

MICHIGAN TRADESMAN

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VOL. XII.

GRAND RAPIDS, NOVEMBER 14, 1894.

NO. 582

To the Retail Shoe Dealers===

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

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LANSING, MICH.

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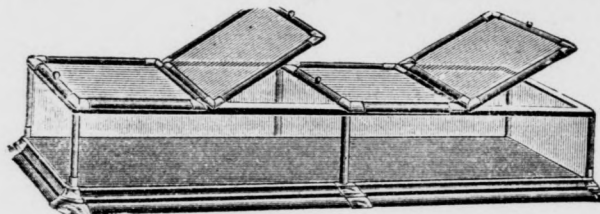
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For Quotations see Price Current.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 14, 1894.

NO. 582

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

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CRIPPLE DICK.

"If I iver ketch yer here again, be this an' be that, I'll break ivery bone in yey ugly body! Now go, an' may the curse of Crummel go widgye!"

The woman who shouted this was stout, middle-aged and had a double chin, big red arms and a dirty plaid shawl crossed over her breast and tied behind in a knot that looked to be as hard and stubborn as herself.

Mrs. Ford, that was the woman's name, stood at the head of the stairs on the top floor of a very high and very dirty tenement, with dark halls rising one above the other in tiers, far more forbidding in appearance than the corridors of the Tombs, and into which, on either side, were long rows of grimy doors, like the entrance to cells in the walls of a fetid prison.

Preceding the fierce threat and curse, an old boot, in the last stage of dilapidation, had been hurled down stairs at a lad of fourteen who stood panting and pale-faced on the lowest step, the left hand holding a crutch and the right clinging for support to the rickety banisters.

The boy was dirty and ragged, and the pale, pinched face and the look of alarm in the big brown eyes gave him an aged appearance that was out of keeping with his smooth, thin cheeks and stunted growth; yet there was a certain pathetic something in the shape and expression of his face that told of superior intelligence and a heart-hunger for sympathy that is often more cruel and burning than the hunger for food, with which this poor lad had long been familiar.

At his birth, when his father was a fairly well to do mechanic and the drink habit had not yet brutalized and impoverished him, the child was known as "Richard Ford," but his memory could not run back to a time when he was not called "Cripple Dick" by his associates.

Cripple Dick was less than two years of age when one night his drunken father hurled him from the bed to the floor and dislocated his hip—an injury from which he never recovered, and which forced him to take to a crutch and bear the name.

The boy was just six when his mother, a good woman who had vainly tried to win back her husband to right living, and worn out her sad life in caring for the child, gave up the struggle and was taken to the Potter's Field.

Within less than a year another mother, the woman who had just sent the poor lad clattering down the stairs with his crutch, was brought home, if home the one wretched room could be called, by the drunken father; and from that day on for nearly seven years every torturing influence to kill the body and every debasing influence to blacken the soul had been brought to bear on Cripple Dick.

If he had had less of the dear dead mother's noble nature in him the boy would have developed into a moral monster, and he would have been seized

and taken to some institution where the law, with its machine methods, would have fed and clothed him and tried to educate him, but, being gentle and uncomplaining, he was allowed to suffer and grow up as best he could.

Three months before this Cripple Dick's father died at Bellevue Hospital from "alcoholism," the doctors said, but the neighbors in the Essex street tenement, who had known his habits for years, called the disease "jim-jams," and wondered why he had not died years before.

Cruel and selfish though the father was, the boy clung to him and lavished all his affection on him, for he was the only living being with whom he could claim kinship; and so, when the rough pine coffin was carried down the dirty stairs and away to the Potter's Field, Cripple Dick felt as if the last ray of light had gone out of his life.

Since his eighth year he had been selling papers and making enough to have supported himself after a fashion, had he been allowed to spend his little earnings for his own humble needs; but this had never been the case.

From the first the new mother had been brutally harsh and cruel, but the boy was used to this. Kindness on her part would have so surprised him that he would not have known how to take it; but his father's coffin was hardly out of sight before Mrs. Ford's cruelty was redoubled, and it ended in the scene I have just described. Another man of the same type was coming to take the dead father's place, and even the neighbors—poor as himself—acknowledged one to the other that "Cripple Dick had no natural claim on Mrs. Ford."

Before the woman had thrown the boy out she had cunningly taken from him his last cent, so that, as he stood there leaning on his crutch at the foot of the stairs, he presented as complete a picture of abject poverty and helplessness as can well be imagined.

Cripple Dick was homeless, friendless and moneyless. His sole property was his crutch and the few rags that clung to his attenuated frame.

Overcome with the thought of his condition, he limped down to the third hall, midway in the tenement, intending to make his way to the street, where a cold March rain was beating down pitilessly, when, overcome by his feelings, he tottered against a doorway and cried as if his heart were breaking.

A bushy headed, fierce-looking man on the floor of the hall above looked over the banister and shouted down:

"Hello, you poy down dere! You shoost stop dem noises pooty tam guick or I come ride down unt make a het on you! Say, you hears vot I say, don't it?"

The boy did hear and tried to smother his sobs in his ragged hat, but this did not suit the man looking over the rail.

"Holt oop!" he shouted with another oath. "I goom down ride away; den haf good reason for dat noises, now you see."

The boy pulled on his hat and grasped his crutch, for the man was coming down the stairs with anger and an oath in each heavy step, when the door against which Cripple Dick had been leaning opened, and he heard a voice that sounded like music saying behind him:

"Poor boy, he has sore troebel. Come in; I vill spik vis you."

These sympathetic words were addressed to Cripple Dick. But suddenly the sweet voice changed into tones of anger and defiance, and a lithe figure darted past him and interposed between him and the man who had come down from the hall above, with blood in his eye and the odor of schnapps on his breath.

"Wat! you ger—rait beest! You sall not to dare hurt zees poor boy!"

"Den, he moos stop dem tam noises!" growled the man, evidently alarmed by the bearing of the slender little black-eyed French woman who confronted him.

Cripple Dick could never explain to himself just how it happened, but he retained an indistinct recollection of hearing the heavy steps retreating up the stairs, and of feeling a light, firm hand on his left arm, and of being gently forced into a room, the door of which was closed and locked behind him.

It seemed as if he had been transferred on the instant into a new and beautiful world. The room from which he had been driven was filthy and cheerless, and its rusty stove and few bits of broken furniture made it more desolate than if it were empty. But this room had a carpet on it, so light and fresh-looking that he crouched back against the wall, as if fearful of staining it with his one torn shoe.

The furniture, to use his own language, "lookt ez ef it had jes come out of de finest store on de Bowry." A few geraniums and carnations bloomed in pots on the window, above which a golden canary sang for dear life in a golden cage.

There was yet another room separated from this by a strip of yellow silk, by way of a portiere, that looked far grander to Cripple Dick than the drop curtain which he had once seen from the gallery of a cheap Bowery theater. Near the door was a little table with bits of color scattered over it, half-formed flowers which the young woman had been at work on; but to the boy they were genuine blooms, and if he had ever heard of the goddess Flora, he must have believed himself in her presence.

When his senses returned and he could look through his swollen eyes at his rescuer, he saw a neat, modestly dressed young woman of six and twenty, but the angels of which he had heard the street missionaries tell could not be more beautiful to Cripple Dick. Indeed, he was quite willing to believe she was one, for both she and her surroundings seemed entirely out of place in the swarming Essex street hive.

"You veel plez to sit down, poor boy; I veel spik to you. Ah, zat eez mon ange, my leetle son. You wait."

The guardian angel darted under the golden curtain and into the other room, attracted thereto by the clapping of tiny palms and a child's musical laughter.

Soon she emerged bearing in her arms a golden-haired chubby boy of some eighteen months, and Cripple Dick recalled a picture he had seen in a Chat-ham street window of a woman with a child in her arms, and halos about the head of each, and the legend below in big letters, "Madonna."

The child had evidently just waked up, for he yawned and dug his dimpled fists into his eyes, and then, catching sight of the stranger, he clung closer to his mother.

Setting the child on the ground and leading him by the hand over to Dick, the young woman smiled sweetly and said:

"I sall myself introduce. I am Mme. Bertrand, and zees ees my leetle son, mon chere Louis, waz I call Loo-loo," and she stooped and lovingly kissed the child. Then, looking more like the angel than ever, she asked:

"And ze name of my friend, of you—waz eez zat?"

"Dey calls me Cripple Dick," replied the boy.

"Ah! Greepel Deek? Greepel Deek, I shall not forget. You do not look appee. Now you tell me all of yourself, wile I mek ye dinare," said Mme. Bertrand, as she daintily pushed back her sleeves, and with a magic shake set the little polished stove roaring in the most cheery way.

Cripple Dick was not ready of speech nor good at narrative, and even if he had been he would have found it difficult to give offhand the bald, sad story of his life.

But when he halted the good angel would stop in her work of getting dinner and, kissing little Louis, help him through with a sympathetic question; so by the time the little table was set and the boy's mouth was watering with the odor of tea, omelette and chops, not to mention the rolls she had dampened and set in the oven, she was in the possession of his biography.

"No, ma'am, I ain't fit for it," said Dick, with a glance at his hands and clothes when she asked him to take a seat at the table.

"Oh, I sall not see zat poor Greepel Dick," she said, and with another angelic smile she led him over to the dainty white spread board.

Hungry the boy certainly was, but the splendor of his surroundings somewhat impaired his appetite. When he had finished he ignored the white napkin beside his plate; indeed, he did not understand its use, and would have regarded it as a sacrilege to touch it. He picked up his hat and crutch from the floor, wiped his lips on his ragged coat sleeve, said "Thank you, ma'am," with a full heart and was about to leave, when she laid her hand on his arm and asked:

"W'ere sall you go, Greepel Dick?"

"I don't jes' know," said the boy vaguely.

"You have got no friends?"

"No'm," with a sad shake of the head.

"And no mo-nee?"

"No'm," with an upward glance. "She went true me for de las' cent I hed 'bout me clothes. I'm dead broke."

"It eez near ze night. You wait and I sall t'ink," said Mme. Bertrand, and she tapped her forehead in a pretty way and made Dick resume his seat.

And that was the beginning of Cripple Dick's brief history in an earthly paradise.

Mme. Bertrand screened off a corner and made him a bed in it, and there he slept that night after romping on the floor with the child, while the guardian angel's deft fingers were busy with the artificial flowers.

The next morning she left Dick in charge of the child and the apartment and went off with a basket of flowers which the boy believed to be the genuine thing, even to the odor.

When she came back she carried a bundle of boys' clothing of all kinds, evidently worn before, but they fitted Dick to perfection. And when he had washed, under her directions, and put on the new attire, which she had begged from her patrons, he felt that he had never looked so well in his life, and if his happiness had any drawback it was that the boys, when they met him on the street, would "jolly" him and call him "de Essex street dude."

Mme. Bertrand's husband, chief steward of a French steamer, had been sick in China for nearly a year, and this forced her, a stranger in America, to work for the support of herself and child. But of late she had had good news, and he was soon coming back on another steamer, to take her home to France.

All this she told Dick, and in order to save his feelings, for strangely enough the boy was sensitive, she took him into her employ, and he carried her completed work to the Fourteenth street store for her, and brought back the raw material for flowers, in the shape of scraps of many colored silk and coils of delicate wire.

After a week of this heaven, during which Dick had never set eyes on Mrs. Ford, Mme. Bertrand said to him one night:

"I sall mak all ze monee I can befo' mon Louis he come back. Eef you haf no fear I sall tak ze plaz in ze chorus at ze opera at night. Wat you say, eh?"

Cripple Dick understood her. She wished to increase her revenue by accepting an offer to sing in the chorus of an opera then being performed at the Academy of Music, and she wanted him to take charge of Loo-loo in her absence.

Do it? Of course he could do it. If he could help her or add to her happiness by letting her dance on his body while she sang he would have been more than eager to have her do so.

They soon came to an understanding. Accustomed to privation all his life, the boy gave no thought to the terrible drain the guardian angel was forcing on her energies by making flowers all day and singing at night, and all that she might prove to the loved husband when he came that she had not wanted in his absence. Even if she had gone without sleep Dick would have thought it another angelic attribute and so quite the thing for such a superior being to do.

Mme. Bertrand was the boy's idol. The first feeling of worship that ever entered his heart was for her. And as for Loo-loo, well, Cripple Dick loved the child as he had never loved anything before. All the restrained sympathies and affections of his naturally kind heart were unloosed

and poured out in a ceaseless warm flood on that lovely child.

It was the latter part of May, and the concerts that had followed the opera were to cease this night. When Mme. Bertrand went out that evening she looked more like an angel to Cripple Dick, for she had that day received news that her husband's ship might be in at any hour, and the excitement brought fresh color to her cheeks and a happier light to her fine black eyes.

She did not leave until Loo-loo had been kissed to sleep.

"I sall be home more early to-night," she said, as she gave Dick her hand.

"Early or late," he responded, "youz ken jes bet I'll keer for de kid."

And Mme. Bertrand, quite content and happy in ignorance of east side slang, went away.

Cripple Dick lay down on the floor near the door of the room in which the child slept. The lamp was turned low, and the drowsiness of spring was in the air.

The boy was determined to keep wide awake, but more resolute people have gone to sleep in less conducive surroundings.

How long he had been asleep he did not know—never knew, but he was aroused by the clanging of bells; the shrill tooting of steam whistles and the quick, hoarse shouts of men and the shrill, piteous screams of women and children.

Cripple Dick sat up and rubbed his eyes. The lamp had gone out. Yet a fierce glare came through the transom and the smoke and heat stifled him.

He sprang up, seized his crutch, and flew to the window. The tenement was on fire. Tongues of flame were leaping from every window along the wall.

The streets were crowded with firemen and police, and on either side was a great sea of pale, upturned faces.

At a point to the right the firemen were carrying down women and children who were drawn from the flaming windows.

Cripple Dick looked into the hall, then, seeing and hearing the furnace roar above and below, he quickly closed the door and dashed back to the window.

"Help! Help!" he shouted. "Dere's a kid up here as has got to be saved! Help! Help! For Godamighty's sake, save Loo-loo, or it'll kill her!"

A roar from the crowd told that he was seen. The firemen taking down the ladders shouted: "Hold up!" and hurried to place them where Cripple Dick had appeared.

He threw away his crutch, for it impeded him, and bounded into the room where the child still slept, unmindful of the smoke and cries and stifling hot air.

With a presence of mind wonderful under the circumstances, Cripple Dick wrapped the child in a blanket and quilt, taking care that not an inch of the dear form was exposed.

A smothered cry came from inside the roll which Dick took up in his arms.

"Don't cry, Loo-loo; Dick's takin' ye to mommer," said the boy, soothingly, as with the bundle in his arms he hopped to the window.

By the time he had reached there, the top of a ladder came to view, and just below stood a man, with his whiskers burned off and his blistered hands upraised.

CANDIES, FRUITS and NUTS
The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Palls.
Standard, per lb.		6 1/2	7 1/2
" H. H.		6 1/2	7 1/2
" Twist		6 1/2	7 1/2
Boston Cream	9		
Cut Loaf			9
Extra H. H.	9		

MIXED CANDY.			
	Bbls.	Palls.	
Standard	5 1/2	6 1/2	
Leader	5 1/2	6 1/2	
Royal	7 1/2	8	
Nobby	7 1/2	8 1/2	
English Rock	7 1/2	8 1/2	
Conserves	7 1/2	8 1/2	
Broken Taffy	baskets	8 1/2	
Peanut Squares	" 8	9	
French Creams		9 1/2	
Valley Creams		13 1/2	
Midget, 30 lb. baskets		9	
Modern, 30 lb.		8 1/2	

FANCY—In bulk			
		Palls	
Lozenges, plain		9	
" printed		9 1/2	
Chocolate Drops		13	
Chocolate Monumentals		13	
Gum Drops		5 1/2	
Moss Drops		8	
Sour Drops		8 1/2	
Imperials		10	

FANCY—In 5 lb. boxes. Per Box			
Lemon Drops		55	
Sour Drops		55	
Peppermint Drops		60	
Chocolate Drops		75	
H. M. Chocolate Drops		80	
Gum Drops	40	50	
Licorice Drops		1 00	
A. B. Licorice Drops		80	
Lozenges, plain		65	
" printed		65	
Imperials		60	
Motives		70	
Cream Bar		55	
Molasses Bar		55	
Hand Made Creams	85	80	
Plain Creams		80	
Licorated Creams		90	
String Rock		65	
Burnt Almonds		1 00	
Wintergreen Berries		60	

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

ORANGES.			
Floridas, Fancy Brights, 126		2 75	
Floridas, Fancy Brights, 150		2 55	
Floridas, Fancy Brights, 176, 200, 216		3 00	
Floridas, Golden Russets, 24		2 50	
Floridas, Golden Russets, 150		2 65	
Floridas, Golden Russets, 176, 200, 216		2 75	

LEMONS.			
Floridas, 250		4 00	
Malagas, 400s		4 50	

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

OTHER FOREIGN FRUITS.			
Figs, fancy layers 1c lb		12	
" " 30lb		14	
" extra " 14lb		7	
Dates, Pard, 10-lb. box		2 7	
" " 50-lb. "		2 5	
" Persian, 50-lb. box		5 1/2	
" 1 lb Royals		7	

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

PEANUTS.			
Fancy, H. P., Suns		2 5 1/2	
" Roasted		2 7	
Fancy, H. P., Flags		2 5 1/2	
" Roasted		2 7	
Choice, H. P., Extras		2 4 1/2	
" Roasted		2 6	

FRESH MEATS.

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

PORK.			
Dressed		5 @ 5 1/2	
Loins		7 1/2	
Shoulders		5 1/2	
Leaf Lard		9	

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

VEAL.			
Carcass		6 @ 7 1/2	

"Be sure and reach him! It's Loo-loo! For God's sake, don't let the kid fall!" shouted Cripple Dick as he reached down the bundle.

The fireman took it and asked, as he started back: "Can you reach the ladder, boy?"

"Yes, yes! Go on! For Godamighty's sake, save him! I'm only Cripple Dick! Never mind me!"

By this time the flames roared into the room and darted towards the window, where the boy now stood irresolutely.

He looked back for an instant, then seized the hot topmost rung of the ladder and swung out.

