

# MICHIGAN TRADESMAN

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VOL. XII

GRAND RAPIDS, DECEMBER 5, 1894.

NO 585

## MINER & MILLER

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Try Our

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Handsome embossed packages, } 1 lb. \$2.40 per doz.  
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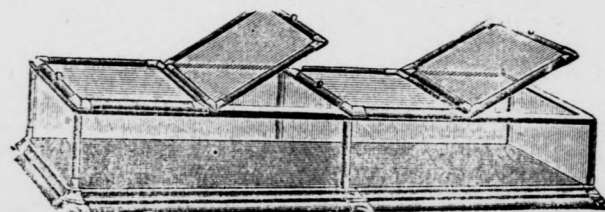
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# MICHIGAN TRADESMAN

VOL. XII.

GRAND RAPIDS, WEDNESDAY, DECEMBER 5, 1894.

NO. 585

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**THE MERCANTILE AGENCY**  
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## OVERREACHED THEMSELVES.

When Silas Dumpley heard that some forlorn tracts of land in Minnesota, from which he never expected to realize a dollar, had been purchased by a New York syndicate for \$50,000 he nearly suffered a mental collapse.

It was not that he needed the money so much, for he had enough to live comfortably upon, but just as soon as he knew that money was coming to him, he wanted everything within reach. So did Mrs. Dumpley, who wished to show her neighbors how folks with money could make a stir in the world. She had about exhausted the resources of their native village within twenty-four hours after the receipt of the lawyer's letter telling them of their good fortune.

The money paid for the land was in the largest bank in the city nearest them, and there Mr. Dumpley decided to go and bring it home in person.

"Will you get it in gold or silver?" asked his wife; "because if you do you'll need a wheelbarrow to bring it home in."  
"I guess not," said Mr. Dumpley, as he considered the matter; "I've been calculating a carpet-bag will be about as handy as anything to carry it in. I've got the same one I bought when we were married thirty-five years ago—it'll come handy again."

So the old carpet-bag was brought out and the moths shaken out of it and Mr. Dumpley's best coat and vest, a few clean collars, and a package of Mrs. Dumpley's doughnuts put into it carefully. When it was padlocked securely, Mrs. Dumpley reminded her husband that the city was full of people, mostly thieves.

"Lorindy," said Mr. Dumpley; "do I look like a man that could be robbed?"  
"Looks don't hinder," remarked Mrs. Dumpley.

"Don't I read the papers, and know all about the young man who asks if you're from Pumpkinsville, and says he knew you when he was a boy and calls you by name, and wants you to advance him \$50 on a check for \$300? You can't teach your husband anything, Lorindy."

When Mr. Dumpley stood at the window of the Grand National Bank, he had his carpet-bag with him for the reception of his \$40,000. He had already been identified, and now the money was to be counted out to him.

"What denomination would you prefer, Mr. Dumpley?" asked the cashier.

"Presbyterian," said Mr. Dumpley, who was a little hard of hearing, and thought the cashier was asking him what church he attended.

"I will count them out in packages of \$5,000 each," said the cashier, and Mr. Dumpley held open the mouth of his carpet-bag and counted the bills as they were pushed through the wire grating.

A number of people were crowding about the window, and Mr. Dumpley felt very nervous. He saw two men watching him, and gripped the handles of his carpet-bag with a vicious determination. In moving back suddenly his feet became

entangled in a woman's dress. Rip-rip-rip. He had torn the skirt.

"Beg pardon, ma'am, but if I've done any damage I'm willing to pay for it," he said clumsily.

"Don't mention it," was the answer in a sweet, gentle voice, and looking at her penitently, he saw a tall, fair woman in black, who fixed her eyes on his face a moment in recognition of his apology.

He had received his money, and had no excuse to stay longer at the window, and he was ashamed of his awkwardness, and turning away he hurried to the depot and bought his ticket for home. Not once did he lose his hold on his ancient grip, and when he was seated in the car his arm was passed through the handles as it reposed on the seat.

He wanted to look into it and feast his old eyes on his wealth, but just as he was thinking of doing so, two men passed through the car, and he knew them for the two he had seen in the bank.

"Ha!" he said to himself, "the plot thickens. Those men are robbers, and they are after my money. I'd like to see them get it, that's all."

Silas Dumpley knew the dangers of propinquity, and he managed to fill the seat himself until the two robbers, as he called them, had settled themselves several seats ahead of him. Then he made room for a belated passenger, a lady, who flung herself down quite out of breath.

"Oh," she said, "I was sure I had lost my train. It is such a relief to get it, even at the lost moment."

That voice! It was the woman whose dress he had torn by stepping on it in the bank. She recognized him, and smiled at his embarrassment.

"Don't mind a little thing like that," she said sweetly; "a city man would think nothing of it."

Unconsciously she had wounded where she had meant to heal. Silas Dumpley said to himself:

"Some of that money goes to make me look like a city man. I wonder what the difference is, and I'll find out. She won't twit me then on my appearance."

"Do you know those horrid men?" she asked, as the two turned their heads to stare at her.

"I don't, ma'am, but I guess"—here he lowered his voice to a whisper—"that they are thieves."

"They make me uncomfortable," she said, "I wish they would sit somewhere else."

But they did not, and at times all through the journey they would look back and, greatly to Mr. Dumpley's relief, would stare at the young lady sitting beside him. He argued to himself that she had been the attraction for them at the bank, and wondered if they thought she was his daughter—no, his young wife! Then he would scowl fiercely at the men, who, however, took no notice of him.

In order to forget the rudeness of the men the young woman drifted into a desultory conversation with her seatmate, and he soon found himself highly enter-

tained by her bright comments on the other passengers, and he kept up in his own mind the little fiction of the young wife and thought that with the fair stranger and \$50,000 an elopement might be possible, such as were read about in the papers almost every day. It did not seem as if these thoughts came into his mind by any volition of his own, and he feared they were sent by the old adversary himself, especially as the very proper young woman had given him no assistance in his vagaries. He just listened to her silvery-sweet voice and thought what a difference there was between those tones and the brisk gutturals of Mrs. Dumpley.

"Pumpkinsville!" called the brakeman, and Mr. Dumpley, still holding on to his precious carpet-bag, bade a tender goodbye to his new friend, glared defiance at the two robbers, and walked off the train into the arms of his wife, who had come down to meet him.

When they reached home he opened the carpet-bag and plunged his hand in to bring out to his wife's admiring gaze the packages of money. Instead he fished out an article of his own wearing apparel.

"Wh—wh—where is it?" he screamed, as he emptied the whole contents of the bag on the floor. "I haven't had the bag out of my hand one moment. Where's the money?"

Where, indeed! Frantically he ransacked the old bag, tearing its cheap cotton lining out, going through and through the ancient institution only to be confirmed in his wild statement that the money was stolen.

He told his wife, and the neighbors, and village officials who had been hastily summoned, the same story, that the bag had not been opened since he left the bank, that the money could not have been taken out of it without his knowledge, and that his hand was not once withdrawn from the handles of the bag, which he had held all the way in a firm grasp.

He told them everything—the two men who he believed had followed him for purposes of robbery—the woman on whose dress he had stepped, and who had sat with him on the train, and when he saw a smile pass from one to another, he went into convulsions of anger and disappointment, and was carried off to bed where he lay and raved. It seemed that his reason would not survive the loss of that money, of whose possession he had never dreamed until a few weeks previous.

Then a queer thing happened. The robbery was of enough importance to reach the city newspapers and be exploited as criminal news. The cashier of the Grand National Bank saw it and was very much astonished. He sat down at once and wrote this note to Mr. Dumpley:

DEAR SIR—I have read an account of the robbery which you suffered on your return from this place, after transacting your business with this bank. You may

be glad to know that you were greatly mistaken in supposing you had taken the entire sum of \$50,000 placed here to your credit. You had only received one package of \$5,000 when you suddenly went away, and I returned the balance of the money to the vaults, where it is at this present moment, payable to your order. Yours very respectfully,

SINCLAIR HATTON.

Talk about bombshells, they are non-explosives compared to such a missive as this. It did not kill, but it cured. Silas Dumpy took a new lease of life. There was still the mystery of the robbery to perplex him, and the loss of the \$5,000, but with \$45,000 left he did not feel like complaining. The bitter pill was the incredulity of his neighbors, who did not believe one word of his story. "Likely, wasn't it," they said, "that he would lose the money in such a way. He had been fleeced, but he did not want them to know."

A few weeks later another startling denouement followed. Mr. Dumpy's money had been paid to his home bank by a draft, as it should have been in the first place, and he was busy investing it, when he was summoned by the officials of the Grand National Bank to come to their city and see if he could identify two men who were supposed to be mixed up in the robbery. He went and recognized them at once, when they were brought into court, as the men who had followed him into the car and accompanied him on the journey home. There was another person, he was told—a woman, but he disclaimed all knowledge of her, when, to his utter surprise, the tall, fair woman of the torn dress, and his companion on that fateful journey, was placed in the witness box.

"Do you recognize this woman?" asked the court.

"Y-y-yes," stammered Mr. Dumpy, "but she had nothing to—"

"That will do. Now, witness, do you recognize this man as the one you helped to rob on the train that day?"

"I do, sir."

"State the circumstances."

"I cannot, as I acted under the hypnotic influence of those men."

"What!"

"I was hypnotized."

"Do you mean to tell the court that you were compelled to commit the robbery?"

"I obeyed the commands that were given me in hypnosis. They suggested a course of action to me without speaking a word, and I conveyed the same subject to the man sitting beside me. He believed he was holding his valise or carpet-bag in his hand when I had it in mine. I gave him several glasses of wine to drink and he fell asleep."

"Sir!" cried the distracted Dumpy, jumping to his feet, "it is not true. She never gave me—"

"Silence in the court," cried the judge. "Now, madam, as a matter of fact, very important in this case, did you give this man a glass of wine?"

"Of hypnotic wine—yes, sir. There was really no glass and no wine, but he believed there was, and at my suggestion drank it and fell asleep. Then, still acting under the influence of the men who employed me, I took the money from the barpet-bag, and after he left the car, gave it to them. I had no power to do anything but obey them. The spell they laid upon me is now broken, or I should not be here."

