

MICHIGAN TRADESMAN

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TRADESMAN COMPANY, PUBLISHERS

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VOL. XII.

GRAND RAPIDS, NOVEMBER 21, 1894.

NO. 583

Duck Coats and Kersey Pants

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

Lansing Pants & Overall Co.,
LANSING, MICH.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,
GRAND RAPIDS, MICH.

GRAND RAPIDS
BRUSH COMP'Y,



MANUFACTURERS OF

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Egg Cases and Fillers a Specialty.

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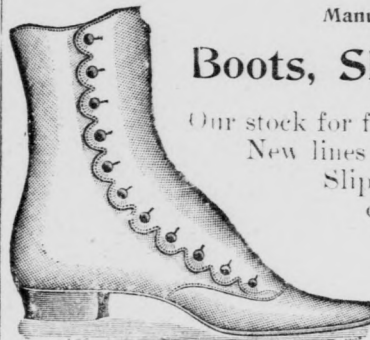


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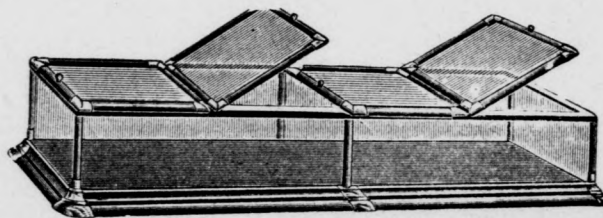
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Manufacturers of Show Cases of Every Description.



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WRITE FOR PRICES.

MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 21, 1894.

NO. 583

Your Bank Account Solicited.

Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.
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ALL KINDS OF FUEL,
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PAUVRE ELISE.

Elise was a little French-Canadian girl, brown of hair, eyes and skin. She did not, however, impress one as being dark, because her lips and cheeks were so red, her eyes were so full of dancing light, and her waving hair caught such sunny tints in every curve that the brown in her skin was quite overpowered by all this brilliancy. She was small and gracefully formed, and her quick, decided movements were full of health and vigor. She was beautiful, but wholly unconscious of her beauty.

Her parents were poor *habitants*. When she was a little child her mother died, but her father soon provided a step-mother, who brought her up with sharp, industrious habits, and who, without being exceptionally cruel, never wasted time in advising or caressing Elise into good behavior when a blow would settle the question so much more quickly, and, to her way of thinking, just as effectually.

She went with her father and mother regularly to mass, but was never sent to school. She received her first communion at the proper age, and was properly prepared for it. Her step-mother assumed her part of the responsibility on the great occasion, and saw that she was suitably dressed. The new white robe and veil, the wreath of white flowers, the procession of little girls, the May sunshine and May joyousness of bird, field and wood, and the strange sensation of being an important person for that one day, she never forgot. She never had that sensation again until after many years, and then it was almost as brief.

Neither of Elise's parents could read, and they saw no reason why she should learn. Indeed, her intellectual life gave them no thought, and if it had, they would only have been bewildered. Her spiritual training they left chiefly to their priest; but he, poor man, had a large parish—he had much baptizing, marrying and burying to do, many masses to say, and, in short, so many souls to look after, that all had to shape themselves under a collective treatment, and rest on very elementary but respectful notions of religion.

So Elise grew up. When she was sixteen her father died. Her step-mother—still a young woman—sold their little farm, and, after making with Elise an unequal division of the proceeds, went to "the States" to work in a factory. The two parted company without regret on either side, and when the mother emigrated, Elise, with forty dollars securely hidden in her little trunk, left her native parish and went to Quebec to become a servant.

When she came to us she had been nearly two years in the city, and, having lived in families where, in an indirect way, she had learned much of the polite world, we found her well trained and efficient, while she prided herself upon her superior manners and language.

We used often to wonder what Elise might have made if she had been educa-

ted; she was so bright and capable, so adaptable and full of tact. All day we could hear her singing about her work one merry song after another in a fresh young voice which hinted at almost any scope. She never tried its full compass, but contentedly sang over and over the simple songs she had easily learned from others, often, though, improving upon both words and music. We listened and said Elise would perhaps have made a singer. And when, as we often allowed her to do, she would tell us some story of country life, aiding her fluent speech with many expressive gestures and filling the recital with the most delightful mimicry, then we would say that Elise would have made a capital actress. But no one of us ever thought that Elise would make a nun. About her there was none of the holy fervor and gentle exaltation with which the cloistered ones seem always surrounded. She was gay, light-hearted, high-tempered and practical; and though she went regularly to church, she used to weep upon holy days—*triste*, because forced to be idle.

Before Elise came to us her romance had begun. She had met her lover, and one day she hinted as much to me; and, upon my showing the interest which I could not help feeling, she was emboldened to fly up to her room and bring me his photograph to look at.

"But, Elise," I exclaimed, shocked that the elegant looking man whose photograph I held should be an acquaintance of our little servant, "he looks like a gentleman."

"He is a gentleman, madame," she answered, proudly.

"And how did you come to know him?"

She had met him a few months before when returning from a visit to her old home. They had traveled together in the country stage, had crossed the river together, and he had walked with her to the house of her friend, where she always stayed when out of a situation. Monsieur — was not, at all proud, although a gentleman, and by the time he said good-night they knew each other very well. Now often he joined them on their way home from church and they spent the evening playing cards. One Sunday night, when her friend had given a ball, he had come and danced, and, oh, he danced so beautifully! And at that ball he had said Elise danced like a lady and spoke French like a Parisienne, and that evening he had given her his photograph.

I could not get up much enthusiasm over Monsieur —, but I said he was handsome and I hoped he was good.

"Ah, oui, madame, he is very good," she exclaimed.

She was so naturally shrewd, and by instinct such a respectable girl, that I did not feel obliged to warn her further.

After this she was gayer than ever and sang from morning till night. I was somewhat relieved, upon questioning her, to find that her hero was not quite a "gentleman," but still was vastly above

Elise in the social scale, and evidently a man of education and means. This discovery made me much more reconciled to the acquaintance; for, considering Elsie's unusual beauty and general charm of manner, it would not be so very improbable that the hero was honest in his attentions to her. I was not, therefore, entirely unprepared for an announcement which Elise made the following month with many smiles and great satisfaction. Monsieur — had asked her to marry him, and, as she had promised to do so, I would please look for another girl. She could not say just when they were to be married—Monsieur — had not yet told her, but she would know soon. My congratulations were real, and I entered heartily into her plans; I even gave myself up to imagining our little damsel in a different sphere, and wondering into what her quick-witted nature would develop itself.

In the early part of the winter she asked for a few days in which to pay a visit to her country friends. Her lover had relatives in the same parish, and would take her there as soon as the sleighing was good. Of course, I could only give her permission to go.

At the appointed time she departed in high spirits for her friend's house, where her lover was to meet her. A more radiantly happy face than hers I never saw. I remember it well, because, when she returned, it had lost so much of its brightness. It wore a puzzled expression, and, although she resumed her work with her usual willingness, she did not sing quite as cheerily as of old.

I waited for her to tell me the cause of the change, and I had not long to wait.

One morning, when I had finished giving my orders for the day, she said, rather fretfully, as she busied herself about the room:

"There is a great difference since I came back."

"In what?" I asked.

"In the kitchen, madame."

"Oh, well, Elise, you will not be here long. You must allow Georgine a little liberty in arranging the kitchen; she will soon take your place, you know," I replied, laughing.

Elise still looked worried.

"And when are you going to leave me, Elise?"

"I do not know."

"I hope you have not had a quarrel with your *fiancee*."

"No, madame."

She was silent for a time, and I was preparing to leave when she added:

"I will not leave you just yet, madame."

"Very well, Elise," I answered; "you can keep your place as long as you wish."

That evening, as she was on her way to bed, she knocked at my door, and, finding me alone, asked if she might come in, as she had something to tell me, and at once reverted to the conversation of the morning.

Monsieur — had told her not to tell any one, but—she was puzzled—she did not know what to think—and, perhaps, madame would tell her, but would tell no one else.

I promised to advise her as well as I could.

She moved her candle from one hand to the other and stood thoughtfully looking at the flame.

"Sit down, Elise, and tell me what is troubling you."

She took a chair near me, and, setting down her light, said, after a pause, in which she decided how to begin:

"Monsieur — finds we cannot be married as soon as we thought—we shall have to wait—"

"Well, that often happens; but you have your place here, so you have nothing to do but stay on."

"But—Monsieur — says we may have to wait long—and—he does not want me to work; he says he will pay my board with friends across the river, where I can sew upon my *trousseau* as much as I wish, and can have all my time to amuse myself—but I do not know whether I wish to go; I do not like to be so idle."

"And what is the trouble, Elise?"

"A long time ago he lived in the States and while he was there he—was married."

"But his wife is dead?" I queried.

"No, madame."

"Well, then, he cannot marry you."

"But his wife is not in Canada. The States are a long, long distance from Quebec. He says it will not make any difference after a while."

"But it will make a difference, Elise, you poor girl. Can't you understand?" She looked troubled.

"He says no one knows. He has never told his father nor even his confessor. The woman does not know where he is; he has not seen her for a long time, and he will never tell any one."

"He is a bad man, Elise. I have been afraid of that from the first. Don't let him deceive you. Don't see him again."

"He is not bad, madame. If the woman lived in Quebec, then I know he would be bad, very bad, indeed, but she lives in the States."

"People are lawful and good in the States as well as in Canada," I cried, with loyal indignation.

"But, madame, he tells me that there a man may marry, and, if he does not wish to, he need not live with his wife, and can marry again."

"That is if he has been divorced. But you Catholics do not believe in divorce, and, if this fellow has obtained one, then he is a bad Catholic. Anyhow, he is a bad man."

This was too much. Elise might have forgiven my assertion that he was a bad man, but she could not overlook the doubt of him as a good Catholic, and she cried out, with protest in red cheeks and flashing eyes:

"It is a shame! He is a good Catholic! He goes regularly to confession and to mass every Sunday. I will not stay with you any longer."

"Where will you go?"

"I will find Adolphe and tell him what you have said."

"You will go to a married man, Elise?"

"He is not—that."

"Has he been divorced?"

"No, madame, that would be a sin. That woman has never been in Quebec. You are cruel to me." And poor little Elise covered her flushed face with her toil-stained hands, and the tears began to fall in an angry torrent.

I knew when the rain began to fall that the worst of the storm was over, and I quietly waited. She sobbed sadly for a time, then, gradually growing calmer, consented to listen while I argued the case with her. By very slow degrees she became reasonable. Her natural goodness made a brave fight with the most deplorable ignorance and stupid prejudice, and at last triumphed. But it was pathetic to hear her exclaim in heart-broken tones:

"Then I can never, never be a lady. I must always be a servant until I marry someone who is also a servant! He was so grand and handsome, and a gentleman. Why have you made me give him up?"

Then I tried to cheer her by promises of assistance in anything she wished to undertake, if she did not want to remain a servant. I told her of the things I thought her capable of doing. We talked until there came a reaction to her grief, and when, at a late hour, she bade me good-night, her face wore almost its wonted brightness. I had not been able to get her to aspire beyond the occupation of dressmaker. After deciding upon that she at once saw herself providing ball and wedding dresses for happier girls than herself, and drew great consolation therefrom. In the morning all her excitement was gone; she was sad and listless, with every now and then a shower of tears.

"Oh, madame, I was so happy! I was happy all day when I thought what a fortunate girl I was to be loved by a gentleman from the grand world. When I went out with him all my friends treated me as if I had been the queen—ah, it was so delightful!"

I pitied her and consoled with her, and added fuel to the flame of wrath which was beginning to show itself against the offender. She begged to see him once more in order to reproach him as he deserved. I granted this request, but I fear poor Elise was not as brave as she intended to be, and that her gentleman lover was not at all frightened by her little fury, for she came back from the interview utterly dispirited and heart-broken. He had been very, very angry with her for telling me, and had laughed at her when she threatened him with madame's interference should he again attempt to persuade her to marry him.

There is a certain distinction in misery while it is new, but when it becomes an every-day affair that is gone. There is too much sorrow, perplexity and sin in the world to admit of their victim differing greatly from his or her fellow-mortals. So poor little Elise soon dropped back to her old level—not into her old place, however; that seemed never again to fit her. The content she felt before the grand Monsieur — came to bewilder her with dreams of splendor and a changed estate never came again. She cooked, washed dishes and scrubbed, but, as she frequently told me, there was always "*une grande difference*." Her work often drove her, and this fact added to her humiliation. With tears in her eyes she lamented to me over it. Saturday evening never used to find her

with anything but the most speckless kitchen; now—now—but madame knew without being told that it was after midnight before her work was really finished.

At last the time came when Elise could bear her present life no longer, and, after much talk and thought, concluded to become a sewing girl. I did not see her for several weeks after she left me, and when at last she came I could scarcely believe that the tired, worn-looking girl could be the blithe little songstress who used to flit about our kitchen. The change extended farther than mere outward appearances; she was reticent and guarded when I asked her about her surroundings. I saw she was unhappy, and thinking she, perhaps, regretted leaving me, but was too proud to tell me so, I said to her that when she was tired of sewing I wanted her back in my kitchen, as she was sadly missed there. Even this little bit of flattery was not responded to by her old gay smile. She thanked me, but said she could never come back now. During our interview I learned that she had rented a room in the house of an acquaintance and was boarding herself, as she found her earnings insufficient to pay her board. I at once told her to come regularly and get what was left from our table. The eagerness with which she accepted this offer convinced me that her hunger was greater than her pride. As the bitterness of the Quebec winter grew daily more intense, she looked paler and more poverty-stricken each time I saw her, but she was still too proud to come back to me and her old associates, with a sense of failure upon her. One wretched day, just as the still cold was filling the steely air with the deathly chill of evening, I heard poor little Elise's voice in the lower hall. I summoned her to come up to me, where I sat alone before a glowing fire.

"Come, warm yourself, Elise," I said as she entered. She drew near the fire and spread out her cold hands, but had nothing to say except to reply to my questions. She glanced around the room and seemed to let the warm comfort encompass her, and her now habitually sad face softened as her eyes grew dim with tears.

"Elise, tell me what is the matter with you," I entreated.

"Nothing, madame—only—I wish I were dead."

"Oh, Elise! You must not wish that. Are you in any new trouble?"

"No, madame, but all day I work (when I can get work), and often I am hungry—and I am too poor to have a fire—and at night I am cold. Ah," with a wave of her hand in the direction of her room, "my bed up stairs!" And she covered her face and wept hysterically.

"You poor, poor child! Why did you not tell me this long ago? You must stay here to-night, sleep in your old bed, and I will keep you in spite of yourself."

For a moment she seemed to yield, then she answered: "You are very, very good to me, madame, but I cannot. Georgine would laugh and say that I am neither a lady nor a *modiste*; that I can be nothing but a servant. No, I cannot come; but you are very kind to ask me." She wiped away her tears, and, as if fearing to be tempted further, prepared at once to depart. I insisted that she should go to the kitchen and have a warm supper with Georgine, and this

CANDIES, FRUITS and NUTS			
The Putnam Candy Co. quotes as follows:			
STICK CANDY.			
Standard, per lb.....	Cases	Bbls.	Palls.
" H. H.....		6 1/2	7 1/2
" Twist.....		6 1/2	7 1/2
Boston Cream.....	9	8 1/2	7 1/2
Cut Loaf.....			9
Extra H.....	9		
MIXED CANDY.			
Standard.....	Bbls.	Palls.	
Leader.....	5 1/2	6 1/2	
Royal.....	5 1/2	6 1/2	
Nobby.....	7 1/2	8 1/2	
English Rock.....	7 1/2	8 1/2	
Conserve.....	7 1/2	8 1/2	
Broken Taffy.....	baskets	8 1/2	
Peanut Squares.....	" 8	9	
French Creams.....		9 1/2	
Valley Creams.....		12 1/2	
Midget, 30 lb. baskets.....		9	
Modern, 30 lb. ".....		8 1/2	
FANCY—In bulk			
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.....		55	
Chocolate Drops.....		75	
H. M. Chocolate Drops.....		80	
Gum Drops.....	40	50	
Licorice Drops.....	1	00	
A. B. Licorice Drops.....		80	
Lozenges, plain.....		55	
" printed.....		55	
Imperials.....		60	
Mottos.....		70	
Cream Bar.....		55	
Molasses Bar.....		55	
Hand Made Creams.....		55	
Plain Creams.....		80	
Decorated Creams.....		90	
Strut Ring.....		65	
Strut Almonds.....		1 00	
Wintergreen Berries.....		60	
CARAMELS.			
No. 1, wrapped, 2 lb. boxes.....		34	
No. 1, " 3 ".....		51	
No. 2, " 2 ".....		28	
ORANGE'S.			
Floridas, Fancy Brights, 120.....		2 50	
Floridas, Fancy Brights, 150.....		2 65	
Floridas, Fancy Brights, 175, 200, 216.....		2 95	
Floridas Golden Russets, 21.....		2 50	
Floridas Golden Russets, 151.....		2 50	
Floridas, Golden Russets, 175, 200, 216.....		2 50	
LEMONS.			
Floridas, 250.....		4 00	
Malagas, 300.....		4 50	
BANANAS.			
Large bunches.....		1 75	
Small bunches.....		1 00	
OTHER FOREIGN FRUITS.			
Figs, fancy layers 10 lb.....		12	
" extra " 30 lb.....		14	
" bags " 14 lb.....		6 1/2	
Dates, 7 and 10-lb. box.....		7	
" 50-lb. ".....		7	
" Persian, 50-lb. box.....		5 1/2	
" 1 lb Royals.....		7	
NUTS.			
Almonds, Tarragona.....		2 15	
" Ivaca.....		2 14	
" California.....		2 8	
Brazils, new.....		2 10	
Filberts.....		2 12	
Walnuts, Grenoble.....		2 10	
" French.....		2 12 1/2	
" Calif.....		2 11 1/2	
Fabie Nuts, fancy.....		2 10 1/2	
" choice.....		2 10 1/2	
pecans, Texas, H. P.....	6	2 7 1/2	
Chestnuts.....		1 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.....	6	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.....		7 1/2	
Leaf Lard.....		7	
MUTTON.			
Carcass.....	4	5	
Lambs.....	5 1/2	6 1/2	
YEAL.			
Carcass.....	6	7 1/2	

she consented to do, and also promised to come the following day to do some sewing for me.