He saw the fireman safely at the bottom with the bundle, he heard the piteous cries of the people, as, with his one helpless leg, he swung himself down by his hands.

Tongues of flame leaped out at him. His hands were burned to the bone. The water splashing about him was turned into suffocating steam.

His sight was gone. His hold relaxed, and in a mangled heap Cripple Dick fell at the foot of the ladder.

He was taken to the nearest hospital, and the doctors wondered that he lived to be examined. Yet he survived till morning.

The gray dawn was breaking over the city when the attendants led Mme. Bertrand and her husband to a cot on which Cripple Dick lay, with a damp cloth over his sightless eyes. He recognized the dear voice and asked:

"How's Loo-loo?"

"Safe," came the answer, with a sob.

"Well, ef dem firemen hedn't asaved dat kid, dey wouldn't a been no good. I—I ken sleep better, knowin' dat."

Cripple Dick's eyes being already closed, he sank into eternal rest.

Sale of the Wierengo Grocery Stock.
From the Muskegon News, Nov. 8.

The wholesale grocery stock of the late Andrew Wierengo was sold yesterday to George Hume and Mrs. Eugene W. Gray, both of this city. The deal has been on for some time, but not until yesterday was it consummated. Hereafter the business will be conducted under the style of George Hume & Co. The purchase price was nearly \$60,000. The stock is estimated at \$30,000 and outstanding accounts at an equal amount.

Mr. Hume is a well-known Muskegonite, having resided in this city for upwards of fourteen years. Of late he has devoted his attention to the lumber business. He has had considerable experience in the grocery business and has a thorough knowledge of the needs of a grocery man. Personally Mr. Hume is a man with whom all will like to deal. Mrs. Gray is the widow of the late Eugene W. Gray and is well known in the city.

Mr. Hume will give the business his personal attention and will be assisted by the old working force, which is as follows: Edward E. Kraai, bookkeeper; Grant Hamblin, city salesman; William Averill, outside salesman; A. De Haas, shipping clerk; E. H. Lange, assistant shipping clerk; William Eadie, teamster. The business will be carried on in the present quarters for the remainder of the year set forth in the lease, about September 1, 1895. Other changes will then be considered.

Strictly Correct.

"Got any kangaroo shoes?" inquired a customer of a Columbia avenue shoe dealer.

"No," he answered, "kangaroos don't wear shoes, but I've got some made out of their hides."

Now that elections are over let us work for a good business.

VIRTUES OF SKIM MILK.

Peculiar Cure and the Wonders Ascribed to It.

From the New York Sun.

Although the so-called milk cure has been practiced here and abroad for a good many years, and one meets here and there a man or a woman who has taken it, few persons really know the nature of the treatment. A famous New York physician, now dead, did more than any one else in this country to reveal the virtues of the cure to American physicians. The popular notion that the milk cure consists in drinking a great quantity of milk every day is in part a misconception. The mere drinking of milk is only half the treatment. The milk cure consists of living on an exclusively skim-milk diet, taken at rigidly regular intervals throughout the day for at least three weeks.

The patient about to undertake the milk cure arranges in advance for a proper supply of wholesome milk, provides himself with several easily cleaned vessels for holding the milk, and at least 100 cakes of chewing gum. The milk is kept over night, skimmed scrupulously of all cream that rises, and taken in small quantities at intervals of an hour and a half throughout the waking day. Perhaps the first day's ration is less than a quart. Each of the dozen meals contains as nearly as possible exactly the same quantity, and the most careful directors of the milk treatment insist that the patient shall be exact to the minute in taking the several meals. After each meal the patient must chew gum for a considerable time, so as to induce a flow of saliva that shall aid digestion. So soon as the quantity of milk shall be sufficient to give the patient the requisite strength, he must take regular daily exercise. He may begin with a walk of half a mile, and this must be gradually increased until, if strength permit, he walks ten miles daily without interruption. The quantity of milk is measured carefully according to an elaborate schedule prepared by the physician and is gradually increased until the patient reaches the maximum that he can completely and comfortably digest. Some patients reach in less than three weeks a maximum of five quarts a day. Some go higher and others never reach this figure. The maximum is determined by the physician. It is continued, according to the needs of the patient, and then begins the gradual return to solid food.

The first solid meal may be nothing more than the juice of half a small grape fruit and a small piece of stale bread, without butter. Other things are gradually added, the patient's power of digestion being all the while carefully watched, until the patient has reached a full and varied diet of fruits, vegetables, and meats, certain indigestible things and all stimulants being excluded, and all the while from three to five quarts of skim milk being taken. At the end of six or seven weeks the patient is permitted to substitute two or three quarts of "whole" milk for the larger quantity of skim milk, and eventually to take the milk at convenient intervals, and not according to a rigid schedule.

Weakness, depression, and listlessness often accompany the first few days of the milk treatment, and the patient, whatever his condition, usually begins at once to lose flesh. The amount lost depends upon the object for which the treatment is administered. If the eventual design is to fatten the patient, the loss may be only two or three pounds. If the design be to reduce excessive fat, it may be many pounds each week. A thin man of large frame began the treatment at 159 pounds, fell to 157, and rose while still on the exclusive milk diet to 166. It is usually difficult to attend to business during the treatment, but busy men sometimes resume work after the first week. Careful patients carry their milk to business and drink it at rigidly regular intervals. The patient after the first week usually begins to gain strength, and if the treatment is successful he finds immense relief from the pains of indigestion. Some patients suffer from headaches during the early part of the treatment, and may in the first ten days

acquire an extreme distaste for the milk. The average patient at the end of that time is ravenously hungry every hour and a half, and finds the skim milk delightful. The most delicious dainties are never so pleasing to the palate as the half pint of skim milk to the really apt patient.

When the milk cure works well the patient soon finds himself sleeping soundly and rising in good health and in fine spirits. Few patients have full working strength during the treatment, and the inconvenience of a dozen meals a day becomes extremely irksome and seriously interferes with intellectual work. To the really incapacitated victim of dyspepsia, however, the milk treatment soon brings a relief like being translated from torment to bliss.

Physicians administer the milk treatment to persons who do not properly assimilate ordinary food. Such persons may be extremely thin or grossly fat. In either case their ailment is a form of starvation. Marvellous stories are told of the treatment. Men and women who seemed dying with clouded brains and listless bodies have been restored to health such as they never knew save in childhood. Ill-nourished sallow men and women have been brought to plumpness of body and clearness of complexion. Waddling masses of fat with watery eyes and chalky faces have been reduced to normal proportions. Bright's disease in its earlier stages has been arrested if not eradicated by the treatment, and chronic rheumatism has been banished from the blood. The stories told by milk diet patients and their physicians are almost beyond belief. It is fair to add that the treatment sometimes fails, though the believers say that this must come from the neglect or disobedience of the patient.

The philosophy of the milk diet lies in furnishing to the dyspeptic patient an easily digestible food that contains all the elements necessary to life and the cleansing of the system preparatory to the building up of new tissue. Great stress is laid upon regularity of the milk meals, cleanliness of all vessels used, and great slowness in taking the milk. Some physicians insist that the patient shall eat with a spoon and occupy as much as ten minutes in taking a single glass of milk. The meal at its largest seldom exceeds a pint.

Persons who have gone through the treatment and found relief often return to the milk diet at the slightest sign of indigestion. In such cases the patient usually begins with as much as two quarts a day, and in a few days reaches the maximum. A gradual return to solid food follows, provided the patient has found relief; and the whole duration of this secondary treatment need not exceed a week. Some persons have kept up this system for years and taken no medicine for indigestion. Obstinate cases may necessitate as much as three months of the exclusive milk diet. This in some cases is followed by a sort of water-cure treatment that is even more trying.

How to Remember.

According to the laws of mental association, we can recall knowledge only by connecting the unknown by the known. Just here lies the whole secret of a good memory for figures, words, ideas or anything else. We must always proceed from the known to the unknown, and recently acquired knowledge should be firmly associated with facts we already have a strong hold upon. We should associate a figure with an article that it belongs to, so that when we think of the latter we will also recall the former. To remember the price of a particular thing, we should always recall its price whenever we look at or think of it. This will stamp it indelibly upon one's memory. The reason we never forget the price of a three-dollar shoe is because we always think of the price and the shoe together.

A man may think he adores a woman. But his love is put to a terrible strain when she asks him to button her shoes with a hairpin.

Use Tradesman Coupon Books.

Seeing What They Do Not See.

From the New York Tribune.

A firm whose place of business is in the Bowery has devised a novel scheme of attracting people to its show windows. The window panes are large and costly. On the inside of the glass a number of lines of green paint have been put on, so that they represent a broken window plate. Every detail has been so cleverly perfected that the deception is complete, and the curiosity of the wayfarers is so excited that they step up to the window and touch it, only to find that it is a mockery.

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

Reeder Bros' Shoe Co.,
STATE AGENTS FOR
The Locoming 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.**

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Clayton—Bennett & Soper succeed Edward Bennett in the meat business.

Ann Arbor—Zachar, Roath, of the dry goods firm of Beck & Roath, is dead.

Mason—John N. Thorburn succeeds Thorburn & Densmore in the meat business.

Sturgis—E. A. Bresee & Co., dealers in wood, have sold their business to Geo. N. Rich.

Allens—A. Z. Perry succeeds Mrs. A. B. Wetmore in the drug and grocery business.

Lansing—C. C. Longstreet succeeds Everett & Longstreet in the grocery business.

Big Rapids—Granger & Co. succeed Cannon & Granger in the flour and feed business.

Lake Odessa—Fowler & Hart succeed E. F. Colwell & Son in the hardware business.

Traverse City—Ives & Owen have removed their drug stock from Belding to this place.

Brutus—Mrs. J. P. Dimling is succeeded by Mrs. J. P. Dimling & Co. in the grocery business.

Albion—Jno. D. Hunter & Co. succeed Cooper & Hunter in the clothing and hat and cap business.

Kalamazoo—J. McLinden has opened a grocery store at the corner of Sarah and Rose streets.

Constantine—Raup & Hayman, grocers, have dissolved, A. D. Raup continuing the business.

Mt. Clemens—Pringnitz & Haller are succeeded by Haller & Dahm in the grocery and meat business.

Elkton—Horton & Schiele, furniture dealers and undertakers, have dissolved, E. P. Schiele succeeding.

Otsego—Frank Warner has purchased P. W. Travis' stock of men's clothing and removed it to the Union block.

Sturgis—Schweeder Bros.' grocery and bakery stock was taken possession of by their father last Saturday to satisfy claims.

Holland—D. E. McLeod, who recently sold his grocery stock to G. Smeenge, has opened a restaurant and news stand in the Beach store.

Midland—Reardon Bros., general dealers, have merged their business into a corporation under the style of the Reardon Bros. Mercantile Co.

Hart—The Michigan Meat Co., after less than one week's business experience, dissolved partnership, Hammer & Smith succeeding to the business.

Central Lake—Dr. F. C. Warne has sold his branch drug store at this place to A. A. Miller, formerly with G. M. Harwood, the Petoskey druggist.

Otsego—James Caruthers and J. D. Woodbeck have formed a copartnership and embarked in the grocery business under the style of Caruthers & Woodbeck.

Eaton Rapids—R. H. Reynolds has purchased the F. J. Feighner boot and shoe stock, at Nashville, and removed it to this city, where he has opened for business.

Ovid—W. H. Hart, who sold his confectionery and bakery stock about a year ago to F. E. Burt, has re-purchased the stock and resumed business at the same location.

Big Rapids—N. N. Nicholson, of Grand Rapids, has purchased the stock of the Big Rapids Candy Co., and will continue

the business at the same location under the same style.

Kalamazoo—C. E. Haughwout, formerly engaged in the grocery business at Lansing, has purchased the grocery stock of Frank F. Ward, and will continue the business at the same location.

Sights—Kelly & Covell are building a new store building to replace the one destroyed by fire a few weeks ago. The new structure will be 24x50 feet in dimensions and two stories high.

Elisworth—Geo. Bates recently purchased the general stock of the Pine Lake Iron Co. at chattel mortgage sale. He is undecided as to whether he will close the stock out in a lump or continue the business at the same location.

Midland—H. P. Whipple has removed his dry goods stock from Belding to this place and consolidated it with the general stock of L. A. Mack and the two will continue the business in partnership with Wm. B. Remington, under the style of Whipple, Mack & Co.

Kalamazoo—Ephraim T. Mills has purchased the Star Laundry, located at 116 North Rose street, and changed the name to the Banner Steam Laundry. Ed. Whalen, who has had eight years' experience with the Sager and Miller Laundries, will act as manager.

Muskegon—J. B. Wallace and Thomas Moen have formed a copartnership under the style of Wallace & Moen and opened a flour and feed store at 24 Pine street. Mr. Wallace was formerly engaged in the same business here, but for the past six years has resided at Seattle, Wash.

Manistee—C. H. Dummer and H. C. Dummer have been arrested under a civil warrant issued under the fraudulent debtor act. The complainant in the case is the First National Bank, which holds two notes, amounting to \$826, against the Dummers. The arrests grow out of the failure of Dummer & Son last summer, just prior to which they uttered both real estate and chattel mortgages to brothers, covering all their property and shutting out all other creditors. Bonds were furnished in the penal sum of \$900 apiece.

MANUFACTURING MATTERS.

Saginaw—The Meteor Cycle Co. will remove from Battle Creek to this place, when the capacity of the factory will be enlarged and the capital increased from \$6,000 to \$18,000, the new stock being taken by Saginaw gentlemen.

Ludington—Ed Keats has taken a contract to furnish the Chicago & West Michigan Railway 150,000 cedar and white oak ties. The timber will come from land adjacent to the road between White Cloud and Thompsonville.

Eagle Mills—F. W. Read & Co. have purchased a tract of timber near Vermilac and are now putting in camps and preparing for the winter's work. The logs will go to their mills by rail over the Duluth, South Shore & Atlantic Railway.

Manistee—The State Lumber Co. is only running one side of its sawmill and is sawing sunken hardwood logs and other relics which accumulate in the booms from year to year. With these they will use up a lot of cedar as floats and to keep their shingle mill at work.

Manistee—The maple flooring factory at this point did not prove to be a success, as there were no practical men at the head of affairs. The plant and stock

were sold recently to Louis Sands. He has about 300,000 of choice maple on hand and will start the factory and run this all into flooring as soon as the sawmill shuts down.

Farwell—E. Hall will construct a logging spur road from this place three and three-fourths miles, into Gilmore township, where he has about 5,000,000 feet of pine and 1,500,000 feet of hemlock timber. The pine will be cut this winter and camps are now being constructed. The work on the railroad will also begin at once. The timber, it is expected, will be railed to Mr. Hall's mill at Bay City.

Saginaw—Present indications are that the output of hardwood logs in the Saginaw district the coming winter will be small, owing to the low prices and stagnant market. The output of stave bolts is also likely to be small. E. A. Gyde, who operates a large stave factory here, says that of late stocks have been working off, but in the main trade in staves has been very light.

Traverse City—The Traverse City Lumber Co. has shut down its sawmill here for the season, the cut being finished. The mill here has cut 15,000,000 feet during the season, and the East Jordan mill has sawed 4,000,000. The latter mill has been shut down several weeks, but is prepared to resume operation with the advent of sleighing. All the lumber in the city yards will be shipped to Chicago, after which the mill will be overhauled and repaired. It will be started again during January.

Marquette—From present indications winter has set in for this locality, it having snowed steadily for several days. It is safe to say that as a general thing lumbermen are not as well prepared as usual for the snow. The uncertainty because of forest fires made them unusually late in making a start, and after the camps were in it proved such a bad fall with so much rainy weather that the work has gone forward very slowly. In the burned districts, of course, there is unusual activity, but those whose timber escaped scorching, as a rule, are not operating very heavily and the output for this district will be hardly as large as last season.

Manistee—Buckley & Douglas will run their sawmill this winter, as usual, largely on hardwoods and hemlock. They are getting ready to pile 8,000,000 or 10,000,000 hemlock at the mouth of the river and will assort it in sizes and lengths as much as possible as an experiment this winter. All the sorting will be done at the mill and the lumber will be hauled by rail to the mouth of the river. From there it will be convenient to ship either by rail or water. There was considerable doubt at one time as to whether they would run this winter, as their docks were pretty well crowded, but lately there has been so much of a demand for lumber that most of it has been cleaned off and there is less on hand now than has been the case for a long time.

The Drug Market.

There are few changes of importance to note.

Gum opium is still advancing. A reaction may come, but it is believed that pre-ent prices will rule for some time.

Morphia is unchanged.

Quinine is steady.

Gum assatetida is very scarce and it is believed that very little can pass the customs house under present inspection.

The Age of Steal.

Steal a chicken, and you are a thief. Steal a thousand dollars from your employer, and you are an embezzler. Steal five thousand dollars from the government, and you are a defaulter. Rob your competitor on the Stock Exchange of ten thousand dollars, and you are a financier. Rob him of one hundred thousand five hundred thousand dollars, and you are a wizard or a Napoleon of finance. Wreck a railroad and gather it in, and you are a "magnate." Wreck a great railroad system, and you are a "railroad king." Conduct a negotiation by which a strong nation plunders a weak nation of thousands upon thousands of square miles of territory and makes the weak nation pay millions of money indemnity for the wrong it has suffered, and you are a diplomat.

PRODUCE MARKET

Apples—There is a considerable improvement in the demand due largely to the fact that the poor stock so common earlier in the season has been about all worked off. Snows are all gone, but the ordinary winter varieties command \$1.75 @ \$2.00 per bbl.

Beans—The market has sustained a still further advance, owing to the bad weather interfering with the harvesting and threshing of the crop. Handlers have advanced their paying price for cleaned stock to \$1.30 per bu., holding at \$1.15 in carlots.

Butter—Dairy is in fair demand and adequate supply, the advent of cold weather being in a degree of buterine which supplants the genuine article in many directions. Best grades of dairy command about 2 c, while creamery is in moderate request at 3 1/2 c.

Beets—No demand to speak of.

Cabbage—The price ranges from \$3 per 100 for best stock down to \$1 per 100 for common. The crop in this vicinity turns out to be unusually large.

Cauliflowers—75c per doz. for choice stock.

Celery—Is held by dealers at 12 1/2 c per doz.

Egg Plant—The market price is \$1.50 per doz.

