 3 lb. standard 1 20 York State, gallons 4 00 Hamburg, 1 20</div>	<div>Apricots. Live oak 1 40 Santa Cruz 1 40 Lusk's 1 50 Overland 1 40 Blackberries. F. &amp; W. 90 Cherries. Red 1 10 21 25 Pitted Hamburg 1 50 White 1 25 Erie 1 25 Damsons, Egg Plums and Green 1 10 Gages. Erie 1 10 California 1 25 Gooseberries. Common 1 25 Peaches. Pie 1 10 Maxwell 1 50 Shepard's 1 75 California 1 60 21 75 Monitor 1 50 Oxford 1 25 Pears. Domestic 1 25 Riverside 1 75 Pineapples. Common 1 00 21 30 Johnson's sliced 2 50 " grated 2 75 Booth's sliced 2 75 " grated 2 75 Quinces. Common 1 10 Raspberries. Red 1 10 Black Hamburg 1 40 Erie black 1 25 Strawberries. Lawrence 1 25 Hamburg 1 25 Erie 1 20 Terrapin 1 05 Whortleberries. Blueberries 85 Meats. Corned beef Libby's 2 30 Roast beef Armour's 2 10 Potted ham, 1/2 lb. 25 " 1/4 lb. 70 " tongue, 1/2 lb. 1 35 " 1/4 lb. 75 " chicken, 1/2 lb. 95 Vegetables. Beans. Hamburg stringless 1 15 " French style 2 00 " Lima 1 35 Lima, green 1 25 " soaked 70 Lewis Boston Baked 1 35 Bay State Baked 1 25 World's Fair Baked 1 25 Picnic Baked 1 00 Corn. Hamburg 1 25 Livingston Eden 1 30 Purity 1 40 Honey Dew 1 40 Morning Glory 75 Soaked 75 Hamburg marofat 1 30 " early June 1 50 " Champion Eng. 1 40 " petit pois 1 40 " fancy sifted 1 90 Soaked 65 Harris standard 75 VanCamp's marofat 1 10 " early June 1 30 Archer's Early Blossom 1 25 French 2 15 Mushrooms. 1 20 21 Pumpkin. 75 Erie 75 Hubbard 1 15 Succotash 1 40 Hamburg 1 30 Honey Dew 1 50 Erie 1 35 Tomatoes 90 Hancock 90 Excelsior 1 30 Eclipse 1 30 Hamburg 1 30 Gallon 3 00</div> <div>CHOCOLATE. Baker's 23 German Sweet 37 Premium 43 Breakfast Cocoa 43</div> <div>CHEESE. Amboy 11 1/2 Acme 11 1/2 Lenawee 11 1/2 Riverside 11 1/2 Gold Medal 10 1/2 skm 8 1/2 Brick 12 Edam 1 00 Lelden 21 Lumberger 2 15 Pineapple 2 24 Roquefort 2 35 Sap Sago 2 30 Schweitzer, Imported 2 23 " domestic 2 13</div>	<div>CATSUP. Blue Label Brand. Half pint, 25 bottles 2 75 Pint 4 50 Quart 1 doz bottles 3 50 Triumph Brand. Half pint, per doz 1 35 Pint, 25 bottles 4 50 Quart, per doz 3 75</div> <div>CLOTHES PINS. 5 gross boxes 40 45</div> <div>COCOA SHELLS. 35 lb bags 23 Less quantity 23 1/2 Pound packages 6 1/2 27</div> <div>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 Maracabo. Prime 23 Milled 24 Java. Interior 25 Private Growth 27 Mandehling 28 Mocha 28 Arabian 28 Roasted. To ascertain cost of roasted coffee, add 1/2 c. per lb. for roasting and 15 c. per lb. for shrinkage. McLaughlin's XXXX 50 85 Bunola 20 36 Lion, 60 or 100 lb. case 30 80 Extract. Valley City 1/2 gross 75 Felix 1 15 Hummel's, foll. gross 1 65 " tin 2 85</div> <div>CHICORY. Bulk 5 Red 7</div> <div>CLOTHES LINES. Cotton, 40 ft. per doz 1 25 " 50 ft. 1 40 " 60 ft. 1 60 " 70 ft. 1 75 " 80 ft. 1 90 Jute 60 ft. 85 72 ft. 1 00</div> <div>CREDIT CHECKS. 500, any one denom'n 83 00 1000, 100 5 00 2000, 200 8 00 Steel punch 75</div> <div>CONDENSED MILK. 4 doz. in case. 40 N.Y. Condensed Milk Co's brands Gall Borden Eagle 7 40 Crown 6 25 Daisy 5 75 Champion 4 25 Magnolia 4 25 Dime 3 35</div> <div>Peerless Evaporated Cream 36 1-lb cartons 6 25 lb. boxes, bulk 5 50 b. boxes, bulk 4 1/2 Sultana Raisins. 1 lb. cartons 11</div>	<div>Michigan Condensed Milk Co. First Prize BRAND CONDENSED MILK MICHIGAN CONDENSED MILK CO. LANSING MICH.</div> <div>First Prize 86 50 Darling 5 00 Standard 4 50 Leader 3 60</div> <div>CRACKERS. Butter. Seymour XXX 5 Seymour XXX, cartoon 5 1/2 Family XXX 5 Family XXX, cartoon 5 1/2 Salted XXX 5 Salted XXX, cartoon 5 1/2 Kenosha 7 1/2 Boston 7 Butter biscuit 6 Soda 5 1/2 Soda, XXX 5 1/2 Soda, City 7 1/2 Soda, Dutchess 8 1/2 Crystal Wafer 10 1/2 Long Island Wafers 11 Oyster 5 1/2 S. Oyster XXX 5 1/2 City Oyster XXX 5 1/2 Farina Oyster 6 Strictly pure 30 Telfer's Absolute 30 Grocers 15 25</div> <div>DRIED FRUITS. Domestic. Apples. Sundried, sliced in bbls. 5 " quartered 5 1/2 Evaporated, 50 lb. boxes 7 Apricots 10 California in bags 10 Evaporated in boxes 3 20 Blackberries. In boxes 10 Nectarines 10 70 lb. bags 10 25 lb. boxes 10 Peaches 10 Peeled, in boxes 10 Cal. evap. 10 In bags 10 Pears 10 California in bags 10 Pitted Cherries 10 Barrels 10 50 lb. boxes 10 25 " 10 Prunelles 10 Raspberries 10 In barrels 10 50 lb. boxes 10 25 lb. 10 Raisins 10 Loose Muscatels in Boxes 10 2 crown 10 3 " 10 Loose Muscatels in Bags 10 2 crown 10 3 " 10 Foreign. Currants. Patras, bbls 3 Vostizzas, 56 lb. cases 3 1/2</div> <div>Loose Muscatels in Boxes. 2 crown 10 3 " 10 Loose Muscatels in Bags. 2 crown 10 3 " 10 Foreign. Currants. Patras, bbls 3 Vostizzas, 56 lb. cases 3 1/2</div> <div>Foreign. Currants. 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## PICKLES.