It was the most remarkable case ever brought before a court at that time, although hypnotic crimes are frequent enough now. It came out later that the hypnotists had used their power on Mr. Dumpy, through their agent, the woman, a little too soon, so that he had closed his transaction with the Grand National Bank before the money was transferred, and in this way the robbers had overreached themselves, and the bulk of the money was saved.

The woman was not prosecuted, she being able to prove that it was her first connivance at a crime, and that she was not a free agent, but the men were convicted and sent to the penitentiary for a term of years. The money was never recovered, but the loss of it furnished an interesting chapter in the history of criminal therapeutics.

Mrs. M. L. RAYNE.

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The Largest Manufacturers of

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IN THIS COUNTRY, have received from the Judges of the

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**The Highest Awards**  
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on each of the following articles, namely:

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

**SOLD BY GROCERS EVERYWHERE.**

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STATE AGENTS FOR

**The Lycoming Rubber Company,**

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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**

Your Bank Account Solicited.

## Kent County Savings Bank,

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Interest Allowed on Time and Savings Deposits.

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AND ALL TOOLS FOR STUMP BLASTING.

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5c TRY THE 5c  
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5c NICKLE CIGAR. 5c

Sold by All Wholesale Dealers Traveling from Grand Rapids.

## Duck Coats and Kersey Pants

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

**Lansing Pants & Overall Co., LANSING, MICH.**

## Buckwheat Flour

We make the Best Absolute purity and uniform quality guaranteed. Put up in 24, 12 and 10 pound sacks and in barrels. Please write us for price delivered at your R. R. station.

**THE WALSH-DEBEO MILLING CO., Holland, Mich.**

**FLOUR, FEED and CEREAL SPECIALTIES.**

## Use Tradesman's Wants Column.

It Brings Good Returns.

**TOLD BY A COUNTRY DEALER.**  
Written for THE TRADESMAN.

The giving away of premiums by storekeepers is a custom which seems to admit of considerable argument pro and con. There have been many spirited discussions on this subject, and both sides usually claim the better of the argument. All agree, however, that where not driven by competition to resort to some such method to force trade, merchants are foolish to inaugurate the gift business. That weakness in human nature which is ever on the alert to get something for nothing is readily appealed to by the lottery advertisements, the grab-bag at the church social, the wheel of fortune at the county fair and the snide silverware which goes with your Snow Shoe baking powder. There is a reaction in all this gift business which in the end is apt to injure the merchant more than the small profits ever help him. Your customer finds that the baking powder he bought from you for 50 cents is a vile compound which would be dear at any price, and much poorer than he has paid a quarter of a dollar for elsewhere. The prize which induced him to make the purchase turned out to be a plated spoon of the most inferior quality, the bowl of which turns green with verdigris the first night it is left unwashed. One would suppose that, after a few such lessons, the prize package fiends would cease the purchase of such unprofitable wares, but they do not. The habit, once acquired, seems to be a hard one to overcome, and they keep on buying new schemes to the bitter end.

Merchants who really desire to do the square thing by their customers, and take a front rank in business, should think of the matter seriously and in all its bearings before establishing a lottery department in their stores.

"I had a new kind of a drummer this morning," said the merchant after lighting a cigar.

"I have seen a great many different kinds in my time, but this one discounted 'em all, and didn't

- Offer me a cigar,
- Nor a drink,
- Nor ask, 'How's your liver?'
- Nor go behind the counter,
- Nor open my salesbook,
- Nor speak of the coming prize fight,
- Nor spit on the floor,
- Nor shake hands,
- Nor tell a story,
- Nor run down the other fellow's house,
- Nor his goods,
- Nor his prices,
- Nor nail signs on my store front,
- Nor paste stickers on my show cases;
- But sold goods just the same."

"What sort of goods was he selling, for Heaven's sake?" asked the listener.

"Wasn't a him at all. 'Twas a her. A very engaging young lady, too, and she was selling corsets."

If I have the least desire in the world to be the last man, it is for the sole pleasure of having outlived the party who knows more about my business than I do myself.

This person is usually a man, though it sometimes turns out to be a woman. You can kill a man, if you get the drop on him, or you may kick him out of doors—if he isn't better at that business than you are—or, again, you may wither him with a sharp retort, pointed with bitter sarcasm, but with a woman it is different. You are too much of a gentle-

man to set the dog on her, she is your superior in the gentle art of persiflage, and the shafts of sarcasm glance from her like a hailstorm from a man of war. Give her the retort courteous and let it go at that.

What, for instance, are you going to do in a case like this? It is several years old, but it will answer as well as another:

"I want see some o' yer gingham."  
"Yes'm, glad to show it." Several pieces of good dress gingham were displayed.

"How much is them?"  
"A shilling a yard."  
"A shilling a yard?"

"Yes'm."  
"A shilling a yard!" ineredulously.

"Yes'm, that's the price, twelve and a half cents a yard."

"Yer orful high on yer gingham."  
"Indeed? Why, I thought that a very reasonable price, considering the quality."

"Yer lots dearer 'n they be to Bellaire."

"What do they charge for these goods at Bellaire?"

"Yer kin git all yer wanter carry away fer ten cents."

"Are you sure that they are as good goods as these?"

"Jess the same exactly. All big figgers jess like 'em."

"Well, but the pattern hasn't anything to do with the quality. We have cheaper gingham than those I showed you. Here are some different patterns. These are all ten cents a yard. Some of them are small checks and some are larger. Now, if you will look at them closely, you will see that the difference in the price is due entirely to the difference in the quality of the goods."

"Down to Bellaire they sell gingham fer ten cents a yard."

"Yes, and so do we, but neither this nor any other house, either here or at Bellaire, can sell the best goods for that money."

"Down to Bellaire you kin git the big figgers an' all fer the same price."

"Yes, but the reason for that is that they have none of this grade of goods, for nobody could sell this quality of gingham for ten cents unless he lost money on every yard of it. The difference in price is in the actual quality of the goods, which I think you will agree with me is first class."

"Down to Bellaire they don't charge any more fer the big figgers 'n they do fer the little ones."

I did not "sass back," however. I let it go, and tried to divert her attention to the state of the weather, the condition of crops, or the prospects for an early winter, but to any and every advance of mine on social or commercial lines she met me with the unvarying assertion:

"Down to Bellaire they sell the big figgers jess as cheap as they do the little ones."  
GEO. L. THURSTON.

The director of one of the Chicago banks tells how his wife overdraw her account at the bank last week. "I spoke to her about it one evening," says he, "and told her to adjust it at once. A day or two afterward I asked her if she had done what I suggested. 'Oh, yes,' she answered, 'I attended to that matter the very next morning after you spoke to me about it. I sent the bank my check for the amount I had overdrawn!'"

Use Tradesman Coupon Books.

# Xmas Goods.

Handkerchiefs, Mufflers, Neckties, Ribbons,  
Wash and Filo Silks, Plush Caps, Fancy Goods  
General Line of Novelties as Jewelry and  
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Our line of LINENS and TOWELS has never been excelled.  
Prices are always the lowest.

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30 East Bridge St., Cor. Kent St.  
**GRAND RAPIDS, MICH**

## We Have Sacked the Towns

of Michigan pretty thoroughly with our different brands of flour, and especially is this true of **LILY WHITE** which has a world-wide reputation.

## If You Are a Merchant

and desire to establish a **BIG** flour trade, we would say that you can make quicker sales, easier sales, more sales, and, consequently, more profitable sales with

# Lily White Flour

than with any other brand in the State.

## Why?

Because **LILY WHITE** flour is put up in neat, attractive sacks, is backed by quality and reputation and the constant, expensive, aggressive and effective advertising of the manufacturers. You can lose nothing by trying it, but have everything to gain,

Because Success Attends the Man Who Takes a Good Thing When He Can.

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

## AROUND THE STATE.

## MOVEMENTS OF MERCHANTS.

Three Oaks—Daniel A. Payne succeeds S. H. Martin in general trade.

Farwell—A. H. Roys & Co. succeed Herman M. Roys in the drug business.

Lapeer—Hart & Mellon succeed Cutting & Hart in the confectionery business.

Metamora—L. D. Thomas succeeds Elias L'Hommedieu in the harness business.

Battle Creek—Hamilton & Woods succeed Hamilton & Dacon in the meat business.

Boyne Falls—D. S. Judd & Co. succeed I. W. (Mrs. Wm.) Mears in general trade.

Frankenmuth—Hoerauf & Kern succeed Fliegel, Kern & Co. in general trade.

Caro—W. A. Calbeck & Son are succeeded in the drug business by Hannah Herman.

Riverdale—G. W. Saunders has sold his drug stock to Dr. C. P. Sayles, of Kalamazoo.

Blissfield—Houghtby & Lane succeed Houghtby Bros. in the grocery and meat business.

Big Rapids—H. A. Granger & Co. succeed Cannon & Granger in the feed business.

Bay City—T. W. Davidson & Co., druggists, have dissolved. T. W. Davidson continuing the business.

Hudson—L. C. Fowler has begun the manufacture of candy here under the style of the Hudson Candy Works.

Muskegon—L. B. Adams has purchased the H. Van DeLuit meat market and placed J. A. Houtcamp in charge.

Fowlerville—F. W. Fisher has purchased the bakery, restaurant and confectionery business of J. D. Quackenbush.

Biteley—Reynolds & Nason, grocers and shingle manufacturers, have dissolved. John B. Nason continuing the business.

Grattan—The Grattan Mercantile Co., composed of E. E. Lessiter and Geo. Whitten, carries full lines of dry goods, groceries, boots and shoes, hardware and staple drugs. The new firm occupies the store building formerly occupied by E. E. Lessiter.

Traverse City—M. B. Holly and Ervin C. Billings have purchased the book and stationery stock of M. B. Haskell and will continue the business at the same location under the style of Holly & Billings. The new firm acquires the stationery stock of M. B. Holly and will consolidate it with the Haskell stock.

Traverse City—The R. M. Swigart Hay, Straw & Grain Co., of St. Johns, has nearly completed an office and warehouse at the corner of Eighth street and the C. & W. M. Railway, where a wholesale and retail commission business will be carried on under the management of J. H. McGough.