She did not come, however, and fearing she might be sick, I went in the afternoon to inquire at her lodgings. I was admitted by a poorly dressed woman, who led the way to the kitchen, which was the one warm room the house afforded. It was clean and tidy, like its mistress. She could have answered my questions in a few words, for she really knew very little of Elise; but she was voluble, unsympathetic, and full of insinuations.

Elise had returned about dark, accompanied by a gentleman. They had talked long at the door, and when at last Elise entered she had gone at once to her room, where she remained some time, and then had come hurriedly down and had gone out without speaking to any one in the house. That was the last my informant had seen of her; she had been up till midnight with a sick child, and so knew that Elise had not returned. In the morning she had gone to Elise's room to see if anything had been stolen, but all of her property was safe. The girl had left all her best clothes in a bundle upon her bed. She had worn away a working dress. That was all she knew of Elise, and—with a shrug—all she wished to know; still, as I seemed interested, if she could learn anything more I should be told.

It was late the following winter before I heard anything more; then news came from an unexpected source.

I was one day summoned to the parlor to receive two nuns. They had been sent, they said, by the Mother Superior, with the permission of their bishop, to invite me to witness the next morning the taking of the veil by several young girls. One of these had asked that I, as her only friend, might be present at the ceremony. Of course, I was curious to know who had thus singled me out to witness the sad spectacle of a young girl renouncing forever the world and its brightness, and I was told that her name was Elise.

Occasionally we hear thankfully of the death of a dearly-loved friend for whom this life seems to hold so much more tempest than calm. With such a feeling I heard of Elise's death to the world. Often during the winter I had looked at the great cakes of ice riding up and down with the tide of the St. Lawrence and wondered if she lay somewhere beneath them. In spite of the insinuations of most of her late companions, I could never feel that anything worse than death had befallen her. And now that I knew she was alive and secure in one of the fastnesses of her religion, I rejoiced in a manner quite bewildering to my guests, who could scarcely understand how a Protestant could so heartily approve of Elise's decision.

Before it was light the following morning I was on my way to the convent with a friend. The already deep snow had been added to during the night by a fall of several inches, that shrouded the faintly-burning lamps along the way. Occasionally from a door would emerge a servant girl, who would flit along like a shadow toward one of the churches in which an early mass was already being said. Except for these, and a few habitants driving to market, and now and then a policeman returning home from

his night's duty, the old city slept peacefully, its rest unbroken by any sound save the dull thunder of a snow-slide from some high roof.

Even when, full of the excitement of our early walk and its cause, we reached the convent, no sign of life disturbed the death-like stillness which hung over everything. A freshly-shoveled path, leading to the main entrance, attested the fact that some one had been astir before us. We pushed the door open and found ourselves in the corridor. It was warm, but as deserted as the streets. We were not wholly unfamiliar with the place, so we commenced a search, which was finally rewarded by the discovery of the chaplain, who sent an attendant to find us places in the chapel from which we could have a good view into the interior of the convent. Our coming was not too early, and we were only beginning to feel rested and warm, when, far off along a distant corridor, came the sound of girlish voices, in sweet, though monotonous, chant. Two by two came the convent charity girls, and after them, with the cross held high above their heads, came the procession of nuns, also chanting. Their somber habits and veils shrouded their forms heavily, and the stiff linen about their faces gave them a ghostly look, which was heightened by the light from the flaring candles which they carried. Still behind followed the candidates for final admission to the community. Each downcast face was a study; but one, of course, I scanned more eagerly than the others.

Poor little Elise.

Some months before she had made her first vows, consequently her dress was already that of a part of the sisterhood, and it served effectually to transform her. I cannot say that she faltered, for convent discipline allows no worldly sorrow or mourning. But, though she walked erect, and her step was firm and light, her eyes, when they met mine, told me that her soul drooped. Those pretty dark eyes had lost the sunny light which used to sparkle through her long lashes. Now they were filled with a starry light as if the poor child looked only Heavenward. The wild rose-bloom was gone from her face, and the lips, which once so readily curved into smiles, were fixed and tired. She looked long and steadily at me as she and the other postulantes advanced toward the altar where their vows were to be made. It was a look of inquiry, and my eyes answered it. When it came her turn to speak, her vows were uttered in soft musical tones, and there was not a tremor in them. The life upon which she was entering held no great gloom for her. The narrow world which she was leaving had lost its brightness, and without sunshine she could not live. In the convent she would find hard work, since her lack of education debarred her from the pleasanter task of teaching; but she loved work, and the convent gave her a shelter, so she would be content. Its discipline would be accepted by a certain hard element in her nature, and her religious duties, although irksome to her, would form a part of the sacrifices which she had been taught would be good for her soul. So, although she would no longer live, she would exist in safety, and that was all she asked.

Her vows were made; she had received the nun's kiss; the girls and nuns had

vanished, chanting, and Elise was dead to the world.

As is customary, each newly-made *religieuse* received her friends in the parlor after the ceremony was over, and I went thither with others. Elise, now Sister Saint Antoine, was waiting for me. Her hands, which would never again be clasped in hand of friendship or love, were meekly folded, half hidden by her cumbersome sleeves, and her face wore the conventional expression of the nun—not always the expression of the good, but that of the quiet, woman. An older nun sat near, and Elise spoke only of things in which neither of us felt the slightest interest. Our interview was short, and as she rose to withdraw she asked me to remain a moment, as the Mother wished to speak with me.

A moment later an elderly nun came into the room, and after a few polite and graceful sentences, said:

"Sœur St. Antoine has this morning asked of me the favor of seeing you alone, in order to tell you what has passed in her life since last she saw you. It was so evidently the greatest wish of her heart that—as she is entering upon a life of sacrifice and self-renunciation—I have felt that it was fitting for her to be denied the pleasure, and so make an early sacrifice in accordance with her vows. In order, however, that no suspicion may rest upon one of our community, I have promised to tell you this much for her—she has always led a pure and honest life. It would doubtless have been a great pleasure for her to have told you this herself, but madame knows ours is not a life of pleasure."

The good Mother had, without doubt, made so many sacrifices during her conventional life that she did not at this moment feel it fitting to entirely submerge the woman in the nun and deny herself the pleasure of giving information, so she rambled on in easy chat. She told me how upon that bitter winter night Elise had come, heart-broken and desolate, just as the convent doors were closing for the night, and begged them to take her in. Before they slept the whole life of the young girl was known to her, and she was convinced that it had been an honest though a light and gay one. The suppliant told her how, after her lover had left her at the door of her lodgings, she had flown to her room and prayed to the good St. Antoine to find for her the path in which she should henceforth walk. Perhaps madame, being a Protestant, did not know that Saint Antoine Padone never failed to find whatever was lost. He had found the path for the poor child, and it led to the convent. She had hurriedly gathered her worldly belongings together, and donning her poorest garments, in order to leave her landlady full value for her lodgings, had fled, leaving no trace behind her.

And so Elise's worldly life had ended.
ANNIE HOWELLS TRECHETTE.

The Men Who Were Curious.

Some of them lived long ago when the world was young, before men had studied so deeply into it and about it, and their minds were filled with wonder and awe at the mysteries they saw all around them, some of which are plain enough to us now, but others remain mysteries still.

To these men all things were plainly divided into four classes of matter:

Earth, air, fire and water. These they called elements or simple bodies, and in all of them they saw strange things which they could not understand. They spoke of the elements "warring" with one another when they saw fire in the form of lightning flash through the air, when the storm wind whirled up the dust from the earth, and the waters of the sea dashed furiously against the shore.

But there were other changes, unceasing changes, more impressive even than the storm, though they were silent and slow.

Why did the fire consume the wood and change it, apparently, into air; and why will it not burn when the air is shut off from it? Why does the tree decay and disappear from sight when it falls? Why is the water falling from the cloud more soft and pure than that flowing in the stream, and why does sea-water leave a white salt when evaporated?

Why is one plant a cure for disease, while another growing beside it is a deadly poison?

Why do some bits of earth keep always bright and hard, while others soon grow dull and crumble away?

When innumerable questions such as these, which our boys and girls ask every day, were brought up in those days, there were none could answer.

So these men of noble curiosity set themselves to observe, investigate and experiment on these secrets of nature, and were called *Alchemists* (people who look into hidden things), from an old Arabic word which means *hidden* or *secret*.

It is claimed by many that this name was derived from a Greek word meaning *juice of plants*. If this is true it is still appropriate, for one of the first things the alchemists studied was the medicinal properties of plants that they might know "all that was healing and sweet in field or wood," for they were the physicians as well as the chemists of their times.

There is something almost pathetic in the picture of these men in their plain garb, working patiently under all their disadvantages, hoping against repeated disappointments, giving anxious days and sleepless nights to toil, only to find, in many cases, their labors fruitless.

It makes one almost quiver to see how near they often were to some great truth—some fact that would throw a flood of light into their dim researches, but how often they missed it from the lack of some simple underlying principle of which they were ignorant.

The want of suitable implements was also a great hindrance in their work. Instead of the complete apparatus for conducting all sorts of experiments, which we have in our laboratories and workshops now, their utensils were of the rudest pattern, and they had not the means for obtaining accurate weights and measures—an important part of scientific investigation.

Notwithstanding all these obstacles men worked on year after year, life after life, one taking up the thread where another dropped it, each generation gaining new light and leaving those who followed to profit, not only by their discoveries, but also by their mistakes. Great discoveries came slowly in the scientific world, and it was only at long intervals that startling revelations were made; but the unveiling of one mystery opened the way to many others, so that in the course of many hundreds of years a great confused mass of facts relating to natural science had become known, and the knowledge was often applied to useful purposes, which is *art*—knowledge applied to practice; but it is only within the last century or two that these disconnected and scattered truths have been gathered up and united so as to form one clearly defined body, which is *science*—knowledge systematized.

Time has changed the name alchemy, through some variations, to chemistry, as we now write it, but the science is still full of hidden riches, and the chemist is still the man who looks into its secrets. MARGARET E. HOUSTON.

AROUND THE STATE.

MOVEMENTS OF MERCHANTS.

Quincy—H. C. Barnes, of Barnes & Son, meat dealers, is dead.

Mt. Pleasant—Wm. Taylor has opened a new boot and shoe store.

Otsego—Marcus Gregor will remove his dry goods stock to Lansing Jan. 1.

Buchanan—S. A. Wood has purchased the tinshop business of M. Lyon & Co.

Battle Creek—W. C. Phelps succeeds S. Phelps & Son in the grocery business.

Bay City—Edward L. Tenny succeeds Tenny & Fires in the grocery business.

Pittsford—Wormley & Long succeed Nickley & Wormley in the grocery business.

Big Rapids—J. W. Blakeley & Co. succeed J. W. Blakeley in the grocery business.

South Lake Linden—J. Hosking & Co. succeed J. S. Stonaker in the meat business.

Weidman—J. A. Damon has removed his drug stock from Hubbardston to this place.

New Haven—J. C. Bently has removed his grocery business from Meade to this place.

Scottville—J. Alter has removed his crockery stock from Ludington to this place.

Three Rivers—Frank Bude has purchased the fruit business of Bonafino & Larose.

Fulton—Bartshe & Silburn have purchased the harness business of Frank Griggs.

Detroit—Jas. Craig, of the firm of Jas. Craig & Son, wholesale fish dealers, is dead.

Holland—Brink & Kool, hardware dealers, have dissolved, Mr. Brink succeeding.

Kalamazoo—Wellington Crymer has sold his grocery business to J. A. Sprague.

Detroit—Beach & Co., jewelers, have dissolved, Morgan Beach continuing the business.

Jackson—L. G. Lockwood & Co. succeed Kamage & Co. in the coal and wood business.

Battle Creek—C. E. Blasfield succeeds Blasfield & Sternfield in the grocery business.

Flat Rock—S. S. Potter, of S. S. Potter & Son, furniture dealers and undertakers, is dead.

Eaton Rapids—Smith & Crane succeed J. O. Smith in the agricultural implement business.

Hart—Noret Bros, succeed E. A. Noret in the hardware and agricultural implement business.

Frankfort—Geo. L. Darby has removed his harness business from Gobleville to this place.

Fennville—Jonkman & Dykema have removed their clothing stock from Saugatuck to this place.

Rockford—W. W. Weed has removed to this place from Belding and opened a bakery and restaurant.

Constantine—Raup & Hayman, grocery dealers, have dissolved, Arthur D. Raup continuing the business.

McBain—Miller & Morsman are succeeded by Miller & Lodewyk in the cigar manufacturing business.

Bloomington—E. J. Merrifield has rented his sawmill to Little & Bro. of Berlamont, who will remove their machinery for cutting lath, pickets and hingles to this place.

Butternut—O. C. Martin, dealer in hardware and agricultural implements, has been closed by his creditors.

Port Huron—The notion and fancy goods stock belonging to Edgar C. Boice has been closed on chattel mortgage.

Fenton—C. H. Foster has opened a new shoe store at Northville. He will spend his time between Fenton and Northville.

Lowell—W. R. Blaisdell & Co. have purchased the hardware stock of L. F. Severy & Son and are running both stores.

Plainwell—Powers & Co. have sold their grocery stock to W. A. Lasher, of Delton, who will continue the business at the same location.

Jackson—The Manufacturers' Shoe Co. will shortly move into more commodious quarters in the building at present occupied by Cook, Smith & Feidner.

Howard City—August Fuhrman has purchased the stock of boots and shoes formerly owned by Hallock & Toan and he will continue the business as heretofore.

Barryton—Plato, Renwick & Co. have opened their general store here and expect to complete their sawmill so as to begin operations to its full capacity in the spring.

Detroit—Messrs. Titus & Thompson, Michigan avenue boot and shoe dealers, have removed their stock and fixtures to Mayville. They report that the change has brought an improvement.

Lowell—The C. G. Stone & Son dry goods stock was bid in at assignee's sale by Marks Ruben, Frank F. King and Geo. H. Force, who will continue the business under the style of Marks Ruben & Co.

Traverse City—B. H. Rose has removed to Suerman and taken possession of his old hardware business there. His son, Stoughton Rose, will continue in charge of the drug store of B. H. Rose & Son here.

Negaunee—Knox & Willner is the name of a new shoe firm at this place. The stock was removed from Green Bay. Mr. Willner has several stores in Michigan and Wisconsin and will divide his time between them.

Freeport—After invoicing and suspending business for ten days, W. H. Pardee concluded that he did not want S. C. Woollett's stock of general merchandise. Mr. Woollett thereupon resumed business again at the old stand.

Traverse City—Frank Hamilton has merged his clothing business into a stock company under the style of the Hamilton Clothing Co. The incorporators are Frank Hamilton, Eva Hamilton, J. W. Milliken and B. H. Bracken.