Medium.	
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, Amboyana.	32
" Zanzibar.	11 1/4
Mace Batavia.	80
Nutmegs, fancy.	75
" No. 1.	70
" No. 2.	60
Pepper, Singapore, black.	10
" white.	20
" shot.	16
Pure Ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
" and Saigon.	25
" Saigon.	35
Cloves, Amboyana.	32
" Zanzibar.	18
Ginger, African.	20
" Cochina.	20
" Jamaica.	22
Mace Batavia.	65
Mustard, Eng. and Trieste.	22
" Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
" white.	24
" Cayenne.	30
Sage.	30
" Absolute in Packages.	1/2 1/2
Allspice.	84 1 55
Cinnamon.	84 1 55
Cloves.	84 1 55
Ginger, Jamaica.	84 1 55
" African.	84 1 55
Mustard.	84 1 55
Pepper.	84 1 55
Sage.	84

## SAL SODA.

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

## SEEDS.

Anise.	21 55
Canary, Smyrna.	4 1/4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	5 1/2
Mixed Bird.	4
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

## STARCH.

Corn.	
20-lb boxes.	5 1/4
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.	
Cases, 243 lb. boxes.	\$1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 65 lb "	3 75
" 30 lb "	3 50
Butter, 56 lb bags.	65
" 20 1/2 lb bags.	3 50
" 20 lb bbls.	2 50
" 24 lb "	2 25
Worcester.	
115 2 1/2 lb sacks.	\$4 00
60 5-lb "	3 75
30 10-lb "	3 50
22 14-lb "	3 30
320 lb bbl.	2 50
8 lb sacks.	32 1/2
" linen sacks.	60
Common Grades.	
100 3-lb. sacks.	\$2 10
60 5-lb. "	1 90
28 10-lb. sacks.	1 75
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb. "	16
Ashton.	
56 lb. dairy 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 30 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 2 50 "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

## SOAP.

Laundry.	
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb.	3 20
Good Cheer, 60 1-lb.	3 30
White Borax, 100 1/2 lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 6 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 85
5 box lots, delivered.	3 95
10 box lots, delivered.	3 75
Jas. S. Kirk & Co.'s Brands.	
American Family, wrp d.	43 33
" plain.	2 27
N. K. Fairbank & Co.'s Brands.	
Santa Claus.	4 00
Brown, 60 bars.	2 40
" 80 bars.	3 25
Lautz Bros. & Co.'s Brands.	
Acme.	3 75
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00
Thompson & Chute Co.'s Brands.	



Silver.	3 65
Mono.	3 30
Savon Improved.	2 50
Sunflower.	2 80
Golden.	3 25
Economical.	2 25
Passolt's Atlas Brand.	
Single box.	3 65
5 box lots.	3 60
10 box lots.	3 50
25 box lots del.	3 40

## Scouring.

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

## SUGAR.

Below are given New York prices on sugars to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.	85 18
Cut Leaf.	5 18
Cubes.	4 87
Powdered.	4 87
XXXX Powdered.	5 12
Granulated.	4 56
Fine Granulated.	4 56
Extra Fine Granulated.	4 69
Mould A.	4 51
Diamond Confee. A.	4 42
Confee Standard A.	4 31
No. 1.	4 31
No. 2.	4 31
No. 3.	4 31
No. 4.	4 25
No. 5.	4 12
No. 6.	4 10
No. 7.	3 94
No. 8.	3 81
No. 9.	3 75
No. 10.	3 69
No. 11.	3 62
No. 12.	3 53
No. 13.	3 50
No. 14.	3 44

## SYRUPS.

Corn.	
Barrels.	32
Half bbls.	24
Pure Cane.	
Fair.	19
Good.	25
Choice.	30

## TABLE SAUCES.

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

## TEAS.

JAPAN—Regular.	
Fair.	217
Good.	230
Choice.	24
Choicest.	32
Dust.	10
SUN CURED.	
Fair.	217
Good.	230
Choice.	24
Choicest.	32
Dust.	10
BASKET FIRED.	
Fair.	18
Choice.	25
Choicest.	35
Extra choice, wire leaf.	40
GUNPOWDER.	
Common to fair.	25
Extra fine to finest.	50
Choicest fancy.	75
Colong.	23
Common to fair.	23
Superior to fine.	30
YOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
ENGLISH BREAKFAST.	
Fair.	18
Choice.	24
Best.	40