Detroit—L. B. King & Co. have merged their wholesale and retail crockery business into a stock company under the same style. The capital stock is \$50,000, of which \$35,000 is represented to have been paid in by the transfer of the merchandise and accounts of the former firm of L. B. King & Co. The incorporators are Theodore D. Buhl, Louis B. King, John G. Lankel and Frederick De Long, of Detroit, and Frank H. Buhl, of Sharon, Pa.

Hastings—Henry Mead has purchased the meat market of V. Leins.

## MANUFACTURING MATTERS.

Farwell—M. F. Robinson's sawmill has shut down, but will start up about January 1 and run all winter.

Linwood—The Rosebush Stave mill has passed to the ownership of D. Spencer & Co., who will operate it during the winter.

Cadillac—It is reported that James Gardner will build a veneer factory at Millersville, he having made some large contracts with furniture concerns for veneer.

Alpena—The Huron Lumber Co.'s sawmill has shut down and will not be operated again by the present owners, as it desires to close out business at Alpena. The mill will be sold or leased.

Frederic—The wood business in this vicinity promises to be lively this winter. H. C. Ward is looking for 500 men and sufficient teams to cut and haul 15,000 cords of four-foot wood to be delivered at Frederic Station. Men who can use an ax and saw need not be idle.

Farwell—The shingle mill of A. E. Rhoades, three miles south of this place, is running full time and will run all winter. Mr. Rhoades has purchased timber sufficient to stock the mill two years.

Arcadia—Henry Starkie is grading the extension of his road from this place to tap the Chicago & West Michigan Railway, near Thompsonville. This road will be about nineteen miles long and standard gauge and will make a good feeder for the Chicago & West Michigan, and a rail outlet for the products of the Arcadia sawmill, besides opening up a nicely timbered territory heretofore inaccessible.

## A Gentleman Wanted.

We want a gentleman to act as agent for the "Minnette," the neatest, finest and best selling bicycle to enter the field of competition for '95. Write for full particulars. J. M. HAYDEN & Co., 69 Pearl St., Grand Rapids.

## PRODUCE MARKET.

Apples—The market is strong, the demand being active. Jonathans command \$3; fancy Kings, \$2.50; Greenings and Canada Reds, \$2.25; 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—30c 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—Tokays, \$2.50 and \$3.75 per crate, according to size. Malagas, \$6.50 per 50-lb. keg.

Lettuce—12½c 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 dull, the demand having suddenly ceased. Buyers are taking stock to meet immediate demands only at 35@40c per bu.

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

Sweet Potatoes—Illinois Jerseys are the only variety still in market. They command \$2.75 per bbl.

Squash—Hubbard brings 1½c per lb.

Turnips—30c per bu. In small demand and adequate supply.

## NOW IS YOUR TIME

to put in a line of Jewelry and Novelties for the holidays.

Send for Selection Packages, comprising

**Ladies' Pins, Chains,**

**Necklaces, Etc.**

**Gents' Chains, Charms,**

**Scarf Pins, Sleeve Buttons.**

Wurzburg Jewelry Co.

Grand Rapids, Mich.



**Paul Eifert**

Manufacturer of

TRUNKS, TRAVELING BAGS, all kinds

SAMPLE TRUNKS and SAMPLE CASES.

TO ORDER ON SHORT NOTICE.

50 Canal St., GRAND RAPIDS.

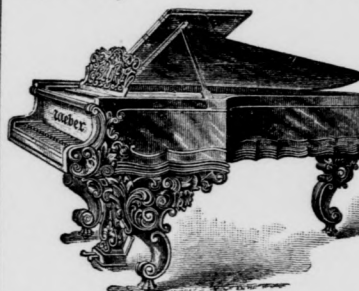
## Holiday Presents in Musical Goods. ❁❁❁

An Immense Stock of

Weber, Hazelton, Fischer, Schaff and other Pianos.

A. B. Chase and Ann Arbor Organs.

Violins, Mandolins, Guitars, Banjos, Harmonicas, Accordians, Music Boxes, Etc.



Julius A. J. Friedrich, 30, 32 Canal St.

## -: ORANGES :-



HAT BRAND ORANGES REGISTERED

FROM  
**JOHN B. STETSON'S  
GROVES**  
DE LAND.  
FLORIDA.

Every box guaranteed full count and perfectly sound. The handsomest pack, finest fruit, and heaviest package in the market.

**ALFRED J BROWN CO., Michigan Agents.**

GRAND RAPIDS GOSSIP.

Woodworth Brothers have removed their milk depot from 155 Monroe street to 36 East Bridge street.

L. S. Wendling has opened a grocery store at Mecosta. The Olney & Judson Grocer Co. furnished the stock.

F. A. Rice, for several years engaged in the grocery business at 69 1/2 Pearl street, has sold out to Ed. Wykkel and removed to California with his family.

The I. M. Clark Grocery Co. has taken possession of the Woodward & Jacobson grocery stock, formerly located on North Coit avenue, but more recently located at 107 Canal street.

A. M. Kobe, formerly engaged in the grocery business at Muskegon, has formed a copartnership with his brother, E. E. Kobe, for the purpose of engaging in the grocery business at Hart under the style of Kobe Bros. The Lemon & Wheeler Company furnished the stock.

Foster, Stevens & Co. took the bull by the horns last week in connection with the failure of Anthony Pohoral, the Traverse City hardware dealer. Mr. Pohoral uttered a \$2,500 mortgage on his stock to his sister, Mrs. Loudon; a second mortgage to his half brother, Julius Huelmantel, and a third mortgage to his attorneys, Foster & Crotser. Acting on the assumption that the mortgages were fraudulent, in whole or in part, Foster, Stevens & Co. garnished all of the mortgages on a claim of \$600, subsequent to which Buhl, Sons & Co. (Detroit) attached the stock on a claim for \$1,500 and John Printzloff (Milwaukee) on a claim of \$133. The action of Foster, Stevens & Co. is considered exceptionally shrewd, from a legal standpoint, as the expense of showing the alleged fraudulent character of the mortgages naturally devolves upon the attaching creditors.

The Grain Market.

Wheat advanced 2c and closed strong, owing to foreign news. Although our visible is larger by several million bushels than was ever known, the trade has come to the conclusion that the invisible, or amount held in farmers' hands, is abnormally small to what it was in former years, and all the grain seems to be held in strong hands, which is evident, as cash wheat is sold in quantities at near May price. Were it not for some heavy shorts wheat would probably be 10c higher. This is only my judgement; others have different views. The fact remains that millers all over the State have to scramble for wheat, which is occasioned by the fact that the milling capacity of Michigan is larger than the quantity of wheat produced.

Corn remains about the same, there being no change in prices. There are spasmodic efforts to advance prices, but they fall flat.

Oats, for reasons given heretofore, are firm at last week's prices. While the trade look for lower prices, owing to the large amount in sight and in farmers' hands, most everybody was wrong when they expected lower prices on oats.

Receipts of wheat during the past week were 73 cars; corn, 3 cars; oats, none. C. G. A. VOIGT.

The Pullman porter who shows you to quarters on a car expects to see some of your quarters before the journey is over.

MEN OF MARK.

Marshall D. Elgin, Buyer for the Mus-selman Grocer Co.

From the Minneapolis Commercial Bulletin.

There has been no more popular business man in Minneapolis circles for many years than Marshall D. Elgin, buyer of the wholesale grocery firm of Anthony Kelly & Co. For twelve years Mr. Elgin has been with the above firm and in that time he has brought into his acquaintance a large number of North-western business men, who have learned to recognize in him a man of sterling qualities and one on whom reliance could always be placed. Mr. Elgin's retirement from the firm of Kelly & Co. will be a cause of general regret among business men locally and in the Northwest. He has severed his connection with the firm reluctantly, in order that he may accept a more lucrative position with a large wholesale establishment at Grand Rapids.



Mr. Elgin was born in Keokuk, Iowa, in 1856, and his career since he entered upon active business life has been marked by uniform and steady promotion, which is the best testimonial to his worth. He lived in Keokuk until his removal to Minneapolis in 1882, when it was a small city about to enter upon its phenomenal growth, and he at once began work with Anthony Kelly & Co., where he has since remained. He began his grocery career with the wholesale house of R. F. Bower & Co., Keokuk, in 1877, as bill and shipping clerk, and he remained with that house until he left to make Minneapolis his home. After arriving here he took the position of city salesman with the Kelly house, and after two years he was placed in a responsible position inside the store as assistant to the buyer and in charge of the traveling men. When John I. Black, the buyer of the firm, retired in 1890, Mr. Elgin was called to that position, which he has since filled with satisfactory results to the firm. In this position Mr. Elgin has cultivated the friendship of brokers and salesmen, and he is highly esteemed by all with whom he has had business relations. It has often been said by local brokers that Marshall Elgin never betrayed a confidence placed in him by them, and it was doubtless due to this that the house he represented came into possession of many bargains. A great many regrets have been extended to Mr. Elgin by jobbers and traveling men because of his retirement from the house. He will leave Minneapolis to accept the position of buyer and general manager of the Mus-selman Grocer Co., at Grand Rapids, which possesses large capital and is making rapid progress in its territory.

The Bulletin and Trade regards it a pleasure to extend to Mr. Elgin this voluntary testimonial to his high standing in Minneapolis, and it here acknowledges many favors at his hand. The business men of Grand Rapids will find in him a man in whom they can place every confidence. It is with regret that we say, "Elgin, goodbye."

The Grocery Market.

Sugar—The demand is very moderate, all jobbers reporting exceptionally light sales. Monday brought a decline of 1-16c on cut loaf, granulated and No. 14 and 3/8c on all other grades.

Fish—Holland herring, in kegs and barrels, is a little higher.

Tobacco—Sorg has put the price of Spearhead back to 39c.

Provisions—Pork is a little higher. Lard and smoked meats are lower.

Bananas—The demand for Thanksgiv-

which are known to all the best trade to be put up carefully and to contain nothing but the best fruit. In putting these goods up there is, as a matter of course, a good deal of fruit that does not come up to the standard, and this is packed separately and sent under some foreign stencil mark to such markets as cater to peddlers and dealers with whom price is more of an object than quality. The fruit is very fine this season, being heavy, juicy and full-flavored, and is taking on a better color every day.