Douglas—H. A. McDonald has concluded not to remove his dry goods and grocery stock to Fennville after all. He had leased a store building and residence at that place, but circumstances over which he had no control compelled him to change his plans.

Kalamazoo—When Aaron Zunder, manager of the West End grocery, opened his store last Friday morning he found that the place had been robbed. The thief had taken a window pane out with his jackknife and, reaching in, the spring was easily pushed back. One half dozen silver knives, forks and spoons, a large amount of coffee and two boxes of cigars were taken. It is evident that the large amount of petty thieving which has been reported lately is done by the same party. On every occasion the invader has neatly taken out a window pane and pushed back the spring.

MANUFACTURING MATTERS.

Lakeview—The Stebbins manufacturing Co. is erecting a new factory building. 38x80 feet in dimensions and two stories high.

Dowagiac—The Round Oak stove works will soon use electricity as motive power. The dynamos will be located at a water power five miles away, the current to be carried by heavy copper wires to the plant, where it will also be used as a commercial lighting circuit.

Muskegon—The Loescher Tannery Co. has sold \$20,000 of its capital stock to Chas. Junge, of Chicago, thus increasing the capital stock from \$75,000 to \$95,000. The fresh capital will enable the company to complete its plant so as to begin operations with a full force about Jan. 1.

Cheboygan—Quay & Son have manufactured 12,000,000 shingles and shut down. The mill will be stocked for another season. The cut of the Delton & Reid mill is estimated at 16,000,000 feet. The Cheboygan Lumber Co.'s mill will be operated until about the end of the month.

Edwardsburg—The employes of the Michigan Furnace Co., not having been paid for some time, quit work and attached a quantity of cook stoves the company had on hand. The company finally secured money and paid the men, and work was resumed with a full force Monday.

Bay City—Articles of association have been filed by the Alta Coöperage Co. The object of the company is to manufacture, buy and sell staves, heading, hoops and other coöperage stock. It will also carry on a mercantile business, buying and selling dry goods, groceries, provisions, hardware, boots and shoes, and other goods usually carried in a general store. The stock is placed at \$10,000, divided into 1,000 shares. The following are the stockholders and the amount of stock each one owns: M. A. Trowbridge, Saginaw, 500 shares; P. L. Sherman, Bay City, 490 shares; Mrs. Hattie C. Sherman, Bay City, 10 shares.

Manistee—Buyers of hemlock are laying in all they can raise the money to pay for at present figures. A good many of the manufacturers, however, those who do not need the room, are convinced that hemlock is going to be good property next spring, and are holding onto what they have. One buyer was here lately to sound the holders as to their views of prices for the future and was informed that \$6 on dock here would be about the proper figure. They are paying as high as \$3.25 for hemlock logs well up the river where the charges are at least 75 cents, which would make them cost \$4 at the mill; allowing them \$1.50 for saw bill—not too much for hemlock—they would cost \$5.50 in pile. The overrun on the logs will not more than offset the breakage and wastage, so one can see that there is little margin at present figures.

Couldn't Fool Him.

Farmer Cornstossel had a little business in the city and concluded to get his dinner at a hotel. He made his wishes known to the clerk, who affably remarked:

"Just got into the city?"

"Yep."

"Well, be kind enough to register."

"Register?"

"Certainly."

"Git out!"—and there was intense scorn in his voice—"What air ye tryin' ter give me? 'Lecton's over."

Finest in the Land.

The famous Anchor brand of oysters, with which Mr. F. J. Dettenthaler has been feeding the people for the past ten years, are on the market this season in larger shipments than ever, and for Thanksgiving trade orders should be increased as early as possible. If, by chance, you have never tried them, send him a trial order to 117 and 119 Monroe street. Fresh goods are received daily by express from Baltimore and the trade is supplied promptly in bulk or cans. See quotations in price current.

The best remedy for the dislike we feel towards any one is to endeavor to try and do them a little good every day; the best cure for their dislike to us is to try and speak kindly of them.

PRODUCE MARKET.

Apples—The market is still strengthening, due to the fact that poor stock is pretty much all worked off. Fancy Jonathans command \$1 per bbl. and Spys, Baldwin and Greenings are in fair demand at \$1.25 per bbl.

Beans—still strong and hard to get, owing to continuance of damp weather, which interferes with threshing. Handlers pay \$1.25 for country picked, holding city picked at \$1.50.

Butter The demand is good, albeit butterine is cutting into the sale of the genuine, taking its place altogether where it is not possible to obtain genuine goods. Daily commands 18¢, while creamery is in fair demand at 23¢, according to quality.

Cabbage—Not enough demand to establish price. Cabbage—The price ranges from \$1 per lb. for best stock down to \$1 per 100 for common. The crop in this vicinity turns out to be unusually large.

Cauliflowers—75¢ per doz. for choice stock. Celery—Is held by dealers at 12¢ per doz.

Egg Plant—The market price is \$1.50 per doz. Eggs—Strictly fresh are very hard to get and readily command 10¢ per doz. Packers are beginning to take out their stock, holding at 10¢.

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

Lettuce—1 1/2¢ per lb. Onions—Red weather fields and Yellow Danvers command 4¢ 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 30¢ per bu. Parsley—25¢ per doz.

Potatoes—The market continues to strengthen, outside buyers having increased their paying price to 35¢, while locally, the price remains the same as before—4¢. Enquiries from Indiana and other shipping points are coming in freely, giving ground for the belief that higher prices will run before long.

Pears—Californias bring \$2 per bu. box. Quinces—Dealers hold them at \$1 per bu.

Radishes—Hot house stock commands 30¢ per doz bunches.

Sweet Potatoes—Baltimores are about out of market. Jerseys are firm at \$1.50 per bbl., Illinois stock being in fair request at \$2 per bbl.

Squash—Hubbard brings 1¢ per lb. Turnips—25¢ per bu. In small demand and adequate supply.

Vegetable Oysters—Out of market.

Henry J. Vinkemulder,

JOBBER OF

Fruits and Vegetables,

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

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

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

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

GRAND RAPIDS GOSSIP.

Wm. Legate has opened a drug store at 1213 South Division street, corner of Stewart avenue. The Hazeltine & Perkins Drug Co. furnished the stock.

W. H. Pardee, formerly engaged in general trade at Freeport, has decided to re-engage in the same business at that place. The Olney & Judson Grocer Co. has the order for the grocery stock.

W. B. Conley, formerly engaged in the drug business at Whitehall, has concluded to re-engage in the same business at that place. The Hazeltine & Perkins Drug Co. has the order for the stock.

Geo. E. Stahlnecker has removed to this city from Akron, Ohio, and arranged to open a grocery store at the corner of Hall and South Lafayette streets. The I. M. Clark Grocery Co. has the order for the stock.

Geo. H. Reeder, John M. Fell and J. Devendorf have formed a copartnership under the style of the Grand Rapids Fur Co. and embarked in the purchase and sale of furs at 158 and 160 East Fulton street. Later on the firm may conclude to handle hides and pelts as well as furs.

Chas. H. Holden, Representative-elect from this city, announces that he proposes to introduce a bill in the next Legislature prohibiting fire insurance companies from exacting the 80 per cent. co-insurance clause now demanded of policy holders, except in the case of sprinkled risks, in the cities of Detroit and Grand Rapids.

At the annual meeting of the stockholders of the Ball-Barnhart-Putman Co., held Monday afternoon, the old directors—O. A. Ball, Willard Barnhart and Enos Putman—were re-elected. The old officers were also re-elected, as follows: President, Enos Putman; Vice-President, Willard Barnhart; Secretary, Fred H. Ball; Treasurer, O. A. Ball.

The Grocery Market.

Sugar (Shipping List)—The market has been firm, and while the volume of business has not been up to last week, it has been sufficiently large to absorb all the surplus accumulations in the hands of refiners. The better demand has been followed by a general starting up of the refineries that have been idle for some time. As the refiners are still heavily oversold the increased production will not have any material influence for a time. All the refineries of Philadelphia are also oversold. The Spreckels' refinery, owing to the great rush of business, has refused all local orders and turned them over to the Franklin. The latter is selling all sugar subject to delay. A similar state of affairs exists at the W. J. McCahan refinery.

Provisions—Pork, lard and smoked meats are stronger. Beef is without particular change.

Bananas—The cold weather we are having at present renders the handling of bananas very risky, as, of all fruits, they are the most susceptible to climatic changes. The local market has a fair supply, but the demand is very light, owing to reasons stated above.

Lemons—The Florida stock is about all that is being offered at present, although the first cargo of new Mesinas is scheduled to be sold in New York Tuesday. Prices will probably range from \$3.50@4 at the sale mentioned, but later arrivals will sell much lower.

Oranges—Florida packers, as a rule, are claiming that fruit is now well colored and are rushing it into the market to supply dealers for Thanksgiving; but, in spite of all they say to the contrary, a liberal sprinkling of green characterizes most of the fruit offered, and, while the volume of sales will be large, dissatisfaction as to quality and flavor will be freely expressed. Our merchants are naming very close prices.

New Dates—The first cargo was sold in New York to-day and prices realized were 4 3/4c for best grade of Persians. They will reach this market about November 26 and prices will probably be about 5 1/2c in full cases.

New Figs—Prices have reached rock bottom and the best grades are being quoted extremely low.

Almena Grapes—The crop is a short one, the bulk of it already having been offered and distributed. At the auction sales Saturday \$7 per barrel was realized for prime stock that averaged 70 pounds gross.

The Hardware Market.

The interruption to business from the engrossment of the public mind in political matters prior to the election has been succeeded by a somewhat increased activity, orders the present week coming in a little more freely. There is but little change to note in prices. It was expected that in some lines we should hear of advances before now, but, as yet, none of any importance have been reported. The cold weather has made an increased demand for certain lines, such as saws, axes, snow shovels, sleighs, skates, etc., and, if it has come to stay, we think it will have an improving effect upon trade.

Wire Nails—Not any advance yet in sight. If anything, the market is weaker. Should we have snow it will have the effect to limit the demand. We quote \$1.30 from stock and \$1.05 if shipped from the mill.

Sheet Iron—The demand is large and the mills are finding it hard work to keep up with their orders. Many jobbers find themselves short of stock and are having difficulty in filling orders with promptness. We quote No. 27 common sheet iron at \$3.00.

Barbed Wire—But little demand and no change in price.

Window Glass—The extreme prices which have been made by some factories have been withdrawn.

Ammunition—The demand for shot and loaded shells continues, but no change to note in price.

Tin—Has declined \$1 per box in 14x20, the result of recent tariff legislation.

The Wolverine Oysters.

Oscar Allyn, 106 Canal street, is pleased with his growing trade in the Wolverine brand of oysters. Every dealer who tries them finds that they give the best of satisfaction, for their flavor is not excelled. Selects, standards and mediums are received fresh every day from Baltimore for distribution in bulk or cases throughout Michigan. Prompt attention will be given to orders by mail or to telephone 1001. Mr. Adelbert Lockwood is visiting the city trade and making many friends for the Wolverine brand.

The only way to regenerate the world is to do the duty which lies nearest to us, and not to hunt after grand, far-fetched ones for ourselves.

COERCING THE BAKERS.

Infamous Scheme Undertaken by the Cohorts of Rum and Unionism.

Local bakers are considerably excited over the recent action of the Liquor Dealers' Protective Association in demanding that the bakers join the organization as associate members, or suffer the boycotting of their product by the saloon keepers and their allies, the trades unionists. Most of the bakers have refused to become parties to such an unholy alliance, and those who stand out against it find they are unable to sell any goods in the saloons or in any places of business dominated by rum or unionism.

It is asserted that this action on the part of the liquor men is but the initial step in a well-planned scheme by means of which the apostles of John Barleycorn propose to inveigle several other trades into the net of unionism and liquor selling. The butchers are to be tackled next and, later on, the grocers are to be informed that they must pay tribute to the cohorts of Red Eye or suffer the loss of the latter's patronage. While this looks like a trades union scheme, on the face of it, it really runs deeper than unionism and owes its existence to the fear, on the part of the liquor men, that the coming Legislature will undertake to make more severe the present liquor laws, in consequence of which they propose to compel people who do business with them to ally themselves with them and their cause and use this influence to defeat legislation inimical to the liquor interests. The scheme is cunningly devised and the schemers may be able to gain their point, but THE TRADESMAN does not believe that any considerable number of bakers, butchers or grocers will be led into such a trap, as no man of independence can afford to stultify his manhood by permitting himself to be used as a cat's paw by such a class of people as the adherents of the saloon and the trades union.

Gripsack Brigade.

Julius Devendorf, formerly on the road for Kelly & Covell, of Traverse City, has removed to this city and united his fortunes with the Grand Rapids Fur Co.

Wm. Connor (Michael Kolb & Son) is booked to deliver the "general eulogy" at the annual memorial service of the Elk's Lodge of Fort Wayne, Ind., Sunday, Dec. 2.

E. O. Goldsmith, formerly on the road for J. B. Doyle & Co., of Kalamazoo, has engaged to travel in Southern Michigan for A. E. Brooks & Co. Mr. Goldsmith resides at Vicksburg.

Frank H. White has engaged to travel for the Standard Oil Co., covering the trade formerly visited by the late R. J. Coppes. Mr. White is a traveler of skill and experience, and both parties to the arrangement are to be congratulated on the connection.

M. J. Rogan (Moore, Smith & Co.) is now making a tour of the principal cities of Illinois, at the conclusion of which he will go to Boston to obtain his felt hat samples. He will return to Kalamazoo for Thanksgiving and for the next six weeks will cover the principal cities of Michigan with his full line of samples.

Geo. A. Reynolds, Treasurer of the Michigan Knights of the Grip, requests THE TRADESMAN to state that the letter, recently published in this journal, stating that Saginaw Post had endorsed the

candidacy of Jacklin, Owen and Reynolds for the positions of President, Secretary and Treasurer of the Michigan Knights of the Grip, was a private communication and not intended for the vulgar eyes of THE TRADESMAN's readers.

Grand Traverse (Traverse City) Herald: Geo. A. Newberry had a reputation as a hustler while in the employ of the Mercantile Co. here that he is constantly adding to in his present position as traveling agent for the Standard Oil Co., at Grand Rapids. The latest story is that he jumped off from the baggage car of a passenger train at Luther going at the rate of forty miles an hour, made twelve calls, bought and tagged forty-two empty barrels, got a shave and caught the caboose of the train, the train having made no stop whatever. But everybody who knows George is aware that that is nothing for him to do.

The various committees created to supervise the entertainment of the December convention of the Michigan Knights of the Grip met at the parlors of the New Livingston Saturday evening and presented detailed reports of the progress made to the General Executive Committee. It was decided to hold a business meeting on Wednesday afternoon, the banquet and ball on the evening of the same day, and business sessions Thursday forenoon and afternoon, the forenoon meeting adjourning at 11 o'clock to enable the members to participate in a short parade lasting about half an hour. All indications lead to the belief that the work is in good hands and that an excellent showing will be made by the various committees on the occasion of the convention.

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—SMALL DRUG STOCK and fixtures. Address: G. W. Saunders, Riverdale, Mich. 630

TO RENT—YASSAR, MICH. BRICK STORE, concrete cellar, good location, general dry goods or grocery business. Apply to C. H. Ripley, Riverdale, Mich. 631

FOR SALE—AN EGG-PLANTING BUSINESS. For particulars apply to J. W. Blackwell, Tyre, Mich. 632

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. 27, care Michigan Tradesman. 627

FOR SALE—FIRST CLASS PAYING JEWELRY business in a Michigan town of 1,200 population. Stock and fixtures, \$80 to \$1,000, 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 farming lands; abundance 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. 634 care Michigan Tradesman. 624

MEN TO SELL BAKING POWDER TO THE grocery trade. Steady employment, experience unnecessary. \$75 monthly and expenses or com. If offer satisfactory address at once with particulars enclosed 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. 613

NEARLY NEW BAR-LOCK TYPEWRITER for sale at a great reduction from cost. Reason for selling, we desire another pattern of same make of machine, which we consider the best on the market. Tradesman Company, 100 Louis St., Grand Rapids. 654

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-VI.

A Permanent Situation.

An Old Merchant in Hardware.

Among all clerks, my dear Tom, there is a feeling that, sooner or later, they are to be members of the firm and doing business for themselves. That every young man should look forward to this, should use all his energy to push himself into such a position, is very natural and all for the best, but you will not have to look far among the business houses on your street to see that, at the best, the percentage of clerks who become merchants is not large. You will see gray headed men at work over the books and among the stock, who are clerks, and who have been clerks all their lives. There are very plain reasons for this state of things.

