

# MICHIGAN TRADESMAN

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NO. 584

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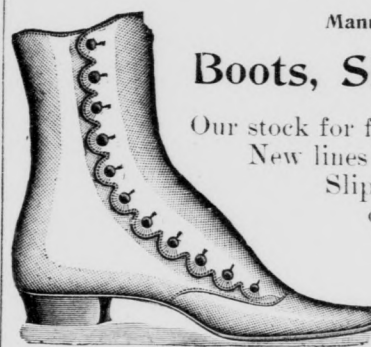
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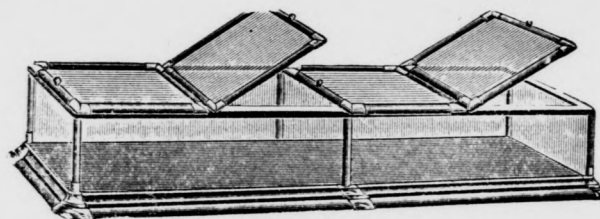
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# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 28, 1894.

NO. 584

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## MISS MARIGOLD'S THANKSGIVING.

M. MARIGOLD.—That was all the sign said, but in the window there were a box of plumes, half a dozen rolls of ribbon, and two standard frames, upholding, in modest display, the one a satin, the other a velvet bonnet.

It is true the window was small, and the light a good deal cut off by the shop of Pinkham Sisters, adjoining Miss Marigold's, and built further out into the street; the plumes were a little thin and faded, the colors of the ribbons were not arranged so as to harmonize into any very happy effect, and the bonnets could not be said to have much of an "air," but, such as they were, they told the story and invited customers in. And when once in, there was something about Miss Mary Marigold that made them pretty sure to buy, if the stock at all approached what they wanted.

But the stock was so small that it often failed to do so; that was the very trouble in Miss Marigold's business, and one that was constantly reflecting it difficulty back upon itself, so that the occasions when she heard the tinkle of the little bell at the door, and put down her work to come in from the back room only to say that she hadn't what was wanted, or that she hadn't it in just that shade, or precisely the width, outnumbered her sales a good many times, and were rather discouraging to the customers. But not in the least so to Miss Mary Marigold. She said good afternoon, and what an unusually pleasant day it was, and went back to her little room with just as bright a smile, and began humming just as serene a little tune as when she had made an extraordinary sale, or as if the trip hadn't given her lame knee a good deal of pain. And the customers went on to the larger shop that cut off Miss Marigold's light, really regretting that they could not have bought of her. The old patrons knew very well what it was they preferred in Miss Marigold, but, further than her smile, the new ones would have found it difficult to tell, for she hardly talked at all; while at the next door one of the Pinkham Sisters not only talked a great deal, but the other maintained a position she was known to have held for years—just one pace and a half behind her sister's right elbow, on the next breadth in the carpet—and repeated every word she said in a voice pitched just one key higher.

But this morning Miss Marigold was neither making sales in the front shop nor repairing bonnets in the little sitting-room behind; she had been having a wonderful time brushing up the rather ancient carpet of the smaller room, and watering her clove pink, and just now she seemed to be giving her whole attention to something at the little table that stood on a certain seam in the carpet where was drawn, in Miss Marigold's imagination, the dividing line between kitchen and sitting-room.

It was Thanksgiving morning, and as it is quite a matter to get dinner prop-

erly even for one, Miss Marigold wished to have it well under way before she dressed for church, so that she might neither be late nor disturbed in her mind during services.

The poet says:

"The mind of man doth move amazing quick;" And though like most poets he made no allowance in his rhythm for that of woman, Miss Marigold's, the instant she placed the little saucepan on the table, repassed the space of all the years since her girlhood; those days so long gone by were like the very touch of things around her, and only the present seemed far away and dim. Such a stretching of the table to make room for the scattered ones come home; such handsome, hilarious brothers, grown so manly since the year before; such odors from the kitchen, and ranges of everything in the pantries, and such wandering of thoughts toward them before the seventy-five minute sermon in the church was done! Then there were the endless tricks and mischief of the brothers, and the sleigh-ride in the afternoon, and such doings in the evening as no pen could describe, and somebody else beside the brothers who was sure to come, and a sweet placid face, with folds of white muslin fastened underneath the chin, that smiled peace and benediction over all. The little sauce pan was the talisman that had brought them back, and set Miss Marigold in their very midst again.

"Such changes!" she said at last, and wiped her eyes with a napkin scarcely whiter than the snowy table where it lay.

But it wasn't at all about the changes that Miss Marigold wanted the napkin; it was only on account of the onion she was peeling. Perhaps another person would not have chosen that vegetable for their special treat; but Miss Marigold had naturally quite a weakness that way, and the one reasonable objection to them she considered quite removed by her solitary life. "So wonderful," she used to say to herself, "how one can find a bright side to everything in this world. Now if one must live quite alone, that to be sure gives a shadowy feeling now and then, but how perfectly one can enjoy an onion!" So she was smiling behind the napkin at the very moment she was wiping her eyes; and Miss Marigold had a superb set of teeth, though everything else about her had been growing thin for a good many years.

"Such changes!" she went on, "and so wonderful, the way I have been carried through them all! So many mercies! Do be sure, Miss Marigold, that you get to church in good season, for certainly there is no one who has more to reflect upon to-day than you. And as you haven't much but your feelings to make thank-offerings with, you want to be sure to get the stew well off your mind before you start. There, if you leave that just simmering, it will be done to a bubble when you get back; unless, indeed, the minister should be more than usually carried away by the occasion."

At this suggestion Miss Marigold looked thoughtfully into the saucepan a moment and shook her head.

"Well, you'll have to risk that," she said at last, "same things must be risked in this life. Now I do hope you are nearly ready. It would never do for a person like you to be late. So many mercies!"

In a few minutes more Miss Marigold set off, with her heart all in a glow, and her head in a rather unbecoming second-hand bonnet, which she had taken from a customer in payment for the work on a new one.

"Wonderful," she said to herself, every time she put it on, "how my wants are always met."

And in just one hour and a half she came back, limping a good deal, to be sure, but smiling radiantly, and finding that the stew was at the very point to put in the onion. That would need at least twenty minutes, so Miss Marigold sat down on the other side of the seam in the carpet, to enjoy a little season with a copy of *Selections from Sacred Poets*, bound in red morocco, one of the few tangible relics of the days her little hardware talisman had just now conjured from the past. The fragrance of the saucepan had hardly been pushed aside by the sweet savor she found in its pages when a knock was heard at the shop door. Miss Marigold was really startled. "So unusual on a legal holiday," she said. But when she opened it she found a no more terrifying object than the little servant girl of Pinkham Sisters, in a green calico dress with yellow spots, and very tight in the waist, to say that "the ladies sent their best compliments, and would Miss Marigold favor them by coming right away to take a very simple dinner?"

"Dear me!" said Miss Marigold, "such kindness! Of course I will, and be only too happy. Right away, yes, indeed, and my best thanks to the ladies. So unexpected!"

"Wonderful," said Miss Marigold again, as she closed the door behind the messenger; for if the truth were to be told, at the very moment she opened the "Selections," a question altogether mundane was pressing upon her mind. Could she, by adding a little water to the stew, make it appear quite enough for two days? Otherwise, unless some customer should drop in in the morning, she did not quite see how she was to manage about the next day's marketing. The quarter's rent, always a rather heavy drain, had been paid the day before, and the one little piece of currency left from that had been dropped into the poor-box at the church. For certainly there was no one there more distinctly called upon; so wonderfully as she had always been carried through.

So she smiled more radiantly than before as she lifted the saucepan over to the stone shelf in the pantry to cool, and, withdrawing the onion, laid it on a plate by its side. Then one moment at the



looking-glass on the other side of the seam, and she was ready. Not the bonnet this time; that had done very well for once, but a second time might disarrange her hair. So it was another relic. A hood, of a silk that had once been apple green, close fitting on the inside, but puffed out with eider-down, until it would, at first sight, give the impression that Miss Marigold's brain had become suddenly inflated by some tremendous enthusiasm, and that the first breath of encouragement from outside might carry her entirely away.

"I hope I have not come too soon," she said as she stepped into the sitting-room of Pinkham Sisters, and was met by her hostesses standing in their usual relative positions, and arrayed in ancient brocades, with very full skirts and skimping sleeves, and wearing, the one a yellow, and the other a plum-colored bow just over the thin spot on the top of the head. Pinkham and Pinkie, the customers called them if they wished to speak of them separately, for the sign said only "Pinkham Sisters;" and they were never known to use any more individual term in addressing each other.

"Not a minute," said Pinkham: "on the other hand, we really feel that we must apologize."

"Oh, not a minute," said Pinkie in the super-soprano: "yes, we really should apologize."

"The truth is, we felt such an anxiety about the chicken, whether it was going to take a handsome brown."

"Such an anxiety," said Pinkie; "we were afraid it wasn't going to take a handsome brown."

"And then again, sister wasn't at all well yesterday; she could hardly raise her head from the pillow."

"Oh! no, could hardly raise my head from the pillow."

"But she's been brightening up every minute to-day, so we felt we must have the pleasure of sending for you."

"Oh, yes, brightening every minute to-day; we felt we must have the pleasure."

"Well, I'm sure," said Miss Marigold, as her little head slipped out of the inflated hood, not a hair disturbed, "I'm so gratified—so *entirely* unexpected."

"Oh, don't speak of it," said Pinkham, while she waved the tight-waisted calico a majestic sign to place the chicken on the table: "the favor is altogether on one side. But still, don't you find it a little solitary on such occasions, Miss Marigold?"

"Altogether on one side," said Pinkie. "A little solitary?"

"Why, bless you, no," said Miss Marigold; "how could I? I'm so surrounded; so *many* mercies!"

"Well, it's a beautiful thing if you can say so, Miss Marigold. I only wish we all had the same spirit."

"Oh, a beautiful thing," said Pinkie; "I only wish we could all say so."

The tight-waisted calico made Miss Pinkham a return signal from the corner of her eye, to the effect that the central orb of the occasion was successfully placed in its sphere; which was equivalent to saying that the whole prandial system was adjusted, for Miss Pinkham had with her own hands completed the arrangement of every minor satellite, moon, and ring, in its own mathematical relations, and on its own particular figure of the table-cloth, at the very instant Miss Marigold's knock was heard.

"Did you say dinner was ready? Ah, then, Miss Marigold, if you please, we will sit right down. I *hope* you find yourself with an appetite after your walk to church."

"Yes, we'll sit right down," said Pinkie; "I *hope* you find yourself with an appetite."

"Dear me, yes," said Miss Marigold, and if her humility had not been so genuine, she would have felt almost embarrassed at the contrast with her own little preparations left at home. The apartment also seemed so crowded with furniture, and there was no dividing seam in the carpet here; it was all sitting-room, and there were peacock's feathers over the looking-glass. And she saw under the corner of the cloth that the table was of shining mahogany. Then there were not only three kinds of pickles, but—six stalks of celery in a very tall tumbler; no onions, but the tight-waisted calico standing behind Miss Pinkham's chair, with a peacock-feather fly-brush in one hand, and the other at liberty to remove the covers.

But Pinkham Sisters were so affable that there seemed very little restraint after all, and Pinkham, when she had carved with dexterity, begged to know Miss Marigold's favorite part. Miss Marigold declared she had no favorite part; but after Pinkie had said with great freedom that she was never satisfied if she couldn't have a walker, and Pinkham had said *she* considered there was no portion equal for delicacy to the left wing, Miss Marigold got up courage to say that she *had* rather a weakness for the part that went over the fence last, although she always had some scruples about mentioning it. Then she ventured to speak of the table, and Pinkham said it was her mother's, and had eight claw feet, and Miss Marigold said her mother had one with six claw feet, and after that she felt perfectly at ease. So much so indeed that she began to tell them about the sermon, and its wonderful appropriateness to the day, though she lamented that her mind did not succeed in tracing it as accurately as she could have wished, and that she had found her thoughts sometimes wandering towards common mercies. But she knew the fault was her own; it could never have been with the subject; that was—The future glory of our country as contrasted with the present condition of the island of Zanzibar.

Meantime the tight-waisted calico, in obedience to various stately signals from Miss Pinkham, had passed one dish after another, but being a good deal crippled by the fly-brush, accomplished it slowly, so that just as Miss Marigold pronounced the word "Zanzibar," she raised something to her mouth that she had not tasted before, and the tears rushed violently to her eyes.

"A very affecting subject," said Pinkham, as Miss Marigold was forced to take out her handkerchief quite suddenly.

"Oh, a very affecting subject," said Pinkie.

"Yes," said Miss Marigold, but her conscience would not allow any such little subterfuge, though innocently provided by another.

"Yes," she repeated, "but it wasn't *altogether* the sermon; I'm *afraid* it was the pickle. So precisely like one my mother used to make, I have never met with it since. *Such* a reminiscence!"

"Ah!" said Miss Pinkham, "I consider there is nothing like a pickle for bringing up old associations. So pungent."

"Nothing like a pickle," said Pinkie; "so very pungent."

"I really must beg your pardon," said Miss Marigold, putting up her handkerchief and smiling, quite herself again, "but it was so sudden; I was so *entirely* unprepared. Why, only this very morning I was thinking over all those things, and the changes that have come, and the more I thought, the more my heart seemed to sing. So wonderful the way I have always been carried through! So *many* mercies!"

The tight-waisted calico at another mysterious signal from Miss Pinkham now disappeared, and after an absence of at least five minutes, during which the Pinkham Sisters were evidently suffering from extreme nervous uneasiness, reappeared with a pudding much the size and shape of a very small cannon-ball, and of such evident importance that the fly-brush had been laid aside, and both hands lent to its triumphal entry. After this crisis was passed, an air of repose, which Miss Marigold wouldn't have quite liked to say she had missed before, stole over Pinkham Sisters, and everything went on more delightfully than ever; and when Miss Marigold had declared it wouldn't be physically possible for her to eat another piece of the pudding as large as a pea, Miss Pinkham proposed they should take their nuts and raisins over to the window, and hold their plates in their laps.

"I consider there is nothing," she said, "that finishes a dinner with an air of more ease and elegance, than taking your nut-plates in your lap. It places one so entirely at leisure, and at the same time allows one to see all the passing."

"Oh, nothing!" said Pinkie; "so entirely at leisure, and one can see all the passing."

Miss Marigold said she should be delighted with any way that would allow her to eat them slowly, for she had really taken so much more than usual; and then she fell into great admiration of the three nut plates, which Pinkham said were all that was left of her mother's wedding dinner-set, that had been ordered for her in China, one hundred and thirty pieces, and a different design on each. On Miss Marigold's crawled three large beetles with sharp-cornered legs; Chinese architecture was illustrated on the next, and Miss Pinkham reserved for herself a club-footed mandarin prostrate before a lady of whom little could be seen but her fan. Then they all spread fringed napkins in their laps, and the tight-waisted calico brought a box of stilettoes from the shop, of which they each took one, and after that Miss Marigold seemed irresistibly led to refer to the pickle again.

"I'm sure," she said, "I can't think how I *should* have been so overtaken. Of all days in the year to appear like an ungrateful, discontented person! Why, I was thinking this very morning, as I sat in church, I did not believe there was a soul there so called upon to give thanks. So *many* mercies!"

"And yet," said Pinkham, "you have seen a great many changes."

"Oh, a great many changes," said Pinkie.

"Yes," said Miss Marigold, "but it is so wonderful the way I have always been carried through! Why, I can remember

when there was so *many* of us, and not one of them would have believed I could ever take care of myself, and here I have never wanted for anything, and it's only my left knee that is lame, and this very morning I counted five buds on my clove pink!" And a smile of ineffable sweetness gave the Misses Pinkham a glimpse of the superb teeth.

"Well," said Miss Pinkham, "that is a great deal to say, especially the five buds at this season. Still, Miss Marigold, if that were *all*, I'm *afraid* I shouldn't feel as thankful as you do."

"Oh, a great deal to say," said Pinkie, "but I'm afraid I shouldn't."

"But it isn't all," said Miss Marigold, "not nearly; but I always had such a delicacy in speaking of myself. So uninteresting to a stranger. But you know, dear friends," and her voice grew low, and a soft light shone in her eyes, "I am always looking for an inheritance, where we shall all be gathered home once more. All these mercies that I speak of are only a sprinkling by the way! And the way is so short, and it is so wonderful the way I am always carried along!"

"Well, it's a beautiful thing if you can feel so," said Miss Pinkham, "but it seems to me a very solitary way. I think of you a great deal, Miss Marigold, and I cannot feel that it is good for you. Now I consider that it is a terrible thing to be married, but if one had not one's sister to live with, I don't know but I should even—"

"Oh, a terrible thing," said Pinkie, "but I don't know but I should even—"

The light in Miss Marigold's eyes grew still softer, as, with a little knob of English walnut on the end of her stiletto, she gazed absently down at the beetles on the plate. "Some day," she said, "some day—but not here. It's so *many* years since he was lost."

"Now, you don't mean to say!" said Pinkham.

"No, you can never mean to say!" said Pinkie.

"No," said Miss Marigold, because, I don't really know. *Such* uncertainty at sea, you know. I heard that he was, and I suppose it was true, though of course I would not believe it until I was forced. But it is wonderful how one *can* become reconciled. I felt so divided for a number of years; but you've no idea how natural it has seemed now for a good long while to be just myself and live by myself."

They all fell into silence for a few moments—there was something so awe-inspiring in having a real love affair to speak of.

"What should you say if he were to come back? Such things have happened," said Pinkham, suddenly, piercing a pecan-nut and Miss Marigold's composure at the same moment.

"Yes, what should you say if he were to come back?" said Pinkie.

"Oh! dear me," cried poor little Miss Marigold, throwing up her hands with such a start as to shake several of her nut-shells down upon the carpet. "I *should* be so embarrassed I shouldn't know *what* to do. The *i-dea* of having a *man* about! Oh, dear me!"

"Well, I don't know," said Miss Pinkham, "if you had not any one else. To be sure, I should not think of such a thing myself; but then if you had no one to speak to, week in and week out—"

"Oh, I shouldn't think of such a thing myself," said Pinkie; "but then if you had no one to speak to—"



"Oh, dear me," said Miss Marigold again. "I should be so embarrassed!" But then, as old memories began to steal back, the tender light came into her eyes again, and she held her stiletto thoughtfully pointed into vacancy.

"He used to call me 'Marigold—Goldi-Mary,'" she said softly, "and I"—with a little laugh—"used to call him 'Jack-at-a-pinch,' because his name was Jack Pyncheon, and because it teased him. I am sorry now that I ever did, but it was so amusing!"

And then, as it flashed upon her that she was talking a great deal about herself, she changed the subject, with an air that did not admit of recurring to it. The tight-waisted calico took away their plates; they all took their knitting-work, and another hour passed very happily, until Miss Marigold declared she positively must go home. She was ashamed of herself that she had stayed so long.

"Dear friends," she said, as by a return to the inflated hood she became once more suddenly deformed, "you can't imagine what a pleasure this has been to me. So unexpected, and such social entertainment! And, besides, I have really had such an appetite! Everything so delicious! Why, what do you think I was going to have at home? A poor little stew, with an onion! And now that will be all ready for to-morrow! But it is only a specimen of the way my wants are always met, so wonderful!" And a brilliant smile, that irradiated itself again by bringing the superb teeth into view, made the little bit of face that could be seen out from the hood very beautiful.

But when she had slipped round the projecting corner of the shop, and into her own little back-room again, she could not tell why the words of Pinkham Sisters would press in upon her mind so persistently.

"A little solitary?"

Almost an echo about the room. What did make it seem so? And there seemed so little furniture, and the color of the carpet seemed very dim, and the top of the looking-glass had a sharp look for want of peacock feathers.

"It's only the sudden change," said Miss Marigold cheerily; "it will all come right in a few minutes; and I do believe that second bud has tipped out a little since morning."

She sat down in a low, red cushioned rocking-chair, on the sitting-room side of the seam. The twilight was falling, and she felt quiet after the unusual excitement of the day. More words of Pinkham Sisters began to press back, and the soft look began to gather in Miss Marigold's eyes once more. How close they were drawing again, those days so long gone by! Just as they had done in the morning, only with such a strange tenderness added in their touch. Miss Marigold closed her eyes and leaned her head upon her chair, as if she felt a caress. And so, as the twilight deepened, the present hour still more grew dim, and, as if the years between now and then were blotted out, Miss Marigold seemed to herself a girl again. How soft and delicate her cheek was; how rounded every outline of her form; how long, and soft, and golden her hair, and how lightly she breathed as some one bent over her and whispered many things.

"Jack! Jack-at-a-Pinch!" she said, and stretched out her hands into the dim light. Then starting up, she shook the red cushion into shape again with a little spat.

"Why, this will never do!" she exclaimed; "do get a light, Miss Marigold, and find out the longitude of Zanzibar! So unintelligent!"

But just as she was taking the match in her hand, there came another knock at the shop door, and Miss Marigold was startled again.

"A second time!" she said. "So unusual on such a day."

Nevertheless, seeing there was still a little glow of sunset on that side of the way, she ventured to step to the door and open it.

Not the tight-waisted calico this time, but a tall stranger, his face much concealed between his hat and a handsome curling beard of iron gray.

"I beg your pardon," he said, as he raised the hat slightly. "I don't know that you attend to sales to-day; I don't know that I ought to ask you."

"Oh, yes, sir," said Miss Marigold, with her own smile, "if there is anything really required;" and between that moment and taking her place behind the counter, she had arranged in her own mind the whole account of how he had come in town with his wife for Thanksgiving, and how they either lived where they could not make purchases, or how some accident had befallen her hat since she came in.

The stranger hesitated a moment; but Miss Marigold was accustomed to see men do that, when they forgot the name of the article they were sent for.

"Handsome eyes," thought Miss Mary Marigold, "very;" but what a strange thrill they gave her, and how steadily they gazed into her own!

"What is that in the window?" he said. "Ribbon? That is what I want."

"Yes, sir," said Miss Marigold, "did she send a sample?" and she reached her hand half over the counter to receive it.

"No," said the stranger; "I'll take it all."

Then, seeing a startled look on her face, and reflecting that she might not like so sudden a diminution on her stock, he added "Never mind. Give me any one of the pieces. And what are these? Feathers?"

Miss Marigold silently placed the box on the counter. Her little vision of the happy Thanksgiving party had vanished.

"Oh dear!" she said to herself, "I'm afraid he is going to a masquerade!"

"I'll take these," said the stranger, "and——" He looked about for some further purchases, and seeing nothing but wooden boxes, whose contents were past his divining, he turned his eyes towards the bonnets upon the frames, and added quietly. "One of these."

The masquerade became a nullity in Miss Marigold's mind, and the fearful thought of escape from the lunatic asylum was just ready to take its place, when the hat was suddenly lifted from over the eyes, the hands stretched toward her, and the very tones she had just been listening to in the red-cushioned chair cried, gently and lowly, "Marigold? Goldi-mary!"

What Miss Marigold felt or did then, she never knew; only in an instant he had pushed away the boxes, sprang across the counter, and lifted her over to the little chintz-covered sofa in the back room. Then she did not know anything for a little while, and when she opened her eyes the handsome face was bending

over her. She reached out a hand and touched it. "Jack? Jack-at-a-Pinch!" and a smile such as Pinkham Sisters had never seen spread over her own.

That evening they were astonished in their turn by a knock at their door, and when they saw Miss Marigold come in, leaning on a tall, strong arm, they experienced a shock that displaced Miss Pinkham's plum-colored bow so far as to reveal an edge of the thin spot, and Pinkie, for the first time in her life, was startled off her relative breadth in the carpet.

"Dear friends," said Miss Marigold, "I could not help coming to tell you. I knew you would like to hear that Jack was not lost, after all; it was only I; and how he has found me again, and my cup runneth over, as it always has. So wonderful the way I am always led! So many mercies! And was ever anything so fortunate," she whispered in Pinkham's ear, "as the way I was preserved from eating that onion to-day!"

#### AN EXPONENT OF FREEDOM.

G. J. Johnson, Manufacturer of the S. C. W. Cigar.

Gerrit J. Johnson was born at Kampen, Overisel, April 30, 1863. At the age of 9 years he emigrated to this country with his parents, locating in Grand Rapids, where he attended public school three years. At the age of 12 he entered the cigar factory of Mohl & Schneider (now the H. Schneider Co.), where he worked two years as stripper. Between the age of 14 and 16 years he was employed in the same capacity in the cigar factory of C. W. Wilckie. He then entered the



cigar factory of his father, T. Johnson, devoting the next five years to learning the trade, which he mastered thoroughly. At the age of 25 he embarked in the manufacture of cigars on his own account on South Prospect street, subsequently removing to 247 West Broadway, where he carried on the business one year. He then removed to Lowell, where he conducted a factory with signal success for two years, at the end of which time he returned to Grand Rapids and opened a factory on South Lafayette street. Two years ago he removed to 347 South Division street, corner of First avenue, where his business has largely increased, so that now he finds it necessary to employ sixteen hands, which, with the new bunching machine recently added to his factory, enables him to compete, in qual-

ity and price, with the large manufacturers in other cities. He manufactures a single brand—S. C. W.—which is favorably known in all parts of the State and is constantly increasing in popularity and demand.

