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VOL. XII

GRAND RAPIDS, NOVEMBER 7, 1894.

NO. 581

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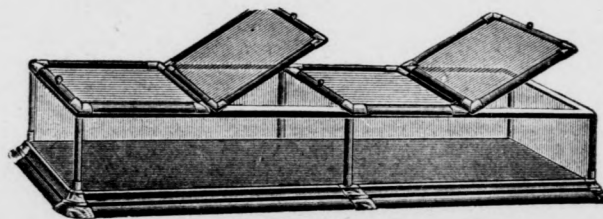
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MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 7, 1894.

NO. 581

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WHO STOPPED THE STAGE?

Old Dabbs rode slowly up the trail. The heat of the sun, reflected from the baked earth and superheated granite of the hillsides, shimmered in waves of shell-like tint all about. The dust raised by the shambling hoofs of the old clay-bank mustang he bestrode hung in thick suffocating clouds in the deadly still air. The silence was intense—not a bird, animal or insect seemed alive. The whole world was baked into silent indifference, and Dabbs himself was stunned by a shock, the reality of which had never seemed possible to his unsophisticated mind.

Forty years before he had made his way across the plains to California from his native Tennessee, and cast in his lot, as so many others had done, in that devil's race for gold. He never could keep his when he had any, however, and so, in spite of better luck than most of those in the diggings, he found himself, when the placers had been despoiled of the cream of their treasure, as poor a man as when he first crossed the Sierras. With ambition dead he turned his face to the mountains—for he was mountain bred—and sought a spot in which he might build for himself a cabin near a spring, and possess a few acres of bottom land to raise "truck" upon; for the rest, his rifle and traps would suffice.

He found such a spot with but little trouble, and in a few years it was known far and wide as Dabbs' ranch. The only thing to complete a home there was a woman, and her he found, also, and in the course of years there came to this pair a child—a girl baby. In his secret soul Dabbs thought it the most marvelously miraculous interposition of Providence ever known that he, such a horny-handed, seamed and scarred son of Anak, could be the father of this wee creature with eyes like wet violets, creamy satin skin, spun gold for hair, and limbs molded on the model of a pocket Venus. He worshipped her openly, mourning much at the loss of the mother whose life went out a few years after Starr (for thus he named her) came into the world; but it was more for the child's sake than for its mother's.

Then one of those mining booms that follow the discovery of new gold fields in the mountains occurred near Dabbs, and, as the ranch was on the main trail leading to the mines (and was one of the few fertile spots, with its never failing spring, in many weary miles of desert), it was made a stage station, and the old man reaped a rich harvest from his little orchard and garden. This time the money was hoarded as a sacred trust for Starr, and sent down in the treasure box of the express company to a bank at San Francisco for safe keeping. In a year or so the diggings failed, and the tide of dusty, travel-worn gold hunters sought other fields; but settlements had sprung up in the country beyond Dabbs', and the stage company still ran a line over the road. The little ranch sufficed still for Dabbs and Starr.

One day, however, the old man learned that the bank he had entrusted Starr's money to had closed its doors, and that he would never see the coin again. The news of the misfortune almost killed him, but he pulled himself together for the child's sake. In a little while he was almost the same cherry giant he had always been, and, now that Starr had become a woman (she was fifteen), he began to make plans for her future. She would marry, of course, but she must be independent, and the little ranch was growing more and more valuable every year; the spring was the only available water supply in many leagues of grazing country, and since by this time the district had been given over to cattle ranching, the old man's income had materially increased from his water right.

But one evil day the stage line cast envious eyes upon the ranch with the spring. They offered to buy it, and Dabbs laughed at them. It was Starr's—all he had to give her. The men argued that the sum they were willing to give would return at interest as great an income as the spring, but Dabbs' confidence in the power of money to earn interest had been shaken by the bank failure, and the spring was always sure—it never closed its doors. But the company was determined to have that spring, and the lawyers found ready flaws in poor Dabbs' title. After long weary months of litigation the courts decided that the spring belonged to some one who was willing to sell to the company, and that Dabbs was a trespasser and must get off the land.

Dabbs was now on his way home from the county town where the trial of the cause had been held. His lawyers had swallowed up all the savings of the years that followed the unfortunate failure of the bank, and he and Starr were "broke"—"stun bruk," he called it.

They were nearing the ranch now. The claybank pricked up his ears and started into a lope. Dabbs pulled himself together with a mighty effort; he would not tell Starr yet. He had a little present for her in his saddle bag; he never came home without something—no matter how trivial—for her, and he knew she would be watching for him somewhere along the trail. As the claybank rounded an abrupt corner of jutting rock there was a whoop, the slash of a whip across a horse's flank and Starr was loping alongside on her pony. One might have taken the girl to be a mere child, so small she seemed, but that the delicately rounded curves through the close fitting habit of coarse jean showed a woman, exquisitely proportioned. She sat her blueskin as only one who has lived in the saddle can. A black sombrero, gay with gold bullion, shaded her face; the golden hair was in striking contrast to the black eyebrows; the eyes were of that velvety violet that shades to black, and her olive skin was wind and sun-kissed to a peachy brilliancy of coloring. She urged the blueskin close

alongside her father's pony, and nestled against him as they rode. The old man said nothing, but, leaning his massive head and shoulders down to her, kissed her very tenderly.

The ponies were on a walk now, and the two rode in silence for some little distance. Suddenly the girl looked up at Dabbs and said, "Busted, dad?" The old man nodded before he bethought himself of his resolution not to tell her. "Darn them lawyers, anyhow," was her reply to the nod. Her father, still silent, shook his head as if, in expostulation at the mild profanity, and Starr continued, "Never you pester yourself, dad; me and you'll git erlong spite o' anythin', 'n' ef Jim Bulger don't do up sum o' them fellers he heedn't cum a sparkin' roun' me no more."

"Yer see, Starr," the old man said, "tain't es ef I hed tuk th' stuff ther cum-p'ny'd a giv me fer it 'n the fust place; now, we don't git nuthin—dust er lan', er spring—all gone." There was a pathos in the last words that went straight to the girl's heart.

"Pap, yer mustn't feel so knocked out," she cried; "I'm yer little gal yet, ain't I? 'N' ez long's we two are lef' we've got each other, 'n' I'll never marry Jim—never ez long's yer feel like this," and she nestled closer to his side, while he bent and kissed her again. Then, with a sudden burst of spirit, she cried out, "Cum er long; I'll run yer to ther corral," and the next moment the blueskin and claybank were galloping neck and neck down the bill to the ranch. They were received at the door by "the widder," who had been installed by Dabbs as housekeeper shortly after his wife's death. No one ever knew of whom "the widder" was the relict. If Dabbs knew he never told any one, and he never referred to her save as "the widder." She was a tall, gaunt, colorless female with a weakness for religion and ghosts—a most excellent cook and Starr's slave.

"We're just plum busted, widder," was Dabbs' salutation, "'n' I'm powerful grub struck." The "widder" promptly led the way to the living room where the three sat down to supper. Dabbs had begun to feel an odd sense of comfort stealing over him; he could not explain why, but in some mysterious way he felt that all would yet be right, and he ate with his usual appreciation of the "widder's" art. After he had finished his meal he sat smoking on the little vine-clad porch overlooking the valley. Starr was by his side, one hand in his, the other stroking his head and face while she talked to him and petted him as one comforts a child. As the sun sank behind the range and the western sky blazed with color, the girl's heart was filled with intense indignation that the home her father had wrested from the wilderness should be torn from him in his old age, when it was dearer to him than ever. As the short twilight deepened into night there was a sudden clatter of hoofs down the trail, and a horse-

man in all the bravery of the cowboy lover dashed up to the horse rail.

"Howdy, Jim," said Dabbs, in answer to his visitor's salutation; "lite 'n' cum er long 'n' hev supper."

"Hed a gnaw a'ready," returned Jim. "Whar's th' gal?" Starr had disappeared at his appearance.

"Oh, here I be," she answered, from the inner darkness of the house. "I'm goin' for a bresh across th' range, Jim. 'n' yer kin cum."

"All rite," was the laconic response; "I'll cinch th' blueskin fer yer."

He returned in a few moments leading the pony and found the girl kissing her father good-bye—something so unusual for her to do that he wondered silently, as they mounted and rode off up the white trail in the dusk. Their ponies loped easily, side by side, and Starr told him of the outcome of the suit for the ranch. Jim was the son of a neighboring stockman and had a tidy bunch of cattle himself. He and Starr had been sweethearts since she was twelve and he sixteen, and they were to have been married the coming Christmas, but the girl insisted now that she would not leave her father. Jim argued, but to no purpose; she would not marry him unless her father could in some way regain the ranch.

"But how kin he?" asked poor Jim, all argument exhausted. "Hev yer any plan, Starr?"

"Uv cou'se I hev," she replied loftily; "but yer've got to hev lots o' sand ter jine in, Jim Bulger."

"What's yer plan? I'll jine in—never fear," answered Jim.

She bent toward him and whispered close in his ear a few rapid sentences. The man straightened up in his saddle; his face was white and his voice husky as he almost shrieked, "By—yer don't mean it, Starr."

She faced him calm and pitiless, her scornful eyes looking him contemptuously through and through.

"Yer kin bet I do mean it, Jim Bulger, but we don't want no cowards 'n' this yer deal, 'n' I reckon I kin count on Pete DeBar ter help me out," and she turned her pony's head as if to leave him. He was at her side in a moment.

"No man on th' range dar' say that t' me, Starr, 'n' yer know it," he hissed, as his hand caught her bridle close to the bit; "I'm in this yer deal ter th' turn."

"An' I'm with yer, Jim," she whispered, and, as his arm went round her, she kissed him full on the mouth.

* * *

The up stage, carrying two or three passengers, the mails and the company's treasure box, was due at Dabbs' at 9:30; but that night it was late, for as it neared the ranch, just at the top of a steep grade, there came a stern voice from the roadside: "Hands up! Throw out that box—both of 'em—dummy an' the right one—no foolin'—drive on"—and the deed was done.

Jim Bulger and Starr returned from their ride just before the stage pulled up at the office, and they led the search for the highwaymen, but there was no trace of them. The dummy lay in the road where it had fallen, but the treasure box had disappeared. The dusty trail, trodden by innumerable hoofs and footprints, told no tales, and when the company's detectives came up from the city they were quite as much mystified as any one else.

The company offered a large reward for the capture of the robbers or the recovery of the money. There had been a large sum in currency in the box that night which was sent up to some men who were buying a great mining property, and the company did not like the idea of making it good. Weeks passed; absolutely nothing in the way of a clue was found, and the company had concluded to write the loss off their books when a very surprising thing happened.

The president of the company sat in his private office one morning, when one of their most trusted detectives entered and asked permission to introduce Miss Dabbs, the daughter of the old chap up country that they had had so much trouble with. The great man was pleased to think that one bucolic mind at least had been impressed with a proper sense of his importance, and he puffed out his chest, buttoned his coat across it and ordered her shown in. Starr entered as nonchalantly as though she were accustomed to interviewing bank presidents every day in the week. She took the chair offered her, and, placing a small valise on the table, opened it and gave the president of that company a surprise from which he will never altogether recover.

There was the stolen money—every dollar of it!

The girl refused any reward save the return to her father of the ranch, and immunity from publicity. The matter was to be a secret to all save herself and the company—not even Dabbs was to be told of it—and no questions were to be asked as to how the money came into her possession.

The great man willingly promised, and Starr carried away with her a letter to her father which was a promise to him from the company to put the deeds confirming his title to the ranch on record within forty-eight hours.

There was a wedding at Dabbs' on Christmas Day, and the bride's gift from the company was a check for the amount of the reward offered for the recovery of the stolen money. The amount of that check, with interest added, stands to Mrs. Jim Bulger's credit to this day in the company's bank at San Francisco.

GEO. CHAS. BROOKE.

The Kicking End of a Boycott.

With a boycott, as with a mule, there are two terminals enclosed in the same hide. In the case of the gentleman with long ears, if we deny him his oats and refuse him his fodder, he is likely to retaliate with the steam hammers kept in reserve at the other end of his anatomy. In this sense the boycott and the mule are similar in their habits, the kicking returns being as certain in one case as in the other. What is generally understood as a boycott is a travesty on what, in its true and undemoralized sense, is simply an act of self-protection. For purposes of sanitation and the protection of the public health we report a choked sewer or a dead dog, and placard the door of a house where a contagious disease is consuming the life of an inmate. A shoemaker who sells pasteboard for leather, a milkman whose cow is a hydrant, a purveyor whose sugar is sanded, and whose butter has had neither cream nor churn in its experience, a clothier who sells shoddy for cloth, and a doctor who kills more than he cures—all these gentlemen and others of the same family, as

the wool is peeled off the wolf, it is not an iniquity but a duty to expose and leave out in the cold. The same logic and the same law operates in industrial matters. When men squeeze labor as they do a lemon, and grind it as they do grist, when, for personal greed and abnormal lust for gain, they drive toilers like cattle, and reduce their means of living to stale bread and the thinly-dressed ribs of a herring, it is no sin, either in the face of God or against the rights of man, to chalk their names on the public blackboard, leaving the public, however, to do as they please in buying pies for Dives, or finding a soup bone for Lazarus. This, however, is far different from an organized conspiracy, by which the man who will not toe the chalk line established by a union demagogue is deliberately damaged or ruined in business by a gang of organized plunderers who abhor labor but do not shrink from incendiarism or assassination. This man may be humane and just, clean-handed in his business methods, and, all in all, a better man than those who seek to intimidate and ruin him, but if the clique, or a labor leader, writes "boycott" over his door, he is sentenced to the business guillotine, where the basket is ready for his head. Here the boycott becomes a crime, when its reasons are insufficient and its objects purely partisan and one-sided. It is not to be forgotten, as it too often is, that the local or personal significance on the surface of a boycott is largely illusory. The men directly interested in the boycott of a certain industry are but a minority of those affected by it. The scorching process is for other men's skins as well as for their own. There are trades and industries that run in groups, and are so vitally related that a boycott of one is practically a damage to all. In the building trades we have the mason, carpenter, brickmaker, lime burner, hardware man, painter, plumber, glazer, etc. They are links in one chain—snap one and where are the rest? In the coal mining industries we have a ramification of interests that is practically beyond discernible limits, from the iron plant that has to shut down to the washerwoman who has to laundry an extra pair of cuffs to cook an egg. In the transportation business we have the whole network of traffic disarranged and broken, from the shipper who loads a car with silver to the farmer who ships a crate of chickens or a firkin of butter. This affiliation of interests is sensitive, and a pin in its flesh makes the whole body quiver. In this sense, and under these conditions, we cannot hurt another without hurting ourselves, and it is right here we get at the kicking end of a boycott, as the term is understood. No man can drop a dead cat in a town well to spite his neighbor without spoiling his own tea.

FRED WOODROW.

Last May Queen Victoria visited Manchester for three hours to open the new ship canal. The bills for the celebration, amounting to \$50,000, are being now investigated. Among the items is one of \$7,000 for badges for the City Council. At the banquet they ate strawberries at \$1.40 a pound, asparagus at \$1 a bunch, and pineapples at \$3 apiece. It cost \$110 to look after the Queen's horses and carriages. The auditor reported that it looked as though something else had been opened besides the canal.

The man who worships himself is easily satisfied.

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 Loaf			9
Extra H. H.	9		
MIXED CANDY.			
		Bbls.	Pails.
Standard		5 1/4	6 1/4
Loaf		5 1/4	6 1/4
Royal		5 1/4	6 1/4
Nobby		5 1/4	6 1/4
English Rock		5 1/4	6 1/4
Conserves		5 1/4	6 1/4
Broken Taffy	baskets		8 1/4
Peanut Squares	8		9
French Creams			9 1/4
Valley Creams			12 1/4
Midget, 30 lb. baskets			9
Modern, 30 lb.			8 1/4
FANCY—In bulk			
			Pails
Lozenges, plain			9
Chocolate Drops			13 1/4
Chocolate Monumentals			13
Gum Drops			5 1/4
Moss Drops			8
Sour Drops			8 1/4
Imperial			10
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops			55
Sour Drops			55
Peppermint Drops			60
Chocolate Drops			75
H. M. Chocolate Drops			80
Licorice Drops			40
A. B. Licorice Drops			100
Lozenges, plain			65
" printed			65
Imperial			60
Mottos			70
Cream Bar			55
Molasses Bar			55
Hand Made Creams			85
Plain Creams			80
Icinated Creams			80
String Rock			15
Burnt Almonds			10
Wintergreen Berries			60
CARAMELS.			
No. 1, wrapped, 2 lb. boxes			34
No. 1, " 3 " "			51
No. 2, " 2 " "			28
ORANGES.			
Fancy Brights, 136			2 75
Fancy Brights, 150, 176, 203, 216			3 25
Golden Russets, 1, 0, 176, 203, 216			3 00
LEMONS.			
Floridas, 250			4 00
Extra fancy 360, Sorrentos			4 50
Malagas, 400s			4 50
BANANAS.			
Large bunches			1 75
Small bunches			1 00
OTHER FOREIGN FRUITS.			
Figs, fancy layers, 12b			12
" " 20b			14
" extra " 14b			14
Dates, Pared, 10-lb. box			7 1/4
" " 50-lb. "			7
" Persian, 50-lb. box			5 1/4
" 1 lb Royals			7
NUTS.			
Almonds, Tarragona			2 15
" Ivaca			2 14
" California			2
Brazil, new			8
Filberts			10
Walnuts, Grenoble			12
" French			10
" Calif.			12 1/4
Table Nuts, fancy			11 1/4
choice			10 1/4
Pecans, Texas, H. P.			6 1/4
Chestnuts			4 00
Hickory Nuts per bu			4 00
Cocanuts, full sacks			
PEANUTS.			
Fancy, H. P., Suns			5 1/4
" " Roasted			7
Fancy, H. P., Flags			5 1/4
" " Roasted			4 1/4
Choice, H. P., Extras			6
" " Roasted			6
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 1/4	4 1/4
Plates		3	3 1/2
PORK.			
Dressed		5	5 1/4
Loins			7 1/4
Shoulders			5 1/4
Leaf Lard			9
MUTTON.			
Carcass		4	5
Lamb		5 1/4	6 1/4
VEAL.			
Carcass		6	7 1/4
OILS.			
The Standard Oil Co. quotes as follows:			
BARRELS.			
Eocene			8 1/4
XXX W. Mich. Headlight			7
Naphtha			6 1/4
Stove Gasoline			7 1/4
Cylinder			36
Engine			13
Black, zero test			12
Black, 15 cold test			10
FROM TANK WAGON.			
Eocene			7
XXX W. Mich. Headlight			5

TRUTH WILL PREVAIL.

Integrity and Clean-Handed Dealing the Best Guarantee of Success.

Tricks in trade are without end and so far as historical dates go without nativity, race or nation, and like the gift of speech are as universal as the children of Adam. Their vocation is not limited to any respective trade or calling. They are not bigoted or exclusive and their adaptation to circumstances surpasses that of an India rubber ball.

In sermons as in sanded sugar; in politics as in perfumery; in press notices as in stump speeches; in the milk we drink and the bread we eat, and in the raiment that has replaced the apron of Eden, the art of deceiving and being deceived is ubiquitous.

It may or it may not be that we can encore the act of the serpent in Adam's apple tree with more grace and skill than our grandfathers, but whether or not, it is beyond a doubt, we have as much of it as we can fairly carry.

It is a mistake to suppose that we are better because we are presumably brighter. Education is not supposed to sanctify ingenuity, nor is the light of science shining only in the paths of virtue. We know more and we sin better and so far as tricks in trade are concerned we can manipulate the wires the more easily by being the better posted.

There is more in the skin of an educated rogue than could be crowded in the epidermis of a sperm whale. We have also so far succeeded in calling things by their wrong names, that so far as our shelf morals go, the label on the bottle is perjury on its contents.

If we economize on the truth in selling a horse or a pocket knife, the commercial fib, served up on a half shell, is known as "business." If we succeed in making a customer believe that we are selling him goods at zero prices, and are willing to make an icicle of ourselves to keep his bones in a genial glow, we expand our shirt fronts with the proud satisfaction of being "smart."

Moreover, if by this supple and well lubricated twist in our morals, we "get there," as the saying goes—that is, in a suburban residence, and in the upper crust of business and social life—our critics are few and our admirers many and at our decease when the curtain falls over the comedy, the crowd in the reserved seats calls our life a "success."

Of course, this is pure humbug, but when our moral optics are out of order, a crooked stick may seem to be straight and we really cannot discern the difference between a toad's eye and a planet.

This is not saying by any means that business success is synonymous with a lapse in business integrity, or that a merchant or a manufacturer has to sell his moral birthright for a mess of pottage. The fact is that there are thousands of men in business who would rejoice to see the day dawn on the business world when subterfuge and deception would be an abandoned policy, the hands of trade be clean and a white conscience be an element of success and not a stumbling block.

As it is, with competition in a state of lunacy and the golden calf a presiding deity, the premiums hanging out like red ribbons at a state fair for men with sharpened wits and dead souls, and the thousand and one conditions that make integrity, honesty and honor a misfortune rather than a glory, it is confessedly a problem and a struggle with the best of men to so run their business as to sleep without a regret and return to their business without leaving their conscience in a nightcap.

We are aware that it is easier to formulate an ideal than it is to practically materialize it and that some very finely spun ethics that can gracefully decorate a pulpit or a book shelf fade like rainbows in the stern and uncompromising realities of business.

There can, however, be no mistake that a lie is a lie, wherever it is told; that all cheating and fraudulent practices, no matter how big their salaries, are as criminal with a merchant or a manufacturer as with a confidence man or the unwashed gentleman who steals to buy beer or bread.