The largest houses in trade have not been built up by a firm composed of several men; even though there may have been several names in the firm, you will find that there is one among them who really was as much director and master as if his partners were only so many clerks. And instead of thinking to yourself that these men must have been "soft" to allow themselves to be thus controlled, you may put it down to their credit that they were wise enough to let the best man lead.

A wise merchant wants just as few partners as he can possibly get along with. If he has genius for his trade he can invent for the others to carry out, but oftentimes the carrying out can be done much better by a clerk than by a partner. The chances are the partner had a scheme of his own for doing the same thing; he has been compelled to drop his method and substitute this, and in his heart he will not be very sorry if this plan shall prove a failure. This is no uncommon feeling in business; the amount of friction constantly generated in business partnerships is not understood by anyone who has not had experience of it. But when the merchant turns to a clerk and says: "I want this done so and so," he knows that the clerk will have an interest in doing it well and in being successful, lest failure may be laid upon him. Though an army contains numberless captains and colonels and generals, there is but one commander-in-chief. So in business; however well the arrangement of duties among clerks and partners, there must be one mind among all that is supreme.

It is in the nature of things that there shall be more clerks than merchants, and while your constant aim is to push yourself up among the merchants, you should not overlook the fact that your place may be among the rank of subordinates for a great many years, if, indeed, it is not to be always there. And if you are to be a clerk always, there are two points that must be looked after: first, that you shall be so far proficient in your position that you can be sure of a steady place; and next, that you systematically save a part of your income for a time of need or inability to work.

The man who is sure of steady employment is not the one idea man; such a man is a peg that can only fill a very peculiar hole, and he may search for months and years for just such a situation as he has lost and even then not find it. Say that you have had charge of the stock and lose your place; you have been so long at this work that you know but little about selling goods and nothing about making bills or keeping books. If you were to accept a situation at either of these latter two tasks, you could not expect more salary than beginners usually receive, and you could not think of going to work for such pay, so you search through the city or a house in need of a stock man and find none.

Now the experience of every merchant is that while a man is pushed forward in position and salary because he is unusually proficient in some one place, it is far oftener the case that the man who can fill several places well is the most valuable in the store, and the one who is never allowed to be out of work for a very long time. If through some turn of the wheel he loses his position as stockman he is ready for the first vacancy he finds, be it as salesman or book-keeper. I am aware

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, GANTON FLANNEL, CARPET WARP, DRESS GOODS, COBSETS, PRINTS, TICKINGS, and COTTON.

Table listing various fabrics and their prices, including categories like DENIMS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOWET FLANNEL, CANVASS AND PADDING, DRESS, WADDINGS, SILK, NEEDLES, TABLE OIL CLOTH, and COTTON TWINE.

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 yit.

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 Leggings \$2.50 per dozen and upwards.

Lamb Wool Soles in 3 grades.

Duck and Sheepskin Slip pers.

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
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E. A. STOWE, Editor.

WEDNESDAY NOVEMBER 21.

THE UNITED STATES AND JAPAN

The great war in Asia must produce a profound effect upon the world, an influence far greater than the mere circumstances of the conflict would to the ordinary observer seem to signify.

It is not the mere incident that two Asiatic countries have engaged in a quarrel, but the extremely significant fact that the vastest empire of the ancient world, a power which even the European nations regarded with a certain awe, has been assaulted in its strongholds and utterly overthrown by another Asiatic nation which, in mere physical proportions, was as the smooth faced boy with his sling to the gigantic armor-plated Goliath.

Whatever may be the fate of China, the Western World cannot shut its eyes to the fact that the Pacific Ocean is to be henceforth dominated by one of the first military and naval powers on the globe, and that power is purely Asiatic.

Japan, as a war power, is rapidly coming up to the front rank, and in civilization and modern development is constantly advancing. It will be, hereafter, no light matter to quarrel with the Island Empire. If the Western nations rather dreaded to assault China in her own territorial limits, they had no fear that China would ever cross the seas to attack them, and, trusting to this inertia, they did not hesitate to make laws excluding Chinese immigration. Henceforth, no such contemptuous treatment can be accorded Japan with impunity. When Japan shall come out of the war with China with the enormous prestige of having overthrown the Asiatic colossus, affairs on the other side of the Pacific Ocean will assume a character immensely different from the condition of stagnation in which they have been for a century past, and no nation will be so much affected by it as will the United States.

The sudden rise of a great military power, with a numerous and most efficient navy controlling the chief commercial highways of the far East, is a fact that looms up so formidably before the United States that only the blindest fatuity can fail to recognize it. What are we going to do about it?

The reply of statesmanship will be: Arm against the new power, and, at the same time, engage it in the closest commercial relation; gain its respect by being able to meet it on any terms, and cement its friendship by binding it with the golden chain of mutual international interest. The first step is to build the Nicaragua Inter-oceanic Canal. This will control a trade that should be pushed with the most active and intelligent exertions. Japan has a foreign trade of more than \$100,000,000 a year, of which the United Kingdom and the British possessions control something less than half. The United States is, of all nations, the most extensive consumer of Japanese products; but it is far behind the British in selling merchandise to Japan.

Here, then, is a field for commercial enterprise; but it must be real enterprise. No bogus business will do. The keynote to the entire undertaking is to build the Nicaragua Canal.

EUROPE CONTINUES IN CONTROL.

The launching of a merchant steamer intended for the trans-Atlantic trade, at Philadelphia last week, was rendered memorable by the fact that the President of the United States participated in the exercises, and that the ship was christened by the wife of the President.

It is worth while to mention that this ship is said to be, with the exception of two others, the largest and most powerful merchant steamer in the world, but that is a mere circumstance in this age of big ships. The really astonishing feature in the entire transaction is that the construction and launching of a trading vessel should be a fact of such moment and rarity as that it has been made a matter of national importance.

But it is a fact that the trans-oceanic commerce of the United States is all carried in foreign vessels, under foreign flags. With a few exceptions the American ship-owners have abandoned the seas, and particularly the Atlantic Ocean, to foreign nations. The United States, with its thousands of miles of sea coast, with numerous sheltered bays and harbors and with its millions on hundreds of millions in value of foreign commerce, has surrendered it all to foreigners. The United States flag is practically unknown in most foreign ports, and of all the national flags, perhaps without exception, it is most rarely seen flying at the peak of merchant ships.

All the American grain, petroleum, cotton and other products carried to Europe is transported in foreign bottoms, as is all the merchandise brought hither from abroad. The vast amount of gold, or its equivalent, paid to foreign ship-owners for carrying American freights in the past thirty years would load a good-sized ship. In weight it would equal probably 2,000 tons. This is an astonishing statement to make concerning what ought to be the greatest commercial country in the world. It furnishes the vastest amount of shipping business to all the others and pays them for carrying it. It is such an extraordinary fact that it requires explanation.

The matter is simple enough. The United States cannot make iron and steel ships as cheaply as can European nations, and, when built, it cannot operate them with equal cheapness. This is the entire fact of the whole affair. American skill and industry cannot be sur-

passed in any country in the excellence of the ships built, but in the matter of economy they cannot compete, simply because of the disparity in wages between this and other countries.

As to the new ship over which so much parade has been made, that is the result of an arrangement made with an American line, which was allowed to bring in, free of duty and sail under the American flag, two foreign-built ships on condition that two ships of equal tonnage should be built in this country. This is all that the present incident means. It introduces no new feature in the situation. Foreigners will continue to control the trade as formerly.

THE GOVERNMENT BOND ISSUE.

Secretary Carlisle has at last issued the expected call for \$50,000,000 of 5 per cent. bonds to run for ten years, asking bids for the bonds from the general public. The amount of the new issue is the same as that of February last, but no upset price is fixed, although it is understood that the secretary will not accept any bid which does not offer at least 117.223, a premium which will place the new bond on a 3 per cent. basis.

It will be remembered that the loan issued in February last was issued at 117.223, so that it was practically a 3 per cent. bond. It was not thought necessary to resort to this expedient this time, as it is believed that the premiums offered by the bidders will be more than sufficient to put the issue on a 3 per cent. basis. That the demand for the bonds will be brisk is certain, as an offer has already been made for the entire amount on a 3 per cent. basis.

The object of the new issue of bonds is, as everybody knows, for the purpose of restoring the gold reserve, which has been reduced to barely half its proper proportions. It is expected that the new bonds will produce more gold than the issue of February, for the reason that there is at the present moment no demand for gold for export, and the general financial outlook is not such as to encourage the hoarding of gold in private hands.

In February last the bond issue realized only \$38,000,000 of gold, the balance of the bonds being practically paid for in paper—that is to say, the necessary gold was withdrawn from the sub-treasuries by the presentation of paper for redemption, the gold thus withdrawn being used to purchase bonds. It is believed that in taking the new issue little or no gold will be withdrawn from the sub-treasuries, so that the Government will realize practically the full value of the bonds in the precious metal which is so much needed to place the treasury on a thoroughly sound footing.

MAINTAIN YOUR MANHOOD.

When the Central Labor Union admitted the members of the Liquor Dealers' Protective Association, thus placing clerks, mechanics and artisans on a level with saloon keepers and bartenders, THE TRADESMAN stated that such action was entirely in keeping with the inconsistent course of the Central Labor Union, as no possible reasoning could place dispensers of rum in the category of workmen. Recent events, however, disclose the fact that the liquor men had a sinister purpose in seeking affiliation with the ranks of unionism and that, in pursuance of that purpose, they have designs on the

bakers, butchers and grocers of the city, all of whom they propose to force into obedience through the mediumship of the boycott. When the liquor dealers have had a little more experience with the boycott they will realize, as the trades unionists do now, that the boycott is a boomerang which builds up instead of destroys, for the reason that the patriotic portion of the American people invariably rush to the support of any man or institution which has been attacked by such un-American methods. THE TRADESMAN'S advice to the bakers, butchers and grocers is to stand aloof from the organization of the liquor men, as they can better afford to lose a little trade than submit their necks to a yoke at the expense of their manhood and personal independence.

Imitation is the sincerest form of flattery. It takes brains to create, but requires very little ability to imitate. The people are quick to note the difference, however, and govern themselves accordingly in dispensing their patronage.

The Grain Market.

We can report an advance in wheat of 2c per bu. during the past week. Receipts at winter wheat points have been some better than the previous week, while receipts in the Northwest have been considerable less, which, of course, caused the strength. Another cause of strength was the report that 200,000 bushels were worked for exports at different points. Farmers seem free sellers at about 50c, except in the immediate vicinity, and I am inclined to the belief that farmers have not the amount of wheat which they are credited with. While there seems nothing in the immediate future to advance prices very much, it is the unexpected which generally happens and higher prices may shortly rule.

Corn remains about the same. The expectation of new corn movement in the near future keeps it down; otherwise, there would be an advance.

Oats are kept up by the oatmeal syndicate. It is claimed they took 2,000,000 bushels for May delivery; otherwise there would be quite a slump in them.

Receipts of wheat during the week were 41 cars; corn, 10 cars; oats, 2 cars, which is less than the usual amount.

C. G. A. VOIGT.

At a special meeting of the directors of the Saginaw Valley & Marine Insurance Co., held at Saginaw last Friday, a resolution was adopted authorizing the increase of the capital stock from \$100,000 to \$200,000 in order to enable it to do business in other states where its present capital is too small to comply with the law. The company's business was shown to be very prosperous and a 10 per cent. dividend was declared payable Jan. 1. About 90 per cent. of the new stock has already been taken by the present stockholders.

The Retail Grocers' Association of Cincinnati has voted unanimously to request manufacturers of compressed yeast catering to the trade of Cincinnati to abandon the present system of selling in bulk form, and place their goods for sale only in the tinfoil packages commonly used in other cities.

Nothing is impossible. There are ways which lead to everything, and if we had sufficient will we should always have sufficient means.

GOOD TIMES COMMERCIALY.

A great deal has been said about the revival of business, but all persons who are posted know that a revival of business must await a revival of financial confidence, and that the confidence of capitalists is a plant of slow growth.

This confidence, once established, however, is sometimes lavished on the most undeserving objects; but, having met with a rude and fatal blight, the restoration of financial confidence to a high place is slow and gradual.

A great financial panic has the effect to "knock all the stuffing" out of every pretentious scheme. Every commercial and industrial undertaking which has no solid foundation falls to pieces at the very outburst of the storm, and if the havoc could stop there, great good would result. But business is so rampified and connected that the work of destruction extends to enterprises that are legitimate in their scope of operations and would in a quiet time be able to sustain themselves, with the help they could fairly depend on; but in a stormy season everybody becomes alarmed and is afraid to extend assistance. In this way the props are knocked out from under business which is ordinarily safe, and so ruin spreads like that wrought by a tornado, until there are left standing only the commercial establishments that are storm-proof.

It is just such a financial cyclone that has swept over the country, and the time when it raged is too near for its horrors to be forgotten and the effects of its ravages to have been fully repaired. Necessarily, then, the revival of confidence has not yet made any very large advance, and, by consequence, the revival of trade is making only moderate progress; but it is progress, and it will go forward surely and steadily until good times shall be fully established.

The low prices of wheat and cotton are, of course, most unfortunate for the vast agricultural interests of the country; but they are results of excessive production at a time when a financial disturbance had greatly diminished the power of consumers to buy. Thus was the consumption of these necessities cut off to a very serious extent. When the American people are prosperous, they live well; but, under the pressure of severe financial trouble, they were compelled to stint themselves. The extent to which such enforced economy would operate in a populous country like ours may be seen in the following:

Suppose that each inhabitant in the United States should be forced by poverty to shorten his bread supply to the extent of one ounce a day, or half a pound a week. That would amount for the whole population to a decrease of consumption of 35,000,000 pounds of bread a week, or 140,000,000 pounds a month. This would be just one item in which the consumption of wheat would be shortened; but there are many other ways, one of which is the use of starch, and another is the consumption of paste, both of which would be materially decreased in a bad time.

In the consumption of cotton the effect of the hard times is as plainly seen. If each of the 70,000,000 people of the United States should be forced to economize, on account of the hard times, to the extent of one cotton garment a year, and each garment should require three yards of cotton goods, there would be a de-

crease in cotton fabrics used to the extent of 210,000,000 yards. The enforced economy has been much larger than is assumed in the figures presented, and it is plain that, if times had been good in the United States in the past two years, the large crops of wheat and cotton would not have kept down prices as they did. They would have been more nearly used up than they are.

It is evident from any careful consideration of the facts that the country has suffered vastly more from the bursting of the enormous speculative bubbles of 1893 than it has from excessive crops of wheat and cotton, or from any other cause. The speculation was the invariable result of a number of years of business peace, and, by consequence, of an excess of confidence on the part of financiers and capitalists. The business world always desires to see a period of active trading. Speculation is what is desired, and that is what is meant when good times are talked about.

Unless speculation increases the real productive wealth of the country it does no good. The blowing-up of empty bubbles may make a show of business, but it accomplishes nothing; but if it employs men in producing articles which are useful, and which find a place in the economy of life, then such speculation is good. There is no wealth which is not the product of human labor, of muscular exertion, or of brainwork, or of both. Anything of value which is thus produced is a contribution to the general stock of wealth, and if it be accomplished and stimulated by speculative operations, then such trading is wise and beneficent. That is the test of good times. Any trading which has for its only result the transfer of wealth from those who earned it to a lot of shrewd, unprincipled sharpers is swindling, pure and simple. Good times must benefit the majority. If this be not the result, the times are not good.

WHEREIN LIES THE DIFFERENCE?

Why should not the Government stop train-robbing?

When a lot of railroad hands go on a strike and obstruct interstate commerce, all the machinery of the United States courts is set in motion to prevent stoppage of interstate trade and travel, and to bring the obstructers to punishment. More than this, if the railway strikers should proceed to violence, the military power of the Government is put in requisition, the troops are sent out, and the obstructers are promptly shot down. Everybody applauds, and the Government is declared to have done its duty.

But when a gang of armed men stop a railway train carrying interstate commerce, and, after shooting a few of the railway people and blowing open the cars with dynamite, proceed to plunder the mails and express, it is immediately declared that the Government has nothing to do with that; it is simply a matter for the railway and express companies.

It is extremely difficult for plain people to see why the Government is bound to shoot down riotous strikers; and not robbers, and they are beginning to demand that the Government, in asserting its right to protect interstate commerce, shall protect it against train-robbers as well as against railway strikers. The demand should be pressed. Highwaymen are entitled to no more consideration than is given to anarchistic workmen.