At the age of 21 Mr. Johnson married Miss Katie DeLeeuw, by whom two children have been born—a boy of 9 and a girl of 7. He is a member of Lowell Lodge, No. 90, F. & A. M., and is also a member of Batavia Tent, K. O. T. M. He is a persistent worker and has built up a business in the face of obstacles which would have discouraged a less resolute man. Less than a year ago the local cigarmakers' union declared war on his factory, but he has gone through the ordeal unscathed, owing to the fact that he was not in debt and had established his business on a firm foundation, so that it was not susceptible of injury through the machinations of the combined and allied influences of unionism and rum. His employes are happy and contented, as the average wage scale is higher than it was during the time his factory was dominated by the union.

Personally, Mr. Johnson is a genial gentleman whose acquaintance is wide and whose friends are legion. While he has, necessarily, been somewhat aggressive in business, he has never been accused of overstepping the line of business ethics, stands well with the trade, is respected by his customers and esteemed by his associates. What more can any man ask?

#### Attend the Grand Rapids Business College

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

#### Reeder Bros' Shoe Co.,

STATE AGENTS FOR The Lyscoming Rubber Company,

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

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

#### PECK'S HEADACHE POWDERS

Pay the best profit. Order from your jobber

Your Bank Account Solicited.

#### Kent County Savings Bank,

GRAND RAPIDS, MICH.  
Jno. A. Covode Pres.  
HENRY IDEMA, Vice-Pres.  
J. A. S. VERDIER, Cashier.  
K. VAN HOF, Ass't C's'r.  
Transacts a General Banking Business.  
Interest Allowed on Time and Savings Deposits.  
DIRECTORS:  
Jno. A. Covode, D. A. Blodgett, E. Crofton Fox,  
T. J. O'Brien, A. J. Bowne, Henry Idema,  
Jno. W. Blodgett, J. A. McKee, J. A. S. Verdier.  
Deposits Exceed One Million Dollars.



## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Trenton—Geo. W. Crook, jeweler at this place, is dead.

Mason—John Penberthy succeeds Geo. Scully in the harness business.

Calumet—Brown & Wilmer succeed Walls & Co. in the dry goods business.

Menominee—J. Paula has sold his grocery business to Brisette & Fehrenbach.

Freeport—Fox & Son succeed Wesley Fox in the saw and planing mill business.

Quincy—Henry C. Barnes, of C. Barnes & Son, druggists and grocers, is dead.

Ulbey—John Cope succeeds the Ulbey Blacksmith & Implement Co. at this place.

Ludington—Bradl & Zeber, hardware dealers, have dissolved, Bradl & Wilcox succeeding.

Traverse City—Carl Pierce has purchased the confectionery business of Mrs. Ida Goldman.

Blissfield—Houghtby & Lane succeed Houghtby Bros. in the furniture and undertaking business.

Blissfield—Lamb & Baluss, grocers and meat dealers, have dissolved, F. C. Baluss & Co. succeeding.

Battle Creek—Barney & Haigh succeed Barney & Kirkpatrick in the drug, coal and flour and feed business.

Ironwood—Bean & Lang, manufacturers of cyclometers, are removing their business to Fon du lac, Wis.

Clarksville—D. E. Rogers has sold his meat market to Chas. C. Porter, who will continue the business at the same location.

Freeport—The merchants of this place took in 20,500 pounds of dressed poultry Nov. 21—certainly a good record for a town of 400 people.

Bay City—W. C. Widmer has sold his meat market to his brother, E. Widmer and R. Miller, who will continue the business at the same location.

Britton—T. V. Hoagland has been admitted to partnership in the buggy business of L. C. Hoagland. The new firm will be known as L. C. Hoagland & Co.

Eaton Rapids—The E. D. Corbin grocery stock has been sold to Henry Youngs, formerly of Albion, who will take possession in a couple of weeks.

Big Rapids—Jas. Smith has sold his grocery stock to Jas. Dingman and Orak Percy, who will continue the business under the style of Dingman & Percy.

New Haven—Several local merchants have of late been missing many small articles from their stocks, without being able to find any trace of where the goods went. A few evenings ago, as Frank Suttenger was about to enter his store on returning from supper, he noticed through the window a couple of boys helping themselves to some stationery. He promptly took the articles away from them, and, after talking with them a little while, they admitted taking things from other stores also, and named about a dozen other boys, ranging in age from 8 to 13 years, who were implicated in the same business. It has not yet been decided what to do in the matter.

Lansing—The city directory of Lansing classes John Baumgart as a butcher, but that individual appears to possess qualities which entitle him to a more distinguished title. He advertises to pay \$1 each for horses, and a good many played-out animals find their way into his hands

at that price. He also advertises to cart away dead horses free of charge. He rents a farm three miles east of the city, near the Agricultural College, and there he disposes of the animals to good advantage. There is scarcely any part of the horse which he does not make use of. He sells the hides, tries out the fat for soap grease, converts the hoofs into glue, and the bones into fertilizer. The flesh of the animals he feeds raw, it is alleged, to a drove of hungry-looking hogs. Officers recently discovered the fact that Baumgart was using raw horse in place of corn as a swine fattener, and have been securing evidence upon which to base a prosecution. Last summer Baumgart lost a number of hogs from cholera, which is small wonder in view of the fact that his animals have free access to the carcasses of old broken-down and diseased horses. The hogs are killed for pork and shipped to other markets.

## MANUFACTURING MATTERS.

Bay City—The Eddy-Sheldon Company has decided to build a planingmill and the work will begin at once.

Sherman—H. B. Sturtevant will establish a lumber yard at Owosso, as an outlet for his sawmill at this place.

Ludington—Albert Vogel will have between 1,000,000 and 2,000,000 feet of hardwoods cut at the Cartier Lumber Co.'s mill here this winter.

Cheboygan—Thompson-Smith Sons' sawmill shut down last week, after a very successful season's run. The firm has started camps on the Little Current river, Ont.

Muskegon—The Muskegon Valley Furniture Co., which introduced oil into its factory for fuel, has gone back to edgings and slabs, which it finds are cheaper than the oil.

Bay City—Eddy Bros. & Co. will make repairs to their sawmill plant to the extent of \$15,000 during the winter. Among other improvements will be a battery of water tube boilers.

Harrison—W. H. Wilson & Son shut down their sawmill last week. The cut was about 5,000,000 feet of pine, hemlock and hardwood, nearly all of which was shipped to their yard at Flint.

Ewen—Two locomotives were recently taken overland from this place to the Nester estate logging railway, through the woods on sections of track repeatedly taken up and relaid.

Saginaw—E. Andrews manufactured about 6,000,000 shingles here this season, and will put in 2,000,000 feet of logs for next season, which will wind up his lumbering operations here. He expects to remove within a year to Lake Charles, La., having just returned from that place.

Harbor Springs—A new hoop factory is being built here by the Carey Hoop Co., to manufacture the Wilson patent barrel and keg hoop. It will have a capacity of 40,000 hoops a day and will use about 2,000,000 feet of elm timber a season. The factory will begin operations, probably, about March 1.

Tawas City—A project has been started here to bond the town for \$7,000 for the purchase of the plant of the Winona Salt & Lumber Co., the bonds to be issued for five years at 5 per cent. interest, the plant to be given to any firm who will keep it in operation. There is about 25,000,000 feet of hardwood and other timber that can be secured to stock the mill.

Manistee—Louis Sands is grading about a mile of track from the Manistee & Northeastern Railroad past the foot of the slide at the gang mill to the electric light plant. He will go over his old choppings and pick up everything on them clean. What will not make logs will do for firewood and will be utilized either for salt or fuel at the electric light plant.

Manistee—The recent cold snap will be liable to shut down some of the sawmills at an earlier date than they anticipated, as it will make the logs hard to get out of the ponds. The Manistee Lumber Co. has a lot of logs scattered around the lake, and will run about ten days to make room in the mill booms for all held over stock. The Eureka Lumber Co. will have to run until about December 1.

## The Grocery Market.

Sugar—The raw market is unchanged and the demand for refined has been quiet, owing to the fact that buyers have had no confidence in the market. New York refiners have caught up with their demands, but the Philadelphia refiners are represented to be overstocked. A decline of 1-16@1/8c on nearly all grades occurred on Thursday, and another decline was noted on Monday. Minford claims that the refiners are selling sugars at a loss, but offers no explanation thereof.

Oysters—The supply is adequate and the quality good. Prices have advanced a trifle at Baltimore, but local dealers have made no change in their quotations.

Bananas—Local dealers have received a car of fancy stock for Thanksgiving trade. Prices average low.

Oranges—The arrival of nine, carloads has somewhat demoralized the market and forced prices down to a very low level.

Lemons—The trade is disgusted with Florida and Malaga stock, but will be compelled to put up with these varieties until Saturday, when a new car of Mesinas will reach this market.

Peanuts—The market is slightly off.

Candy—The market is booming and manufacturers are jubilant.

## No Slate For Grand Rapids.

GRAND RAPIDS, Nov. 24—At a recent meeting of Post E, it was definitely decided that Post E would make no combination with any other city or locality having for its object the election of any particular set of officers. We propose to present the name of one of our members for the position of Secretary; but beyond that, we shall not enter into any deal of any kind. We want every member of the Michigan Knights of the Grip here as our guest and we shall do everything in our power to make his stay pleasant. We feel that it would be a breach of courtesy for us to form any slate or combination of any character.

J. N. BRADFORD, Chairman.

## Famous Wolverine Oysters.

All days are thanksgiving days for the dealer who has in stock the Wolverine oysters. If the demand for them should be larger than for other oysters that you have been selling, an order by telephone 1001 will be promptly filled. Oscar Allyn at 106 Canal street is highly pleased with their growing demand, for it is strictly upon their merits. Fresh goods are received every day from Baltimore, comprising selects, standards and mediums in bulk or cans.

## PRODUCE MARKET.

Apples—The market is strong, the demand for fancy stock for Thanksgiving trade being especially active. Jonathans command \$3; fancy Kings, \$2.50; Greenings and Canada Reds, \$.25; Spys and Baldwins, \$.2.

Beans—Coming in more freely, owing to the fact that the weather has been more favorable for threshing. The price is unchanged. Handlers pay \$1.25@1.30 for country picked, holding city picked at \$1.60.

Butter—Unchanged. Dairy, 18@21c, according to quality. Creamery, 22@25c.

Beets—3 c per doz

Cabbage—An oversupply of stock everywhere. Price ranges from \$1@4 per 100, according to size and quality.

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

Celery—Is held by dealers at 12@14c per doz.

Eggs—Strictly fresh are very hard to get and readily command 20c per doz. Picklers are beginning to take out their stock, holding at 18c.

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

Hops—The course of the market on this staple is being watched with interest. The great bulk of sales are made to home brewers, who are very deliberate in their purchases and do a shopping business as their needs require. Export trade is small as yet, but later in the season will no doubt assume larger proportions. The crop of New York State was supposed early in the season to be much larger than in previous years but unseasonable weather at harvesting time reduced both quality and quantity, and buyers began to realize that choice goods would command a premium. The scarcity of '93 hops and the comparative shortage of choice grades are the factors which may prove stimulants to higher values. English and European markets exhibit much the same features as the home centers and improvement is already noticed on prime hops in both London and Nuremberg.

Lettuce—12@14c per lb.

Onions—Red Weatherfields and Yellow Danvers command 40c per bu. Spanish stock, \$1.15 per box.

Parsnips—Grocers pay 40c per bu.

Parsley—25c per doz.

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

Potatoes—The market is a little stronger, both at the consuming points South and the buying points North. Buyers pay \$4@35c, bringing the cost up to about 38@40 on track.

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

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

Rye—A boom in rye may be one result of the decline in wheat. All through the west, rye is 5@10c or more higher than wheat at country points, is 2@5c higher in the Chicago market, and in the New York market is worth as much as wheat. It is an easy crop to raise, yields more bushels to the acre than wheat on ordinary soil, and near cities or paper mills rye straw commands good prices. America exported several million bushels of it during the famine year in Europe, where rye constitutes the great cereal food, and it will pay our farmers to farm rye on a big scale instead of all wheat.

Sweet Potatoes—Baltimores are about out of market. Jerseys are firm at \$2.25 per bbl., Illinois stock being in fair request at \$2 per bbl.

Squash—Hubbard brings 1c per lb.

Turnips—30c 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.

Fancy Red and Yellow Onions 43c per bu. in Car lots.

Fancy Jersey Sweet Potatoes, \$2.75 per bbl.

Cabbage, 30c to 40c per doz.

Home-grown Celery, 15c per doz.

Mail and telegraph orders get prompt attention.

Have You Potatoes?

Quote Us Your Price.

Watch this space for choice goods at right prices.



## GRAND RAPIDS GOSSIP.

Nicholson & Young have opened a meat market at 393 Ottawa street.

The Grand Rapids Candy Co. has sold its confectionery stock at 412 South Division street to C. E. Green.

Sherman Shoemaker has opened a grocery store at Corinth. The I. M. Clark Grocery Co. furnished the stock.

F. D. Sheill succeeds Newberry & Sheill as proprietor of the Grand Rapids Steam Bakery at 502 South Division street.

J. W. Harris & Co. have opened a grocery store at 692 Cherry street. The stock was furnished by the Lemon & Wheeler Co.

E. J. Herrick, chairman of the Grocers' Committee of the Thanksgiving Contingent, asks THE TRADESMAN to request those grocers who are not called upon to deliver such donations as they feel disposed to make at the headquarters of the Contingent, at the Waters' building any time Wednesday.

Capt. H. N. Moore, formerly President of the Grand Rapids Packing & Provision Co., has formed a copartnership with F. D. Forbush, formerly Secretary and Treasurer of the Stow & Davis Furniture Co., for the purpose of engaging in the merchandise brokerage business under the style of H. N. Moore & Co. The new firm will have an office on the ground floor of the Blodgett building.

The name of the Order Work Furniture Co. has been changed to the H. N. Hall Cabinet Co. and the list of stockholders increased so as to include H. N. Hall, G. H. Folger, A. H. Ginley, W. H. Allen, C. C. Keller and A. P. Allen. The officers are as follows: President, H. N. Hall; Vice-President, G. H. Folger; Secretary, A. H. Ginley; Treasurer, W. H. Allen. The fresh capital will enable the company to add new machinery and increase its capacity. It will confine its output to the manufacture of ladies' desks, which find a market almost altogether in the cities of Boston, New York and Brooklyn.

The stockholders of the Dryden-Annin-Rose Clock Co. have voted to change the name of the corporation to the Grand Rapids Clock and Mantle Co., Mr. Dryden's holding having been acquired by James T. Phillips, Manager of the Aldine Manufacturing Co. The stockholders comprise the directors, and the officers are as follows: President, Jas. T. Phillips; Vice-President, John A. Rose; Secretary and Treasurer, Chas. H. Annin. The business will be continued at the present location on Stocking street until a new site can be selected and a building especially adapted to the business constructed. Fancy hall clocks will be manufactured, as heretofore, but a specialty made of mantles, a large portion of the output of which will be placed by the salesmen of the Aldine Manufacturing Co., in connection with the sale of grates.

## Mrs. M. D. Weeden's Change.

Mrs. Weeden has removed her stock of Mason & Hamlin organs and pianos to a much better and larger show room at 5 South Division street where a very complete line is being shown to her friends and many new acquaintances. Miss L. M. Weeden, stenographer and typewriter, has also her office there.

## The Hardware Market.

General Trade—Keeps up very good and all indications lead to the belief that November will wind up with a very good showing. Changes in prices are but few and none of any special moment may be looked for during the remainder of the year. January may see a general revival all along the line, as many articles of hardware are being claimed as going less than cost. Should trade continue good, and the outlook for spring be encouraging, there is no doubt but we will see some lines marked up. When general invoicing time, Jan. 1, comes and manufacturers find the margin on the wrong side of the ledger, good business would be to find the cause and try to correct it.

Wire Nails—Remain firm at last quotations, but we do not look for any higher prices this year. Some mills, as well as jobbers, are quoting price for delivery next year in connection with shipments of wire. We quote from stock \$1.30 and from mill \$1@1.05, according to assortment.

Barbed Wire—But little moving at present, although many orders are being placed for spring shipments. Prices rule quite a bit lower than last year, and we do not think any dealer takes any chances in placing his order at present quotations.

Snow Shovels—The demand is good, although but little snow has made its appearance as yet; but the wise dealer lays in his stock beforehand and is ready to supply the first demands. We quote them from \$1.50@4 a dozen.

Building Paper—The general round-up of building operations and the shipment of potatoes cause quite a demand for the various kinds of paper. Prices are lower than last year. We quote:

Plain board.....	\$1.05
Tar board.....	\$1.20
Water proof paper.....	.70

Ammunition—Although the hunting season is nearly over, the demand keeps up very well. Prices remain stationary.

## The Wheat Market.

Wheat during the past week has been erratic and closed about 2c. lower, for which there was no apparent cause except the liquidation of December wheat. All other signs and news were of a bullish nature, but, as is often the case, the market goes contrary to what is expected. There is no material change as to receipts and shipments. The only thing materially new is an expectation of a large shipment of wheat to China, where it is claimed American flour is cheaper food than rice at present value. It is immaterial where we ship to only to get the large surplus reduced, which, as yet, keeps climbing. This week will probably show a larger visible than we have ever seen, although it is not so burdensome to carry with present low values.

Corn, owing to low receipts, is rather in the dumps and prices are drooping. Oats remain remarkably steady, notwithstanding that farmers sell their oats and feed wheat largely to horses.

The growing winter wheat crop, as some trade papers claim, is suffering from drought, except our own State. What influence that will have on the market remains to be seen. Receipts of wheat in this city were rather above the usual the past week. Amount of wheat received was 108 cars; corn, five cars; no oats received in car lots during the past week.

C. G. A. VOIGT.

## FINEST GOODS ON EARTH,

Offered by the Western Beef and Provision Co.

Mr. Edgar C. Bearce, Manager of the Grand Rapids branch of the above well-known company, is one of the busiest men in Michigan in giving the necessary personal attention to the trade who are acquainted with the merits of the long list of provisions which they handle. Their fresh and salt meats are in demand in all quantities and their supply from the West is always equal to demand. Daily arrivals of car lots furnish the choicest of fresh goods. They are agents for Armour's Butterine, Vegetole, Lards and Compound, popularly known as the World's Fair Premium goods. They always count on a new customer whenever asked to quote prices on their goods delivered to any point in Michigan, for prices talk and the uniform quality of their goods assure every patron that he will get what he buys. Orders by telephone or telegraph at 71 Canal street are specially provided for. The markets are low and their buyers have bought right. Send them a trial order.

## Purely Personal.

Julius A. J. Friederich is spending this week in New York City.

John McNitt has taken a position as stenographer, traveling with the "Majestic" range people.

C. L. Whitney, Steward of the Northern Insane Asylum, at Traverse City, was a liberal buyer in this market Monday.

Geo. R. Mayhew, the Monroe street shoe dealer, is spending the winter months at Hot Springs, Ark., where he has greatly improved in health.

J. L. Davenport, the Paris grocer, suffered the loss of two children by scarlet fever last week, a boy of 12 years of age dying on Sunday and a daughter of 6 years expiring the next day. Another child, a boy, is dangerously ill with the same terrible scourge.

## Oysters by Telegraph.

If your supply of oysters for Thanksgiving trade needs to be replenished quickly, telegraph F. J. Dettenthaler, 117 and 119 Monroe street or call up telephone No. 163. The famous "Anchor" brand is what Dettenthaler finds to be the best the market has seen for many years and large lots are received by express every day to fill the increasing demand. He pays special attention to filling orders quickly. His great market will now be filled with all the finest of fish, game and meats for the coming holiday season.

## The Dry Goods Market.

There is no change in prices on staples. Wash goods, for spring trade, are being shown now, some lines being ½c cheaper than last year's prices.

Prints remain unchanged, the general impression is that it is impossible to make them for less money and keep up the quality, and, therefore, jobbers are keeping their stocks well supplied.

## The Drug Market.

Opium is less firm than last week but unchanged.  
Morphia is steady.  
Quinine is unchanged.  
Gum tragacanth is higher, with a further advance probable.  
Gum Arabic is advancing.  
Castor oil has declined.

You can learn more of a man's character and disposition by watching his eyes than you can by heeding the utterances of his lips. The eye is the key to the inner man; the utterances are often but a veil to cover it. Square deeds, square thoughts and square eyes generally train in the same company.

## Wants Column.

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.

## BUSINESS CHANCES.

**WANTED—PARTNER BY PARTY NOW** doing good paying business in grocery and meat market, Owens building and has everything complete to do business with. Address R. H. Jackson, 702 Genesee St., Saginaw, E. S. 635

**WILL SELL STOCK OF CLOTHING CHEAP** for cash. Good location in good town. Address No. 63 care Michigan Tradesman. 633

**FOR SALE CHEAP—SMALL DRUG STOCK** and fixtures. Address G. W. Saunders, Riverdale, Mich. 630

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

**FOR SALE—AN EGG-PICKLING 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. 627, 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. 624 care Michigan Tradesman. 624

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

## SITUATIONS WANTED.

**POSITION WANTED—BY REGISTERED AS-** sistant pharmacist with five years' experience. Good references. Wm. F. Lount, Bay City, Mich. 636

## MISCELLANEOUS.

**WANTED—LOCATION FOR HARNESS** shop. I have good stock, S. Lampert, Leonidas, Mich. 634

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

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

**MEN TO SELL BAKING POWDER TO THE** grocery trade. Steady employment, experience unnecessary. \$75 monthly and expenses or com. If offer satisfactory address at once with particulars concerning yourself. U. S. Chemical Works, Chicago. 608

## THE COMING BANQUET

of the Commercial Travelers of Michigan will be graced by many dress suits in the correct styles from the merchant tailoring parlors of

WM. T. MCKINLEY, 107 Ottawa St.

Leave your measure at once for the best of satisfaction.



Mercantile Philosophy.

The customer who almost buys, buys not at all.

Bad handling will spoil the best horse  
or the best business.

A new stock of goods ought always to attract new customers.

Business comes not without effort, and sometimes the effort fails unless it be a very earnest one.

If you do not employ salesmen who can sell goods, you should procure goods which will sell themselves.

It is not best to take too much pride in low-priced goods, the profit in them will not afford much pride.

Credit the stock that sells well to the good judgment of the buyer and charge those that sell slowly to bad luck.

There are a few traveling salesmen who could profitably spend the holiday vacation in shaving the gray whiskers off of some of their stock stories.

The dealer who only hunts for the defects in his business semi-occasionally makes it hot for his employes when one of the semi-occasional hunts is completed.

Have you a good show window on a prominent thoroughfare? Do you keep the window well illuminated evenings? It is a cheap and effective method of advertising.

The dealer who can do nothing but "cuss" the weather and "cuss" the conditions generally, had better let up on his "cuss" words and go to work or his creditors will be cussing him.

### Exact Weights and Measurements.

There is in Bradford, England, a peculiar establishment in the interest of manufacturers, and known as the conditioning house, the only one of its kind in the kingdom; it is here that the true weight, length, and condition of articles of trade and industry are determined scientifically—yarns, wools, pieces, etc. Samples are taken from various parts of lots, so as to insure a fair average, and, the weight of the samples when absolutely dry having been ascertained, the standard per cent. of moisture is added to it to give the correct invoice weight. The counts of yarns are ascertained by the correct measurement of the yards contained in one pound avoirdupois of yarn in standard condition, as ascertained from separate hanks or bobbins, and the scales upon which the yarn is weighed are adjusted to one milligram. The strength of yarns is determined by the average of at least five separate tests of eighty yards in one lea on a fifty-four inch reel, that is one-seventh of a hank, worsted; the twist is determined by the average of ten separate tests of ten inches each to form one test, and the lengths of hanks are calculated by measuring without overlapping, on a reel the exact length and with the tension regulated for each count.

She Was Willing to Wait.

"Something you wanted, madam?" he queried, as she was going out of the store.

"Why, I came in for a pair of shoes and I've waited twenty minutes and no one has come near me. I've got tired."

"Wait just one minute," he whispered. "I've spent twenty-five minutes with this lady with the big feet, but it won't take five to fit your little No. 2's with something nice."

Although she wore 5's she smiled and sat down to wait.

The chain of destiny leads him who obeys, but drags him who resists it.