## TOBACCO.

Fine Cut.	
P. Lorillard & Co.'s Brands.	
Sweet Russet.	30
Tiger.	30
D. Scotten & Co.'s Brands.	
Hiawatha.	60
Cuba.	32
Rocket.	30
Spaulding & Merrick's Brands.	30
Sterling.	30
Private Brands.	
Bazoo.	20
Can Can.	20
Nellie Bly.	24
Uncle Ben.	24
McGinty.	27
" 1/2 bbls.	25
Columbia.	24
Columbia, drums.	23
Bang Up.	20
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
Finner's Brands.	
Old Honesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Climax (8 oz., 41c).	39
Green Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	24
Wilson & McCauley's Brands.	
Gold Rope.	43
Happy Thought.	32
Messmate.	31
No Tax.	31
Let Go.	27

## Smoking.

Catlin's Brands.	
Kiln dried.	17 1/2
Golden Shower.	19
Huntress.	25
Meerschaum.	25 1/2

American Eagle Co.'s Brands.	
Myrtle Navy.	40
Stork.	30
German.	14
Frog.	32
Java, 1/2 foil.	32

Banner Tobacco Co.'s Brands.	
Banner.	15
Banner Cavendish.	38
Gold Cut.	28

Scotten's Brands.	
Warpath.	14
Honey Dew.	26
Gold Block.	30

F. F. Adams Tobacco Co.'s Brands.	
Peerless.	26
Old Tom.	22
Standard.	22
Globe Tobacco Co.'s Brands.	
Handmade.	40

Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	28 1/2
Red Clover.	32

Spaulding & Merrick.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 1/2
Corn Cake.	16

## VINEGAR.

40 gr.	7 2/3
50 gr.	8 2/3
\$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, 11 inch.	90
" 13 "	1 25
" 15 "	1 25
" 17 "	1 30
" 19 "	2 40
" 21 "	
Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow c'ths, No. 1.	5 25
" " No. 2.	6 25
" splint " No. 1.	3 75
" " No. 2.	4 25
" " No. 3.	4 75

## INDURATED WARE.

Pails, No. 1.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50
Butter Plates—Oval.	
No. 1.	2 50
No. 2.	2 10
No. 3.	70 2 45
No. 4.	80 2 80
No. 5.	1 00 3 50
Washboards—single.	
Universal.	2 25
No. Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75

## Double.

Water Witch.	2 25
Wilson.	2 50
Good Luck.	2 55
Peerless.	2 85

## HIDES, PELTS and FURS.

Perkins & Hess pay as follows:	
HIDES.	
Green.	2 23
Part Cured.	2 3 1/2
Full.	2 4 1/4
Dry.	5 6
Kips, green.	3 2 1/4
" cured.	2 5
Calfskins, green.	5 6
" cured.	5 1/2 2 5
Deaconskins.	10 2 25
No. 2 hides 1/4 off.	
PELTS.	
Shearings.	5 2 20
Lambs.	12 2 60
Washed.	12 2 16
Unwashed.	8 2 12

## MISCELLANEOUS.

Tallow.	4 2 1/4
Grease butter.	1 2 1/2
Switches.	1 1/2 2 2
Glueing.	3 0 3 25

## GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).	47
No. 2 Red (60 lb. test).	47
MEAL.	
Bolted.	1 40
Granulated.	1 65

FLOUR IN SACKS.	
*Patents.	2 05
*Standards.	1 55
*Bakers.	1 55
*Graham.	1 40
Rye.	1 40

*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

MILLSTUFFS.	
Less	
Car lots quantity	
Bran.	\$14 50
Screenings.	12 00
Middlings.	16 00
Mixed Feed.	23 00
Coarse meal.	22 00</

## PRO AND CON.

## Additional Opinions on Our Present Exemption Laws.

Additional opinions from leading business men on the subject of exemptions are herewith given to readers of THE TRADESMAN. Wm. T. Hess, in his remarks, says that the abolition of exemption laws and laws for the collection of debts, as advocated by this journal, is impracticable. He does not say why it is so, but it is safe to say that the wish is father to the thought. Mr. Hess would have exemptions abolished, but not collection laws. Why abolish one and not the other? Is the seller who gives credit more worthy of consideration than the buyer who takes it? It may be true that the dealer gives credit in good faith, trusting to the honesty of his customer; it is equally true that, in the majority of cases, the man who asks for credit believes in his own ability to pay at the specified time. When he defaults he is seldom to blame. But THE TRADESMAN is not contending for the retention of exemptions but for their abolition; so it is sufficient to say that what will apply as a reason for the abolition of exemptions is applicable, with equal force and pertinency, to the abolition of laws for the collection of debts. Indeed, there is more reason for the retention of exemptions than for the retention of the collection laws. If collection laws were abolished it would result, as Col. Pierce says, in the reformation of business; more than that, it would be the salvation of many dealers, for, if there were no law for them to fall back upon, they would not indulge, as they now do, in the promiscuous giving of credit. The law does not help them any as it is, but few dealers know this, and credit is given on the strength of what they think the law will do for them. The law of exemptions and the collection laws are diametrically opposed to each other and cannot be reconciled. The one prevents the collection of a debt, while the other is, presumably, intended to aid in its collection. There can be no doubt but that the abolition of the collection laws would result in almost the entire destruction of the pernicious credit system. That this would be an immense gain, not only to business but to all the people, can readily be seen. If workingmen generally, and all those whose incomes are moderate, were compelled to pay "cash down" for their purchases, they would soon get a better idea of the value of money. The curse of this country, and also the strength of the credit system (if that can be called a system which results in disorganization) is extravagance. Abolish credits and extravagance will be limited to the amount of a man's income; he will be unable to be extravagant at the expense of his grocer or butcher. This would be the main and most beneficent result of the abolition of exemptions and laws for the collection of debts:

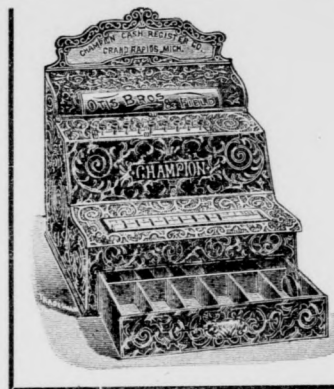
William T. Hess (Perkins & Hess): I do not believe in exemptions. If I buy goods from you I ought to pay for them, and the law ought not to assist me to escape payment; and if you trust me it ought to be at your own risk. The law is unjust in the amount it exempts. It far exceeds the amount earned by 99 per cent. of workingmen. The other exemptions are equally unjust. I think THE TRADESMAN's idea of abolishing exemptions and laws for the collection of debts

is impracticable. You can't do it. Confidence is now and always will be the basis for most of the business done; but confidence is sometimes misplaced, and through no fault of the seller. In such a case it is right that the law should render some assistance. Abolish exemptions or materially reduce the amount exempted, but leave the laws for the collection of debts alone.

B. W. Putnam (Putnam Candy Co.): The intention of the law may have been all right, but it has been abused. A great many failures are fraudulent, the individual or firm preparing beforehand to fail. They start business on a capital of \$500, run along for a year or so and then fail and the creditors get nothing. The stock is reduced before failure to about the limit of the exemption, and the exemption takes the balance. The law is unjust and excessive and ought to be abolished. There was a case in this city not long ago. The firm promised payment by a certain date. For several months they paid nothing, but collected what they could. When the failure came the stock had been reduced, and, after the exemptions were taken out, there was nothing left for the creditors.

W. L. Freeman (Hawkins & Co.): I have never given the subject any thought, because the credit department of our business is not in my hands. However, I can easily see the importance of the subject. It seems to me that, from the retailer's standpoint, the amount exempted is far in excess of all requirements. The intention of the law was to protect the family of the workingman from want until the next pay day. If such was the case a much smaller amount than \$25 would have been ample. But, our business being entirely wholesale, that phase of the question does not interest us; it is the dealer's exemption with which we are concerned. Of course, there are two sides to this, as to every question; but it seems to me that the exemption gives dishonest men too good an opportunity to beat their creditors. That it is taken advantage of and abused is too well known to need proof; but there would be no argument against the law were it not that it is oftener abused than not. I do not think the law serves any good purpose at present, and, if not, it ought to be repealed. If a dealer is honest and falls through no fault of his own, his creditors will give him every opportunity to begin business again. Wholesalers have as much heart as other people and are generally ready to lend a helping hand when it is deserved; but they know how to get even with the man who tries to beat them.

Henry Spring: I do not believe in exemptions. The dealer who is good enough to trust a man with the necessities of life should be allowed to collect the amount due him. If a man is inclined to be dishonest, the law of exemptions will give him an opportunity to cheat. I would like to see all exemptions abolished and every man who owes an honest debt compelled to pay. An individual comes into my store and asks me to trust him until next week. I do so, and that is the last I hear of him. I send a collector after him but he will not pay. Now, I certainly ought to be allowed to compel him to pay. I trusted him in good faith and I don't think I should lose through his dishonesty. Abolish all exemptions and give



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In Reality as Well as in Name!

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### 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 out." 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.





dealers a chance to get what is due them.

Col. E. S. Pierce: A great deal can be said on both sides of this question. It certainly seems hard that a dealer should find, when he attempts to collect money due him, a law that prevents him doing so. On the other hand, a workingman has a pretty hard time of it in this world. It is seldom he works full time, taking the whole year through, and he is often, without any warning whatever, thrown out of employment for weeks at a time; and he himself or some member of his family may be taken sick, and that means doctor's bills, and, possibly, an undertaker's bill. In the days when there were no exemptions a creditor could seize all he could get his hands on and the debtor had no redress. The law of exemptions makes that impossible now. If I had my way, I would not only abolish exemptions but would make it impossible to collect a debt under \$100, unless the debtor wished to pay; then, when a dealer trusted anyone, it would mean something. I sell strictly for cash, so this discussion means little to me personally; but, years ago, when I first began business, I was like all the rest—I trusted everybody who wanted credit. Now, I sell for cash only, and I buy for cash; so I am not troubled by bad debts. But the man who trusts is the one to blame for the bad debts, if anyone is, and he should stand the loss. If it were made impossible to collect debts of a less amount than \$100, business would soon be in better shape, panics would become mere matters of history and workingmen would have bank accounts.

O. A. Ball (Ball-Barnhart-Putman Co.): When I was in retail trade I thought the law exempting a workingman's wages to the extent of \$25 was a hardship. Many a man worked himself into my confidence and then abused it. We had no trouble with honest people—they always paid their debts. It was the dishonest ones who took advantage of the law to escape payment. The law is no help to an honest man, because he will pay his debts and will not ask for exemption. The other fellow, however, escapes through the door the law opens for him. The same remarks will apply to the dealer's exemption of \$250. Take that much money out of the stock of an ordinary country store and there will not be much left. If it is a partnership, composed of two partners, the creditors would, as a general thing, get nothing. I think \$150 is amply sufficient for all purposes. If the law exempted that amount it would be much more equitable than it is at present, but I fail to see why there should be any exemption.