Fall '94

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

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

P. Steketee & Sons,
Grand Rapids, Mich.

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.

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.

Speculation and Financial Panics.
The first historic financial panic in this country was that of 1837.

Figures have been given to show that these financial and industrial convulsions occur with a sort of regularity every ten years. They are set down for the years 1837, 1847, 1857, 1867. Then appears a break in the series until 1873, when the trouble was widespread and deep-seated. After that, in ten-year periods, came the panics of 1883 and 1893.

Some fanciful people have tried to connect financial troubles with the sun spots, but such a theory cannot be entertained by political economists. They must seek for the causes in the physical conditions upon which the crops of food products and other necessaries depend, and in the political situations which influence to a great degree the course of trade.

Financial panics are not confined to any one nation, as was formerly the case; but any great commercial and industrial distress in one country is felt in all those which have intimate business relations with the sufferers. Any conditions which produce speculation in business and cause a general inflation in trading are sure to result in a panic if the speculation be carried to excess.

It has been said that financial panics are always preceded by good times. This is not necessarily so, unless active speculation may be considered good times. This speculation is often based on something which is wholly unreliable and unreal. Some of the most excessive speculation the world has ever seen was a mere gigantic bubble, without any solid foundation. The John Law Mississippi scheme, and the Earl of Oxford's South Sea bubble, both in the earlier part of the eighteenth century, not to speak of the Dutch tulipomania of a century earlier, may be cited.

All that is necessary to get up a fever of speculation is to gain public confidence in some scheme, which may have no solid foundation in legitimate business, but which people are attracted to, and it is done. Whether it is to develop mines where there is no valuable mineral wealth, or to build a great city at a place where there is no need for one,

makes no difference. Once get public attention aroused, and men seem to lose all sense and judgment and to plunge headlong into a sea of wild and extravagant trading. Such speculations in our own times were the building of great smelting furnaces in regions where there were neither coal nor ore, the construction of railroads across wastes and deserts, and other like projects.

Once started, these bubbles go on expanding until finally it becomes impossible to keep up the delusion, and then it bursts, to the astonishment of everybody. If the capitalists of the country would discountenance all wild and extravagant trading, they could put a wholesome check upon it; but they do not, because, in all probability, they are making money out of the mad rush for wealth on the part of misguided people.

The reason that these speculative crazes come about once in ten years is that it takes about that length of time for men to recover the confidence that was lost in the panic. Of course, much in trade depends on confidence. Just as soon as capitalists are willing to put

out their money freely, speculation springs up. The crash of 1893 was the collapse of the flush times that had preceded the bursting of the bubble. A partisan Republican will attribute the panic to the ascendancy of the Democratic party, while a Democratic partisan will be equally positive that it was due to an era of extravagance on the part of the Republican party. Leaving partisanship aside, however, I honestly believe that these financial revolutions will occur anyway, under any political system.

A profligate and spendthrift governmental financial policy, of course, stimulates to speculation; but that is not the only cause of it. The desire of men to become rapidly rich is the real cause, and a fever of speculation is always ready to break out just as soon as conditions will permit. These conditions are chiefly that the last panic shall be far enough in the past to have been in a measure forgotten. Men who gamble are always ready to play. If they have no money, they are condemned to abstain from their favorite pursuit; but just as soon as supplies are replenished the game begins again.

FRANK STOWELL.

Mines of Soap.

Few people know that soap is found in natural mines in California. These mines are on the shores of Owen's lake, and are accounted for by a scientist who has recently investigated them, as follows: The water of the lake is strongly impregnated with borax and soda. In the water a curious species of grub bred by millions. These grubs go through their various transformations and finally emerge as short-winged, heavy-bodied flies, very fat and oily. They live but a few days, dying and falling into the lake in such numbers as to be frequently washed ashore in layers more than a foot thick. The oily substance of the dead flies blends with the alkali of the borax and soda, and the result is a layer of pure soap, corresponding in thickness to the drift strata of the dead flies, a foot deep of the flies making a layer of soap nearly an inch thick. These strata, repeated year after year, have formed the celebrated "soap banks of Owen's lake," where a large force of men have been constantly employed for a number of years.

"How to make home happy" is a favorite subject with writers of twaddle for women. The whole subject may be given in a few words. Let the husband stop drinking and the wife stop scolding. That's about all that is wanted.

THEY ALL SAY

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

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



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CONDENSED MILK is a staple article; sold everywhere, and as an infant food has no equal.

All reliable dealers sell it and it is a good stock for jobbers to carry. Prepared and guaranteed by the

THE NEW YORK CONDENSED MILK COMPANY

IT HAS NO EQUAL

For Quotations See Price Columns.



JOBS IN RUBBERS!

Just the thing for
- - A LEADER.

WRITE FOR NET PRICE LIST BEFORE THEY ARE ALL GONE.

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

THE SCHOOL OF EXPERIENCE.

Hard Lessons Which Must Be Learned.
Written for THE TRADESMAN.

Were it not for the school of experience we would become careless pupils, indeed, and our knowledge of the laws which govern the activities of our existence would be of small account. It was a great school in which our first parents were first placed. The playground of that school was the first, last and only earthly paradise that ever existed, and the lessons taught in that school were short and simple, and the schoolmaster was the Great Eternal Himself; yet the knowledge acquired in that school did not add to the wisdom of the progenitors of our race. They were taught simple facts pertaining to the laws of their being and the direful effects that would follow a violation of those laws; yet the teaching was in vain, simply because the great truths taught were not demonstrated facts in the minds of the pupils. The instruction was given, but it made them none the wiser; the lessons were taught, but they were not learned. Not until the briny drops of sweat were wrung from the heated brows of our first parents by the dictates of stern necessity, and the withering sting of decay and death was felt in their souls, did these instructions crystallize into genuine knowledge.

Thus it has always been, and thus, doubtless, it will always be. To be instructed is one thing, to acquire knowledge in a sense of *knowing* is quite another thing. We are entertained in the lecture room, but we *learn* in the school of experience. We reverence the preacher, admire the moralizer and respect the exhorter; but when we hear the admonitions of necessity in the school of experience, *we obey*. Then it is we work out the problems of life and convert what erstwhile had impressed us as mere speculative theories into axiomatic truths. Knowledge acquired in this way makes us wiser; but the lessons are hard and the taskmaster shows no mercy.

How many of us are taking lessons in business and domestic economy in this school of experience at the present time? The great army of young business men who hold down clerical positions at the present time, and that other great army of young business men who have lost their hold during the past eighteen months, made their *debut* into the business world since the panic of 1873; therefore, they are taking lessons in the school of experience, for the first time, on the value of competency, the dangers which lie in the wake of indifference and questionable habits, and the bitter fruits of improvidence and foolish extravagance.

And then there is a great multitude of older business men who are floundering in the valley of humiliation to-day because they forgot the lessons learned in the school of experience in times past and gone. It serves them right; they ought to have known better. The seed of wisdom was good and it sprouted; but it fell on rocky soil and the birds of returning prosperity soon plucked it out by the roots. These forgetful ones must learn the lesson of business economy over again.

Were it not for protracted depressions like the present, the science of domestic economy would never command so much as a passing thought from the masses generally. When wages are high and

constant and profits plentiful, the American ear is deaf to all economic expostulations and remonstrances. To curtail living expenses or forego current amusements for the sake of laying up something for a possible time of need is anti-American. It savors too much of old world conditions where times of need are of common occurrence; but in this America of ours, where fortunes are made in a day; where a railroad map issued to-day will be incomplete to-morrow; where the boundless prairies beckon the home-seeker to come and possess without money and without price; where the manufacturer's market is constantly expanding; where the merchant's source of trade enlarges and his customers become more numerous as the general development progresses, and where the income of the wage-earner is more princely in proportion than in any other land—the man who discovers that he cannot keep his cake by eating it, and makes practical use of the knowledge thus acquired would be voted out of the ring as a sort of a two-for-a-nickel nonentity. While the sun of prosperity is shining we do not need the hay of laid-up earnings, and so we bask in the sunshine and make no hay. We become so dazzled with the brilliancy of its rays that, somehow, we get the notion into our heads that because the sun *does* shine it always *will* shine. But the sun did go down about a year and a half ago, and the most of us have been running around ever since trying to borrow a little *hay* of our neighbors to help us out.

How short-sighted we were. Experience has taught us this and we shall never forget it. We are not building railroads now; we are appointing receivers, instead, to wind up the affairs of companies operating many of those we already have. We have no more virgin boundless prairies beckoning for the home-seeker; they have been measured and parcelled out, and their virginity, together with Uncle Sam's right of disposition, has been lost forever. The manufacturer's market has reached its limit of expansion, and the merchant's source of trade has been reduced in value and his customers have been reduced in number by increased competition. Wages, which were high and supposedly constant, have either been cut in two or stopped altogether, and profits have disappeared. We have ceased to be a nation of easy money makers and liberal money spenders. The question of the hour with unskilled labor is, how the old proverbial wolf is to be kept from the kitchen door, while the people generally are very much exercised in devising ways and means to make both ends meet. No one pretends to be making any money.

Now, what are we doing? Will the past seventy-seven weeks of our lives, with those yet to follow, remain a mere blank in our existence? Will this long night of depression, to the extent of its duration, virtually shorten our lives by reason of its neutralizing effect on our efforts to make money? If to live is to make money then this portion of our lives will, indeed, remain a blank; but life is encumbered with other duties. We must not only labor to obtain wealth; for by so doing we may miss the means of obtaining a common livelihood. If wealth be our only aim there is no risk we will not incur in our efforts to reach the coveted goal, not even excepting that of having our families stranded on the shifting

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ESTABLISHED 1863



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,
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JUICY FLORIDA ORANGES

Get our prices when you want the Best Fruit.

"Stag" Brand is a Favorite.

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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.

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.



COUPON BOOKS

IF YOU BUY OF HEADQUARTERS, YOU ARE CUSTOMERS OF THE TRADESMAN COMPANY.

sands of penury and want. Who among the numerous readers of THE TRADESMAN does not know of families who have been thus stranded on account of hazardous undertakings? These unlucky ones would not now be taking such bitter lessons in the school of experience if they had known that acquisition of wealth is not the first, last and only duty of life. They would have known that a substantial provision to meet the demands of a common livelihood during such times as we are at present experiencing was a greater duty than the acquisition of wealth at any hazard. Being impressed with this first and foremost duty, the wage-earner and the profit winner would not lay all on the altar of pleasure, or part with the uttermost farthing of accumulated earnings to gratify appetites and desires which are wholly fictitious and which can never be appeased or satisfied. Imaginary wants are the "will o' the wisps" of good times. They are entirely harmless if we understand their nature and leave them severely alone; but if we mistake their true significance and run after them, we will waste our substance in the chase and never succeed in grasping the phantom. When times are good we close our ears to every warning note and keep up the chase, never dreaming of a possible obstruction in the way. "The more we have the more we want" is a true saying and one especially applicable to this country. The money winner wanted his first thousand, but he wants his fiftieth thousand with a degree of feeling fifty times more intense than the first; or, in other words, after acquiring fifty thousand, he feels the want of an additional fifty tully as much as he felt the want of the first thousand. In the pursuit of pleasure, in personal adornment, and in the equipment of our homes, the same tendency is observed. Our desires in these matters increase in the same ratio that the means of gratification increase. The gratification of a present desire breeds two new ones; and so it is that in times of prosperity American genius is taxed to the utmost in devising ways and means to meet this ever-increasing and never-to-be-satisfied demand for something new.

This American tendency to prodigality has received a check. The experience is new to the present active generation of business men. The people generally are taking lessons in the school of experience. It is not of their own choosing; if it were, the lessons would never be learned and the people would not be made wiser. When the task is ended the people will not be richer, but they will be wiser.

E. A. OWEN.

Faithful to Death.

Eddie Martin, of Crittenden county, Ky., gave up his life the other day rather than betray a friend. A mob of some fifty men were looking for Bill Goode, a troublesome citizen of the county, for the purpose of getting him out of the way, and they called up Martin in the night, knowing him to be a friend of Goode's. The mob told Martin that they were come to hang him, but that they would let him off if he would tell them what he knew about Goode, and disclose his whereabouts. Martin replied: "If those are the only terms, gentlemen, let the hanging proceed. Bill Goode has been my friend, and I will shield him." The mob took him at his word, and presently his lifeless body was swinging to the branch of a tree, a sacrifice to friendship.

Use Tradesman Coupon Books.

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The Largest Manufacturers of
COCOA and CHOCOLATE

IN THIS COUNTRY, have received from the Judges of the

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The Highest Awards (Medals and Diplomas)

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

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

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COUGH DROPS

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

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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.

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The Leading Nickle Cigar Made in this Market.

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

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

Sold at \$35 per 1,000

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Straw Board, Building Papers, Carpet Linings, Asbestos Sheathing, Asphalt Ready Roofing, Roofing and Paving Pitch, Car, Bridge and Roof Paints, Oils.

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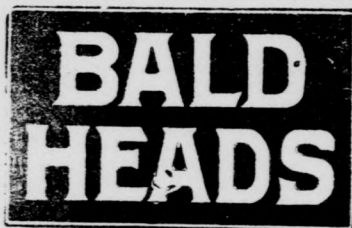
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Grand Rapids, Mich



NO CURE, NO MUSTACHE, NO PAY. DANDRUFF CURED.

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

PROF. G. BIRKHOFF, 200 E. Michigan St., Detroit, Mich.

MICHIGAN CENTRAL
"The Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.
10 20 p.m. Detroit Express 7 00 a.m.
5 30 a.m. Atlantic and Pacific 1 20 p.m.
1 30 p.m. New York Express 6 00 p.m.
*Daily. All others daily, except Sunday.
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.
Parlor cars leave for Detroit at 7:00 a.m.; returning, leave Detroit 4:35 p.m., arriving at Grand Rapids 10:20 p.m.
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division.)
A. ALMQUIST, Ticket Agent, Union Passenger Station.

CHICAGO

Sept. 23, 1894.

AND WEST MICHIGAN R.Y.

GOING TO CHICAGO.
Lv. G'd Rapids..... 7:25am 1:30pm *11:30pm
Ar. Chicago..... 1:25pm 6:30pm *6:45am
RETURNING FROM CHICAGO.
Lv. Chicago..... 8:15am 3:00pm *11:45am
Ar. G'd Rapids..... 3:05pm 10:25pm *6:25am

TO AND FROM MUSKEGON.
Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm
Ar. Grand Rk. 9:15am 3:05pm

TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.
Lv. Grand Rapids..... 7:30am 3:15pm
Ar. Manistee..... 12:20pm 8:15pm
Ar. Traverse City..... 1:00pm 8:00pm
Ar. Charlevoix..... 3:15pm 11:10pm
Ar. Petoskey..... 3:5pm 11:40pm

Trains arrive from north at 1:00 pm and *10:00 pm.
PARLOR AND SLEEPING CARS.
Parlor cars leave for Chicago 1:25pm. For north 3:15pm. Arrives from Chicago 10:25pm. From north 1pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25.
*Every day. Others week days only

DETROIT

Sept. 23, 1894

LANSING & NORTHERN R. R.

GOING TO DETROIT.
Lv. Grand Rapids..... 7:00am 1:20pm 5:55pm
Ar. Detroit..... 11:40am 5:30pm 10:40pm

RETURNING FROM DETROIT.
Lv. Detroit..... 7:40am 1:11pm 6:00pm
Ar. Grand Rapids..... 12:40pm 5:15pm 10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.
Lv. G.R 7:40am 4:45pm Ar. G.R 12:35pm 10:55pm

TO AND FROM LOWELL.
Lv. Grand Rapids..... 7:00am 1:20pm 5:55pm
Ar. from Lowell..... 12:40pm 5:15pm

THROUGH CAR SERVICE.
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.
Trains week days only.
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DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD			
Trains Leave	No. 14	No. 16	No. 18
G'd Rapids, Lv.	6:45am	10:20am	3:25pm
Ionia, Ar.	7:40am	11:25am	4:27pm
St. Johns, Ar.	8:25am	12:17pm	5:20pm
Owosso, Ar.	9:00am	1:20pm	6:05pm
E. Saginaw, Ar.	10:50am	3:45pm	8:00pm
Bay City, Ar.	11:32am	4:35pm	8:37pm
Flint, Ar.	10:05am	3:45pm	7:55pm
Pt. Huron, Ar.	12:05pm	5:50pm	8:50pm
Pontiac, Ar.	10:53am	3:05pm	8:25pm
Detroit, Ar.	11:50am	4:05pm	9:25pm

WESTWARD.
For Grand Haven and Intermediate Points *7:00 a. m.
For Grand Haven and Muskegon *1:00 p. m.
" " " " " " Mil. and Chi. *4:55 p. m.
*Daily except Sunday. *Daily.
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 4:35 p. m.
Trains arrive from the west, 10:10 a. m. 3:15 p.m. and 9:10 p.m.
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Buffet car. No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.
JAS. CAMPBELL, City Ticket Agent.