Eggs—strictly fresh are scarce and readily command 20c per doz. It is believed that stocks in picklers' hands are very much smaller than usual, owing to the disastrous experience of picklers last season and their fear of Canadian competition this year.

Grapes—N. Y. Concord commands 30c per 8 lb. basket. All Michigan varieties have disappeared from the market.

Lettuce—1 1/2 c per lb.

Onions—Red Weather fields and Yellow Danvers command 4 c per bu. For some reason red stock is most sought for this season, whereas yellow stock has always taken precedence in this respect heretofore.

Parsnips—Grocers pay 35c per bu.

Parsley—25c per doz.

Potatoes—Coming in more freely to meet the increased demand from Indiana and other Southern shipping points. Handlers pay 40c here and 30 1/2 c at outside buying points.

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

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

Radishes—Grocers pay 8 1/2 c per doz.

Sweet Potatoes—Jersey's prime stock, are held by dealers at 75c per bu., or \$2.25 per b. l.

Squash—The market price is 10c per lb.

Tomatoes—About out of market.

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

Vegetable Oysters—Grocers pay 20c per doz.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

We have some very nice Red and Yellow Onions. If you can use a carload can make you a low price. Quote you Fancy Yellow Onions at 45c per bu. Fancy Red Onions 45c per bu. No. 1 Winter Apples \$2 per bbl. No. 2 Winter Apples \$1.75 per bbl. Fancy Jersey Sweet Potatoes \$2.75 per bbl. Cabbage 30 to 40c per doz. Home-grown celery 15c per doz.

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

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

GRAND RAPIDS GOSSIP.

John Grabill has opened a meat market at the corner of Fifth avenue and Union street.

J. P. Visner has sold his confectionery stock at 66 Canal street to Dr. Geo. H. Bellamy, the Monroe street dentist.

The McBain Grocery Co. has embarked in the grocery business at McBain. The stock was furnished by the Lemon & Wheeler Company.

John A. McAtee has opened a grocery store at the corner of Lovett street and Michigan avenue. The Lemon & Wheeler Company furnished the stock.

The Hake Manufacturing Co. (incorporated) succeeds the McGraw Manufacturing Co. in the manufacture of carvings and mouldings at South Grand Rapids.

Chas. Retting, for many years a traveling representative for a Boston upholstery manufacturer, has formed a copartnership with Frank H. Sweet and the two will embark in the manufacture of upholstered goods here under the style of Retting & Sweet. The firm succeeds to the business established by Martin L. Sweet, and managed by Frank H. Sweet, but will discontinue the manufacture of chamber furniture, abandoning the Winegar plant, on Prescott street, and erecting factory buildings adapted to their use near the McCord & Bradfield Furniture Co.'s plant.

The Grocery Market.

Sugar—The active demand on the election, or both, or something else, caused an upward movement last Thursday, when Nos. 6, 7, 13 and 14 were advanced 1-16c. This advance was followed by another advance of 1/8c on hards and 3-16c on the remainder of the list. The market is strong and higher prices are looked for daily. An unpleasant feature last week was a quotation on granulated of 4c flat by Chicago houses. Some merchants who ordered ten barrels at this price received one barrel, but very few who placed their orders on this basis received any sugar at all. This appears to be Chicago's idea of business ethics—demoralize the market by quoting goods less than cost and then refuse to sell the goods at the prices quoted. The situation reminds one of the manner in which the Wm. M. Hoyt Co. treated the Grand Haven match factory, several years ago. The buyer of the house offered the factory a certain price for its product, threatening to quote the goods less than cost in its price current in the *Criterion* if the offer was not accepted. The factory felt obliged to decline the offer—or, rather, comply with the demand—and for several months the *Criterion* appeared with a quotation below the cost of manufacture. Hoyt did not pretend to keep the goods in stock and any one who ordered the goods at the price quoted were informed that they were not in the market. *The quon ti n continued to appear*, but, in the long run, bluff and bluster and bull-dozing methods failed to accomplish the result aimed at and the misquotation was withdrawn. The experience of the past discloses the fact that Hoyt and some of his competitors have not forgotten their former methods of coercion which worked so successfully in the days of Chicago's supremacy as a jobbing center, but which avail little in

these days of decency and margin making in trade.

Coffee—Recent advices from Brazil give the market a firmer tone and manufacturers of package brands have advanced their quotations 1/8c.

Jelly—Manufacturers have reduced their quotations about 14 per cent. and jobbers have reduced their prices accordingly.

Candy—The approaching holidays are instrumental in creating a brisk demand for this article and manufacturing confectioners are all busy.

Bananas—This market at present has plenty of stock with which to fill orders, but the cold weather retards the placing of orders by a great many, as the fruit is so susceptible to climatic changes and turns black with but very little exposure to the cold.

Florida Oranges—Are coming in freely and the fruit has now the fine golden color which insures ready sale. Prices are very low, considering the fact that the crop is estimated at one million boxes short of last year.

Figs—In ample supply and prices have reached a very low point.

Foreign Nuts—Are picking up and prices show a much firmer feeling.

Lemons—Florida and Malaga lemons comprise the offerings at present. The new Messinas will not be in for about two weeks. Prices will be high for the first cargo, as dealers will want a few boxes of first cutting; but after one or two vessels have arrived there will be a decline.

The Grain Market.

Wheat has been more active and higher than the previous week, as the mills are paying 3c per bushel advance. Northwestern receipts, although less than corresponding time of last year, are still above what was expected and our "visible" to-day is about 9,000,000 bushels more than on the corresponding date of 1893. The strength in wheat is the extreme low price and the amount that is being fed to stock, as it is claimed that already some 40,000,000 bushels have been fed, and this process will probably reach 75,000,000 to 80,000,000 for the crop year. Exports have been about 250,000 bushels less than during the preceding week and show material signs of increasing in the near future, but this may all be changed when our foreign friends see that our receipts have fallen off in the Northwest, for they cannot hold up always, as it is claimed that more than half the crop has been sold from first hands. In this section wheat certainly is not plenty.

Corn has held its own and prices have not made any marked change, although a very short crop. The consumption has been less, as the present price is too high to manufacture it in syrup, as in years gone by, and also too high at present for distilling.

Oats, while high, are not moving as freely. The fact is, there is no speculation in any of those cereals as in years gone by. The old-time "longs" are waiting to see the receipts grow less and the "shorts" deem it rather risky to put out new large lines.

Receipts the past two weeks have been—wheat, 60 cars; corn, 9 cars; oats, 2 cars. The wheat has been, as usual, taken by the mills. The usual monthly crop report has not made its appearance, as was expected on the 10th.

C. G. A. VOIGT.

Gripsack Brigade.

J. P. Visner (John A. Tolman Co.) has taken up his residence at the Eagle Hotel.

Sam T. Goldberg has resigned his position with Sam Folz, the Kalamazoo clothier, and will travel for Lillienfeld Bros. & Co., a Chicago cigar firm. His territory will be Michigan.

Chairman Bradford has issued a call for a meeting of the Executive Committee of Post E, to be held at the New Livingston Saturday afternoon at 4 o'clock; also a call for a meeting of all the convention committees at the same place Saturday evening.

The Champion Cash Register Co. has engaged three additional salesmen during the past week—Geo. S. Sanford, who has traveled the past twelve years for the Bissell Carpet Sweeper Co.; Halsey Montgomery, for several years connected with the National Cash Register Co. and Theo. Schultze, formerly on the road for the Paul Bechner Co., of Milwaukee, Wis.

A young Chicago drummer was taking a vacation with his uncle in the country and was suddenly called upon to ask the blessing, and not being used to it he promptly faced the difficulty in the following words: "We acknowledge the receipt of your favor of this date. Allow us to express our gratitude for this expression of good will. Trusting that our house may merit your confidence, and that we shall have many good orders from you this fall, we are yours truly, amen." The old man will say grace hereafter.

Purely Personal.

Percy T. Storrs has resigned his position as book keeper for the I. M. Clark Grocery Co., and taken a position in the brokerage office of Geo. R. Perry.

Chas. E. Olney (Olney & Judson Grocer Co.) leaves Thursday for Chicago, where he spends a few days prior to his departure for Santa Barbara for the winter.

Sidney F. Stevens (Foster, Stevens & Co.) was called to Trenton, N. J., last week to attend the funeral of an aunt of Mrs. Stevens. He is expected home on Wednesday.

Chas. N. Remington (Hastings & Remington) is in the market for all publications of a lullaby character and would esteem contributions of an acceptable nature. Cause—a nine pound girl.

L. Winternitz, General Manager of the Fermentum Company, has been in town for several days, renewing old acquaintances and making some new ones. He is in excellent health and spirits and fondly looks forward to the time when he can leave Chicago for a permanent residence in this city.

Geo. H. Knight has taken the position of superintendent of the mechanical department of the Champion Cash Register Co. Mr. Knight was formerly connected with the world-famous institution of Pratt & Whitney and is in every way qualified to discharge the difficult duties devolving upon him in his new position.

The Commercial Exchange Bank of Channing Whitney & Co. will succeed the Commercial Exchange Bank of Whitney & Wilcox, at Adrian, Jan 1. The institution will have a capital stock of \$75,000. Channing Whitney will be President and Chas. S. Whitney will act as Cashier.

Change in Management.

At the annual meeting of the Grand Rapids Packing & Provision Co., the old directors were re-elected, as follows: Capt. H. N. Moore, Wm. P. Granger, T. Stewart White, Thomas Friant, Chas. S. Robinson, F. E. Rice and A. B. Wykes. The directors thereupon elected the following officers:

President and Manager—W. P. Granger.

Vice-President—Thomas Friant.

Secretary and Treasurer—Chas. S. Robinson.

Mr. Granger has been identified with the company since its organization and is thoroughly familiar with every department of the business.

It is understood that Capt. Moore's retirement from the management of the business is due to ill health and to his desire to enjoy the repose to which an active business career for a quarter of a century entitles him.

Placing the Responsibility.

Customer I want you to take back these shoes, they are too small.

Cohenisky—Oh, no, mine friend; it's your feet dot's too large, de shoes vos all rightd, you musdt lay de blame on nature for de misfit, not on me.

In the meat shops of towns in New Mexico and Arizona the visitor from the East is apt to notice that the dressed carcasses of sheep have a tuft of wool still attached to the head and tail. This is left by the butcher to assure the customer that it is mutton, and not goat flesh, that he is buying, for in these Territories many flocks of goats are reared and pastured by the small Mexican ranchmen to be killed for food for the poorer natives. Roast or stewed kid, with Chili pepper sauce, is an esteemed dinner dish at the tables of many well-to-do American and Spanish-American citizens.

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 1,000 population. Stock and fixtures, \$8,000 to \$10,000, including a first-class fire proof safe. For cash or real estate. W. G. care Michigan Tradesman. 628

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

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

WILL PAY CASH FOR STOCK OF CLOTHING if price is right. Address Box 16, Cadillac Mich. 66

MEN TO SELL BAKING POWDER TO THE grocery trade steady employment, experience unnecessary. \$3-monthly and expenses com. If offer satisfactory address at once with particulars enclosing yourself. U. S. Chemical Works, Chicago. 608

PLANNING MILL—WE OFFER FOR SALE the North side Planning 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. 113

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. 54

WANTED—VERY 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.

SIX LETTERS TO A CLERK--V.

Telling Tales Out of School.

An Old Merchant in Hardware.

One of my friends in the wholesale trade came to me as I was about to start on a trip selling goods, saying: "You can do me a favor, if you will; I constantly hear it said that I am selling a great many 'seconds,' and I find it is damaging my trade. If it was told by my competitors I could fight against it, but, somehow, it sticks too well for a mere trade story. When you get among any retailers who have bought of me, I wish you would feel around, and if they have heard any such tales, try and learn how they first came to them, and you will do me a favor."

I promised to oblige him, but was in danger of forgetting it, until one day I overheard a merchant talking to a drummer. The merchant answered a remark I had not heard, observing: "Your price is high; So-and-so offered the goods for less." "Pooh," said the salesman, "you know the goods that he sells; we don't deal in seconds." When it came my turn to do a little drumming, I finished my own business, and then I began to inquire on my friend's account. I asked: "You buy some goods of 'So-and-so'?" "Oh, yes; but not many."

"Isn't he on the square?" "To tell the truth, I never had anything from him that was not all right, but I believe he handles a good many seconds, and I don't care to get any."

I professed surprise at this. I knew him to be a shrewd merchant, much too shrewd to sell seconds for firsts.

"Well," said my customer, "I didn't take much stock in it at first, but his own traveling man admitted it, and I concluded it is true."

I dropped the matter, but when I had opportunity again I examined others and found the same answer, that So-and-so's traveling man had admitted it. My friend was much surprised when I told him who was authority for the stories circulating among the trade, but he satisfied himself of the truth of it and promptly discharged the man. Now, the truth was, he had no more seconds in stock than other houses in his line carried, and what he bought for seconds he sold as such; but the salesman, having lost a customer by selling him seconds at the price of firsts, had found it convenient to tell of the incident so often that nearly all his cronies had heard of the story about the "seconds;" and when he was through telling the tale, all his hearers remembered was that his house sold seconds. As I said, he lost his place, and could not get another in so responsible a position in the city.

Not long since I met the bookkeeper of a merchant who was in rather deep water, and whom a very slight push might push beyond any power to save. While we were talking, another man joined us, and, turning to the young man, asked:

"How is M— getting along in his affair?" "Ain't getting along at all," was the answer.

"Won't he pull through?" "He thinks he will." "What do you think?" "I think it's six of one and half a dozen to fanother."

Within an hour the questioner had put his clam against M— in the hands of a lawyer. It was promptly brought before a justice, and before night it was known to several that M— had been sued. Now notice how things had worked. M— had made arrangements with a banker to help him over the crisis, and the matter was to be closed the next morning at 7 o'clock; but, in the meantime, M—'s clerk had said what he never ought to have said, brought his employer before the court, and frightened the banker from helping him. The merchant had to make an assignment.

Said a merchant to me while we were talking on this subject: "Boys will blab, and you cannot help it. I remember one of my clerks destroyed a very pretty trade I once had in a patent saw. I had no monopoly of it, except from the fact that none of my competitors kept it. I went to work quietly and built up quite a trade on it, a trade that paid me a couple of thousand dollars in the season."

Dry Goods Price Current.

Table with multiple columns listing various goods such as UNBLEACHED COTTONS, BLEACHED COTTONS, GANTON FLANNEL, and DRESS GOODS, with their respective prices.

Table listing various goods under categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEY FLANNEL, CANVASS AND PADDING, DRESS, WADDINGS, SILK, NEEDLES—PER GROSS, TABLE OIL CLOTH, and COTTON WINES.

SEEDS!

Everything in seeds is kept by us— Clover, Timothy, Hungarian, Millet, Red Top, Blue Grass, Seed Corn, Rye, Barley, Peas, Beans, Etc. If you have Beans to sell, send us samples, stating quantity, and we will try to trade with you. We are headquarters for egg cases and egg case fillers.

W. T. LAMBREAU CO., 128, 130, 132, GRAND RAPIDS, MICH

Betsy and I Are Out

Draw up the papers, lawyer. And make 'em good and stout, For things at home are crossways, And Betsy and I are out. It's only a very little thing That's a-partin' of us two; I insist on usin' Atlas Soap And she's got to use it, too. And if she don't I declare to you, I'm a-goin' to git up and git; I've allus been boss of the roost at home, And I'm going to be boss yet. If Betsy don't come to terms to-day, And git Atlas Soap at the store, I'm goin' to leave without delay, And I'll not come back any more.

Manufactured only by HENRY PASSOLT, Saginaw, Mich

EATON, LYON & CO.

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



HIRTH, KRAUSE & CO.

Headquarters for Over Gaiters and Leggins \$2.50 per dozen and Upwards. Lamb Wool Soles in 3 grades. Duck and Sheepskin Slippers. Mail us your order and we will guarantee satisfaction in both price and quality.

MICHIGAN TRADESMAN

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

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

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY, NOV. 28, 1894.

RAILWAY WAGES AND EARNINGS.

The railways of the country have long been the subjects of harsh criticism by the agricultural and working classes of the people, and, although they have enormously lowered the cost of the transportation of necessities, the railway corporations continue to be the themes of much popular condemnation, and many people claim that the farmers and the working classes will never be prosperous until the roads shall be seized and operated by the Government.

The records of the receiverships and bankruptcies, through which so many of the American railroads have passed or are passing, ought to prove that many of these corporations are far from prosperous. Nevertheless, there is prevalent a notion that much of the trouble comes from the fact that the earnings of the roads are squandered on high-salaried officials, while the men are wronged with starvation wages. As reliable information on every economic subject is both instructive and necessary to the proper understanding of such matters, THE TRADESMAN is glad to present some statistics gathered by that well-informed journal, the *Chicago Railway Age*.

The *Age* shows that fifteen leading Western railway companies, which operate more than one-fourth the entire track mileage of the country, employ 170,657 persons, to whom are paid an aggregate of \$107,885,694 in wages. Out of the wages account \$1,205,151 is paid to officials who get salaries of \$5,000 and over. If all these high officials were discharged and their wages were paid to the workingmen, each laborer's wages would be increased by the amount of \$7.06 a year or 13 cents a week.

As the *Age* well says, this is what the talk about high salaries comes to as affecting the employees, when the facts are reached that if, of the railway companies of the West, the entire staff of presidents, general managers, vice-presidents, counsel, superintendents, engineers—or any one else who is receiving \$5,000 a year—were to be absolutely wiped away and their offices abolished, the entire money so saved, being distributed among all employees, would raise the general

level of wages by just about 2 cents a day.

The *Age* shows that of the fifteen companies referred to above twelve earned some sort of a margin for dividends during the last fiscal year. Three showed a deficit. The aggregate net earnings applicable to dividend payments of all the companies (treating the roads as one system and deducting the three deficits from the twelve balances of profit) amounted to \$8,941,068. The total capital stock of all the companies was almost exactly \$1,000,000,000. The dividend earned, therefore, on the total stock was a little over four-fifths of 1 per cent. If half of all that stock was watered, the dividend earning amounted to less than one and four-fifths of 1 per cent. If three-quarters of it was water and only one-quarter represented actual investment, the dividend was less than 2½ per cent.