We must come down to this plain talk in business vernacular and practice, or continue the old story of honesty being at a discount. We, moreover, believe it is a law as firm as the everlasting hills and as sure as the roll of the tides and the courses of the stars, that in the long run, in spite of all odds, integrity and clean-handed dealing in business are the best guarantees of success.

FRED WOODROW.

Low prices for wheat have been a fact so long that the novelty is lost and nobody is startled to hear the talk that quotations are the lowest on record. This is no doubt true in a way, but somebody has dug into the history of Great Britain and finds that in 1597 English wheat sold as low as 16 cents per bushel. The difference in the value of money, however, probably accounts for the low figures three centuries ago.

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.

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.

WORLD'S FAIR SOUVENIR TICKETS

ONLY A FEW LEFT.

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

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

Tradesman Company.

— 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.

WE BUY
Sundried and Evaporated
APPLES

HASTINGS & REMINGTON,
GRAND RAPIDS, MICH.

PECK'S HEADACHE
POWDERS

Pay the best profit. Order from your jobber

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.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Alpena—A. F. Dunlop has sold his drug stock to Thos. Middlemas.

Mt. Clemens—E. H. Connor, of the Moxon Liniment Co., has retired.

Escanaba—M. Werner has purchased the harness stock of F. D. Clark.

Seneca—Bodine & Rothfuss succeed E. B. Smith in the grocery business.

Lansing—C. M. Caldwell succeeds W. B. Cushing in the grocery business.

Sidnaw—Ed. Kaiser succeeds Harry Maker in the confectionery business.

Escanaba—Dineen & Manley have sold their hardware stock to E. Olson & Co.

Three Rivers—Stephen Spear has purchased the hardware stock of O. P. Slote.

Saginaw—Chas. Spindler succeeds Henry L. Spindler in the grocery business.

North Branch—T. H. Lammiman succeeds Chas. E. Wilcox in the meat business.

Flint—The bakery stock of N. N. Davison has been closed on chattel mortgage.

Crooked Lake—S. J. Martin has moved his grocery stock from Farwell to this place.

Nashville—Mary E. (Mrs. D.) Ashley is closing out her millinery stock at this place.

Corunna—Wisner & Co. succeed Geo. M. Wisner in the dry goods and bazaar business.

Sturgis—Geo. N. Rich succeeds Edwin A. Breese & Co. in the coal and wood business.

New Haven—J. C. Bentley has removed his general stock from Meade to this place.

Port Huron—W. D. Ragan has removed his grocery stock from Saginaw to this place.

Shelby—Arthur M. Hunter has removed his grocery stock from Muskegon to this place.

Petoskey—A. M. Coburn has purchased the book and stationery stock of Geo. E. Sprang.

North Muskegon—Peter Zalsman has removed his grocery stock from Muskegon to this place.

Gladstone—MacKinley & Shelley succeed McWilliams & MacKinley in the dry goods business.

Duck Lake—M. B. Corey succeeds Corey & Franklin in general trade and the drug business.

St. Johns—Geo. C. Roberts succeeds Place & Roberts in the bakery and confectionery business.

Fennville—H. A. McDonald is moving his stock of groceries and dry goods from Douglas to this place.

Saginaw—Solomon & Mann, clothing dealers, have dissolved, Samuel Solomon continuing the business.

Pompeii—Doan & Peters, dealers in agricultural implements, have dissolved, C. R. Peters succeeding.

Eaton Rapids—Adams M. Whitehead and Seafeld & Reeves have exchanged stores and grocery stocks.

North Muskegon—A. R. Williams has removed his grocery stock to Fruita, Col., where he has resumed business.

Belding—R. L. Hale has sold his shoe stock to E. R. Spencer, who will continue the business at the same location.

Harrietta—Harry Drebin succeeds Drebin Bros. in the dry goods, clothing and boot and shoe business, and has removed the stock to Cadillac.

Nashville—F. J. Feighner has sold his shoe stock to Reynolds Bros., who will remove the goods to Eaton Rapids.

Belding—C. W. Ives has leased a vacant store building in Traverse City and will soon remove his drug stock to that place.

Freeport—Dr. H. C. Peckham has sold his drug stock to Geo. Northrup, who will continue the business at the same location.

Big Rapids—J. L. Barker has purchased the shoe stock of M. E. Barker and he and F. C. Barker will continue in general trade under the style of Barker Bros.

Reed City—Chas. T. Kerry has become a convert to the cash plan of doing business and announces that, on and after Nov. 10, no groceries will go out of his store except for advance payment.

Hart—J. Riley Smith, Ivers Anderson and J. D. Hanmer have formed a copartnership under the style of the Michigan Meat Co. for the purpose of embarking in the purchase and sale of cattle, shipping mainly to the Muskegon market. Mr. Smith will look after the Muskegon end of the business and attend to the selling department generally.

Hastings (Banner)—Several days ago Sheriff McKeivitt went to Iowa to arrest William Otto, formerly of Middleville. Mr. Otto was a member of the hardware firm of Otto Bros., at that place. Of splendid ability, possessing the entire confidence of all and doing a prosperous business, his future looked very bright. It is said that his downfall was caused by a woman. He is charged with the crime of forgery, of which he is said to have done a good deal in and around Middleville. Last spring he was arrested in Allegan for forgery and also was arrested here for disposing of mortgaged property. He was released on bail and skipped the country. Word from Sheriff McKeivitt brings the news that Otto left the place in Iowa the morning of the night that Sheriff McKeivitt arrived. The Sheriff got track of him again in Minnesota and arrested him in Albert Lea, Minnesota, and he is now in jail at this place.

MANUFACTURING MATTERS.

Lufton—Bennett & Son have sold their shingle mill to the Freude Land & Lumber Co. and it will be moved to Rose City.

Clarence—Hubbel & Cole, of Lake George, have taken a contract to cut and deliver here a large quantity of shingles, lath and cedar posts, for the Clarence Lumber Co.

Grand Marais—The machinery of Colwell's shingle mill, shipped from Harrisville to this place, has arrived and is being put into a mill frame erected for its reception.

Gladstone—The Buckeye Stave Co. will build a factory here which will give employment to 130 men. The company has purchased 25,000,000 feet of timber. Its plant will consist of a stave factory, 40x140, saw mill, kilns, sheds and warehouses.

Ludington—T. R. Lyon's north sawmill has been shut down for the season. It is probable that the present saws will be supplanted by two bands during the winter, with a capacity of 15,000,000 feet for the season. Thus cutting the Lyon pine would hold out about four years.

Manistee—The demand for cedar shingles still keeps good, but, as is the

case with most other products, the price does not seem to improve. Pine shingles are also being shipped out more freely and we will not go into winter quarters with any great supply of either kind on hand.

Detroit—Articles of association have been filed by the Universal Electric Construction Co. The incorporators are James H. Talbot, William R. McLaren and Reginald A. Brett. The amount of the capital stock is \$25,000, the entire amount of which is represented to have been paid in.

Manistee—The McKillip & Co. sawmill has shut down for the season. They have been sawing by the thousand most of the season and have about exhausted their supply of logs. Mr. Hopper had some stock of his own left to saw, but preferred holding it in the log until spring in hopes next season will develop better prices.

St. Joseph—The Big Four and the Vandalia Railways have purchased the stretch of land on the north side of the river and canal, between St. Joseph and Benton Harbor, and will use it for an immense lumber storage and transfer yard. The tract embraces 400 acres. It is said that the money consideration was about \$150,000.

Jackson—The statement in last week's paper to the effect that the Crown Paper Co. had purchased the broom factory of S. W. Phillips is not absolutely correct. The business was purchased by Smalley Bros., proprietors of the Crown Paper Co., who will operate the factory independent of their paper business.

Ontonagon—Pilers and truckers employed at the Diamond Match Co.'s two mills here went on a strike recently. The mills stopped running for a time, but resumed operations later with another force of men, none of the strikers being allowed to enter the mills again under any pretext. The outcome is very unfortunate for some of the men, as they have homes here, with no prospect of securing employment. The trouble was due entirely to the interference of an idler, who endeavored to act the part of walking delegate and dictate to the company.

Saginaw—Last week was an uneventful one in lumber circles. The campaign has somewhat affected trade, and while dealers all report some business there is no rush. There is a better movement by water, but this does not represent all new business, as there is a considerable quantity sold during the last thirty days to go forward. The mills which have been running since July 4 are still in operation, and shipments do not keep pace with the accumulation of stock. It is the prevailing idea that there will be a still further revival of business after the elections. The presence of buyers here from Chicago and the shipment of 25,000,000 feet, bought on the river for western markets, will materially help out the trade, as heavy shipments from Canada have somewhat cut into the Michigan trade.

The Drug Market.

Opium has again advanced on a report of damage to the growing crop.

Po. opium is also higher.

Morphia has advanced 10 cents.

Gum assafoetida is scarce for prime and has advanced. Higher prices are looked for.

Bi-Carb Soda has declined.

Canary seed is lower.

PRODUCE MARKET.

Apples—Dull and slow of sale. A few straggling lots of Snows continue to come in, commanding \$2 per bbl. Greenings are scarce, but spies and Baldwins are in ample supply. No one appears to have nerve enough to lay in a large stock, owing to fear that the price may go off or the demand become even more sluggish than it is at present.

Beans—The market has sustained a sharp advance, owing to the bad weather interfering with the harvesting and threshing of the crop. Handler have advanced their paying price for cleaned stock to \$1.35 per bu., holding at \$1.50 in carlots.

Butter—Best dairy is scarce and higher. It is held at 18¢ per lb. Creamery 20¢.

Beets—Washed bring 30¢ per bu. on the market; unwashed 5¢.

Cabbage—The market price is 30¢ per doz. for small and medium and 40¢ for large.

Cauliflowers—\$1 per doz. for choice stock.

Celery—Is held by dealers at 13¢ 15¢ per doz.

Egg Plant—The market price is 75¢ per doz.

Eggs—Firm at 17¢ 18¢ per doz. for fresh, which are scarce and grabbed up as fast as they appear on the market. So far as THE TRADESMAN'S information goes, none of those who hold pickled or cold storage stock have yet permitted any of their goods to go on the market, as they believe higher prices are in store for them later on in the season.

Grapes—N. Y. Concord command 20¢ per 8 lb. basket. All Michigan varieties have disappeared from the market.

Lettuce—10¢ per lb.

Onions—Reds and Danvers command 35¢ 45¢ per bu. Movement is slow and unsatisfactory.

Parsnips—Grocers pay 40¢ per bu.

Parsley—25¢ per doz.

Potatoes—Handlers pay 40¢ per bu. here and 30¢ at the principal Northern buying points, although the Oceana county buyers have been compelled to pay 35¢ in order to get supplies of any quantity. Grocers who have laid in their winter stocks find that the tubers are already rotting so badly that they will have to be sorted over. The tendency to unusual decay is, probably, due to the rapid manner in which potatoes grew after the September rains came and this defect in their keeping quality will deter many grocers from attempting to lay in stocks except for immediate use. As large buyers decline to pile up stocks, for the same reason, it looks as though the liability of loss from decay will have to be borne by the grower, who will find fewer potatoes when he comes to sell them than he dug, by a large percentage. If this condition holds over the States—and THE TRADESMAN has information which leads it to believe that the same is true of Wisconsin—the price of potatoes will be very high before another spring opens.

Pears—Californians bring \$2 per bu. box.

Quinces—Dealers hold them at \$1 per bu.

Radishes—Grocers pay 8¢ 10¢ per doz.

Sweet Potatoes—Jersey's prime stock, are held by dealers at 75¢ per bu.

Squash—The market price is 10¢ per lb.

Tomatoes—Are slow sale at 35¢ per bu.

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

Vegetable Oysters—Grocers pay 20¢ per doz.

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 \$1. Fourteen labels do the work of 113. Tradesman Company, Grand Rapids.

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 45¢ per bu. Fancy Red Onions 45¢ 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 40¢ per doz. Home-grown celery 15¢ 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.

THE MICHIGAN TRADESMAN.

GRAND RAPIDS GOSSIP.

L. L. Launier & Son, grocers at 418 West Bridge street, are succeeded by Launier Bros., composed of Albert J. and Louis W. Launier.

Patrick Keating, formerly clerk for M. K. Collins, the Plainfield avenue grocer, has opened a grocery store at 796 South Division street.

P. H. Kilmartin, formerly engaged in the grocery business at 1166 Wealthy avenue, has purchased the confectionery stock at 65 South Division street.

Frank A. Klaiber and Frank H. Reber have formed a copartnership under the style of Klaiber & Reber and opened a meat market at 497 South Division street.

The Hazeltine & Perkins Drug Co. has leased the three-story and basement store building north of its present location, recently vacated by A. E. Brooks & Co., and will take possession of the premises as soon as archways can be cut through the brick walls on each floor. Both buildings will be equipped with steam heat and automatic fire extinguishers, reducing the insurance rate to the lowest possible notch. The accession of the Brooks building augments the floor space occupied by the corporation 50 per cent., enabling it to increase its stock and execute its orders with greater facility than before.

The Grocery Market.

Sugar—The demand for nearly all grades is strong, the retail trade having evidently reached the conclusion that prices have touched bottom and that now is a good time to stock up. Two declines occurred last week— $\frac{1}{2}$ c on nearly all grades on Tuesday and a similar decline on hards and a sixpence on softs on Thursday. The action of the refiners in reducing prices under present conditions is utterly without precedent and no one is able to present any satisfactory explanation. Some authorities assume to think that the cut was made to meet the break at Chicago, but even this reason does not afford a satisfactory explanation, when existing conditions are taken into consideration.

Pickles—F. A. Waider Co., of Chicago, issues the following circular to the trade, under date of Nov. 6: "The pickle crop is short all over the world this season. Europe is buying heavily in the East and in the West. In the Mississippi River section the crop was almost a total failure. Two hundred and sixty carloads of pickles in brine have been taken from this section by Eastern and European buyers and, with half the demand of last year, the stock will be exhausted before the season is over. Salt pickles are now selling for comparatively higher prices than present quotations for pickles in vinegar, and much higher prices will prevail as soon as dealers begin to lay in their supplies."

Tobacco—Sorg has reduced the price of Spearhead plug to 37c, reduction to remain until Dec. 1.

Soap—The N. K. Fairbank Co. has reduced their prices on Santa Claus and Brown brands.

Flour—Local millers have declined all grades of flour, except rye, 10c per 100.

Dates—There is more or less inquiry for New Persian dates, but none of 1894 crop has reached this side of the water. The first vessel to bring them in will

reach port about Nov. 12, but, as her cargo is not large, the orders already in the hands of various brokers will take them up quickly at top prices. Other cargoes are due Nov. 20 and 24, and at sale of the latter prices will probably be easier.

Candy—Manufacturing confectioners report a most satisfactory condition of business in this line, and state that orders for the holiday trade are being placed freely, notwithstanding the fluctuations of the sugar market.

Foreign Nuts—The new crop of some varieties is already in and others are due during the present month. A good demand is setting in and full sack orders are numerous. New Grenoble Walnuts are expected to reach New York about Nov. 12, and, though price is yet to be named, it is generally thought that it will be about two cents above present quotation of 1893 crop.

Lemons—Malaga stock has made its appearance, packed in fancy colored wrappers and in Messina style of boxes, and, to a casual observer, presents a most attractive appearance. They are nothing but Malagas, however. Florida packing is to be had, but what prevents a growing demand is the fact of the fruit being so rough and thick skinned. This will, in a measure, be done away with year by year as more care and attention are bestowed on the young trees. The "Sampson Groves," which, by the way, are in a high state of cultivation, may be cited as proof of the statement. Fruit from this renowned grove is superior to anything of like nature in market, and demonstrates that Florida, as a lemon producing State, is yet in its infancy. The first of the new Sicily fruit is now en route, and the first auction sales of same will be made about Nov. 15, and by Nov. 25 will be offered from this market. Until that time Floridas and Malagas will have to stand in the gap.

Bananas—It has been several years since the demand at this season of the year has been so light. Most of the wholesalers here who usually do considerable business in this line are leaving them out and turning their attention to other lines that do not require so much crowding. When three or four cars arrive at once, with a limited demand, it means heavy loss. Just at present the local market is bare of good shipping stock.

Oranges—The Florida crop promises to be of larger volume than last season, notwithstanding the damage done to it in certain sections by storms. There have been numerous carloads of half matured green fruit already sent out, which has caused more or less dissatisfaction, as might have been expected; but the early groves are now yielding fairly flavored and richly colored fruit, and the season's business can now be said to have fairly opened. Although the fruit is not yet in its full prime of excellency and flavor, each week, however, brings it nearer perfection, and, by the middle of December, it will be a leading article of consumption all over the country, containing the rich qualities that make the Florida orange the finest in the world. Our market will be supplied, and a consultation of the prices given on another page shows that Grand Rapids can, and does, make bid for the patronage of surrounding towns on a basis with larger markets.

Purely Personal.

Niels Christensen has opened a banking office in the building formerly occupied by the First National Bank of Greenville.

Will P. Granger has resigned his position with Swift & Company, at Duluth, and returned to this city, with the intention of remaining here permanently.

E. C. Blanchard, junior member of the firm of O. D. Blanchard & Son, general dealers at Casnovia, was in town Monday. He was accompanied by his wife.

Arch. Cameron, the versatile Scotchman who exercises a general supervision over the affairs of the Cameron Lumber Co., at Torch Lake and Central Lake, was in town a couple of days last week. Mr. Cameron "has an eye like an eagle" and can see through a stick of timber or "dip into the future" as clearly as any man in the Grand Traverse region.

The reputation of Charley McCarty, the Lowell merchant, for buying anything offered him is as wide as the boundaries of the State. An instance which happened at Saginaw a few years ago has probably never been seen in print. Charley has always sold a good many goods to Richard Luster, the Saginaw grocer, and on the occasion of one of his visits to the Corkscrew City he was told that an Indian had been in town a couple of days trying to sell a trio of cub bears. Luster had told the Indian that the Lowell Poo Bah would surely purchase his stock of bears—and, sure enough, he did. The Indian wanted \$25 for the three bruins, but reluctantly accepted an offer of \$15, disgusted that no one in the city had exhibited nerve enough to buy the animals. Within an hour of the purchase a traveling man from Detroit offered Charley \$25 for two of the bears, which he accepted. The other animal he crated and took home with him, fattened him for market and sold the carcass the next winter to the late John Mohrhard, of this city, for \$35. Charley says he was only \$45 ahead on the deal—which was only 300 per cent. on his investment—but that the transaction afforded him more than \$150 worth of fun.

Card from Candidate Owen.

GRAND RAPIDS, Nov. 4—I wish to express my thanks, through THE TRADESMAN, to Daniel H. Powers and John Smythe for their kind efforts in my behalf by placing my portrait before the boys as candidate for Secretary of the Michigan Knights of the Grip. Their work is commendable (I never knew before how good looking I was). Should I be honored by being elected to that position I hereby agree to have their assessments come as often as possible and to squeeze them for the full amount promptly, and at the expiration of my term of office I will recommend them most cordially to my successor. In the words of Rip Van Winkle, will say, "May they live long and prosper."

Yours as ever,

GEO. F. OWEN.

P. S.—In the notice in last week's paper the writer used the words "sang froid." I don't know what it means, but hope that it means something awfully good.

From Out of Town.

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

Smith & Bristol, Ada.
E. A. Webb, Casnovia.
Chas. McCarty, Lowell.
Wm. Borgman, Filmore Center.
Cameron Lumber Co., Central Lake.
I. C. Elsby, Rockford.
Mrs. O. Chapel, Talmadge.

The Wheat Market.

Wheat during the week has been getting stronger, so that prices have advanced for No. 2 red about 1c per bushel or better, while white wheat has remained about the same. Exports have hardly come up to the past two weeks, but receipts have also been lighter in the Northwest and, with unfavorable weather, the receipts will shrink more yet. It certainly is a peculiar state of affairs when cash wheat brings a premium over future or December wheat. It seems that higher prices must ere long prevail. Receipts from farmers are merely nominal, and hardly one-fifth of what they were last year, and one-tenth of years ago, but, with better prices, the mills expect larger receipts.

Corn, owing to damp weather, has been gaining strength, also, and it has shown a marked advance. The same is also true of oats. The price has been enhanced about the same ratio with corn. There does not seem to be prospects of much advance in oats in the future, as there seems to be plenty of oats, while the opposite is the case with corn.

Receipts during the past week were wheat 74 cars; corn, 2 cars; oats, 4 cars. All the mills have been running steady during the week and some are behind orders.

C. G. A. VOIGT.

FOR SALE, WANTED, ETC.

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

FOR SALE CHEAP IF TAKEN AT ONCE.—Drug store doing good business. Value, less than \$1,000. Address No. 629, care Michigan Tradesman. 629

FOR SALE—FIRST CLASS GROCERY STOCK and fixtures nearly new. Good location, good town. Good reason for selling. Great opportunity for the right man. Address No. 627, care Michigan Tradesman. 627

FOR SALE—FIRST CLASS PAYING JEWELRY business in a Michigan town of 1,300 population. Stock and fixtures, \$800 to \$1,000, including a first-class fire proof safe. For cash or real estate. W. G., care Michigan Tradesman. 625

BRICK STORE TO RENT; LIVING ROOMS above; good trading point, surrounded by good farming lands; a chance 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 A. Address No. 624 care Michigan Tradesman. 624

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 \$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 Burnett & 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 116, Cadillac Mich. 616

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

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

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

SHE GOT EVEN.

Written for THE TRADESMAN.

Father and daughter had been eating a lunch of herrings and sweet crackers by the store stove, and the young woman, after brushing the crumbs from the front of her dress, approached the salesman and the following colloquy took place.

Sne—I want to look at a pair of shoes.

He—Yer don't want ter look at no such thing!

Clerk—What sort of shoes would you like to see?

Sne—I want a nice pair of kid ones.

He—Whatter yer thinkin' uv? What yer want is suthin' good an' stout that'll stand bangin'.