Grand Rapids & Indiana

TRAINS GOING NORTH Leave going North
For Traverse City, Petoskey and Saginaw..... 7:40 a. m.
For Traverse City..... 8:15 p. m.
For Saginaw..... 5:00 p. m.
For Petoskey and Mackinaw..... 10:35 p. m.

TRAINS GOING SOUTH Leave going South.
For Cincinnati..... 6:50 a. m.
For Kalamazoo and Chicago..... 3:15 p. m.
For Fort Wayne and the East..... 3:15 p. m.
For Cincinnati..... 5:40 p. m.
For Kalamazoo and Chicago..... 11:40 p. m.

Chicago via G. R. & I. R. R.
Lv Grand Rapids..... 6:50 a.m. 3:15 p.m.
Arr Chicago..... 3:00 p.m. 9:40 p.m.
2:15 p. m train has through Wagner Buffet Parlor Car and coach.
11:40 p.m train daily, through Wagner Sleeping Car and Coach.
Lv Chicago..... 3:30 p.m. 11:30 p.m.
Ar Grand Rapids..... 9:15 p.m. 7:30 a.m.
3:30 p.m. has through Wagner Buffet Parlor Car.
11:30 p.m train daily, through Wagner Sleeping Car.
Muskegon, Grand Rapids & Indiana.
For Muskegon—Leave. From Muskegon—Arrive
7 25 a.m. 8 25 a.m.
1 00 p.m. 1 55 p.m.
5 40 p.m. 5 20 p.m.
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TRADESMAN CO., Grand Rapids, Mich.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Elk's Hall, Monday evening, Nov. 19, President White presided.

A. Brink, chairman of the Committee on Oil, reported that a careful investigation of the matter led him to believe that the charge of peddling lodged against S. S. & T. could not be sustained, as the title to the peddling wagons formerly used by S. S. & T. had passed to a man named Cummings, although he had secured S. S. & T. to the amount of his indebtedness.

It was stated that the Independent Oil Co. was a creature of the Standard Oil Co., and the Secretary was instructed to pursue the investigation in this direction and report progress at the next meeting.

J. Geo. Lehman expressed the opinion that the oil trade was "busted," so far as the grocers were concerned, and that the latter might as well have a little fun over the matter.

Mr. Brink stated that S. S. & T. stood ready to discontinue the sale of oil to peddlers whenever the Standard Oil Co. would do the same.

The low prices made on flour by several grocers was discussed at some length, culminating in the adoption of a resolution instructing the Secretary to communicate with the city millers, enquiring if they would be willing to adopt the rebate plan in the sale of flour; and, if so, what discount in the shape of a margin they would be willing to allow the trade.

The question of a permanent market site was then discussed at some length. J. Geo. Lehman favored the over-the-river-site, on the ground that it would be a connecting link between the East and West sides. Julius J. Wagner commended the proposed site between Bartlett street and Wealthy avenue, 300x660 feet in size, which can be purchased for \$70,000. Ed. Winchester suggested the purchase of a couple of blocks between Canal and Kent streets, north of Newberry street. The main advantage of the latter site is that it is not near enough to a street car line to be hampered thereby. The subject was then laid on the table for future discussion, and the meeting adjourned.

The Stove Dealer's Lament.

From the New York Sun.

"We are expected to prevaricate some," said the retail stove dealer. "It is absolutely necessary if a man would succeed. If you don't you lose your trade. Now, this is the worst time of the year for us. It's all on account of the weather. If there is one cold day we are suddenly invaded by an army of women all wanting their stoves repaired. Some want new brick, others want to swap an old stove for a new one, while many want grates of all descriptions. We don't keep such things in stock, and if they are not ready when you promised them (and they are not) there is trouble. You don't want to lose their trade, so you tell them you had to order the bricks from Pennsylvania, or that they are all out of that kind of grate at the factory.

"The women ask hundreds of foolish questions: 'Why does the smoke come out of the doors? What's the best kind of coal to use in that stove? Will that stove bake bread on the bottom?' and things like that. Most of these people have not used their stoves all through the summer. They have been using gas stoves. Their stoves get clogged up with soot. The grate cracks and the brick falls out. It keeps me in hot water at the beginning of every fall and it takes me the rest of the season trying to square myself with my conscience."

Last year 6 090 000,000 glasses of whisky were consumed in the United States, which, at ten cents a glass, amounts to \$609,000,000, and averages 100 drinks a year apiece for every man, woman and child in the United States. But there are some people who get a good deal more than their share.

It would not be quite accurate to say that the besetting weakness of the American people is that they are too much devoted to money making, but such a statement would not be far from the truth.

WILLIAM CONNOR

Will be at Sweet's Hotel, Grand Rapids, on Friday, Nov. 23, and again on Friday, Nov. 30, for the last time with his fall and winter samples, among which may be named a nice selection of Paddocks and Kerseys and Melton Overcoats, from 45 to 52 inches long—ulsters, single and double breasted suits, etc.

PROVISIONS.

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 75
Short cut	11 25
Extra clear pig, short cut	14 50
Extra clear, heavy	
Clear, fat back	13 75
Boston clear, short cut	14 00
Clear back, short cut	11 25
Standard clear, short cut, best	
SAUSAGE.	
Pork, links	7
Bologna	5
Liver	6
Tongue	8 1/2
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	8 1/2
Granger	8
Family	5 1/2
Compound	5 1/2
Cottolene	7 1/2
Cotosuet	6 1/2
BEEF IN BARRELS.	
Extra Mess, warranted 30 lbs.	7 50
Extra Mess, Chicago packing	7 75
Boneless, rump butts	10 00
SMOKED MEATS—CANNED OR PLAIN.	
Hams, average 30 lbs.	9 1/2
" " 18 lbs.	9 1/2
" " 12 to 14 lbs.	10
" picnic	7 1/2
" best boneless	8 1/2
Shoulders	6 1/2
Breakfast Bacon boneless	9 1/2
Dried beef, ham prices	10 1/2 @ 11
DRY SALT MEATS.	
Long Clears, heavy	
Briskets, medium	7 1/2
light	
Butts	
D S Bellies	
Fat Backs	
PICKLED PIGS' FEET.	
Half barrels	3 25
Quarter barrels	1 75
Kits	90
TRIPE.	
Kits, honeycomb	75
Kits, premium	85

Attend the Grand Rapids Business College

for a Business or a Shorthand and Typewriting Education. Its GRADUATES are always in demand. For Catalogue address A. S. PARISH, Grand Rapids, Mich.

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.

HERCULES POWDER



SEND FOR DESCRIPTIVE PAMPHLET.



STRONGEST AND SAFEST EXPLOSIVE KNOWN TO THE ARTS.

POWDER, FUSE, CAPS,

Electric Mining Goods,

AND ALL TOOLS FOR STUMP BLASTING.

FOR SALE BY THE

HERCULES POWDER COMPANY, Cuyahoga Building, CLEVELAND, OHIO.

For Sale By

EOSTER, STEVENS & CO.,

JOBGING AGENTS,

GRAND RAPIDS, MICH.

From A New York Standpoint.

Note what a leading grocer of the Empire State thinks of Genuine Cleaned Greek Currants:

CHARLES H. ROSS, GROCER.

GOODS DELIVERED PROMPTLY.

ALBION, N. Y., Nov. 9 1894

Grand Rapids Fruit Cleaning Co.
Grand Rapids Mich.
Dear Sirs:
Have you now, the new Genuine Greek Currants with pits? If so, please send price list of currants and Raisins. I have had on our two boxes of your cleaned currants and like them better than any I can buy from wholesale grocers in this part of the state. I would like to order your goods right along now, will pay cash for them, so please quote me your lowest price, also, will not let me sell some of your goods to other merchants in this section. Please let me hear from you as soon as possible.

Very truly
C. H. Ross

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

For Quotations see Price Current.

Badges

For

SOCIETIES, CLUBS, CONVENTIONS, DELEGATES, COMMITTEES.

TRADESMAN COMPANY.

Drugs & Medicines.

State Board of Pharmacy.

One Year—Ottmar Eberbach, A in Arbor.
Two Years—George Gundrum, Ionia.
Three Years—C. A. Ringbee, Charlevoix.
Four Years—S. E. Parkhill, Owosso.
Five Years—F. W. R. Perry, Detroit.
President—Fred'k W R Perry, Detroit.
Secretary—Stanley E Parkhill, Owosso.
Treasurer—Geo Gundrum, Ionia.
Coming Meetings—Grand Rapids, Jan 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. Thomson, Detroit.

Grand Rapids Pharmaceutical Society

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

Antiquity of Counter-Prescribing.

That counter-prescribing is not a phenomenon sensational in its novelty, those who read medical journals must be only too well aware. It is a hackneyed and thread-bare subject, from which the druggist may well pray to be delivered; but few realize the antiquated character of the "chestnut." In re-perusing but recently a poem on which our eyes have not rested for many a year—Pope's Essay on Criticism—we were struck with the keen observation of the gifted hunchback:

"So modern apothecaries taught the art
By doctor's bills to play the doctor's part,
Fold in the practice of mistaken rules,
Prescribe apply and call their masters fools."

In those days the offending apothecary seems to have added insult to injury—to have levied on the doctor's patronage while depreciating his skill. In our time there may be a few counter-prescribers who think they "know it all," who make odious comparisons, and criticize freely the capacity of various medical men; but our prescribing druggists have learned a lesson in decency, if not in policy—at all events they are not wont to "call their masters fools."

Thus we find in full blast one hundred eighty years ago* an abuse which still clamors for a remedy. Will the remedy be forthcoming a hundred years hence? Or is counter-prescribing, like poverty, to be always with us?

One thing is certain, and the medical profession must recognize it sooner or later, viz: that in a vast number of cases it is absurd to hold the pharmacist accountable for counter-prescribing. Nothing short of wild horses will drag the average layman to a doctor when he wants a corn-cure, a liniment for a bruise, a piece of court-plaster, a dose of Hunyadi, or his grandmother's prescription for a cold. In cases of emergency, too, the pharmacist has a perfect right to render what service he can within bounds of reason. To suppress counter-prescribing, zealous missionary work must be done with the public. To bowl at the druggist will no more prove effective, in a large category of cases, than to seek the suppression of speculation by closing the boards of trade; the proposed remedy is inadequate. Bring all the pressure in the world to bear on the druggist—with entire success, we will say. Let us suppose all counter-prescribing in the pharmacy effectively suppressed. Who will be the gainer? The physician? By no means. The incorrigible public will simply seek other oracles for its minor

* During the seventeenth century, however, there arose a warm contest between the physicians and the apothecaries—the former accusing the latter of usurping their province and the latter continuing and justifying the usurpation until the dispute was finally set at rest by a judgment of the House of Lords in 1703, when it was decided that the duty of the apothecary consisted not only in compounding and dispensing, but also in directing and ordering the remedies employed in the treatment of disease.—Encyclopaedia Britannica. Pope's Essay on Criticism was written in 1711.

ills—the clergyman and the amateur prescribing crank who is never so radiant as when permitted to dose a confiding brother.

The persistence of the abuse—and that counter-prescribing is abused, we admit—should admonish the would-be reformers of its deep-seated character and the folly of applying superficial remedies. Counter-prescribing, in plain English, is the result of a genuine, widespread demand begotten by the penuriousness or stupidity of those who decline to consult the doctor. These people will not, and cannot be made to, pay the fee.

Let us by all means argue with the druggist and show him that by aggressive counter-prescribing he is working mischief to his customers and is at the same time estranging the physician. Let us try to hold the practice within bounds. But let us also recognize that the druggist is its creature, not its creator, and that under any conceivable circumstances the medical profession must suffer from amateur prescribing until human nature is very radically transformed.

Standard of Education for Apprentices

At the last meeting of the Michigan Pharmaceutical Association considerable discussion centered about the proposition that a preliminary examination in the general branches of education be imposed on each applicant for a pharmacist's or assistant's certificate before permitting him to undergo the usual technical or scientific examination; that a grammar-school education or its equivalent be demanded of each applicant at the outset. The idea is to raise the standard of general education and intelligence among those licensed to practice pharmacy, and to weed out at once the illiterate who cannot spell correctly or write decently. Those who pass triumphant through this first sifting may then essay the examination in purely technical subjects. Indirectly, such a course would raise the standard of general education among the apprentices admitted to the pharmacy. The idea is accordingly a sound one; and if its execution be only enforced, good cannot fail to result. A system of examination which shall serve as a species of educational fishing-net, retaining the fit and rejecting the fry, will do much to put an end to an evil which is injuring American pharmacy more than any other. The child is father of the man; the apprentice is parent of the pharmacist. And what sort of offspring can be expected from the raw, illiterate, untrained, callow beings—the bottle washers, errand boys, druggists' "devils"—whence in days gone by pharmacy has drafted its recruits? Is it from these hewers of wood and drawers of water that we are to get material for the combination of professional skill, alert intelligence and business enterprise which ought to characterize the modern druggist? Looking squarely at the conditions of apprenticeship as they formerly prevailed, and yet prevail with melancholy frequency, a candid man must wonder how pharmacy has fared so well—how it has escaped the general deterioration which a pharmaceutical croaker might have reasonably expected. Considering the number of able, bright men developed from this chaos, we actually have reason to be thankful. It is high tribute to the native talent and energy of the untutored American lad.

But the time is now ripe for drafting the pharmaceutical candidate from a

more elite corps. And the least requirement that can be made is the possession of a grammar-school education or its equivalent. For our own part, indeed, we heartily favor even a higher standard, but we realize that reforms of this sort must creep before they walk. We ally ourselves with any movement, slow or speedy, bold or tentative, so long as the right direction is indicated. But we feel satisfied that the measure proposed should it meet with the favor of the Michigan Board and be embodied in a practical method, is but an earnest of further progress; and much will be left to desire until the dawning of the day when a high-school education or its equivalent shall be demanded of every young man who presumes to ask a certificate as registered pharmacist or assistant pharmacist.

The Microscope in the Pharmacy.

Were this subject far more familiar than it really is, we should yet venture to exhort every pharmacist to buy or borrow a microscope, to learn how to adjust the delicate and wonderful instrument, and then to pariake frequently of the feast which it offers eye and brain. What a wonderful world opens to him who has this key to the storehouse of Nature's tiny treasures! What a wealth of pictures—of curious outlines, of peculiar forms and colors—in these minute particles! When our amateur tires of Nature's canvases he beholds in a drop of ditchwater such a menagerie as Barnum never dreamed of; every particle of liquid teems with life, and the ceaseless, silent, grim struggle for existence which dominates all nature is seen with such vividness that only the wearied eye recalls the flight of time.

The use of the microscope has so many attractive features that its study is not labor, but a never-ceasing pleasure. Aside, too, from its employment as a means of entertainment, the pharmacist may use the instrument with great profit in his profession. One of its most practical applications is the microscopical examination of drugs. No surer or quicker method for detecting adulteration is to be found; every leaf, bark and fiber bears its peculiar "trademark," and the microscope reveals it plainly to the initiated. The examination of chemicals, tablets, pills, precipitates in fluid products, the identification of crystals—all present so many practical and profitable fields for study.

Aside from these uses of the microscope, it may be made to serve as an independent source of income for the druggist who has a little ingenuity, a little education outside of drugs, and a large amount of application. Frequently the physician desires to have a microscopical examination of urine, which he takes to someone known to have experience in the use of the microscope. Or it may be water, milk, beer, canned meats or other articles of foods, which have aroused suspicion.

A further enumeration would make this article too long. We content ourselves with cautioning the would-be microscopist that the skill necessary to examine urine, food, etc., cannot be acquired in a week or a month; but anyone of good education and perseverance can gain it in time, and the work can be diversified by much scientific play.

Of course, a preliminary course in microscopy during college days will be

of immense service in this as in all branches of scientific work. The cost of the outfit need not be heavy; for the kind of work described, the ordinary student's microscope with half and three-quarter inch objectives would be amply sufficient. The accessories, consisting of a microtome, or even a razor, and a few glass slides and covers, would add very little to the expense.