Foreign Nuts—Almonds have dropped down a notch. Brazils are easy at last week's quotations; likewise filberts and pecans. California and Naples walnuts are firm and likely to be higher, especially for the bright stock. We specify "bright stock," as a great many of the California nuts are more or less discolored, and the holders of the clear handsome shelled nuts exact a better price.

Peanuts—No change to mention. Prices are in favor of the buyer. Shelled stock has declined a trifle and new goods are offered at 1/2c per pound cheaper than the 1893 crop, but are not being taken, as future shrinkage will amount to more than present difference in price.

Candy—The output is large and the prospect for a heavy volume of business up to holiday time is excellent.

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.

FOR SALE—CLEAN DRUG STOCK FINELY located in a prosperous Northern Michigan Lake Shore town of 8,500 population. Invoices from \$1,000 to \$4,000. Address No. 640, care Michigan Tradesman. 640

FOR SALE—PIONEER DRUG STORE AND \$900 stock in Copenish, Mich. Established five years. Must be sold by Christmas. Gibb & Co. 659

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—FIRST CLASS PAYING JEWELRY business in a Michigan town of 1,200 population. Stock and fixtures, \$800 to \$1,000, including a first-class fire proof safe. For cash or real estate. W. G., care Michigan Tradesman. 628

BRICK STORE TO RENT; LIVING ROOMS also; 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

SITUATIONS WANTED.

FURNITURE BUYER AND MANAGER WILL be open for engagement Jan. 1. Sixteen years' experience. References furnished. Address No. 638, care Michigan Tradesman. 638

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

MISCELLANEOUS.

I WILL BUY LARGE GENERAL STOCK merchandise in Northern Central Michigan if cheap. Pay Cash. Address Box 327, Stanton, Mich. 637

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.

ing was very moderate and our local commission merchants are not anxious to have large stocks on their hands. One car at a time divided among all the dealers is adequate for this season of the year. A buyer must take his chances of the fruit reaching him in good order. It is so easily affected by cold that very few cars reach destination in a satisfactory condition.

Lemons—The new Messinas have reached the local market, and for this season, at least, Malagas and other varieties which have had the call for two months are no longer "in it." The finest cuttings are yet somewhat tinged with green, but succeeding arrivals will be much better and cheaper. The fruit is put up elegantly and the top layers are as handsome, with a profusion of lace paper and tinsel trimmings, as one could wish for. The amount now afloat for the United States is large and prices will soon be much lower.

Oranges—Grand Rapids can justly claim the distinction of being headquarters for Florida oranges in Western Michigan. The fruit has been shipped to this market in a steady stream for the past four weeks, and our wholesale dealers make prices that are not cut under by the closest sellers in larger distributing points. Our dealers offer well-known brands, such as Hillyers, Stag, Banners, Stetsins, Hat, Bells and Globe,

THE ETIQUETTE OF BUSINESS.

Written for THE TRADESMAN.

In every commercial enterprise by which men earn a livelihood or amass wealth there is usually some accepted code of ethics or mode of action that distinguishes the beginner from the expert, or the raw recruit from the veteran, and which shows, to all intelligent observers, who are in harmony with their environment. As the custom of modern times does not require long years of preparatory drill to qualify one for active enterprise, the types of business men now exhibit more diversified characteristics than were seen in the days of our grandfathers. We do not wear the conventional dress, use the same formality of speech, and certainly do not, in correspondence, follow the peculiarities of expression so common at the beginning of this century.

Business men of to-day do not move in a rut, as was the habit of a past age. There is more individuality, and, at the same time, a better organization in certain lines, also more concert of action. This tends to uniformity in business usages and forms, especially in large manufacturing and commercial enterprises. Business being thus systematized, the work of each house moves briskly and smoothly, and even between rival houses the courtesies of trade are observed as strictly as are the rules of good breeding among members of the best society.

But, among a larger class, who are retail dealers recruited, to a great extent, from men of various occupations—men not especially trained for commercial life—we can see a wide difference in methods of doing business, and a lack of certain courtesies that always distinguish the thorough-going business man.

The etiquette of social life may be at times too frivolous and irksome for one whose thoughts are sobered by the cares and perplexities of commercial life, but attention to business etiquette in some few important particulars marks the man of affairs who makes a success in his chosen line. It is the little things that most affect one's personal comfort. The rules of polite society are based on the law of kindness, which may be considered the constitution governing organized methods of intercourse, while etiquette represents the accompanying by-laws controlling minute details. If social intercourse is made smoother and more effective because of those by-laws, surely in business life they are equally as necessary.

One rule of business etiquette oftenest ignored by retail tradesmen relates to correspondence. Many public men whose charming personality has universally attracted friends and increased a fame based on merit are in the habit of faithfully acknowledging each letter received, and if in any sense important it is answered in the fullest detail. They deem this only a gentlemanly act, as one would halt on the street and listen to a question or statement from any respectable person. It is the natural grace of one who aims to carry out the spirit of true politeness. Even, though, in a few exceptional cases he may be imposed on by querulous impertinence, no reputable interviewer or correspondent receives the insulting rebuff of silence. It is true that the usages of business may allow a modification of this practice, because it is not so necessary for a tradesman to

Dry Goods Price Current.

Table listing various dry goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, and various fabrics and textiles.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THERMALS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMEST FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILSILAS, COTTON TAPE, SAFETY PINS, NEEDLES-PER M., TABLE OIL CLOTH, COTTON WINES, and FLAID OSNABURGS.



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





# MICHIGAN TRADESMAN

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

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

TRADESMAN COMPANY.

One Dollar a Year, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men.

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

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

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

Sample copies sent free to any address.

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

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

E. A. STOWE, Editor.

WEDNESDAY DECEMBER 5.

## IS THE RACE DEGENERATING?

Ever since the time of Homer there have been people who declared that the human race is degenerating mentally, morally and physically. More than one recent writer has endeavored to prove the truth of that declaration.

If men are diminishing in mental power, they are certainly not diminishing in mental activity. The patience with which our youth submit to the exactions of sometimes unreasonable examinations proves that they, at least, are willing, if not eager, to study under very heavy loads. But inquiry along this line is very difficult, and exact data can scarcely be secured. In regard to man's physical condition, however, biological science makes a more satisfactory answer. Its evidence is conflicting, but the presumption is strong that the race is not degenerating. In matters of food, sanitation and means of changing air and scene every class is certainly better off than at the beginning of the century. Preventable diseases have much diminished. Some, like smallpox and scurvy, have well nigh disappeared. There has been a decrease in deaths from consumption, although this disease still holds first place among the scourges of mankind.

It is probable the men of to-day are bigger than their ancestors. Scientific study does not confirm the legends of giants in ancient times, and the inference is drawn from the size of old armor that the stature of men is increasing. Dentists appear to agree that the teeth are less strong than formerly, but this may be due to changes in the nature of food and not indicate degeneration in other respects. The fact is well established that the average duration of human life has much increased, although this may be owing to better hygiene and increased skill in medicine adding to the lives of the weakly without increasing those of the healthy.

Modern civilized life brings a greater strain to bear on the nervous system, and it would not be surprising if nervous diseases had increased. This, however, has not been proven satisfactorily. Those who have studied this subject declare that if there are more lunatics now than formerly, it is because they are better

cared for and live longer. A contrary indication of statistics on this point is that the average number of recoveries in asylums is less than it used to be. It is plain that there are dangers to the healthy growth of certain classes. The decrease of rural population and of employments which develop the muscles, and intemperance in food and drink, are chief of these dangers, but they can be combated by teaching the people the laws of hygiene and putting in operation healthy influences. A favorable indication is that the rising generation is fonder of athletics than the fathers were. This taste is spreading even to the working classes, and the records of sports show an actual increase in physical power. Young girls take far more exercise than their grandmothers did. The results of the athletics of to-day are bound to show favorably in coming generations. In Europe the military conscription, though it has great drawbacks, tends to cultivate physical strength and manliness of character.

In fact, though some dangers confront us which may justly cause anxiety for the future, the indications are that the human race is improving in health, wealth and happiness.

## THE INCOME TAX.

The question has been asked: "When does the income tax imposed at the last session of Congress come into force?"

The answer is: Next June. The law provides that the taxes on incomes shall be due and payable on or before the first day of July in each year; and to any sum or sums annually due and unpaid after the first day of July, as aforesaid, and for ten days after notice and demand thereof by the collector, there shall be levied in addition thereto the sum of 5 per centum on the amount of taxes unpaid and interest at the rate of 1 per centum per month upon said tax from the time the same becomes due as a penalty.

It is supposed that this tax will bring in some \$30,000,000. It is levied on all incomes of \$4,000 and over, from any source whatever. It has been a favorite notion of some socialists that all other taxes, such as tariff and the like, should be abolished, and the entire revenue of the country raised from incomes. The idea is, of course, to make rich men with large incomes pay all the taxes, and give the balance of the population complete exemption. But, unfortunately, the planners of such an enterprise do not seem to understand that the men who should pay all the taxes would get their money back in interest on money loaned, in rents of their houses, in the prices of the products which they sell, and in manifold other ways just as simple, so that in the end the result would be just what it has always been, that the bulk of the tax is always paid by the masses of the people.

Adulterated food and drink are bad enough, but when it comes to adulterated medicine, on which people depend to defend them from deadly disease, it is going altogether too far. Dr. Herzog, a Chicago biologist, who is studying the smallpox in the pest hospital at Milwaukee, declares that many of the vaccine points used in that city are bogus. He asserts that they have no vaccine matter at all, but a little croton oil, or some other skin irritant. He says, and most

truly, that the makers of such points are scoundrels and murderers. This matter certainly ought to be thoroughly investigated and the rascals punished, as they deserve.