### Dry Goods Price Current.

UNBLEACHED COTTONS.		Arrow Brand 4%		Columbian brown. 12		
Argyle	7	World Wide. 6	9 oz. 12	Everett, blue. 11		
Atlanta AA.	6	" " " " 6	brown 14	" " brown. 11		
Atlantic A.	6	Full Ray Wide. 6	Andover 11	Haymaker blue. 73		
" " H.	6	Georgia A. 6	Beaver Creek AA. 10	" " brown. 73		
" " P.	5	Honest Width. 6	" " BB. 9	Jaffrey. 11		
" " D.	6	Hartford A. 5	" " CC. 9	Lawrence 9 oz. 12		
" " LL.	4	Indian Head. 5	Boston Mfg Co. blue 8	" No. 220. 12		
Amory	6	King A A. 6	" d & twist 10	" No. 250. 10		
Archery Bunting.	4	King C. 5	Columbian XXX br. 10	" No. 280. 8		
Beaver Dam A.	4	Lawrence L L. 4	" XXX bl. 19			
Blackstone O. 32.	4	Madras cheese cloth 6	GINGHAM.			
Black Crow	6	Newmarket G. 6	Amoskeag	Lancaster, staple. 5		
Black Rock	5	" " B. 5	" Persian dress 6	" fancies. 6		
Boot, AL.	7	" " N. 6	" Canton. 7	" Normandie. 6		
Capital A.	5	" " DD. 5	" AFC. 8	Lancashire. 4		
Cavanat V.	5	" " X. 6	" Teazle. 10	Manchester. 4		
Chapman cheese cl.	5	Nothe R. 5	" Angola. 10	Monogram. 4		
Clifton C R.	5	Our Level Best. 6	" Persian. 7	Normandie. 6		
Comet.	5	Oxford R. 6	Arlington staple. 10	Pardan. 4		
Dwight Star.	5	Pegnot. 7	Arasapha fancy. 4	Renfrew Dress. 7		
Clifton CCC.	5	Solar. 7	Bates Warwick dres. 7	Rosemont. 6		
		Top of the Heap. 7	" staples. 6	Slatersville. 6		
A B C.	8	Geo. Washington. 8	Centennial. 10	Somerseset. 7		
Amazon.	8	Glen Mills. 7	Criterion. 10	Tacoma. 7		
Amberg.	8	Gold Medal. 7	Cumberland staple. 5	Toll du Nord. 8		
Ari Cambric.	10	Green Ticket. 7	Cumberland. 5	Wabash. 8		
Blackstone A A.	7	Great Falls. 8	Essex. 4	" seersucker. 7		
Beaks All.	12	Hope. 7	Elfin. 4	Warwick. 7		
Boston.	12	Just Out. 7	Everett classics. 5	Whittenden. 8		
Cabot.	6	King Phillip. 4	Exposition. 7	" " heather dr. 7		
Cabot, %	3	" OP. 7	Glenarie. 6	" indigo blue 9		
Charter Oak	5	Lonsdale Cambric. 10	Glenarven. 6	Wamsutter staples. 6		
Conway W.	7	Lonsdale. @ 8	Glenwood. 7	Westbrook. 8		
Cleveland d.	6	Middlesex. @ 4	Hampton. 5	" " " " 10		
Dwight Anchor.	8	No Name. 7	Johnson Chalou cl. 4	Windermeer. 5		
Edwards.	6	Oak View. 6	" indigo blue 9	York. 6		
Empire.	7	Our Own. 5	" zephyrs. 16			
Farwell.	7	Pride of the West. 12	GRAIN BAGS.			
Fruit of the Loom.	7	Rosalind. 7	Amoskeag. 13	Georgia. 13		
Fitchville.	7	Sunlight. 7	Stark. 16			
First Prize.	6	Utica Mills. 8	American. 12			
Fruit of the Loom %.	7	" Nonpareil. 10	THREADS.			
Fairmount.	4	Vinyard. 8	Clark's Mile End. 45	Barbour's. 95		
Full Value.	5	White Horse. 6	Costs, J. & P. 45	Marshall's. 90		
		" Rock. 8	Holyoke. 23			
HALF BLEACHED COTTONS.			KNITTING COTTON.			
Cabot.	6	Dwight Anchor. 8	No. 6. 34	White. Colored. 38	White. Colored. 42	
Farwell.	6		" 8. 33	" 16. 38	" 37. 43	
CANTON FLANNEL.			" 10. 35	" 18. 39	" 44	
Housewife A.	5	Housewife Q. 6	" 12. 36	" 20. 40	" 45	
" " B.	6	" R. 7	CAMBRICS.			
" " C.	6	" S. 7	Slater. 4	Edwards. 4		
" " D.	6	" T. 8	White Star. 4	Lockwood. 4		
" " E.	7	" U. 9	Ed glove. 4	Wood's. 4		
" " F.	7	" V. 10	Newmarket. 4	Brunswick. 4		
" " G.	7	" W. 10	RED FLANNEL.			
" " H.	7	" X. 11	Fireman. 32	T W. 32		
" " I.	8	" Y. 12	Creedmore. 27	FT. 32		
" " J.	8	" Z. 13	Talbot XXX. 30	J R F. XXX. 35		
" " K.	9		Nameless. 27	Buckeye. 32		
" " L.	10		MIXED FLANNEL.			
" " M.	10		Red & Blue, plaid. 40	Grey S R W. 17		
" " N.	11		Union R. 22	Western W. 18		
" " O.	11		Windsor. 18	D R P. 18		
" " P.	14		6 oz Western. 20	Flushing XXX. 23		
CARPET WARP.			Union B. 22	Manitoba. 23		
Pearless, white. 17	Integrity colored. 18		DOMEST FLANNEL.			
" colored. 19	White Star. 17		Nameless. 8 @ 9%	" 9 @ 10%		
Integrity. 18	" colored. 19		" 8 1/2 @ 10	" 12 1/2		
DRESS GOODS.			CANVAS AND PADDING.			
Hamilton. 8	Nameless. 20		Slate. Brown. Black. Slate. Brown. Black.			
" " 9	" 25		9 1/4 9 1/4 9 1/4 10 1/4 10 1/4 10 1/4			
" " 10	" 27		10 1/4 10 1/4 10 1/4 11 1/4 11 1/4 11 1/4			
G & G Cashmere. 16	" 30		11 1/4 11 1/4 11 1/4 12 1/4 12 1/4 12 1/4			
Nameless. 18	" 32		12 1/4 12 1/4 12 1/4 20 20 20			
" " 18	" 35		DUCES.			
Coraline. 9	Wonderful. 4		Severin 8 oz. 94	West Point, 8 oz. 104		
Schilling's. 9	00 Bortree's. 4	7 5	Mayland, 8 oz. 104	" 10 oz. 124		
Davis Waists. 9	00 Bortree's. 9	00	Greenwood, 7 1/2 oz. 94	Raven, 10 oz. 124		
Grand Rapids. 4	4 50 Abdominal. 15	00	Mayland, 8 oz. 114	Stark. 134		
CORSET JEANS.			Boston, 8 oz. 104	Boston, 10 oz. 124		
Armory. 6	Naumkeag satteen. 7	7 1/2	WADDINGS.			
Androoggin. 7	Rockport. 6	6 1/2	White, doz. 25	Per bale, 40 doz. 85	50	
Biddeford. 6	Conestoga. 7	7 1/2	Colored, doz. 20	Colored " 7	50	
Brunswick. 6	Walworth. 6	6 1/2	SILESIA.			
PRINTS.			Slater, Iron Cross. 8	Pawtucket. 10		
Allen turkey reds. 5	Berwick fancies. 5	5 1/2	" Red Cross. 9	Dundie. 9		
" robes. 5	Clyde Robes. 5	5 1/2	" Best. 10	Bedford. 10		
" pink & purple 5	Charter Oak fancies 4	4	" Best AA. 13	Bay City. 10		
" buffs. 5	DelMarine cashm's. 5	5 1/2	L. 7	KK. 10		
" pink checks. 5	" mourn'g. 5	5 1/2	G. 8			
" staples. 5	Eddystone fancy. 5	5 1/2	SEWING SILK.			
" shirtings. 3	" chocolat 5	5	Corticeil, doz. 55	Corticeil knitting, 2	37 1/2	
American Indigo. 4	" rober. 5	5	twist, doz. 37 1/2	per 1/2 doz ball. 30		
American Indigo. 4	" sateens. 5	5	50 yd, doz. 37 1/2	HOOKS AND EYES—PER GROSS.		
American shirtings. 8	Hamilton fancy. 5	5	No 1 B'k & White. 10	No 4 B'k & White. 15		
Argentine Grays. 6	" staple. 5	5	" 2 " " 12	" 8 " " 30		
Anchor Shirtings. 4	Manchester fancy. 5	5	" 3 " " 12	" 10 " " 25		
Arnold. 6	" new era. 5	5	No 2-30, M C. 45	No 4-15 F 3 1/2. 40		
Arnold Merino. 6	Merrimack D fancy. 5	5	" 3-15, S C. 45	PINS.		
" long cloth. B. 9	Merrim'ck shirtings. 4	4	No 2 White & B'k. 12	No 3 White & B'k. 30		
" C. 7	Reppfurn. 8	8 1/2	" 4 " " 15	" 10 " " 25		
" century cloth. 7	Pacific fancy. 5	5	" 18 " " 12	" 12 " " 25		
" gold seal. 10	" robes. 5	5	No 2 White & B'k. 12	No 3 White & B'k. 30		
" green seal TR. 10	Portsmouth robes. 6	6	" 4 " " 15	" 10 " " 25		
" yellow seal. 10	Simpson mourning. 5	5	" 18 " " 12	" 12 " " 25		
" serge. 11	" greys. 5	5	No 2 White & B'k. 12	No 3 White & B'k. 30		
" Turkey red. 10	" solid black. 5	5	" 4 " " 15	" 10 " " 25		
Ballon solid black. 10	Washington Indigo. 6	6 1/2	" 18 " " 12	" 12 " " 25		
" colors. 10	" Turkey robes. 7	7	No 2. 28	No 3. 35		
Bengal blue, green, 6	" India robes. 7	7	NEEDLES—PER M.			
red and orange. 6	" plain T'ky X. 7	7	A. James. 1.40	Steamboat. 40		
Berlin solids. 5	" " X. 10	10	Crowley's. 1.25	Gold Eyed. 1.50		
" all blue. 8	" Ottoman Tur. 6	6	Marshall's. 1.00	American. 1.00		
" green. 8	Martha Washington. 6	6	TABLE OIL CLOTH.			
" Foulders. 5	Turkey red. 7	7	5-4. 1.75	6-4. 2.20		
" red & 7	Turkey red. 7	7	COTTON WINES.			
" " 9	Martha Washington. 6	6	Cotton Sall Twine. 28	Nashua. 14		
" 4. 10	Turkey red. 7	7	Crown. 12	Rising Star 4-ply. 17		
" 3-4XXXX 12	Wilverpoint robes. 5	5	Domestic. 18	" 3-ply. 17		
cochecho fancy. 5	Wladorofancy. 6	6	Anchor. 16	North Star. 17		
" madders. 5	" gold ticket. 6	6	Bristol. 13	Wool Standard 4 ply 17 1/2		
" XX wills. 5	Indigo blue. 10	10	Cherry Valley. 15	Powhattan. 16		
" solids. 5	Harmony. 10	10	IX L. 18			
TICKINGS.			FLAID ONSABUES.			
Amoskeag A C A. 11	A C A. 11	11	Alabama. 6	Mount Pleasant. 6		
Amilton N. 7	Pemberton AAA. 16	16	Alamance. 6	Oneda. 5		
" D. 8	York. 10	10	Angusta. 7	Pratt. 5		
" Awning. 11	Swift River. 7	7	Ar sapha. 6	Randelman. 5		
Armer. 8	Pearl River. 12	12	Georgia. 6	Riverside. 6		
First Prize. 10	Warren. 12	12	Granite. 6	Sibley A. 6		
Snort Mills. 16	Conostoga. 16	16	Haw River. 5	Toledo. 6		
COTTON D RILL.			Haw J. 5	Otis checks. 7		
Atlantia, D. 8	Stark A. 8	8				
Clifton, K. 6	No Name. 7	7				
	Top of Heap. 9	9				



## WE WANT

# BEANS

and will pay highest market price for them.

If you have any stock you wish to dispose of, seek headquarters for an outlet.

## HOLIDAY GOODS

ALBUMS,  
DOLLS,  
TOYS,  
GAMES,  
BOOKS.  
EATON, LYON & CO.

20 & 22 Monroe St.,  
GRAND RAPIDS.

## 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.

**HIRTH,  
KRAUSE  
& CO.**

Headquarters for

## Over Gaiters and Leagins

**\$2.50 per dozen  
and Upwards.**

Lamb Wool Sole  
in 3 grades.

## Duck and Sheepskin Slippers.

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



## IN A NEW LIGHT.

## What the Public Owes to the Enterprise of Advertising.

E. A. Stevens in National Grocer.

In a small city in Illinois the following dialogue took place between a retail grocer and a salesman for a well-known specialty:

Salesman—Our goods are certain to sell because they are thoroughly, systematically and persistently advertised.

Grocer—Well, that does not make them any better than others.

Salesman—Pardon me, but I think it does.

Grocer—You don't mean to tell me that the mere fact of their being "blowed about" makes them better?

Salesman—Where goods are continuously advertised, so that they become staple or standard articles, it is entirely superfluous to speak of their merit, for that is *prima facie* evidence of that fact. No inferior article of domestic utility in this age of close competition can ever be advertised into popularity—not even with the expenditure of millions.

Grocer—Why do you throw away so much money on advertising? Why not allow that in more profit to the retailer?

Salesman—In the first place, our advertising insures a more rapid sale of the goods, and that more than offsets the difference in profits you would receive if we did not give them greater publicity.

In the second place, it is the hardest possible thing to keep some grocers from cutting the price or selling so low that they knock nearly all the profit out of our article. The larger the margin of profit the more certain would this be done.

Thirdly, allow me to examine your statement as to our throwing money away on advertising. You believe in education and progress—through broadening our minds by technical and trade journals of science and mechanics, literature and art, and especially the service performed in this direction by your daily and weekly papers, do you not?

Grocer—Most assuredly.

Salesman—Then you also believe that that progress can best be accomplished by popular priced newspapers and magazines?

Grocer—No doubt.

Salesman—Did you ever consider the vast service that is done in this direction by the enterprise of advertisers?

Grocer—No, I don't see where they come in.

Salesman—You don't? Have you ever estimated the probable cost of your \$1 per year weekly or your daily penny paper—that inestimable boom of the poor—if there were no advertisers?

Grocer—No, I have not. Don't know anything about that business.

Salesman—Well, at a rough estimate, your town weekly paper would not cost you less than \$5 per year and your daily penny paper of to-day would have to charge something like 10 cents per copy, as their circulation would naturally decrease in proportion as the price of production was advanced. Would not that be a public calamity?

Grocer—Yes, the way you put it.

Salesman—Now reflect on the army of employes which is enlisted in the service of these publishers, or more correctly speaking, the advertisers. The thousands of compositors, hundreds of paper makers, pressmen, mechanics, roller and ink makers, proof readers and innumerable others who would be ingloriously discharged if the enterprising advertiser suddenly concluded to quit business. Nor is that the worst loss the general public would sustain. Look at the great periodicals. How could they afford to engage in their service our monarchs of literature, our scientific savants and our talented artists were it not for the advertisers? Again, there would be much less talent of this kind were there no demand for it in dollars and cents—no impetus, no inducement. Now the public secures the benefits, experience and skill of all this high priced (and worthily so) intellectual aggregation by merely paying the cost of the white paper and postage at pound rates.

Grocer—Well, I never gave that any serious attention before.

Salesman—Let me assure you that scarcely a magazine or newspaper could be issued in this whole country for anything near the present prices were it not for our and others' money being—as you term it—"thrown away."

Grocer—I see now that, in part, I was mistaken.

Salesman—Now, remember that the entire public is benefited, whether they purchase these heavily advertised goods or not—especially so in these smaller cities. Life would be a burden without the cosmopolitan papers and magazines.

Grocer—Yes, that is so; but do not the consumers have to pay for it all, and if they do why should we thank the advertiser?

Salesman—The consumer, at each purchase, pays a slight tax on the article which is no comparison to the benefits he has continuously received through extensive advertising. Our firm has an enormous output and each customer pays—on an article that sells for 10 cents—a trifling addition for advertising. The article would sell for the same price, whether advertised or not, but would not sell so rapidly, and that additional expense would be in either the manufacturer's or retailer's pocket. But suppose the consumer does pay that, it is his contribution to the advancement of science, the promotion of literature and the elevation of humanity.

Grocer—I must say that, in the light of your explanation of the matter, my conception of the advertiser has undergone a remarkable change—a very material one. I always thought the heavy advertisers were about half-way robbers, forcing something on the people they did not want and making them pay for it.

Salesman—Now, we do not ask for "thanks," but fair play. When people ask for our goods give them what they want. Remember that we spend about \$1 each in securing a new customer for a 10 cent article, believing that the merit of our goods will make them steady customers. Such exhibitions of pluck and grit must challenge your admiration. You should also bear in mind that the advertiser takes all the risk. His money must be spent before there are any returns. Many firms have swamped themselves by advertising. It is the most expensive experience to be gained in business, yet the most lucrative when you know how to advertise.

Grocer—I am pleased that you have so clearly convinced me of my error.

After securing a good order the salesman bade the converted grocer a pleasant good day.

## WILLIAM CONNOR

Will be at Sweet's Hotel, Grand Rapids, 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.

Use Tradesman Coupon Books.

## Hardware Price Current.

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

AUGERS AND BITS.		dia.
Snell's	60x10	
Cook's	49	
Jennings, genuine	25	
Jennings, imitation	50x10	
AXES.		
First Quality, S. B. Bronze	\$1 50	
" " D. B. Bronze	1 00	
" " S. B. 3 Steel	6 50	
" " D. B. Steel	13 00	
BARROWS.		dia.
Railroad	\$12 00	14 00
Garden	30 00	det 30 00
BOLTS.		dia.
Stove	50x10	
Carriage new list	75x10	
Plow	40x10	
Sleigh shoe	70	
BUCKETS.		
Well, plain	\$3 50	
Well, swivel	4 00	
BUTTS, CAST.		dia.
Cast Loose Pin, figured	70x10	
Wrought Narrow, bright fast joint	40	60x10

Wrought Loose Pin	40
Wrought Table	40
Wrought Inside Blind	40
Wrought Brass	75
Blind, Clark's	70x10
Blind, Parker's	70x10
Blind, Shepard's	70
BLOCKS.	
Ordinary Tackle, list April 1892	60x10
CRADLES.	
Grain	40x10
CROW BARS.	
Cast Steel	per lb 5
CAPS.	
Ely's 1-10	per m 65
Hick's C F	55
G. D.	35
Musket	60
CARTRIDGES.	
Rim Fire	59
Central Fire	25
CHISELS.	
Socket Firmer	75x10
Socket Framing	75x10
Socket Corner	75x10
Socket Slicks	75x10
Butchers' Tanged Firmer	40
COMBS.	
Curry, Lawrence's	40
Hotchkiss	25
CHALK.	
White Crayons, per gross	120x12 1/2 dia. 10
COPPER.	
Planished, 14 oz cut to size	per pound 28
" 14x32, 14x56, 14x80	28
Cold Rolled, 14x56 and 14x80	28
Cold Rolled, 14x48	23
Bottoms	22
DRILLS.	
Morse's Bit Stocks	50
Taper and straight Shank	50
Morse's Taper Shank	50
DRIPPING PANS.	
Small sizes, per pound	6 1/4
Large sizes, per pound	06
ELBOWS.	
Com. 4 piece, 6 in.	dos. net 75
Corrugated	50
Adjustable	dia. 40x10
EXPANSIVE BITS.	
Clark's, small, \$18; large, \$26	30
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List.	
Disston's	80x10-10
New American	80x10-10
Nicholson's	80x10-10
Heller's	50
Heller's Horse Raps	50
GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16 17	
Discount, 70	17
GAUGES.	
Stanley Rule and Level Co.'s	50
KNOBS—New List.	
Door, mineral, jap. trimmings	55
Door, porcelain, jap. trimmings	55
Door, porcelain, plated trimmings	55
Door, porcelain, trimmings	55
Drawer and Shutter, porcelain	70
LOCKS—DOOR.	
Russell & Irwin Mfg. Co.'s new list	55
Mallory, Wheeler & Co.'s	55
Brantford's	55
Norwalk's	55
MATTOCKS.	
Adze Eye	\$16.00, dia. 60-10
Hunt Eye	\$15.00, dia. 60-10
Hunt's	\$18.50, dia. 60x10
MAULS.	
Sperry & Co.'s, Post, handled	50
MILLS.	
Coffee, Parkers Co.'s	40
" P. S. & W. Mfg. Co.'s Malleables	40
" Landers, Ferry & Clark's	40
" Enterprise	30
MOLASSES GAUGES.	
Stebbin's Pattern	60x10
Stebbin's Genuine	60x10
Enterprise, self-measuring	30
NAILS.	
Advance over base, on both Steel and Wire.	1 25
Steel nails, base	1 35
Wire nails, base	1 35
60	Base
50	10
40	25
30	25
20	35
16	45
12	45
10	50
8	80
7 & 8	75
4	90
3	1 20
2	1 60
1	1 60
Finest	1 80
Case 10	65
" 8	75
" 6	90
Finish 10	75
" 8	90
" 6	90
Clinch 10	70
" 8	80
" 6	90
Barrell 10	1 75
PLANES.	
Ohio Tool Co.'s, fancy	dia. 40
Scotch Bench	250
Sandusky Tool Co.'s, fancy	40
Bench, first quality	40
Stanley Rule and Level Co.'s wood	50x10
PANS.	
Fry, Acme	dia. 60-10
Common, polished	dia. 70
RIVETS.	
Iron and Tinned	50-10
Copper Rivets and Bars	50-10
PATENT PLANISHED IRON.	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's pat. planished, Nos. 25 to 27	9 20
Broken packs 1/2 c per pound extra.	

HAMMERS.		
Maydole & Co.'s	dia.	25
Kip's	dia.	25
Yorke & Plumb's	dia.	40x10
Mason's Solid Cast Steel	30c list	60
Blacksmith's Solid Cast Steel Hand	30c 40x10	
HINGES.		
Gate, Clark's, 1, 2, 3	dia. 60x10	
State	per doz. net	2 50
Screw Hook and Strap, to 12 in. 1/4 14 and longer	3/4	
Screw Hook and Eye, 1/4	net	10
" " 1/2	net	8 1/4
" " 3/4	net	7 1/4
Strap and T.	dia.	5
HANGERS.		
Barn Door Kidder Mfg. Co., Wood track	50x10	
Champion, anti-friction	60x10	
Kidder, wood track	40	
HOLLOW WARE.		
Pots	60x10	
Kettles	60x10	
Spiders	60x10	
Gray enameled	40x10	
HOUSE FURNISHING GOODS.		
Stamped Tin Ware	new list	70
Japanned Tin Ware	25	
Granite Iron Ware	new list	35
WIRE GOODS.		dia.
Blight	70x10x10	
Screw Eyes	70x10x10	
Hook's	70x10x10	
Gate Hooks and Eyes	70x10x10	
LEVELS.		dia.
Stanley Rule and Level Co.'s	dia. 70	
ROPES.		
Sisal, 1/4 inch and larger	7	
Manilla	10	
SQUARES.		dia.
Steel and Iron	7 & 10	
Try and Bevels	60	
Mitre	20	
SHEET IRON.		
Nos. 10 to 14	Com. Smooth.	Com.
Nos. 15 to 17	3 50	2 80
Nos. 18 to 21	4 05	2 70
Nos. 22 to 24	3 55	2 80
Nos. 25 to 28	3 65	2 90
No. 27	3 75	3 00
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra		
SAND PAPER.		
List acct. 19, '86	dia.	50
SASH CORD.		
Silver Lake, White A.	list	50
" Drab A.	"	55
" White J.	"	55
" Drab B.	"	55
" White C.	"	80
Discount, 10.		
SASH WEIGHTS.		
Solid Eyes	per ton	\$20
SAWS.		dia.
" Hand	20	
" Silver Steel Dia. X Cuts, per foot	70	
" Special Steel Dia. X Cuts, per foot	50	
" Special Steel Dia. X Cuts, per foot	30	
" Champion and Electric Tooth X	30	
Cuts, per foot		
TRAPS.		dia.
Steel, Game	60x10	
Onelda Community, Newhouse's	40	
Onelda Community, Hawley & Norton's	70-10 10	
Mouse, choker	15c per doz	
Mouse, delusion	\$1.25 per doz	
WIRE.		dia.
Bright Market	70-10	
Annealed Market	75	
Coppered Market	70	
Tinned Market	62 1/2	
Coppered Spring Steel	50	
Barbed Fence, galvanized	2 50	
" painted	2 10	
HORSE NAILS.		dia.
An Sable	40x10	
Putnam	dia. 05	
Northwestern	dia. 10x10	
WRENCHES.		dia.
Baxter's Adjustable, nickeled	30	
Coe's Genuine	50	
Coe's Patent Agricultural, wrought	75	
Coe's Patent, malleable	75x10	
MISCELLANEOUS.		dia.
Bird Cages	50	
Pumps, Clister	75x10	
Screws, New List	70x10	
Casters, Bed a d Plate	50x10x10	
Dampers, American	40	
Forks, hoes, rakes and all steel goods	65x10	
METALS.		
PIG TIN.		
Pig Large	26c	
Pig Bars	28c	
ZINC.		
Duty: Sheet, 2 1/4 c per pound.		
600 pound casks	6 1/4	
Per pound	7	
SOLDER.		
40%	16	
Extra Wiping	13	
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.		
ANTIMONY.		
Cookson	per pound	
Hallett's	13	
TIN—MELTIN GRADE.		
10x14 IC, Charcoal	\$ 7 50	
14x20 IC, "	7 50	
10x14 IC, "	9 25	
14x20 IC, "	9 25	
Each additional X on this grade, \$1.75.		
TIN—ALLWAY GRADE.		
10x14 IC, Charcoal	75	
14x20 IC, "	6 75	
10x14 IC, "	8 25	
14x20 IC, "	9 25	
Each additional X on this grade \$1.50.		
ROOFING PLATES.		
14x20 IC, " Worcester	6 50	
14x20 IC, " "	8 50	
20x28 IC, " "	13 50	
14x20 IC, " Allway Grade	6 00	
14x20 IC, " "	7 50	
20x28 IC, " "	12 50	
14x20 IC, " "	15 50	
BOILER SHEET TIN PLATE.		
14x20 IC	\$14 00	
14x20 IC	15 00	
14x20 IC, for No. 8 Boilers,		
14x20 IC, " " g	per pound	10 00



# MICHIGAN TRADESMAN

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

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

TRADESMAN COMPANY.