Heman G. Barlow (Olney & Judson Grocer Co.): I would not like to see exemptions abolished, but I think the amounts exempted are too high. Most workingmen are paid by the week and few of them get anywhere near \$25 a week. The few who are paid by the month are placed at a great disadvantage, inasmuch as they may be in receipt of a salary much smaller than that received by those who are paid by the week, and be subject to garnishee while the latter are not. This does not appear to be equitable. So far as dealers' exemptions are concerned the amount strikes me as being excessive. A man in retail business buys from us for a year or more, gets into our confidence to the extent of

two or three hundred dollars, and then snaps his fingers at us and asks us what we are going to do about it. After he has taken out his exemption there is nothing left for the creditors. Such experiences as that are common to wholesalers, and they have come to regard them as an evil that must be endured because it cannot be cured. I don't know what to propose as a remedy. I don't want to see exemptions abolished; I believe the law is a good one, but it has many objectionable features which ought to be eliminated. If we had a few business men in the State Legislature there would be little trouble about it; as it is, there appears to be no help for it. Put the matter into the hands of half a dozen level-headed business men and the result would be a law that would protect the dealer while doing no injustice to the customer. At present the wholesaler has no protection against the dishonest retailer. He gets the worst of it nine times out of ten and expects to. We are accused of being hard on some of our customers, but if all the facts were known, it would put a different face on the matter.

#### A Woman in a Hotel.

A woman in a hotel is like a live wire on a frolic, or a runaway horse at a funeral. She can give and countermand more orders in fifteen minutes after her trunks come up than a man could think of in a week. She writes half a dozen letters a day, using three or four sheets of the hotel paper for each one, and calls up a bell boy to mail each one separately. She puts all sorts of things in the safe, and no one minds that so much as the things she doesn't put there, but is perfectly sure she did. Of course, she finds them up stairs under the pillow, and apologizes so prettily one can't help but be glad she made the mistake.

She never makes out a wash list but she "knows" exactly what she had, and one pair hasn't been returned. She keeps the ponderous bell boy promenading up and down stairs all day with roses and cards, parcels and messages, and never remembers to tip him; but it is good for his digestion, makes him earn his wages, and teaches him the philosophy of life. She sends word down to know just when the 5 o'clock train goes out, and what time the 7 o'clock limited gets in. Of course, she doesn't eat as much or drink as much or spend as much money as a man, but she can make things more lively with her cards and her callers, the people she is "in" to, and the people she is "out" to, than a houseful of men.

She wants to live all over the house, and why not? A pretty woman reading in a parlor, or waiting on a hall seat, or scribbling letters in her queer angular hand at the writing table is ever so much more interesting an attraction than a potted palm, or a jardiniere full of flowers. Ever since the days of the garden eviction, men have followed where women have led, and the hotel where women most do congregate is sure to have a generous following of men. Indeed, it is a question if a pretty woman that will sit around in stained glass attitudes and a handsome gown ought not to have special rates, if she isn't paid a salary.

There is one thing a woman will do every time, and that is insist that there is something wrong about her bill. She "knows" just what she has had, and is sure there is a mistake and you have charged her too much, but, bless her heart, she always pays. Sunshine isn't surer in June than a woman's honesty. She never is so "dead broke" at the end of the trip that she has to pawn her things or give security on her trunks. And if you do succeed in pleasing her, she will tell every one from here to the Golden Gate that your hotel is the only decent place in town. A drummer working on commission and giving his whole time to it can't work up half the custom that one well-suited woman will send you if you humor her little caprices, serve her dainty little dishes of nothing sweetened and tied up with bows, and fix up her bill so that you can afford to discount it a bit when she leaves.

## Crystal Springs Water & Fuel Co.,

Jobbers of

COAL, COKE and WOOD,

39 Monroe St.,

GRAND RAPIDS, MICH.

Correspondence solicited with outside dealers.

## COUGH DROPS

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

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&

CO.,

5 and 7 Ionia St.,  
Grand Rapids,  
Mich.

## WALTER BAKER & CO.

The Largest Manufacturers of

COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

World's Columbian Exposition

The Highest Awards (Medals and Diplomas)



on each of the following articles, namely:

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

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

SOLD BY GROCERS EVERYWHERE.

WALTER BAKER & Co., DORCHESTER, MASS.

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

## USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS

## The Salt that's all salt

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

## Diamond Crystal Salt

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

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

**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.

## GOTHAM GOSSIP.

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

Special Correspondence

New York, Oct. 19.—The death at Weisbaden, Germany, on Thursday, of J. K. Armsby caused a deep feeling of regret all through the trade, for no man was better known than he, nor had one more friends. He seemed at home everywhere, and he has been known here for so many years that his death will come as a personal bereavement to hundreds of people. He was a man of indomitable pluck, and seemed never to give way to trouble, of which he had his full share. He always looked on the bright side of life, and, now that he is gone, it will be many a day before he will be lost to the memory of the trade in this city.

Six of the pictures seized by Mr. Comstock at the store of a small dealer on Sixth avenue the other day are precisely similar to engravings which have for a long time adorned the walls of the Metropolitan Museum of Art. They are copies of famous "nudes" which are exhibited in the public galleries of Paris. The dealer whom Mr. Comstock arrested brought these facts to the great man's attention, but that person announced that the plea of the dealer had nothing whatever to do with the question. Then he lugged the dealer off to court, arriving there some hours after court had adjourned, and ended by locking his victim up all night in a police station. As time advances the mystery of Comstock's powers and autocratic rule in America increases in depth, width and volume.