Clerk—Here is something that I think will suit you exactly—only three dollars; same thing they sell in the cities for five and six.

He—Three dollars fer that there pair uv shoes! What yer want is a pair uv them there oil-tanned leather like Betsy Pollard got. Them'll outlast three pair uv these fer your business, an'll only cost two dollars!

She—These are about the thing I wanted, only I'd like 'em better if they had pateut leather tips. Have you got any of that kind?

He—Patent leather tips! Whatter yer take me fer, anyway? Think I'm a mil-lionaire? You'd better get them pair I tol' yer about in the first place.

Clerk—Here's just what you say you want, Miss. They are the very latest style, and I'm sure they will give you the best of satisfaction.

She—Now that is something like what I wanted. Give me a pair of sixes on the double E last, and a thin stocking, and I'll try 'em on.

He—You kin try 'em on ef yer want, but that's all the good it'll do yer. I ain't no Jay Gould. Them shoes yer've got to hum's plenty good enough fer stajin' round the oarn with, an' if yer want suthin' fer Sunnays an' prayer meeting', why, there's them carpet slippers uv ma's.

She—These seem to be a little tight across the ball of the foot. Haven't you got half a size bigger?

He—A little tight! Haw, haw, haw! A little tight! Good fer you. Ef them there buttons warn't spiked on better'n common, yer'd uv busted every one on 'em off afore now. A little tight, eh? Well, I should sorter kinder gently hol-ler! Haw, Haw, haw!

Clerk—I think this, now, will be just the thing. You will find it roomy and neat.

(Hands her a 7 W.)

He—Jump into it, Sue. Jam yer dilliket Cindereller foot inter it keerfully er yer might tear yer socks a doin' uv it, yer know. Fit yer trotter into the box, why don't yer?

She—There! That fits very well. You may do those up.

He—Do 'em up—that's good! Haw, haw! Good things ter keep on the what-not for ornaments. Do 'em up in tisher paper so's they won't spile. Who in thunders agoin' ter pay fer them there gondolas?

Clerk—Would there be anything else?

She—No, not to-day. How much?

Clerk—Four dollars.

He—Four Prophets of Gilgal! Who's agoin' ter pay for this stuff?

She—You are, dad.

He—No, I haint nuther.

She—(To clerk) Here's your money.

He—Thunderation! I didn't know yer had any scrip!

She—No, I s'pose not. I sold the spotted steer to the butcher this morning and got the money for it—that's all. I told you you'd pay for that pair of shoes, and I rather think I kept my word.

GEO. L. THURSTON.

Central Lake, Mich.

Dry Goods Price Current.

UNBLEACHED COTTONS.		Arrow Brand		5 1/2	Amoskeag	12	Columbian brown	12		
Argyle	5 1/2	"	World Wide	6 1/2	"	9 oz.	Everett blue	11		
Atlanta A.A.	6	"	LL	4 1/2	"	brown	"	brown	11	
Atlantic A.	6 1/2	Full Yard Wide	6 1/2	Andover	11 1/2	Haymaker blue	7			
"	H	Georgia A.	6 1/2	Beaver Creek A.A.	10	Jaffrey brown	7 1/2			
"	P	Honest Width	6	"	CC	Lancaster	12			
"	D	Hartford A	5	Boston Mfg Co. br.	7	Lawrence 9 oz.	12			
LL	4 1/2	Indian Head	5 1/2	"	blue 8 1/2	"	No. 220	12		
Amory	6 1/2	King A	5 1/2	"	d & twist 10 1/2	"	No. 280	10		
Archery Bunting	4	King E.C.	5	Columbian XXX br	10	"	No. 280	8		
Beaver Dam A.A.	4 1/2	Lawrence L.L.	4 1/2	"	XXX bl.	19				
Blackstone O.	3 1/2	Meads cheese cloth	5 1/2	GINGHAMS.						
Black Crow	6	Newmarket G	5 1/2	Amoskeag	12	Lancaster staple	5 1/2			
Black Rock	5 1/2	"	B	"	Persian dress 6 1/2	"	fancies	6		
Boot, A.L.	5 1/2	"	N	"	Canton	7	"	Normandie	6	
Capital A.	5 1/2	"	DD	"	AFC	8 1/2	Lancashire	4 1/2		
Cavanat V.	5 1/2	"	X	"	Teazle	10 1/2	Manchester	4 1/2		
Chapman cheese cl.	3 1/2	Noibe R.	5	"	Angola	10 1/2	Monogram	4 1/2		
Clifton C.R.	5 1/2	Our Level Best	6	"	Persian	7	Normandie	4 1/2		
Comet	5 1/2	Oxford R.	6	Arlington staple	6 1/2	Persian	4 1/2			
Dwight Star	6 1/2	Pequot	7	Arasapha fancy	4 1/2	Renfrew Dress	7 1/2			
Clifton CCC	5 1/2	Solar	7	Bates Warwick dres	7 1/2	Rosemont	7 1/2			
		Top of the Heap	7	"	staples	6	Slatersville	6 1/2		
BLEACHED COTTONS.				Centennial	10 1/2	Somerset	7 1/2			
A.B.C.	8 1/2	Geo. Washington	8	Criterion	10 1/2	Tacoma	7 1/2			
Amazon	8	Glen Mills	7	Cumberland staple	5 1/2	Toil du Nord	8 1/2			
Amsburg	6	Gold Medal	7 1/2	Cumberland	5	Wabash	8 1/2			
Art Cambric	10	Green Ticket	8 1/2	Essex	4 1/2	"	seersucker	7 1/2		
Blackstone A.A.	7 1/2	Great Falls	6 1/2	Elfin	7 1/2	Warwick	7 1/2			
Beats All	4	Hope	5 1/2	Everett classics	8 1/2	Whittemore	7 1/2			
Boston	12	Just Out	4 1/2	Exposition	7 1/2	"	header dr	7 1/2		
Cabot	6 1/2	King Phillip	5 1/2	Glenarrie	6 1/2	"	indigo blue	9		
Cabot, %	5 1/2	"	OP	Glenarven	6 1/2	Wamsuta staples	6 1/2			
Charter Oak	5 1/2	Lonsdale Cambric	10	Glenwood	7 1/2	Westbrook	8			
Conway W.	7 1/2	Lonsdale	8	Hampton	5	"	"	10		
Cleveland	6	Middlesex	4 1/2	Johnson Chalon cl	1 1/2	Windermeer	5			
Dwight Anchor	8	No Name	7 1/2	"	indigo blue 9 1/2	York	6 1/2			
"	shorts	Oak View	6	"	zephyrs	16				
Edwards	6	Our Own	5 1/2	Amoskeag	13	Georgia	13			
Empire	7	Pride of the West	12	Stark	16 1/2					
Farwell	7	Rosalind	4 1/2	American	12 1/2					
Fruit of the Loom	7 1/2	Sunlight	4 1/2	THREADS.						
Fitchville	7	Utica Mills	8 1/2	Clark's Mile End	45	Babour's	95			
First Prize	6	"	Nonpareil	10	Coats, J. & P.	45	Marshall's	90		
Fruit of the Loom %	7 1/2	Vinyard	8	Holyoke	22 1/2					
Fairmount	4 1/2	White Horse	6	KNITTING COTTON.						
Full Value	6 1/2	"	Rock	8	No. 6	33	No. 14	37	42	
HALF BLEACHED COTTONS.				"	8	34	"	16	38	43
Cabot	6 1/2	Dwight Anchor	8	"	10	35	"	18	39	44
Farwell	7 1/2			"	12	36	"	20	40	45
CANTON FLANNEL.		Bleached.		CAMBRICS.						
Housewife A.	5 1/2	Housewife Q.	6 1/2	Slater	4	Edwards	4			
"	B	"	R	White Star	4	Lockwood	4			
"	C	"	S	Kid Glove	4	Wood's	4			
"	D	"	T	Newmarket	4	Brusnick	4			
"	E	"	U	RED FLANNEL.						
"	F	"	V	Fireman	32 1/2	T.W.	32 1/2			
"	G	"	W	Creedmore	27 1/2	P.T.	32 1/2			
"	H	"	X	Talbot XXX	30	J.R.F. XXX	35			
"	I	"	Y	Nameless	27 1/2	Buckeye	32 1/2			
"	J	"	Z	MIXED FLANNEL.						
"	K	"		Red & Blue, plaid	40	Grey S R W	17 1/2			
"	L	"		Union R.	22 1/2	Western W	18 1/2			
"	M	"		Windor	18 1/2	D R P	18 1/2			
"	N	"		6 oz Western	20	Flushing XXX	23 1/2			
"	O	"		Union B	22 1/2	Manitoba	23 1/2			
"	P	"		DOMEST FLANNEL.						
CARPET WARP.				Nameless	8	2 @ 9 1/2	"	9 @ 10 1/2		
Peerless, white	17	Integrity colored	18	"	8 1/2 @ 10	"	"	12 1/2		
"	colored	White Star	17	CANVASES AND PADDING.						
Integrity	18 1/2	"	colored	19	Slate	Brown	Black	Slate	Brown	Black
DRESS GOODS.				"	9 1/2	9 1/2	10 1/2	10 1/2	10 1/2	10 1/2
Hamilton	8	Nameless	20	"	10 1/2	10 1/2	10 1/2	11 1/2	11 1/2	11 1/2
"	9	"	25	"	11 1/2	11 1/2	11 1/2	12	12	12
"	10 1/2	"	27 1/2	"	12 1/2	12 1/2	12 1/2	20	20	20
G.G. Cashmere	16 1/2	"	30	DUCKS.						
Nameless	16	"	32 1/2	Severn, 8 oz.	9 1/2	West Point, 8 oz.	10 1/2			
"	18	"	35	Mayland, 8 oz.	10 1/2	"	10 oz	12 1/2		
CORSETS.				Greenwood, 7 1/2 oz.	10 1/2	Raven, 10 oz.	13 1/2			
Coraline	20	Wonderful	24	Greenwood, 8 oz.	11 1/2	Stark	13 1/2			
Schilling's	9	Brighton	4 1/2	Boston, 8 oz.	10 1/2	Boston, 10 oz.	12 1/2			
Davis Waists	9	Bortree's	9	WADDINGS.						
Grand Rapids	4 1/2	Abdominal	15	White, doz	25	Per bale, 40 doz	83	50		
CORSET JEANS.				Colored, doz	20	Colored	7	50		
Armory	6 1/2	Naumkeag satteen	7 1/2	SILENCES.						
Androscegnin	7 1/2	Rockport	6 1/2	Slater, Iron Cross	8	Pawtucket	10 1/2			
Bideford	6 1/2	Conestoga	7 1/2	"	Red Cross	9	Dundee	9		
Brunswick	6 1/2	Walwortha	6 1/2	"	Best	10 1/2	Bedford	10 1/2		
PRINTS.				L.	Best AA	12 1/2	Valley City	10 1/2		
Allen turkey reds	5 1/2	Berwick fancies	5 1/2	G.	"	KK	10 1/2			
"	robes	Clyde Robes	5 1/2	SEWING SILK.						
"	pink & purple	Charter Oak fancies	4	Corticeilli, doz	55	Corticeilli knitting	30			
"	buffs	Del Marine cashm's	5 1/2	"	twist, doz	37 1/2	"	40 yd ball	30	
"	pink checks	"	mourn'g	"	50 yd, doz	37 1/2				
"	staples	Eddystone fancy	5 1/2	HOOKS AND EYES—PER GROSS.						
"	shirtings	"	chocolat	No 1 B'l'k & White	10	No 4 B'l'k & White	15			
American fancy	5 1/2	"	rober	"	"	"	"			
American Indigo	4 1/2	"	satene's	"	"	"	"			
American shirtings	3 1/2	Hamilton fancy	5	"	"	"	"			
Argentine Grays	6	"	staple	No 2	20, M.C.	50	No 4	15 & 3 1/2	40	
Anchor Shirtings	4	Manchester fancy	5	"	3-18, S.C.	50	"	"	"	
Arnold	6	"	new era	No 2	White & B'l'k	12	No 8	White & B'l'k	30	
Arnold Merino	6	Merrimack D fancy	5	"	"	"	"	"	"	
"	long cloth B.	Merrim'ck shirtings	4	"	"	"	"	"	"	
"	C	"	Reppfurn	5 1/2						
"	century cloth	Pacific fancy	5 1/2							
"	gold seal	"	robes	5 1/2						
"	green seal	Portsmouth robes	6							
"	yellow seal	Simpson morning	5							
"	serge	"	greys	5						
"	Turkey red	"	solid black	5						
Ballon solid black	5 1/2	Washington Indigo	6 1/2							
"	colored	"	Turkey robes	7						
Bengal blue, green,	6	"	India robes	7						
red and orange	6	"	plain T'ky X	7						
Berlin solids	5 1/2	"	"	X	10					
"	all blue	"	Ottoman Tur-	key red	6 1/2					
"	green	"	Martha Washington	Turkey red	6 1/2					
"	Foulards	"	Martha Washington	Turkey red	6 1/2					
"	red %	"	Turkey red	6 1/2						
"	%	"	Whisperpoint robes	5						
"	44	"	Indigo blue	10 1/2						
"	34 XXXX	"	Harmony	4 1/2						
Cochecho fancy	5 1/2	"	"	"						
"	madders	"	"	"						
"	XX twills	"	"	"						
"	solids	"	"	"						
Amoskeag A.C.A.	11 1/2	A.C.A.	11 1/2	Alabama	6 1/2	Mount Pleasant	6 1/2			
Hamilton N	7	Pemberton AAA	11 1/2	Alamance	6 1/2	Wanda	5			
"	D	York	10 1/2	Angusta	7 1/2	Princeton	5 1/2			
"	Awning	Swift River	7 1/2	Ar sapha	6	Ramdamen	6			
Farmer	8	Pearl River	12	Georgia	6 1/2	Riverside	5 1/2			
First Prize	10 1/2	Warren	12 1/2	Granite	5 1/2	Sibley A	5 1/2			
Lenox Mills	18	Conostoga	16	Haw River	5	Toledo	6 1/2			
COTTON DRESS.				Haw J.	5 1/2	Otis checks	7 1/2			
Atlanta, D	6 1/2	Stark A	8							
Boot	6 1/2	No Name	7 1/2							
Clifton, K	7	Top of Heap	9							

American vs. German Furniture.

Despite the fact that the Germans are eminently practical and excel in many forms of handicraft, they are very deficient in respect to the manufacture of ordinary furniture. Perhaps this arises from the scarcity of wood, or from the fact that they have not accustomed themselves to as many articles of furniture as is the case in our own country; but, whatever the reason may be, the simple fact remains, speaking broadly, that there is no good furniture in Germany. This statement may be qualified with regard to art furniture, but even in that respect it falls far below the productions of American factories.

A somewhat extended inquiry in this direction leads me to the belief that there is in Germany an excellent field for the extension of trade in American furniture products. With the enormous output of American factories, an extension of the avenues of trade in this respect is certainly worth the effort. The Germans are conservative, to be sure, but they are not so wedded to conservatism as not to be willing to buy a foreign article if they can get it better than at home, and as cheap. Especial stress must be laid upon cheapness, for thrift is, perhaps, the most predominating German characteristic, and the average German, therefore, instead of throwing away his money, carefully scrutinizes the expenditure of every mark.

American furniture dealers, accordingly, if they wish to do business in this country, must not only make a good article, but must offer it as cheaply as possible in competition with the German dealer. I am constrained to believe that this will not be found to be an obstacle, for the reason that even the commonest articles of German manufacture in furniture are not any cheaper than with us at home. This is explained in two ways: First, the dearthness of all kinds of wood, and, second, the lack of as great efficiency in German workmen and of as improved machinery in Germany as obtain in the United States. As to the German product—speaking now of the ordinary household furniture—it cannot begin to compare with the American article for either beauty, finish, practicability or strength.

It is rare to find a table or desk that sits evenly on its legs, and it is rarer still to find a common chair that will not come apart after a very little use. Easy chairs of the comfortable "sleepy-hollow" pattern are almost unknown, and the usual upholstered drawing-room chairs, while substantial enough, are far from being things of beauty. The artistic and inexpensive bedroom suits—especially dressing cases and bureaus—which are to be seen in even the most humble homes in the United States, are never met with here. Instead there is a very plain black walnut bedstead, a small chest of drawers with a wall mirror hanging over it, and an old-fashioned marble-topped washstand. These articles, with two or three ordinary chairs, furnish the bedroom equipment in the houses of the well to do. In the dining room the furniture is somewhat better, the sideboards or buffets having rather an air of substantial elegance; but the tables are not only severely plain but are exceedingly unreliable, so that when one buys an extension table he must take the chances whether it will "extend" or not after some use. In the parlor or drawing-room the furniture in the houses

of the rich is of the art variety and answers its purpose very well. In this direction there is probably not much of an opening, but in the drawing-rooms or sitting-rooms of those who are not rich, but only moderately well off, the average "parlor" furniture made in our country should find a ready sale. There are a dozen different kinds of lighter furniture that in the United States are almost essential which are but little known here, and which might be introduced. The subject, however, is such an extended one, and embraces so much detail, that reliable information as to openings in any specific line can only be determined by an expert; but furniture-makers at home can be assured that the chance exists if they want to take advantage of it.

Should the trade be established, it could be handled through commission houses in Hamburg. As to the best way of developing it, and upon what lines, the undersigned believes that the best plan would be for the American Furniture Manufacturers' Association to send over here one or more experts to make a thorough study of the question. It is certain that the money spent in this direction would not be wasted. As a slight guide, appended hereto will be found the freight rates across the Atlantic and the customs duties. With these in his mind, and with the assurance that the American article is very much better than the German, while the German is sold for as much money as the American, the American manufacturer can estimate the possibilities and advisability of sending some one before to "spy out the land."

The customs duties are as follows: Rough furniture, unpainted, 3 marks per 100 kilograms (36 cents per 100 pounds); with ornamental work or painted, 10 marks per 100 kilograms (\$1.20 per 100 pounds); upholstered, but uncovered, 30 marks per hundred kilograms (\$3.60 per 100 pounds); upholstered and covered, 40 marks per 100 kilograms (\$4.80 per 100 pounds).

Freight from New York to Hamburg is 10 marks per 100 kilograms (\$1.20 per 100 pounds).

High as these duties and freights are, the superiority of the American product and the improved methods of workmanship would practically offset them.

E. W. S. TINGLE, U. S. Consul.
Brunswick, Germany.

"Sure," said Pat, between his sobs, as he warmly shook the hand of the departing undertaker, "sure, if my wife wuz alove this minit, she'd be afther thankin' yez herself for the decent manner in which ye kindoected her funeral."

Hardware Price Current.

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

AUGERS AND BITS.		dis.
Small's	60	10
Cook's	40	
Jennings' genuine	25	
Jennings' imitation	50	10
AXES.		
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	12 00	14 00
BOLTS.		dis.
Stove	50	10
Carriage new list	75	10
Plow	40	10
Sleigh shoe	70	
BUCKETS.		
Well, plain	3 50	
Well, swivel	4 00	
BUTTS, CAST.		dis.
Cast Loose Pin, figured	70	10
Wrought Narrow, bright fast joint	40	60

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70
Blind, Parker's	70
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60
CRADLES.	
Grain	40
CROW BARS.	
Cast Steel	5
CAPS.	
Ely's 1-10	65
Hick's C. F.	55
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	50
Central Fire	25
CHISELS.	
Socket Firmer	75
Socket Framing	75
Socket Corner	75
Socket Slicks	75
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hutchins	25
CHALK.	
White Crayons, per gross	120
COPPER.	
Planished, 14 oz cut to size	28
" 14x52, 14x56, 14x60	26
Cold Rolled, 14x56 and 14x60	23
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/2
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	75
Corrugated	50
Adjustable	40
EXPANSIVE BITS.	
Clark's, small, \$1; large, \$2.50	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	60
New American	60
Nicholson's	60
Heller's	50
Heller's Horse Rasps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOKES.	
Adze Eye	16.00, dis. 60-10
Hunt Eye	15.00, dis. 60-10
Hunt's	18.50, dis. 20-10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GATES.	
Stebbin's Pattern	60
Stebbin's Genuine	60
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	
Steel nails, base	1 25
Wire nails, base	1 35
60	Base
50	Base
40	Base
30	Base
20	Base
18	Base
12	Base
10	Base
8	Base
7 & 6	Base
4	Base
3	Base
2	Base
Pin 3	Base
Case 10	Base
" 8	Base
" 6	Base
Finish 10	Base
" 5	Base
" 6	Base
Clinch 10	Base
" 8	Base
" 6	Base
Barrell %	1 75
PLANES.	
Ohio Tool Co.'s, fancy	2 40
Scioto Bench	2 50
Sandusky Tool Co.'s, fancy	2 40
Bench, first quality	2 40
Stanley Rule and Level Co.'s wood	50
PANS.	
Fry, Acme	60
Common, polished	70
RIVETS.	
Iron and Tinned	50
Copper Rivets and Burs	50
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 c per pound extra.	