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E. A. STOWE, Editor.

WEDNESDAY NOVEMBER 28.

## THE NICARAGUA CANAL.

While both Senators and Representatives in Congress, without regard to party, have declared their hearty approval of the opening of the Nicaragua Canal under the auspices and with the aid of the government of the United States, they do not constitute a majority of either house, and, thus far, it has been impossible to get Congress to favor the enterprise, or, indeed, to become interested in any question that would look like marking out a foreign policy for the Government.

The Congress of the United States has provided no coast defenses, it has made but scant provision for a navy, and it has neglected to authorize the construction of a dry dock that can take in for repairs a ship of large size. A country so utterly defenseless cannot indeed afford to have any foreign policy, and it cannot, therefore, afford to undertake to build or own an inter-oceanic ship canal, because if some foreign power should protest or resent such a step, the United States would be in no condition to maintain its position.

When it comes to a mercantile marine, the same state of affairs exists. The people of the United States own few or no ships that are engaged in foreign trade. All the American wheat, corn, petroleum cotton, and hog and dairy products are exported abroad in foreign ships, and also all the merchandise which is brought into this country from across the sea comes in foreign bottoms. If the United States owned an American inter-oceanic ship canal, there would not be any ships flying the United States flag to pass through it.

This state of things exists through some strange fatuity on the part of alleged United States statesmen to give up the whole world to foreigners, and so strictly has this remarkable policy been carried out that to-day this great republic does not own a single coaling station outside the limits of the republic's continental territory.

When these facts are comprehended, it is easy to see why the Nicaragua Canal has never been anything more than a mere creation of the imagination—a sort of wild dream. Nor will it ever be any-

thing more until the people of this great nation shall come to realize that they and their country are to be more than the ordinary and habitual prey of foreign countries.

That a country which is wholly at the mercy of foreign war navies and utterly dependent on foreign commercial navies has been for years able to enjoy immunity from foreign attack is due to the conjunction of circumstances which have divided the nations of Europe into formidable and opposing coalitions, and often into hostile camps. The European powers have not been united since the time of Napoleon's wars, when they were all joined against France. Then England took advantage of the opportunity to impose hostile and injurious exactions upon the United States, and out of these grew the war of 1812. Since then Europe has been so full of jealousies that any serious controversy that would have precipitated a war would have been unprofitable. But the United States, with characteristic prudence, did not rely wholly on the preoccupation of European countries, but discreetly submitted to foreign arbitration where any rights or claims were disputed.

The rise of a great naval and military power in Japan, an island empire dominating the Pacific Ocean over against the Western coast of the United States, places another phase upon the foreign situation. Japan, flushed with vast conquests, may cherish further ambitions, and it will not do to count upon perpetual peace and amity with such a power. It will be necessary to make some show of defense upon the Pacific coast. And right here comes in an imperative demand for the isthmus canal. There must be some way of sending ships to the Pacific coast besides the interminable voyage around the Horn.

It then becomes necessary for the people of the United States to be educated up to the demand for the Nicaragua Canal. It ought to be talked about and written about until the need for it for both defense and commerce is thoroughly understood. Then the people will instruct their Representatives and Senators in Congress to provide for it. Until then, the canal will continue to be only a dream.

## PROSPECT OF PEACE IN THE EAST.

The offer of the United States to mediate between Japan and China having been politely declined by the former country, China has found herself compelled to sue direct for peace, and it is announced that one of the foreign attaches of the Chinese customs service, who is familiar with the Chinese revenue, has been dispatched to Tokio to treat direct with the Japanese government on the subject of terms of peace.

It is reported that the special envoy will be empowered to consent to the recognition of the independence of Corea and to pay a large cash indemnity to Japan over and above the actual cost of the war. To insure the payment of this indemnity, Japan is to be allowed to collect the revenue at certain of the Chinese commercial ports until the indemnity is fully paid, in accordance with the agreement.

It would seem that the decision of China to sue for peace has been hastened by the loss of the great battle-ship *Chen Yuen*, which was rendered worthless for further active operations by coming into

contact with a torpedo at the entrance to the harbor of Wei-Hai-Wei. Although the ship was immediately beached to prevent her from sinking, it will be impossible for the Chinese to raise and repair her in time to prove of value in the present struggle. With the loss of the *Chen Yuen*, the Chinese navy is so crippled that it will scarcely dare to again take the offensive, and will have to confine its efforts to defending the strongholds.

With a Japanese army driving all before it in the province of Manchuria, with Port Arthur in the hands of the enemy, and Wei-Hai-Wei blockaded, China has grave cause to fear that a further prolongation of the war would result in irretrievable disaster. The events which have happened prove that the Chinese empire is utterly incapable of coping with Japan, and that, consequently, there is nothing left to do but to sue for peace on the best terms that can be secured. All efforts to induce foreign powers to intervene have fallen through, and even the attempt to secure the mediation of the United States has failed.

The humiliation of China is complete, and the triumph of the Japanese could not well be more thorough. Their conduct of the war from the very outset has been admirable. Their movements have been rapid, their strategy brilliant and their attacks delivered with courage and skill. In not a single enterprise have the Japanese failed, while their adversaries have made a good showing in but one engagement, namely, that of the naval battle in the Yalu River, which, nevertheless, was a Japanese victory.

The war has, so far, done little damage to international trade, as the powers have carefully provided that the business of neutrals should not be interfered with. The purchasing power of China has been crippled, however, and this has done some damage. The termination of the war will, therefore, be beneficial, particularly to the trade in manufactured cotton goods, in which this country is largely interested.

## PERCENTAGE SYSTEM ABANDONED.

It will be a matter of interest to the trade to learn that the percentage or co-operative wage paying system, adopted last April by Siegel, Cooper & Co., of Chicago, has been abandoned. By paying each clerk a certain stipulated salary—less, of course, than the regular salary—and a percentage (2 per cent.) on sales, it was hoped that a personal interest could be aroused in all concerned, and that a true co-operative system might be evolved. The reasons for abandoning the system are thus set forth by Assistant Manager Siegel:

"We thought when we began that we could make the co-operative system a success, but, after a full test, we have given it up. We urged upon our clerks the importance of saving when trade was good so that they might have something ahead when business was dull and their earnings necessarily low. But our urgings did little good. We found that if a clerk made a large salary during a big week it was all spent immediately, as they all live from hand to mouth. So when the earnings were low there was dissatisfaction and complaint. Employees felt that they were not getting enough and became indolent and careless—just the opposite of what we expected at the beginning. Some of our best clerks resigned and went elsewhere after they had given the scheme a test. In a house with so many departments and with all the changing seasons, there

was nearly always some division in which sales were slow. This proved a constant source of complaint. Then, too, it was a great deal of trouble to look after the workings of such a system and keep everything in order. So we went back to the old plan of paying regular salaries, and everybody is satisfied and wiser for the experience."

That the issuance of United States bonds is an improvident and merely a makeshift means of replenishing the gold supply in the Treasury is well understood by the Secretary himself, but what else can he do, when Congress has provided no effective way of securing gold? It came to light that as soon as a sale of bonds to the amount of \$60,000,000 was announced there commenced a drain of gold from the Treasury, for the purpose, it is believed, of selling it back to the Government. On the 16th and 17th of November nearly \$2,000,000 was withdrawn, and it is evident that the loss will amount to something very considerable. Any sort of treasury notes, including those of 1890, issued to pay for purchases of silver under the Sherman law, are being used to draw gold from the Treasury. As all the money of the United States must be maintained on a gold basis, there can be no objection urged to demanding gold for notes which really represent silver. Now, if this gold should be sold back to the Treasury in exchange for bonds, such a game could be carried on until the whole of the existing gold reserve had been so drawn out, and, although all the bonds would be sold, there would be no more of the yellow metal in the Treasury than when the game began.

The New York *Shipping and Commercial List* has taken up the suggestion of THE TRADESMAN relative to the creation of a Tariff Commission, with a view to creating a demand from business men all over the country for the appointment of a Commission "to take full charge of arranging the rate of duties on our importations." In an editorial article on the subject it says, "Uncertainty is the greatest foe of commercial prosperity. American business men are self-reliant, independent and progressive and can adapt themselves to any conditions, except continual change and intermittent disturbance. They are just now emerging from an experience that teaches a great lesson. If the lesson is properly learned by the nation, it may repay, in part, the hardship of the past two years. The lesson is that business interests must not be made the playthings of politics. Business needs are best known by business men. They, having reached a decision, should make their influence felt directly in national legislation."

The Knights of Labor, whose general convention is in session at New Orleans, voted to exclude miners and admit bartenders and waiters in saloons. This action is in keeping with the trend of trades unionism generally, the intention evidently being to exclude manual labor as much as possible and encourage the affiliation of liquor dealers and those allied to the liquor business.

The Commercial Bank of Muir will begin business January 1, 1895, as successor to S. W. Webber & Co. N. B. Hayes and his wife, Mary A. Hayes, L. N. Olmsted and H. Jay Hayes are financially interested in the new concern, and the latter will be cashier.



## ELECTIONS BY MACHINERY.

The principal difficulty about having honest elections is that of getting honest men to take charge of them.

Any election law is good enough, provided it is administered in all its details by honest men, and no law, no matter what safeguards it seeks to throw around elections, can accomplish the desired results if its execution is intrusted to men who are, in the first place, dishonest, and, in the next, are interested in falsifying the result and annulling the will of the people.

As a last resort, in order to secure honest elections, the advice has been given to appeal to machinery. In this most remarkable age of the world, when machinery writes and talks for us, why should it not also vote for us? What is meant is, why should not a machine be employed to do our voting?

Every person who is acquainted with the wonderful and manifold uses which mechanical devices are now constantly used to perform knows there is no apparent difficulty in contriving a voting machine. More than this, voting machines of several sorts have already been constructed, operated, tested and found so satisfactory that their employment has been heartily recommended. Further than this, the new constitution of New York State, adopted by a popular vote at the November election, virtually permits the use of voting machines, by repealing the old law which required that all votes in New York shall be by ballot.

It appears that voting machines have been thoroughly tested in that State and have received general encomiums from the press. It has been demonstrated, so it is claimed, that mechanism furnishes a much cheaper method of voting than the Australian ballot system, which has become the vogue in many States, and that it is more accurate and convenient than any voting system which has been on trial in this country.

A single voting machine has recorded without error a thousand votes, showing a capacity for registering votes which would allow a very decided reduction of election precincts, with the consequent saving of rent, service of election officers, cost of printing tickets and the incidentals which swell the cost of elections to large figures in the aggregate. The appliance requires but one booth at each election place, and will accomplish as much in a given period as ten or eleven booths under the present New York system.

It appears that the machine counts the vote as it is recorded by the voter himself, and the result is known immediately at the closing of the polls, which is certainly a most important consideration, since not only is there a universal demand for instant news, but the danger of stuffing ballot boxes, or of counting the votes fraudulently, in the period between the closing of the polls and the making up of the returns, is eliminated.

The voting is done by pulling a lever or touching a knob, one for each ticket or candidate, as may be arranged for.

Naturally, the question is asked whether or not the people who have charge of the machine can work it in the interest of fraud, and, in the absence of specific description of it, the question cannot be answered here; but it is said that the act of voting for one person or party locks the other levers until the voter leaves the booth, when all the

levers are unlocked again by the closing of the door behind him, and the booth is prepared for the entrance of another voter.

So many other important offices are performed by machinery that there should be no difficulty in managing to vote by a mechanical contrivance, and, should it possess the advantages that one is led to expect from an experience with other sorts of machines, there should be no reason why elections will not be effected through the intervention of mechanism with the best and most satisfactory results.

The Czar's Death and the Drug Trade.  
From the American Druggist.

The progress of the Czar's illness was watched with much concern from a business, as well as a private, point of view by dealers in certain kinds of drugs specially used in the Russian market. One of these drugs is Siam gum benzoin, of which London is the chief trade center, and the bulk of which is exported to Russia as an ingredient in the incense used in the celebrations of the Greek church. When Czar Nicholas I died, about the close of the Crimean War, a sudden demand for Siam benzoin caused the price of the drug to advance to the highest point known in the history of the trade, and there exists to day in the drug museum of the London Docks Warehouse at Crutched Friars a specimen of a particularly fine kind of the gum, which at that time is said to have been sold at the rate, we believe, of about \$800 per hundred-weight. On the occasion of last week's London auction several holders of the drug brought forward supplies, which sold with a competition which justified their foresight. An unusually large consignment of the gum, which by chance had just arrived, was the subject of especial attention, and realized fully 20 per cent. above the valuations. Gum olibanum and beeswax are also articles of which the prices are likely to be affected for the same reason.

## Margaret, the Honest New Orleans Baker.

From the Cincinnati Enquirer.

"The present agitation of the cheap bread question reminds me of Margaret, of New Orleans, whose honesty as a baker caused a monument to be erected to her memory," said E. C. Giraud, of New Orleans, at the Burnet. "My city adopted the plan in vogue in Europe and passed an ordinance regulating the weight of loaves of bread, and providing for the appointment of a bread inspector. In spite of all the efforts of that official, the bread still continued to weigh light, and it seemed as though there was a combination among the bakers to defeat the purposes of the ordinance. One morning a load of bread was sent to the inspector, and every loaf was full weight. It came from a modest bakeshop kept by a woman named Margaret. What her other name was none ever knew, but the word passed through the city that there was one honest baker, and soon she could not supply the demand for her bread. When prosperity smiled upon her she gave thousands of loaves to the poor who could not buy, and none did more for the suffering and needy ones of the city."

"She was known everywhere by her deeds of charity, and when she died a monument was erected to her memory."

## A Trick of the Maine Cannery.

From the Kennebec Journal.

An exchange informs us that there are two fish packing establishments in Bristol and the process that the same variety of fish passes through in these two factories produces very different results. From one the fish come forth neatly canned and labeled "Brook Trout." From the other the same variety of fish come forth a "golden brown color" and are packed in wooden boxes and marked "Smoked Herring." The consumers can have their choice, "Trout" or "Herring" from the same variety.

## 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, 1897

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 under 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.

## 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.

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.

## MONEY IN QUEER PLACES.

## The Trouble Made by Those Who Are Afraid of Banks.

From the Philadelphia Press.

When you see a man wearing a threadbare suit of clothes and looking like a farmer or a poorer or more careless person, as far as personal appearance is concerned, you should not, without further examination, set him down for a poor man. He might, for all you know to the contrary, have a belt around his waist, beneath his clothing, containing a fortune in bonds, diamonds, or other pleasing things to have. This is one way men have of concealing their money for fear of being robbed of it by the banks or the wily confidence man.

"Once burned, twice shy," is an old saying which is characteristic of many people, and as true as gospel. To many men of means half the world is composed of people, both male and female, who stand ready to get from him his money by foul means, while the other half are on the watch to get away with it by what they call fair dealings, but which may not always be characterized as such. Your rich man never dresses in the height of fashion, nor does he make any loud display of his wealth. You will look in vain for a man of wealth who makes any exhibition of it upon his person. History fails to record any such, and if you will think them over—those whom you have met and those who have been pointed out to you—you will agree that it is generally the fellow with an empty purse who wears the best raiment and the most costly jewelry.

And why is this so? In most cases of wealthy men it is because of a refined taste in the wearer; but I have concluded that, together with this praiseworthy refinement, invariably goes a fear of being taken advantage of or being brought into notoriety. I state what I know for a fact when I say that the millionaire dry goods merchant, Alexander T. Stewart, of New York, was, for years before his death, in constant fear of being kidnapped and held for ransom. I think he was not far away from the facts. The stealing of his body from the grave seemed to prove his fear well founded, and there is no doubt that he had been warned, for he took the precaution of avoiding secluded places and never went out into the street without an attending detective at his heels. He seldom rode in his carriage in town. His dress was of the simplest character and he never wore jewelry of any kind. Without exception, it is the fear of being robbed or taken advantage of, in one way or another, that causes people with money to hide it in out-of-the-way places, where they can have an eye upon the hiding places, and, if suspicious of interference with it, turn it over and ascertain without delay if it is all there.

Your grandparents used to hide away their money in an old teapot, which was placed out of the way, on the top of the china closet, you remember. You have read in the newspapers times without number of bank notes being found within the covers of old family Bibles, in the toes of old shoes, sewed up in the linings of old clothes, buried in the cellar, hidden in the hollows of trees, placed between the mattresses of beds, laid away under carpets, in secret compartments of old desks and bureaus, and in a thousand other places which people are not supposed to suspect as hiding places. Anywhere will do, so long as it is an unfrequented spot or an article not in use. The broken teapot has always been a favorite savings bank for the farmer and his wife, as well as for many others, because it has lost its usefulness, excepting as a reminder of the past and for its faded beauty.

"Eccentric people," he styled them, a detective who had been called upon a thousand times to aid in the search for hidden treasures supposed to have been left by men and women who had departed this life without giving any sign of the secret hiding places of their possessions.

"Why eccentric?" I asked, not a little surprised at his denomination of a peculiar people.

"Eccentric," he replied, "because they did not seek the aid of such an asylum as

a safety deposit vault or a good solid savings bank, or the lasting deeds to real estate, for the security of their wealth. I have no patience with such people, although they have made a fortune for me by their eccentricities. Some forty or fifty years ago there was more of this secreting money in strange nooks and corners than there now is; but it still going on, and, so long as the world lasts, it will go on among ignorant and timorous people who want to have their wealth where they can just get a look at it occasionally, only to know that it is all there and safe and sound. You would be surprised if you knew as much as you might about the hiding of money. It is just after the banks break that the old stockings and teapots are brought into requisition."

"Have you any method in searching for hidden wealth?" I asked of the detective.

"You cannot have any set method," he replied, "but there have been many cases that have come under my observation similar in their circumstances. Set methods are only liable to defeat the end in view. My manner of work must depend wholly upon the circumstances, and the character, habits, and surroundings of the hider of the wealth sought for must first be considered. It is well, also, to possess good knowledge of human nature, and when I get hold of a clue I find it necessary to turn it over and over so

that I may trace other and more important facts, for these guideposts are of the greatest value to the detective. Even what may appear to be the most insignificant clues are generally the most valuable to point the way to success in my search.

"Complicated methods are the characteristics of the miser, but you must not jump at the conclusion that all people who hide money away are misers. To illustrate that the simplest clues point in the right direction for the searcher, I will tell you of one experience in a search after rich effects of a man who died where he had lived, in that much-abused State of New Jersey. I was called in to search for the belongings of this man, who had died suddenly and left no visible trace of his money or bonds. His family were aware of his wealth, and that he always had money at his command, but where he kept it was a mystery then, as it always had been during his life. They had made a careful search among his effects before my arrival and had failed to find any bank notes or other tokens. Not even a clue could be found, and it looked like a hard riddle for the detective to solve. It was a forlorn hope, they thought.

"They did not know what I learned at the beginning of my experience as a detective, that the most difficult appearing cases generally prove to be the simplest

when common sense—what in homely language is called horse sense—is brought into requisition. In this instance I learned that the deceased was not a miserly man, and I concluded that his method of hiding must have been a simple one. I took a look around me and made a few inquiries. He was a man of years, and had passed much of his life as a sailor upon the ocean. The room where he sat most of the time bore evidence of his having lived on shipboard. His people said they had searched the house over, torn up the flooring, and done everything, even to searching the houses of friends whom he had visited when, as frequently happened, he strayed from home on a visit, but all to no purpose.

"The fact of his having wandered abroad convinced me that his money was not secreted anywhere about the house, but that in some place about his person he had hidden the property, and that perhaps in his clothing I would find it. I asked for his clothing and was informed that it was of the oldest possible kind, and his wife remarked that she could not get him to wear anything new or decent. When I asked to see his old clothing the family told me that they had been all through it with knitting needles, torn out the linings, and, finding nothing after what they considered a thorough search, had given the rags away. But I had

# The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

## ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness.

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk



formed my theory of the case from two facts, namely, that of his having been a sailor and so able to use needle and thread, and that of his having clung so tenaciously to his old clothing, not being a miser. I insisted upon the clothes being brought back, and, to the astonishment of the family, when I ripped off the wide bindings of the coat and vest, I showed them the wealth they had searched for in vain, neatly folded and securely hidden. There were four \$10,000 bonds tightly creased and wrapped around with oiled silk.

"I would give more for a good guess than for any systematic method or cut-and-dried plan to work on. It is a practice with criminals to hide their money and valuables as far away from their homes and persons as possible, and it often happens that young people and middle-aged countrymen do the same; but when a man arrives at the sere and yellow age he always conceals his valuables near his abiding place. I will tell you of another instance in proof of the latter assertion.

"More than thirty years ago I was called to a house in Orange county, New York, at the request of the heirs, to look for the money of a deceased man. I could not find any distinguishing characteristics about the man, and, after trying several clues for a week and failing all through, I grew tired of the search and began to doubt his having left anything of value. We had ripped open his saddle, split open the soles and heels of his boots, and pulled all to pieces his clothing and the upholstery of the furniture. We had torn up the stones of the hearth and ripped down the wainscoting, and even the backboards of all the picture frames had been taken out by us. There was not a tree on the place which had not suffered from digging completely round its roots. There was a large reward and I could not afford to lose it, although I was at my wits' end.

"In order to settle my mind at this juncture, I took a horse and wagon, and, as I started upon a drive, the brother of the deceased said to me that I would find the place well laid out, for his dead brother had surveyed it. This remark opened my eyes and led me to believe that, after all, the man had not secreted his money in the house, nor in the barn, to which he seldom had gone. I concluded that he would not have used roots of trees or even stones for hiding places if he knew how to survey. I deferred my drive and went into the house and asked where the deceased had been in the habit of sitting. I learned that, like all old men, he had a favorite chair. I learned, also, that this chair was always placed by him at a certain window. The brother remarked that they had pulled the chair all to pieces and found nothing there.

"I got the brother to sit down in the chair and look in the direction which the deceased generally looked, and found that he had constantly kept in sight an old used-up pump. I learned that when he walked out, he went straight to the pump and then made a bee line for the pond. I had the pump taken up and we dug down deep beside it, but found nothing. I then returned to the room and stood at the window. It was a happy thought to search the window sill carefully, for I found there a faint and peculiar mark. It was a surveyor's point. I lined it up to the pump and measured the exact center of the line. At a depth of four feet we found a two-inch steam pipe. Both ends were plugged, and concealed within was the fortune of that man in bonds and certificates of stocks and bills to a great amount. For my services in that case I carried away a \$500 bill.

"This case was soon followed by a search for \$32,000, which a paralytic had in his hand a few moments before his death, which had occurred like a stroke of lightning," continued the detective. "Before I was called in, the family, as usual, had made a thorough and exhaustive search, as they supposed, and left me only the house turned upside down and all traces destroyed. In this dilemma I sought the doctor and told him of my trouble. He suggested an examination of the body. I did this and found

a mark on his hip, which had been made by the metal edge of some household utensil, an indentation from the edge being plainly marked. There was also a bruise upon his knee. I concluded that he had fallen, clutching the money, over some metal vessel, and then expired, as he was found upon the floor.

"But there was no article fitting the theory in the room. The people who had preceded me in the search declared that there was nothing of the kind in the room at the time of death. Still, I felt that I was on the right track, and, after a look around the house, I found an old coal hod in the cellar, and among the rubbish in it was the prize of which I was in search. This simple job netted me \$5,000."

#### TRADING WITH RED MEN.

Jake Gold's Queer Store in Old Santa Fe.

Santa Fe Correspondence Chicago Daily Inter-Ocean.

At the corner of Burrow alley and San Francisco street, two little pathways between rows of closely built adobes, is a long, low, rambling building. Perched upon its roof is an old Indian wagon with its upright poles and solid wooden wheels. Such wagons have not been used for a century or more. Hung about the doorway and on the awning posts are all sorts of curious things, squaw wedding dresses, Mexican buckskin trousers and sombreros, saddles and trappings. The presiding genius of the place, Jake Gold, is now a man of middle age, and came to Santa Fe when a mere lad, so he is one of the "oldest inhabitants."