But, suppose that, instead of paying any dividend to the stockholders, the net earnings of the railways in question were to be divided among the employees, each to receive an equal share, regardless of the value or importance of his services. There are 107,657 employees, each one of whom wants his share of that net earning—his portion of the \$8,941,068. Let us suppose that he gets it; how much does he receive? He receives just \$52.39 a year, or \$1 a week.

From these figures it will be seen that the people who have put up the many millions of dollars to build and equip these roads are by no means getting rich out of their investment. The simple fact is, that many of the railways in the United States were built ahead of the needs of the country, and they will have to suffer and struggle until the country develops up to them. Railroads are among the corporations which proverbially have no souls, and they often prove the fact, but they are at least entitled to justice, and they ought to have it. But it is necessary that the people shall be better informed about them. The information given above is worth attention.

FUTURE ADDITIONS TO THE NAVY.

The main details of the forthcoming report of the Secretary of the Navy are already known, and, as the future policy of the Government with regard to the new navy is a matter of importance, the recommendations made are attracting some attention.

The estimates for naval appropriations for the next year show considerable increase over past years. This is due to the greater cost of maintaining the large new ships and to the large payments which will have to be made during the coming year on ships now nearing completion. The final payments on the four big battle-ships will be due during 1895, and that item of expense alone helps greatly to swell the naval appropriation estimates.

It is announced that the Secretary will recommend the authorization of a number of new vessels and will urge Congress to continue the policy of constructing warships. It is pointed out that within another year all the vessels now building for the navy will be completed, and, unless new ships are authorized, work will have to stop in the construction departments of the navy-yards and at the private shipyards where special facilities have been provided for constructing warships for the navy.

Should the Government decide to stop building ships, the private shipyards would be compelled to discharge their skilled workmen and divert their expensive plants to other purposes. The Government would thus be deprived of the advantages now possessed in the way of facilities for the prompt construction of warships.

It would, of course, be manifestly improper for the Government to keep on building ships merely to provide work for private ship-building firms, but there is every evidence that more ships are needed in order to make our fleet thoroughly efficient. The events of the past two years have proven that the force of cruisers possessed by the country is entirely inadequate to supply the demand for vessels on the foreign stations, and American interests abroad have had to go unprotected, owing to the absence of available ships for the service required.

As long, therefore, as the country needs ships it is good policy to authorize one or more every year, so as to keep the building plants in working order, and at the same time to so distribute the cost as to prove as light a burden on the treasury as possible.

In addition to more cruisers, the country needs a considerable addition to the number of battle-ships. While the cruisers suffice for the peace service of the navy, the defense of our harbors and coast line in the event of war would necessitate the service of a considerable fleet of battle-ships and armored coast defense vessels. When all the vessels which have been authorized are completed we will possess but a small fleet of armored ships, which would scarcely suffice to properly defend a single one of the leading seaports.

It is, therefore, to be hoped that the approaching session of Congress will resume the policy of annually authorizing the construction of one or more ships.

THE ERA OF ORGANIZATIONS.

The Interstate Commerce Commission has recently published the results of an investigation into the number and character of the commercial organizations of the country. According to these investigations, which extended to every city and town in the United States, there are in existence thirty-one national, fourteen State and 2,021 local commercial organizations.

Of course, in this compilation are included such institutions as the National Board of Trade, the Bankers' Association, the Trans-Mississippi Congress as national associations, and the boards of trade, chambers of commerce and regular exchanges among the local associations. The local organizations must be subdivided into exchanges devoted to certain specified industries, such as cotton exchanges, stock exchanges, produce exchanges; and organizations combining all trade interests as chambers of commerce, boards of trade, freight and transportation bureaus.

The tendency to combine the various interests into a single organization has not extended beyond the smaller towns, the great centers of trade having found it more profitable to have separate organizations to look after the special interests of the different leading industries, common needs and necessities being looked after by a system of co-

operation through committees. This is the system which obtains in Grand Rapids, and that it has been eminently successful is shown by the paramount influence which each local exchange wields in its special branch, and the immense and irresistible power which the commercial bodies exert when acting together.

That the commercial exchanges and organizations have proven of vast benefit to trade there is not the smallest doubt. They have removed obstacles and corrected abuses which no amount of private effort could have successfully coped with. They have protected the commerce of their respective markets from dangerous competition and discrimination on the part of common carriers. In a word, they have greatly simplified business methods and removed many of the uncertainties and risks attached to trade.

PEACE AND QUIET FOR BUSINESS.

The verdict of the country, as expressed in the overwhelming defeat of the Democrats, is that no more tariff tinkering is wanted. Every agitation which unsettles business must come to an end. The people want a season of peace in which to address themselves to the work of rebuilding and restoring the prosperity of the country.

This demand is too imperative to be disregarded and any attempt to make any further changes in the present tariff during the short session which commences next month will be met with sturdy opposition on the part of the business public. The talk of more tariff tinkering, of enacting free raw material, and more of that sort of thing, is already heard, and it fills the country with uneasiness. The defeat of Mr. Wilson, of West Virginia, by the coal miners, ought to be sufficient notice that the people do not want any more tariff talk, not even free coal and free iron ore; and, therefore, the tariff ought to be left as it is. An incomplete and imperfect law is preferable to an unceasing agitation which unsettles business.

Among the vagaries which have been overpoweringly condemned was the Hatch bill against dealing in contracts of produce for future delivery. Congressman Hatch, of Missouri, has wasted many hours of the precious time of Congress and several years of his life trying to put a stop to speculative trading in merchandise. If he had addressed himself to co-operating in some wise system of finance for the country, he might have done some good; but his impracticable and wrong-headed theories took up all his time, and so his own constituents expressed their appreciation of his misdirected labors by turning him down. When a Congressman is so blind as not to be able to see that he has gained the disapproval of a majority of the people of the country, he has to be rudely awakened by an authoritative kick from his own constituents. That settles him, and that is what settled Mr. Hatch, of Missouri. It is to be hoped that he has learned enough to see that the country is tired of his anti-option bill.

But Mr. Hatch is only a sample of a large class of impracticables who have infested recent sessions of Congress. Let them learn a little reason and drop their wild schemes which have done so much to unsettle business, and if they cannot do anything useful, at least do nothing harmful in the last session left to them of the Fifty-third Congress.

RAPID RECOVERY OF THE BANKS.

For some time past it has been evident that the country was slowly but surely recovering from the effects of the panic of 1893. The recovery would probably have been more rapid had it not been for the long suspense caused by the tariff agitation in Congress. Since the final disposition of that question, trade has steadily improved, and within a few more months the country will be practically where it was prior to the commencement of the panic.

The Comptroller of the Currency has recently issued a statement showing the condition of the 3,755 national banks on Oct. 2, as compared with their condition on Oct. 3, 1893. According to the figures furnished, it is apparent that the banks, although they have not fully recovered all the ground lost during the panic, have made rapid strides within the past year, and will, before another year passes, remove all the traces of the financial disturbance.

According to the Comptroller's statement, the individual deposits on Oct. 2 amounted to \$1,728,418,819. This total represents an increase of over \$277,000,000 as compared with Oct. 3, 1893, almost exactly a year before, though it shows a slight falling off, amounting to about \$37,000,000, as compared with Sept. 30, 1892, which was a few days over a year before the date last mentioned. The figures for loans and discounts also show an increase on Oct. 2, 1894, as compared with Oct. 3, 1893, though a decrease as compared with Sept. 30, 1892. The aggregate loans and discounts amounted on Oct. 2 to \$1,991,874,273, which represents an increase of over \$161,000,000 as compared with the year before, but a decrease of almost exactly the same amount as compared with Sept. 30, 1892. The total amount of lawful money in the banks amounted on Oct. 2 to \$402,894,712. This aggregate represents an increase not only as compared with October, 1893, but also as compared with September, 1892, the increase in the former case being over \$56,400,000, and in the latter over \$75,500,000. One fact brought out in the report is that from July 18 to Oct. 2 the national banks of the country lost but little more than \$3,000,000 in gold. The aggregate amount of stocks and securities was put at \$193,300,072 on Oct. 2, an increase of nearly \$45,000,000 as compared with October, 1893, and of over \$38,000,000 as compared with September, 1892.

When it is remembered that the national banks suffered heavily during the panic, and many were forced to the wall, while all had their resources in deposits and cash cut down to the lowest notch, it is surprising that the recovery has been so rapid. While, in some respects, the banks do not make as fine a showing as they did prior to the panic, they are actually in a sounder condition than they ever were. Their resources are now in a more available shape, and they are stronger in cash in proportion to their liabilities.

The rapid recovery of the banks from so rude a shaking up testifies to the soundness of the banking system in this country. This is a most important fact, as, now that general business is resuming a healthy development, the banks are in a position to do their full share in aiding the improvement. Instead of proving an element of weakness in the work of rehabilitation of confidence, the banks have been a tower of strength.

The Detection of Forgery.*

I wish to put on record three new methods which I have applied successfully for the purpose of detecting frauds in written documents.

The first enables one to determine with comparative ease which of two crossing ink lines was made first, and consists in observing the crossing by a lens of low power (four or five diameters) at a very oblique angle. If a light ink line be made over a darker one, the appearance to the eye when viewing the crossing perpendicularly to the plane of the paper will be that the darker line is superposed. The reason of this is that ink lines are quite transparent and the darker line is seen through the lighter one and seems to make one continuous line with its two limbs across the intersection. When the paper is inclined, however, but few of the rays of light which reach the eye by reflection from the intersection traverse and lose rays by absorption from both ink films; but the greater number penetrate only the upper ink and do not suffer absorption by the lower.

The second is a method of judging whether or not two lines have been made with the same ink, and consists in passing over each in succession prisms of red, yellow or blue glass (or two of these), and noting the number of millimeters through which it is necessary to move each prism from the position where its thin edge is in contact with the mark to be judged to that where the color is extinguished and the line is black. The prism is pushed horizontally over the ink mark, continually adding to the thickness of the colored glass over the latter. When the line appears quite black the thickness in millimeters over which the prism has been pushed is read off and compared with the number of millimeters which the other line requires to attain the same result. If the inks have the same colors, these results must agree.

Third method. In 1886, I read before the society a paper on the use of composite photography for the purpose of establishing the type of an individual's writing, and especially the signature. Since then the mechanical difficulties in the way have been greatly lessened, and the method has given most valuable results in cases before various courts. But there are many occasions where it cannot be employed for one reason or another, and in such cases I have devised a system of measurement and tabulation, which accomplishes by figures what composite photography established automatically by form. The older method may be called the graphic average of the handwriting and the latter the numerical average. The advantage of the former is that it takes into account at once all the elements of character, while the latter can deal only with comparatively few, but in spite of this the results attained have been very interesting.

By the system here alluded to a given number of heights, breadths and angles of letters and spaces between them and between words are selected and measured in a large number of undisputed signatures. The same elements are then measured in the signature in dispute. The averages of all the elements in the genuine series are then compared with the latter, and their agreement or disagreement will generally lead to a correct judgment as to the genuineness of the disputed signature.

This method has given successful results in a direction which extends the original idea to a study of "guided hands," and it has been possible to extract from the columns of measurements proofs of the existence of characteristics of each of the separate handwritings.

*Paper read before the American Philosophical Society by Dr. Persifor Frazer.

Left-handed people as a rule do not know that left handed scissors are manufactured for their special benefit. Also, for cooks who have this physical peculiarity, there are left handed frying pans with the "lip" on the side opposite to the one where it is usually found, and sometimes these utensils have both right and left lips.

MUSSELMAN GROCER CO.,

WESTERN MICHIGAN AGENTS FOR

G. H. Hammond Co.'s Celebrated Butterine

- SPRINGDALE (dairy) in 1 and 2 lb. rolls and tubs.
- SPRINGDALE CREAMERY in 1 lb. rolls, 2 lb. prints and tubs.
- GOLD NUGGET (fancy creamery) in 1 lb. prints.

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

MUSSELMAN GROCER CO.

Fall '94

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

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

P. Steketee & Sons,
Grand Rapids, Mich.

QUALITY - UNIFORMITY - PRICE

**SEARS
CRACKERS
and
CAKES**

Have you tried our new goods?

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

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

New York Biscuit Co.,

S. A. SEARS, Manager,
GRAND RAPIDS, MICH.

THE CUTTER CUT.

A True Story.

One dry goods house in this country sold \$10,000 worth of Sapolio annually. As the manufacturers of that article, we were determined to protect the retail trade against the cutting of the dry goods houses and refused to sell them any longer. The argument that ensued was spirited. "You are making a mistake," said the head of the dry goods house to our manager. "You cannot prevent us from obtaining the goods. What we want in the market we obtain for cash." The answer was modest enough—"We can only do our best to prevent you—no more." And it was agreed that both sides should fight according to their best ability.

Then that great house made application to the wholesale grocers. They replied that they had lately signed contracts with the Enoch Morgan's Sons Co. preventing them from supplying dry goods houses.

Then a retail grocer of Providence, R. I., was induced to become a traitor to his fellow grocers and he sent an order to Thurber, Whyland & Co. for one hundred boxes. The order was filled, the goods were shipped back to New York, the transaction was discovered and claim was made that the great grocery house had violated its contract with the manufacturers. Explanations followed, guarantees were given, but while the supply lasted the dry goods man held the day.

The next move was the appointment of a force of watchers whose business it was to report any delivery of Sapolio on the part of the trade—wholesale or retail—to the dry goods house. Hour after hour and day after day for weeks these faithful watchers fortified themselves with hot bouillon and other mixtures, as well as thoughts of their many friends in the retail trade. Several trifling deliveries were made by New York wholesalers, who were promptly notified that it was a violation of the manufacturer's contract and that the next case would be reported to the Retail Grocers' Association of New York, as an instance of treachery to the retail dealers. In a few days there were no sellers of such lines among the wholesale grocers.

At this time our salesman, Mr. W. L. Baker, who makes the great round of the United States and Canada, completing one trip per annum, reached Savannah. His long absence from the office made him unaware of the situation. He was surprised at the liberal orders which he received at several of the wholesale houses, but he observed that the same mysterious individual was present at each time he closed a sale. We understand that this purchaser was the president of a prominent bank of that city or represented him, and that the purchases were made in the interest of the New York dry goods house. Promptly on receipt of these orders we telegraphed that we could not fill them, as their size indicated that there was some collusion with the dry goods trade. The buyers demanded the goods, threatening us with lawsuits and claiming that they were sold to them by our authorized representative in the presence of their purchaser, who was a responsible party. Our reply was that, having equity on our side, we would prefer to take the lawsuits rather than make the deliveries. There were no suits.

Next a purchasing agent of the Central Railroad of New Jersey appeared upon the scene, representing one of its minor departments. Having led a jobber in the center of New Jersey to believe that the Central Railroad had favored him with an order for one hundred boxes of Sapolio to be used in cleaning the cars, which were to be repainted, this ingenious buyer purchased in the name of the Central Railroad of New Jersey that quantity of Sapolio. Every employee, great or little, of the house of Morgan well knows its determination to protect the retail trade, and the drayman who made the delivery reported that there was something wrong. The goods were traced to the dry goods house, and notice was served upon the Central Railroad that unless the matter was satisfactorily settled its charter would be attacked as having entered into commercial trade, especially in view of the fact that it was a detriment to its own patrons. The young man was "called down" and the repetition of such a course was made impossible.

Many a retail grocer in the center of New York City laughed just after this when the delivery wagons of the dry goods house stopped in front of the store and purchased at retail (and we hope in all cases at a decent profit) all the Sapolio which the retailer had in stock. These goods thus collected were carried to the dry goods house and sold at a loss of seldom less than two cents a cake—sometimes more. The work was laborious and the loss large. It did not continue long. It proved to our friends in the retail trade how hard driven the dry goods house was.

One very funny phase of the transaction is reported to us. We are told that at least in one case where some favoritism among the employes of the house existed toward the retailer that a considerable number of cakes were sold to the wagon at seven cents per cake and taken to the dry goods store, there sold at 5 cents per cake, carried back again the next morning to the retail grocer, again taken by the wagon, and thus fifty cakes of Sapolio were made to pay a profit of one dollar a day and were sold over and over again. This, however, was soon discovered and the guilty parties were prevented from continuing it.

But the last is best of all! We give it as it was told to us. A salesman in wholesale lines, known for years as an honest man, was lead by the great dry goods house to undertake the purchase of say ten boxes each from twenty wholesale houses, the purchaseres to be made simultaneously in order to disarm suspicion, the quantity thus bought being small except in the aggregate. To accomplish the object a certified check for about \$1,000 was given him. The bank declined to cash it, but he explained the case so earnestly and so well, showing the personal interest of the head of the house in the accomplishment of this feat, that the cashier let him have the money. He has never been heard from, we understand, from that day to this.

We think that this shows how much it costs to cut Sapolio. Part, of necessity, we report as it was given us, but we ourselves believe the facts to be as stated and trust that this short story may be some evidence to the retail trade of the friendship felt for them by the manufacturers of Sapolio.

A SERMON TO THE TRADE.

An education in trade is not always an education in truthfulness, yet notwithstanding the croaking of some frauds, an education in truthfulness is the best basis for success in trade. A liar soon learns not only to deceive others but himself. Trying constantly to build his business on false ground in his relations to others, he soon loses all realization of correct principles in relation to his own actions. This is a sermon, you say? Yes, a trade sermon with money in it to those who heed it.

If you say your eggs are fresh you desire to be believed. If you assert that your butter is not oleomargarine you expect to be believed. But if your customer asks for Sapolio and you give out something else in its place do you think your other assertions in trade will be given credit?

Tell the truth in trade. Teach your clerks to tell the truth. Keep up your own reputation and the reputation of your goods will be improved. Be a genuine man and sell genuine articles. Look around you, with your eyes open, and you will see that those men who have established great successes in the grocery business did not build on lies and fraud. The public likes Sapolio, but it does not like humbug.

ONE TESTIMONIAL.

We have countless letters praising Sapolio, too many indeed to print. One will serve as a sample.

1 GREEN LANE,

WORCESTER, Aug. 7, '94.

ENOCH MORGAN'S SONS CO.

GENTLEMEN—I never used Sapolio without being moved at the time to write and express my gratitude to you for putting on the market so perfect an article, one that does not deteriorate in a few months, as so many do that are sold to the disgust and disappointment of the buyers.

Very truly yours,

MRS. HARRIET B. SMITH.