## Monthly Report of Secretary Mills.

GRAND RAPIDS, Dec. 1.—The following new members have joined during the month of November:

3729 Jno. C. Emery, Grand Rapids.  
3741 Julius Haefner, Grand Rapids.  
3742 Jos. S. Perkins, Grand Rapids.  
3743 Mark J. Fisk, Lyons.  
3744 Cassius S. Baker, Toledo.  
3745 Lou H. Roenick, Greenville.  
3746 R. S. Dupont, Detroit.  
3747 R. C. Creer, Detroit.  
3748 C. C. Beelman, Saginaw.  
3749 E. T. Ivins, Trenton, N. J.  
3750 F. P. Bush, Grand Rapids.  
3751 T. W. Cosgrove, Grand Rapids.  
3752 C. B. Cone, Sheboygan, Wis.  
3753 W. C. Atchinson, Detroit.  
3754 H. D. Madden, Detroit.  
3755 E. H. Cady, Grand Rapids.  
3756 Chas. S. Merritt, Vassar.  
3757 W. L. Reed, Kalamazoo.  
3758 S. K. Wilson, Kenton, Ohio.  
3761 John Hawthorn, Ypsilanti.  
3762 W. C. Lantz, South Bend, Ind.  
3763 F. W. Sammons, Detroit.  
3765 Carlton Row, Detroit.  
3766 J. A. Gray, Detroit.  
3767 Frazer M. Smith, Manistee.  
3768 S. H. Simmons, Grand Rapids.  
3769 S. Elden Barrett, Elmira, N. Y.  
3770 L. A. Josselyn, Lansing.  
3771 C. S. Kelsey, Battle Creek.  
3772 Chas. H. Smith, Battle Creek.  
3774 Z. E. Hornbeck, Grand Rapids.  
3775 J. T. Avery, South Haven.  
3776 M. A. Ayers, Detroit.  
3777 Fred Dessauer, Chicago.  
3778 Geo. W. Smith, Vassar.  
3779 Geo. A. Findlater, Grand Rapids.  
3780 Geo. F. Peck, Allegan.  
3781 W. R. Address, Grand Rapids.  
3782 E. A. Phillips, Milwaukee.  
3783 G. H. McWilliams, Grand Rapids.  
3796 B. D. Palmer, St. Johns.

I ask each member intending to introduce an amendment to the constitution at our annual convention to forward a copy of same to me *at once*, and I will have them printed and forwarded to each member, with the invitations, which will be mailed about Dec. 10.

The hotels of Grand Rapids have made a flat rate of \$2 per day and no charge for wives of members; and, as a large number of rooms have been engaged, it is advisable that each member intending to be present secure his room at as early a date as possible.

The convention will be called to order Wednesday, Dec. 26, at 1 p. m. *sharp*, and as a very enjoyable program has been prepared, and the success of the convention is assured by the large number who have arranged to be present—notably the posts from Detroit, Saginaw, Bay City, Jackson, Lansing and Grand Haven—I trust that each member will make a special effort to give at least two days in the year to his own personal interests.

Don't forget that your annual dues of \$1 are payable *on or before Jan. 1*.

I am pleased to note that the efforts of the members to increase our membership to the 2,000 mark before the annual convention are proving successful.

L. M. MILLS, Sec'y.

## A Bright Stroke.

To-day the doors of our clothing house were opened upon another consignment of fine trousering, which we will make to your measure, for one week, for \$3.75. The goods embrace fine stripes and small checks, dark and medium colors. A perfect fit and first-class workmanship guaranteed to each and every customer.

STRAHAN & GREULICH,  
24 Monroe street.

## Holiday Goods.

R. D. Carstens is especially well provided with novelties and the standard goods in watches, diamonds, jewelry, fine silverware and optical goods in his old established store at 44 Canal St.

## WHAT STOVE MERCHANTS

With Experience in the Trade Have  
to Say About the Majestic.

### Hughes & Otis, Fond du Lac, Wis.

The Majestic Steel Range is without a peer as to cooking apparatus, (thirty years experience in the stove business.)

### D. & F. Lusel, Watertown, Wis.

After a most thorough test with both hard coal and wood, we unhesitatingly say that the Majestic Steel Range is the best cooking apparatus we have seen in our forty years' experience in the cook stove business.

### James Montgomery, Warsaw, Wis.

Fifty Majestic Steel Ranges in use. Every user delighted. The Majestic is without doubt the best cooking apparatus in the world. (30 years in the cook stove business.)

### Newark & Drury, Cadillac, Mich.

We are glad we control in Cadillac the best cooking apparatus made, the grand Majestic Steel Range.

### A. H. Sheldon & Co., Janesville, Wis.

After a most thorough and scrutinizing test, we believe that the people who do not use a Majestic Steel Range waste the cost of it every year in the unnecessary amount of fuel consumed and the waste of food by improper baking.

### Harry Daniels, Jerseyville, Ill.

I never learned what a cooking apparatus was until, during the exhibit, the value of the Majestic and its many excellences were demonstrated to me. Over one hundred in use; every user delighted.

### P. D. Ray & Son, Arcolo, Ill.

Two years ago we bought one Majestic Range and kept it on our floor. Since we have had a practical demonstration of its value, we have sold nothing but Majestics.

### H. Kippene, Oshkosh, Wis.

I have been selling the Majestic for over four years. Every user says they enjoy it more and more each day as they become more familiar with its virtues.

### W. D. Cooke, Green Bay, Wis.

Have sold the Majestic Steel Range for four years. Have not furnished one cent of repairs or had one single complaint. The users unite in saying that no words written or spoken can speak more highly of it than it deserves.

### Dunning Bros. & Co., Menominee, Mich.

It is simply absurd to compare any other cooking stove or range that we have sold in our experience in the cook stove business with the "Majestic" in economy of fuel and facility and despatch in properly preparing the food for the table.

### V. Tausche, La Crosse, Wis.

The virtues of the Majestic Steel Range, which have been demonstrated to us and our people during the exhibit here, were both surprising and gratifying to us. Every user, of which there are a large number, says we did not tell them half the advantages of the Majestic over the cook stoves they have been using.

### H. K. Johnson Hardware Co., Alton, Ill.

Since the Majestic exhibit at our store, the people who are able are looking only for the Majestic Steel Range when they want something with which to cook.

### Hannah, Lay & Co., Traverse City, Mich.

The Majestic is substantial in its construction, perfect in its operation and the best that can be had. Our personal guarantee of every part and place in this range goes with every one we sell.

### Edwards & Chamberlin, Kalamazoo, Mich.

The Majestic for durability, economy of fuel, perfect operation, and all the qualities that go to make a perfect cooking apparatus, stands without a rival.

### Kanter Bros., Holland, Mich.

The Majestic is perfect, the delight of its user, and stands without a rival as a cooking range.

The opinions of the above merchants, who have given a life time to the stove business, is above criticism and conclusively proves beyond a doubt that the Majestic is in every particular all that is claimed for it.

For further particulars address

J. W. JOHNSON, Manager,  
Grand Rapids, Mich.

## RAISING THE DEAD.

Not long ago, a man named James E. Cutler, an electrician working in an electric establishment at Pittsfield, Mass., received in his body a shock inflicted by a current of 4 600 volts of electricity, and was picked up for dead. But some of his fellow-workmen, who were present, immediately applied Dr. D'Arsonval's method of resuscitating persons prostrated by electric shocks, and soon restored the apparently dead man to life.

The term "volt" is used to express the measure of the intensity of a current of electricity, much as "horse-power" is employed to express the amount of force generated by a steam engine. In the State of New York, where electricity is used for the execution of criminals who are condemned to suffer death, 2,000 volts of electricity is considered sufficient to produce immediate death, and, therefore, 4,600 volts must have been an excessively fatal dose. It is possible, however, that the means used to measure the voltage is not constant and is unvarying, or in some other way inaccurate, and it might be that the force to which Cutler was exposed was not as great as it appears to be.

But, while it is important to know just how much electricity is required to destroy human life, it is of vastly more importance to know how the dead can be restored to life. The D'Arsonval method of treating persons shocked to death by electricity is to restore the action of the lungs by moving the extended arms at the rate of sixteen times a minute in order to work the diaphragm and simulate the operations of breathing. Lest the tongue should fall backwards and obstruct the air passages, it is to be drawn out to the front. It may be necessary to carry on this artificial breathing for many hours, and, in such cases, exertions for resuscitation must not be abandoned until the body grows stiff and cold.

From this it appears that death from electric shock, provided the body be not hopelessly burned or mutilated, is the result of a paralysis of the nervous system, which is to be overcome by thoroughly aerating or oxydating the blood by driving air through the lungs. There are mechanical devices for this.

How it feels to die is thus described by Mr. Cutler: "I felt as if I was being pulled forward and downward by the arms," he said. "The sensation was one that cannot well be explained. It was so instantaneous that I hardly realize how it was. Almost instantly everything became black, and I knew nothing more." When he returned to consciousness, the first thing he remembers was that he could think, and the next he could open his eyes, but could see nothing, everything appearing black. Light soon came, and within half an hour he could remember everything that had occurred, except during the short interval of unconsciousness. The fingers of one hand were badly burned, and those on the other not quite so badly. Mr. Cutler was restored to consciousness in about seven minutes. During this time there was no pulse, no indication that the heart was beating, and no sign of life in any respect. The men who were working over him had little hope of his restoration, and were surprised when he showed signs of life.

Of course, when death supervenes from causes which inflict extensive and frightful mutilation upon the human

body, it would be hopeless to consider any means of restoration; but there are many cases in which, aided by modern science, the resuscitation of the apparently dead person may be properly considered, and, in this connection, it may not be out of place to inquire briefly into the ordinary phenomena of death.

In lightning shock and poisoning by the instantaneously fatal prussic acid, the heart ceases to beat and the entire moving force of the system appears to be exhausted, paralyzed, or destroyed.

Then there is death which results from an excessive loss of blood, as in the case of hemorrhage from some large internal organ, or from extensive wounds.

Then there is death by asphyxia, or suffocation from obstruction of the air passages, or from excessive impurity of the air.

Then there is death from coma or stupor, as in the case of poisoning by opiates, or of apoplexy. Here the brain and the spinal cord seem incapable of any action of nerve power.

Of course there are limits to human science. There are forms of death which would require omnipotence to deal with them, but the restoration of persons apparently stricken to death by electricity seems to open the way to enormous advances in the treatment of what is often considered death. It is possible to overcome the asthenic forces of electric shock. Why may not some process be available to restore the brain from overwhelming by coma? There should be also, resources in other cases, where death without mutilation or extensive wasting of the body has occurred.