Gold's lair is a room long, low, lighted from above, and of the ordinary adobe construction. But the contents! Words fail to picture the conglomerate mass which lines every inch of wall, hangs from every beam of the ceiling, and trails down the center of the room in a rough line of pine showcase and table. Down at the end of the room are the large graceful ollas, or Indian jars, and water bottles, both of the old make and of the coarser modern manufacture.

It is interesting to note that the old Zunis have produced in some instances exactly Grecian lines and shapes. And they did this over a century ago. Their modern work is a weak imitation of the ancient models, and cheap earth colors are used instead of the fast mineral paints with which their ancestors decorated. There are fragments of the pottery and tools of the mound builders, cliff dwellers, and ancient Pueblos, garnished with an occasional skull filled to the eye holes with crusted dirt. There are rude Indian tools of stone and iron, and specimens of every evidence of the old Indians that time has saved for us. A table near by is covered with skins—bear, coyote, and the more valuable ones. Near the door a glass case, the only one which the store boasts, is filled with those pretty cut and polished "gems" which the tenderfoot buys so eagerly. There is shelf upon shelf of modern Indian pottery and baskets; rain gods—little, ugly, squatting figures holding water jars in their laps, and there are figures in white earth painted to represent anything and everything within the ken of the makers.

All these things are absorbing, but after all it is not in them nor in Jake's parrot, which swears in excellent Mexican, that the chief charm lies. Just off his main room is another and smaller one, and here is Jake's native heath. In the centre of the room is an immense stove. Covering one side are high shelves, piled with cheap trinkets of every kind and flanked by a counter covered with bright calicoes and flannels, to catch the eye of the simple native. The rest of the room is bright with Navajo blankets, the most beautiful and artistic thing the Indian makes. Here is an effective one in what is called the "lightning" stripe, with great zigzags of flaming color on a dull background. Here is a "Flagstaff" with a shaggy coat like that of a Newfoundland, so called because made at Flagstaff, Ari. All these blankets have the bright reds, yellows, and greens blending in a rough harmony very pleasing to the eye.

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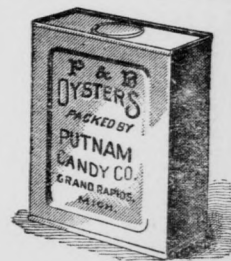
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Put up with care—and with delight,  
The dealers say "they're out of sight."

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Grand Rapids and by

The Putnam Candy Co.

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Winter is the time when this room is truly in its glory. While warm weather lasts existence is cheap and the Indians bring nothing to trade, but at the first frost they begin to troop into town, wrapped in their long blankets, which conceal whatever they have brought. They all know Jake. They know that he is square, and that they have always a welcome around his big stove, now cleared of its festoons of Navajo blankets. There they squat in a silent circle. Sometimes a buck will sit there for a day, making no sign, and then suddenly draw his treasure, whatever it is, from his blanket, and place it beside him. Here is where Jake's "fine work" begins. Of course, any sign of interest or enthusiasm on his part would at once triple the value of the article presented, so, however great a prize it may be, he glances over it, puts it down again, and walks away. It is not treated with the utmost finesse the wily savage will sell his treasure to Jake and then calmly produce some other article from the mysterious folds of his blanket, and trading must begin all over again. Jake makes it a rule to only buy in bulk, and he let many a valuable relic go before the Indians understood that they must show all they had "on the first lay-out."

When he is satisfied that he has seen all the merchandise under that particular blanket he goes behind the counter, picks out a choice assortment of the trinkets there, places them beside the desired article, and again retires. These "articles of trade" embrace all kinds of cheap dry goods, buttons, toys, and cheap brass goods. Perhaps the most amusing of them is a boxful of those lead bird whistles with the sound of which the fakirs make our streets hideous. A pile of bandboxes in one corner is filled with soft black hats, each surmounted by a gay colored feather.

"I got the hats alone," said Jake, "but they didn't take, so I put the feathers in them and I get rid of a lot of them now. At first the Indians would give me about anything for trade, but so many fool tourists have been offering them money for their things that they want hard cash for everything, and I use my trade stuff now mostly for 'boot.'"

There is no haste about this bargaining. Sometimes it lasts for three or even four days, and the game is to see who can tire the other out. In the meantime the Indian camps in front of Jake's big stove. Finally an offer is made which is accepted, when the red man rises solemnly, places his treasures in Jake's hands, scoops up the goods comprising Jake's last offer, and stalks away.

Mexicans are good customers of Jake's, and many a rare old relic of curiosity have they brought him. He has old Spanish trunks covered with colored leather, overlaid with slashed rawhide and having ponderous iron clamps and locks. The trunks are small, but a modern baggage smasher might waste a lifetime trying to break one. The first missionaries brought them over, and they are still occasionally found in the old Spanish missions.

Jake and others after him are responsible for a kind of vandalism hardly defensible from our point of view. It is known that these old Spaniards brought over many fine paintings, some of them by the old masters, with which to adorn their chapels. These same chapels are now in the hands of ignorant and mercenary Mexicans. Such was the demand for these old paintings, and such good prices could be obtained for them, that agents were sent out to search the land for them. They went around with a load of cheap, highly colored chromos, representing the Pope, different saints, the bleeding heart of Mary, and kindred subjects. These they exchanged with the guileless Mexicans for their "shop-worn" goods. It is said that, thanks to these vandals, it is now almost impossible to find any old relics in the missions. Those which Jake has he sells with a sublime disregard for artistic excellence, gauging the selling price by cost price, plus a modest percentage.

"By Jove, Jake," said an enthusiast not long ago, "I believe that picture is a Murillo!"

"Well," replied Jake, "I don't pretend to know much about such things. It may be a Murrill, but I'll bet \$5 it's a woman." And it was.

If there is one thing in which Jake excels, it is in "sizing up" a visitor. From long experience he is able to distinguish at a glance a connoisseur from the sentimental tenderfoot (usually female) who wants to be filled with stories about the things he or she buys. With such a one Jake is in his glory, and he tells his tales with such a childlike air of truth and candor that the happy purchaser invariably departs firm in the belief that he has purchased for a mere song the sword of Pizarro, the spurs of Cortez, or the state robe of one of the early Pueblo kings. Jake considers these "gulls" his legitimate prey, and his conscience is perfectly free concerning what he tells them. With one whom he considers in some degree posted, however, his manner is entirely different, and no fairy stories are spun to them. In short, he doesn't humbug you unless you show a desire to be humbugged. Every valuable article he has is marked with a tag, on one side of which is a C, for cash, or a T, for trade. By a very simple system of percentage he fixes a selling price based on the cost, if cash, or on the value of the stuff traded.

There are three things in this place that money cannot buy. He calls them his mascots, for they were the nucleus of his present collection. They are his old Indian cart, a large Spanish trunk, the best specimen yet found, and an immense iron kettle dug up near an old Spanish settlement, and showing unmistakable signs of having been hammered out by hand. In these three relics he has something equal if not superior to any of the curiosities of the State Historical Society.

#### SUNDRY SARCASMS.

"Clara, whom do you like the better, your father or your mother?"

"My mother, of course! I don't think much of fathers, anyhow. They're only relations by marriage."

\*\*\*

Mrs. Gray: When a girl leaves you, do you give her a recommendation?

Mrs. White: Invariably. It pleases the girl, and prevents her from saying hateful things against you.

Mrs. Gray: But then, isn't it a great bother?

Mrs. White: Oh, no; I had a thousand printed last autumn, and I still have several copies left.

\*\*\*

"Say, waiter, are you positive this is wild duck I am eating?" Waiter: "Oh, yes, sir; so wild, in fact, we had to chase it round the back yard for fifteen minutes before we could catch it."

\*\*\*

Ethel has had other times of not hearing distinctly, and one of them was again in connection with the Sunday School lesson. "What was it about today?" asked her mother on this occasion.

"It was about Shem, Ham and beef-steak," answered the child quite seriously.

\*\*\*

Little Jack prays every night for all the different members of his family. His father had been away at one time for a short journey, and that night Jack was praying for him as usual. "Bless papa and take care of him," he was beginning as usual, when suddenly he raised his head and listened. "Never mind about it, now, Lord," ended the little fellow: "I hear him down in the hall!"

\*\*\*

A Boston lady was pleading with a teamster who kept beating one of his horses unmercifully. "Oh, is there any need of whipping him so? Is there any use in it?" she asked. "Divil a bit, ma'am," replied the driver civilly, and with the air of a man who does his duty even when it is in vain. "I've licked the critter till I'm played out, and it ain't a bit o' use."

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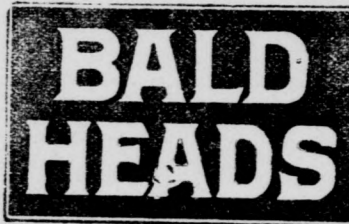
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I will take Candruff as grow hair on the head of face with those who can call at my office at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. 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. BIRKHOLZ, 622 N. 1st St., Grand Rapids, Mich.

MICHIGAN CENTRAL "To Niagara Falls Route."

(Taking effect Sunday, May 27, 1894.)

Arrive. Depart.  
10:20 a.m. .... Detroit Express ..... 7:00 a.m.  
5:30 a.m. .... Atlantic and Pacific ..... 1:30 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 10:30 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.R.

### GOING TO CHICAGO.

Lv. G'd Rapids..... 7:25am 1:45pm \*11:40pm  
Ar. Chicago..... 1:55pm 6:50pm \*6:45am

### RETURNING FROM CHICAGO.

Lv. Chicago..... 8:15am 5:00pm \*11:45pm  
Ar. G'd Rapids..... 3:05pm 10:25pm \*6:25am

### TO AND FROM MUSKEGON.

Lv. Grand Rapids..... 7:25am 1:25pm 5:30pm  
Ar. Grand R. 9:15am 3:05pm

### TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids..... 7:30am 3:15pm  
Ar. Manistee..... 12:20pm 8:15pm  
Ar. Traverse City..... 1:00pm 8: pm  
Ar. Charlevoix..... 3:15pm 11:1 pm  
Ar. Petoskey..... 3:5pm 11:4 pm

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 1:25pm. From north 1:pm. 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 6:30pm 10:40pm

### RETURNING FROM DETROIT.

Lv. Detroit..... 7:40am 1:1 pm 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 1:35pm 10:55pm

### TO AND FROM LOWELL.

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

### THROUGH CAR SERVICE.

Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains week days only. GEO. DELLAVEN, Gen. Pass'r Ag't.

## DETROIT, GRAND HAVEN & MILWAUKEE Railway.

### EASTWARD

Trains Leave	No. 14	No. 10	No. 18	No.
G'd Rapids, Lv	6:45am	1:30pm	3:25pm	11:00pm
Ionia.....Ar	7:40am	11:25am	4:25pm	1:35am
St. Johns.....Ar	8:25am	12:1pm	5:20pm	1:35am
Owosso.....Ar	9:00am	1:20pm	6:05pm	3:0am
E. Saginaw.....Ar	10:50am	3:45pm	8:00pm	4:00am
Bay City.....Ar	11:30am	4:30pm	8:37pm	7:15am
Flint.....Ar	10:50am	3:4pm	7:15pm	5:4 am
Pt. Huron.....Ar	12:05pm	5:00pm	8:40pm	7:30am
Pontiac.....Ar	10:53am	3:05pm	8:25pm	5:27am
Detroit.....Ar	11:50am	4:05pm	9:25pm	7:00am

### WESTWARD.

For Grand Haven and Intermediate Points..... \*7:00 a. m.  
For Grand Haven and Muskegon..... \*1:50 p. m.  
" " Mil. and Chl. 15:35 p. m.  
\*Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a.m., 12:50 p.m., 5:30 p.m.  
Trains arrive from the west, 10:10 a. m. 3:15 p.m. and 9:15 p.m.  
Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor Car. No. 82 Wagner Sleeper.  
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner Sleeper.  
JAS. CAMPBELL, City Ticket Agent.

### Grand Rapids & Indiana.

#### TRAINS GOING NORTH.

Leave going North  
For Traverse City, Petoskey and Saginaw..... 7:10 a. m.  
For Traverse City..... 5:15 p. m.  
For Saginaw..... 5:50 p. m.  
For Petoskey and Mackinaw..... 10:25 p. m.

#### TRAINS GOING SOUTH.

Leave going South.  
For Cincinnati..... 6:50 a. m.  
For Kalamazoo and Chicago..... 7:10 p. m.  
For Port Wayne and the East..... 2:15 p. m.  
For Cincinnati..... 5:40 p. m.  
For Kalamazoo and Chicago..... \*11:40 p. m.

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

Lv Grand Rapids..... 6:50 a. m. 2:15 p.m. \*11:40 p.m.  
Ar. Chicago..... 2:40 p.m. 9:00 p.m. 7:0 a.m.  
2:45 p.m. train has through Wagner Buffet Parlor Car and coach.

11:40 p.m. train daily, through Wagner Sleeping Car and Coach.  
Ar. Chicago..... 3:30 p.m. 11:30 p.m.  
Ar. Grand Rapids..... 9:15 p.m. 7:20 a.m.  
5:30 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  
7:2 a.m. 8:25 a.m.  
1:00 p.m. 1:55 p.m.  
4:40 p.m. 5:30 p.m.

G. L. LOCKWOOD, General Passenger and Ticket Agent.

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TRADESMAN CO., Grand Rapids, Mich.



**Gripsack Brigade.**

Wm. A. McWilliams, formerly with the Putnam Candy Co., succeeds Jas. A. Massie as traveling salesman for the I. M. Clark Grocery Co.

Frank E. Chase has signed with his house for another year, making the seventeenth year with one firm. He is at Sweet's Hotel this week with his spring samples.

The annual meeting of Post E will be held at Elk's Hall, Saturday evening, Dec. 8. As officers are then to be elected for the ensuing year a large attendance is requested.

T. J. Haynes, city salesman for the L. C. Porter Milling Co., of Winona, Minn., is happy with a new boy at his home, 40 Livingston street, where congratulations are being received.

Walter M. Gibbs, who has covered the Michigan trade several years for Eastern spice houses, has in preparation an excellent treatise on spices, which he proposes to publish in book form during the coming year.

The card of Chairman Bradford, in another column, speaks in no uncertain sound, and is a timely notification that Grand Rapids will not violate its position as host of the occasion by forming an alliance with any other city, looking to the election of any particular slate or the perpetuation of any particular person in office.

A. P. Daniels, who sold the first register turned out by the National Cash Register Co., has engaged to represent the Champion Cash Register Co. Mr. Daniels has, at different times, represented the Union and Lamson registers, but sees in the Champion features which place it, in his estimation, above any other register on the market.

W. D. Weaver, city salesman for the I. M. Clark Grocery Co., takes a position in the store about Dec. 1, when the work of covering the city trade will devolve upon D. E. Keyes. Mr. Weaver will assume the duties of house salesman and assistant buyer, his experience and acquaintance with the trade admirably adapting him for both departments of work.

Willis P. Townsend (M. E. Christenson) is entitled to the sympathy of the fraternity by reason of the critical illness of his 7 year old son, who has been given up by both the attending and consulting physicians. The lad was taken down four weeks ago with typhoid fever and did as well as could be expected until the fever was complicated by cerebro-meningitis.

Among the subjects which will be presented at the coming convention of the Michigan Knights of the Grip will be the introduction of an accident insurance feature and the changing of the annual convention from December to July. While there may be some objections to the former innovation, there certainly can be no serious objection to the latter, as midsummer is a much more available time for traveling men to attend a convention than holiday week, for obvious reasons.

The committees entrusted with the work of preparing the entertainment features of the coming annual convention of the Michigan Knights of the Grip are making rapid progress. The caterer has not yet been selected, but a deal will probably be made with one of the several applicants before the end of the week. Contracts have been awarded for the

music and the invitations to the convention are now in the hands of the printers. Another general meeting of the several committees will be held in the parlors of of the New Livingston next Saturday evening.

**Patent Medicine Frauds.**

It is said that the post-office department proposes to take decisive steps to break up the nest of fraudulent patent medicine concerns that makes its home at South Bend, Ind., and uses the mails to defraud an afflicted public. It is said that there are more than 200 fictitious companies, supposedly carried on by a few persons, who advertise extensively, and use the mails. The movement was started by complaints made by citizens of South Bend.

**PROVISIONS.**

The Grand Rapids Packing and Provision Co quotes as follows:

PORK IN BARRELS.	
Mess.	12 75
Short cut	13 00
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	14 00
Standard clear, short cut, best	14 60
SAUSAGE.	
Pork, links	7
Bologna	5
Liver	6
Tongue	8 1/4
Blood	6
Head cheese	6
Summer	10
Frankfurts	7 1/2
LARD.	
Kettle Rendered	8 1/4
Granger	8
Family	5 1/2
Compound	5 1/4
Cottolene	7 1/4
Cotosuet	6 1/4
50 lb. Tins, 1/2 c advance.	
20 lb. pails, 3/4 c	
10 lb. " 3/4 c	
5 lb. " 1 c	
3 lb. " 1 c	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.	7 50
Extra Mess, Chicago packing	7 75
Boneless, rump butts	10 00
SMOKED MEATS—Canvassed or Plain.	
Hams, average 20 lbs.	9 1/4
" " 16 lbs.	8 3/4
" " 12 to 14 lbs.	10
" picnic	7 1/4
" best boneless	8 1/4
Shoulders	6 1/4
Breakfast Bacon boneless	9 1/4
Dried beef, ham prices	10 1/4 @ 11
DRY SALT MEATS.	
Long Clears, heavy	
Briskets, medium	7 1/4
" 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	95

**The Heat-Light**

The Mechanical Marvel of the Age.



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

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.

# Shut the Door

on all inferior goods if you want to draw custom and make money.

We have been in the milling business so long and successfully that

**"Lilly White"****Needs No Introduction**

to the grocers of Michigan; and our Roller Champion, Snow Flake and Gold Medal brands of flour are likewise well and favorably known.

**BUT, DO YOU KNOW**

that, besides our immense flour output, we turn out hundreds of carloads of feed every year? Our feed department is a distinct feature of our business and is under the management of a feed miller of long and practical experience. We want your trade and if we once get it we will keep it, because our feed is guaranteed to be exactly as represented.

Send for sample and prices of anything you need in the milling line and ride with us on the road to success. Stop Walking!

**VALLEY CITY MILLING CO.,** GRAND RAPIDS, MICH.

**HERCULES POWDER**

SEND  
FOR  
DESCRIPTIVE  
PAMPHLET.



Stump before a Blast. | Fragments after a Blast.

**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.

Hercules Powder is carried in stock by all of the following jobbers:

Foster, Stevens & Co., Grand Rapids,  
A. Austin, No. 93 Jefferson Ave., Detroit,  
J. J. Post & Co., Cheboygan,  
Popp & Wolf, Saginaw,

Potter Bros., Alpena,  
Buechner & Co., Kalamazoo,  
Seavey Hardware Co., Ft. Wayne,  
Camper & Steadman, South Bend.

5c

TRY THE

5c

**S.C.W.**

NICKLE CIGAR.

5c

5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.



## Drugs & Medicines.

### A Double Role, With Variations.

Objectionable as the English system of primogeniture appears to an American democrat, it must be confessed that it has served a purpose that would have been illly served by a juster system. It has guaranteed the aristocracy of one member of the family; and Nature then has preserved the fraternal relationship despite difference in social condition. Thus the "upper" and the "lower" classes of society have found a unity greater than their diversity; the elder brother, gaining access to the circle of the elite, has been, by a stronger tie than that of fashion, bound to the less "favored" members of the family, and through them to the great body of the common people. It is not altogether surprising that Rosebery the lord should also be Rosebery the radical.

A situation somewhat akin to this is found in pharmacy. On the one hand, a profession linking its followers to the vastest and most honorable branches of modern science; on the other, a dealer in ready-made goods. But here it is not two members of one family who represent two classes of service, but one individual embodying both ideas. The pharmacist is a merchant—and in some respects among the most humble; he is also a chemist, filling a position of responsibility equal to that of the skilled physician. It is thought that he may finally evolve into two classes, but there is small danger.

And among the first advantages of the dual role he plays is the fact that he is led to bring the methods of trade to bear on the practice of his profession, and the high ideas of professional duty to bear on the practice of his trade. In the former of these influences he feels the force of an economic law which too often fails to make itself felt with the doctor and the lawyer; he actually puts something like a business price on his professional services, acknowledging here the rude justice of the law of competition, which, as a matter of fact, strictly belongs to the trade department of his work. He dares not say, as some medical and legal men have had the hardihood to say, that if his skill saves life he is justified in levying blackmail upon his beneficiary to an extent governed by the latter's purse. If the pharmacist's charges seem high, there are other reasons for it; they are seldom or never so high as to excite the suspicion that he is tainted with the politics of the Sicilian brigand. And when the opportunities which he has of imposing upon his customers are taken into account, it must be admitted that his honesty deserves an honorarium; if he is dishonest, of course any price is too high—such a one I am not discussing.

The question of a just price is not to be settled off-hand. It fluctuates between the cost of production—that is, the cost of bringing the article up to the point of perfection it has reached when the customer buys it—and that other and perhaps more variable standard, the state of the market. The man who endeavors to be governed entirely by the cost of production must include in this sum the cost of his own sustenance—an uncertain and infinitely elastic item, to decide which he will ultimately evoke the market price. He will in all probability soon find himself in the camp of his less sentimental

competitor, who never makes any pretense of confining himself to the cost of production in making his prices, but takes the ups and downs of trade as they come—one price for all, but that the very highest that the state of the market will allow. This is business. The pharmacist applies the principle in the compounding of prescriptions; he charges for the ingredients, for his labor, and for his professional services. The price of the first two is fixed by competition; but strictly speaking there can be no competition between dispensers, as there can be really none between physicians, in dealing with intelligent laymen. Nevertheless the dispenser applies the business principle here, and his charges are affected thereby; but owing to the fact that the competitive influence is indirect, it results in reducing rather than enhancing the cost to the consumer.

It requires no argument to show that, although the pharmacist as a merchant charges the highest practical price, as a matter of fact that price is the lowest consistent with solvency—not because he wishes it to be so, but because he is bidding for custom. Now transfer to the prescription-case the impression received from the strictly business end of the pharmacist's occupation: first, the ambition to get the highest possible price; second, the actual establishment of the lowest possible price, and as a net result a certain exact margin of profit. This margin is the definite thing which serves as a guide for the profit on prescriptions. It determines the pharmacist's fee as a dispenser. He cannot ask much more without doing violence to the sense of propriety which has its roots in his moral nature and has been confirmed by experience, albeit in a branch of activity somewhat different from that to which he instinctively applies it.

Again, the effect of the pharmacist's professional character upon the sale of strictly commercial articles leads him to act not as a mere middleman, but as a connoisseur, a critic, whose judgment is evinced not only in the elegant and dainty goods he handles, and the display he makes of them, but in the prior rejection of other goods. The customer is conscious that he is selecting from a pre-selected stock—that he can get not merely the cream but the *creme de la creme*. The judgment of the pharmacist is a factor not to be supplied by the dealers in the miscellaneous sundries of department stores. It is no doubt painfully true that some customers do not comprehend this, but there are two reasons why they do not: one is that they have not yet learned; the other is that there are two many incompetents in the drug business, as there are in other occupations, and these give no professional dignity to the traffic in atomizers and sachets. But the pharmacist who is thoroughly fit to dispense prescriptions cannot fail to carry into the more ordinary branches of his occupation the critical acumen and sense of responsibility which he exercises at the prescription-case.

That the pharmacist sells nostrums is true; but he need not distinctly recommend them. Yet here is precisely the point of danger. The fact that he keeps them in stock, and that he knows something about the properties of drugs in the treatment of disease, encourages the customer to trust the recommendations on the bottle and in the advertisement.

The pharmacist deals in three kinds of goods: two of these are legitimate, the other is not. That is to say, he deals in prescriptions, which only he and the doctor understand; in sundries, which he and the customer understand, and in nostrums, which nobody understands, but which he tacitly recommends by virtue of the occult knowledge of drugs which the customer believes him to possess. A little more frankness in this department would tend to elevate him in the eyes of the public, and give him a better trade than that which he would by his frankness lose. He has opportunity to now and then inform his patrons that the human body is *not* a printing-press or a threshing-machine, with symptoms of disease located like rusty shafts and worn-out cogs, to be remedied by specific combinations of drugs which only need to be poured down the "red lane" and straightway seek and find a local application. The reader of nostrum advertisements is taught to associate certain ailments with certain "medicinal" preparations, regardless of general or incidental effect. A little reflection would correct this error, but most people are awed in the presence of the mystery of the human body and fail to use their observation and reason effectively. It is the duty of the pharmacist, who profits by his patrons' legitimate trade, to sound an occasional note of warning for their benefit. The best view we can take of the nostrum traffic is that it is in some particular cases harmless and caters to a demand which may be expected to continue until the intellectual status of the world at large receives a decided uplift. The pharmacist, uniting as he does the power of special knowledge with the directness and commonness of trade, and being thus peculiarly adapted to serve his patrons, should handle the nostrum question with reference to this expected intellectual advance, rather than according to the moribund philosophy of those who assert that there is to be no progress and that therefore we may as well exploit human stupidity for all it is worth.