Isn't Afraid of the Dreaded Invasion of His Business.

A New York grocer, who is evidently not in sympathy with the policy of the Retail Grocers' Association in its fight on the department stores of Gotham, writes the following pungent letter to the New York Sun: The members of the Retail Grocers' Association are proving that they are possessed of very poor business capabilities.

If the dry goods houses feel like going into the grocery business, all the opposition, threatening, and baby talk of the Association won't stop them. Of the two it will help them, as it is a first-class advertisement for the dry goods men.

Now, here are the facts: No dry goods house can drive a live, up-to-date grocer out of business. It is a mistake to think the dry goods houses are running grocery departments to advertise themselves. That is nonsense. Their grocery business is for making money. They may sell a few things cheap, but that will deceive no one but amateur housekeepers. Any good grocer can, on the whole, supply groceries cheaper than the dry goods men, for the simple reason that he is under less expense. Take my word for it you can get more goods and better goods for a five dollar bill from a live grocer than you can at any bargain house in this town.

What the members of the Association want to do is to take the cobwebs out of their eyes, clean their stores up and make them look attractive, print signs for their goods, abolish the credit business, and look out for themselves and not their opponents.

The dry goods men may start soap factories, packing houses, or baby farms if they wish, but they can't scare a live grocer.

Good pencil wood is becoming so scarce that Faber & Co. have begun to cultivate plantations of cedar in Germany. At the Schloss Stein there is a cedar forest which covers thirteen acres, and the head of the firm has for many years maintained nurseries and plantations of cedars on his land in Bavaria, grown from seed which he imported from Florida.

Seely's Flavoring Extracts

Every dealer should sell them.

Extra Fine quality.

Lemon, Vanilla, Assorted Flavors.

Yearly sales increased by their use.

Send trial order.



Seely's Lemon.

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

Seely's Vanilla

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

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

Correspondence Solicited

SEELY MFG. CO., Detroit, Mich.

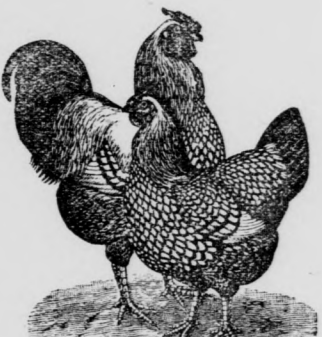
Wholesale Price Current.

Table with multiple columns listing various goods such as acids, ammonias, anilines, baccas, balmums, cortices, extractums, ferrus, floras, folias, gummis, herbas, magnesia, oleum, resin, and syrups, along with their respective prices.

HAZELTINE & PERKINS DRUG CO. VALLEY CITY POULTRY POWDER

Nothing Like it to Make Hens Lay in Winter.

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



Price 25 Cents.

HAZELTINE & PERKINS DRUG CO., Manufacturing Chemists, GRAND RAPIDS, MICH.

Should Men Want To Live a Century?

It is not usual for human beings to live 100 years, but it is still a fact occasionally met with.

Many prominent physiologists have held that human beings are entitled by the facts of their conformation to a century of life; but to secure such longevity they must so live as to husband instead of, as is too often the case, exhaust their vital powers. All sorts of sensual excesses and debauchery necessarily exercise a most injurious effect on the human constitution. Some men are old and decrepid at 40; others are vigorous and show no signs of physical failure at 60.

It is a question if a man wishes to concentrate the experience of all the possibilities of life in a few years, or prefers to distribute them through as long a period as possible. Certainly the latter course is much the wiser, since there is nothing more productive of despair, and the wretchedness that comes from it, than to realize that all power to enjoy life is gone, while other people quite as old or older are still possessed of health and vigor.

Undoubtedly, what is called fast living must be considered one of the most serious causes of bodily and mental failure. Many of the people whose breaking health is attributed to overwork are really the victims of over-indulgence. Nevertheless, excessive application to business or study is decidedly injurious to the physical and also to the mental constitution. Whatever course of life wears out the tissues of the body and overtaxes the nerves, without allowing opportunity for sufficient rest and recuperation will, if persisted in, work permanent injury to the health.

And here comes in the question of athletic exercises. They are good only to a moderate degree. All that is desired is to develop the bodily powers to a fair degree of their capabilities. But it is easy to acquire permanent injuries by excessive exercise. Moreover, all faculties, both bodily and intellectual, should be trained symmetrically. It is not for the highest good of the race that its men and women should be athletes and nothing more. A sound mind in a sound body means that the body and mind should both be worthy, the one of the other.

Probably, next to unbridled debauchery and physical violence and bodily disease, worry and anxiety exert the greatest influence in shortening human life. There are people who are oppressed with anxieties from which they cannot escape, and these break their rest and destroy all pleasing repose. Take savage people, the American Indian in his wild state, for instance. He exists in perpetual anxiety. He lives in a constant state of war. His enemies are not only desirous to rob him, and even to kill him, but they are almost always on the alert to do so. He must be always on the watch, or, if he sleeps, it is as the wild beast does, with one eye open.

But the necessary and unavoidable troubles of life are not the only causes of worry. There are people who ought to be entirely without any ordinary anxieties. They are all right in their business and social relations. They have no cause for concern about their finances. They have no formidable enemies, if, in deed, they have any; their friends are faithful, and they have enjoyed a fair measure of worldly prosperity and favor.

But they are miserable because things are as they are. Not that it would make them happy to have a change. The happiness of such people is in being miserable. They are, for the most part, reformers. They want to change all that is in the world and out of it. They want to force their opinions upon everybody, and particularly on those who are already contented and satisfied, and who do not want any change.

Thus it appears that many of the ills which contribute to wear out the human constitution must be charged to individuals themselves. But if so many people are so dethrifts as to their worldly goods, it is not strange that they should be just as prodigal in making away with their physical resources.

But the measures to be taken for preserving the health do not all turn on moral and sentimental grounds. According to the physiologists, the processes of growing old are largely assisted by the food and drink people consume. The lime and other earthy salts, which are so necessary to the young for the production and maintenance of the skeleton and bony parts of the body, become in age no longer needed in the quantities supplied, and they finally tend to stiffen the joints, clog the circulatory system and impede the action of the heart. It is proposed, then, that the aged should abstain from food rich in earthy constituents, and confine themselves to others not dangerously endowed.

Of course, the matter of diet has not escaped the attention of medical men in any age, and it has been made the subject of the most elaborate and extreme observation by some. Theorists have taught with great earnestness that man is not properly an omnivorous animal, able to eat every sort of food; and they have attempted to demonstrate that he should confine himself wholly to vegetable fare. All fish, meats, butter, milk and animal substances are forbidden by the vegetarian creed. Man is told that the olive, cotton seed and nuts will furnish all the oils and grease needed; while grain will give him muscle, sugar will furnish carbon to keep up his temperature, and fruits will refresh him. The vegetarians cannot, with any kind of consistency, forbid, in moderation, wine, beer, and spirits, since they are of vegetable origin. But the juicy steak, the delicious fish, the savory ham, and that morsel of gustatory delight, the oyster, will still exert their influence over civilized man, despite all the allegations of the vegetarians against them.

It is common for the advocates of vegetable diet to point to the horse, the ox, and the elephant as examples of the strengthening power of an exclusively vegetable fare; but man's destiny is not to be an ox or an elephant, nor even to be a giant. The world's greatest men were not marvels of bodily strength, but examples of the highest intellectual and spiritual force. In every way it is better to be a man limited to threescore years and ten than to be an elephant and live for centuries. Moreover, it is the business of men who have served their time to get out of the way and give those who come after them a chance. Every man is entitled to his opportunity. That is divine justice, and it fills every demand, so far as a beginning in life is concerned. RADIX.

Use Tradesman Coupon Books.



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 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.



THRIFT AND ECONOMY.

Economy is not parsimony, although it is often falsely so called, and by many considered disreputable. It is a most commendable virtue, and should be most sedulously cultivated. It is not always a gift, and is as often acquired as inherited. It is the result of care, thought, industry and unceasing watchfulness, and is, indeed, one of our highest duties. It is not only a "gathering up of fragments, that nothing be lost," but it is also a seeing that there are few fragments to be thus taken care of—the opposite of wastefulness and extravagance—and it is only the mentally weak who affect to despise so excellent a quality.

A thrifty, economical person can make one dollar go twice as far as a heedless, unthoughtful person will. Poverty need not go hand in hand with careless waste and shiftlessness, though it generally does. If ever thrift and good management are needed, it is where money is scarce. Never "put your best foot forward" at the expense of self-respect. It may take a great deal of courage to say, "I cannot afford it," but it is nobler far than to hide behind subterfuges, or go to unwarrantable expenses to cover up undesirable poverty, whose most galling sting is the fancied necessity of "keeping up appearances"—of sailing under false colors and aping the expenditures of more affluent neighbors. Many whose good sense in other matters is indisputable wear out body and brain in the insane struggle to keep up a style in household expenses and dress which is utterly beyond their means, and which blinds nobody to the true state of affairs; or, if it, indeed, blind a few, it is so transparent to others as to result only disastrously to themselves.

It is not the thrifty, economical class who, to-day, are paralyzing all branches of business with their insane demands upon "capital." The men and women who "gather up the fragments" are not of the howling mob who fight under the red flag and devastate and destroy legitimate avenues of labor by their brutal onslaughts upon the very hands that feed them. It is not in their homes that discontent and anarchy are bred. The power which employs idle hands finds in their ranks no material to build upon. They have no time nor inclination to "fly to the evils they know not of." With them the "gush" of the so-called "laboring man's friend" is regarded as so much "twaddle," or the wily cant of the vote-seeking politician, and, sooner or later, it proves to be the truth.

The outcome of the battle for "something for nothing" is not encouraging to the man or woman dependent upon daily toil for the bread they eat. Yet the blow will fall heaviest upon the wasteful and weak-minded. Economy and thrift will help to carry many over the chasm; but the "easy come, easy go" class will surely feel the full weight of the hard times, which their own acts have brought upon them. The thousands suffering from enforced idleness through no fault of their own must eat and wear clothes, as well as the hundreds who still have employment. Competition—for men will not willingly starve—will force wages lower and lower, while capital stands aloof, watching the unsettled condition of affairs, fearing to stretch forth its hand, lest it, too, be dragged into the maelstrom swirling at its feet.

The outlook has been dark indeed; to many it is still so, though the business sky seems brightening, and many a poor laborer who laid down his tools and regretfully walked away from his well-paid employment, through his allegiance to some union, is now gloomily contemplating the coming days, helpless to provide for the dear ones at home, and would gladly accept the position he abandoned, even with a reduction of wages.

It were well if all sought profit by the teachings of the hour. One of its greatest lessons will be the necessity for a careful expenditure and wise economy of the lessened income, which the laborer must surely share with his employer. Thrift and frugality—not higher wages and fewer hours—will alone insure to him that peace and contentment which belong by right to helpful industry and honest toil. NELLIE WATTS McVEY.

Representing
MOORE, SMITH & CO.,
Boston, Mass.

Kalamazoo, Mich.

KALAMAZOO, Mich., October, 1894.

DEAR SIRS:—It is with pleasure I inform you, that I have made a two years' engagement with the popular and old established house of Moore, Smith & Co., of Boston, Mass.

This concern has the reputation of being live, progressive dealers who carry an immense stock, and can fill all orders promptly. Moore, Smith & Co. positively buy everything they handle outside of their own manufacture for spot cash. They are therefore not afraid of competition. One of the best testimonials Moore, Smith & Co. have is the fact that it is seldom they lose a customer.

They always ship goods equal to their agent's samples, for proof of which, I can refer you to some of the best and largest dealers in the trade, who have handled their goods more than twenty years. In conclusion, I trust you will not place orders for Spring Hats or Straw Goods, before looking over our line. Thanking you for past favors and hoping for a continuance of the same, I am

Yours very truly,

Mr. Rogan will be in Michigan from Dec. 1 to Jan. 10 and will be at the following central points during December: Kalamazoo, Grand Rapids, Battle Creek, Jackson, Ann Arbor, Detroit, Port Huron, Saginaw, Flint, Lansing, Owosso. He will be pleased to pay the expenses of any dealer wishing to look over his line of goods at any of the above places. A postal addressed to M. J. Rogan, Kalamazoo, Mich., will find him at any time.

Entertaining Her Big Sister's Beau.

"My sister'll be down in a minute, and says you're to wait, if you please. And says I might stay till she came if I'd promise her never to tease, Nor speak till you spoke to me first. But that's nonsense, for how would you know What she told me to say if I didn't? Don't you really and truly think so?"

"And then you'd feel strange here alone! And you wouldn't know just where to sit; For that chair isn't strong on its legs, and we never use it a bit. We keep it to match the sofa. But Jack says it would be just like you To flop yourself right down upon it and knock out the very last screw.

"Spouse you try! I won't tell. You're afraid to—Oh, you're afraid they would think it was mean? Well, then, there's the album—that's pretty, if you're sure that your fingers are clean. For sister says sometimes I daub it, but she only says that when she's cross. There's her picture. You know it! It's like her; but she ain't as good looking, of course!"

This is ME. It's the best of 'em all. Now, tell me, you'd never have thought That once I was little as that? It's the only one that could be bought— For that was the message to pa from the photograph man where I sat— That he wouldn't print off any more till he got his money for that.

"What? Maybe you're tired of waiting? Why, often she's longer than this; There's all her back hair to do up, and all of her front curls to friz. But it's nice to be sitting here talking like grown people, just you and me; Do you think you'll be coming here often? Oh, do! But don't come like Tom Lee.

"Tom Lee? Her last beau. Why, my goodness! He used to be here day and night, Till the folks thought he'd be her husband; and Jack says that gave him a fright. You won't run away, then, as he did? for you're not a rich man, they say, Pa says you're poor as a church-mouse. Now are you? And how poor are they?"

"Ain't you glad that you met me? Well, I am; for I know now that your hair isn't red; But what there is left of it's mousey, and not what that naughty Jack said. But there, I must go. Sister's coming. But I wish I could wait, just to see If she ran up to you and kissed you in the way that she used to kiss Lee."

GOTEAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Nov. 17.—Trade in grocery jobbing circles is taking on new life every day. We see an increase in the amount of goods going out, and if no more hands are employed, the old ones are having much more to do. The feeling of confidence is growing rapidly and we find in almost every store a more cheerful feeling than we have noticed for a long time.

Considerable comment has been heard in the market regarding the action of the Retail Grocers' Association, of Brooklyn, which at a recent meeting passed resolutions, the tenor of which was that the members discriminate against the manufacturers and grocery houses which sell goods to the department stores. The retailers do not mind fair competition, and it is not that that they complain of. They object to department stores making a leader of and selling below cost certain grocery articles, in order that they may derive a large profit on articles sold in other departments. It is a question that will have to be settled before long, and, presumably, by the retailers themselves. It is claimed that many of the articles sold through the medium of these stores are adulterated. This being the case, the retailers have only to educate the public up to that fact, and the evil will be stopped. The Board of Health may also take a hand in the matter, for the question of adulterated goods is becoming a serious one, and should analysis prove that goods deleterious to public health are being sold, an end will soon be put to it.

Judge Stiner will be declared an expert before long upon the question of feminine attire. Recently a number of cases have come before him which have dealt with the quarrels of dressmakers and bootmakers with their fair clients, and the Judge has shown a disposition to enter into the details of the squabbles so thoroughly that he has frequently had his picture in the papers, and has been geyed to some extent by his legal friends. But his decisions have never been disputed or quarrelled with, and he certainly goes into the question before him with great thoroughness. One of the most notable scenes in his court room was that where an actress tried on a lot of stage boots, tights, and similar paraphernalia under the very eye of the Judge. He examined the fit and workmanship of all the articles which the actress tried on, and went into the matter so extensively that the actress went away convinced that the Judge was her friend for life and that she had won the case. But the Judge vindicated himself by giving a decision against her after all. The other day a dressmaker sued a woman for the price of a waist, which the latter said did not fit her. The Judge had the defendant put the waist on then and there, and poked about persistently until he discovered just where the garment did not fit, and became possessed of all the secrets of dressmaking, as far as the opposing counsel could show.

There is a fair jobbing trade in coffees and quotations remain firmly held at the recent advance of Rio No. 7 to 15% @ 15% c. The total stock here and afloat is 486,712 bags, against 476,735 last year.

The activity which characterized the refined sugar trade last week has almost disappeared and apathy has taken its place. Deliveries are reported slow, even of granulated. Quotations remain at 4% c.