[Retailers should avoid sales that create "disgust and disappointment for the buyers."]

* * *

Never ask, "What kind of Sapolio?" There is but one Sapolio—just give that. If your customer asked for a pound of Java coffee, would you suggest to her some coffee essence?

* * *

Say to your customers: "Don't expect to get a cake of Sapolio for 5c. If you do, you will be sure to get a worthless imitation."

\$10 PROFIT ON ONE CAKE.

Duvall and Brown both kept stores in the same town. Farmer Ward sold his corn for \$50 cash. He had not seen so much money for a long time, so he went to town with his wife to spend it. She asked him to go to Duvall's store rather than Brown's because she wanted one cake of Sapolio and Brown was selling an inferior article. So that \$50 was spent at Duvall's, and he made a profit of over \$10 on the transaction.

* * *

Some dealers do not carefully consider the margin of profit on Sapolio, and therefore prefer to sell five cent soaps. We know that there are goods in a grocer's stock which pay him a large profit, but which demand considerable effort and considerable risk in other lines. Cheap coal oil, coal by the bucket and rusty mackerel may pay a profit of 20

per cent., but they take it out of the dealer in other directions. Sapolio pays an average of about 12 per cent., often 40 per cent., is a clean, bright article, so liberally advertised that if the grocer puts in a stock he has only to take off the lid—we do the rest.

* * *

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.

* * *

If Out of Stock

Send at once to your wholesaler for a small box of Sapolio. Do not let your neighbors have the lead on such a staple article.

You will never be a leading grocer until you sell leading articles. You cannot afford to be without SAPOLIO.

S. C. W.

The Leading Nickle Cigar Made in this Market.

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

This Cigar is made with Long Mixed Filler, Single Connecticut Binder and Sumatra Wrapper.

Sold at \$33 per 1,000

By the Manufacturer,

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

COUGH DROPS

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

A. E. BROOKS & CO.,

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

THINGS I HAVE NOTICED.

Written for THE TRADESMAN.

How often a man can be mistaken as to articles the measure of which is to be determined by the eye. Scarcely ever can a customer calling for carriage boots be satisfied with the size or length until he has taken them away and tried to use them—sometimes he makes two or three guessing trials before hitting the happy medium. This is the usual way with three out of five purchases in that line of hardware.

* * *

It is very much the same way with boots. A man may remember his name, age, height, weight, and place of birth. He may be able to state correctly his wife's age, the exact number of his children, and, strange to say, the maiden name of his mother-in-law; also what "the wild waves are saying." But, when asked to designate the number usually applied to the pedal coverings he wears, memory fails, and a certain part of his arithmetical education has to be done all over again. A ter a customer calls for a "number seven," after vainly trying to make one quart of leather hold half a gallon of foot, he will walk out of the store inside of a pair of nines or tens.

* * *

Credit is a ladder by means of which it is possible for a business man to climb to the summit of financial independence. But many fail to reach the goal because they do not select ladders of proportionate length. One chooses a ladder that is too short and soon finds himself at the end of his resources and far from the consummation of his wishes. Another ambitiously chooses one that is much too long, and, climbing hastily to its extremity, overturns the center of gravity and falls helpless into the pit of bankruptcy. The eye that can best measure distances can also easiest foresee results.

* * *

How few people have a proper regard for the sanctity of money, especially coin, as a measure of value. Though it should never be worshipped or uselessly hoarded to satisfy a morbid greed for possession, neither should it be recklessly spent or made the freak of every momentary caprice, as though it were only a piece of metal.

* * *

When government gives our metallic currency its legitimate impress which indicates to everybody its worth for purposes of exchange, that fact should make our national coin as sacred from the spoiler's hand as the national flag itself. A little sentiment in this matter ought to maintain in the education of the young.

They are now taught to honor the flag of their country, which is but a material object of varying intrinsic value, but still, as an emblem, develops patriotism by the memories it invokes. Should not the youth of this land be also taught to respect the majesty of justice and honor that is symbolized by coins minted by national authority with scrupulous regard to equality in form, impress, weight, fineness and inherent value?

* * *

Yet the lack of this respect is, to-day, so common as to be seldom noted until attention is called to it by an attempt to pass a coin that has been debased in some degree from its original and legitimate purpose. The father will drill a hole in a perfect half dollar and string it, with other jingling playthings, around the baby's neck. When it has served its purpose as a bauble, it is plugged with pewter or zinc and sent out again into the world of commerce to do duty as a representative of value. He forgets that the coin thus treated is a counterfeit to the extent of the debasement he has intentionally placed upon it, and he himself is just as much a criminal in purpose as the illegal coiner or the skillful sweater of penitentiary fame.

* * *

All classes of society are one in refusing to accept such coin as a commercial equivalent, and, once taken through inadvertence, anxiously endeavor to victimize some third party, regardless of the justice or morality of the transaction. The public mind fails to see the actual fraud on society as displayed in daily attempts to pass defaced or mutilated currency through the channels of commerce, and retail dealers are compelled to be ever on guard to detect the ingenious subterfuges sprung on them by customers.

* * *

The boy who places a dime on the railroad track to observe the expanding effect produced by the momentum of gravity in motion infringing on a resisting body chuckles at the success of his feat and deems his dime as good as it was before. The idiot who gets the jeweler to fashion him a scarf pin from some bright quarter and, afterwards, tired of wearing the absurd ornament, cuts it loose and puts it again into circulation as money, shows little true sentiment and less sense of the eternal fitness of things. The same may be said of the immortal nothingness in human form that is forever stamping the initials of his insignificant name upon coin or writing them on paper currency, hoping they will be borne

Queen Flake Baking Powder

Has No Superior - - - But Few Equals

THE ONLY HIGH GRADE BAKING POWDER SOLD AT THIS PRICE

6 oz. Can, 10 cts.

1 lb. Can, 25 cts.

Manufactured by

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICH. - - - LOUISVILLE, KY.

FIRST PRIZE BRAND CONDENSED MILK.

QUALITY ABSOLUTELY GUARANTEED.



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

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

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

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

The Salt that's all salt

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

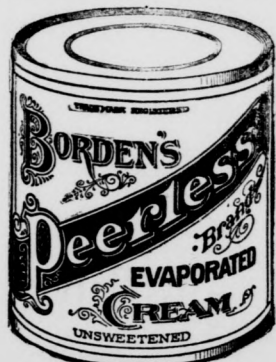
Diamond Crystal Salt

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

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

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

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

Organization of Expert Accountants.

In view of the fact that this is pre-eminently the age of commerce and of vast financial operations, the function of the accountant comes into enormous importance.

It is often the case that the proprietors of a business are not sufficiently acquainted with the practice of bookkeeping to be able to gain any information from their books by a personal examination, and must trust wholly to their subordinates in such matters. The great railway and other corporations, with their complicated operations, need to have such systems of keeping accounts as will give, with the least amount of examination, a sufficient view of the condition of their business. The business of some of the commercial and financial syndicates or trusts rivals in volume that of national governments, and so the profession of the accountant grows into immense importance.

In this connection, mention of the chartered accountants of Great Britain will be interesting. According to the report to the Government of recent Consul General for the United States Shaw, at Manchester, there is in England and Scotland a well-organized and specially educated class of accountants whose business consists in supervising the accounts of private firms, public companies, banks, etc. By paying a retaining fee to a firm of chartered accountants, any one can have the books of any enterprise with which he is connected carefully examined by an expert, without in any way casting suspicion on bookkeepers, cashiers, secretaries, or others. The practical effect of this system is this: That bookkeepers and those responsible for public or private trusts know that, at any time, they may expect a visit from an accountant, sent by the firm in whose charge, in a sense, the books are placed.

According to that report, it is largely the custom in England to employ these chartered accountants to supervise the books of individuals, firms and corporations. The system is well known and highly esteemed, and when an accountant comes to examine the books, no one regards the professional examination with the least aversion or suspicion. It is a business custom, and as such is looked upon as a necessary and desirable custom. In England the public accountants furnish a cheap, efficient and responsible agency, whereby the books of any concern, either public or private, can be properly and perfectly examined.

A writer in the *North American Review* for October mentions that the institutes of accountants are now corporate bodies, holding royal charters, that of the Scotch being dated 1854, and that of the English 1883. Their ranks are recruited from the best classes, a fact which will be readily understood when it is mentioned that a premium of 500 guineas (about \$2,600) has to be paid by the novice to the Chartered Accountants on signing "articles of indenture;" an apprenticeship of five years has to be served, and the candidate has to pass several searching examinations before he can receive his diploma and practice as a chartered accountant. Such persons must possess high moral character and an unexceptionable discretion, since they necessarily come into many business secrets of importance.

Such a profession, properly organized, would find a valuable place in this coun-

try, particularly to investigate and audit the accounts of the many railways that go through the courts into receivership or bankruptcy. Of course, there are expert and able accountants in this and other cities, and they might with benefit organize into chartered institutions, and thereby establish an official guarantee of efficiency and confidential reliability.

RADIX.

Evans' Escapade.

CRYSTAL, Nov. 10.—The business men in this vicinity have had any amount of fun this week over a practical joke they played on Dr. Josiah B. Evans on the occasion of his last visit to this place on Monday evening. On prior occasions he frequently boasted of his prowess and told how brave he would be in the face of danger. Desiring to ascertain how much reliance we could place in his statements in this respect we arranged with a small boy to stop his team while driving from Bushnell to this place on the evening above referred to, and the outcome is a decided disappointment, so far as the event disclosing any great amount of bravery is concerned. Mr. Evans was accompanied by R. M. Dively, traveling representative for the Proctor & Gamble Co., of Cincinnati, and this gentleman came very near spoiling the fun by promptly producing a revolver. Mr. Evans was apparently as badly frightened by the sight of the revolver as he was by the appearance of the supposed highwaymen and earnestly implored Mr. Dively to desist from shooting at the strangers, urging that he might hit one of the horses, in which case both travelers would be at the mercy of the marauders. The young lad did not like the looks of Mr. Dively's revolver, but that did not give him so much concern as the frightened expression of Mr. Evans, and, fearful that the latter would die from fright on the spot, he speedily decamped, after bidding the gentlemen an affectionate good night. Messrs. Evans and Dively arrived in Crystal a few minutes after this escapade with their horses covered with foam and their eyes as large as saucers, while they thrillingly described how several men had intercepted them. The humor of the situation will be appreciated when it is understood that the several supposed highwaymen was a boy less than five feet in height, and the merriment of our merchants could hardly be suppressed while the intrepid travelers were depicting their experience. I am sorry to give away so good a joke, but we have come to the conclusion that it is too good to keep and that the readers of THE TRADESMAN ought to be made acquainted with the facts in the case, so that when Dr. Evans boasts of his bravery, anyone within hearing distance can take the wind out of his sails by enquiring if he exhibited a large amount of bravery on the occasion of his meeting with a horde of bandits on a certain evening while driving from Bushnell to Crystal.

MERCHANT.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers Association, held at Elk's Hall, Monday evening, Nov. 5, President White presided.

Considerable time was devoted to the discussion of the further curtailment of the credit system and the location of a city market cite, both of which were made the special order of business at the next meeting.

Complaint was filed against the "Little Corner Grocery," now owned by Hawkins & Company, for violation of the sugar agreement, and E. White, B. S. Harris and E. A. Stowe were appointed a committee to wait on Mr. Hawkins and endeavor to induce him to restore the card rate.

It was reported that Scofield, Shurmer & Teagle were peddling oil from house to house around the city through the medium of ten tank wagons. The matter was discussed at some length and was then referred to the Committee on Oil for investigation and report.

There being no further business the meeting adjourned.

The Committee above referred to met Mr. Hawkins by appointment the following afternoon and endeavored to dissuade him from his present policy of selling 24 pounds of granulated sugar for \$1, whereas the present card rate is only 23 pounds. Mr. Hawkins stated that he was already a loser in that business to the extent of \$1,700, having taken a \$1,000 stock from the McInnes Tea Co. in settlement of a \$2,700 claim against the firm. He did not desire to continue the business and would dispose of it to the first purchaser who presented himself. In the meantime he proposed to hold the trade naturally tributary to the store and would cut prices to secure this result, if necessary. This being Mr. Hawkins' ultimatum, there was, of course, nothing for the Committee to do but to formulate a report to that effect, which will be presented at the next meeting of the Association.

Growth of Cheese Industry in Victoria, Australia.

MELBOURNE, Australia, Oct. 9.—Encouraged by an export bonus of £6 (\$29.20) per ton, an impetus has been given to the cheesemaking industry of Victoria, which has resulted in 220 tons being shipped to England during the season. The Department of Agriculture obtained an expert from New Zealand, well qualified in the manufacture of cheese by the Canadian Cheddar system, to impart information in the art of making a cheese suitable for the English market. After remaining eight years in the service of the department, this expert accepted the offer of a permanent situation from a large cheese and butter-making company. Before leaving the department, however, arrangements were made by which students could visit the factory he had charge of and obtain instruction in the art of cheesemaking. With the stimulus given to the exportation of cheese by the bonus of £6 (\$29.20) per ton, numbers of factories are now fitting up cheese plants and intend giving more attention to this branch of dairying in the future. Regarding the quality of the cheese they are turning out, however, there is great room for improvement. If they hope to command top rates in the British markets, a better and much more uniform quality of cheese will have to be made than any of last season's manufacture. In order to produce the class of cheese the colony should export, a staff of the very best practical instructors in cheesemaking will have to be obtained from New Zealand or Canada. By no other means can they expect to export largely cheese up to the standard quality. They have the pastures, and are producing milk of exceptional richness, and all that is now required is the skill necessary to convert that milk into cheese of a quality that will satisfy the taste of the British consumer. DANIEL W. MARATTA, Consul-General U. S.

When to Stop Advertising.

When the population ceases to multiply, and the generations that crowd on after you and never heard of you stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you perceive it to be the rule that men who never advertise are outstripping their neighbors in the same line of business.

When you can forget the words of the shrewdest and most successful business men concerning the main cause of their prosperity.

When every man has become so thoroughly a creature of habit that he will certainly buy this year where he bought last year.

When younger and fresher houses in your line cease starting up and using the newspapers in telling the people how much better they can do for them than you can.

When you would rather have your own way and fail, than take advice and win.

The Heat-Light,

The Mechanical Marvel of the Age.



PRICE, WITH STAND, \$10. 30 per cent. Discount to the trade.

If you wish the agency for your town, send us \$7 for one Heat-Light and Stand.

Sold only by
W. S. & J. E. GRAHAM,
Grand Rapids, Mich.

Moore, Smith & Co.,

Boston, Mass.

Our Mr. M. J. Rogan will be in Michigan during the month of December with a full line of stiff and soft hats and caps and straw goods for the spring and summer of 1895. Due notice will be given of his presence at the various cities in the State and we trust the trade will do him the honor to inspect his line, which is full and complete in every particular.

MOORE, SMITH & CO.



Buildings, Portraits, Cards, Letter
and Note Headings, Patented
Articles, Maps and Plans.

Drugs & Medicines.

State Board of Pharmacy!

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

Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.
Vice-President—A. F. Parker, Detroit.
Treasurer—W. Dupont, Detroit.
Secretary—S. A. Thompson, Detroit.

Grand Rapids Pharmaceutical Society

President, Walter K. Schmidt; Secretary, B. Schrouder

Doctoring Wines in France.

Numberless evils, from the beginning to the end of the life history of a bottle of French wine, combine to ruin its character.

These evils begin with the making. Even if the natural process be followed, and the wine made honestly by fermenting fresh grapes, there are various dangerous stages which make manipulations necessary. Suppose that the grapes have been, perforce, gathered before properly ripe. There is an excess of acid in the ferment which must be counteracted, and the sugar must be increased. There are delicate and approved methods for accomplishing this, but they are not always handled skillfully or conscientiously, and some of them give opportunity for a sort of official watering—that is, prescribe a formula which saves the wine and demands enough water to double the vintage.

If the wine escapes adulteration in the making, it is subject to a multitude of maladies afterwards which must be treated; and it happens sometimes, as in human medicine, that the remedy is worse than the disease. Litharge, for example, is added to counteract acidity, and is transformed into acetate of lead. Alum is frequently used in diseased wines to give them a certain youthfulness; salt and plaster are standard remedies. But an excess of any one of these substances, or their employment in connection with certain other substances, may result in compounds positively ruinous to the health.

With such manipulation it is only in abuse, willful or ignorant, that the harm lies. There are others not in themselves harmful, and the chief of them is watering. Thirty years ago this was done in a bold and gross way, simply by adding so much water. It was a fraud, but nobody's health was injured by it. To-day science has come to the aid of the defrauder. Wine weakened by water is strengthened by alcohols of inferior qualities, made from grains and beets, producing drunkenness much more quickly than the natural alcohol, and entailing more fatal results. To restore the color lost in watering, various coloring matters, animal and vegetable, are used. The very bouquet is imitated.

But science does still more for the defrauder than this. All these processes suppose a basis of grape juice. Science has found a way to make a wine without this supposed essential, and so perfectly that connoisseurs and chemists hesitate to pronounce it false.

By mixing alcohol, water, saline and coloring matters, and a substance known as the oil of French wine, a composition is produced which many an expert will pass as a natural wine. There is one serious difficulty about this product, however. The oil which furnishes its

savor and bouquet is, unhappily, a dangerous poison, a small quantity of which injected into the veins of a dog kills him in less than an hour.

Decolorizing Recovered Alcohol.

Here is a method that, with slight modifications, gives splendid results in my hands. I have not as yet found an alcohol so vile that I failed to purify it so as to render it fit for employment in general manufacturing.

The alcohol is first treated with caustic soda; for alcohol recovered from drugs like arnica, buchu, cubeb, etc., one ounce to each gallon is employed. After standing from two to five days it is distilled by water bath or steam-jacket kettle. The alcohol first passing over must be returned to the still. This is continued until the odor is either changed or lost. Usually this distillation leaves an empyreumatic and sometimes a soapy odor to the alcohol. It is then redistilled with potassium permanganate; the quantity to be used can be determined by experience alone, alcohol recovered from the same drug at different processes requiring different proportions; usually one to four drachms to a gallon is employed. Thus treated it is generally clean enough for re-employment for manufacturing purposes, seldom producing any coloration with hydric sulphate. If further purifying is desired, again distill with the permanganate and filter through animal charcoal—but unless the charcoal is freshly prepared this is useless. If I have not fresh charcoal, I add a small quantity of distilled water and distill again after the second treatment with the permanganate.