W. A. TAYLOR.

A man with a sound mind finds something better to do than sounding his own praises.

## 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.

## CANDIES, FRUITS and NUTS

The Putnam Candy Co. quotes as follows:

STICK CANDY.			
	Cases	Bbls.	Pails.
Standard, per lb.		5 1/2	7 1/2
" H. H.		6 1/2	7 1/2
" Twist		6 1/2	7 1/2
Boston Cream	9		
Cut Leaf			9
Extra H. H.	9		
MIXED CANDY.			
		Bbls.	Pails.
Standard		5 1/2	6 1/2
Leader		5 1/2	6 1/2
Royal		7 1/2	8
Nobby		7 1/2	8 1/2
English Rock		7 1/2	8 1/2
Conserves		7 1/2	8 1/2
Broken Taffy		8 1/2	9
Peanut Squares		8	9 1/2
French Creams			9 1/2
Valley Creams			13 1/2
Midget, 30 lb. baskets			9
Modern, 30 lb.			8 1/2
FANCY—In bulk			
			Pails
Lozenges, plain			9
" printed			9 1/2
Chocolate Drops			13
Chocolate Monumentals			13
Gum Drops			5 1/2
Moss Drops			8
Sour Drops			8 1/2
Imperials			10
FANCY—In 5 lb. boxes. Per Box			
Lemon Drops			55
Sour Drops			55
Peppermint Drops			60
Chocolate Drops			75
H. M. Chocolate Drops			80
Gum Drops			40 @ 50
Licorice Drops			1 00
A. B. Licorice Drops			80
Lozenges, plain			65
" printed			65
Imperials			60
Mottos			70
Cream Bar			55
Molasses Bar			55
Hand Made Creams			85 @ 85
Plain Creams			80
Decorated Creams			90
String Rock			65
Burnt Almonds			1 00
Wintergreen Berries			60
CARAMELS.			
No. 1, wrapped, 2 lb. boxes			34
No. 1, " 3 " "			51
No. 2, " 2 " "			28
ORANGES.			
Floridas, Fancy Brights, 125			2 25
Floridas, Fancy Brights, 150			2 40
Floridas, Fancy Brights, 175, 200, 216			2 50
Floridas, Golden Russets, 125			2 25
Floridas, Golden Russets, 150			2 25
Floridas, Golden Russets, 175, 200, 216			2 40
LEMONS.			
Floridas, 250			4 00
Malagas, 400s			4 50
Fancy Messinas, 300			4 50
BANANAS.			
Large bunches			1 75
Small bunches			1 00 @ 1 50
OTHER FOREIGN FRUITS.			
Figs, fancy layers 16 lb.			12
" " 20 lb.			14
" extra " 14 lb.			6 1/2
" bags " "			7
Dates, Pird, 10-lb. box			2 7
" " 50-lb. "			2 7
" Persian, 50-lb. box			5 1/2
" 1 lb. Royals			7
NUTS.			
Almonds, Tarragona			2 15
" Ivaca			2 14
" California			2
Brasils, new			2 8
Filberts			2 10
Walnuts, Grenoble			2 12
" French			2 10
" Calif.			2 13 1/2
Table Nuts, fancy			2 13 1/2
" choice			2 10 1/2
Pecans, Texas, H. P.			6 @ 7 1/2
Chestnuts			4 00
Hickory Nuts per bu			
Cocoanuts, full sacks			
PEANUTS.			
Fancy, H. P., Suns			2 5 1/2
" " Roasted			2 7
Fancy, H. P., Flags			2 5 1/2
" " Roasted			2 7
Choice, H. P., Extras			2 4 1/2
" " Roasted			2 6
FRESH MEATS.			
BEEF.			
Carcass			5 @ 6
Fore quarters			3 1/2 @ 4 1/2
Hind quarters			6 @ 7
Loins No. 3			8 @ 10
Ribs			8 @ 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			1 1/2
MUTTON.			
Carcass			4 @ 5
Lams			5 1/2 @ 6 1/2
VEAL.			
Carcass			6 @ 7 1/2



## Wholesale Price Current.

Advanced—Gum Tragacanth. Declined—Castor Oil.

<b>ACIDUM.</b>		<b>CUBEBÆ.</b>		<b>TINCTURES.</b>		<b>SEDLITS MIXTURE.</b>		<b>Linseed, boiled.</b>	
Aceticum	80 10	Cubebæ	2 00	Aconitum Napellis R.	60	Sinapis	20 20	Neat's Foot, winter	59 62
Benzolcum German.	65 75	Ezechthitos	2 00 1 30	" "	50	" opt.	20 30	strained	65 70
Boricæ	15	Erigeron	2 00 1 30	Aloes	60	Snuff, Macaboy, De	20 30	Spirits Turpentine	34 40
Carbolicum	20 30	Gaultheria	1 50 2 1 60	" and myrrh	60	Voes	20 30	<b>PAINTS.</b>	
Citricum	40 45	Gossypii, Sem. gal.	70 75	Arnica	50	Snuff, Scotch, De Voes	20 30	Red Venetian	1 1/2 1 1/2
Hydrochlor	30 5	Hedeoma	1 25 2 1 40	Asafetida	50	Soda Boras, (po. 11)	10 11	Ochre, yellow Mars	1 1/2 2 1/2
Nitrosum	10 12	Juniperi	50 2 0 0	Atrope Belladonna	60	Soda et Potass Tart.	24 25	" Ber	1 1/2 2 1/2
Oxalicum	10 12	Lavendula	90 2 0 0	Benzoin	60	Soda Carb.	1 1/2 2	" strictly pure	2 1/2 2 1/2
Phosphorum dil.	25 30	Limons	1 40 2 0 0	" Co.	60	Soda Sulphas	3 1/2 4	Vermilion Prime Amer-	13 16
Salicylicum	1 25 2 1 60	Mentha Piper.	2 10 2 3 0 0	Sanguinaria	50	Spts. Ether Co.	50 55	ican	13 16
Sulphuricum	1 14 2 1 60	Mentha Verid.	1 30 2 3 0 0	Barosma	50	" Myrcia Dom.	22 00	Vermilion, English	65 70
Tannicum	1 40 2 1 60	Morruae, gal.	30 40	Cantharides	50	" Myrcia Imp.	22 50	Green, Peninsular	13 15
Tartaricum	30 33	Myrcia, ounce.	2 50	Capicum	50	Vinl Rect. bbl.	2 49 2 59	Lead, red	6 6 1/2
<b>AMMONIA.</b>		Picis Liquida, (gal. 35)	10 12 12	Ca damon	75	Less 5c gal, cash ten days.		white	6 6 1/2
Aqua, 16 deg.	40 6	Ricinl	30 98	" Co.	75	Strychnia Crystal	1 40 2 1 45	Whiting, white Span.	2 70
" 20 deg.	60 8	Rosmarinl	1 00	Castor	1 00	Sulphur, Subl.	2 1/2 3	Whiting, Gilders	2 90
Carbonas	120 14	Rosea, ounce.	6 50 2 8 50	Catechu	50	" Roll	2 2 1/2	White, Paris American	1
Chloridum	120 14	Succinl	40 45	Cinchona	50	Tamarinds	2 2 1/2	Whiting, Paris Eng.	1 40
<b>ANILINE.</b>		Sabina	2 50 2 7 00	" Co.	60	Terebenth Venice	2 80 3 10	Universal Prepared	1 00 2 1 15
Black	2 00 2 25	Santal	50 55	Columba	50	Theobromae	45 48	Swiss Villa Prepared	
Brown	2 50 2 30	Sassafras	50 55	Conium	50	Vanilla	2 80 3 10	Paints	1 00 2 1 20
Red	2 50 2 30	Sinapis, ess, ounce.	2 65	Cubeba	50	<b>OILS.</b>		<b>VARNISHES.</b>	
Yellow	2 50 2 30	Tiglll	2 70	Digitalis	50	Whale, winter	70 70	No. 1 Turp Coach	1 10 2 1 30
<b>BACCAE.</b>		Thyme	40 2 0 0	Ergot	50	" M.	50 85	Extra Turp	1 00 2 1 70
Cubebæ (po. 25)	20 25	Theobromas	15 20	Gentian	50	" G.	42 45	Coach Body	2 75 2 3 00
Juniperus	80 10	<b>POTASSIUM.</b>		Gualca	50	Linseed, pure raw	55 59	No. 1 Turp Furn.	1 00 2 1 10
Xanthoxylum	25 30	Bi Carb.	15 18	Zingiber	60			Lard, extra	1 55 2 1 60
<b>BALSAMUM.</b>		Bichromate	13 14	Hyocyanus	50			Japan Dryer, No. 1	70 75
Copaiba	45 50	Bromide	40 43	Iodine	50				
Peru	2 3 0	Carb.	12 15	" Colorless	75				
Terabin, Canada	45 50	Chlorate (po. 17 19)	16 18	Ferri Chloridum	35				
Tolutan	35 50	Cyanide	50 55	Kino	50				
<b>CORTEK.</b>		Iodide	2 90 2 3 00	Lobelia	50				
Abies, Canadian	18	Potassa, Bitart, pure.	23 25	Myrrh	50				
Cassiae	12	Potassa, Bitart, com.	8 10	Nux Vomica	50				
Cinchona Flava	30	Potass Nitras, opt.	7 9	" Camphorated	85				
Eucyymus atropurp	30	Potass Nitras	28 30	" Deodor.	2 00				
Myrcia Cerifera, po.	20	Prussiate	15 18	Aurant Cortex	50				
Prunus Virgini.	12	Sulphate po.	15 18	Rhatany	50				
Quillala, grd.	10	<b>RADIX.</b>		Rhel	50				
Sassafras	12	Aconitum	20 25	Cassia Acutifol	50				
Ulmus Po (Ground 15)	15	Althae	2 25 25	" Co.	50				
<b>EXTRACTUM.</b>		Anchusa	12 15	Serpentaria	50				
Glycyrrhiza Glabra	24 25	Arum, po.	2 25	Stromonium	60				
" po.	30 35	Calamus	20 24	Tolutan	60				
Haematox, 15 lb. box.	12 12	Chlorata (po. 12)	8 10	Valerian	50				
" 18	12 12	Glycyrrhiza, (pv. 15)	16 18	Veratrum Veride.	50				
" 14s.	14 14	Hydrastis Canaden.	2 30	<b>MISCELLANEOUS.</b>					
" 14s.	16 17	Hellebore, Ala, po.	15 20	Ether, Spts Nit, 3 F.	28 30				
<b>FERRU.</b>		Inula, po.	15 20	" 4 F.	28 34				
Carbonate Precip.	2 15	Ipecac, po.	1 30 2 1 40	Alumen	2 1/2 3				
Citrate and Quinia	2 30	Iris plox (po. 35 38)	35 40	" ground, (po.	3 4				
Citrate Soluble	2 30	Jalapa, pr.	40 45	Annatto	55 60				
Ferrocyanidum Sol.	2 30	Maranta, 1/2 s.	2 35	Antimoni, po.	42 5				
Solut Chloride	2 15	Podophyllum, po.	15 18	et Potass T.	55 60				
Sulphate, com'l.	2 7	Rhel	7 15 35	Antipyrin	2 1 40				
" pure.	2 7	Spigella	35 38	Antifibrin	2 25				
<b>FLORA.</b>		Sanguinaria, (po. 25)	30 35	Argent Nitras, ounce	50				
Arnica	12 14	Serpentaria	55 60	Arsenicum	50				
Anthemis	30 35	Senega	2 40	Balm Gilead Bud.	38 40				
Matricaria	50 65	Similax, Officialis. H	2 25	Bismuth S. N.	1 60 2 1 70				
<b>FOLIA.</b>		Scillae, (po. 35)	10 12	Calcium Chlor, 1s, 1/2 s	11				
Barosma	14 30	Symplocarpus, Feti-	2 35	Cantharides Russian,	2 1 00				
Cassia Acutifol, Tin-	25 28	dus, po.	2 35	po	2 1 00				
nively	35 50	Valeriana, Eng. (po. 30)	15 20	Capaci Fructus, af.	2 28				
Salvia officinalis, 1/2 s	15 25	Zingiber a. German.	15 20	" po.	2 28				
and 1/2 s	80 10	Zingiber j.	18 20	" B po.	2 20				
Ura Ural	80 10	<b>SEMIN.</b>		Caryophyllus, (po. 15)	10 12				
<b>GUMMI.</b>		Anisum, (po. 20)	2 15	Carmine, No. 40	50 55				
Acacia, 1st picked	2 60	Apium (graveleons)	14 18	Cera Alba, S. & F.	50 55				
" 2d	2 40	Bird, 1s.	10 12	Cera Flava	30 40				
" 3d	2 30	Cardamon	1 00 2 1 25	Coccus	2 40				
" sifted sort.	2 30	Coriandrum	12 14	Cassia Fructus	2 25				
po	60 80	Cannabis Sativa	4 5	Centaria	2 10				
Aloe, Barb. (po. 60)	50 60	Cydonium	75 1 00	Cetaceum	2 40				
" Cape, (po. 20)	2 12	Chenopodium	10 12	Chloroform	60 63				
Socotri, (po. 60)	2 50	Dipterix Odorate	2 40 2 60	" squibbs	2 1 25				
Catechu, 1s, 1/2 s, 14 1/2 s	2 1	Foeniculum	2 15	Chloral Hyd Crst.	1 25 2 1 50				
16)	2 1	Poenungreek, po.	6 8	Chondrus	20 25				
Ammoniac	55 60	Linl	3 1/2 4	Cinchonidine, F. & W	15 20				
Asafetida, (po 50)	50 60	Linl, grd. (bbl. 3 1/2)	3 1/2 4	" German 3 1/2	12				
Benzoinum	50 55	Lobelia	35 40	Cork, list, dia. per	75				
Camphore	40 45	Phalaris Canarian.	4 5	cent	2 35				
Euphorbium po	35 40	Rapa	4 1/2 5	Creaotum	2 2				
Galbanum	2 30	Sinapis Albu	7 8	Creta, (bbl. 75)	50 5				
Gamboge, po.	70 75	Nigra	11 12	" prep.	50 5				
Guaiacum, (po 35)	2 30	<b>SPIRITUS.</b>		" precp.	90 11				
Kino, (po 1 75)	2 17 5	Frument, W. D. Co.	2 00 2 50	" Rubra	2 8				
Mastic	2 40	" D. F. R.	1 75 2 00	Crocs	35 40				
Myrrh, (po 45)	2 40	Juniperis Co. O. T.	1 65 2 00	Cudbear	2 24				
Opil (po 3 30 2 3 50)	2 6 2 7 2	Saacharum N. E.	1 75 2 50	Cupri Sulph.	5 6				
Shellac	35 42	Spt. Vinl Gall.	1 75 2 50	Dextrine	10 12				
" bleached	33 35	Vini Oporto	1 25 2 00	Ether Sulph.	75 90				
Tragacanth	50 60	Vini Alba	1 25 2 00	Emery, all numbers	2 6				
<b>HERBA—In ounce packages.</b>		<b>SPONGES.</b>		Ergota, (po.) 40	30 35				
Absinthium	25	Florida sheeps' wool	2 50 2 75	Flake White	12 15				
Eupatorium	20	carriage	2 00	Galla	2 23				
Lobelia	25	Nassau sheeps' wool	2 00	Gambler	7 8				
Majorum	25	carriage	1 10	Gelatn, Cooper	30 50				
Mentha Piperita	25	Velvet extra sheeps'	1 10	" French	30 50				
" Vir.	30	wool carriage	1 10	Glassware flint, by box 80.					
Rue	30	Extra yellow sheeps'	1 10	Less than box 75.					
Tanacetum, V.	22	carriage	85	Glue, Brown	90 15				
Thymus, V.	25	Grass sheeps' wool car-	85	" White	180 25				
<b>MAGNESIA.</b>		riage	65	Glycerina	140 20				
Calcined, Pat.	55 60	Hard for slate use	75	Grana Paradid.	22				
Carbonate, Pat.	30 32	Yellow Reef, for slate	1 40	Humulus	25 50				
Carbonate, K. & M.	30 32	use		Hydraug Chlor Mite.	2 75				
Carbonate, Jeunings	35 38			" Cor	2 65				
<b>OLEUM.</b>		<b>SYRUPS.</b>		" Ox Rubrum	2 85				
Absinthium	2 50 2 3 00	Accacia	50	" Ammoniat.	2 95				
Amygdalae, Dulc.	30 50	Zingiber	50	Unguentum	45 55				
Amygdalae, Amarae	8 00 2 5 25	Ipecac	50	Hydrargyrum	2 60				
Aur.	2 50 2 80	Ferri Iod.	50	Ichthyobolla, Am.	1 25 2 1 50				
Aurant Cortex	1 80 2 2 00	Aurant Cortex	50	Indigo	75 2 1 00				
Bergamit	3 00 2 3 20	Sinilax Officialis.	50	Iodine, Resubl.	3 80 2 3 90				
Cajupit	60 65	Senega	50	Iodoform	2 70				
Caryophyll	75 80	Scillae	50	Lupulin	2 25				
Cedar	35 65	" Co.	50	Lycopodium	60 65				
Chenopodil	2 1 60	Tolutan	50	Macis	70 75				
Cinnamoni	1 60 2 1 75	Prunus Virg.	50	Liquor Arsen et Hy-	2 27				
Citronella	2 45			drarg Iod.	2 3				
Conium Mac.	35 65			Liquor Potass Arsenitis	10 12				
Copaiba	80 90			Magnesia, Sulph (bbl	2 1/2 4				
				Mannit, S. F.	60 65				

## HAZELTINE &amp; PERKINS DRUG CO.

VALLEY CITY  
POULTRY POWDER

Nothing Like It to Make Hens Lay in Winter.

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

Price 25 Cents.

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



## GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b>		<b>Apricots.</b>		<b>CATSUP.</b>		<b>Peel.</b>		<b>FLAVORING EXTRACTS.</b>	
Aurora.....	55 6 00	Live oak.....	1 40	Blue Label Brand.....	2 75	Citron, Leghorn, 25 lb. boxes 13		Souders'.	
Jastor Oil.....	60 7 00	Santa Cruz.....	1 40	Half pint, 25 bottles.....	4 50	Lemon " 25 " " 8		Oval Bottle, with corkscrew.	
Diamond.....	50 5 50	Lusk's.....	1 40	Pint.....	3 50	Orange " 25 " " 10		Best in the world for the money.	
Frazer's.....	75 9 00	Overland.....	1 40	Quart 1 doz bottles.....	4 50				
Mica.....	65 7 50	Blackberries.		Triumph Brand.....	1 35	<b>Raisins.</b>			
Paragon.....	55 6 00	F. & W. Cherries.....	85	Half pint, per doz.....	4 50	Ondura, 29 lb. boxes.....	2 64	Regular	doz
<b>BAKING POWDER.</b>		Pitted Hamburg.....	21 20	Pint, 25 bottles.....	3 75	Sultana, 20 " " " 8		Grade	doz
Acme.....	45	White.....	1 40	Quart, per doz.....	3 75	Valencia, 30 " " " 8		Lemon.	doz
1 lb. cans 3 doz.....	75	Erle.....	1 15	<b>CLOTHES PINS.</b>		<b>Prunes.</b>			
1 lb. " 1 ".....	1 60	Damsons, Egg Plums and Green	1 35	5 gross boxes.....	40 45	California, 100-120.....	6	2 oz.....	1 50
Bulk.....	10	Gages.....	1 25	<b>COCOA SHELLS.</b>		" 90x100 25 lb. bxs. 54	6 1/2	4 oz.....	1 50
Arctic.....	55	Common.....	1 25	35 lb. bags.....	23	" 80x90 " " " 6 1/2		Regular	doz
Queen Flake.....	2 70	Ple.....	1 10	Less quantity.....	23 1/2	" 70x80 " " " 6 1/2		Vanilla.	doz
3 oz cans 6 doz.....	1 10	Maxwell.....	1 50	Pound packages.....	6 1/2 27	" 60x70 " " " 6 1/2		2 oz.....	1 50
6 oz " 4 doz.....	3 20	Shepard's.....	1 50	<b>COFFEE.</b>		Turkey.....		4 oz.....	3 50
9 oz " 4 doz.....	4 80	California.....	160 21 75	Green.		Silver.....		XX Grade	doz
1 lb " 2 doz.....	4 00	Oxford.....		Rio.		<b>ENVELOPES.</b>		Vanilla.	doz
5 lb " 1 doz.....	9 00	Pears.....		Fair.....	18	XX rag, white.		2 oz.....	1 50
Red Star, 1 lb cans.....	40	Domestic.....	1 25	Good.....	19	No. 1, 6 1/2.....	1 35	4 oz.....	3 00
" 1 lb.....	75	Riverside.....	1 75	Prime.....	21	No. 2, 6 1/2.....	1 10	XX Grade	doz
Telfer's, 1 lb cans, doz.....	45	Common.....	1 00 21 30	Golden.....	21	No. 1, 6.....	1 25	Vanilla.	doz
" 1 lb.....	35	Johnson's sliced.....	2 50	Peaberry.....	23	No. 2, 6.....	1 00	2 oz.....	1 50
" 1 lb.....	1 50	Booth's sliced.....	2 75	Fair.....	19	<b>Manilla, white.</b>		4 oz.....	3 50
Our Leader, 1 lb cans.....	45	grated.....	2 75	Good.....	20	6 1/2.....	75	XX Grade	doz
" 1 lb cans.....	75	Quinces.....	2 75	Prime.....	22	6.....	70	Vanilla.	doz
BATH BRICK.		Common.....	1 10	Peaberry.....	23	<b>MILL No. 4.....</b>		4 oz.....	3 50
2 dozen in case.....	90	Raspberries.....	1 10	Mexican and Guatemala.....	21	<b>FARINACEOUS GOODS.</b>		Jennings.	
English.....	90	Black Hamburg.....	1 40	Fair.....	21	Farina.....		Lemon, Vanilla	
Bristol.....	90	Erle, black.....	1 20	Good.....	22	115 lb. kegs.....	2 1/2	2 oz regular panel.....	1 30
Domestic.....	70	Strawberries.....	1 25	Fancy.....	24	Wish DeR o' Co.'s.....	2 10	4 oz.....	1 50
<b>BLUING.</b>		Lawrence.....	1 25	Prime.....	23	<b>Hominy.</b>		6 oz.....	3 00
Gross.....		Hamburg.....	1 25	Milled.....	24	Barrels.....	3 00	No. 3 taper.....	1 35
Arctic, 4 oz ovals.....	3 60	Erle.....	1 20	Interior.....	25	Grits.....	3 1/2	No. 4 taper.....	1 50
" 8 oz.....	6 75	Terrapin.....	1 05	Private Growth.....	27	Lima Beans.....	5 25 1/2	2 oz oval taper.....	1 10
" pints, round.....	9 00	Blueberries.....	85	Mandehling.....	28	Dried.....	5 25 1/2	3 oz.....	1 20
" No. 2, sifting box.....	2 75	Meats.....		Mocha.....	28	Maccaroni and Vermicelli.....	55	4 oz.....	1 75
" No. 3.....	4 00	Corned beef Libby's.....	2 30	Arabian.....	28	Domestic, 12 lb. box.....	10 1/2 11	2 oz regular.....	1 20
" No. 5.....	8 00	Roast beef Armour's.....	2 35	<b>Roasted.</b>		Imported.....	10 1/2 11	4 oz.....	1 50
" 1 oz ball.....	4 50	Potted ham, 1 lb.....	1 25	To ascertain cost of roasted		<b>CREAM TARTAR.</b>		Gunpowder.	
Mexican Liquid, 4 oz.....	3 60	" tongue, 1 lb.....	1 35	coffee, add 1/4 c. per lb. for roasting		Strictly pure.....	30	Rifle-Dupont's.....	3 25
" 8 oz.....	6 80	" chicken, 1 lb.....	95	and 15 per cent. for shrinkage.		Teifer's Absolute.....	30	Half kegs.....	1 10
<b>BROOMS.</b>		Vegetables.....		Package.....		Grocers'.....	15 25 1/2	Quarter kegs.....	1 90
do. 2 Burl.....	1 90	Hamburg stringless.....	1 15	McLaughlin's XXXX.....	51 30	<b>DRIED FRUITS.</b>		1 lb cans.....	30
No. 1.....	2 00	" French style.....	2 00	Bunola.....	30 80	Domestic.....		1/2 lb cans.....	18
No. 2 Carpet.....	2 15	" Lima.....	1 35	Lion, 60 or 100 lb. case.....	31 30	Apples.....		Choke Bore-Dupont's.....	4 25
No. 1.....	2 50	Lima, green.....	1 15	<b>Extract.</b>		Sundried.....	5 1/2	Half kegs.....	2 40
Parlor Gem.....	2 50	" soaked.....	70	Valley City 1/4 gross.....	75	Evaporated, 50 lb. boxes.....	6 1/2	Quarter kegs.....	1 35
Common Whisk.....	85	Lewis Boston Baked.....	1 25	Felix.....	1 15	California in bags.....	10	1 lb cans.....	34
Fancy.....	1 00	Bay State Baked.....	1 25	Hummel's, foll. gross.....	1 05	Evaporated in boxes.....	10	Eagle Duck-Dupont's.....	11 00
Warehouse.....	2 85	World's Fair Baked.....	1 25	tin.....	2 55	Blackberries.....	7 1/2	Half kegs.....	5 75
<b>BRUSHES.</b>		Picnic Baked.....	95	<b>CHICORY.</b>		In boxes.....	7 1/2	Quarter kegs.....	3 00
Stove, No. 1.....	1 25	Corn.....		Bulk.....	5	Nectarines.....	7 1/2	1 lb cans.....	60
" 10.....	1 50	Hamburg.....	1 25	Red.....	7	Peaches.....	8 1/2	HERBS.	
" 15.....	1 75	Livingston Eden.....	1 10	<b>CLOTHES LINES.</b>		Peeled, in boxes.....	8 1/2	Sage.....	15
Rice Root Scrub, 2 row.....	85	Purity.....	1 00	Cotton, 40 ft.....	1 25	Cal. evap.....	8 1/2	East India.....	15
Rice Root Scrub, 3 row.....	1 25	Honey Dew.....	1 25	" 50 ft.....	1 40	" in bags.....	8 1/2	Wheat.....	3
Palmetto, goose.....	1 50	Morning Glory.....	75	" 60 ft.....	1 60	Pears.....	8 1/2	Cracked.....	3
<b>CANDLES.</b>		Soaked.....		" 70 ft.....	1 75	California in bags.....	8 1/2	FISH-SALT.	
Hotel, 40 lb. boxes.....	10	Hamburg marrofat.....	1 30	" 80 ft.....	1 90	Pitted Cherries.....	8 1/2	Bloaters.....	
Star, 40.....	9	" early June.....	1 50	Jute.....	85	Barrels.....	25	Cod.....	
Paraffine.....	10	Champion Eng.....	1 40	<b>CREDIT CHECKS.</b>		50 lb. boxes.....	20 1/2	Georges cured.....	4 1/2
Waxing.....	24	" petit pois.....	1 40	500, any one denom'n.....	83 00	25 lb. boxes.....	20 1/2	Georges genuine.....	4 1/2
<b>CANNED GOODS.</b>		" fancy sifted.....	1 90	1000, " " ".....	5 00	30 lb. boxes.....	20 1/2	Georges selected.....	6 1/2
Fish.....		Soaked.....	65	2000, " " ".....	8 00	Raspberries.....	20	Boneless, bricks.....	6 1/2
Clams.....		Harris standard.....	75	Steel punch.....	75	In barrels.....	20	Boneless, strips.....	6 1/2 20
Little Neck, 1 lb.....	1 20	VanCamp's marrofat.....	1 10	<b>CONDENSED MILK.</b>		Loose Muscatels in Boxes.....	3 1/2	Halibut.....	11 2 1/2
Standard, 3 lb.....	2 25	Archer's Early Blossom.....	1 30	4 doz. in case.....		2 crown.....	3 1/2	Holland, white hoops keg.....	6 1/2
Cove Oysters.....	75	French.....	2 15			4.....	4 1/2	Norwegian.....	8 25
Standard, 1 lb.....	75	Mushrooms.....	19 21			Loose Muscatels in Bags.....	5 1/2	Round, 1/2 bbl 100 lbs.....	3 20
Lobsters.....	1 35	Pumpkin.....	85			2 crown.....	3 1/2	Sealed.....	16
Star, 1 lb.....	2 45	Squash.....	1 15			Foreign.....	4 1/2	Mackerel.....	10 50
" 2 lb.....	3 50	Succotash.....	1 40			Curants.....	3	No. 1, 100 lbs.....	4 50
Picnic, 1 lb.....	2 90	Hamburg.....	1 40			Patras, bbls.....	3	No. 1, 40 lbs.....	4 50
" 2 lb.....	2 90	Soaked.....	80			Vostizzas, 56 lb. cases.....	3 1/2	No. 1, 10 lbs.....	1 20
Mackerel.....		Honey Dew.....	1 40					No. 2, 100 lbs.....	8 25
Standard, 1 lb.....	1 10	Erle.....	1 35					No. 2, 40 lbs.....	3 25
" 2 lb.....	2 10	Hancock.....	90					Family, 90 lbs.....	98
Mustard, 2 lb.....	2 25	Excelstor.....	9 1					No. 1, 100 lbs.....	10 50
Tomato Sauce, 2 lb.....	2 25	Eclipse.....	90					No. 1, 40 lbs.....	4 50
Soused, 2 lb.....	2 25	Hamburg.....	1 30					No. 1, 10 lbs.....	1 20
Columbia River, flat.....	1 85	Gallon.....	3 00					No. 2, 100 lbs.....	8 25
Alaska, Red.....	1 30	<b>CHOCOLATE.</b>						No. 2, 40 lbs.....	3 25
" pink.....	1 20	Baker's.....						Family, 90 lbs.....	98
Kinney's, flats.....	1 95	Premium Sweet.....	23					Sardines.....	55
<b>CHEESE.</b>		Breakfast Cocos.....	43					Russian, kegs.....	55
Sardines.....		Dime.....	3 35					Trout.....	4 00
Acme.....	4 1/2 2 5							No. 1, 1/2 bbls, 100 lbs.....	4 00
Lenawee.....	6 1/2 7							No. 1, 1/2 bbl, 40 lbs.....	1 90
Imported.....	15 2 16							No. 1, kits, 10 lbs.....	55
Mustard.....	6 27							No. 1, 8 lb kits.....	47
Boneless.....	21							Whitefish.....	
Trout.....								No. 1 family.....	7 00 3 00
Brook, 3 lb.....	2 50							1/2 bbls, 100 lbs.....	3 10 1 50
Fruits.....								10 lb. kits.....	85 45
Apples.....								8 lb. ".....	71 39
3 lb. standard.....	90							<b>MATCHES.</b>	
York State, gallons.....	2 50							Globe Match Co.'s Brands.....	
Hamburg.....								Columbia Parlor.....	1 25