HAMMERS.	
Maydole & Co.'s	dis. 25
Kip's	dis. 25
Yerkes & Plumb's	dis. 40
Mason's Solid Cast Steel	30c list 60
Blacksmith's Solid Cast Steel Hand	30c 40
HINGES.	
Gate, Clark's, 1, 2, 3	dis. 60
State	per doz. net, 2 50
Screw Hook and Strap, to 12 in. 4 1/4 14 and longer	3 1/4
Screw Hook and Eye, 1/2	net 10
" " " 3/4	net 8 1/4
" " " 1	net 7 1/4
" " " 1 1/4	net 7 1/4
Strap and T.	dis. 50
HANGERS.	
Barn Door Kidder Mfg. Co., Wood track	50
Champion, anti friction	60
Kidder, wood track	40
HOLLOW WARE.	
Pots	60
Kettles	60
Spiders	60
Gray enameled	40
HOUSE FURNISHING GOODS.	
Stamped Tin Ware	new list 72
Japanned Tin Ware	25
Granite Iron Ware	new list 21
WIRE GOODS.	
Blight	70
Screw Eyes	70
Hook's	70
Gale Hooks and Eyes	70
LEVELS.	
Stanley Rule and Level Co.'s	dis. 70
ROPS.	
Stal, 1/4 inch and larger	7
SQUARES.	
Steel and Iron	7 1/2
Try and Bevels	60
Mitre	20
SHEET IRON.	
Nos. 10 to 14	Com. Smooth. 13 50
Nos. 15 to 17	3 50
Nos. 18 to 21	3 50
Nos. 22 to 24	3 50
Nos. 25 to 28	3 65
No. 27	3 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
SAND PAPER.	
List acct. 10, '96	dis. 50
SASH COORD.	
Silver Lake, White A	list 50
" " Drab A	55
" " White B	50
" " Drab B	55
" " White C	50
Discount, 10	
SASH WEIGHTS.	
Solid Eyes	per ton \$ 0
SAWS.	
" Hand	dis. 20
" Silver Steel Dia. X Cuts, per foot	70
" " Special Steel Dia. X Cuts, per foot	50
" " Special Steel Dia. X Cuts, per foot	30
" " Champion and Electric Tooth X Cuts, per foot	30
TRAPS.	
Steel, Game	60
Oneda Community, Newhouse's	40
Oneda Community, Hawley & Norton's	70
Mouse, choker	150 per doz
Mouse, delusion	1.25 per doz
WIRE.	
Bright Market	70
Annealed Market	75
Coppered Market	70
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 50
" " painted	2 10
HORSE NAILS.	
An Sable	dis. 40
Putnam	dis. 05
Northwestern	dis. 10
WRENCHES.	
Baxter's Adjustable, nickle	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75
MISCELLANEOUS.	
Bird Cages	50
Pumps, Clifton	75
Screws, New List	70
Casters, Bed a d Plate	50
Dampers, American	40
Forks, hoes, rakes and all steel goods	65
METALS.	
PIG TIN.	
Pig Large	26c
Pig Bars	28c
ZINC.	
Duty: Sheet, 2 1/2 c per pound.	
600 pound casks	6 1/4
Per pound	7
SOLDER.	
40%	16
Extra Wiping	15
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
ANTIMONY.	
Cookson	per pound
Hallett's	13
TIN—MELIN GRADE.	
10x14 IC, Charcoal	7 50
14x20 IC, " "	7 50
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade, \$1.75.	
TIN—ALLWAY GRADE.	
10x14 IC, Charcoal	75
14x20 IC, " "	8 75
10x14 IX, " "	9 25
14x20 IX, " "	9 25
Each additional X on this grade \$1.50.	
ROOFING PLATES.	
14x20 IC, Worcester	8 5
14x20 IX, " "	8 50
20x28 IC, " "	13 50
14x20 IC, Allaway Grade	8 0
14x20 IX, " "	7 50
20x28 IC, " "	12 50
20x28 IX, " "	15 50
BOILER SIZE TIN PLATE.	
14x28 IX	\$14 00
14x31 IX	15 00
14x36 IX, for No. 8 Boilers, per pound	10 00
14x60 IX, " " 9 " "	10 00



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E. A. STOWE, Editor.

WEDNESDAY, NOVEMBER 7.

ONE-SIDED TRAINING.

There is no country in the world where machinery is so generally used as in the United States. It is because in this country there was from the beginning a constant demand for labor greater than the supply.

The people who came to settle up a new world had, first of all, to put it into such a condition that civilized people could live in it. They had to cut down forests, clear fields, build homes, make roads and bridges, and establish depots of supplies and furnish means of communication. All the time they were performing these duties they had to fight hostile savages.

Thus it will be seen that from the very beginnings of the country there was a grievous lack of men to do its work. Therefore, when the genius of the inventor and the skill of the mechanic were called into requisition to create labor-saving machinery, their efforts met with a ready welcome and their machines were rapidly brought into use. Out of these conditions grew nearly all the labor-saving machinery in the world, all that is strictly so being American. Every operation that can possibly be carried on by mechanism is rapidly being transferred from the handicraftsman to the machine.

In the countries of the Old World conditions are different. There is too much labor all the time, and, by consequence, there is not so much demand for machinery to save labor. Where a mechanical device will give better results than can be got by hand work, it is often employed; but machinery is not generally so much in use in proportion to the products turned out as in the United States. In Europe, too, the son is apt to follow the trade of the father, and in that way handicrafts are continued through generations in the same family. In this country the son commonly rebels against his father's trade, and in order to assert his independence he seeks some other line of business. Whether this is a better way remains to be seen. This would be a proper subject for the students of the effects of heredity to examine.

But to return to machinery, the result of its almost universal use is to drive

men into specialties of their business. To-day, in every branch of industrial labor, men are set to operating a particular sort of machine, and the result is that we are coming to have a great number of mechanics who are expert in a single item of their business, and are ignorant of any other. An old master mechanic once said to the writer that the time is rapidly coming when there will be no longer any all-around machinists, capable of performing any detail of the service. In their stead are growing up specialists, expert in the handling of a particular machine only, and knowing little else. The really well-informed mechanics come out of the country or other small shops where the business is not extensive enough to be divided into specialties.

It is growing to be the same way in printing. Once there was a time when the graduated journeyman printer could set type, make up a form and work the press. Now everything is done by a special mechanism, and it is going to be soon the rule to have printing offices in which there will not be a man who can set up a stick of types.

It is very much the case in business of all sorts. A man goes into a great commercial concern and is set to doing a particular sort of work. He sticks to that to the end of his life, and learns nothing else. Such education in specialties makes men one-sided in their knowledge and in their manner of thinking, and to be one-sided is to be disabled, or at least disqualified, to a large degree. It is for this reason that the great masters of commerce in every city are not men who were brought up in the specialties of a great business, but boys who started in a country store, and learned to sell goods as well as to keep accounts, to deal with men as well as with matter, to become judges of human nature as well as judges of the commodities they handled, and to become familiar with the actual facts of crop-growing and handling, as well as with the theories of the statisticians who live shut up in city offices.

Thus it is that the man who tries to know all of a single item of life and business must be ignorant of almost everything else. But the worst result of this one-sided life is that men are disabled. Turned out from the places they have long occupied, they are helpless to attempt anything else. This is one of the results of the selfish system which exists in the economic organization of to-day. By confining men to specialties, they are kept out of every other walk of labor. It reduces competition. The man of one specialty is not liable to have to compete with the man in another specialty. And by creating class feelings, the man of one specialty does not have to trouble himself about the distressed member of another.

It is the result of the excessive use of machinery. The thing of iron muscles and steel nerves was extremely valuable when there were not enough men to do the necessary work; but now that there are plenty of men, the iron worker does not let up. It has no soul and no mercy. It continues to make men one-sided and to turn them out of the workshops helpless.

The dangers, as well as the defects, of a one-sided training are becoming serious matters in the economy of life. How they are to be counteracted is a problem not solved. It is worth attention.

THE IMMIGRATION PROBLEM.

The problem of immigration has attracted much less attention for the current year than was the case previously. Owing to the business depression and the increasing difficulty experienced by newcomers in securing profitable employment, the volume of immigration has fallen off. Nevertheless, with a return of prosperity, the inflow of foreigners will no doubt resume the same vast proportions experienced prior to the present year.

If the officials at Washington are to be believed, there has been an improvement in the class of immigrants who have recently come to this country. According to Superintendent Stump, of the National Bureau of Immigration, the Governments of Europe have ceased entirely to aid their subjects to emigrate to the United States. This, of itself, has had a tendency to reduce the flow of immigration in this direction, and it certainly has caused a diminution of the number of criminals and other undesirable persons among the immigrants.

Superintendent Stump, who has recently completed a tour of the principal European countries, declares that he found the Governments of both Italy and Germany willing and anxious to co-operate with the United States in preventing the emigration to this country of criminals and other undesirable persons. He also stated that the Italian Government, while finding it profitable for so many Italians to come to this country, because of the large sums of money they are able to send home, is at present doing nothing to encourage emigration.

To thoroughly reform the system of immigration, however, it will be necessary not to depend on the aid of foreign Governments, but to have our own agents at the ports of embarkation in Europe, so as to be in a position to examine the status of every emigrant in his own country prior to his departure for our shores.

THE COMING CHANGE IN BRAZIL.

It now seems certain that President Peixoto, of Brazil, whose term comes to an end on the 15th of the present month, will quietly surrender the office to his constitutionally elected successor, President-elect Moraes, who was chosen at the election held in March last, while the De Mello rebellion was in full blast. It has been freely predicted in many quarters that Peixoto would not relinquish the Presidential office at the close of his term, but that he would declare himself dictator and overthrow the constitution.

It now appears, however, that the President has made all preparations to leave his office, and has asked and obtained from Congress grants to defray the expenses of the inauguration festivities with which the rule of President Moraes is to be ushered in. A grand military review is to take place, and there will be other demonstrations of rejoicing on a grand scale.

The Republic of Brazil is greatly to be congratulated on the fact that constitutional methods are to prevail, and that no further pretext is to be given for revolution. President Peixoto will also gain immensely in public esteem. The adherents of De Mello and Da Gama, the rebel admirals who led the recent insurrection,

claimed that Peixoto contemplated making himself dictator, and this was the rallying cry which held the rebels together for many months.

With the retirement of Peixoto from office, it is expected that the political situation in Brazil will improve very much. Peixoto's methods have not been popular with his people, and although the rebellion was quelled, the discontent still smolders. President-elect Moraes, on the other hand, is known to be in favor of general amnesty for insurgents and a strict adherence to constitutional forms of government. As soon, therefore, as he assumes power, it is expected that the wounds of the civil war will begin to heal.

In view of the crusade for cheaper bread, which has been started in various large cities of the country, the Agricultural Department has given out a bulletin on the "Cost of Bread," taken from the forthcoming report of Prof. W. O. Atwater on the nutritive value of foods. It says: "In practice one hundred pounds of flour will make 133 to 137 pounds of bread, an average being about 136 pounds. Flour, such as is used by bakers, is now purchased in the eastern states at not over \$4 per bbl. This would make the cost of the flour in a pound of bread about one and one-half cents. Allowing one-half cent for the shortening and salt, which is certainly very liberal, the materials for a pound of bread would cost not more than 2 cents. Of course there should be added to this the cost of labor, rent, interest on investment, expense of selling, etc., to make the actual cost to the baker."

It looks as though the gold fields of Alaska were not altogether stocked with talk. A dispatch from Tacoma, Wash., says, that the steamer from Chilcot the other day brought down 100 pounds of gold dust, which represents the season's work of four miners on the Yukon river. The dispatch states that the value of this gold is \$400,000, but as absolutely pure gold is worth but \$20.67 an ounce, or \$248 a pound, there seems to be some mistake about that statement. Another consignment of \$200,000 worth of gold from the same region is said to be on its way to California. It is reported that 500 miners are wintering on the Yukon, and that there is danger of a shortage of provisions.

Parisian doctors are warning the people there that they are running a great risk in eating horse flesh, a sort of food that is said to be rapidly increasing in popularity there. Paris first became acquainted with the flavor of horse flesh during the siege of that city by the Germans. Many acquired a taste for it, and its cheapness as compared with beef, costing less than half as much, commends it especially to the poor. Its use has also spread to Berlin and many other continental cities. The doctors have now discovered that the horse is specially liable to trichinosis, a most dangerous disease, which has hitherto been supposed to affect only hogs.

The trades unions of Australia have gone to the length of protesting against the admission of non-union men to the public and charitable hospitals. This is in keeping with the cardinal doctrine of trades unionism, which asserts that no one has a right to breathe unless his neck is encircled with the yoke of the walking delegate.

THE SECRET OF SUCCESS.

What is the secret of success in life? Who can tell?

It has been said that about 5 per cent. of the commercial men in the United States grow rich and die rich. The other 95 per cent. either fail or attain only limited success. As to the professional men, the percentage of those who reach distinguished eminence is, perhaps, not much greater than is that of the mercantile classes. There are small numbers of great lawyers, physicians, clergymen, and still fewer great authors and soldiers. As to actors, the members of either sex that rise to the highest grade are few in number.

But, after all, what is success? Does it mean wealth, influence, power, happiness, or what? Can it be defined in terms? These questions can be answered only approximately. There is no fixed standard of success. There must, indeed, be a different definition for every sort of success. In the lack of any fixed authority as to what is success, how would it do to inquire of the people what success is?

However, there is nothing so poorly founded as public popularity. A prize fighter, a bold highwayman, a dishonest and unscrupulous politician, is, as often as any others, at the height of popularity. Often, too, popularity is as evanescent as a sunbeam on a cloudy day, a popular hero being carried on the shoulders of the crowd one day and stoned in the street on another. This has, virtually, happened to Mr. Gladstone in his time.

Nevertheless, the populace, the multitude, while often misled in its hero-worship, never fails to recognize the world's greatest men, and those were the men who were always truest to principle and most unswerving in their devotion to duty. Never were two men more unlike than were Generals Washington and Grant; yet both gained the applause of the world, not merely because of their transcendent military genius, but, more than that, for their lofty principles and steadfast, unswerving devotion to duty. Nothing could turn them aside from what they believed was right. To succeed in anything, a man must win the confidence of all with whom he is associated. To be recognized as great, one must gain the confidence of the people.

There are two principal sorts of people who gain public confidence. Of one are the men who go forward doing their duty as they see it, thinking no evil and seeking, if not to do good to all, at least to do as little harm as possible. Such people will seldom attain popularity; but they will gain, at least, the respect of those who know them. Even bad men have a certain sort of respect for one who has always tried to do right, and has never been mixed up in any crooked or questionable proceeding. Thieves cannot even manage their affairs without trusting somebody.

Another sort of man who rapidly becomes popular is the genuine confidence man. He has no principles. He is everybody's good fellow, because he seeks public favor, because he wants to use it for his selfish purposes. He is always ready to give, because his object is to live on the public, and so his charities and benevolence always come out of the public pocket. Such

a man is generally a popular politician; but he sometimes appears in other roles when an emergency seems to require it. A masterly confidence man is equal to almost any occasion, and is at the summit of public favor until his crimes, for he is pretty sure to be a criminal, are found out.

Necessarily, a very rich man will occupy a very prominent position in any community. It makes little difference in what way he made his fortune provided it be not too highly scented with villainy and crime, but there is no necessary connection between the possession of money and the commission of wrong. Many rich men are as honest, upright, charitable, and otherwise worthy as man can be. Some men have a faculty of being able to make wise or lucky turns in business. Everything they do prospers; but in all of it they cannot afford to do anything that would destroy public confidence. People may pay court to a rich man whom they believe or know to be dishonest, but they will never respect him.

When it comes to the learned professions, intellectual endowments, of course, play an important part in the attainment of success. But they are not everything. The professional man must be regarded as honest, honorable and reliable. Without this he is sure to be distrusted.

But, after all, no real light has been thrown on the secret of success in any walk of life. It is much a matter of individual qualities, and largely one of opportunity. However the problem of chances may be viewed, it is certain that it cannot be wholly ignored. The children of the same parents, rocked in the same cradle and surrounded by the same influences, are by no means alike as to their mental and physical qualities. They are often radically different. Then their opportunities or chances are, also, just as different. Here, then, is a set of conditions that cannot be generalized. They must be treated in each case separately.

Thus it comes out at last that nobody knows the secret of success in life. But it is a good rule to be upright, honest and true; to develop the mind as much as possible, and the moral nature, too, and to do with zeal such work as is to be done, and do it in the best manner and for the best interests of all concerned. This may not gain success, but it will win a good conscience, which is worth having.

Didn't Make a Sale.

From the Lewiston Evening Journal.

A Lewiston family which traces its ancestry far beyond the Revolution owns an old coat which is supposed to have been worn by a Major in the colonial army, and which is stained by his blood. This coat hangs in a showcase in the hall, among other curiosities, and the family have for fifty years pointed to the yellow stain with pride. The other day a peddler came to the door and was left standing in the hall to await the lady's pleasure in seeing him. He sold some kind of infallible soap to remove stains, and, seeing the coat and its honored stain, he thought to please its owner by removing the discolor.

"You see, madam, that this soap is sure to remove stains of all kinds," he said when she appeared, and he pointed to the coat.

He did not sell any soap there.

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We have received over 100 cases new fall prints in all the
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SECOND-HAND PEOPLE.

How They Suffer Trying To Be What They Are Not.

There is no brand of inferiority so unmistakable as the word "second-hand." The woman who buys a second-hand chair or table does so by stealth, and blushes to have it known. If she bought her frocks and hats at a cast-off clothing store she would straightway find herself a cast-off from society. As for second-hand food—pah! no one but a tramp would eat such stuff. In all that pertains to the mere bodily existence, what fastidious creatures these mortals be! If this care extended to the soul, the angels might come down and walk with us, as Raphael walked with Adam. But if, in some rarely thoughtful mood of observation, we venture to analyze the real entity that hides behind the accessories of body, clothing, food and furniture, we make the astonishing discovery that this being so dainty, so refined as to its mere surroundings, is, or is fast becoming, the poorest, meanest and cheapest of second-hand things. Her bonnets come straight from Paris, her gowns are Worth's freshest creations, the food that passes her lips is the daintiest product of earth and sea. And meanwhile the soul, the self, is feeding, prodigal fashion, on the husks that the swine have left—the rotten opinions of dead ancestors—swathing itself in the moldy winding sheets of prejudice and custom that ought to have been thrown on the funeral pyre of some long past age, or making itself over with its next-door neighbor as a pattern.

A psychological study of such a soul is more profitable than pleasant. It is like the unrobing of a mummy. We come finally to something that was once a living thing made in the image of God, but no precious spices and embalming fluids have been used, as in the case of the mummy, and one needs a vast amount of fresh air while pursuing the investigation. But open the doors and windows and let us begin.

Second-hand people spell society with a tremendously big S, and worship a mysterious oracle whose name is "They." This pronoun has a widely varying significance. To find the noun that stands behind it is as difficult as finding the bacillus that stands behind a new disease. If we have the patience to trace the word to its antecedent, we generally find that "They" is a commonplace woman, who lives in a three-story house, who has a few diamonds and a carriage, and who gives an occasional dinner party. Stranger still, we find that "They" is also second-hand, and a worshiper of another "They" whose house is more spacious, whose diamonds are a little larger, and whose dinner parties are more frequent and expensive than those of the other "They," and so on through every grade of society.

We speak of the freedom and enlightenment of the nineteenth century, but what fetich-worshiper, what witch-believer, ever bowed in more fearful submission or performed more absurd follies than the second-hand people—mostly women, alas!—who live in this year of our Lord 1894, and do homage to the great god "They." Every season and every occasion give opportunity for some display of their second-handedness. Here is a poor little second-hand woman setting out for Madame Blank's spring

opening. She knows that John has a note in the bank that must be met this month, and that his insurance assessment is now due. She knows, too, that her last spring suit is still neat and becoming to her, but it has no ruffles on the shoulders. She knows that ruffles on the shoulders will make her look like a fright, and she knows, too, that John hates that peculiar style of garniture. But "They" are wearing ruffles on the shoulders, and her next-door neighbor is going to have a new dress this spring, so she throws her common sense to the four winds, orders a new gown such as "They" wear, and poor John has to pay the penalty for having married a second-hand woman, instead of the fresh, original, wholesome, independent creature she might be if she would only use her own taste and judgment in the management of her own affairs, instead of borrowing the taste and judgment of "They" and her next-door neighbor.

Here is another wretched little second-hand woman who is going to give a dinner party. She could easily and sensibly entertain a few friends with an old-fashioned dinner or tea, but "They" are giving dinner parties. Mrs. B. gave one last week, and so, of course, Mrs. A. must follow suit. Mrs. B.'s husband has an income of five thousand a year, and Mrs. A.'s husband has no income at all. A dinner party is an every-day affair to wealthy Mrs. B., with her retinue of well-trained servants, while Mrs. A.'s experience with this species of social function is limited to the reading of an article on "Dinner Parties," in the Fireside Journal or the Ladies' Companion. But these trivial facts have no bearing at all on the case. So Mrs. A. borrows a silver tray from Mrs. C., a set of salad forks from Mrs. D., some ice cream spoons from Mrs. E., a cut glass jardiniere from Mrs. F., and some finger bowls from Cousin Martha. Mrs. G. kindly lends her nurse to act as dining room servant, and the dinner party is an actuality. The hostess has a headache the next day, and no one is at all deceived by the innocent ruse of a second-hand woman who is trying to regulate her life according to the standards and ideals of her wealthy neighbors—about as sensible a proceeding as trying to wind an Elgin watch with the key to your front door.

Here sits another second-hand woman with discontented face and idle hands. She needs some money for her own use and perhaps for others dependent on her. She knows a way, a perfectly honorable way, of making it. But society does not recognize wage-earners, and what would "They" say if she should make a brave confession of her poverty by taking up some honest work?

That mean soul who dugged a hole in the ground and buried his talent was a second-hand man. The Lord had given him, probably, a talent for gardening or tailoring, and he perhaps wished to be a poet or a painter. So he interred the gift that would have made him a first-class workman in that particular craft, and wasted his life writing doggerel or spoiling good canvas. And how many descendants that man has left! Women who have a talent for cooking, and who prefer to paint pictures; women who would make admirable seamstresses, yet who teach school rather than sew; men who might be excellent mechanics, and who would rather be fourth-rate



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JACKSON, Mich., Oct. 16, 1894.