From the standpoint of economy this process certainly is unobjectionable. I employ a five-gallon still of my own construction, a fair average of three gallons an hour by water bath being its working capacity. Time, gas, and material, I find, are fully compensated for, and in laboratories equipped with steam the cost of purifying is reduced to a minimum. The process requires no attention after it is once under way; I seldom go near it after complete automatic action of the still has been secured.

EDWARD A. KADEL.

Prescribers and Dispensers.*

Notwithstanding the cordial relations which in general exist between the professions of medicine and pharmacy, it was admitted that a good deal of friction occurred at times, because each imagined that the other was trespassing unduly upon his province. While in a general way the physician is the only one who should prescribe, it was shown that the public prescribe largely for themselves and their friends. This was an evil that neither doctors nor druggists could prevent. It was admitted by the writer, who is a pharmacist, that druggists also prescribe more than they ought. On the other hand, it was contended that pharmacists, in a general way, are the only ones who should dispense, but it was shown that physicians do more dispensing than is consistent with harmony. It was contended that the disposition manifested in certain quarters by physicians to dispense their own medicines was a retrograde movement, that the science of medicine had become so vast that no one man felt himself capable of attending to every case that came before him, that specialism was the order of the day and was becoming so more and more. Under these conditions it was manifestly inexpedient for physicians to attempt to acquire a knowledge of pharmacy sufficient to enable them to correctly, that is, scientifically, do their own dispensing. Nevertheless, it was claimed that more latitude should be allowed on both sides,

so that the views entertained by both parties should be so moderate that neither should be expected to conform to iron-clad rules, the druggist being free to give such information concerning the medicine he sells as is customary in other lines of business where the dealer is usually better informed than the purchaser. A few doses of medicine for trifling ailments which the patient himself diagnoses should not be considered a violation of medico-pharmaceutical ethics. In like manner the physician who keeps in his office a few favorite remedies for emergencies, or for the purpose of preventing dangerous repetitions, as in the case of narcotics, or for other purposes, not being intended as a substitute for a legitimate pharmacy, should be free to dispense these occasionally without pharmacists feeling that he is violating the code. Thus common sense and a mutual regard for the other's interests would regulate both professions and the friction now too common would cease.

The writer took exception to the practice of many physician of allowing patent-medicine proprietors and manufacturers of pharmaceutical specialties to do the prescribing for them, and showed that the medical profession are responsible for having aided the sale of many quack medicines, by prescribing them when first introduced. The proprietors of these preparations having, through the aid of physicians, established a sale for their wares, in some cases throw the profession overboard and publicly advertise their goods in the daily papers and by other means, so that the public is led to supply itself with these goods and use them independent of medical advice.

He urged that physicians and pharmacists, instead of quarreling with each other on matters of minor moment, should unite for mutual protection against abuses which are greatly damaging to both. Among these he mentioned the manufacturers of pharmaceutical specialties and many of the charities that exist all over the land which, as now abused, monopolize a large share of the business which should fall to legitimate pharmacists and physicians, to the special injury of the younger members of the medical profession.

* Abstract of a paper read before the American Medical Association by Prof. W. M. Searty.

Result of the Lansing Examination Session.

Owosso, Nov. 10—At the Lansing meeting of the Board of Pharmacy sixty-five were present, ten of whom were candidates for certificates as assistants. The following passed as registered pharmacists:

C. J. Anderson, Manistee.
J. C. Belcher, Windsor.
Jessie H. Bruce, Evart.
W. E. Cooper, Jackson.
James E. Davis, Detroit.
W. H. Fox, Constantine.
F. A. Gleason, Greenville.
W. D. Hammond, Au Sable.
R. C. Henderson, Millington.
I. W. Hicks, Sherman.
C. O. Hubbell, Jackson.
W. A. Jones, Jackson.
John Kremer, Grand Rapids.
T. E. Murdock, Ypsilanti.
H. D. Packard, Flushing.
D. J. du Saar, Detroit.
J. H. Sanderson, Edmore.
Lewis Stockley, Iron Mountain.
J. W. Yeomans, Detroit.
The following assistants passed:
E. J. Sliter, Grand Rapids.
J. J. Van Haften, Kalamazoo.
R. Van Haften, Kalamazoo.

At future meetings all persons will be required to furnish affidavits showing the required practical or college experience before taking the examinations.

Applications should be in the hands of the Secretary a week before the examinations.

The Board will hold a special examination at Detroit, Jan. 8.

STANLEY E. PARKILL, Sec'y.

Saranac—H. W. Dodge & Son succeed H. W. Dodge in the grocery business.

Use Tradesman Coupon Books.

A Queer Check.

From the San Francisco Post.

They were talking about queer checks, drafts, etc., in one of the local banks and a gentleman not long from Kansas City finally told the following:

"I was once employed," he said, "to collect a balance of \$470 which was due a well-known building firm of Kansas City from an eccentric old millionaire. How he made his money I don't know, for it is said that he could neither read nor write, but he had it all the same.

"Well, I found the old boy down in his cellar and was gratified to hear him say that he could pay the bill at once. 'I haven't that much cash with me,' he said, 'but just wait a minute.'

"He felt around as if looking for a piece of paper and I was just about to offer him some when his eyes lit on a piece of board about eighteen inches square.

"Just the thing," he said, and with that he picked it up and made a lot of queer-looking marks on it.

"There," he said, "take that to my bankers, and it will be all right."

"I protested, but he insisted, and finally I did as he said. I handed the piece of plank dubiously enough, I can tell you, to the paying teller, but what was my relief when he merely smiled, studied the hieroglyphics a moment, and handed me \$470. Then he laid the board upon a shelf and that was all there was to it. It transpired that the old man had a system of signs, all his own, which his bankers had agreed to respect. All the same that bank check seemed curious even to them and it is hanging up in the bank now."

SUNDRY SARCASMS.

Tramp (looking in the door): Please mum, give me something to eat.

Farmer's Wife: See here; if you want work you can have it right now! Our hired man left yesterday.

Tramp: Very well, mum; if you'll send for a regiment o' soldiers I'll begin. I ain't takin' any other man's job without protection, these days, mum!

Leading Citizen: "Mr. Mayor, the rioters are getting worse every minute. You'll have to go out and read the riot act to them."

Mayor: "I can't."

Citizen: "Can't? And why not?"

Mayor: "I can't read."

"How old is your mother, Bobby?"
"I don't know, sir, but she must be pretty old. Why, she was married before I was born."

She spoke both Greek and Latin tongue,
She parley vound with joy
But yet 'dat little tiddle sing'
She called her three weeks boy.

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	16 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

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

Correspondence Solicited

SEELY MFG. CO., Detroit, 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. Aurora 55 6.00 Jastor Oil 60 7.00 Diamond 50 5.50 Frazer's 75 9.00 Mica 65 7.00 Paragon 55 6.00	BAKING POWDER. Acme 45 1 lb. 1.00 Bulk 10 Arctic 10 1/2 cans 6 doz case 55 1/2 lb. 4 doz 1.10 1 lb. 2 doz 2.00 5 lb. 1 doz 9.00 Queen Flake 2.70 3 oz cans 6 doz 3.20 6 oz 4 doz 4.50 9 oz 4 doz 4.00 1 lb. 2 doz 4.00 5 lb. 1 doz 9.00 Red Star 1/2 cans 1.40 1 lb. 1.50 Telfer's 1/2 lb. cans, doz 45 1 lb. 55 Our Leader 1/2 cans 75 1 lb cans 1.50	BATH BRICK. 2 dozen in case 90 English 80 Bristol 70 Domestic 70	BLUING. Gross Arctic 4 oz ovals 3.60 " 8 oz 6.75 " plums, round 9.00 " No. 2, sifting box 2.75 " No. 3, " 1.00 " No. 5, " 3.00 " " ball 4.50 Mexican Liquid, 4 oz. 3.60 " 8 oz. 6.80	BROOMS. No. 2 Hurl 1.00 No. 1 2.00 No. 2 Carpet 1.00 No. 1 1.50 Parlor Gem 2.00 Common Whisk 85 Faucy 60 Warehouse 2.85	BRUSHES. Stove, No. 1 1.25 " " 1.50 " " 1.75 Rice Root Scrub, 2 row 85 Rice Root scrub, 3 row 1.25 Palm-eto, goose 1.50	CANDLES. Hotel, 40 lb. boxes 10 Star, 40 " 9 Paraffin 10 Wicking 24	CANNED GOODS. Fish. Little Neck, 1 lb. 1.20 " 2 lb. 1.90 Clam Chowder 2.20 Standard, 3 lb 7 Cove Oysters, 2 lb 1.35 Lobsters, 2 lb 2.45 3 lb 3.50 Picnic, 1 lb 2.00 " 2 lb 2.90 Mackerel, 2 lb 1.10 " 2 lb 2.10 Mustard, 2 lb 2.25 Tomato Sauce, 2 lb 2.25 Soused, 2 lb 2.25 Salm. Columbia River, flat 1.50 Alaska, Red 1.30 " pluk 1.25 Kinney's, flats 1.90 Sardines. American 4 1/2 @ 5 Imported 5 1/2 @ 6 Mustard 15 @ 7 Boneless 6 @ 7 Trout. Brook, 3 lb 2.50 Fruits. 3 lb. standard 90 York State, gallons 2.50 Hamburg, 4.4	APRICOTS. Live oak 1.40 Santa Cruz 1.40 Lusk's 1.50 Overland 1.40 Blackberries. F. & W. 85 Red 20 Pitted Hamburg 2.10 White 1.40 Erie 1.15 Damsons, Egg Plums and Green Gages 1.35 California 1.25 Gooseberries, 1.25 Common Peaches 1.25 Pie 1.10 Maxwell 1.50 Shepard's 1.50 California 1.60 @ 1.75 Monitor 1.10 Oxford 1.75 Domestic Pears, 1.20 Riverside 1.75 Pineapples, 1.20 Common 1.00 @ 1.30 Johnson's sliced 2.50 " grated 2.75 Booth's sliced 2.50 " grated 2.75 Quinces, 1.10 Raspberries, 1.40 Black Hamburg 1.40 Erie black 1.20 Strawberries, 1.25 Lawrence 1.25 Hamburg 1.25 Erie 1.20 Terrapin 1.05 Whortleberries, 85 Meats. Corned beef Libby's 2.30 Roast beef Armour's 2.30 Potted ham, 1/2 lb. 70 " 1 lb. 1.25 " tongue, 1/2 lb. 75 " 1 lb. 1.25 " chicken, 1/2 lb. 75 " 1 lb. 1.25 Vegetables. Hamburg stringless 1.15 " French style 2.00 " Limas 1.35 Lima, green 1.15 " soaked 70 Lewis Boston Baked 1.25 Ray State Baked 1.25 World's Fair Baked 1.25 Picnic Baked 95 Corn, 1.25 Hamburg 1.10 Livingston Eden 1.10 Purity 1.00 Honey Dew 1.25 Morning Glory 75 Soaked Peas 75 Hamburg marrowfat 1.80 " early June 1.50 " Champion Eng. 1.40 " petit pois 1.40 " fancy sifted 1.90 Soaked Peas 65 Harris standard 75 VanCamp's marrowfat 1.10 " early June 1.30 Archer's Early Blossom 1.35 French Mushrooms 2.15 Pumpkin 1.90 @ 2.10 Squash 1.15 Hubbard 1.15 Succotash 1.40 Soaked 80 Honey Dew 1.40 Erie 1.35 Tomatoes, 90 Hancock 90 Excelsior 90 Eclipse 90 Hamburg 1.30 Mallon 3.00	CATSUP. Blue Label Brand, 2.75 Half pint, 25 bottles 4.50 Pint 4.50 Quart 1 doz bottles 8.50 Triumph Brand, 1.35 Half pint, per doz 4.50 Pint, 25 bottles 4.50 Quart, per doz 4.75	CLOTHES PINS. 5 gross boxes 40 @ 45	COCOA SHELLS. 35 lb bags 23 Less quantity 23 Pound packages 6 1/2 @ 27	COFFEE. Green. Rio, 18 Good, 19 Prime, 21 Golden, 21 Peaberry, 23 Santos. Fair, 19 Good, 20 Prime, 22 Golden, 21 Peaberry, 23 Mexican and Guatemala. Fair, 21 Good, 22 Fancy, 24 Maracabo. Prime, 23 Milled, 24 Java. Interior, 25 Private Growth, 27 Mandehling, 28 Mocha. Imitation, 25 Arabian, 28 Roasted. To ascertain cost of roasted coffee, add 4c. per lb. for roasting and 15c. per cent. for shrinkage. Package. McLaughlin's XXX, 51 30 Bunnola, 20 80 Lion, 60 or 100 lb. case, 31 30 Extract. Valley City 1/4 gross, 75 " 1/2 " 1.15 Hummel's, foll. gross, 1.65 " tin, 2.85	CHICORY. Bulk, 5 Red, 7 CLOTHES LINES. Cotton, 40 ft. per doz. 1.25 " 50 ft. " 1.40 " 60 ft. " 1.60 " 70 ft. " 1.75 " 80 ft. " 1.90 Jute 60 ft. " 1.35 " 72 ft. " 1.50	CREDIT CHECKS. 500, any one denom'n 83.00 1000, " 5.00 3000, " 8.00 Steel punch 75	CONDENSED MILK. 4 doz in case. N.Y. Condensed Milk Co's brands Gail Borden Eagle 7.40 Crow 6.25 Daisy 5.75 Champion 4.50 Magnolia 4.25 Dime 3.35	 <p>First Prize, 5.50 Family, 5.00 Standard, 4.50 Leader, 3.60</p>	ENVELOPES. XX rag, white, 1.30 No. 1, 6 1.1 No. 2, 6 1.2 No. 1, 6 1.0 No. 2, 6 1.0 Manila, white, 75 6. 70 Coin, 90 Mill No. 4, 90	FARINACEOUS GOODS. Farina, 2 1/2 115 lb. kegs, 2 1/2 Walsh DeRoo & Co.'s, 2 10 Grits. Hominy, 3.00 Crystal Water, 3 1/2 Lima Beans, 5 @ 5 1/2 Maccaroni and Vermicelli, 5 Domestic, 12 lb. box, 5 Imported, 10 1/2 @ 11 Pearl Barley. Kegs, 3 Peas. Green, bu, 1.05 Split per lb, 2 1/2 Rolled Oats, 1.75 Schumacher, bbl, 2.60 " 4 bbl, 4.00 Monarch, bbl, 4.00 Monarch, 1/2 bbl, 3.20 Quaker, cases, 3.15 Sago. 70 lb. bags, 3 East India, 3 1/2 Wheat. Cracked, 3 FISH-SALT. Bloaters, 4 Georges cured, 4 1/2 Georges gen'n, 6 Georges selected, 6 1/2 Boneless, strips, 6 1/2 @ 9 Halibut. Smoked, 11 @ 12 Herring. Holland, white hoops keg 6 1/2 " " bbl 8 25 Norwegian Round, 1/2 bbl 100 lbs 3.90 " 1/4 " 40 " 1.6 Scaled, 1.6 Mackerel. No. 1, 100 lbs, 10.60 No. 1, 40 lbs, 4.0 No. 1, 10 lbs, 1.20 No. 2, 100 lbs, 8.5 No. 2, 40 lbs, 3.70 No. 2, 10 lbs, 1.0 Family, 90 lbs, 1.0 " 10 lbs, 1.0 Sardines. Russian, kegs, 55 Trout, 4.00 No. 1, 1/2 bbls, 100 lbs, 4.00 No. 1, 1/4 bbl, 40 lbs, 1.96 No. 1, kits, 10 lbs, 1.55 No. 1, 8 lb kits, 47 Whitefish. No. 1 family 1/2 bbls, 100 lbs, 8.00 @ 2.50 " 40 " 3.00 @ 1.25 10 lb. kits, 88 @ 4.0 5 lb. " 71 @ 3.0	FLAVORING EXTRACTS. Souders'. Oval Bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon, doz 2.00 2 oz 1.75 4 oz 1.50 Regular Vanilla, doz 2.00 2 oz 1.25 4 oz 1.00 XX Grade Lemon, 2 oz 1.50 4 oz 3.00 XX Grade Vanilla, 2 oz 1.75 4 oz 3.50 Jennings. Lemon, Vanilla, 2 oz regular panel, 75 1.20 4 oz " 1.50 2.00 4 oz " 2.00 3.00 No. 3 taper, 1.35 2.00 No. 4 taper, 1.50 2.50 Northrop's. Lemon, Vanilla, 2 oz oval taper 75 1.10 3 oz " 1.30 1.75 2 oz regular " 1.20 1.50 4 oz " 1.60 2.25 GUNPOWDER. Gun-Dupont's, Kegs, 3.25 Half kegs, 1.90 Quarter kegs, 1.10 1 lb cans, 30 1/2 lb cans, 18 Choque Bore-Dupont's, Kegs, 4.25 Half kegs, 2.40 Quarter kegs, 1.35 1 lb cans, 60 Eagle Duck-Dupont's, Kegs, 11.00 Half kegs, 5.75 Quarter kegs, 3.00 1 lb cans, 60 HERBS. Sage, 15 Hops, 15 INDIGO. Madras, 5 lb. boxes, 55 S. F., 2, 3 and 5 lb. boxes, 50 JELLY. 5 lb. pails, @ 45 17 " " @ 70 30 " " @ 75 LICORICE. Pure, 30 Calabria, 25 Sicily, 12 Root, 10 LYE. Condensed, 2 doz 1.20 4 doz 2.25 MINCE MEAT. Mince meat, 3 doz. in case, 2.7 Pie Prep, 3 doz. in case, 3.00 MEASURES. Tin, per dozen, 1.75 1 gallon, 1.40 Half gallon, 70 Quart, 45 Pint, 40 Half pint, 40 1 gallon, for vinegar, per doz, 4.75 1 gallon, 4.75 Half gallon, 3.75 Quart, 3.75 Pint, 2 MOLASSES. Blackstrap, 4 Sugar house, Cuba Baking, 16 Ordinary, Porto Rico, 36 Prime, 36 Faucy, 30 N-w Orleans, 18 Fair, 22 Good, 27 Extr. good, 27 Choice, 32 Pure, 32 Half barrels 3c. extra, 40
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PICKLES.