## PICKLES.

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

## PIPES.

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

## POTASH.

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

## RICE.

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

## SPICES.

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

## SAL SODA.

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

## SEEDS.

Anise.	2 1/2
Canary, Smyrna.	4 1/4
Caraway.	8
Cardamon, Malabar.	90
Hemp, Russian.	4
Mixed Bird.	50 2/3
Mustard, white.	10
Poppy.	9
Rape.	5
Cuttle bone.	30

## STARCH.

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

## SNUFF.

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

## SODA.

Boxes, English.	5 1/4
Kegs, English.	4 1/4
Diamond Crystal.	
Cases, 24 3 lb. boxes.	1 60
Barrels, 320 lbs.	2 50
" 115 2 1/2 lb bags.	4 00
" 60 5 lb "	3 75
" 30 10 lb "	3 50
Butter, 56 lb bags.	65
" 20 14 lb bags.	3 50
" 280 lb bbls.	2 50
" 24 lb "	2 25
Worcester.	84 00
115 2 1/2 lb sacks.	3 75
60 5 lb "	3 75
30 10 lb "	3 50
22 14 lb "	3 30
320 lb bbl.	2 50
8 lb sacks.	32 1/2
linen sacks.	60
Common Grades.	
100 3 lb. sacks.	82 10
60 5 lb.	1 90
28 10 lb. sacks.	1 75
Warsaw.	
56 lb. dairy in drill bags.	30
28 lb.	16
Ashton.	
56 lb. dairy in linen sacks.	75
56 lb. dairy in linen sacks.	75
Solar Rock.	
56 lb. sacks.	22
Common Fine.	
Saginaw.	90
Manistee.	90

## SALERATUS.

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

## SEELY'S EXTRACTS.

Lemon.	
1 oz. F. M. 1/2 doz.	\$10 20 gro
2 " N. S. 1 1/2 " "	12 60 "
2 " F. M. 1 1/2 " "	14 40 "
Vanilla.	
1 oz. F. M. 1 1/2 doz.	16 20 gro
2 " N. S. 2 00 " "	21 60 "
2 " F. M. 2 50 " "	25 50 "
Rococo—Second Grade.	
Lemon.	
2 oz. 75 doz.	8 00 "
Vanilla.	
2 doz. 1 00 doz.	10 50 "

## SOAP.

Laundry.	
Allen B. Wisley's Brands.	
Old Country, 80 1 lb.	3 20
Good Cheer, 60 1 lb.	3 90
White Borax, 100 1/2 lb.	3 65
Proctor & Gamble.	
Concord.	3 45
Ivory, 10 oz.	6 75
" 5 oz.	4 00
Lenox.	3 65
Mottled German.	3 15
Town Talk.	3 25
Dingman Brands.	
Single box.	3 95
5 box lots, delivered.	3 85
10 box lots, delivered.	3 75
Jas. S. Kirk & Co's Brands.	
American Family, wrp d.	3 33
" plain.	2 27
N. K. Fairbank & Co's Brands.	
Santa Claus.	3 99
Brwn, 60 bars.	3 10
" 80 bars.	3 10
Lautz Bros. & Co's Brands.	
Acme.	3 75
Cotton Oil.	6 00
Marseilles.	4 00
Master.	4 00
Thompson & Chute Co's Brands.	



**SILVER SOAP.**

Silver..... 3 65  
 Mono..... 3 30  
 Savon Improved..... 2 50  
 Sunflower..... 2 80  
 Golden..... 3 25  
 Economical..... 2 25

Passolt's Atlas Brand.  
 Single box..... 3 65  
 5 box lots..... 3 60  
 10 box lots..... 3 50  
 25 box lots del..... 3 40

Scouring.  
 Sapollo, kitchen, 3 doz..... 2 40  
 " hand, 3 doz..... 2 40

**SUGAR.**

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight, buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino.	55 12
Cut Leaf.	5 12
Cubes.	4 82
Powdered.	4 62
Granulated.	4 18
Fine Granulated.	4 18
Extra Fine Granulated.	4 18
Mould A.	4 62
Diamond Confec. A.	4 25
Confec. Standard A.	4 18
No. 1.	4 06
No. 2.	4 06
No. 3.	4 06
No. 4.	4 06
No. 5.	4 00
No. 6.	3 94
No. 7.	3 87
No. 8.	3 81
No. 9.	3 75
No. 10.	3 69
No. 11.	3 62
No. 12.	3 55
No. 13.	3 44
No. 14.	3 31

## STRUPS.

Corn.	
Barrels.	19
Half bbls.	20
Pure Cane.	
Fair.	18
Good.	25
Choice.	28

TABLE SAUCES.	
Lea & Perrin's, large.	4 75
" small.	2 75
Halford, large.	3 75
" small.	2 25
Salad Dressing, large.	4 55
" small.	2 06

## TEAS.

JAPAN—Regular.	
Fair.	217
Good.	230
Choice.	24
Choicest.	32
Dust.	10
SUN CURED.	
Fair.	217
Good.	230
Choice.	24
Choicest.	32
Dust.	10
BASKET FIRED.	
Fair.	18
Choice.	25
Choicest.	35
Extra choice, wire leaf.	40
COMMON TO FAIR.	
Common to fair.	25
Extra fine to finest.	35
Choicest fancy.	75
CHOLONG.	
Common to fair.	23
IMPERIAL.	
Common to fair.	23
Superior to fine.	30
TOUNG HYSON.	
Common to fair.	18
Superior to fine.	30
ENGLISH BREAKFAST.	
Fair.	15
Choice.	24
Best.	40

## TOBACCOS.

Fine Cut.	
P. Lorillard & Co's Brands.	
Sweet Russet.	30
Tiger.	30
D. Scotten & Co's Brands.	
Hiawatha.	60
Cuba.	30
Rocket.	30
Spaulding & Merriek's Brands.	
Sterling.	30
Private Brands.	
Bazoo.	230
Can Can.	227
Nellie Bly.	24
Uncle Ben.	24
McGinty.	27
Columbia.	24
Columbia, drums.	23
Bang Up.	21
Bang up, drums.	19
Plug.	
Sorg's Brands.	
Spearhead.	37
Joker.	27
Nobby Twist.	40
Scotten's Brands.	
Kylo.	25
Hiawatha.	38
Valley City.	34
Finzer's Brands.	
Old Honesty.	40
Jolly Tar.	32
Lorillard's Brands.	
Climax (8 oz, 41c).	39
Gr en Turtle.	30
Three Black Crows.	27
J. G. Butler's Brands.	
Something Good.	38
Out of Sight.	24
Wilson & McCaulay's Brands.	
Gold Rope.	43
Happy Thought.	37
Messmate.	32
No Tax.	31
Let Go.	27
Smoking.	
Catlin's Brands.	
Kiln dried.	17 1/2
Golden Shower.	19
Huntress.	26
Meerschaum.	29 1/2
American Eagle Co's Brands.	
Myrtle Navy.	40
Stork.	30
German.	15
Froz.	32
Java, 1/2 s foil.	32
Banner Tobacco Co's Brands.	
Banner.	16
Banner Cavendish.	36
Gold Cut.	30
Scotten's Brands.	
Warpath.	14
Honey Dew.	26
Gold Block.	30
F. F. Adams Tobacco Co's Brands.	
Peerless.	26
Old Tom.	18
Standard.	22
Globe Tobacco Co's Brands.	
Handmade.	40
Leidersdorf's Brands.	
Rob Roy.	26
Uncle Sam.	26 1/2
Red Clover.	32
Spaulding & Merriek.	
Tom and Jerry.	25
Traveler Cavendish.	38
Buck Horn.	30
Plow Boy.	30 1/2
Corn Cake.	16

## VINEGAR.

40 gr.	7 28
50 gr.	8 29
1 for barrel.	

WET MUSTARD.	
Bulk, per gal.	30
Beer mug, 2 gal in case.	1 75
YEAST.	
Magic.	1 00
Warner's.	1 00
Yeast Foam.	1 00
Diamond.	75
Royal.	90

## WOODENWARE.

Tubs, No. 1.	6 00
" No. 2.	5 50
" No. 3.	4 50
Pails, No. 1, two-hoop.	1 30
" No. 1, three-hoop.	1 50
Bowls, 11 inch.	90
" 13 "	1 25
" 15 "	1 35
" 17 "	1 80
" 19 "	2 40
" 21 "	
Baskets, market.	35
" shipping bushel.	1 15
" full hoop.	1 25
" willow cl'ths, No. 1 5 25	
" No. 2 6 25	
" No. 3 7 25	
" splint " No. 1 3 75	

## HIDES PELTS and FURS.

Perkins & Hess pay as follows:	
FURS.	
Mink.	30 @ 1 00
Coon.	30 @ 80
Skunk.	1 00 @ 1 25
Rat, winter.	08 @ 11
Rat, fall.	03 @ 08
Red Fox.	1 00 @ 1 40
Gray Fox.	40 @ 60
Badger.	3 00 @ 5 00
Cat, wild.	50 @ 75
Cat, house.	10 @ 25
Fisher.	5 00 @ 6 00
Lynx.	1 00 @ 2 50
Martin, dark.	2 00 @ 3 00
Martin, pale, yel.	1 00 @ 1 50
Wolf.	5 00 @ 8 00
Beaver.	1 00 @ 2 00
Bear.	15 00 @ 25 00
Opossum.	10 @ 25
Deer Skin, dry.	10 @ 25
Deer Skin, green.	05 @ 12 1/2
HIDES.	
Green.	20 3
Part Cured.	2 4
Dry.	2 5
Kips, green.	5 @ 6
" cured.	3 @ 4
Calfskins, green.	5 @ 6
" cured.	6 @ 7 1/2
Deacon skins.	10 @ 25
No. 2 hides 1/2 off.	
PELTS.	
Shearings.	5 @ 20
Lambs.	25 @ 50
WOOL.	
Washed.	12 @ 15
Unwashed.	2 @ 12
MISCELLANEOUS.	
Tallow.	3 1/2 @ 4
Grease butter.	1 @ 2
Switches.	1 1/2 @ 2
Ginseng.	3 00 @ 3 25

## GRAINS and FEEDSTUFFS.

WHEAT.	
No. 1 White (58 lb. test).	52
No. 2 Red (60 lb. test).	52
MEAL.	
Bolted.	1 40
Granulated.	1 65
FLOUR IN SACKS.	
*Patents.	1 95
*Standards.	1 45
*Bakers.	1 15
*Graham.	1 20
Rye.	1 40
*Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
MILLSTUFFS.	
Car lots quantity.	
Bran.	\$14 50
Screenings.	12 00
Middlings.	16 00
Mixed Feed.	23 00
Coarse meal.	22 00
CORN.	
Car lots.	46
Less than car lots.	49
OATS.	
Car lots.	33
Less than car lots.	35
HAY.	
No. 1 Timothy, car lots.	10 00
No. 1 " ton lots.	11 00

## FISH and OYSTERS.

F. J. Detenthaler quotes as follows:	
FRESH FISH.	
Whitefish.	9 10
Trout.	28
Black Bass.	12 1/2
Hallbut.	2 15
Clasces or Herring.	2 5
Bluefish.	10
Fresh lobster, per lb.	20
Cod.	10
No. 1 Pickerel.	10
Pike.	9
Smoked White.	8
Red Snappers.	15
Columbia River Salmon.	12 1/2
Mackerel.	18 @ 25
OYSTERS—CANS.	
Fairhaven Counts.	23
Selected White.	28
F. J. D.	25
Anchor.	33
Standards.	17
Favorite.	15
OYSTERS—Bulk.	
Counts.	2 20
Extra Selects, per gal.	1 65
Selects.	1 50
Anchor standards.	1 10
Standards.	1 00
Scallops.	1 50
Shrimps.	1 25
Clams.	1 25
SHELL GOODS.	
Oysters, per 100.	1 25 @ 1 75
Clams.	75 @ 1 00

## CROCKERY and GLASSWARE.

LAMP BURNERS.	
No. 0 Sun.	40
No. 1 "	45
No. 2 "	65
Tubular.	50
Security r.	60
Security 2.	60
Nutmeg.	50
Arctic.	1 25

## LAMP CHIMNEYS.—8 doz. in box.

No. 0 Sun.	Per box.
No. 1 "	1 75
No. 2 "	1 88
" "	2 70



### A New Game Law Wanted—Diamond Match Profits.

CHICAGO, Nov. 24.—Game merchants on South Water street are planning to secure a change in the game law this winter. They want it fixed so game coming at any time of the year from other States where no restriction is laid on the killing of it or having it in possession can be held or sold within this State. At present a merchant is subject to a fine for having game in his possession during certain months, even if it comes from an outside State where it was legitimately killed and shipped. The law works hardship to the merchants by diverting game killed in the West from Illinois markets to markets in the East. There is a large demand for game during the months when it is prohibited, and the merchants want to keep it easy of access in cold storage houses. On the other hand, they do not ask to have the law changed, unless made more restrictive relative to killing of game in this State. However, it is said a clique of influential sportsmen is trying to have the coming legislation shaped in such a way as to make the time for killing begin early in September.

Indications lead to the belief that the Diamond Match Co. will disburse enormous profits at the coming annual meeting. The present intention of the management is to have a 10 per cent. stock dividend declared against the surplus of the company and also an extra cash dividend of 5 per cent. from the net earnings of this year. It is acknowledged that it is these dividend plans which have given such remarkable firmness to the stock and which have kept it on a steadily advancing course without the slightest reference to the condition of the rest of the market. The 10 per cent. stock dividend will make an issue of \$900,000 of new stock, making the total capital \$9,900,000. Jan. 1, 1894, the company's profits and surplus fund amounted to \$1,471,000, a sum which leaves ample room for the declaration of the \$900,000 stock dividend. The earnings this year far exceed any record the company ever has made before and are ample for paying the regular 10 per cent. dividend and the extra cash dividend of 5 per cent. on the net earnings and still carrying a surplus account. The net profits last year were \$1,359,000. They will be materially greater this year. The regular 10 per cent. dividend requires \$900,000. So it would seem that the earnings are more than sufficient to pay both the regular and extra dividend. The stock continues remarkably strong, hovering around 150.

### Seamless Stockings at Last.

A novelty is reported in hosiery, namely, a stocking in which no seams are required, there being added to the heel part sufficient material to form a heel pocket or fashioned heel, which will retain its shape after washing. The lines or wales of knitting are continued from the leg part to the sole and the instep, the lines curving to correspond with the general direction of the stocking by the introduction, or withdrawal of extra wales in places to secure the fashioning of the heel; the heel pocket is formed by inter-knitting with the lower leg parts material which extends in the same general lines, the edges being finished with the seam strip of the same material, and, after the knitting operation, the selvages of the opposite parts of the fabric are sewed together. This kind of a stocking is knit on a machine whose special feature is that of a single row of needles, also mechanism for narrowing or widening, as may be called for, by skipping the pre-determined number of needles as the carriage moves across, or by adding these needles.

It is said a million matches are used in Europe every twelve minutes. No one knows the debt of gratitude the world owes to the great heads who get up such statistics. They will soon undertake to tell how many toothpicks are used.

If loafers could be made to pay rent for loafing on street corners, the city would soon be rich.

Use Tradesman Coupon Books.

### She Had Five Daughters and Knew Her Business.

The lady from the tamarack swamps was laying in some parlor furniture, and the clerk in the store was offering his valuable advice.

"No," she said in rebuttal, "I don't want no chairs."

"No chairs, madam," he exclaimed. "I never heard of a parlor without chairs."

"Well, you come to my house some time and you will see one," she retorted.

"What will you have instead?"

"Sofies, young man, sofies; these little two-seat ones, and taytaytays and things like that."

The clerk's equanimity was receiving a powerful jolt.

"What in the mischief do you want to do that for?" he asked in a helpless sort of way.

"You ain't a married man, are you?" she snapped. "You never raised a family of girls, did you?"

"Hardly."

"Well, you don't know anything about it. I've raised five; three's married and the other two's got beaux; I've always had chairs, and every time when the courtin' was over with them girls, and they got married, I had to get new ones; three sets of parlor chairs in three winters is goin' it most too strong; they git broke down somehow, and now I'm goin' to put a stop to it by having sofies, and you needn't be tryin' to change my mind. I know what I want, and if you haven't got sofies, say so, and I'll go where they do have them."

The argument was convincing, and the clerk fitted the thrifty lady out with a half dozen, warranted to carry two with safety and economy.

### A Question of Cosmology.

A little girl in Gorham, on first discovering the electric lights, and seeing the moon at the same time, propounded this conundrum:

"Mamma, does God know that we have got electric lights?"

"Yes," replied the mother. "He must know it, because He knows everything."

"Then, mamma, why don't He take in the moon?"

### WORLD'S FAIR SOUVENIR TICKETS ONLY A FEW LEFT.

Original set of four - - - - - 25c

Complete set of ten - - - - - 50c

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

Tradesman Company.

— IF YOU WISH AN —

### Engraving of Your Store.



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

TRADESMAN COMPANY,  
Grand Rapids, Mich.



## THE MERCHANT WHO IS NOT DEAD

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

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

## Only Register Which Registers

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

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

## Triumphant Over All Others,

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

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

### INDIANA HEARD FROM.

GEO. H. ANDREWS,

—DRUGS AND STATIONERY—

Anthony Block.

MUNCIE, Ind., Oct. 24, 1894.

CHAMPION CASH REGISTER CO.,

Grand Rapids, Mich.

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

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

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

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

Yours Resp.

GEO. H. ANDREWS.

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

Manufactured only by

Champion Cash  
Register Co.,  
Grand Rapids, Mich.





## ALL SCIENCE, BUT NO ART.

Somebody asks: In what style of architecture are the lofty buildings constructed on iron or steel frames such as have come into fashion in the past few years?

The reply is that they are in no style. Architecture, as far as it is a fine art, refers only to the outward appearance of buildings as an expression of some race or national idea of beauty. There are three principal types of architectural expression. These are the Greek, the Arabian and the Gothic, which last has been peculiarly characterized as a religious style. There have been many modifications of these types, such as Roman, Romanesque, Byzantine, Moresque and Venetian; but they may all be traced to the several types from which they were derived.

But architecture refers wholly to the artistic expression of a building. It has nothing to do with the science of the engineers and builders who construct it. The lofty buildings in question do not express art at all. They are the work of engineers and mechanics. A steel skeleton is set up independent of the walls, which are subsequently fastened to the steel frame somewhat in the way that the flesh and skin of the human body are fixed to the bony skeleton. If it were not for the skeleton, the human body would simply be a flabby mass. If it were not for the steel skeleton of such buildings, the walls would tumble down into shapeless piles of rubbish.

There is no art in the construction of such a building, only science. It violates all rules of proportion. The human figure is in proportion. The height bears relation to the entire mass, and all the parts are in harmony. Destroy this harmony, and the result is monstrosity. Take the most perfect human form and lengthen the legs or the arms or the neck, without changing the other parts in proportion. Ugliness is the result. Increase largely the size of any one feature, and in the same way the beauty is destroyed. It is the same with a house, whose height should bear relation to its width, and whose various members should be in proportion.