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lawyers or doctors or preachers; people who despise the homely "gift that is in them," and who are bent on manufacturing for themselves a gift that is but a base imitation of somebody else's gift; people who might be an original voice, but who are only a silly echo; who are always to be found in the front ranks of the "fad-followers;" who read "The Heavenly Twins" just because "They" are reading it, and who look to "They" to give them an opinion of the book; who are making the most strenuous efforts to worm themselves into a "set" because "They" are in it; who are neglecting their mental and moral culture and stunting themselves in the comforts and necessities of life in order to make the same outward show that is being made by those enviable ones who are "in the swim;" who have turned their backs on the people in their own station in life, and are wearing out soul and body in a ridiculous attempt to float down the stream with the brass kettles; who make their little world in very truth "a stage," and they themselves "merely players," by trying to be something they are not, looking nervously around every few moments to get their cue from "They;" who are thinking things they do not say, and saying things they do not think, and turning life into a long miserable course of self-depreciation.

And while we are using the microscope and scalpel on others, we might occasionally turn our gaze inward on that strange something which, in materialistic language, we call "our soul." It is just possible that there may be something second-hand about that, too; for, while a mirror for the bodily form is regarded as a necessity, a mirror for the soul is the last toilet convenience most of us would ever think of demanding. We know every curve of beauty in our faces and forms, every dimple, every wrinkle, every lock of hair must be daily studied; yet we live strangers to ourselves, die without ever having looked our souls in the face. And for some of us there could be no more terrible judgment than, for one fearful moment, in the white light of eternity, to see ourselves as Infinity sees us. What is the lurking insincerity that makes us second-hand? Is it a concealed and cowardly allegiance to some cause that has not yet reached the stage of universal popularity? Is it the sneaking silence in which we hold ourselves when the expression of an honest opinion would call forth the ridicule and scorn of "They?" Are we cultivating the acquaintance of people merely because society has set the seal of its approval upon them—people whom we know in our inmost souls to be but stupid commonplace nonentities and whose companionship can only result in a mental and moral lowering of ourselves? Are we neglecting others whose clothes are shabby, whose mantels are bare of vases and plaques, but whose society and example might be to us a constant impetus toward all noble things? Are we spending our best energies striving after something that we want merely because somebody else has it?

Ah, poor second-hand beings that we are, it is only a chosen few who can answer such questions satisfactorily. I think that when our great forefather Adam looks down on the follies of his sons and daughters—especially those of his daughters—he realizes that the chief

bliss of his married life in Eden lay in the fact that his wife had no neighbors from whom to borrow ideas, opinions and rules of conduct; that she ate, drank, furnished her bower, spread her table for the Angel Raphael, went without clothes and put on fig leaves, all in blessed ignorance of "They." What it would be to have such a being for a wife let that man say who goes about with knitted brows and anxious heart paying bills for furniture like Mrs. Smith's, bonnets like Mrs. Jones' and "pink teas" like Mrs. Brown's.

The Creator has been at infinite pains, one might say, to produce an infinite diversity in all his creation. Microscopists tell us that there are no two grains of sand exactly alike; we know there are no two bodies exactly alike, and this diversity has been extended to the realm of soul, with the divine purpose of giving to each human being an individuality of his own—the most precious possession he could possibly have. Yet ninety-nine out of a hundred people spend existence in an idiotic effort to destroy their individuality, to efface their real selves and make instead a base imitation of something or somebody approved by "They." Show me the woman who thinks, speaks, acts out of the fullness of her own heart, and not out of the emptiness of somebody else's heart, and I would gladly walk a score of miles to press her hand and look into her face. You may tell me that she is high-tempered and "cranky" and "peculiar," and that Mrs. So-and-So does not visit her, but if she is only herself and not an echo of "They," I shall find her an interesting personality.

In the intellectual world the great demand is for originality. It is the new thing or the old thing in a new form that brings from an editor the letter with the check in it. And in the social world the same need exists. The second-handedness of people has made life so weary, stale, flat and unprofitable that we fly for refuge to the theatre, the novel, anything that will give us a chance to study human nature. We cannot see the essential differences between Mrs. X. and Mrs. Y. They dress alike, they have the same external polish of manner; they buy their cloaks, hats and gowns at the same establishment; each has a Brussels carpet and a "parlor set" in her drawing-room; when we enter this sacred room on the serious business of calling, the same platitudes greet us. O for some sign that shall make known to us the real woman that must exist somewhere under these externals! To discover and set forth this is the business of the clever novelist, and hence it is that the daily novel is as important a factor in our mental life as the daily bread in our physical life.

To be one's self: What does it mean? It means that you shall own no law higher than the ten commandments. It means that you shall bring every custom of society and every requirement of fashion before the tribunal of your common sense, and, looking first at the custom and requirement and then at your own individual circumstances and abilities, judge bravely and independently whether you shall follow and conform, or go your way free and unfettered. It means that you shall no more think of using your neighbor's tastes and opinions than you would think of wearing her last summer's bonnet, or eating

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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

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the cold food from her table. It means that we must keep our spiritual palate as sensitive as our physical one. Offer me a spoonful of some unknown mixture and I turn suspiciously away. I must know what I am taking into my mouth. But let society say, "Take, eat," and we gulp down the thing without a moment's hesitation.

It may be an opiate for the brain, or a poison for the soul, but down it goes, because we have not the sincerity and the courage to refrain from doing the thing that everybody does. We are accustomed to think of the actor's profession as a very difficult one. We marvel at the skill, the study, the intense mental effort needed for Irving to personate Shylock. But this is a trifle compared with the difficulty the average human being has when he tries to be himself; for being one's self means, in two words, sincerity and courage—virtues entirely too austere for the average human being to practice, since society lays a heavy tax on all who dare to be themselves.

In a little Southern town there once lived and still lives a woman who, whatever she may be, is not second-hand. This woman built a house on a site commanding a lovely view. There was a certain point in the horizon that she wanted to be visible from a certain window, and to compass this end the builders were directed to set the house in such a way that the front door faced the left-hand corner of the yard. This was a daring innovation. From time immemorial in that little town "They" had been building their houses so that the front door faced the front gate. There was no special reason for this—"They" themselves could not have given any. The other way proved quite as convenient to the occupant of the house and her visitors. But "They" arose in their wrath and declared the owner of that strange house to be a "crank." Had the house been a fine mansion, and its owner a member of society, it would straightway have become fashionable to make the front door face a fence corner instead of the front gate. Everybody would have built that way and would have told you complacently that "They" were building that way. But it was only a humble little one-story cottage belonging to a bright, cultured, independent, poor woman; it remains solitary and alone, a witness to the "crankiness" of its owner, so the vast majority of people see it, but to me it seems always to say, "The woman who built me was not second-hand." And what higher encomium could there be as a public opinion in life or an epitaph in death, for the servile imitation of others no better than we are is but an open confession of the mean opinion we have of ourselves, the cringing self-depreciation, the lack of all womanly self-respect, self-dependence and self-assertion that makes us twin-sisters of Uriah Heap and leaves us no claim whatever on the respect of others?

Poor second-hand souls! No poet, no dreamer, no reformer, no thinker, no prophet, no singer of sweet songs, no lightener of the world's darkness, ever came from their dreary, barren ranks. They march along cowering under the lash of "that chaos of ignorance and prejudice which we call public opinion;" their lives are an apotheosis of the commonplace; their ignoble discontent drives them into the valleys of humilia-

tion and failure; the only original act they ever perform is the act of dying, and unless there is a second-hand heaven prepared for them, God only knows how they will manage to spend eternity. Think of the bewilderment of such beings at finding themselves in a state of existence where there is no "They," no society to whom they can refer their thoughts, words and deeds; thrown at once and forever on their own little resources, with nothing before them but the steady development of one's individuality in the service of others, finding heaven is but a continuation of the life they scorned when on earth—what will be their shock of surprise to find that no second-hand soul can enter the kingdom of heaven, either here or hereafter!

George Macdonald puts these words into the mouth of one of his loveliest characters, Margaret Elginbrod:

"I would rather be what God chose to make me than the most glorious creature I could think of. For to have been thought about—born in God's thoughts—and made by God is the dearest, grandest, most precious thing in all thinking."

Here is the content that will crowd out of life every base ambition, every mean emulation, every petty desire, every low craving, and leave us free to become just ourselves.

Here you are, my lady, in all outward appearing as fresh and original as the first flower that bloomed in Eve's garden. But you open your lips, you utter an opinion and—bah! second-hand ideas, second-hand tastes, second-hand habits, second-hand religion, second-hand morality—everything second-hand except the clothes. Away with you to the dusty shelves of the old-clothes man! He would gladly buy your hat and gown, and perchance you might drive a bargain with him for yourself. Think how you would look hung up by the side of an old ball dress and labeled: "For sale, cheap—A second-hand soul."

ELIZA CALVERT HALL.

A Charged Mail Box.

The constant danger that threatens the inhabitants of our cities from the heavy currents of electricity employed in electric lighting and trolley cars is well illustrated by an incident that occurred in Chicago a few days since. A carrier went to open the mail box to take out the contents, when, as he inserted his key in the lock, he received such a shock as made him yell with pain. A policeman came running up and asked what was the matter. "I've sprained my wrist," was the sly answer of the mail carrier. "Won't you unlock the box for me?" Then the policeman accommodatingly pushed the key into the hole and fell back as though kicked by a mule. The two victims laughed and stood aside to await for results. A red-faced man stepped up with a handful of letters and grabbed the knob which opens the box on top. He didn't put the letters in the box, but dropped them on the sidewalk and began to swear at the government for imposing upon its patrons. A woman with a bundle under her arm and a postal card in her hand was the next to trifle with the feelings of the mail box, and she dropped both bundle and postal card to scream. A crowd soon gathered around the mail box and waited for the chance to laugh. One by one the victims came up with mail to deposit, only to jump back, and then go away in search of a box that was better behaved. For an hour this continued, when the current of electricity forsook the box, but nobody has been able to tell where it came from or whither it went.

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Let those who can call at my office or the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.

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MICHIGAN CENTRAL

"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.

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

*Daily. All others daily, except Sunday.

Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.

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

Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)

A. ALMQUIST, Ticket Agent,
Union Passenger Station.

CHICAGO

AND WEST MICHIGAN RY.

Sept. 23, 1894.

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	12:30pm	8:15pm
Ar. Traverse City	1:00pm	8:15pm
Ar. Charlevoix	3:15pm	11:10pm
Ar. Petoskey	3:15pm	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 & 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	1:11pm	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
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TO AND FROM LOWELL.

Lv. Grand Rapids	7:00am	1:30pm	5:55pm
Ar. from Lowell	12:40pm	5:15pm	

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

Trains week days only.

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DETROIT, GRAND HAVEN & 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 45am	3 45pm	7 05pm	5 4 am
Pt. Huron, Ar	12 05pm	5 50pm	8 50pm	7 30am
Pontiac, Ar	10 53am	3 05pm	8 25pm	5 35am
Detroit, Ar	11 50am	4 05pm	9 25pm	7 00am

WESTWARD.

For Grand Haven and Intermediate Points

For Grand Haven and Muskegon	*7:00 a. m.
" " " "	*11:40 p. m.
" " " "	*4:45 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 & Indiana

TRAINS GOING NORTH.

Leave going North	Leave going South
For Traverse City, Petoskey and Saginaw	7:40 a. m.
For Saginaw	5:25 p. m.
For Petoskey and Mackinaw	5:00 p. m.
	10:25 p. m.

TRAINS GOING SOUTH.

Leave going South
For Cincinnati
For Kalamazoo and Chicago
For Fort Wayne and the East
For Cincinnati
For Kalamazoo and Chicago

Chicago via G. R. & 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.	7:30 a.m.

11:30 p.m. train daily, through Wagner Buffet Parlor Car.

Muskegon, Grand Rapids & Indiana.

For Muskegon—Leave	From Muskegon—Arrive
7:25 a.m.	8:25 a.m.
1:00 p.m.	11:15 p.m.
4:40 p.m.	5:20 p.m.

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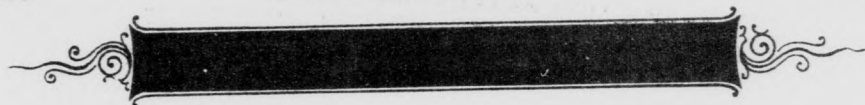
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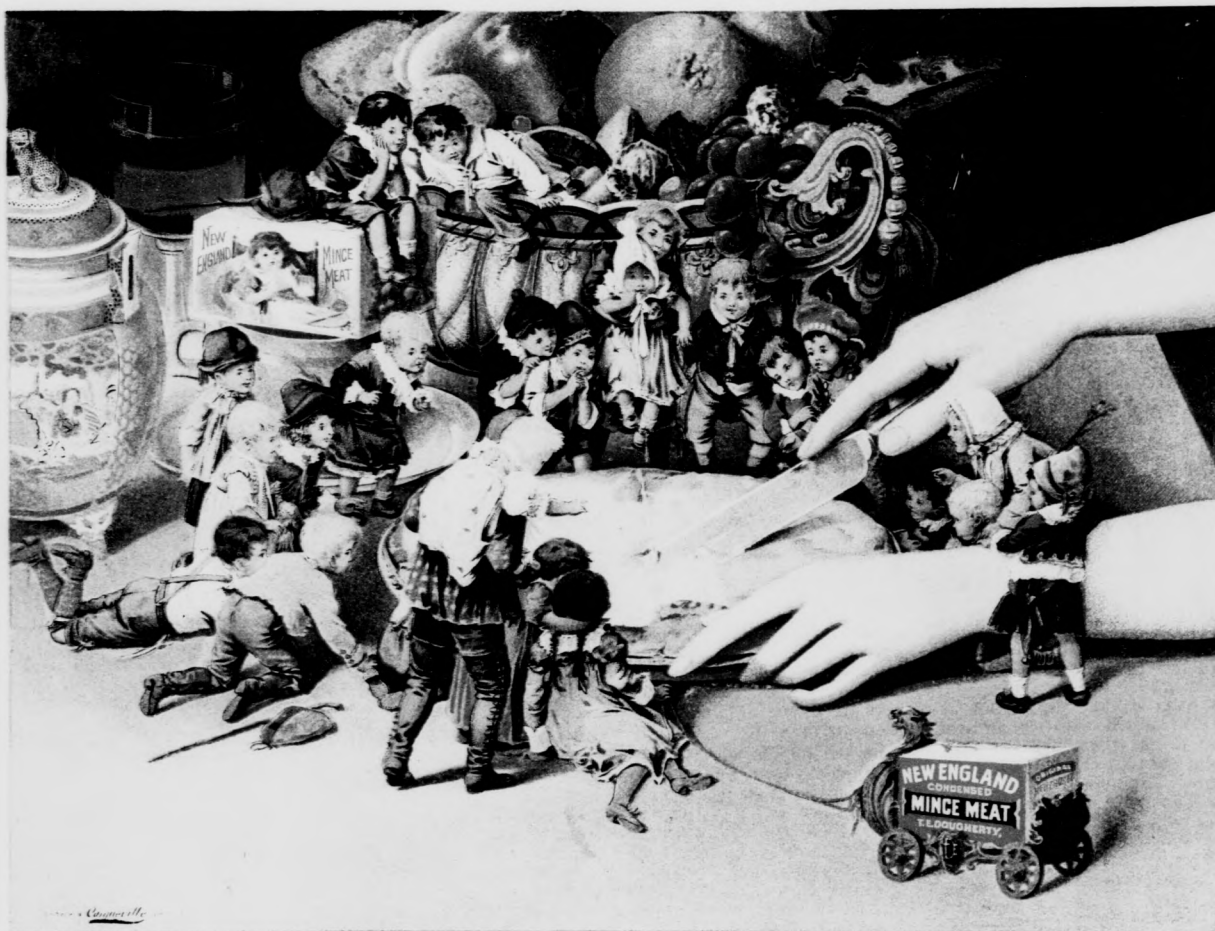
The Fairy's Pie, or "All the Goodies in One Bite."

DO you remember the gay troop of children that hied after the Pied Piper of Hamelin, charmed by his wonderful music? They wandered for years through the Valley of Childhood, rushing along without stopping to think of the goodies they had left behind them.

One day Mother Goose was flying by on her broom-stick and stopped to listen to the piper's playing. She loved music and children too; and when she remembered how long the little ones had been journeying with

not a bite to eat she shook her old head and said: "Music! yes, that's all well enough, but those children need something else beside music and scenery. They must have victuals and drink."

As the children caught sight of the old lady they set up a loud cry, beseeching her to steal them away from the piper. The dear old soul turned her broom-stick downward and dipped up every little tot and left the old piper to wander alone.



"Squeak—i—ty—squeak," went the old broom, for the load was all it could carry. Now, where should they go? Mother Goose headed her stick to the North—every youngster shivered. She turned to the South—they all squirmed with the heat. They had come from the East, so away to the West they started.

"Now, children, what do you want most of all? Whatever you say, you shall have," said Mother Goose; and again they shouted all together, "Something that has every goody in the whole, wide world in a single bite."

Mother Goose was puzzled. "Victuals and drink all in one bite! I didn't suppose they would ask for so much." The dear old lady had swept cobwebs out of the sky all her life, now she must sweep them out of her memory, for where would she find that rare dainty that would hold every goody in a single bite. She wrinkled her forehead, and thought, and thought, and finally snapping her fingers she said, "I have it! ha! ha!"

Away they flew on to the West, over the ocean, through the clouds, now up, now down, and at last the broom-stick began to drop, drop, lower

and lower, and suddenly what a beautiful country they saw! Mother Goose had brought them back to the real world again, and she told them that they were now in New England where she lived when she first came to America years and years ago. Soon they came to a New England home, and in they sailed through an open pantry window. The whole load of children were dumped, and Mother Goose and her good stick were gone.

And what do you think they saw? And what did they smell? And what did they taste? Surely every goody in the world in a single bite, for they scrambled around a real New England mince pie, and a beautiful pair of Fairy Hands with a bright silver knife cut the pie just to fit each waiting mouth. It was fairly bursting with spices and sweets and fruits and meats, and they ate, and they ate, and they ate, and then they began to grow. And what do you think they grew into? Why, just what all good children grow into who eat mince pie made from **DOUGHERTY'S NEW ENGLAND CONDENSED MINCE MEAT**.—splendid American citizens.

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RED FRONTS!

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SEE WHAT WE ARE DOING FOR YOUR CUSTOMERS.

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A set of 16 BEAUTIFUL DOLLS, all different, with interchangeable dresses. The unique and novel combinations are a source of never ending amusement to the children and whole household.

FOR 5 RED FRONTS—"THE FAIRY'S PIE BOOKLET."

A delightful Fairy story with New England poem, beautifully illustrated on each page; 16 colors; 20 pages; covers embossed; exact representation of a pie. Elegant, artistic, interesting.

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"THE FAIRY'S PIE," "FAIRY'S CHILDREN," AND "FAIRY'S PIE BOOKLET."

T. E. DOUGHERTY, CHICAGO, ILL., & PORT BYRON, N. Y.

ON THE WARPATH.

Muskegon Grocers Determined To Curtail the Peddling Nuisance.

From the Muskegon News, Oct. 31.

There was a liberal response to the call for a meeting of the grocers last night, and the crowd that assembled in the commission house of Moulton & Ridel showed how they felt towards putting a stop to peddling produce about the city and establishing a city market.

The hour set for the meeting was 8 o'clock and but a few moments after that a glance about the spacious office reviewed the following grocers: C. C. Moulton, A. Ridel, D. Christie, Wm. McComb, W. H. Read, L. Vincent, F. Smith, F. B. Aldrich, F. Danielson, C. Wellington, H. Shaw, A. Towl, D. Boelkins, Wm. Nester, J. Carscadon, A. Payne, J. Medema, D. Kampenga, H. Solheim. There were also present N. Nelson, M. Birch, butchers, and Mayor McGraft, Recorder Schnorback and S. H. Stevens, of the Charter Committee.

Once assembled but little time was lost in getting down to the subject at hand and it was discussed in a manner that betrayed the seriousness of the matter and also the deep interest the merchants feel. Recorder Schnorback stated that the present ordinance could not be enforced because the Supreme Court had rendered it invalid in other cities.

An ordinance governing such a matter must contain a schedule of articles such as it may cover and the amount of license to be paid for the privilege of peddling them. An ordinance without such provisions would not stand. S. H. Stevens was of the opinion that the Council should pass an ordinance covering the matter.

Early during this expression of opinion Mayor McGraft made his appearance and the subject was turned to a discussion of the practice of peddling about the city, and some very forcible arguments were used in favor of abolishing such a practice, or rather regulating it in such a way as to deal fairly with the merchants.

Many of the merchants argued that not only the retailer was harmed, but the people who buy, as well. W. H. Read gave a good illustration as to what the people sometimes bought for a 1 cheese from peddlers. "They call it skim milk cheese," said Mr. Read, "but this is the way they make it: Mix milk with cotton seed oil, a little flour added and then steam injected and you have what many of these fellows sell for the best make of cheese."

"It is not only groceries that are peddled from door to door," continued Mr. Read, "but everything from a folding bed to a dish rag, and it harms every merchant, no matter in what line it may be that he deals."

Other merchants stated that to their personal knowledge peddlers called at the celery farms in the outskirts of the city and, procuring the leaves stripped from the sides of celery, would bunch them and sell them for celery. Another said he had personal knowledge of some peddlers gathering up garbage from grocery stores, sorting and selling it.

Mayor McGraft suggested that the Grocers' Association appoint a committee to draft a schedule of articles and prices for the purpose of presenting it to the Council and asking to have them embodied in an ordinance.

Acting on the suggestion, the following committee was appointed: W. H. Read, F. B. Aldrich, A. Towl, J. Carscadon and D. A. Boelkins.

No action was taken toward the establishment of a market, as the Mayor did not think under the present charter a market would be practicable.

ADMIRABLE FORM OF ORDINANCE.

Naturally enough, THE TRADESMAN was appealed to to furnish a suitable draft for an ordinance, submitting the following form as admirably adapted for the purpose:

AN ORDINANCE

Relative to hucksters, peddlers and hawking in the city of —.