There is a vast difference between decay and the dissolution of the body, and suspended animation when there is no wounding or wasting. Death is only when the soul, the spiritual essence, leaves the body. Its departure is supposed to be dependent on the occurrence of decomposition. Before that there is still a promise of life if only we knew how to compass it. Here is a supreme problem for the physician. It actually encourages attention. Who shall say that results are hopeless? In the light of science the prospect is promising.

## Remanufactured Tea.

Recent legal proceedings in London have exposed a fraud of the first water on the consumers of tea, which is very largely used in England. Two men, named Cahill and White, have been engaged for some time in purchasing old tea leaves from the restaurants and hotels, and after recurring the leaves and coloring them, putting the result upon the market as "damaged tea." The recurring was accomplished by putting the tea leaves through a machine, invented by one of the parties, which turned it out looking exactly like tea that had not been used. The parties were prosecuted under an old law passed in the times of George III, which imposed a penalty of £5 a pound on all persons fabricating tea or dealing in fabricated tea. It is said that the parties had incurred penalties amounting to £36,000. They pleaded guilty, and alleged ignorance of the law, and were let off with a fine of £14 and costs. It came out at the trial that the stopping of the fraud came none too soon, as arrangements were about perfected to organize a syndicate and go into the business on an enormous scale.

Watts: So you don't believe that the good die young?

Potts: That used to worry me a good deal when I was a boy, but I know better now.

## Are You Selling



The Celebrated  
Cleaned Greek Currants  
and the Genuine  
Cleaned Sultana Raisins,  
Prepared by  
Grand Rapids Fruit  
Cleaning Company

## IF NOT, WHY NOT?

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

Sold by Ball-Barnhart-Putman Co., Musselman Grocer Co., Olney & Judson Grocer Co., I. M. Clark Grocery Co., Hawkins & Co.

For Quotations see Price Current.

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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.

### The Public Health Work of the State of Michigan.\*

Before the creation of the State Board, in 1873, public health work was solely under the control of local boards. These local boards were created as long ago as 1846, but were then so constituted that they seldom met and organized. They were nearly all, throughout the State, inactive, until the State Board put new life into them. Soon after the establishment of the State Board, its Secretary succeeded in having the old laws so changed that there was provided a board of health, in practicable working order, in every township, city and village in Michigan.

Subsequent legislation has changed the laws so as to increase the duties of local officers and to define their relations to the State Board. These duties, and those of the health officer which each local board is now compelled by law to appoint, though little understood or appreciated by the people, are among the most important which officials in this State are required to perform. They have been so enlarged that they appear now to include within their influence a large proportion of the causes which lead to the preventable maiming, sickness, or death of human beings. Local officers may abate the vast list of nuisances which appear in various forms where mankind congregate, make rules and regulations concerning such nuisances, dictate how and when they shall be removed, and keep both public and private property free from filth or any other source of disease or offense. In matters pertaining to the prevention and spread of dangerous communicable diseases the authority conferred upon them is very great. The local health officer is required to "order the prompt and thorough isolation of those sick or infected with any such disease," order prompt vaccination of those who have been exposed to smallpox, give public notice by placard and otherwise of infected places, supervise funerals of persons dead from infectious diseases, disinfect rooms, clothing and premises be-

fore allowing their general use, and report to the Secretary of the State Board of Health every outbreak of a dangerous communicable disease, together with all the facts connected with such outbreak from its beginning to its close. In the performance of the numerous and important duties assigned to them, local health boards and officers are given extraordinary powers. They may establish local quarantine, take possession of and destroy private property believed by them to be dangerous to the public health, enter houses, by force if necessary, and in many other ways make private interests subservient to the public good. Michigan law thus recognizes the fact that health and life are of paramount importance to the people.

Nearly every person, probably, as a private citizen, approves such recognition, but in his more public capacity, as municipal, or legislative, such person is very apt to be influenced by very different motives, as shown by the injudicious selection of health officers and the meagre salaries grudgingly bestowed upon them.

The individual citizen believes that the functions of this officer are of more importance to himself and his neighbors than are those of any other officer in his municipality; yet, as member of his township board, or board of health, or as city councilman, he is prone to be governed in the selection of such officer by both parsimony and politics. Knowledge and adaptability to the position are too often made secondary to considerations of economy or party interests. Thus laws, wisely intended to secure to the people protection from preventable diseases and untimely death, are often rendered of little or no value, through the incompetency of health officers appointed through political influence and for partisan motives, or because they promised to do the work cheaply. While a high salary to a health officer does not alone secure good service, yet men should not be asked to perform the onerous, disagreeable and exacting duties of this position without a compensation fairly remunerative for the labor and skill such service demands. It is gratifying to know and to be able to testify

of the numerous exceptions to the rule of inefficiency that exists among the health officers of Michigan, many of whose salaries are extremely meagre. That the influence which you, gentlemen, as pharmacists, feel in all that pertains to health may be exerted in the communities where you reside to increase the number of these exceptions, is one of the prime objects of this paper. Effort in this direction, and in some others I shall endeavor to point out, may result in not only greatly improving the sanitary conditions of the towns and cities in which you reside, but may also through public appreciation of your efforts result in great personal advantage to yourselves.

The supervision and guarding of the general health interests of Michigan have been confided to its State Board of Health. This Board consists of seven members. It is required by law to make intelligent and profitable use of the collected records of death and sickness among the people, make investigations respecting the causes of disease, especially epidemics, and the effects of local-

## THEY ALL SAY

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

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

\* An address before the Michigan State Pharmaceutical Association at Detroit, September 19, 1904, by Hon. Frank Wells, President of the State Board of Health.

### A COOKING SCHOOL



Prepared and guaranteed by the New York Condensed Milk Co.

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now exists which, recognizing the importance of having plenty of pure milk on hand for cooking purposes, has found its requirements fully met by

### Borden's Peerless Brand Evaporated Cream,

and it highly indorses same. Merchants interested in supplying their customers with satisfactory goods, at a reasonable profit to themselves, will find that the **Peerless Brand** is a good article to purchase and a reliable one to sell.



## JOBS IN RUBBERS!

Just the thing for

- - A LEADER.

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

ties, employments, conditions, ingesta, habits and circumstances on the health of the people. Local boards of health are required to promptly report to the State Board all outbreaks of dangerous communicable diseases, in order that the latter Board may be enabled to supply at once to those interested the knowledge, literature and instructions of most value to them at such times. In addition to these general duties, it is specially authorized "to establish a system of quarantine for the State of Michigan or for any portion thereof" whenever it shall consider the public health imperiled by reason of the transportation of persons or effects into or through the State. It is also authorized to hold sanitary conventions in different parts of the State, for the purpose of considering local sanitary conditions, and to supply facts and literature concerning sanitary matters.

It is required to examine the plans of all public buildings erected in the State, with reference to the sewerage, ventilation and heating of such buildings. The work of the State Board of Health is almost exclusively educational and advisory. It comes into direct relation to the people in this way at times and under conditions that render such work of the greatest value. As soon as knowledge, through the several sources of information it has at its command, reaches it of an outbreak of any contagious disease, the health officer of the locality is immediately furnished by it with its pamphlets and leaflets for distribution among the neighbors in the locality where the disease exists. These pamphlets contain plain and specific information concerning the disease, and how best to guard against and restrict it. Such knowledge received at just the proper time is nearly always effective. When accompanied with the efforts of an intelligent and vigilant health officer, the most contagious diseases rarely spread beyond the houses where they first appear. The records of the State Board of Health show this to be true. As examples, these records prove that during the five years from 1886 to 1891 there were in the State 727 known outbreaks of scarlet fever. In 366 of these the rules of the State Board of Health were not enforced, and there was neither disinfection nor isolation. The result was that there were 13.29 cases for each outbreak. Of the 361 outbreaks where isolation and disinfection were enforced, the cases were 2.35 to each outbreak, a difference in favor of the proper means for prevention of nearly 600 per cent. Diphtheria shows similar results. Of 569 known outbreaks, isolation and disinfection were neglected in 317, with a record of 13.57 to each outbreak, while the 252 where these were enforced showed but 2.67 for each such outbreak. The death rates from scarlet fever, as compiled from the vital statistics recorded in the office of the Secretary of State, show a reduction of over one-half since its restriction was undertaken by the State Board of Health.

I shall not weary you with the vast array of facts and statistics which exist and which are convincing proofs of the achievements of this Board in the restriction and prevention of disease. They are probably familiar to many of you, and they will be gladly furnished by Secretary Baker, of the Michigan State Board of Health, to any who will apply for them.

The Michigan State Board of Health has within a year taken a step which bids fair to be the most important one of its existence. It has decided that consumption shall be included in the official list of diseases dangerous to the public health, requiring notice by house holders and physicians to the local health officer as soon as recognized. This step was decided upon for the reason that it has been demonstrated that consumption is a communicable disease and may be restricted like all others of its class.

You, I take it for granted, all understand that each disease of this character owes its existence to a peculiar living organism, which gains access to the body in various ways and there multiplies, in most diseases with marvelous rapidity. Through the structural changes wrought by these organisms in the various organs which furnish the food they require, and the ptomaines resulting from their presence, the general health of the victim is rapidly impaired, and he is fortunate if he escapes with his life. In most of these diseases the conflict terminates in from a few hours or days to a few weeks. Within that period the defenders have expelled the invaders, or the latter have succeeded in their work of destruction, and another human victim has been added to that numberless list of dead who might have been saved. In tuberculosis this conflict is greatly extended in time, and its chances are largely in favor of the invaders. It is a disease which is to-day, and has been for many generations, the great scourge of the race. Its victims throughout the world far outnumber those from any other cause. War, pestilence and famine stand abashed in the presence of this "great white plague." Michigan annually sacrifices to this remorseless monster three thousand of her sons and daughters. The mansion and the cottage, the educated and the ignorant, each furnish their quota to swell this sad array. As this vast procession moves slowly, year by year, from the activities of life to the stillness of death, their requiem, begun in whispered tones a decade ago, now declares in tones of thunder: These might have been saved! Shall we, who believe it to be within the limits of human effort to retard this ceaseless march, fail to put forth our hands to stay its progress?