But a house may be constructed on the skeleton and veneering plan ten or twenty times as high as it is wide, but the windows and doors are of just the same size as if the house were less high than the width of its front. Such a house is constructed for the sole purpose of utilizing as far as possible a small area of ground. The scientific knowl-

edge and the mechanical skill required to give a ten or twenty-story building proper stability, and fit it for the uses for which it is designed, must command applause; but such sky-scraping structures can have no elements of beauty. They do not come into the realm of fine arts, but only of utility.

The present is the age of material progress, and it is witnessing the enthronement, above heart and sentiment, of science and utility. That is the reason today there is no true development in the fine arts. All that is accomplished in poetry, in painting and in music is a survival—it is art living in spite of materialism and of physical science; but it is a fragment of the past rather than a creation of the present.

All the fine arts reached their highest development when sentiment was at the top and science was at the bottom. But, now that science is at the top, art is strangled and suffocated.

"It is surprising," remarked a local cigar dealer, the other day, "how many calls we have nowadays for boycotted brands. Half the business men who buy their cigars over my counter refuse to take anything but boycotted and non-union brands, realizing that they are superior in quality to union made goods, as a rule, and that such patronage encourages men who wish to be free from the domination of the union and the saloon to remain so. Of course, every one connected with the liquor business is in duty bound to call for union goods, owing to the unions admitting saloonkeepers and bartenders to membership in their central organizations, thus placing the dispensers of liquor on an equality with clerks, artisans and mechanics. Then, too, I notice that as soon as a brand is boycotted by the unions a considerable portion of my best trade—that is, the best people, such as merchants, lawyers, and doctors—immediately begin to call for that brand and refuse to take any other until the boycott is removed or some other brand is placed on the union blacklist, when they divide their patronage between the two. It may be that a boycott amounts to something in the saloons, but in reputable stores it works exactly opposite, and if I was a manufacturer of cigars, and could get my goods boycotted, I would be sure of having a steady demand for my brands among the best people."

Use Tradesman Coupon Books.



Thoroughbred Poultry Stock and Eggs; also Poultry Supplies.

C. H. BEHNKE

WHOLESALE

FLOUR, FEED,  
GRAIN, HAY,  
STRAW, Etc.

Car Lots a Specialty.

Will make up Mixed Cars on  
Application.

First Quality of Goods at Low-  
est Prices Guaranteed.

Office Telephone, 112-1R.  
30 East Bridge St., Cor. Kent St.

GRAND RAPIDS, MICH.

## Xmas Goods.

Handkerchiefs, Mufflers, Neckties, Ribbons,

Wash and Filo Silks, Plush Caps, Fancy Goods

General Line of Novelties as Jewelry and

Perfumes for Christmas trade.

Our line of LINENS and TOWELS has never been excelled.

Prices are always the lowest.

P. Steketee & Sons,

Grand Rapids, Mich.



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

SIEGEL'S

50 and 52 Monroe St.,

GRAND RAPIDS, MICH.

Manufacturers and Importers of

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

SPECIAL WHOLESALE PRICES to  
MILLINERS.



IT HAS NO EQUAL

## THE GAIL BORDEN EAGLE BRAND

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

For Quotations See Price Columns.



## GOTHAM GOSSIP.

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

Special Correspondence

NEW YORK, Nov. 24.—It is a satisfaction to chronicle steady improvement in grocery jobbing circles. In all directions we notice this feeling of growing confidence and light-heartedness. Christmas is going to be a more festive occasion than last year, and turkeys are so plenty and so cheap that even the poorest can have one. Not only is the grocery trade showing increasing business, but in dry goods, hardware and other lines the same holds good.

The coffee trade is developing some unsteadiness and the feeling seems to be that prices will be "wabbly." Rio No. 7 is still 15½c. Total amount afloat, 480,489 bags, against 465,423 bags at the same time last year. The demand from the interior is not large and purchasers seem to be holding off to see what will happen next. Mild sorts, Mocha and Java, are well held, and quotations show no weakness. Stocks are not large of any kind, and the market is steady.

Refined sugar shows a downward tendency, but, even at the decline, buyers are not crowding over one another to buy ahead of wants. Granulated is worth 4¼c. The market is dull.

The tea market is steady and holders express considerable confidence as to the future. They are inclined to think that for the better sorts there must come higher quotations.

Spices remain unchanged and the outlook is for no advance. The demand is light and of an everyday character.

Canned goods do not share the general activity of other articles, and we can only hope for something better later on. There is absolutely no regularity of prices and in retail stores one can get corn and tomatoes from 5 c. up. Large buyers are indifferent and are making no purchases. Fruits are neglected and only a small demand exists for vegetables. As long as the prevailing conditions exist there is no use of quoting prices.

Apples are in ample receipt, and prices, except for fanciest Northern N. Y., are low; even for these the rates are not excessive, the range being from \$2.25@3.50.

Evaporated apples are in some demand for export, but the market, on the whole, is not very active. Fancy are worth about 8½c. Small dried fruits are unchanged and in light inquiry.

Cranberries are worth from \$8@10 per bbl. or more for fancy. They are held with a good deal of firmness, and dealers are anticipating good profits. Lemons are steady for fancy stock, and Floridas are quoted at \$2.50@3 per box. Sicily lemons, \$2.75@3.25.

Receipts of butter have been comparatively moderate, and the market remains steady at 26@26½c for best Elgin, with the range down to 21c for State tubs, firsts.

Cheese shows increasing strength, and for small State we quote 11½@11¾c.

Western eggs are worth from 22@24c and wanted—if fresh.

Postmaster Dayton is in constant receipt of applications from persons who desire to purchase the larger denominations of the "postage due" stamps which are affixed to mail matter received at the post-office with postage unpaid or insufficiently prepaid. As postmasters are not permitted to sell these stamps, Mr. Dayton is unable to comply with such requests; but the would-be purchasers have discovered and put into operation a means of procuring them without violation of the Post-office rules. They mail heavy sealed packages addressed to themselves, affixing thereto a 1 or 2-cent postage stamp, leaving the balance due to be collected on delivery. The post-office then compelled to affix to the package, and cancel, postage due stamps of a value equivalent to the deficient postage, and the addressees cheerfully pay the charge, which in some cases is as high as \$50. The larger denominations of postage-due stamps are held at high prices by some of those thus obtaining them, but they may, of course,

be so procured by any one without any payment beyond their face value.

The cooking school fad has died away as completely as the craze for roller-skating, which at one time set all New York by the ears. It was a sudden death, for a very few years ago at least half a dozen women in New York had attained prominence in the agitation for improved cooks, and society women considered it a matter worth their attention at all seasons. Schools were established at Chickering Hall, at the Young Women's Christian Association, and at all the up-town seminaries of fashionable pretensions, and there were innumerable lectures upon cooking before women at private houses. A number of people decided to send their cooks to the schools on certain days of the week, and the cooks really went in a few instances, and sat with stolid disapproval under the instruction of professional teachers of the art of cooking. Suddenly it all went out, after the fashion of a candle at an open window, and the world struggled along as it had before the cooking school agitation was started. Somebody revived the "movement," however, a few days ago, and twenty young ladies made twenty cabbage tarts, and each one ate her own tart. Then the young ladies fell over the backs of the chairs and crumpled their beautiful aprons, and became so violently and unpoetically ill that it required the services of several physicians to get them into condition again before they could be sent home. It was announced that this cooking school was to inaugurate a new movement in favor of better cooks, but there is a general sentiment, in society and out of it, that the movement was not started with sufficient brilliancy to warrant very high expectations for the coming year. The Irish cook will, apparently, maintain her supremacy in New York during this season at least.

## How a Traveling Man Attended His Own Funeral.

From the Chicago Times.

Two drummers had scraped an acquaintance in a train. Both had told of experiences, when one asked: "Did you ever attend your own funeral?"

"Why, no," replied the other. "Well, I have. It happened this way: I was in Buffalo three years ago and telegraphed my firm in Chicago that I would take a certain train for home that night. Luckily for me I changed my plans at the last moment and did not leave, some business having cropped up that would require my presence there for a few more days, and I telegraphed my firm accordingly. That train was smashed up in a collision, and a large number of persons were killed.

"I arrived at my home four days later, just as a funeral procession was leaving it. For a moment I was too astonished to move, but finally mustered up sufficient courage to ask a bystander whose funeral it was. What was my amazement to learn that it was my own. According to my informant I had been brought home two days previously, crushed and unrecognizable out of the wreck.

"The funeral cortege had gotten some distance away before I had recovered sufficiently to go in pursuit. Not wishing to create a scene in the street I determined to wait until the church was reached. I therefore fell into line and joined my own funeral procession.

"Arrived at the church the coffin was lifted out and carried up the aisle, and the burial service was just about to begin when I stepped to the chancel. My appearance created an instant panic, everybody tumbling over themselves to get out of the edifice. I was left alone with the officiating clergyman.

"In a few moments, however, my friends and relations began to come back into the church. I called to them and told them that far from being dead I was never more alive. Then explanations ensued. It appeared that my second telegram had never been received, and believing me to be in the wreck they had picked out the most likely looking corpse as mine."

The miserly man who is always small is little too much.

## Desirability of Trying on New Shoes at Home.

From the Chicago Tribune.

There's a new thing in the shoe business. A man who has been at it in this city for a number of years and knows all about the whims of customers and the ins and outs of the trade has hit upon the novel scheme. His plan is simple, but most practical. It is no more than to measure, fit and complete the sale at the customer's residence. An order is received, an idea is given of the goods desired, and a wagon carrying a miniature shoe stock is dispatched to the home, accompanied by an experienced salesman. All the details are attended to in the privacy of the boudoir or the reception room. And thus the feet are shod without trouble, annoyance or embarrassment.

Embarrassment? Yes, there is much of it that is connected with the purchase of a pair of shoes, slippers or boots in a public store. With many fashionable and other young women it is an hour to be dreaded when the shoe store must be visited. And visited it must be, as no direction can be given by which husband, father or brother can bring home a satisfactory shoe. The styles are constantly changing and carefully as the standard sizes may be observed by the manufacturer, either the foot or the size of the shoe seems to change at each new purchase.

The new scheme will also be approved by many others. How many portly matrons will hail with delight the opportunity of selecting their shoes at home? Then there are housewives, young mothers, semi-invalids, gouty old men, timid young women, who will appreciate the new idea, and the mother of half a dozen youngsters, each of whom has kicked through all the stout shoe leather of a few weeks before, can already feel a relief. The husband on his way to the office simply leaves directions and the job is done.

## Wisdom in Reproof.

From the Chicago Dry Goods Reporter.

About the most unwise thing a merchant can possibly do is to scold a clerk in the presence of customers. No matter how meekly and quietly he may take the reproof while the reprover is around, when he has departed he feels bound to vindicate himself by telling some story of real or fancied injustice he has suffered at his hands. Of course, such humiliation is apt to render the clerk careless in his work and make him feel that the employer loses all thought of good work done in his momentary anger at some negligence on his part.

These evils could be avoided by simply getting the clerk by himself, calling his attention to his fault in a gentlemanly but positive manner. Good discipline by no means rests on sky-rocket reproofs.

## Note Books For Clerks.

From the Chicago Dry Goods Reporter.

An excellent way in which to keep your stock fully up to the demands of your trade is to provide each clerk with a small note book. When a customer asks for an article not in the store, the clerk to whom the request is made should immediately jot it down under the date of the day. Frequently it will be found that the demands are not frequent enough to stock every article asked for, but a glance over the book a month back would give the proprietor an idea of whether it would pay and in what quantities to order. In order to make such a system valuable a close watch should be kept on the clerks in order that they do not neglect to make memoranda immediately on the departure of a customer making a fruitless request.

## Hides, Pelts and Furs.

Hides—Buff hides are scarce and higher.

Pelts—Dull and lower.

Wool—Lowest ever known.

Tallow—Active at present price.

Ginseng—Active at the recent advance.

## Now One of the Firm.

The head of the house had told the new clerk to try his hand at window dressing.

"I want you to make every woman on the street look at that window," he said. The clerk went at it. He made a curtain of solid black velvet and hung it close inside the plate glass.

"What on earth are you doing?" asked the senior member.

"Making a mirror of the window," said the clerk. "If the women won't look at that they won't look at anything."

The clerk is now a member of the firm.

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

30-lb. pail.	75
10-lb. pail.	57
17-lb. pail.	56
15-lb. pail.	45

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

Mrs. Withey's bulk mince meat:	
40-lb. pail, per lb.	6
25-lb. pails, per lb.	6¼
10-lb. pails, per lb.	6½
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 Pickles, ½ barrel.	3 00
New Sauer Kraut, barrels.	4 00
New Sauer Kraut, ¼ barrels.	2 50

## EDWIN FALLAS,

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

Moore, Smith & Co.,  
BOSTON, MASS.,

Manufacturers and Jobbers of

Hats, Caps  
and  
Straw Goods.

Our 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 and 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.



We Are Headquarters For  
**CANNED GOODS,**

Carrying in stock the largest and most complete line of any house in the State, including full assortments of

CURTICE BROS.' Fruits and Vegetables,  
and  
FONTANA & CO.'s Columbus Brand California Fruit.

Inspection of our stock and correspondence solicited.

**I.M. Clark  
Grocery  
Co.**

**Muskegon Bakery Crackers**

(United States Baking Co.)

**Are Perfect Health Food.**

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

**Muskegon  
Bakery  
Butter  
Cracker.**

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

Nine  
Other  
Great  
Specialties  
Are

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

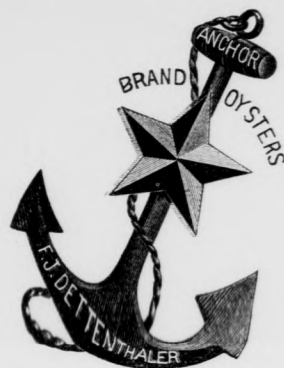
ALWAYS  
ASK  
YOUR  
GROCER  
FOR  
MUSKEGON  
BAKERY'S  
CAKES and  
CRACKERS

**United States Baking Co.**

LAWRENCE DEPEW, Acting Manager,

Muskegon,

Mich.



**Oysters**  
OLD RELIABLE  
**ANCHOR BRAND**

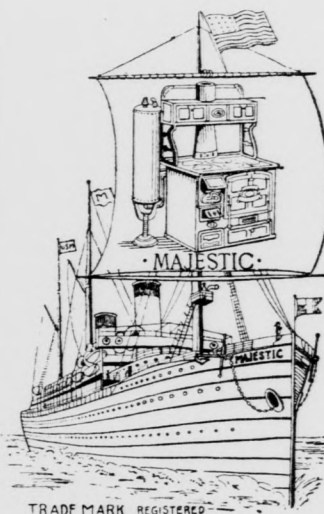
All orders receive prompt attention at  
lowest market price.

See quotations in Price Current.

**F. J. DETTENTHALER.**

117 and 119 Monroe St., Grand Rapids

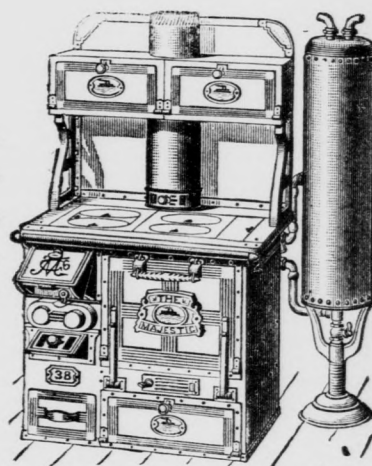
**A Majestic Exhibit**



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.



# New Holiday Goods

JNO. MADDOCK & SONS

English White Semi Porcelain.



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

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

- |                           |                  |
|---------------------------|------------------|
| 6 doz. Pie Plates.        | 24 Vegetables.   |
| 2 doz. Tea Plates.        | 10 Pitchers.     |
| 12 doz. Breakfast Plates. | 6 Sugars.        |
| 2 doz. Dinner Plates.     | 3 Sets Teas.     |
| 2 doz. Soup Plates.       | 6 doz. Fruits.   |
| 6 doz. Butters.           | 36 Oyster Bowls. |
| 18 Dishes, Assorted.      | 8 Cvd Dishes.    |
| 18 Scallops.              | 6 Boats.         |
| 8 Bakers.                 | 18 Bowls.        |
| 6 Butters.                | 18 Bowls.        |
| 8 Pickles.                | 6 Creams.        |
| 9 Sets Coffees.           |                  |

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

NOVELTY ASSORTMENT—Each lot a surprise.

- Doz.
- 1 Tom Thumb Library. 12 booklets in an attractive box, all illustrated with colored and plain pictures, filled with short stories. \$ 40
- 1 "My Dolly" Stories. Cut out in shapes as illustrated. 12 cages of dainty colored pictures and pen drawings. Six titles, assorted. 67
- 1/2 Merry Little Maid Assortment. A unique line, cut out title page, with the daintiest pictures and all new matter. Each title different. Dorothy Dimple: Realm of Story Land, Crust and Crumbs; A Merry Little Maid, \$1.40 per doz. 47
- 1/2 Happy Day Series. A beautiful line similar to the above, but a larger book with all new designs, daintiest styles and fresh matter, each one different, \$1.75 per doz. 44
- 1/2 No. 871. Our own Sailor Dolly. 12 pages cut out to a sailor boy, beautiful pictures, \$1.75 per doz. 44
- 1/2 No. 872. Punch and His Friends. Cut out in the shape of Punch. 12 pages brightly lithographed, \$1.75 per doz. 44
- 1/2 Giant Series. 14 1/2 in. long, very large pages, colored and monochrome illustrations, cut out in shapes, two of each kind, "Let Me Look" and Mixed Pickles." \$2. 49
- 3 No. 247. 4 Paper dolls on sheet, 2 dolls with eight dresses to be cut out. Retail one cent a sheet, 8c per doz. 24
- 1 No. 2. "Our Pet's" Dolly. One in an envelope with three complete suits. New this season. 85
- 1/2 No. 1. "Our Pet's" Dolly. Extra large size, 10 in. long. Each in box, with three suits, \$2 per doz. 50
- 4 95
- ASSORTMENT PICTURE BOOKS, To Retail from 1 to 25c.
- Doz.
- 1 No. 9 Robin Hood Series, 6 kinds. \$ 08
- 1 No. 3 Dame Trot Series, 6 kinds. 08
- 1 No. 15 Pleswell Series, 6 kinds. 25
- 1 No. 55 Snowflake Series, 4 kinds. 40
- 1 No. 23 Sunshine Series, 6 kinds. 40

- 1 No. 21 Wonder Story Series, 6 kinds. 35
- 1 No. 20 Alphabet Story Series, 4 kinds. 40
- 1 No. 700 Fairy Tale Series, 4 kinds. 40
- 1 No. 33 Chimney Corner Series, 6 kinds. 65
- 1 No. 64 Greenaway Mother Goose Ser. 6 kd. 75
- 1 No. 11 Aladdin Stories Series, 3 kinds. 85
- 1 No. 99 Christmas Eve Series. 89

LINEN BOOKS.

- 1 No. 265 ABC books. 40
- 1 267 Little Pet's ABC. 85
- 1 No. 267 Pleswell. 85

BOARD COVERS.

- 1/2 No. 702 Good Old Stories, 80c per doz. 40
- 1/2 No. 703 Gem Series, 6 kinds, \$1 per doz. 50
- 1/2 Merry Playmate Series, 6 kinds, 60c doz. 30
- 1/2 Half Hour Story Series, 6 kinds, \$1.30 doz. 67
- 1/2 Kindergarten Series, 6 kinds, \$2 doz. 50

SAMPLE ASSORTMENT IRON TRAINS.

- Unbreakable.
- 3 Iron Trains 1 loco. 1 coach E-2. 1 50 doz. 80
- 3 Iron Trains 1 loco. 2 coaches E-3. 2 00 35
- 1 Iron Train 1 loco. 1 coach D-1. 4 00 33
- 1 Iron Train 1 loco. 2 coaches C-1. 7 50 63
- 1 Iron Train 1 loco. 3 coaches 24. 12 00 1 00
- 1 Train, nickel, 1 loco. 2 co. 10 50 83
- 1 Train, nickel, 1 loco. 3 co. 22. 12 00 1 00
- 1 Train, mechanical loco. M. 2 00 75

SAMPLE ASSORTMENT IRON TOYS.

- Unbreakable.
- 1 No. 48 Horse Truck. 4 00 doz. 33
- 1 A Iron Sulky. 4 00 34
- 1 CC Iron Dog Cart. 4 00 33
- 1 52 1 Horse Hose Carriage. 8 00 67
- 1 50 2 Horse Hose Carriage. 8 50 71
- 1 51 2 Horse Fire Engine. 8 50 71
- 1 51 2 Horse Hook and Ladder. 9 00 75
- 1 67 1 Horse express wagon. 9 00 75
- 1 69 1 Horse Delivery Wagon. 12 00 1 00
- 1 50 Iron Nickel Range. 4 50 37
- 1 IXL Iron Nickel Range. 4 50 37
- 2 Iron Fght Trains, 2 pc 12 in. 1 50 25
- 2 E3 Iron Pass. Trains, 3 pc 14 1/2. 2 00 23
- 1 D-1 Iron Pass. Train 3 pc 18 in. 4 00 34
- 1 C-1 Iron Pass. Train 4 pc 31 1/2. 7 00 62
- 1 M H Mechanical Locomotive. 9 00 75
- 1 50 Iron Revolving Horse Toy. 9 00 75

JNO. MADDOCK & SONS

Green Rococo, Gold Edges.



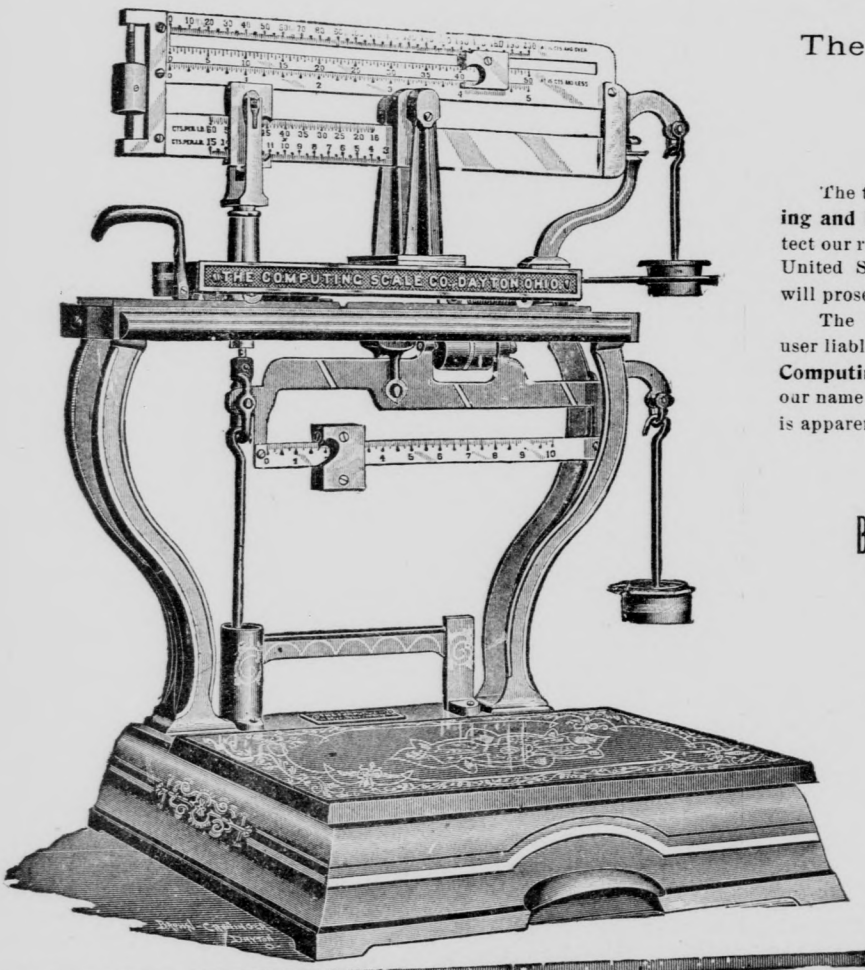
Latest Style in English Decorations.

Assorted Crate  
JOHN MADDOCK & SONS  
Rococo Pattern.

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

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

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



The Dayton Computing Scale

WARNING--To Users of Scales.

The trade are hereby warned against using any infringements on Weighing and Price Scales and Computing and Price Scales, as we will protect our rights and the rights of our general agents under Letter sPatent 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 over time we weigh." Charles Young, Adrain, Mich.
- "They are worth to us each year five times their cost." Raup & Hayman, Constantine, Mich.
- "We are very much pleased with its work." Henry J. Vinkemulder & Bro., Grand Rapids, Mich.
- "Since the adoption of your scales have made more money than ever before." Frank Daniels, Traverse City, Mich.
- "I take pride in recommending them to every user of scales." Chas. 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.