Sec. 1. License for peddlers. Unlawful to sell without.

2. License for fruit venders. Unlawful to sell without.
3. Application for license.
4. Cost of license.
5. Farmers may sell their farm product without license.

6. Name and number on wagon.
7. Obstruction to streets, must not be.
8. Penalty for violation.
9. Bonds in certain cases.
10. Annual licenses only to be issued.
11. Permits forbidden.

The Common Council of the city of — does ordain as follows:

Section 1. No person or persons shall engage in the business of hawking, pack or other peddling in the streets or other public places, or from door to door, in the city of —, without first having obtained a license therefor from the Common Council of said city.

Section 2. It shall not be lawful for any person or persons to engage in the business of selling fruits, nuts, candies or any other article whatsoever, from a stand, stall, cart, wagon, pack, basket, or in any manner, on any of the public streets, parks, grounds, places or alleys in said city, without first having obtained a license therefor from the Common Council of said city.

Section 3. Any person desiring to exercise or engage in any callings aforesaid shall make application to the Common Council of said city for a license therefor; such application shall state the goods or merchandise to be sold and the place and manner of selling, and the time said applicant desires said license to run.

Section 4. Upon the granting of such license by said Common Council, the applicant therefor shall pay into the treasury of said city such sum as the said Common Council shall direct, not exceeding in any case \$15 per day, and shall also pay to the clerk of said city the further sum of \$1 for issuing and recording such license.

[Section 5. This ordinance shall not be so construed as to apply to any person or persons coming into the city with teams or otherwise with any produce for market, or to any person selling vegetables or berries or other produce of their own farms or premises.]

Section 6. Any person who shall exercise the vocation of a peddler by means of a wagon, cart or other vehicle shall cause his name, together with the number of his license, to be printed on the outside of his vehicle in letters and figures not less than an inch in length.

Section 7. All persons who are or who may be licensed by said Common Council to sell their goods or merchandise from the wagon, cart, booth, stand, pack or basket, shall not occupy the street or sidewalk in such a manner as to interfere with or interrupt the travel on the street or sidewalk.

Section 8. Any person or persons who shall violate the foregoing provisions and requirements of this ordinance, on conviction thereof, shall be punished by a fine of not less than one dollar, nor more than fifty and costs of prosecution, or by imprisonment at hard labor in the common jail of the county of —, or in any penitentiary, jail, work-house, house of correction or alms-house of said city, in the discretion of the court or magistrate before whom the conviction may be had, for a period of not less than two days or more than sixty days; and in case such court or magistrate shall only impose a fine and costs, the offender may be sentenced to be imprisoned at hard labor in the common jail of the county of —, or in any penitentiary, jail, work-house, house of correction or alms-house of said city, until the payment of such fines and costs, for a period of not less than one day nor more than sixty days.

Section 9. Hucksters and peddlers of fruits and vegetables shall be required to give a bond in the sum of fifty dollars with two sureties of satisfactory responsibility, to comply with the requirements of the ordinance and to pay any damages sustained by reason of the sale of unwholesome fruit, vegetables or berries.

Section 10. In the case of peddlers of fruits and vegetables annual licenses only shall be issued.

Section 11. The Mayor is hereby expressly forbidden to issue any permits to

peddle or in any way interfere with the enforcement of this ordinance.

Section 5 may be omitted altogether where the charter contains no provision expressly prohibiting the levying of license fees on farmers who wish to peddle the products of their own farms.

Monthly Report of Secretary Mills.

GRAND RAPIDS, Nov. 1.—The following new members have joined during the past month:

3733 C. A. Baird, Detroit.
3739 Edward Bullock, Detroit.
3759 E. F. Baxter, Boston, Mass.
3727 John M. Curry, Ingram, Pa.
3728 Thos. C. Daly, Detroit.
3733 E. A. Foster, Detroit.
3737 M. H. Gunn, Lansing.
3738 W. W. Gillam, Kalamazoo.
3720 Michael Hogan, Grand Rapids.
3761 John Hawthorn Ypsilanti.
3736 C. A. Lemen, Lansing.
3740 R. E. L. Murphy, Lexington, Ky.
3719 J. C. Phelps, Grand Rapids.
3735 Perry O. Priest, Grand Rapids.
3760 E. C. Plumstead, Detroit.
3731 Milton Reeder, Grand Rapids.
3716 John F. Shaw, Grand Rapids.
3726 C. W. Sprague, Chateaugay, N. Y.
3730 O. C. Shults, Chicago.
3715 W. F. Bowen, Grand Rapids.
3716 J. Fillmore Shaw, Grand Rapids.
3717 Martin DeWright, Allegan.
3718 C. W. Mansfield, Ypsilanti.
3721 H. L. Gregory, Grand Rapids.
3722 H. B. Prescott, Niles.
3723 Chas. E. Young, Brockport, N. Y.
3724 J. B. Smith, Grand Rapids.
3725 R. W. Holmes, Detroit.

I will, under date of Nov. 10, mail each member a notice of annual dues of \$1 for 1895, payable on or before Dec. 31, and enclose with same an application blank, and if only one member in four sends in the application of some desirable commercial traveler during the next sixty days, our membership will reach the 2,000 mark, which we are rapidly nearing.

I would call your attention to the subjoined letter from Chairman Moeller of the Railway Committee, and congratulate our members upon the very friendly relations existing between the railroads of our State and this Association, and I sincerely trust that no member of this Association will be guilty of abusing any of the privileges so generously granted us. I assure you that the present Board of Directors will promptly expel any member proven guilty of this charge.

L. M. MILLS, Sec'y.

OFFICIAL NOTIFICATION.

DETROIT, Nov. 2.—Enclosed please find copy of resolution passed by the General Passenger Agents at their September meeting.

I was under the impression that I had not sent this to you; if I have, no harm done. H. F. MOELLER, Chairman.

Resolved, That for the annual meeting of the Knights of the Grip at Grand Rapids, Dec. 26 and 27 next, a rate of one single fare for the round trip be granted, upon presentation to the ticket agent where tickets are purchased of the membership certificate issued by the Michigan Knights of the Grip, identifying said member to apply for members, their wives and immediate members of their families, selling agents to take a record of the name of the parties to whom tickets are issued and the number of the certificate for each ticket issued, and forward the same to their general passenger agent. Selling days, Dec. 26 and 27, good returning up to and including Dec. 28.

Prohibiting the Sale of "Paskola."

The State Food Commissioner of Ohio has issued an edict, prohibiting the sale of "Paskola" within the boundaries of that State. The same action has been taken by Dr. Luther S. Harvey Food Inspector of Detroit, so far as the city of Detroit is concerned. The State Food Commissioner of Michigan has not been heard from on the subject. The grounds on which Dr. Harvey bases his action is set forth in a newspaper interview:

"My attention was called to Paskola," he said, "by a marked copy of the New York Times, which was mailed to me a few weeks ago. This paper contained an attack upon the food and also an analysis made by Dr. Eccles, formerly of the United States Agricultural Department. By this analysis it appeared that Paskola consisted of one pint of glucose, fifty drops of muriatic acid and from seven to eight drops of sulphurous acid. Later I saw another analysis by an expert, which tallied with the one made by Dr. Eccles, in the July number of the *Druggist Circular*. The bottle that I procured I tested for glucose, and found that it contained nearly 100 per cent. of that substance. The sale of this article as food is clearly in violation of the law, and I shall order its sale stopped in this city, and if the order is violated by any druggist I shall proceed against him as provided for by the State law."

The apathy of the State Food Commissioner is significant, especially when the activity of Detroit's Inspector is considered.

A Valuable Monopoly.

Aluminum is commercially produced by an electric process, of which one company has practically the monopoly of the world. The fierce heat of the electric arc is employed to fuse the ore and liberate the pure metal. A special type of dynamo is used, delivering a very large current of just sufficient intensity to overcome the resistance of the mass to be fused, so there is but little loss, and nearly the whole energy of the generator is available as heat. The chemical details of the process have been so greatly simplified by the introduction of electric heating that the older methods have been driven out of existence. Aluminum may be easily and permanently coated, or plated, with other metals by a method recently discovered in Germany, and which bids fair to be of great value in the arts. The aluminum is first dipped into a solution of caustic potash, and left there until bubbles of gas appear on the surface. It is then placed in a bath of corrosive sublimate, and, after another dipping in caustic potash, is put in a solution of a salt of the desired metal. A film quickly forms, which adheres so firmly that in some cases—notably with gold, silver and copper—the plate can be rolled out without detaching it.

A Dangerous Swindle.

Pittsburg is making violent war on the "discretionary pool," a form of gambling and swindling which has suddenly grown popular in that city. A number of concerns have sprung up there and it is estimated that they hold from \$3,000,000 to \$4,000,000, representing some 50,000 investors. Their clients are workmen, washerwomen, domestic servants, farmers and others, who have been assured of getting anywhere from 20 to 100 per cent. profit on their money a month. Many men have mortgaged their property to put money into the pools. The theory of the concerns is that the money deposited is to be invested by a skillful broker at his discretion, in stocks, bonds, grain or provisions. Monthly dividends are declared to the stockholders out of the profits. Several of the concerns have been running for some time, and large dividends have been declared regularly. But it is said that these are merely to serve for bait to allure more investors into the business, and that presently the concerns will disappear, and most of the money invested will go the same way.

A bond investment company, in Toledo, has been debarred from sending matter through the mails by the Postoffice Department, on the ground that the company is conducted on the same basis as a lottery and circulars relating to its operation are non-mailable.

Use Tradesman Coupon Books.

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

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

Michigan State Pharmaceutical Ass'n.

President—A. R. 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. Schrouder

Window Dressing in a Drug Store.

With respect to advertising, a pharmacy is in a measure handicapped; it has not the latitude of the large department stores of the city, which advertise one particular line and incidentally sell a dozen others. If a man goes into a drug store to buy liver pills, a shelfful of cough mixture does not appeal to him in the least. It may be that the retail druggist of the future will be forced to carry a general line of merchandise, to which his drug stock will be merely an adjunct; but to-day the profession looks to each individual pharmacist to protect its dignity and demonstrate its ability to stand alone.

One might as well be a dead man as a nonentity, in business. The merchant must make himself known, and if, as is the case with the druggist, his advertising resources are limited, he must fall back on an attractive establishment to invite the public within his walls. He must make a landmark of his store, give it an individuality, and have it known for its reliability and high standard. Not enough attention is paid, as a general rule, to the dressing of show windows, and this is really so important a feature the druggist cannot afford to overlook or grow careless in his displays. It is a mistake to fill a window with a heterogeneous collection of elixirs, pills, perfumes, cigars, corn-cures, and hair-brushes; it may be a fine exhibit of first-class stock, but it is too confusing a mass to make any impression on the passer-by—there is nothing to catch the eye. On the other hand, if the druggist will clear out his window, and into the empty space unload carelessly in a heap a barrel of stick liquorice, a monkey-skin of aloes, a quantity of some crude drug, or any other one thing, it is comprehended at a glance, and serves as a reminder to the pedestrian of something in the drug line he ought to have.

A window in one of the popular New York pharmacies presents a very attractive appearance. The background and floor are covered with Turkish towels; the pyramid of rock-salt boxes is flanked on both sides with loofahs, two meeting in a point at the apex; sponges are festooned from the ceiling, and soap, flesh-brushes, etc., dropped promiscuously about, the whole making an attractive display.

It is a good thing to keep window decorations "up to date"—that is commemorate current festivities and celebrations with appropriate designs and colors. In selecting colors, harmony is, of course, the main thing, and the following combinations may be used with artistic effect:

Orange and black.
Pink and olive-green.
Lavender and mauve.
Golden brown and yellow.

Cherry and white.
Light blue and mahogany.
Yellow and white.

On class days, and occasions that arouse public enthusiasm, as foot-ball games, boat races, etc., the college or club colors may be adopted in the window dressing. These color-display arrangements are exceedingly dainty, and involve only the expense of a variety of drapery silks, which will last almost indefinitely if removed carefully and laid away smoothly after each time of using. The dressing may be more or less elaborate according to the talent of the dresser, a simple method being a half-length curtain hung on a brass rod at the back, and the floor covered loosely with silk of the complementary shade. One week the exhibit in the window may be toilet articles—perfume, face powder, tooth-brushes, manicure implements; another week, bronchial lozenges, in bulk and packages; the next week, an array of witch hazel, or whatever is seasonable. Rose-pink draperies and black liquorice in a window would tempt any man to buy.

A very clever device, and one which at once attracts the eye and could be used in these color windows effectively, is long satin streamers, attached to bottles or packages or to miniature flagpoles, and kept flying festively in the breeze created by a concealed electric fan.

A marine window for the advertisement of the various cod-liver oil products is good. In this a complete model of a ship—chooner, sloop, or other fishing boat—is used as a center piece; and around it, in classified groups, are bottles of pure cod-liver oil, emulsion, capsules, malt and oil—any preparation that contains a percentage of oil. Sea-weed, star-fish, or any aquatic curiosity, may be used for additional decoration.

This method of advertising admits of almost inexhaustible variety; but even in this the question of environment must be considered. One must study the taste of his patrons, to learn what style is most likely to win their attention; he must look at the subject not only from his own standpoint but also from that of the class of trade his local commands.

L. H. FOSTER.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use. Send trial order.

**Seely's Lemon.**
(Wrapped)

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

Seely's Vanilla
(Wrapped)

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

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

Correspondence Solicited

SEELY MFG. CO., Detroit, Mich.



Is This A Good Thing?

\$15 for \$4

You Want It!

You Have To Have It!

The Law Says You Shall Have It!

2,800 Labels

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

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

TRADESMAN O COMPANY'S
CLASSIFIED LIST OF

POISONOUS DRUGS

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

How to Use Them
To ascertain which Antidote to use for a given poison, find the article on following list, and the number opposite to also the number of the antidote label to be used—see number (in bold face type) on label.

CAUTION—Use no other system of Poison Labels with this list.

ORDER NEW LABELS BY NUMBER.
See Key and Number 25, 1908.
Additional Remarks 12.
Please send this printed or any new number sent by mail post paid.

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

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

Tradesman Company,
Grand Rapids, Mich.

Wholesale Price Current.

Advanced—Gum Opium, Morphia, Assafetida.		Declined—Canary seed, Bi Car Soda.	
ACIDUM.		TINCTURES.	
Aceticum.....	80 10	Aconitum Napellis R.....	60
Benzofeum German.....	65 75	" and myrrh.....	60
Boracic.....	60 15	Arnica.....	60
Carbolicum.....	20 30	Asafetida.....	60
Citricum.....	42 45	Atropa Belladonna.....	60
Hydrochlor.....	32 5	Benzoin.....	60
Nitrosum.....	10 12	" Co.....	60
Oxalicum.....	10 12	Sanguinaria.....	60
Phosphoricum dil.....	1 25 21 60	Barosma.....	60
Salicylicum.....	1 25 21 60	Cantharides.....	75
Sulphuricum.....	1 40 21 60	Capicum.....	60
Tannicum.....	1 40 21 60	Camom.....	75
Tartaricum.....	30 23	" Co.....	75
AMMONIA.		Castor.....	1 00
Aqua, 16 deg.....	4 6	Catechu.....	50
" 20 deg.....	6 8	Cinchona.....	50
Carbonas.....	12 14	" Co.....	50
Chloridum.....	12 14	Columba.....	50
ANILINE.		Conium.....	50
Black.....	2 00 2 25	Cubeba.....	50
Brown.....	2 00 2 25	Digitalis.....	50
Red.....	4 50 5 00	Ergot.....	50
Yellow.....	2 50 2 50	Gentian.....	50
BACCAR.		" Co.....	50
Cubeba (po 25).....	20 25	Gualca.....	50
Juniperus.....	8 10	Zingiber.....	50
Xanthoxylum.....	25 30	Hyoscyamus.....	50
BALSAMUM.		Iodine.....	75
Copaiba.....	45 50	" Colorless.....	75
Peru.....	22 50	Peri Chloridum.....	35
Terebinth. Canada.....	45 50	Rino.....	50
Toluata.....	35 50	Lobelia.....	50
CORTEK.		Myrrh.....	50
Ables, Canadian.....	18	Nux Vomica.....	50
Castia.....	12	Opil.....	50
Cinchona Flava.....	18	" Camphorated.....	50
Eunonymus atropurp.....	30	" Deodor.....	2 00
Myrica Cerifera, po.....	20	Aurant Cortex.....	50
Prunus Virgin.....	12	Rhatany.....	50
Quillaja, grd.....	10	Rhel.....	50
Sassafras.....	10	Castia Acutifol.....	50
Ulmus Po (Ground 15).....	15	" Co.....	50
EXTRACTUM.		Serpentaria.....	50
Glycyrrhiza Glabra.....	24 25	Stromonium.....	60
" po.....	32 35	Tolutan.....	50
Haematox, 15 lb. box.....	11 12	Valerian.....	50
" 18.....	13 14	Veratrum Veride.....	50
" 14s.....	14 15	MISCELLANEOUS.	
" 14s.....	16 17	Ether, Spts Nit, 3 F.....	28 30
FERRU.		" 4 F.....	32 34
Carbonate Precip.....	2 15	Alumen.....	2 1/2 3
Citrate and Quinia.....	2 50	" ground, (po.....	3 4
Citrate Soluble.....	2 50	Annatto.....	55 60
Ferrocyanidum Sol.....	2 50	Antimoni, po.....	4 5
Solut Chloride.....	2 15	" et Potass T.....	55 60
Sulphate, com'l.....	2 15	Antipyrin.....	21 40
" pure.....	2 7	Antifebrin.....	2 25
FLORA.		Argent Nitras, ounce.....	2 50
Arnica.....	12 14	Arsenicum.....	5 7
Anthemis.....	3 35	Balm Gilead Bud.....	38 40
Matricaria.....	50 65	Bismuth S. N.....	1 60 1 70
FOJIA.		Calcium Chlor, 1s, (1/4s.....	12 14
Barosma.....	14 30	" 12, 14, 16.....	11
Castia Acutifol, Tin.....	25 28	Cantharides Russian.....	21 00
" Alx.....	35 50	Capicid Fructus, af.....	2 25
Salvia officinalis, 1/4s.....	15 25	" B po.....	2 30
Ura Ural.....	8 10	Caryophyllus, (po 15).....	10 12
GUMMI.		Carmine, No. 40.....	2 75
Acacia, 1st picked.....	2 60	Cera Alba, S. & F.....	50 55
" 2d.....	2 40	Cera Flava.....	38 40
" 3d.....	2 30	Coccos.....	2 25
" sifted sort.....	2 30	Castia Fructus.....	2 10
" po.....	60 80	Centraria.....	2 40
Aloe, Barb, (po 80).....	50 60	Cetaceum.....	60 62
" Cape, (po 30).....	2 12	Chloroform.....	21 25
" Socotri, (po 80).....	2 50	Chloral Hyd Crst.....	1 25 1 50
Catechu, 1s, (1/4s, 14 1/4s.....	1 10	Chondrus.....	20 25
" 16).....	1 1	Cinchonidine, F. & W.....	15 20
Ammoniac.....	55 60	" German.....	3 4 12
Assafetida, (po 4).....	40 45	Corka, list, dis, per.....	75
Benzoinum.....	50 55	Cressatum.....	2 35
Camphora.....	48 55	Creta, (bbl. 75).....	2 2
Euphorbium po.....	35 10	" prep.....	5 5
Galbanum.....	2 50	" precip.....	9 11
Gamboge, po.....	70 75	" Rubra.....	2 8
Gualacum, (po 35).....	2 30	Crocus.....	35 40
Kino, (po 1 75).....	2 75	Cudbear.....	2 24
Mastic.....	2 80	Cupri Sulph.....	5 6
Myrrh, (po 45).....	2 40	Dextrine.....	10 12
Opil (po 3 30 2 50).....	2 5 2 60	Ether Sulph.....	75 90
Shellac.....	35 42	Emery, all numbers.....	2 6
" bleached.....	33 35	Ergota, (po.) 40.....	30 35
Tragacanth.....	40 1 00	Flake White.....	12 15
HERBA—In ounce packages.		Galla.....	2 23
Absinthium.....	25	Gambler.....	7 2 8
Eupatorium.....	20	Gelatin, Cooper.....	2 60
Lobelia.....	25	" French.....	30 50
Majorum.....	25	Glassware flint, by box 80.....	15
Mentha Piperita.....	23	Less than box 75.....	15
" Vir.....	25	Gine, Brown.....	13 25
Rue.....	30	" White.....	13 25
Tanacetum V.....	22	Glycerina.....	14 20
Thymus, V.....	25	Grana Paradisi.....	2 22
MAGNESIA.		Humulus.....	25 55
Calcined, Pat.....	55 60	Hydraag Chlor Mite.....	2 75
Carbonate, Pat.....	20 25	" Cor.....	2 65
Carbonate, K. & M.....	20 25	" Ox Rubrum.....	2 85
Carbonate, Jennings.....	35 38	" Ammoniat.....	2 95
OLEUM.		" Unguentum.....	45 55
Absinthium.....	2 50 2 60	Hydrargyrum.....	2 60
Amygdalae, Dulc.....	30 50	Icthyobolla, Am.....	1 25 1 50
Amygdalae, Amarae.....	8 00 8 25	Indigo.....	75 100
Anisi.....	2 60 2 80	Iodine, Resubl.....	3 80 2 90
Aurant Cortex.....	1 80 2 00	Iodoform.....	2 4 70
Bergamti.....	3 00 3 20	Lupulin.....	2 25
Cajiputi.....	60 65	Lycopodium.....	60 62
Caryophylli.....	75 80	Macis.....	70 75
Cedar.....	35 65	Liquor Arsen et Hy.....	2 27
Chenopodii.....	21 60	drarg Iod.....	10 12
Cinnamoni.....	1 60 1 75	Liquor Potass Arsenitis.....	2 25
Cinnamonella.....	2 45	Magnesia, Sulph (bbl.....	2 4 4
Conium Mac.....	35 65	" 1/4).....	60 62
Opila.....	9 40	Mannia, S. F.....	60 62

HAZELTINE & PERKINS DRUG CO.