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

PIPES.

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

POTASH.

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

RICE.

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

SPICES.

Whole Sifted.

Allspice.	9 1/2
Cassia, China in mass.	9 1/2
Batavia in bund.	15
Saigon in rolls.	32
Cloves, Amboy.	22
Zanzibar.	11 1/2
Mace Batavia.	80
Nutmegs, fancy.	75
No. 1.	70
No. 2.	60
Pepper, Singapore, black.	10
white.	20
shot.	16
Pure ground in Bulk.	
Allspice.	15
Cassia, Batavia.	18
and Saigon 25.	
Saigon.	25
Cloves, Amboy.	22
Zanzibar.	18
Ginger, African.	15
Cochin.	20
Jamaica.	22
Mace Batavia.	85
Mustard, Eng. and Trieste.	22
Trieste.	25
Nutmegs, No. 2.	75
Pepper, Singapore, black.	16
white.	24
Cayenne.	20
Sage.	20
"Absolute" in Packages.	

SAL SODA.

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

SEEDS.

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

STARCH.

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

SNUFF.

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

SODA.

Boxes.	5 1/2
Kegs, English.	4 1/2
Diamond Crystal.	
Cases, 24 3 lb. boxes.	1 1 1/2
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb. bags.	4 00
" (05) 1 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags.	65
" 20 14 lb bags.	3 50
" 280 lb bbls.	2 50
" 2 4 lb "	2 25
Worcester.	
115 2 1/2 lb. sacks.	4 00
60 5 lb "	3 75
30 10 lb "	3 50
2 14 lb "	3 30
320 lb. bbl.	2 50
8 lb sacks.	32 1/2
linen acks.	60
Common Grades.	
100 3-lb. sacks.	2 10
60 5-lb. "	1 90
28 10-lb. sacks.	1 75

WINE.

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

SALERATUS.

Packed 60 lbs. in box.

Church's.	3 30
DeLand's.	3 15
Dwight's.	3 30
Taylor's.	3 00

SEELY'S EXTRACTS.

Lemon.

1 oz. F. M. \$ 20 doz.	\$10 20 gro
2 " N. S. 2 00 "	21 60 "
2 " F. M. 1 40 "	14 40 "

Vanilla.

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

SOAP.

Allen B. Wrisley's Brands.

Old Country, 80 1-lb.	3 20
Good Cheer, 60 1 lb.	3 40
White Borax, 100 1/2 lb.	3 65

Proctor & Gamble.

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

TOBACCO.

English Breakfast.

Fair.	18
Choice.	24
Best.	40

TOBACCO.

Private Brands.

Bazoo.	20
Can Can.	27
Nellie Bly.	24
Uncle Ben.	24
McGinty.	25
Columbia.	24
Columbia, drums.	23
Bang Up.	21
Bang up, drums.	19

TOBACCO.

Private Brands.

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

TOBACCO.

Private Brands.

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

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Private Brands.

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

TEAS.

JAPAN—Regular.

Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

TEAS.

SUN CURBED.

Fair.	17
Good.	20
Choice.	24
Choicest.	32
Dust.	10

TEAS.

BAKED FINE.

Fair.	18
Good.	20
Choice.	25
Choicest.	34
Dust.	10

TEAS.

BAKED FINE.

Fair.	18
Good.	20
Choice.	25
Choicest.	34
Dust.	10

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Choice.	25
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Dust.	10

WOODENWARE.

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50
Bowls, 11 inch.	
" 13 "	90
" 15 "	1 25
" 17 "	1 40
" 19 "	2 30
" 21 "	2 40

WOODENWARE.

Baskets, market.	35
" shipping bushel.	1 15
" full hoop "	1 25
" willow cl'ths, No. 1 5 "	1 45
" " " No. 2 6 25 "	1 35
" " " No. 3 7 25 "	1 25
" split " " No. 1 3 75 "	1 15
" " " No. 2 4 25 "	1 05
" " " No. 3 4 75 "	1 00

WOODENWARE.

Pails, No. 1.	3 15
Tubs, No. 1.	13 50
Tubs, No. 2.	12 00
Tubs, No. 3.	10 50
Butter Plates—Oval.	
No. 1.	2 50 1 00
No. 2.	60 2 10
No. 3.	70 2 45
No. 4.	80 2 80
No. 5.	1 00 3 50

WOODENWARE.

Washboards—single.	
Universal.	2 25
No Queen.	2 50
Peerless Protector.	2 40
Saginaw Globe.	1 75

WOODENWARE.

Water Witch.	2 25
Wilson.	2 50
Good Luck.	2 75
Peerless.	2 85

WOODENWARE.

HIDES PELTS AND FURS.	
Perkins & Hess pay as follows:	
HIDES.	
Green.	2 23
Part Cured.	2 3 1/2
Full.	2 4 1/2
Dry.	5 2 1/2
Kips, green.	3 4
" cured.	3 5
Calfskins, green.	5 2 1/2
" cured.	5 1/2 2 7/4
Deacon skins.	10 2 1/2
No. 2 hides 1/4 off.	

WOODENWARE.

Shearings.	5 2 20
Lambs.	25 2 50

WOODENWARE.

Washed.	12 2 1/2
Unwashed.	12 2 1/2
MISCELLANEOUS.	
Tallow.	4 2 1/2
Grease butter.	1 2 1/2
Switches.	1 1/2 2 1/2
Ginseng.	3 00 3 25

WOODENWARE.

GRAINS and FEEDSTUFFS.	
WHEAT.	
No. 1 White (58 lb. test).	50
No. 2 Red (60 lb. test).	51
MEAL.	
Bolted.	1 40
Granulated.	1 05
FLOUR IN SACKS.	
*Standards.	1 95
*Bakers.	1 85
*Graham.	1 20
Rye.	1 40
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

WOODENWARE.

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

WOODENWARE.

COBBL.	
Car lots.	45
Less than car lots.	48
OATS.	
Car lots.	33
Less than car lots.	36

WOODENWARE.

HAY.	
No. 1 Timothy, car lots.	10 00
No. 1 " ton lots.	11 00

WOODENWARE.

F. J. Dettenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	10
Trout.	8
Black Bass.	12 1/2
Halibut.	15
Ciscoes or Herring.	5
Bluefish.	10
Fresh lobster, per lb.	20
Cod.	10
No. 1 Pickerel.	10
Pike.	10
Smoked White.	8
Red Snappers.	15
Columbia River Salmon.	12 1/2
Mackerel.	18 25

WOODENWARE.

OYSTERS—CANS.	
Fairhaven Counts.	32
F. J. D. Selects.	28

Popular Ignorance of Public Questions.

The obligation of the State to make provision for the education of all its children is an old theme; but it seems to be, even at this late day, by no means thoroughly understood. It is an obligation that is due to society as a whole, and its practical recognition is not to be regarded as a mere act of benevolence to the poor. A well-to-do man may be occasionally heard to say that the State has no right to make him pay for the higher education of other people's children, and there is a degree of justice in complaints of that sort. We doubt whether any man should be made to pay for the instruction of other people's children in Latin, Greek and the higher mathematics; but what is commonly called an elementary education leaves the pupil inadequately prepared for an intelligent discharge of the duties of citizenship, and the system of public education which falls short in that regard neglects precisely the end which it ought to have most in view. We were about to say that it neglects the only thing that justifies the tax.

It is a great thing, of course, to be able to read, write and cipher. The boy who has gone that far has the keys of knowledge in his hands, and, if he will, he can become an accomplished scholar; but he may become very erudite without being at all prepared to cast an intelligent vote. As a case in point I have only to refer to a recent issue of the *Chicago News*, which relates that the editor was asked, in good faith, by a gentleman of fair intelligence in that city, whether the phrase "sixteen to one" meant that the silver dollar should be sixteen times as much as the gold dollar, or that the Government should coin sixteen silver dollars for every gold dollar that it coins from the output of American mines. Touching this ignorance, a correspondent of the same paper remarks that "you can stand on the corner of any street in the city and ask the first 100 men of all grades of intelligence who pass to explain what free silver means, and ninety will tell you honestly that they know nothing about it."

Commenting on this statement, the *New York Evening Post* recently remarked: "This is perfectly true, and it is as true of New York as it is of Chicago. An incident occurred at the University Club, in this city, one day in August, 1893, which was related in the *Evening Post* at the time, which is an easy match for the one mentioned by the Chicago paper. It was a very hot day, and the country was blazing with excitement over the repeal of the Sherman act. A group of the club members were assembled in the reading-room, when another member approached and said: 'What is the meaning of all this talk about sixteen to one?' When this question was proposed, there was no general outburst of explanation. On the contrary, the air and attitude of the group were very much as though an entirely new conundrum had been brought out. * * * Yet they were all graduates of colleges, and since they were able to enjoy the luxuries of an expensive club, it is fair to presume that they were successful in their several callings."

There really seems to be, then, something wanting in the collegiate curriculum, as well as in the ordinary public school course. The history of the United States is taught in the public schools,

and political economy is taught in the colleges; but if they were properly taught it could hardly be that merchants and gentlemen wearing titles of academic distinction would be going about in complete ignorance of the terms in which one of the most important questions in contemporary politics and business is stated. But the history taught is little more than a bare record of facts which might be forgotten, and generally are forgotten, without loss—the dates of colonial settlements, the names of battle fields, and a list of Presidents and Vice-Presidents of the United States. Political economy is taught as an abstract science, not as a body of principles reached by induction from actual financial, commercial statistics. The ordinary schoolboy or girl would be ashamed not to know the date of the discovery of the New World by Columbus; but how many school children, or, for that matter, how many college students, have been made to comprehend how Europe was commercially revived from the lethargy of the middle ages by the expansion of its currency through the importation of American gold and silver which ensued upon that discovery, so that the volume of its circulating medium was tripled, and its trade quadrupled, within a century? How many of them understand the far-reaching significance of the discoveries of gold in California and Australia, or of the great silver mines of the West? History should be something more than a statement of facts; political economy should be something more than a bare abstract of economic laws.

Prof. Harris, who is a recognized authority, tells us that our people are mainly educated by the newspapers. How far that limitation should be construed as a misfortune depends a good deal upon the kind of papers the people read, and how they read them. A good clean newspaper might be introduced with advantage in our public schools. It may be a little difficult to find many papers that are quite unbiased and entirely frank; but there are very few, we should say, which have not at one time or another explained what is meant by "sixteen to one." In the recent popular election it is probable that a majority of the electors went to the polls in a deplorable state of mental confusion and perplexity in regard to the great questions which they were called to pass upon. What they have been taught at school and college is not to the point.

FRANK STOWELL.

Chilled Water Wanted.

Prolonged railway traveling is so tedious to most people than any little diversion is welcomed and made the most of. An instance of such a sort was an absent-minded performance on the part of an elderly lady, which must have beguiled at least half an hour for the other passengers. The day was warm and dusty, and she was seized with thirst. At one end of the car was a water cooler, and to it the lady went.

She took the cup in her hand, turned the faucet and stood waiting. The ice water filled the catch pan and ran over and soon was cooling the crossties. Still the woman stood holding the empty cup. Finally a train man stepped up to her.

"Lady," said he, not impolitely, "do you know what you are doing?"

"Me? Certainly I do."

"Well, why are you running all that water off?"

The passengers evidently felt pity for such ignorance.

"Why," said she, "I'm letting it run till it gets cool!"



THE MERCHANT WHO IS NOT DEAD

Will feel better now that election is over. Business will take a sudden start—a scoot! Are you ready for

the rush? If not, probably you had better send for descriptive matter, setting forth the merits of the most perfect cash register ever invented. Our advertising matter is not based on fiction or theory, but states facts in a matter-of-fact manner and is so plain a child can understand it. It will convince you that our register is the

Only Register Which Registers

and that we are the only institution in the country catering to the needs and demands of the legitimate trade in the cash register line. We make all the registers we sell. We own and operate our own factory and, from present indications, we shall soon be the largest manufacturers of registers in the world—and the world is a large place.

Although our register has been on the market only two years it is already

Triumphant Over All Others,

as it is universally conceded to be the only machine which enables the merchant to keep an accurate account of the sales of each clerk or an itemized record of the transactions of each department, or both.

Although young in years, our register has met with the largest measure of success ever attained by any machine of the kind, having been adopted and recommended by a larger proportion of the better class of merchants than any other register ever introduced. Let it be understood—once for all—that we do not cater to the saloon trade, as our machine is not adapted to the uses of liquor dealers, being invented and constructed solely with a view to serving the regular merchant in the most acceptable manner.

INDIANA HEARD FROM.

GEO. H. ANDREWS,
—DRUGS AND STATIONERY—
Anthony Block.

MUNCIE, Ind., Oct. 24, 1894.

CHAMPION CASH REGISTER CO.,
Grand Rapids, Mich.

GENTLEMEN:—The "Champion" is doing the business successfully and does all you claimed for it.

I can tell at a glance every transaction that has taken place, the amount of the sales of each clerk, the number of times they went to the drawer and what they went there for.

The pd. in and pd. outs are a specially good feature and the "Champion" takes care of them all.

The "Champion" has taken the place of a \$200 key machine and 7 books, which I used to get a detailed acct. of my business. Yours Resp.

GEO. H. ANDREWS.

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

Manufactured only by

Champion Cash
Register Co.,

Grand Rapids, Mich.



DON'T OVERSTOCK.

Written for THE TRADESMAN.

The secret of success in business lies, in a great measure, in the buying of goods. There was never a truer adage uttered than "Goods well bought are half sold."

Very few stocks throughout the country but have varying quantities of unsalable merchandise on hand which are eyesores to their owners, and, if held by men who are "onto their job," are placed in conspicuous places in their stores, ticketed with attractive prices, and offered on any and every occasion to all manner of possible and impossible customers.

The art of buying goods successfully is one that must be acquired, and can only be done satisfactorily by one thoroughly familiar with the requirements of his particular trade. Thus, a good buyer for New Orleans would hardly be "in it" if suddenly called upon to purchase goods for Minneapolis.

But it is unnecessary to cite so extreme an instance. Not infrequently villages located in the same county require very dissimilar classes of goods. It occurs to the writer that in some of our neighboring towns a great many felt boots are sold, while here, although formerly much worn, they have dropped into disuse, until, now, nearly everyone requiring that class of foot gear prefers the heavy tufted German socks.

Many buyers fail through the error of buying too much. Nowadays most wholesale houses will fill orders for fractions of dozens of even low priced goods at regular dozen rates, and it is to a knowledge of this that many a small retailer owes his success.

It will be remembered that many years ago the fashion of wearing that abomination called hoops was prevalent, and the buyer for a large retail store in Northern Michigan, not to be outdone by metropolitan merchants, bought an invoice of that particular article of feminine apparel. They went off so well that he bought largely on subsequent occasions, until, first thing he knew, the store was full of hoopskirts, and none were being sold. On inquiry it was found that, when a woman once had one of them, she never bought another unless the first one got tangled up in a railroad collision or the fashion changed; they never wore out. To remedy matters and force a demand where none existed, there were immediately instituted quarter off and then half off sales of hoopskirts, and these were quickly followed by closing out sales, but their only effect was the bringing down upon the house the anathemas of all the farmers' wives and daughters who had unfortunately invested when the price of hoops was on the bulge. At last accounts there was on hand, packed away where moths could not corrupt nor thieves break in and steal, a large assortment of hoopskirts.

"And many a time ye there might pass
Nor dream that ere a hoopskirt was."

Some buyers would have purchased enough of the articles for trial, and then contented themselves with buying gingerly from time to time as occasion seemed to demand, preferring to lose a sale or two on unstaple goods rather than to load down their firm with a lot of relics of the dim and misty past.

The quantity to be purchased for any store should be carefully gauged by the amount of sales. Do not allow a sales-

man to dazzle your judgment with the offer of an extra five per cent. and persuade you to buy twice the amount you can handily use. Fight shy of him who tempts you to buy heavily by showing you the order of your competitor who bought a case where you only took a dozen. Perhaps your competitor is in need of the goods ordered, or he may have arranged to unload a part of his purchase on some other firm, or he may be selling more goods than you—and then, barely possible, he is a blamed fool. Never lose sight of the fact that you are buying for your own store and your own trade, and that it will be your own money which will pay for the goods. The mere fact that some other firm has purchased largely, or at all, should, ordinarily, have no influence with you in the matter.

One way in which buyers get fooled into overloading, has, I think, never been alluded to in THE TRADESMAN. It works something like this:

Your attention is called to an article of apparent merit, say a new food product of one of the staple cereals. You buy enough to try—perhaps a barrel. It is higher in price than some other goods of that kind, but it looks good, and the sample barrel is placed right where all your customers can see and be tempted to experiment upon it. They become interested and buy some to try, just as you did. First thing you know, it is all gone, and Mrs. Jones wants "some of that new stuff like Mrs. Smith got." Then you order another lot, and, as your opinion of the article, at first favorable, is now considerably better, you buy five barrels, sure, now, that you have enough to last a reasonable length of time. It is not until the second barrel, or, perhaps, the third, has been opened that you discover that the goods are not selling as well as you had expected, and those who bought first are beginning to tell you that the new breakfast food doesn't hit the spot like oat meal porridge, after all. It usually pays to go slow on a new thing.

Remember that you are not buying for yourself alone. Your goods are intended for the consumption of a large number of people with divergent ideas and appetites, and it is well to divest yourself early in your career of the fallacy that, because you fancy a particular pattern of dress goods, your customers must necessarily follow suit.

I have bought prints so ugly as to give one the blues, and found that they outstripped in selling qualities the elegant and artistic ideas in the same goods which could not be produced in sufficient quantities to supply the demand of the retail city trade.

Buy only when you need goods. Buy only what you need and buy in amounts to suit your trade.

This theory may not suit the entire traveling fraternity, and there are cases where it will do to branch out a little, to anticipate your needs and to lay in an extra quantity in anticipation of a rise in values; but in all cases be governed by the extent of the capital at your disposal.

As business is nowadays, and has been for some time there is but little chance for a small dealer to speculate to advantage in goods of any kind. He who speculates unwisely is apt to cripple his purchasing power for some time, and the interest on the capital invested in such manner soon eats up the profits of an ordinary deal. GEO. L. THURSTON.
Central Lake, Mich.