Not duty alone, but all the emotions which unite to form our common humanity, answer the question and urge us to act. How shall we act, and what may we do to restrict the havoc wrought by that infinitely small but powerful organism which is the direct cause of one-third of the world's mortality? This is the great practical question which confronts all who are engaged in public health work to-day. The answer is largely suggested by knowledge of the character, habits, methods and work of the organism called the *tubercle bacillus*, the parasite which is the true and invariable cause of consumption. This parasite is a rod-shaped organism about one fifteen-thousandth of an inch in length, visible only by aid of a powerful microscope and then only through the use of stains which it retains after they have been removed from the surrounding substances. It is always present in one or more of the internal organs of those suffering from consumption, and in their sputa when the lungs (which is the common condition in this disease) are

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"Stag" Brand is a Favorite.

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1 lb. Can, 25 cts.

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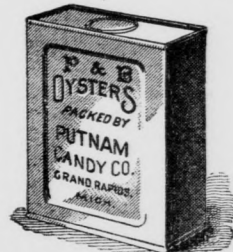
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involved. Its usual means of entrance into the human body is by means of air containing these organisms inhaled directly into the lungs. The air exhaled from tuberculous lungs rarely, if ever, contains the bacilli, and the danger of infection in this way is extremely slight. It is from the consumptive's sputa in a dried state that air becomes contaminated. When these sputa become desiccated, the tubercle bacilli they contain are taken up by the atmosphere and mingle with the other floating particles it bears. These bacilli, or their spores, retain their vitality for months or years, float amid the dust in the air of the rooms, and of course are liable at any time to be inhaled by any occupant of such rooms. Coming in contact with the surfaces of a healthy lung, the life processes usually prevent their entrance, but if these surfaces have become inflamed or abraded by a cold or from any other cause, they readily effect an entrance, and there, finding the proper conditions for their existence and multiplication, rapidly reproduce and begin their work of destruction and death. This partially explains why a death from consumption in a family is so often followed by others.

Everything in rooms occupied by a consumptive is liable to become contaminated unless all emanations from the body of the invalid are scrupulously destroyed. Bedding, carpets, furniture, walls and their adornments, may all harbor these infinitesimal destroyers, which never seem to lose their vitality, and which are launched by the slightest disturbance into the air, where they float like the down of the thistle, seeking the proper soil for their noxious growth. Danger of the disease being communicated is not confined to the home of a consumptive.

Men and women often pursue their usual avocations during many months in the early stages of the disease, and sputa from the lungs of such patients frequently find lodgment in streets, stores, offices, places of amusement, schools, and public conveyances. No place where human beings go is free from danger. Is there more than one way to escape this danger and to secure immunity from it? Manifestly not. The one and only method to secure this result is the immediate destruction of the germ-laden sputa. This can most effectively be done by heat; the sputa should be collected in suitable receptacles and immediately burned. Were it possible in this way to destroy the expectorations from every consumptive in the land, this disease would in one generation so nearly vanish from our midst that we should fear it as little as we do those scourges of past generations—smallpox, leprosy, and the plague. Looking for this result and hoping for its accomplishment in a not very distant future is the inspiration which has moved the Michigan State Board of Health to place this disease in the list of those dangerous to the public health. In doing so they lead in point of time all other health boards, many of which are now, fortunately, taking similar steps.

The object of this important action is an educational one. By means of it the Michigan State Board of Health hopes to learn through the local health officers the name of every case of consumption within their jurisdictions. This information enables it to place within the

possession of these patients and their families such knowledge as will, if used, prevent their own reinfection or the communication of the disease to others. A more general educational influence is also secured. When the general public becomes aware of the danger from this cause it will insist that, willingly or otherwise, the victims of tuberculosis shall be compelled to conform to rules whereby they shall cease to be a menace to the lives and health of the community.

In this desirable work we seek the aid of every friend of humanity. May we not confidently reckon upon the influence of the great body of intelligent pharmacists of our State in disseminating this knowledge which, though not new to many of them, has only in a small degree reached the people among whom they live?

The limits of this paper will not permit of any consideration of another source of tuberculosis in man. This source is milk and meat from tuberculous animals. That the disease is often conveyed by these foods is well known. This is especially true of milk, which, being usually consumed uncooked, is probably a greater source of danger than meat, which has been rendered innocuous by heat in cooking. Tuberculous milk is now believed to be a prolific cause of a large proportion of the fatal intestinal diseases of young children, especially in large cities, where herds of cows, particularly the high bred and those kept in stables, are more liable to contagion than in the country. There should be a demand from consumers of milk everywhere that the cows from which they obtain supplies should undergo the tuberculin test, for in no other way have such consumers any assurance that what they suppose to be the most wholesome and harmless food is not the most certain and deadly poison.

I have endeavored, gentlemen, to give you a brief view of the work being done in Michigan under State auspices for the restriction and prevention of disease, and of the special work which is now largely engaging the attention of those upon whom under our laws is imposed this duty.

The view is not only brief but quite incomplete. If I have not wearied you, and if anything I have said has given you a larger conception and a warmer sympathy for this service, I will hope that the interest thus created may still further increase, and that some of you may become missionaries, bringing to your neighbors and friends the glad tidings of life and health.

**A Millionaire's Vengeance.**

John Jacob Astor is determined that an adequate vengeance shall be visited on the tramp Garvin, "the Bowery Trooper," who feloniously slipped into the Astor palace and heinously went to sleep in one of its best beds. As soon as the millionaire beard of the case he hurried off to the police station, accompanied by his brother-in-law and his brother, to prosecute the outrageous offender, who had dared pollute the Astor linen and insult the Astor exclusiveness; and when he found that the fellow had been let off with an ordinary \$5 fine for trespass, just as though he had entered unlawfully the premises of an ordinary American citizen, his anger was unbounded, and he pointed out to the justice that so ridiculously light a punishment might lead to the repetition of the offense. Any tramp might be willing to pay \$5 for the privilege of sleeping in an Astor bed. He then proceeded to swear out a warrant against Garvin for burglary. Of course, an overawed jury will convict the miscreant.

# COUGH DROPS

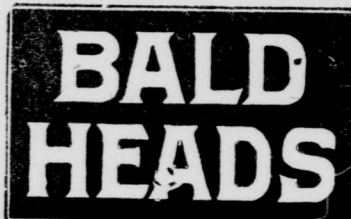
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**H. M. Reynolds & Son.**  
Headquarters for  
Straw Board, Building Papers, Carpet Linings, Asphalt Ready Roofing, Asphalt Roof Paints, Resin, Coal Tar, Roofing and Paving Pitch, Tarred Felt, Mineral Wool, Elastic Roofing Cement, Car, Bridge and Roof Paints, Oils.  
**Practical Roofers**  
In Felt, Composition and Gravel.  
Cor. Louis and Campau Sts., Grand Rapids

**GRINGHUIS' ITEMIZED LEDGERS**  
Size 8 1-2x14—Three Columns.  
2 Quires, 160 pages ..... \$2 00  
3 " " 240 " " ..... 2 50  
4 " " 320 " " ..... 3 00  
5 " " 400 " " ..... 3 50  
6 " " 480 " " ..... 4 00  
INVOICE RECORD OR BILL BOOK.  
80 Double Pages, Registers 2,850 Invoices... \$3 00

**TRADESMAN COMPANY,**  
Agents,  
Grand Rapids, Mich



**BALD HEADS**  
NO CURE. NO MUSTACHE. NO PAY. NO PAY.  
**DANDRUFF CURED.**  
All who contract to grow hair on the head or face with those who can call at my office or at the office of my agents, provided the head is not glossy, or the pores of the scalp not closed. Where the head is shiny or the pores closed, there is no cure. Call and be examined free of charge. If you cannot call, write to me. State the exact condition of the scalp and your occupation.  
**PROF. G. BIRKHOFF,**  
Removes all Scalp Diseases, Dandruff

**MICHIGAN CENTRAL**  
"To Niagara Falls Route."  
(Taking effect Sunday, May 27, 1894.)

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

## CHICAGO

Sept. 23, 1894.  
AND WEST MICHIGAN R.Y.

**GOING TO CHICAGO.**  
Lv. G'd Rapids ..... 7:25am 1:25pm \*11:30pm  
Ar. Chicago ..... 1:25pm 6:50pm \*6:45am  
**RETURNING FROM CHICAGO.**  
Lv. Chicago ..... 8:15am 5:00pm \*11:45pm  
Ar. G'd Rapids ..... 3:05pm 10:25pm \*6:25am  
**TO AND FROM MUSKOGON.**  
Lv. Grand Rapids ..... 7:25am 1:25pm 5:30pm  
Ar. Grand R. 9:15am 3:05pm  
**TRAVERSE CITY, CHARLEVOIX AND PETOSKEY.**  
Lv. Grand Rapids ..... 7:30am 3:15pm  
Ar. Manistee ..... 12:20pm 8:15pm  
Ar. Traverse City ..... 1:00pm 8:00pm  
Ar. Charlevoix ..... 3:15pm 11:10pm  
Ar. Petoskey ..... 3:45pm 11:40pm  
Trains arrive from north at 1:00 pm and \*10:00 pm.  
**PARLOR AND SLEEPING CARS.**  
Parlor cars leave for Chicago 1:25pm. For north 3:15pm. Arrives from Chicago 10:35pm. From north 1:00pm. Sleeping cars leave for Chicago 11:30pm. Arrive from Chicago 6:25.  
\*Every day. Others week days only.

## DETROIT,

Sept. 23, 1894  
LANSING & NORTHERN R. R.