It has become a recognized fact that our fashions for men are taken almost without change from London, and on that account it may be stated that there will be an outburst of brilliantly hued neckties in this city during the winter, very much in contrast with the sober hues that have prevailed during the past season. Tourists returning from London say that never in all their travels have they seen anything that quite equalled the brilliancy of the neckwear of the contemporaneous London swell. There is a color craze there, of unrestrained virulence. Scarlet and vivid blue ties predominate, and as the waistcoats are still cut rather low, there is a blaze of color beneath the chin of every man in London who aspires to anything approaching sweldon.

The late hurricane in the Mexican Gulf played havoc with the red snapper fleet, destroying a number of vessels and drowning many fishermen. Advice to E. G. Blackford from Pensacola, the chief depot for these popular fish, say that it is hoped to resume shipments of them, temporarily shut off, within a few days. At present there are no red snappers in market.

Live carp are to be had in Fulton Market for 20 cents a pound. They are sought after almost entirely by the Germans. These fish come from a pond on Long Island, which was the first pond in this country stocked with carp by the State Fish Commission. The fish weigh from five to twelve pounds.

About 70,000 pounds of halibut have been received in this city and Boston from Vancouver, on Puget Sound. The shipment of these fish from the Pacific is steadily growing in volume every year. Bluefish retail at 15 cents a pound. Their season is nearly over, but the fish caught now are the fattest and finest to be found throughout the year. They feed on menhaden voraciously, often swallowing a big menhaden a foot long at one gulp.

Importers of Valencia raisins have the blues to a greater extent than ever. Prices, as compared with California, are not enough lower to make it any object. Demand is moderate, not only for raisins, but for the entire line of dried fruits. French prunes are selling rather more freely than Californian, but this is simply by reason of an advantage in price. As low as 5½¢, it is said, has been accepted for the four sizes to arrive.

Foreign green fruits are dull, and lemons are moving very slowly, indeed, although stocks are light and not a great amount on the way. Jamaica oranges are worth from \$2.25@2.50 per box or \$6 per bbl.

Domestic dried fruits are quiet, with the exception of evaporated apples, which are being taken freely, although the supply seems sufficient to meet all demands. Eight cents is about an average price, although a trifle more has been paid. Small dried fruits are quiet. Evaporated raspberries, 18¢; N. C. peaches, peeled, 8@10¢; apricots, steady, 9@10½¢.

Fresh domestic fruits are steady, cranberries being in active demand.

The amount of coffee adroit shows continual augmentation and 465,000 bags are on the way, as against 453,000 bags at the same time last year. Quotations are irregular, and 14½¢ is about right for No. 7, Rio. Mild sorts cannot be sold unless at shading from recent quotations.

Sugar is dull and the refineries are doing very little, as supplies are ample. Granulated is selling at 4½¢. The collapse of the Wholesale Grocers' Association of Chicago, so far as the sale of sugar at card fare is concerned, does not give our local association much concern, although the last address of the President seems to indicate that this body needs some sort of a tonic or it may go to the demerit bow-wows, in spite of anything. Just now, however, it is recommended that there be a little more dining done and a little more getting together in a social way.

The tea market is slowly but steadily improving, and prices are, upon the whole, fairly well maintained.

Molasses had a spurt of activity, but has again dropped to the usual level, and is moving along in the old unhappy way. Some small lots of foreign have been sold at fair figures and colder weather will help all around.

Rice is in better request for domestic, and prices rule firm. Foreign, also, is in improved demand at good rates and quotations recently made seem high, when compared with previous years.

Canned goods are selling fairly well, especially among jobbers, yet there is plenty of room for improvement. Some liberal sales of New York corn have been made at a wide range, said to vary from 60 to 85¢. Tomatoes have sold in an everyday manner and prices show no variation from those of a week ago. Del. and N. J. bring 80@85¢; Md., 75@80¢.

The butter market is dull and the demand is very limited. There is a large accumulation of under grades. The range is from 21 to 25¢, which is top.

Trade in jobbing circles is not quite up to anticipations. This is, also, true of other lines than groceries, notably hardware. The activity displayed a month ago hardly keeps up. Retail trade is good and I am told that it compares favorably with any past year. Politics rage more than business and we won't be happy until the battle is over.

JAY.

## Saginaw Coming to Grand Rapids in Full Force.

SAGINAW, E. S., Oct. 16.—You have probably learned before this letter reaches you of the action taken by Post F at our meeting Saturday evening, Oct. 13, but, for fear that you have not, I will say that, at a large and enthusiastic meeting, it was unanimously agreed to endorse the following ticket at the coming annual election of our Association:

President—Major R. W. Jacklin, of Detroit.

Secretary—Geo. F. Owen, of Grand Rapids.

Treasurer—Geo. A. Reynolds, of Saginaw.

Our boys seem quite enthusiastic over this ticket. They do not wish it considered a "slate," to be forced through, but it is their undivided opinion of the best course to pursue for the benefit of the Association.

You may count on our coming to Grand Rapids quite strong; for we shall probably arrange for a special train giving free transportation for all our members, as we have something over \$300 in the treasury, which can be used for this purpose, and possibly we may also bring a band.

Yours Fraternally,  
GEO. A. REYNOLDS.

For your winter supply of onions and apples write Henry J. Vinkemulder.