VALLEY CITY
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

A valuable addition to the feed of laying Hens and growing
chicks, and a sure preventative for Cholera

Roupe and Gapes.



Price 25 Cents.

HAZELTINE & PERKINS DRUG CO.,

Manufacturing Chemists,
GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Antora	55 6 00
Jastor Oil	60 7 00
Diamond	50 5 50
Prazer's	75 9 00
Mica	65 7 00
Paragon	55 6 00

BAKING POWDER.	
Acme	45
1 lb. 3 doz	1 60
Bulk	10
Arctic	55
6 doz case	1 10
1 lb. 4 doz	2 00
1 lb. 2 doz	9 00
1 lb. 1 doz	45
Cream Flake	45
3 oz. 4 doz	60
1 oz. 4 doz	80
1 oz. 2 doz	1 20
1 lb. 2 doz	2 00
1 lb. 1 doz	9 00
Red Star	40
1 lb. 3 doz	1 40
Telfer's	45
1 lb. cans, doz	1 50
Our Leader	45
1 lb. cans	1 50
1 lb. cans	1 50

BATH BRICK.	
2 dozen in case	90
English	90
Bristol	80
Domestic	70

BLUING.	
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	8 00
1 oz ball	4 50
Mexican Liquid, 4 oz	3 60
8 oz	6 80

BROOMS.	
No. 2 Hurl	1 90
No. 1	2 00
No. 2 Carpet	2 15
No. 1	2 50
Parlor Gem	2 50
Common Whisk	1 00
Fancy	1 00
Warehouse	2 25

BRUSHES.	
Stove, No. 1	1 25
" 10	1 50
" 15	1 75
Rice Root Scrub, 2 row	1 85
Rice Root Scrub, 3 row	1 25
Palmetto, goose	1 50

CANDLES.	
Hotel, 40 lb. boxes	10
Star	9
Paraffine	10
Wicking	24

CANNED GOODS.	
Fish.	
Little Neck, 1 lb.	1 20
" 2 lb.	1 90
Clam Chowder	2 25
Standard, 3 lb.	2 25
Cove Oysters	75
Standard, 1 lb.	1 35
2 lb.	1 35
Star, 1 lb.	2 45
" 2 lb.	3 50
Pie, 1 lb.	2 00
2 lb.	2 20
Mackerel	2 20
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
Salmon.	
Columbia River, flat	1 55
" tails	1 60
Alaska, Red	1 30
" pink	1 20
Kinney's, flat	1 90
Sardines.	
American	4 40
Lenawee	1 10
Imported	2 40
Mustard	6 27
Boneless	21
Trout.	
Brook, 3 lb.	2 50
Fruits.	
York State, gallons	90
Hamburg	2 60

Apricots.	
Live oak	1 40
Santa Cruz	1 40
Lusk's	1 50
Overland	1 50
Blackberries.	
F. & W.	85
Cherries.	
Red	2 20
Pitted Hamburg	1 40
White	1 15
Erle	1 35
Demmons, Egg Plums and Green	1 25
Gages	1 35
California	1 25
Gooseberries.	
Common	1 25
Peaches.	
Pie	1 10
Maxwell	1 50
Shepard's	1 50
California	1 60
Monitor	1 75
Oxford	1 75
Pears.	
Domestic	1 25
Riverside	1 75
Pineapples.	
Common	1 00
Johnson's sliced	2 50
" grated	2 75
Booth's sliced	2 50
" grated	2 75
Quinces.	
Common	1 10
Raspberries.	
Red	95
Black Hamburg	1 40
Erle, black	1 20
Strawberries.	
Lawrence	1 25
Hamburg	1 25
Erle	1 20
Terrapin	1 05
Whortleberries.	
Blueberries	85
Meats.	
Corned beef Libby's	2 30
Roast beef Armour's	2 35
Potted ham, 1/4 lb.	1 25
" 1 lb.	70
" tongue, 1/4 lb.	1 35
" 1 lb.	75
" chicken, 1/4 lb.	95
Beans.	
Hamburg stringless	1 15
" French style	2 00
" Lima	1 45
Lima, green	1 15
" soaked	70
Lewis Boston Baked	1 25
Bay State Baked	1 25
World's Fair Baked	1 25
Pie, Baked	95
Corn.	
Hamburg	1 25
Livingston Eden	1 10
Purity	1 00
Honey Dew	1 25
Morning Glory	75
Soaked	75
Peas.	
Hamburg marrowfat	1 20
" early June	1 10
" Champion Eng.	1 40
" petit pois	1 40
" fancy sifted	1 90
Soaked	65
Harris standard	75
VanCamp's marrowfat	1 10
" early June	1 30
Archer's Early Blossom	1 25
French	2 15
Mushrooms.	
French	1 00
Pumpkin.	
Erle	85
Squash.	
Hubbard	1 15
Succotash.	
Hamburg	1 40
Soaked	80
Honey Dew	1 40
Erle	1 35
Tomatoes.	
Hancock	90
Excelior	9
Eclipse	90
Hamburg	1 30
Gallon	3 00

CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 25
" 50 ft.	1 40
" 60 ft.	1 60
" 70 ft.	1 75
" 80 ft.	1 90
" 90 ft.	2 00
" 100 ft.	2 15
" 110 ft.	2 30
" 120 ft.	2 45
" 130 ft.	2 60
" 140 ft.	2 75
" 150 ft.	2 90
" 160 ft.	3 05
" 170 ft.	3 20
" 180 ft.	3 35
" 190 ft.	3 50
" 200 ft.	3 65
" 210 ft.	3 80
" 220 ft.	3 95
" 230 ft.	4 10
" 240 ft.	4 25
" 250 ft.	4 40
" 260 ft.	4 55
" 270 ft.	4 70
" 280 ft.	4 85
" 290 ft.	5 00
" 300 ft.	5 15
" 310 ft.	5 30
" 320 ft.	5 45
" 330 ft.	5 60
" 340 ft.	5 75
" 350 ft.	5 90
" 360 ft.	6 05
" 370 ft.	6 20
" 380 ft.	6 35
" 390 ft.	6 50
" 400 ft.	6 65
" 410 ft.	6 80
" 420 ft.	6 95
" 430 ft.	7 10
" 440 ft.	7 25
" 450 ft.	7 40
" 460 ft.	7 55
" 470 ft.	7 70
" 480 ft.	7 85
" 490 ft.	8 00
" 500 ft.	8 15
" 510 ft.	8 30
" 520 ft.	8 45
" 530 ft.	8 60
" 540 ft.	8 75
" 550 ft.	8 90
" 560 ft.	9 05
" 570 ft.	9 20
" 580 ft.	9 35
" 590 ft.	9 50
" 600 ft.	9 65
" 610 ft.	9 80
" 620 ft.	9 95
" 630 ft.	10 10
" 640 ft.	10 25
" 650 ft.	10 40
" 660 ft.	10 55
" 670 ft.	10 70
" 680 ft.	10 85
" 690 ft.	11 00
" 700 ft.	11 15
" 710 ft.	11 30
" 720 ft.	11 45
" 730 ft.	11 60
" 740 ft.	11 75
" 750 ft.	11 90
" 760 ft.	12 05
" 770 ft.	12 20
" 780 ft.	12 35
" 790 ft.	12 50
" 800 ft.	12 65
" 810 ft.	12 80
" 820 ft.	12 95
" 830 ft.	13 10
" 840 ft.	13 25
" 850 ft.	13 40
" 860 ft.	13 55
" 870 ft.	13 70
" 880 ft.	13 85
" 890 ft.	14 00
" 900 ft.	14 15
" 910 ft.	14 30
" 920 ft.	14 45
" 930 ft.	14 60
" 940 ft.	14 75
" 950 ft.	14 90
" 960 ft.	15 05
" 970 ft.	15 20
" 980 ft.	15 35
" 990 ft.	15 50
" 1000 ft.	15 65

CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 25
" 50 ft.	1 40
" 60 ft.	1 60
" 70 ft.	1 75
" 80 ft.	1 90
" 90 ft.	2 00
" 100 ft.	2 15
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" 120 ft.	2 45
" 130 ft.	2 60
" 140 ft.	2 75
" 150 ft.	2 90
" 160 ft.	3 05
" 170 ft.	3 20
" 180 ft.	3 35
" 190 ft.	3 50
" 200 ft.	3 65
" 210 ft.	3 80
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" 940 ft.	14 75
" 950 ft.	14 90
" 960 ft.	15 05
" 970 ft.	15 20
" 980 ft.	15 35
" 990 ft.	15 50
" 1000 ft.	15 65

Corn.	
Hamburgh	1 25
Livingston Eden	1 10
Purity	1 00
Honey Dew	1 25
Morning Glory	
Soaked	75
Peas.	
Hamburgh	1 25

MEN OF MARK.

Artemas Ward, Advertising Manager of Enoch Morgan's Sons Co.

The transfer of the *National Grocer* to the American Grocer Publishing Company, by which the *National Grocer* and the *Philadelphia Grocer and Market Journal* are absorbed by the *American Grocer*, removes, to a large extent, from trade journalism a figure that has been connected with the grocers of this country for many years—Artemas Ward—who for twenty years has been directly connected with the grocery press of this country, and during this time has devoted much energy and brought to bear upon the grocery movement an intelligent and healthy criticism that has borne good fruit, and will do so in the future, as its influence will be of infinite advantage to the grocery trade and the grocery movement.

In this sketch it is not intended by the writer that it shall be biographical, because in such a sketch full justice could not be done to a personality entirely distinct from any other that has ever been connected with the grocery press. Mr. Ward's ancestors were national characters at a time when this country needed men of patriotism, honor and energy. The grandfather of the subject of this review was General Artemas Ward, who was second in command to Washington in the struggle for American independence. Springing from such a stock, it is only natural that Mr. Ward should have displayed in his public career a courage equal to that of his ancestors. We know from personal experience that in the darkest days of the grocery movement and also the darkest days of the journal with which Mr. Ward was so many years associated, he would never listen to any compromise or be party to any clique—no matter what the reward held out—that had not the best interests of the retail grocer at heart. Many times and oft has Mr. Ward raised his voice and used his pen against the shams that have been simply intended to serve the interests of some individuals at the expense of the retail trade. He struggled for and maintained an independent newspaper in the face of untold odds, and one of his first fights was with a house which demanded the insertion of advertising as editorial announcements. While Mr. Ward at this time was by no means in easy financial circumstances, he refused, even with the threat of a law suit made against him, to allow one single line to appear in his newspaper which could be in any way construed into a reflection upon the honest manufacturer or against the best interests of the retail trade.

Of course, nobody with the independent views and manliness and courage to express his views, as Mr. Ward has done in the past, could escape adverse criticism. He was called by his enemies "a good fellow, but a crank." What of this? All men of character, of originality, or of independence, are more or less considered to be cranks; but Mr. Ward's crankiness could never be said to be smirched in the least by selfishness. He was, without doubt—and say I this advisedly—the most unselfish journalist ever connected with the trade press of this or any other country. The writer recalls many instances wherein Mr. Ward's personality served the trade well and saved it from much odium as well as from its would-be-friends.

As a writer, Mr. Ward must rank as one of the most brilliant and original the trade press has ever seen. In recent years he did little of this, his time being taken up in other more pressing matters, but those who can remember him in his early days of grocery journalism will recall the broad humor, elegant diction and original ideas which permeated all he wrote. He was not a financial writer and paid little attention to that department in his paper, but some of his editorials on trade subjects stand out as remarkable literary productions. These were far above the average, and many a time has Mr. Ward been urged to con-

AS AN EXPERT ADVERTISER.

Under the heading of "A Brainy Advertising Man," the following review of Mr. Ward's career appeared in *Printers' Ink* under date of Jan. 7, 1891:

Artemas Ward, of Sapolio fame, was born and educated in New York, although long residence in Philadelphia, and a connection of sixteen years with the *Philadelphia Grocer*, has led many to consider him a Philadelphian.

It pleases him to tell how he secured his engagement with the Enoch Morgan's Sons Co. He applied to them for an advertisement for his paper. Discussion led to better acquaintance. At a third call the idea of writing advertisements for them was suggested and declined, but led to his engagement as advertising



nect himself with the daily press. Had he done so, he would certainly have made as great a mark in the daily journalistic field as he has done in his connection with Sapolio.

The many vicissitudes and changes that Mr. Ward has seen in the grocery trade since his first connection with it made his judgment valuable and his experience in this direction has aided him in bringing Sapolio so fully before the people that to-day it is a household word and is to be found upon the shelf of every grocery store in the world.

Personally, Mr. Ward is a prince of good fellows, a faithful friend, constant and fearless in his support of what he believes to be the truth, and an indefatigable worker. Besides his connection with Sapolio, he is now editor of *Fame*, a journal devoted to the interests of advertisers. In his partial loss to the grocery trade press, the retailer loses a steadfast friend, who could always be relied upon in the hour of need and one who never hesitated to make personal and financial sacrifices to advance what he considered the rights of the retailer.

B.

to the labor union, and works 16 hours a day and uses three phonographs dictating to the one in his dining-room after dinner and before breakfast. He discounts the merit of mere advertising writing, which, if not associated with capacity for general business management, is of comparatively little value. We inquired, for our readers' information, how Mr. Ward learned the advertising business, and received the following characteristic reply:

"Do you recall Paul's personal record when he contrasted his labors with those of his contemporaries? I do not wonder at the errors of the majority of advertising dispensers, when I realize how little I know of the great work after seventeen years of hard toil. Yet I take no back seat in the record of effort. I have kicked a Gordon press all day; fed 32x44 sheets to the cylinder half the night; folded paper for the binder all the week; run the paper cutter till the floor was knee deep in trimmings; read proof to the compositors until the 'lunch hour' after midnight was as usual as the noon-day meal; clipped for the pun hook and scribbled for the copy book until they were full enough to justify one day's absence from the office; made ready on the press, overlaying and underlaying, and have stood over it all night; issued an eight-page illustrated paper the size of *Harper's Weekly*, on an outlay of \$50 per week; corded up my own bundles for the American News Co. and got them back with my own knots in the ropes; edited, published, addressed, folded and wrapped with my own hands a commercial paper mailed to all parts of the world, which brought exchanges for years from India, China and even the Boer presses of the Transvaal; run a country weekly with 350 subscribers; edited and published three rival grocery sheets in one city; edited a 16-page illustrated paper, with a 100,000 issue; devised, printed and filed every sort of advertising scheme, from the bills of fare and backs of the tickets of a restaurant up to the issue of cloth-bound volumes, doing most of the canvassing for them myself; have read proof (generally by that painstaking method of spelling every word after the copy) in French, Spanish, Dutch, German, Portuguese and Russian; have been an employing printer, editor, publisher, office boy and devil; have employed probably 25 canvassers, and although I always tried to run an honest advertising medium, I have seen one of my canvassers hide behind the press when an advertiser came in! I know how hard it is to canvass for advertisements—how hard it is to get honest service from canvassers, or honest reasons from advertisers; how trying it is to bear the foolish assumptions of superiority on the part of tyros—and how difficult it is to devise a really telling advertisement; but I do not yet know the whole advertising business. I speak as a fool; none knows it; none ever will."

Mr. Ward's name is widely known through its connection with the humorous lecturer, but he derives it from his great-grandfather, Major-Gen. Artemas Ward, of the Revolution, and the substitution of a "u" for an "a" is one of the little things that annoy him.

While he strenuously opposes being confounded with his phonetical namesake Artemus Ward, he is fond of telling funny stories, and there is not a more loyal disciple of the humorist with the wax works show than the individual who gives out advertising for Sapolio. He believes in the article he advertises. He breakfasts with Sapolio, he dines with Sapolio and he dreams of Sapolio. Sapolio is his Alpha and Omega, and success must crown the man who so thoroughly and emphatically believes in what he teaches.

It would be idle to say one word of praise of the advertising of Sapolio. It speaks for itself. It may be criticised, but criticism often springs from jealousy, oftener from incompetency. Success has fixed its seal to the methods and to the article; but Artemas Ward is something more than an advertiser, he is in absolute contact with the entire business of the house. He can tell you all about Sapolio in New York, New Orleans, Denver, San Francisco, Honolulu, New Zealand, Aus-

manager, and soon to a general connection with its work. The business has very largely increased during his six years' attention to its interests.

As an advertising writer he is well known, his Sapolio proverbs being second only to Solomon's in wide publicity. He declares that the patience and effort involved in studying four thousand pages of proverbs, many in their original languages, really deserve more praise than any talent displayed in wording or adapting them. As a dispenser of advertising, he has gained a reputation for absolute secrecy in regard to rates, and of good faith in dealing with agents. In these two points he has probably no equal in the field.

The advertising of Sapolio is very diversified. Its variety of methods has rarely, if ever, been exceeded. The street cars of every city in the United States display its proverbs, but so do those of Calcutta, Rio, Valparaiso, London and even Nagasaki. Its pamphlets are very effective, and are even printed in Russian. Its bill-posting includes countless wordings and sizes, from the gutter snipe to great posters, which rival those of the circus men.

An enthusiast in regard to advertising, Mr. Ward is ever ready to discuss a doubtful point, until those who visit his office wonder when he takes time to attend to the many commercial interests under his care—he replies that he belongs

tralia, Japan, the Strait Settlements, India, Cairo, St. Petersburg, Lisbon, London, Edinburgh, and even Killarney, where he worshipped at the shrine of the Blarney stone in the interests of Sapolio!

Few men who dispense advertising in this country, or for that matter in any other, so thoroughly realize the importance of their position as Mr. Ward. Not that he conceives his own importance, but that he realizes the responsibilities which are carried with the distribution of over \$600,000 a year. A mistake means considerable loss to his own prestige and to the profit of the concern which he represents. It is through the conscientiousness with which he spends other people's money that Mr. Ward has achieved his great successes. In many respects he is regarded as a crank, but his crankiness may always be traced to his earnest desire to serve those who employ him. In this respect he is a wholesome element in the advertising world.

BUSINESS ENGLISH.

Who is there at the present day that does not give more or less attention to the peculiarities of the English language? He may not be a student of language itself, and yet, in everyday contact with words and phrases, his attention is drawn to some peculiarity which cannot fail to have its effect. Every new slang phrase commands attention. Frequently a phrase of this kind excites admiration, for it opens up a new avenue of expression without which certain ideas could not be so well conveyed. Again, attention will be drawn to the foreigner's idiom at rendering English. Many are the stories which have been written at the expense of the German and the French who have been struggling with the peculiarities, not to say absurdities, of our language. Our idiom is something which the foreigner rarely masters. However correctly he may speak the language, however grammatically he may write English, there will yet be betrayed in some peculiarity of construction or the use of some obsolete word the fact that he is not to the manor born.

One of the extremest illustrations of the use of "dictionary English" in contrast with everyday usage came to our attention only a short time since. We were examining a collection of engravings. The captions originally were in French, but some one, probably a Frenchman, for the benefit of English observers, had attempted to translate the captions. One of the pictures represented the results of a premature burial. There was depicted the supposed corpse breaking out of his casket. The ordinary phrase appropriate to the picture would be "Premature Burial." Contrast with it the following choice arrangement of perfectly proper words: "Inhumation with Precipitation."

But whatever may be said about the struggles which the foreigner has with our language, something also is due to the peculiar uses made of familiar words. For example, take the word "plug." We remember an occasion when a young German asked in the presence of a half-dozen Americans the meaning of the word "plug." Their answers were spontaneous and to the point, and yet sounded as though they had been prearranged. Said one, "It is a run-down horse." Said another, "It is the end of a water pipe brought above the sidewalk for the use of fire engines." Said another, "It is a kind of hat." Said another, "It is a stopper for closing a hole." Said another, "It means tobacco in a certain form for chewing pur-

poses," and, finally, said the last one of the group, "It means a blow straight from the shoulder against the eye of your contestant."

The reader will recall how variously the word "post" is used. He will also bring to mind the Frenchman's complaint of the common expression, "Look out." He was enjoined to look out, in the sense of being careful, when in a railway train. Taking the phrase literally, he put his head out of the window, which was exactly the reverse of what was intended.

Perhaps there is no one word in the English language more thoroughly misused, abused and overlooked than the word "thing." It is made to stand for various other terms, and so general is its use in conversation that it is practically impossible to ignore it. To insist that in the talk of other people their ideas should be conveyed by words which mean exactly what is intended to be expressed, instead of by a word which means anything or nothing at all, would be to put upon them a practical embargo. A writer in Harper's Bazar, discussing the word mentioned, presents the following interesting paragraphs:

There are few words in the English language of such comprehensive appropriateness as the word "things." We put on and take off "things." We put down and take up "things." We walk over "things," and pick "things" up, and put "things" away. We love "things" and hate "things," and consider "things" and think about "things." We look beyond the "things" seen to the "things" not seen. And these are the "things" temporal and those are "things" eternal.

And each and every one of these "things" has a different significance and belongs to a different class. There are material "things" among them, and immaterial "things." They are physical and mental; of heaven and of earth; of time and of eternity. A word of no special definition, it designates everything in turn, for it may be anything. It may be nothing.

It is a facile snare to the slipshod writer. Dilating on the beauties of "everything," this "lovely thing" or that "exquisite thing" tempts him to rest satisfied with the yielding expression which saves search for a more specific word. It is the ready recourse of the shallow chatterer, who calls her friend a "sweet thing" as frequently as she speaks of her enemy as a "spiteful thing." It is the refuge of the lazy, the negligent, the ignorant talker of any age, to whom the proper names of articles are superfluous so long as the word "things" exists in the dictionary.