Teas are dull and all sorts are at buyers' command. In some offices it is thought the present war may have a decided effect on next year's prices; but China seems to have men enough to attend to the tea business, as well as the war, so rates will not be apt to materially appreciate.

Rice is fairly well held, although trade is not all it might be. Some firmness is noted on Japan, as shipments to the Pacific coast have been restricted, if not completely shut off. Domestic, prime to choice, 5@5% c.

Molasses is dull and the cold weather does not give the market any life. There is a fair demand for domestic syrups. Quotations remain as for some time past.

Canned goods, which have so long been in the dumps, are meeting with decidedly better demand, and from all points come reports of improvement. Orders are not so much larger, but they are very frequent, and take in all varieties of fruits and vegetables. There is said to be a large amount of trash on the market which works in a most detrimental manner. As an evidence of the great prosperity of the canned goods dealers and their friends, it is reported that a party of twenty came over from Baltimore the other day to the horse show, and next day went to Delmonico's to breakfast. The meal began at noon, and lasted some four hours, at an expense of \$25 each, or \$500 in all, which was "whacked up" by one of the party under whose care the other nineteen were.

Canned goods in dry goods stores are occupying a large amount of discussion; and, while canned goods will probably continue to be sold there, it is very certain that a mighty strong feeling is being developed against the sale of liquor in the bazars, even though the bottles be placed in corset boxes. One has a sort of "shuddery" feeling to see the throng of women around the liquor counter, and the feeling is not lessened by the reflection that they would get it elsewhere if not here.

Dried fruits, both foreign and domestic, are meeting with better demand daily, and this is true of nuts, owing, probably, to the near approach of the holidays.

The butter market is firm under lighter receipts and 26c is the quotation for best Western grade. This is rather more than is obtained for the best State, which is worth 25c.

The cheese market is stronger and a more confident feeling is stronger all around. Small full cream State is worth 11c, and large do. 10% c.

Best Western eggs command 23 @ 24c, with a strong feeling among holders. For other than the best, however, demand is light and supply ample.

Apples are in generous supply and prices are low, unless for the very best varieties of hand-picked. JAY.

New Rulings by the Board of Pharmacy.

Stanley E. Parkill, Secretary of the Michigan State Board of Pharmacy, was in town last Friday as a witness in the prosecution brought by the Board against Henry Aldrich for violation of the pharmacy act. The defendant was found guilty and was fined \$10 and \$12.64 costs, which was paid by his employer.

Two new rulings have been promulgated by the Board, as follows:

Candidates must file their applications with the Secretary and must furnish affidavits showing that they have had the practical or college experience required before taking the examination. Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

Commencing with the Grand Rapids meeting, the writing, grammar and spelling, as shown in the candidate's paper, will be taken into consideration in marking percentages. This step is taken in compliance with a resolution passed by the State Pharmaceutical Association at its meeting in Detroit last summer.

The Board will hold examinations during the coming year as follows:

January 8, at Detroit.
March 5, at Grand Rapids.
June 24, at Detroit (Star Island).
August, at some point in the Upper Peninsula.
November 5, at Lansing.

The Drug Market.

There are no changes in prices to note. Gum opium is dull but unchanged. Morphia and quinine are steady. Gum assafetida is in a very firm position and extreme prices are probable.

CLERKS' COLUMN.

The Clerk of To-Day Is the Merchant of To-Morrow.

Owosso—Stanley E. Parkill, Secretary of the Michigan Board of Pharmacy, estimates the number of drug clerks unemployed in this State at 150.

Owosso—John Brooks, formerly with C. C. Duff, but more recently behind the counter for W. S. Hunt, has united his fortunes with the new grocery firm of Paris & Son.

Grand Rapids—D. F. Beverly, formerly manager of the Grady & Faulhaber dry goods store on Broadway, has taken a clerkship with C. F. Sears, the Rockford general dealer.

Ludington—H. N. Morse, the writer of unique advertising matter, and formerly manager of the Busy Big Store, has gone to Chicago and Milwaukee in search of larger fields for his genius.

Evart—Mrs. G. N. Bruce passed the examination for registered pharmacist at the recent meeting of the State Pharmacy Board, at Lansing. Mrs. Bruce passed the registered assistant examination at Grand Rapids last March, thereby completing both examinations within eight months.

Manistee—Harry Spicer, who clerks for the book and stationery firm of Somerville & Wood, recently met with an accident which will lay him up for a week. He was on a step ladder in the store, when in some manner he slipped and fell to the floor, receiving painful injuries.

Jackson—Charles Hodgins, bookkeeper for the wholesale grocery firm of Howard & Solon, has disappeared. He had served a term at the State Prison for forging an order on a house for which he was traveling, and was sent up from Lenawee county. His employers say that the only shortage they can find is one of \$15. They cannot imagine why he went away.

Purely Personal.

L. G. Ripley, the Montague druggist, was in town last week and supplemented his orders for holiday goods given local jobbers a few weeks ago.

M. S. Scoville, the live Kalamazoo grocer, was in town Monday.

Samuel Pettingill, the Petoskey grocer, has been in town several days, accompanied by his wife.

Mrs. E. M. Campbell, wife of the genial general dealer at Parkville, was in town last week as a delegate to the Sunday School convention.

From Out of Town.

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

Mrs. J. H. Manning, Lake P. O.
C. H. LaFlamboy, McBride's.
H. Sisson, Central Lake.
Hannah & Lay Merc. Co., Traverse City.
Whipple, Mack & Co., Midland.
Frank Smith, Leroy.
Thos. VanEenaam, Zeeland.
C. G. Pitkin, Whitehall.
Den Herder & Tannis, Vriesland.
H. Brownyard, Lake P. O.
C. Mast, Fremont.
T. P. Stowe, Howell.
S. Pettengill, Petoskey.
T. H. Atkins, West Carlisle.
J. L. Felton, Burnip's Corners.
C. P. Parkill & Son, Owosso.
Parker & Fleming Co., Jackson.

Thought She'd Get One.

"No, ma'am," said the grocer, making a great clattering among his tins. "I have coffee pots and tea pots, but there isn't such a thing as a 'jack pot' in the store." "I'm so sorry," wailed the young wife. "You see, we haven't been married long, and my husband's mother has always cooked for him, and when I heard him talking in his sleep about a 'jack pot,' I just thought I'd get one, for he mentions it so often he must be used to it. Could you tell me what they cook in it?" "Greens, ma'am," said the grocer. And he sent her to the tin store in the next block.

A man who has never died has been writing to prove that death is not painful to those who die.

OYSTERS

I am keeping down prices notwithstanding the advance. Order at once for your Thanksgiving trade.

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.	20
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. Withy's Home Made Jelly, made with green apples very fine:

30-lb. pail.	75
10-lb. pail.	57
17-lb. pail.	59
15-lb. pail.	45

Mrs. Withy's Condensed Mince Meat, the best made, 85c per doz. 3 doz in case:
Mrs. Withy's bulk mince meat:

40-lb. pail, per lb.	6
2-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 lb..... 20

Fresh Eggs, per doz..... 17

New Pickles, medium, barrels..... 5 00

New Pick es. 1/2 ca rel..... 3 00

New Sauer Kraut, barrels..... 4 00

New Sauer Kraut, 1/4 barrels..... 2 50

EDWIN FALLAS,

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

Muskegon Bakery Crackers

(United States Baking Co.)

Are Perfect Health Food.

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

Muskegon Bakery Butter Cracker.

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

Nine Other Great Specialties Are

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

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

United States Baking Co.

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.

Are You Selling



IF NOT, WHY NOT?

I. M. Clark Grocery Co.



Oysters

OLD RELIABLE

ANCHOR BRAND

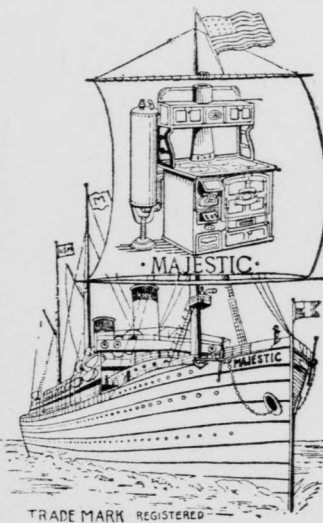
All orders receive prompt attention at lowest market price.

See quotations in Price Current.

F. J. DETTENTHALER.

117 and 119 Monroe St., Grand Rapids

A Majestic Exhibit

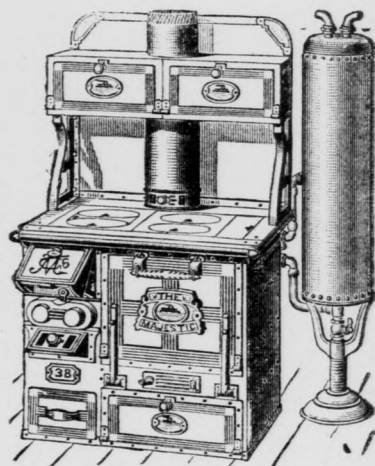


TRADE MARK REGISTERED

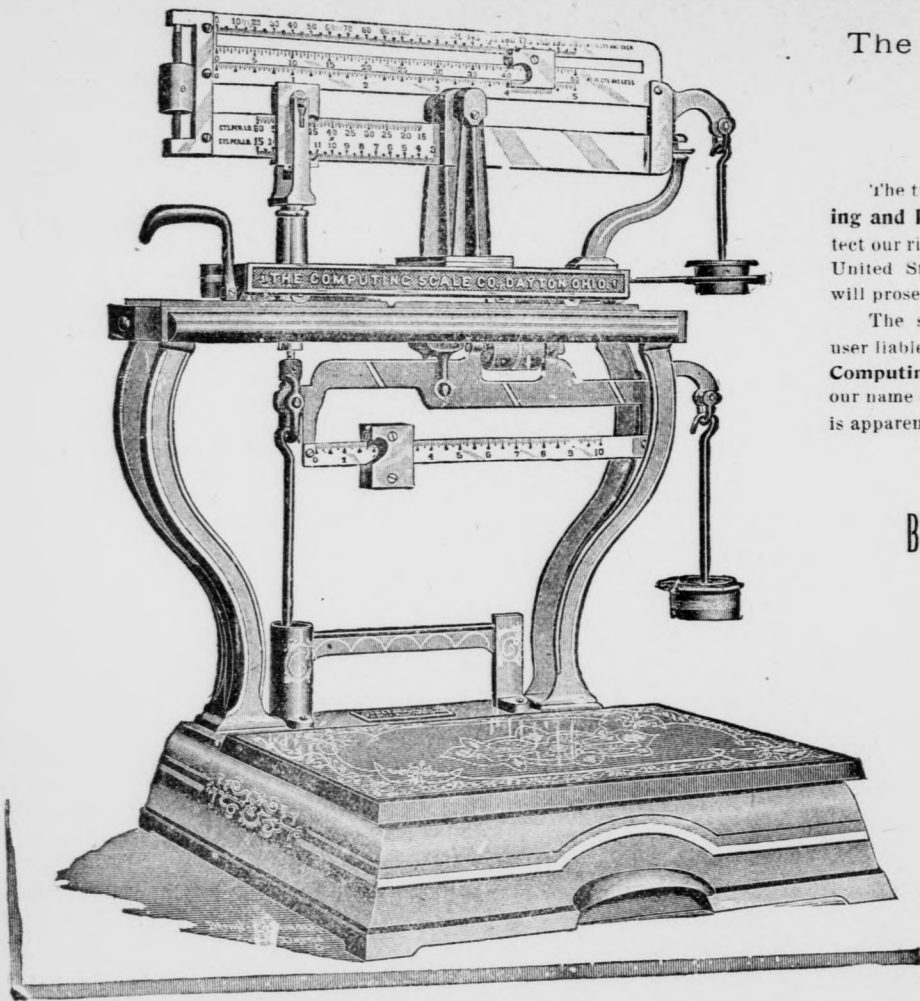
For the next two or three weeks there will be a Grand Display of Majestic Steel Ranges in our Retail Department, and we want all merchants in Western Michigan, if in the city, to drop in and see them.

Coffee and Hot Rolls will be served daily.

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



FOSTER-STEVENS & CO. MONROE ST.



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, Adrian, 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. Rallsback, Indianapolis, Ind.
- "I heartily recommend them to all grocers who wish to save money." Geo. F. Kretzline, Indianapolis, Ind.
- "It is the best investment I ever made." I. L. Stultz, Goshen, Ind.

For further particulars drop a Postal Card to

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

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

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.

ASSORTED PACKAGE HOLIDAY GOODS--No. 30.
NEW TARIFF PRICES IN DECORATED CHINA, GLASS AND FANCY GOODS.

Doz.	1 Child's assorted 6 styles, motto cups and saucers	40	1 Only, Smoking set, horse figure, gold traced.	67
1	Child's assorted, 6 styles, motto cups and saucers	75	1 Only, Smoking Set, hunting figure silver bronze	70
1/2	Open decorated cups and saucers, 6 styles, 3 1/2 in.	1 75	1 Only, Smoking Set, boy and sheep bronze	15
1/2	Open decorated cups and saucers, extra large coffee.	2 00	1/2 Fancy assorted glass baskets, delicate colors	1 80
1/2	Open gold traced and colors, decoration on cups and saucers	3 60	1/2 Fancy shares, glass baskets, larger	2 00
1/2	Open rich color coffees, 1 pink, 1 sea green, 1 gold flower.	1 10	1/2 Fancy glass card receiver, very handsome	6 00
1/2	Moustache coffees, gold decorations with spray	1 50	1 Decorated, 6 inch fancy vases (a dandy for 5c)	40
1/2	Moustache coffees, gold decorations color red spray	1 10	1/2 Decorated assorted tints, 7 flower vase, good 6c	81
1/2	Moustache Coffees, extra large, rich decorations	2 00	1/2 Very large alabastine vase, flower decoration. A grand 25c vase	1 90
1/2	Moustache Coffees, gold traced, to match above at \$3.00 doz.	4 00	1/2 Very large 12 in. handsome decorated vase	3 00
1/2	Fruit Plates, 7 in., gilt spray border flower center	1 00	1/2 Large solid tints, fancy decorated vase	4 00
1/2	Roy 1 Bone, gold traced, fruit plate	1 20	1/2 6 in. Bisque finish rose bowls, delicate tints	2 00
1	Child's Plate, 6 styles, Robinson Crusoe, etc, decorations	75	1/2 Decorated China toy tea sets	8 00
1/2	Assorted, 3 colors, plate sets, cups, saucers and plates	1 25	1/2 White China toy tea sets	1 80
1/2	China assorted decorations, do	1 75	1/2 Decorated China toy tea set	1 20
1/2	China Dresden decorated do	4 25	1/2 Larger and finer decorations	2 25
1/2	Bread and Milk sets, 3 colors, liberal size	2 25	1/2 Very handsome 5c toy tea set with spoons	4 10
1/2	China tinted Bread and Milk Sets, 3 color liberal size	2 50	1/2 Handsome \$1 toy tea set, white and gold decorations	8 90
1-1/2	China, gold edge decorated mugs, large	4 00	1 Leatherette Wall Pockets, embossed	75
1	Banded Toy Mugs	40	1 Fancy Tooth Pick Holders	42
1	China, gold edge decorated mugs	45	1/2 Nickle safe Money Banks	85
1/2	China, decorated table or shaving mugs, form 5c size	85	1/2 Iron House Money Banks	2 30
1/2	China, do, well covered with decorations	2 00	1/2 Assorted Orange and Apple Banks	40
1/2	China partition shaving mugs, violets	85	1/2 Iron Dog Cart, horse and driver	4 20
1/2	China partition shaving mugs, gold stippled	2 00	1/2 Passenger Train	4 25
1/2	Jumbo Coffees, all over prints	2 00	1/2 China Limb Doll, big bargain	40
1/2	Jumbo Coffees, French enameled	4 00	1/2 China Limb Doll, fancy body	2 00
			1/2 Bisque Head, fancy body limb doll	2 00
			1/2 Washable Doll, patent head, with fancy shirt	2 00
			1/2 Washable Doll, large 5c size, with fancy shirt	4 00
			1/2 Washable Doll, large 75c size, with fancy shirt	6 50
			1-6 Washable Doll, \$1 size, do	8 50
			Total, less 10 per cent. discount, net	\$35 36

JNO. MADDOCK & SONS
Green Rococo, Gold Edges.



Latest Style in English Decorations.
Assorted Crate
JOHN MADDOCK & SONS
Rococo Pattern.

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