## The Grocery Market.

Sugar (Edgar)—The market during the past week has ruled steady and unchanged for refined and ½¢ lower for raws. The unexpectedly low basis established for the new crop Louisiana sugars undoubtedly influenced holders of raws to break from 3½¢, and refiners have now put their peg a notch lower and are bidding 3¼¢. Refined sugars are quotably unchanged and, with increased and increasing demand, are firmly held. Granulated is becoming more in request, but the bulk of the business doing is in soft grades. The change in the raw market does not, necessarily, imply a corresponding change in refined. The scaling of prices we were subjected to was, undoubtedly, with a view of securing cheaper raws, and the absence of demand for refined has enabled refiners to carry their point. With the accomplishment of their object, simultaneous with a renewal of demand, there seems to be no good reason why present prices for refined should not be maintained, or even advanced, if refiners so elect. The first sale of new crop Demerara centrifugals is reported at equal to 3½¢, duty paid, for October shipment. The matter of assessment of beet sugars has not yet reached a final decision, but consignments of 11,000 tons are now in transit and will, ultimately, no doubt, be assessed on an equitable basis. Louisiana sugars are selling at 3¼@3½¢ for yellow clarified; receipts light. With a considerable surplus carried over and increased production in all countries, there is no incentive to invest beyond moderate requirements; we have entered a low priced campaign.

Pork—Dull and weak. Packers say they cannot pack with hogs at present prices and pork on the decline. When hogs get down to a fair packing bus business will improve and prices go up. Business in the local market for the week is reported as fair. Enquiries have been numerous and sales frequent. There is little encouragement for push, as prices are still tending downward.

Bananas—The trade seems to be very slow about taking hold of them again, and the local commission men who ordered liberally in anticipation of a revival of interest and orders have been compelled to dispose of considerable over-ripe fruit at a loss. The market is well cleaned up now and one car at a time will be about the limit of stock to be kept on hand for a few months.

Lemons—Continue to sell slowly. The quality is none too good, which is in a measure responsible for the light demand. Several local dealers have taken hold, in a small way, of Florida lemons, but the main objection to them just at present is greenness. The new cutting of Sicily fruit will be with us by the latter part of November and we hope to see a great improvement in quality.

Oranges—The Florida orange has again made its appearance in our market. The first ear of the season arrived Saturday last and the fruit proved to be thin skinned, heavier and much sweeter and better flavored than was to be expected from its green color. That is the trouble with the first cutting—the growers and middlemen who manipulate the crop seek to crowd the fruit into market a full month before it is matured, and a big kick on "green fruit" is made by retailers for five or six weeks following first arrivals. The fruit in our market is

fairly well colored and holders are hastening it by applying all the heat the goods will stand. Every shipment from now on will be better than its predecessor and prices will probably be somewhat lower.

Fish—Trout is a little lower. Other lines are unchanged.

Chas. E. Olney (Olney & Judson Grocer Co.) and family are expected home from Thompson, Conn., Wednesday. They will remain here about three weeks, when they will proceed to their winter residence at Los Angeles, Cal.

"Do you keep sugar in your store?"  
Inquired a pretty child.  
"Well, not when I can sell it, dear,"  
The grocer said, and smiled.

## PROVISIONS.

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

PORK IN BARRELS.	
Mess, .....	15 00
Short cut, .....	15 00
Extra clear pig, short cut, .....	16 00
Extra clear, heavy, .....	16 00
Clear, fat back, .....	16 03 @ 16 00
Boston clear, short cut, .....	16 00
Clear back, short cut, .....	15 75 @ 16 25
Standard clear, short cut, best, .....	16 25
SAUSAGE.	
Pork, links, .....	7½
Bologna, .....	5½
Liver, .....	6½
Tongue, .....	8½
Blood, .....	6
Head cheese, .....	6
Summer, .....	10
Frankfurts, .....	8
LARD.	
Kettle Rendered, .....	9½
Granger, .....	9
Family, .....	8½
Compound, .....	6½
Cottolene, .....	6½
50 lb. Tins, ¼¢ advance, .....	
20 lb. pails, ½¢ " .....	
10 lb. " ¾¢ " .....	
5 lb. " 1½¢ " .....	
3 lb. " 1¢ " .....	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs, .....	7 75
Extra Mess, Chicago packing, .....	7 75
Boneless, rump butts, .....	10 75
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs, .....	11
" " 16 lbs, .....	11½
" " 12 to 14 lbs, .....	11½
" picnic, .....	9
" best boneless, .....	8
Shoulders, .....	7½
Breakfast Bacon boneless, .....	10½ @ 11
Dried beef, ham prices, .....	11 @ 11½
DRY SALT MEATS.	
Long Cuts, heavy, .....	
Briskets, medium, .....	
" light, .....	
Butts, .....	
D. S. Bellies, .....	
Fat Backs, .....	
PICKLED PIGS' FEET.	
Half barrels, .....	3 50
Quarter barrels, .....	2 00
Kits, .....	90
TRIPE.	
Kits, honeycomb, .....	75
Kits, premium, .....	55

— IF YOU WISH AN —

## Engraving of Your Store



Send us a photograph and tell us what changes you may wish in the view arrangement of signs, etc. (we can make any changes), and it will surprise you at how low a price we can make it and do the finest work.

TRADESMAN COMPANY,  
Grand Rapids, Mich.



# Muskegon Bakery Crackers

(United States Baking Co.)

**Are Perfect Health Food.**

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

## Muskegon Bakery Butter Cracker.

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

Nine  
Other  
Great  
Specialties  
Are

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

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

**United States Baking Co.**

LAWRENCE DEPEW, Acting Manager.