O. B. SERVER.

Uncle Mose, a Texas dorky, had occasion to buy a yard of silk. He was somewhat surprised at the cost, and on asking what was the cause was told by the accommodating clerk that probably it was owing to the scarcity of silkworms. A few days afterward he came to the same clerk and asked, "How de tapeworms comin' on?"

"What do I know about tapeworms?" asked the indignant clerk.

"I was gwinter buy foah yards ob tape, but I dunno if I has money enuff. Maybe dar's sumfin de matter wid de tapeworms, jes' as der was wid de silkworms de udder day."

The Young Man: Gracie darling, what is it your father sees in me to object to?
The Young Woman (wiping away a tear): He doesn't see anything in you, Algernon; that's why he objects.



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

Is unsurpassed for whiteness, purity and strength. Increase your trade and place your self beyond the competition of your neighbors by selling this unrivaled brand. Write us for price delivered at your railroad station.

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.

Are You Selling



The Celebrated

Cleaned Greek Currants

and the Genuine

Cleaned Sultana Raisins,

Prepared by

Grand Rapids Fruit

Cleaning Company

IF NOT, WHY NOT?

These currants are cleaned by a new process (they are not washed like other so-called cleaned currants) and are warranted the year round; ask your jobber for them and take no others claimed to be just as good. Be sure and get them.

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

For Quotations see Price Current.

Cash or Credit Customers.

Few merchants are in a position to do an absolutely cash business. They must deviate from the strictly cash plan once in a while, or lose the patronage of some customers who are as valuable to the merchant as those who are prepared to pay cash on every occasion. To meet this demand and save the trade of this class of people we advise the adoption of the coupon cook system, which places all transactions on a cash basis and enables the dealer to place the absolute cash customer and the cash-at-regular-intervals customer on a equal footing.

Merchants who are slaves to the credit system, whose book-keeping is irksome, whose losses are out of proportion to their business, are also invited to investigate the merits of the coupon book system, as by its use the dealer can place his credit sales on a cash basis.

If you are not already familiar with the merits of the coupon book system, we invite your inspection. Samples of our several styles of books and illustrated catalogue and price list will be sent on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

New York, Nov. 2.—Trade in grocery jobbing circles in this city during the past week has been extremely quiet and prices have been irregular in some cases. There have been some large arrivals of raw sugar at this port within a few days, 22,000,000 pounds coming in on Wednesday from East Indian ports. This amount has been supplemented by the addition of 20,000 bags from Germany, and at the same port 103,000 mats from Iloilo. These cargoes will produce for the National treasury about \$500,000, and it is just in the nick of time. Refined sugar is lower and the consumer is getting his money's worth. The posted quotation of the refiners for granulated is 4½¢. The demand is of only a very moderate character, and buyers are not at all anxious to make purchases ahead of daily wants.

Coffee has remained firm, as stated in this correspondence last week. Spot remains unchanged. Deliveries, while quite large, are not up to the same quantity last year. Rio No. 7 is worth 15¢. There is a continued light spot supply of Mocha and holders are firm at 25½¢@26¢.

The tea market is duller than for some time, nearly all the firmness which has been noted for some time past being lost. Supplies are abundant, and buyers have their own way on nearly every sort.

Rice has developed a better feeling within a very few days and, while receipts are sufficient at the South, demand seems to prevent any glut. Foreign is in fairly good request.

Canned goods are somewhat demoralized, and the "shopper around" can find no end of desirable bargains if he will keep his eyes open. There is a wide variation in prices, even of the better goods. The corn and tomato pack promises to turn out larger than anticipated; then there is a good deal left from last year, and, altogether, the outlook is not bright for the present. Tomatoes are worth 65¢@85¢ for reliable brands. It is on this article that the market is particularly irregular. Reliable labeled brands of N. Y. corn, 70¢@75¢; Maine brands, \$1@1.20.

Dried fruits show a little improvement—very little, however. New currants are worth 3½¢ for barrels. New loose California raisins, 20-lb. boxes, \$1.50.

Butter is in large receipt and nothing is doing in an export way. The top price for the fanciest is not over 23¢, and the quotation has more frequently been below than above this rate.

Cheese is firmer, and holders express some confidence at the outlook. Higher prices at country factories have caused a better feeling here and it is hoped we have seen the lowest prices of the year.

Eggs are firmer and the market higher for the best grades. Mich. and No. Ohio are worth 19½¢@20¢.

Provisions are steady and the market seems in a better condition than for some time past, although prices are low.

Foreign green fruit is selling slowly and bananas show a range of prices varying from 75¢@90¢ for firsts. Jamaica oranges are held at \$1@4.75 per box. Lemons are selling slowly, with choice from \$2.50@2.75 for 360s.

Apples are in pretty good supply and prices are high, especially for desirable shipping stock. The quotations run from \$3.50 per bbl. down to \$1.

Potatoes are in ample supply and range from \$1.50@2 per bbl. For the rest of the line of vegetables there seems to be an immense quantity of everything.

Retail trade is reported dull, and this seems to be the situation in all this section. Retailers say that within the past three weeks there has been a tremendous falling off in trade, and collections are nil. This may be an ante-election sort of lull, and we hope to have a condition to report in our next that will be more cheerful than any for a long time.

Incendiary crimes are the most baffling that the police have to deal with. Though the theory of the Detective Bureau in this city, and of detectives everywhere, is that every crime is in a fair way of solution when the motive for it

can be fixed upon any particular person, incendiarism is looked upon as an exception. As far as human ingenuity goes, many of the most villainous and atrocious incendiary crimes in this city have been absolutely motiveless, as far as investigation has been able to discover. Essayists and moralists believe that there is such a thing as incendiary mania, which arises from a desire to be revenged, or which for some other cause inspires an individual with the desire to annihilate another grade of society. Once in a while a man makes a feeble attempt to fire a house on Fifth avenue, or another crank will fire tenement houses in various sections of the city. Two attempts were made last year to fire tenement houses in this city by a crank who was supposed to be of this description, but the police subsequently learned that the incendiary had been swindled by two brothers many years before, and he had sought a tardy but terrible revenge upon them by attempting to fire the houses in which they lived. A blind and unreasoning hatred in minds that have not been developed by education, or that are not well balanced, is, according to the detectives, the commonest motive for incendiarism.

JAY.

The Sympathetic Strike.

From the New York Truth.

John Smith began life as a stitcher in a shoe factory, and he did not forget this when he had a factory of his own. It was a saying in the town that no grievance could exist in his works longer than sixty minutes.

Great was Mr. Smith's surprise, therefore, when one morning he found all his men on strike.

"What is the trouble?" he asked the leader of the strikers.

"You see, it's this way, Mr. Smith," answered the man. "None of us has got anything against you. We are satisfied with everything in the factory, but we are compelled to strike out of sympathy with our fellow workmen. You see, the men in Woodgear's rubber factory went out yesterday morning, and we got orders last night to join in a sympathetic strike."

"Why, what has that strike to do with my factory?" asked Mr. Smith.

"Only this," replied the leader. "Our walking delegate has found out that your baby plays with a rattle made by Woodgear, and we have to boycott everybody who uses his goods. We are very sorry, but we cannot go back as long as the baby has that rattle."

Mr. Smith was at first very angry, but, believing that his men would recover their reason, he humored them and deprived the baby of its plaything.

A few days ago there were rumors that another strike was to be begun soon in Mr. Smith's factory. This time the cause assigned is the discovery that Mr. Smith's family drink milk from a cow on whose horns are brass tips manufactured by a firm against which a boycott has been declared.

Jackson Coming to Grand Rapids in Full Force.

JACKSON, Nov. 3.—Post B, Michigan Knights of the Grip, held a very enthusiastic meeting this evening at the Hibbard House parlors to arrange for attending the annual meeting at Grand Rapids. The Post intends to go in a body, and all feel assured that a good time awaits them. Every effort will be made to have a large delegation go. An invitation will be sent to members in the vicinity of Jackson to join them.

There is also a strong sentiment in favor of adding the accident feature to our association, which would make the Knights of the Grip the best accident association in the United States. This will keep the thousands of dollars in Michigan which is sent each year to outside insurance companies. It is believed that the members will have pride in the order, that when they have all the accident features they want that they will drop the outside companies and continue in their own State organization.

The Secretary was instructed to present our sentiments and keep THE TRADESMAN posted on our future deliberations. CHAS. BRIMLEY, Sec'y.

IMPORTANT OPINION.

Right of Farmers to Peddle Without a License.

LANSING, Oct. 31.—Attorney General Ellis has furnished an opinion of interest to farmers and butchers in relation to the right of individuals to peddle fresh meat in this state, from place to place, without first obtaining a hawkers and peddlers' license, as required by sections 1257 and 1266 of Howell's Statutes.

The party referred to resided upon a farm, raised his own cattle, butchered them on his farm, and during certain seasons of the year, ran a meat wagon in the country, selling meat by retail to farmers and other persons living outside of villages. He also occasionally purchased live stock from third parties, and then butchered and sold them in the manner stated. It was claimed first, that the statute does not apply to this case, and second, that the law is void as being in restraint of trade.

In reference to the first claim the attorney-general says, butchering cattle simply converts the article into a marketable condition, and would not, in my opinion, affect his right to sell without a license. But, when he purchases live stock, simply for the purpose of immediate butchering, and selling, as above stated, he would be required to pay the tax and obtain a license, the same as any other person engaged in a like business. In discussing the second point raised the opinion reads:

"I do not believe the law is void on the ground that it is in restraint of trade. Such a proposition is not borne out either by the decisions of our own court or that of any other. Legislation of this character has been universally sustained.

The charge imposed by this statute is a specific tax upon the privilege of carrying on the business of hawking and peddling.

Cooley on Taxation, p. 175.

Section 1259 provides that before a person shall be allowed a hawkers and peddlers' license, he shall pay into the state treasury the following "duties." A "duty" is an arbitrary tax or burden imposed upon an occupation or article of commerce, for the purpose of raising revenue. Of the power of the State to impose such a tax, there can be no question.

Cooley on Taxation, pp. 384-390.

Similar statutes have been upheld by our own court.

Wolcott vs. People, 17 Mich., 68.

Kitson vs. Ann Arbor, 26 Mich., 324.

Youngblood vs. Sexton, 32 Mich., 406.

The law in question formed a part of chapter 21 of the Revised Statutes of 1846, relative to specific taxes. It occupied that position in the law when the present Constitution was adopted in 1850. Section 10 of article 14 of such Constitution provides: "The State may continue to collect all specific taxes accruing to the treasury under existing laws." As appears from section 1259, above referred to, this tax has always been paid directly into the State treasury, and was one of the specific taxes which was collected at the time the Constitution of 1850 was adopted.

We have, therefore, not only judicial authority in support of the law, but we have an express constitutional provision, authorizing the levy and collection of the tax imposed by it.

I am aware that it has been held in Chaddock vs. Day, 75 Mich., 527, that where a license fee was imposed by a municipal corporation, which was so excessive as to amount practically to a prohibition, it was void, as in restraint of trade; but that case, in my opinion, has no application to the hawkers and peddlers' statute. The difference between a local license and a specific tax is quite apparent. One is assessed for the benefit of the people at large, and for the purpose of raising State revenue; while the other is usually imposed as a matter of local police regulation. One is a tax, and the power of the Legislature to impose it is governed by the constitutional limitations upon the taxing power only, while the other is usually limited, in determining whether or not it is reasonable,

to the expense incurred in issuing the license and extra police regulations or supervisions incurred by reason of such business. One is imposed by the Legislature of the State having plenary power over the subject of taxation, while the other is imposed by local boards whose powers are prescribed by the charter of its particular village or city."

Lower Prices on Granulated.

The Committee on Trade Interests of the Grand Rapids Retail Grocers' Association has promulgated a new schedule of prices on granulated sugar, as follows:

5 cents per pound.
5 pounds for 25 cents.
11 pounds for 50 cents.
22 pounds for \$1.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess,	13 00 @ 13 50
Short cut,	14 00 @ 14 50
Extra clear pig, short cut,	15 00
Extra clear, heavy,	
Clear, fat back,	13 75 @ 14 25
Boston clear, short cut,	
Clear back, short cut,	14 00 @ 15 00
Standard clear, short cut, best,	

SAUSAGE.

Pork links,	8
Bologna, medium,	5½
Liver,	6½
Tongue,	8½
Blood,	6
Head cheese,	6
Summer,	10
Frankfurts,	7½

LARD.

Kettle Rendered,	8½
Granger,	8½
Family,	5½
Compound,	5½
Cottolene,	7½
50 lb. Tins, ¼ c advance,	
Cotosuet,	6½
20 lb. pails, ¼ c,	
10 lb. " ¼ c,	
5 lb. " ¼ c,	
3 lb. " 1 c,	

BEEF IN BARRELS.

Extra Mess, warranted 200 lbs.,	7 75
Extra Mess, Chicago packing,	7 75
Boneless, rump butts,	10 50

SMOKED MEATS—CANNED OR PLAIN.

Hams, average 20 lbs.,	10
" " 16 lbs.,	10
" " 12 to 14 lbs.,	10½
" picnic,	7½
" best boneless,	8½
Shoulders,	6½
Breakfast Bacon boneless,	9½@10½
Dried beef, ham prices,	10½@11

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,	85

* OYSTERS *

Solid Brand, Extra Selects, per can,	26
Solid Brand, Selects, per can,	24
Solid Brand, E. F., per can,	20
Solid Brand, Standards, per can,	18
Daisy Brand, Selects, per can,	22
Daisy Brand, Standards, per can,	16
Daisy Brand, Favorites, per can,	14
Standards, per gal.,	90
Extra Standards, per gal.,	1 00

Oysters fine and cans well filled.

The Queen Oyster Pails at bottom prices.

Mrs. Withey's Home Made Jelly, made with green apples, very fine

30-lb. pail, 89 |

20-lb. pail, 63 |

17-lb. pail, 58 |

15-lb. pail, 52 |

Mrs. Withey's Condensed Mince Meat, the best made, 85 cents per doz. 3 doz. in case.

Mrs. Withey's bulk mince meat:

40-lb. pails, per lb., 6 |

25-lb. pails, per lb., 6½ |

10-lb. pails, per lb., 6½ |

Pure Cider Vinegar, per gallon, 10 |

Pure Sweet Cider, per gallon, 12 |

Fine Dairy Butter, per pound, 20 |

Fresh Eggs, per doz., 17 |

New Pickles, medium, barrels, 5 00 |

New Pickles, medium, ½ barrel, 3 00 |

New Sauer Kraut, barrels, 4 00 |

New Sauer Kraut, ½ barrels, 2 50 |

EDWIN FALLAS,

Oyster Packer and Manufacturer.
VALLEY CITY COLD STORAGE,
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?

I.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.

A Majestic Exhibit

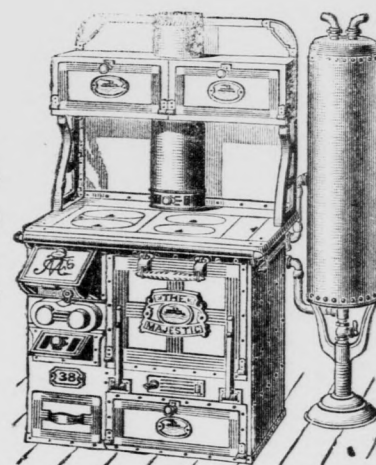


TRADE MARK REGISTERED

For the next two or three weeks there will be a Grand Display of Majestic Steel Ranges in our Retail Department, and we want all merchants in Western Michigan, if in the city, to drop in and see them.

Coffee and Hot Rolls will be served daily.

Steel Ranges are fast superseding the Cast Range. During this exhibit expert range salesmen direct from the factory will be on hand to show up their good qualities.



FOSTER-STEVENS & CO.

MONROE ST.



KING
of
THEM
ALL

P. & B. OYSTERS

Be Sure and Get Them.

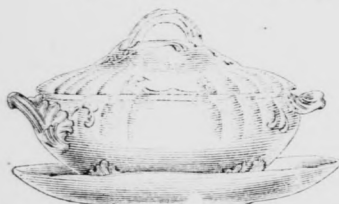
Sold by all Grand Rapids Wholesale Grocers and

THE PUTNAM CANDY CO.

New Holiday Goods

JNO. MADDOCK & SONS

English White Semi Porcelain.



Positively finest ware made on the Globe. The New Tariff price brings it as low as the most common ware was at old prices.

Assorted Crate
JOHN MADDOCK & SONS
New Astor Shape
WHITE SEMI PORCELAIN.

- | | |
|---------------------------|------------------|
| 6 doz. Pie Plates. | 24 Vegetables. |
| 2 doz. Tea Plates. | 20 Pitchers. |
| 12 doz. Breakfast Plates. | 6 Sugars. |
| 2 doz. Dinner Plates. | 30 Sets Teas. |
| 6 doz. Soup Plates. | 6 doz. Fruits. |
| 6 doz. Butters. | 36 Oyster Bowls. |
| 18 Dishes, Assorted. | 8 C'd Dishes. |
| 18 Scallops. | 6 Boats. |
| 8 Bakers. | 18 Bowls. |
| 6 Butters. | 18 Bowls. |
| 8 Pickles. | 6 Creams. |
| 9 Sets Coffees. | |

Price List of above sent on request. Don't fail to get our prices on our new lines before placing Holiday Orders. Variety of Dinner Sets, Toilet Sets and New China is equal to any in the market.

The following package Dolls shows the latest style of best selling patterns all of our new importations. The retail price list at which all can be sold gives a liberal profit on the package of 60 Per Cent. or \$11.64 on investment of \$20. No charge for package.

ASSORTED PACKAGE DOLLS—NO. 20

	Per Doz.	Retail Price.	Each.	Total.
1 Gro. Penny, Jointed Arms and Legs, China Babies, 2 in.	85	1	1	44
1 Doz. Decorated China Boys and Girls, Assorted.	40	5	60	
1 " Dressed China Babies, black hair.	38	5	60	
1 " China Limb Dolls, 8 1/2 in., fine model.	38	5	60	
1 " China Limb Dolls, 13 in., fine model.	75	10	1	20
1/2 " China Limb Dolls, 17 in., striped body, bisque head gilt trimmed bust.	2 00	1 00	25	1 50
1/2 " China Limb Dolls, extra fine head, arms and legs, striped body.	3 25	1 63	40	2 40
1/2 " Washable Doll, with hair, natural eyes, with fancy shirt, 23 in.	2 00	1 00	25	1 50
1-6 " Extra-sized Baby Doll similar in style to last, a splendid 50c doll.	4 00	67	50	1 00
1-6 " Large Washable Dolls, 36 in. long, 8 in. bust, beautiful baby face.	8 00	1 34	\$1	2 00
1 " Kid Body, Bisque Head with hair, natural eyes, Dolls 11 in.	90	15	1	80
1/2 " Kid Body, extra quality, extra fine model, the prettiest for a quarter.	1 85	93	25	1 50
1/2 " Kid Body, extra large, fine bisque head, natural eyes, real shoes and stockings.	3 90	98	50	1 50
1/2 " New Felt Body, bisque head, natural eyes, assorted colors body, pleases everywhere.	1 50	75	25	1 50
1/2 " Same, only larger size, bodies red, black, blue felt.	2 25	1 12	35	2 10
1/2 " Same, extra value for 50c doll, extra large.	4 00	1 33	50	2 00
1/2 " Baby Dolls with hood, natural eyes, hair and fancy lace shirt, fine dimpled limbs.	2 00	1 00	25	1 50
1/2 " Baby Dolls like above only larger, finer features.	4 00	1 33	60	2 40
1 " Leader 10c, full dressed, washable doll, as good as we formerly sold for 25c.	85	10	1	20
1 " Leader, 5c dressed china limb dolls, apron, gilt belt	40	5	60	
1 " Full dressed washable dolls, with bonnet, leather shoes, assorted style dresses.	2 25	1 13	25	1 50
1 " Dolls head, china, 3 1/2 in.	45	45	5	60
1/2 " Dolls head, china, 4 in., extra large bust.	85	43	10	60
	\$20.00		\$31.64	

JNO. MADDOCK & SONS

Green Rococo, Gold Edges.



Latest Style in English Decorations.

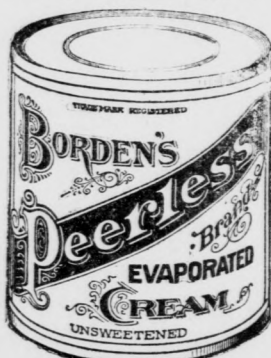
Assorted Crate
JOHN MADDOCK & SONS
Rococo Pattern.

- | | |
|---------------------------|----------------------|
| 4 doz. Pie Plates. | 6 Pickles. |
| 2 doz. Tea. | 4 Cake Plates. |
| 12 doz. Breakfast Plates. | 6 Sugars. |
| 2 doz. Dinner Plates. | 36 Sets Teas. |
| 6 doz. Fruit Saucers. | 6 Sets Coffees. |
| 6 doz. Butters. | 24 Vegetable Dishes. |
| 36 Oyster Bowls. | 6 Sauce Boats. |
| 18 Assorted Dishes. | 12 C'd Dishes. |
| 8 Bakers. | 6 Butters. |
| 18 Pitchers. | 6 Creams. |

This small assortment illustrates one of our many beautiful new assorted packages of Decorated Ware for the Holiday Trade. We trust we may be able to show you these patterns in person. Sold either by set alone or in crates and may be matched for years. Price of above on request.

H. LEONARD & SONS, Grand Rapids, Mich.

BORDEN'S PEERLESS BRAND



ABSOLUTELY PURE

EVAPORATED CREAM

Is pure milk reduced to the consistency of cream, light in color, natural in flavor.

It cannot be compared with any unsweetened milk or evaporated cream heretofore offered.

It is not dark in color.

It does not thicken with age.

It is not disagreeable in flavor.

It does not spoil.

Prepared and guaranteed by the . . .

NEW YORK CONDENSED MILK COMPANY

For Quotations See Price Columns