ANYTHING IN THE WAY OF

CANDY?

We Are the People.

The Putnam Candy Co.

ESTABLISHED 1865



Standard Oil Co.,

GRAND RAPIDS, MICHIGAN

DEALERS IN

Illuminating and Lubricating

=: OILS :=

Naptha and Gasolines.

Office, Hawkins Block.

Works, Butterworth Ave.

BULK WORKS AT

GRAND RAPIDS,
BIG RAPIDS,
ALLEGAN,

MUSKOGON,
GRAND HAVEN,
HOWARD CITY,

MANISTEE,
TRaverse CITY,
PETO-KEY.

CADILLAC,
LUDINGTON,

Highest Price Paid for

EMPTY CARBON & GASOLINE BARRELS.

In countless homes they find a place,
Bring smiles of joy to every face.
Put up with care—and with delight,
The dealers say "they're out of sight."

Sold by all wholesale dealers in
Grand Rapids and by

The Putnam Candy Co.



JUICY FLORIDA ORANGES

Get our prices when you
want the Best Fruit.

"Stag" Brand is a Favorite.

The Putnam Candy Co.

GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Nov. 10--To say that there is a better feeling in this city since last Tuesday does not half express it. Business men take long breaths and feel that their hour of deliverance has come; that they may do their trading without "whacking up" with the patrolman, if a barrel happens to be on the sidewalk, or if they unload a wagonload of goods. The reign of blackmail has lasted so long that the King was thought to be impregnable against all assaults. And to think of the board of aldermen being anything but Tammany! It is the almost unanimous opinion that from now on we shall see a turn of the tide. Even Democrats who "can't account for it" agree with Republicans who "knew it was going to happen" that we are now where there will be no tariff tinkering for some years, and that the "policy" of the party is perfectly well known before the time of its entrance.

Prosperity does not come in a day, however, and retailers are not yet marking goods up, nor is the increased demand very striking. It is simply that we know where "we are at." That is the thing. This feeling of confidence has not been so strongly felt for eighteen months as to-day. The revolution at large has been so tremendous that for a day or so it was thought it could hardly be true. To think of a Republican of any sort being elected in Texas was, indeed, quite a strain on one's credulity. It all goes to show that we are going to have a respite from political unrest which will last for some years. Let us hope we are going to see a prosperous era!

Many of the bakers of Gotham who do not want to lower the price of the loaf which is sold for 5 cents are in the habit of selling it for 4 cents the day after that upon which it is baked, and for 3 cents or less the second or third day after. The popular prejudice against bread that is a day or two old is not sensible. It is spoken of opprobriously as "stale bread." The truth is that bread a day or two old is more wholesome because more easily digested, than bread fresh from the oven. It is not less nourishing. Many people prefer it to the other even when it is rather crisp, or, say, in the third day of its age, especially when taken with coffee for breakfast or with soup for dinner. In many cases doctors order their patients to eat bread a few days old for their stomach's sake and there is no doubt that it is often beneficial. The best light French bread is undoubtedly more palatable when new than when old; but other kinds, the heavier kinds which are largely sold, are better for most people after they have been kept for a day or two, provided they are not in the least mouldy. The phrase "stale bread," has raised a senseless prejudice in many minds.

Steamship agents are not at all surprised at the allegations that have been made against an American woman of some property, who is now the subject of a suit to restrain her from spending the rest of her fortune in traveling back and forth on the Atlantic. She inherited \$100,000, and has already spent \$85,000 of it in traveling between this country and England. Her perspective heirs have made an attempt to restrain her from spending the other \$15,000 on the ocean, and a great deal of comment has been aroused over her curious taste for sea travel. Steamship men insist that this is by no means an exceptional instance, and that there are literally hundreds of people who spend a considerable part of their lives on the sea. Some of them travel for their health. An instance is cited of a man who has made nearly 200 voyages across the ocean, who is always comfortable when at sea, and can hardly endure living ashore on account of the asthma. Another is a consumptive, who believes that the sea air will prolong his life, and there is a well-known instance of a man who suffered from neuralgia to such an extent that he had the bones of his jaw removed and a silver plate substituted, in the vain hope of relief, and who claims that when at sea he does not

know what the sensation of pain is. These are a few instances, but there are many other people who take sea voyages on account of the excitement attending it, and who think nothing of making a dozen voyages a year.

The most notable thing in the market is the increased demand for refined sugars. Orders have been coming in so thick and fast that just now they are taken subject to delay, and the price has, accordingly, risen. At this writing the quotation for granulated is 4 3/4c. More interest is manifested in raw sugars, and it is the prevailing opinion among the trade that the lowest prices have been reached. Some combat this impression and say that to-day the article can be bought at a fraction off. It is cheap enough in all conscience.

A fair trade in coffee is being done, although the demand is hardly up to last week's requirements. Prices remain firmly held and holders seem to think that, for some time, at least, they are secure in keeping up the lately increased rates. The supply is not very large at present. Fair Rio, 15 1/2 @ 15 3/4c.

The tea market remains about in the same condition that has characterized it for three weeks--dull and entirely devoid of interest. There have been some fairly good sales of better sorts. The finer grades of greens and choice Congous are better held than others.

Open-kettle molasses is worth 30 @ 38c, and a fair demand prevails, although the market cannot be called active. Syrups are dull, and the demand is very light. Prices remain unchanged. Fine grades sell at about 20c.

Foreign rice seems to be in better demand than the domestic product, but for both the demand has taken a spurt upward and trading is almost lively. Prices are firmly held and are so reported at primary points. As yet no changes have been made in quotations.

Spices are in better demand and the supply is now pretty well in hand. The holders express a good deal of faith in the future, and are not willing to shade quotations unless the doing so will bring a good sized order.

Canned goods are dull. There is no mistaking the fact that the outlook is not encouraging. Warehouses are full to overflowing and distributors seem inclined to let them stay there. Prices have gone down to a point which leaves absolutely no profit for the canner. Prices are so low, in fact, that if there comes a reasonably quick demand they will show an immediate appreciation; but, as yet, the consumption seems to be of an every-day character.

Dried fruits, both foreign and domestic, are meeting with some inquiry, but orders are small. Prices show no particular change, although California raisins are firmer. Figs are meeting with a good distribution at the low rates. There is a little better market for fresh fruits and fine oranges are bringing full rates. Florida oranges begin to appear in abundance and this causes less demand for Jamaicas. Bright Florida oranges are worth \$2 a box.

Butter is firmer for the fanciest sorts, but for anything else the market is not improved to any appreciable extent. For best Elgin the rate is 25 1/2 @ 26c and under grades down to 21c.

Eggs are in not very ample supply of strictly fresh stock, and prices are such as to show a good profit to the hens. Best Western, 24 @ 25c.

Cheese is moving moderately, and only best full-cream is in ready sale. For such, if of small size, 10 1/2 @ 11c may be obtained.

The week closes with more cheer all round, with higher prices, as a rule, anticipated in the near future, and retail trade in excellent condition. JAY.

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.

TWENTIETH ANNIVERSARY.

Arrangements for Annual Meeting of the M. C. T. A.

The forthcoming annual meeting of the Michigan Commercial Travelers' Association marks the twentieth anniversary of the organization of the Association and the event will be rendered memorable by an elaborate banquet and ball, to be held on the evening of Dec. 28. The following letter from the Chairman of the Entertainment Committee embodies the necessary particulars:

DETROIT, Nov. 10--In compliance with the expressed wish of a large number of our members that the twentieth anniversary of this organization be celebrated in a suitable manner, the Entertainment Committee have arranged for a banquet and ball, following our annual meeting, which will be held Friday, Dec. 28, at the Hotel Cadillac, in this city. Tickets can be obtained of the Secretary on the following terms:

Admitting lady and gentleman, \$2.50.
Admitting gentleman, \$1.50.
Admitting extra lady, \$1.

The Hotel Cadillac will make special rates to the commercial travelers and ladies attending the entertainment. A large attendance is desired, as we wish to make this the event in our history.

Please notify the Secretary as soon as possible of the number of tickets desired, so that the necessary arrangements can be made by the Committee.

Not full dress. W. H. BAIER,

Chairman of Entertainment Com.

The following greeting has been sent to the members by the chairman of the Board of Trustees:

DETROIT, Nov. 10--The year 1894 has been one of unusual mortality and insurance organizations, both old line and mutual, have suffered largely increased losses in consequence. Such conditions are, of course, beyond human control. The Board of Trustees, however, congratulate its members that up to date no unusual mortality has occurred in our ranks and, although the assessments may seem numerous to you, the Board has only complied with the expressed wish of its members at the last annual meeting, that the reserve fund should be increased.

In compliance with that wish, the Board has made an assessment for each death occurring this year, which will enable them to turn the full amount of semi-annual dues and other accumulations, amounting to about \$6,000 to the reserve fund.

We beg to call your attention to the fact, that in the past twenty-one years of our Association's existence, the present assessment will make the cost to the oldest member only \$440, being an average of \$21 per year, for the \$2,500 insurance. We have paid to the widows and orphans of deceased commercial men \$213,000, leaving \$25 to the credit of each member in the reserve fund, to date.

In order to be morally certain that our Association will be able to pay your mortuary claim to your beneficiary, when called upon to do so, it is the duty of each and every one of you to make a special effort to secure new members, that the Association may show a steady growth. We must not decrease in number of membership, but make a steady increase, and it is the individual duty of each member to see that we do so. We have frequently urged this upon you before and we hope that this new appeal may not pass unheeded.

When times are hard, money scarce and many idle, life insurance is more than ever needed. Members, should, therefore, think well before allowing themselves to become delinquent, as no one knows when the Grim Destroyer will come to claim him.

Go to work earnestly--every one of you--and let the results show that you have the proper interest in your Association.

T. J. CHAMBERLAIN,
Chairman Board of Trustees.

Use Tradesman Coupon Books.

She Found a Fortune.

Good luck does not often fall as appositely as it did the other day to a poor old Polish woman, who has long been working as a rag sorter at the paper mills at Plover, Wis. Among the rags she found a tattered vest. She put her hands into the pocket and to her great surprise drew out a roll of bills, amounting to \$500. The proprietor of the mill told her he had no claim on the money, and she will buy a small farm with it, from which she can make a much better living for herself and children than she now gets.

Use Tradesman Coupon Books.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

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

SAUSAGE.	
Pork, links	7 1/2
Bologna	5
Liver	6 1/2
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2

LARD.	
Kettle Rendered	8 1/2
Cranger	8
Family	5 1/2
Compound	5 1/2
Cottolene	7 1/2
Cotoluet	6 1/2

BEEF IN BARRELS.	
Extra Mess, warranted 20 lbs	7 75
Extra Mess, Chicago packing	7 75
Boneless, rump butts	10 50

SMOKED MEATS--Canned or Plain.	
Hams, average 20 lbs	9 1/2
" " 16 lbs	10
" " 12 to 14 lbs	10 1/2
" picnic	7 1/2
" best boneless	8 1/2
Shoulders	6 1/2
Breakfast Bacon boneless	9 1/2 @ 10
Dried beef, ham prices	10 1/2 @ 11

DRY SALT MEATS.	
Long Clears, heavy	
Criskets, medium	
" light	
Butts	
D. S. Bellies	
Fat Backs	

PICKLED PIGS' FEET.	
Half barrels	3 50
Quarter barrels	2 00
Kits	90

TRIPLE.	
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	6 1/2
10-lb pails, per lb	6 1/2
Pure Cider Vinegar, per gallon	10
Pure Sweet Cider, per gallon	12
Fine Dairy Butter, per pound	20
Fresh Eggs, per doz	17
New Pickles, medium, barrels	5 00
New Pickles, medium, 1/2 barrel	3 00
New Sauer Kraut, barrels	4 00
New Sauer Kraut, 1/2 barrels	2 50

EDWIN FALLAS,

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

Are You Selling A Majestic Exhibit



IF NOT, WHY NOT?

I. M. Clark Grocery Co.

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine
Other
Great
Specialties
Are

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

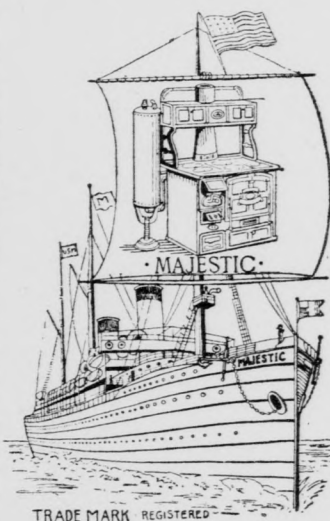
ALWAYS
ASK
YOUR
GROCER
FOR
MUSKEGON
BAKERY'S
CAKES and
CRACKERS

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

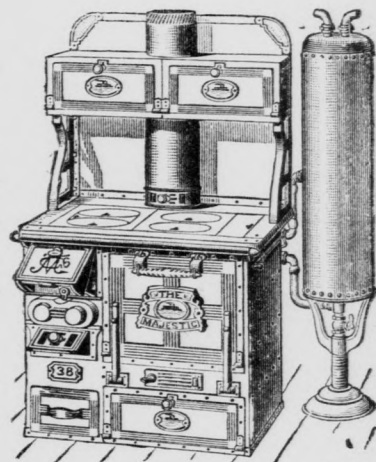


TRADE MARK REGISTERED

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.

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

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. | 10 Pitchers. |
| 12 doz. Breakfast Plates. | 6 Sugars. |
| 2 doz. Dinner Plates. | 36 Sets Teas. |
| 2 doz. Soup Plates. | 6 doz. Fruits. |
| 6 doz. Butters. | 36 Oyster Bowls |
| 18 Dishes, Assorted. | 8 Cv'd Dishes. |
| 18 Scallops. | 6 Borts. |
| 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 \$3. 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 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
1/2 " 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.



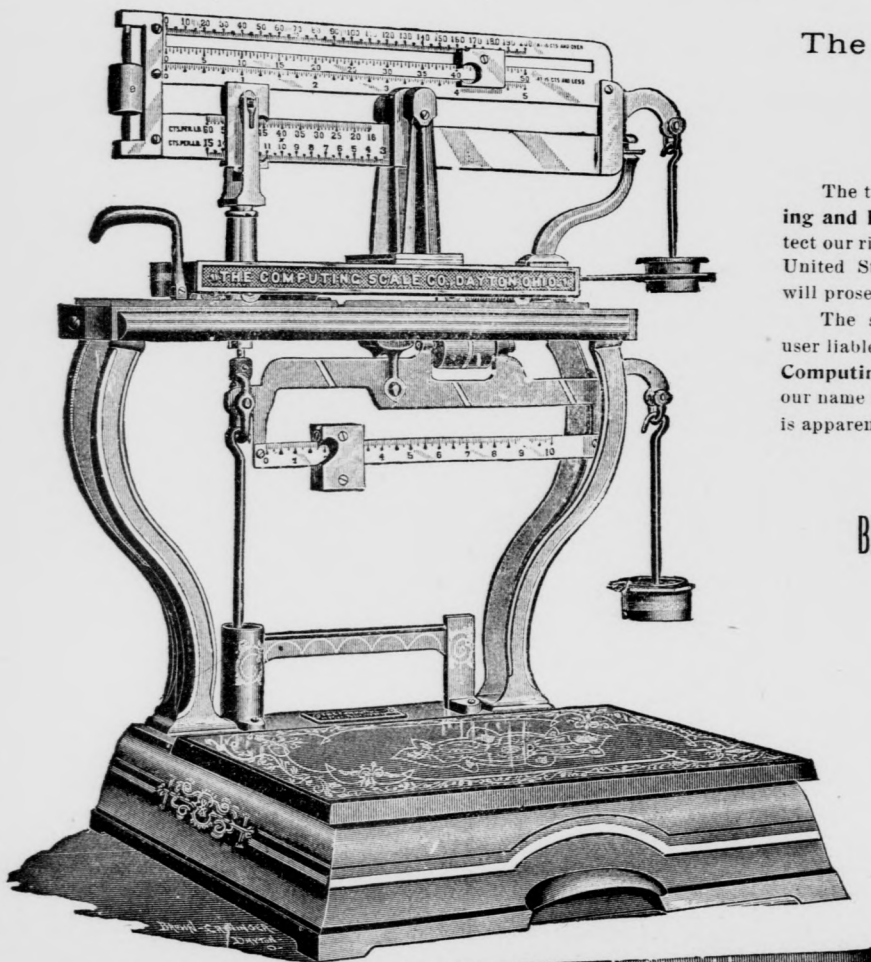
Latest Style in English Decorations.

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 Cv'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.



The Dayton Computing Scale

WARNING--To Users of Scales.

The trade are hereby warned against using any infringements on **Weighting and Price Scales and Computing and Price Scales**, as we will protect our rights and the rights of our general agents under Letters Patent of the United States issued in 1881, 1885, 1886, 1888, 1891, 1893 and 1894: And we will prosecute all infringers to the full extent of the law.

The simple using of Scales that infringe upon our patents makes the user liable to prosecution, and the importance of buying and using any other **Computing and Price Scales** than those manufactured by us and bearing our name and date of patents and thereby incurring liability to prosecution is apparent.

Respectfully,

THE COMPUTING SCALE CO.

BE SURE YOU BUY THE DAYTON COMPUTING SCALES.

See What Users Say:

- "We are delighted with it." The Jos. R. Peebles Son's Co., Cincinnati, O.
 "Would not part with it for \$1,000." Dan. W. Charles, Hamilton, O.
 "It saves pennies ever time we weigh." Charles Young, Adrain, Mich.
 "They are worth to us each year five times their cost." Raup & Hayman, Constantine, Mich.
 "We are very much pleased with its work." Henry J. Vinkemulder & Bro., Grand Rapids, Mich.
 "Since the adoption of your scales have made more money than ever before." Frank Daniels, Traverse City, Mich.
 "I take pride in recommending them to every user of scales." Chas. Railsback, Indianapolis, Ind.
 "I heartily recommend them to all grocers who wish to save money." Geo. F. Kreulme, Indianapolis, Ind.
 "It is the best investment I ever made." L. L. Stultz, Goshen, Ind.

For further particulars drop a Postal Card to

HOYT & CO., General Selling Agents,
DAYTON, OHIO.