Muskegon,

Mich.

# Are You Selling



**IF NOT, WHY NOT?**

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



# Oysters

OLD RELIABLE

## ANCHOR BRAND

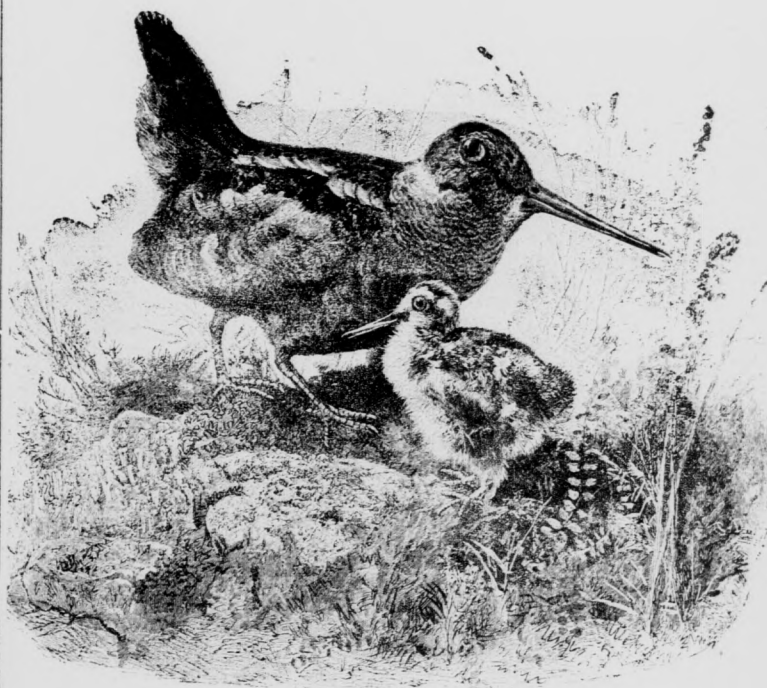
All orders receive prompt attention at lowest market price.

See quotations in Price Current.

**F. J. DETTENTHALER.**

117 and 119 Monroe St., Grand Rapids.

**THE Hunting Season**  
is upon us



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

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

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

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



KING  
of  
THEM  
ALL

P. & B. OYSTERS

Be Sure and Get Them.

Sold by all Grand Rapids Wholesale Grocers and

THE PUTNAM CANDY CO.

*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*

FOR CHRISTMAS

Send for Our  
Assorted Package List  
of General Fancy Goods **\$37.50**

Assortment contains samples of every leading staple in our lines of Vases, Fruit Plates, Cups and Saucers, Mugs, Cake Plates, Sauce Plates, Moustache Cups, Rose Bowls, China Limb Dolls, Kid Body Dolls, Patent Washable Dolls, Toy Tea Sets, Toy Watches, Banks, Cradles and many other novelties that will please and interest your customers.

Our new prices make it the largest assortment that has ever been offered to the trade.

Send for Our  
Assorted Package List  
of Iron Toys **9.75**

As Horses, Wagons, Hose Carts, Steam Engines, Hook and Ladder Trucks, Express Carts, Etc., Etc., to retail at from 50 cents to \$1 each. Absolutely indestructible.

Send for Our  
New Holiday  
Catalogue **FREE**

From this you can make up an assortment that cannot fail to suit. Prices were never so low as this season and our assortment never so great.

**New Tariff Prices.**

Since the New Tariff Bill became a law, we have opened up many hundred cases of China, Earthenware and Glassware, making a grand assortment of good selling

**Christmas Novelties and Holiday Goods**

all at the **NEW TARIFF PRICES**. This means a very large difference, a difference that cannot fail to be noticed by the retailer and consumer. You can sell this line at a good profit. Clear off a "slow" counter and make a display. Our line will sell itself. If you cannot come to this market and make your selection

LET US USE OUR JUDGMENT.

**For \$35.00**

We will send you a general assortment of china, dolls, vases, cups and saucers, mugs, child's plates, child's tea sets, etc., etc., to retail from 5 cents to 25 cents.

**For \$50.00**

We will send you a larger assortment of similar goods but adding many novelties from our assortment that we have proved to be first-class stock. We never experiment with these orders. We use the best judgment we have in making a selection.

**Terms:**

All bills to merchants of approved credit payable net Jan. 1, 1895. On bills sold prior to November 1st, we will allow an extra discount on all Holiday Goods (as per our catalogue) of **Five Per Cent** if paid by Nov. 10, 1894. We do this to spread our business over the month of October, instead of having it all at once in November and December. After Nov. 1, all bills due net Jan. 1, 1895. Subject to 2 per cent. if paid within ten days from date.

Send for Our  
Assorted Package List  
of Dolls **\$20.00**

The assortment contains all varieties, to retail from 5 cents to 50 cents; with two or three to sell at \$1. Our direct importations enable us to give you as beautiful display at prices as low as any house East or West.

Send for Our Assorted  
Package List of Picture  
Books and Paper Dolls **4.95**

To retail from 1 cent to 25 cents.

Send for Our  
Assorted Package List of  
Iron Trains **5.37**

Absolutely indestructible. Never fails to delight the parents and children.

You should see in person our extraordinary display of staple lines this season for Holiday trade. It includes

Sleds,  
Coasters,  
Skates,  
Rocking Horses,  
Plush and Wooden Boxes,  
Celluloid Novelties,  
Baskets, Albums,  
Silverware Novelties,  
Window Pieces,  
Box Paper,  
Stationery and Sundries.

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