**GOING TO DETROIT.**  
Lv. Grand Rapids ..... 7:00am 1:30pm 5:55pm  
Ar. Detroit ..... 11:40am 5:30pm 10:40pm  
**RETURNING FROM DETROIT.**  
Lv. Detroit ..... 7:40am 1:11pm 6:00pm  
Ar. Grand Rapids ..... 12:40pm 5:15pm 10:45pm  
**TO AND FROM SAGINAW, ALMA AND ST. LOUIS.**  
Lv. G.R. 7:40am 4:45pm Ar. G.R. 12:35pm 10:55pm  
**TO AND FROM LOWELL.**  
Lv. Grand Rapids ..... 7:00am 1:30pm 5:55pm  
Ar. from Lowell ..... 12:40pm 5:15pm .....  
**THROUGH CAR SERVICE.**  
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.  
Trains week days only.  
GEO. DEHAVEN, Gen. Pass'r Ag't.

## D. DETROIT, GRAND HAVEN & MILWAUKEE Railway.

EASTWARD.			
Trains Leave	7No. 14	7No. 16	*No.
G'd Rapids, Lv	6 45am	10 20am	3 25pm 11 00pm
Ionia ..... Ar	7 40am	11 25am	4 27pm 12 35am
St. Johns ..... Ar	8 25am	12 17pm	5 20pm 1 25am
Owosso ..... Ar	9 00am	1 20pm	6 05pm 3 00am
E. Saginaw ..... Ar	10 50am	3 45pm	8 00pm 6 40am
Bay City ..... Ar	11 30 am	4 35pm	8 37pm 7 15am
Flint ..... Ar	10 55am	3 40pm	7 55pm 5 4 am
Pt. Huron ..... Ar	12 05pm	5 50pm	8 50pm 7 30am
Pontiac ..... Ar	10 53am	3 05pm	8 25pm 5 37am
Detroit ..... Ar	11 50am	4 05pm	9 25pm 7 00am

**WESTWARD.**  
For Grand Haven and Intermediate Points ..... \*7:00 a. m.  
For Grand Haven and Muskegon ..... \*11:00 p. m.  
" " " Mil. and 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 ..... 7:40 a. m.  
For Traverse City ..... 5 25 p. m.  
For Saginaw ..... 5 00 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 ..... 2 10 p. m.  
For Fort Wayne and the East ..... 2 15 p. m.  
For Cincinnati ..... \*5 40 p. m.  
For Kalamazoo and Chicago ..... \*11 40 p. m.

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

Lv Grand Rapids ..... 5:50 a. m. 2:15 p. m. \*11:40 p. m.  
Ar Chicago ..... 2:00 p. m. 9:00 p. m. 7:10 a. m.  
2:15 p. m. train has through Wagner Buffet Parlor Car and coach.  
11:40 p. m. train daily, through Wagner Sleeping Car and Coach.  
Lv Chicago ..... 3:30 pm 11:30 pm  
Ar Grand Rapids ..... 9 15 pm 7 30 am  
3 30 p m has through Wagner Buffet Parlor Car.  
11:30 p m train daily, through Wagner Sleeping Car.  
**Muskegon, Grand Rapids & Indiana.**  
For Muskegon—Leave. From Muskegon—Arrive  
7 31 a m 8 25 a m  
1 00 p m 1 15 p m  
4 40 p m 5 20 p m  
O. L. LOCKWOOD,  
General Passenger and Ticket Agent.

**ENGRAVING PHOTO WOOD HALF-TONE**  
Buildings, Portraits, Cards and Stationery  
Headings, Maps, Plans and Patented Articles.  
**TRADESMAN CO.,**  
Grand Rapids, Mich.

GIVE THEM A REST.

Desirability of Stools for Customers in Grocery Stores.

Give your customers a rest! Don't let them ever feel that in your store they experience "that tired feeling," for you don't usually keep the remedy for it on tap. To this end take a step forward toward the mark the dry goods merchants arrived at years ago and provide stools for them at your counters. Yes, some of you have them already, but they are as scarce as hens' teeth, or the fulfillments of a candidate's promises after election.

But there is a deeper and a more selfish reason for their adoption than the desire to cater to the comfort of your patrons, for to keep your customers there as long as possible is next in importance to getting them into the store. A lady's

the most attractive displays will serve to arrest the attention, and here, again, if the appearance and price of the goods are right, you make the stools act in the capacity of general salesman, leading to and pointing out the special features of your stock.

The bracket stool is perhaps the best for general counter use, as it can be swung under the counter ledge when not in use, leaving the floor space clear, a matter that is worth thinking of when sweeping time comes.—but.

Warm Potato Cars.

The headquarters for strawboard for lining potato cars is at H. M. Reynolds & Son, corner of Louis and Campau streets. Bottom prices always.

Telephone 166 before opening accounts.



hurried visit in the morning to purchase a few items from a list previously made out is well enough, but the longer that visit is prolonged the greater becomes the probability of an increased order. If she seats herself while waiting to be served, she looks around. If your display is all it should be, she sees, in this leisurely glance, many things that she needs or can use, and out comes the little pencil and the list on her tablet is correspondingly lengthened.

Every stool, therefore, acts for you as a salesman, increasing your orders and calling attention to whatever you are driving. Even if the customer's detention results in merely a request or two for information about this or that article, do not think you are not a gainer, for you have made just so much progress toward building your trade more solidly. Many are the expressions of approval that have come to us from the opposite sex at the idea of the trade generally adopting this plan. A woman has good reason to prefer dealing where she can rest while ordering a considerable number of items, or while waiting to be served.

There is another point in this connection, however, that is generally overlooked—the seats must be arranged with reference to the goods you are pushing as leaders. If you have a roomy store, the single row in front of the counters is not enough. One or two placed before

Purely Personal.

E. E. Lessiter, of the Grattan Mercantile Co., at Grattan, was in town last Friday.

J. M. Hayden, representing J. T. Wing & Co., has moved his office to 69 Pearl street.

Edgar C. Bearce, Manager of the Western Beef and Provision Co., is spending this week in and around Boston.

N. W. Mather, of Howard City, has sold his bank and business to R. H. O'Donald and S. C. Scott, who will continue the business at the same location under the style of O'Donald & Scott. The transfer will occur Jan 2.

S. A. Morman is spending three weeks with his half brother, Charles Potter, at Cheyenne, Wyoming. Mr. Potter is well known in this city, having formerly resided here. He was recently elected a member of the Supreme Court of Wyoming.

Christmas Novelties.

For a fast seller let Paul Steketee & Sons send you an assortment of their prints of dolls, pickaninnies, bow-wows, cats, monkeys, etc., for stuffing. Any child can put them together. Only 12½c a yard. A great attraction for your store and a profitable seller.

Scientists say that the time will come when every known disease can be cured. It is believed, however, that people will keep on dying, all the same.

Recent Prosecutions by the Board of Pharmacy.

Owosso, Dec. 1—The following persons have lately been prosecuted for violating the pharmacy law:

Thos. J. Parker (Detroit), being a proprietor of a drug store and not having a registered pharmacist in charge. Convicted Oct. 31. Fined \$10 and costs.

Grant Gardner (North Star), taking charge of a pharmacy without being a registered pharmacist. Convicted Nov. 21. Fined \$10.

Charles Swank (Cedar Springs), dispensing drugs without being a registered pharmacist. Convicted Nov. 13. Fined \$10 and costs.

James Cassada (Perrinton), dispensing drugs without being a registered pharmacist. Convicted Nov. 21. Fined \$10 and costs.

Aaron Rechtel (Caledonia), failing to put a registered pharmacist in charge of his drug store. Convicted Nov. 24. Fined \$10 and costs.

Collin Bechtel (Caledonia), taking charge of pharmacy without being a registered pharmacist. Convicted Nov. 24. Fined \$10 and costs.

Use Tradesman Coupon Books.

PROVISIONS	
The Grand Rapids Packing and Provision Co quotes as follows:	
PORK IN BARRELS.	
Mess. ....	12 50
Short cut .....	12 75
Extra clear pig, short cut.....	14 50
Extra clear, heavy .....	13 50
Clear, fat back .....	14 00
Boston clear, short cut.....	13 75
Standard clear, short cut, best.....	14 60
SAUSAGE.	
Pork, links.....	7
Bologna.....	5
Liver.....	6
Tongue.....	8½
Blood.....	6
Head cheese.....	6
Summer.....	10
Frankfurts.....	7½
LARD.	
Kettle Rendered.....	6¼
Granger.....	7¼
Family.....	5¾
Compound.....	5¼
Cottolene.....	7¼
Cotosuet.....	6¾
50 lb. Tins, ¼c advance.	
20 lb. pails, ¼c .....	
10 lb. " ¼c .....	
5 lb. " ¼c .....	
3 lb. " 1c .....	
BEEF IN BARRELS.	
Extra Mess, warranted 200 lbs.....	7 50
Extra Mess, Chicago packing.....	7 75
Boneless, rump butts.....	9 75
SMOKED MEATS—Canned or Plain.	
Hams, average 20 lbs.....	9 ¼
" " 16 lbs.....	9 ½
" " 12 to 14 lbs.....	7 ¼
" picnic.....	8 ¼
" best boneless.....	8 ¾
Shoulders.....	6 ¾
Breakfast Bacon boneless.....	9 ¼
Dried beef, ham prices.....	10 ¼ @ 11
DRY SALT MEATS.	
Long Clears, heavy.....	
Briskets, medium.....	7 ¼
" 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.....	55

We Have Shipped

To Grand Rapids, samples of our lines of

CHICKERING PIANOS

Hallet & Davis Pianos, Emerson Pianos.

For the Western Michigan Holiday Trade. These may be seen at our Grand Rapids Store, 25 and 27 South Division St.

Whitney-Marvin Music Co., Detroit.

RETAIL BUYERS in localities where we are not represented by a dealer should take advantage of the SPECIAL INDUCEMENTS we are offering to those who select their instruments NOW for Christmas delivery. V. W. O'Brien, Representative for Western Michigan.

Whitney-Marvin Music Co.,

25 and 27 S. Division St.

GRAND RAPIDS, MICH.

SPECIAL NOTICE.

All smithing coals sold by us, we guarantee to be mined from the BIG VEIN in the Georges Creek District. This is the coal so favorably known as Piedmont or Cumberland Blossburg and stands unrivalled for smithing purposes.

S. P. Bennett Fuel & Ice Co. Grand Rapids, Mich.



THE HEAT LIGHT

Will heat and light a room at an expense of 7c a day.

No. 8c List \$11. 10 Per Cent. off to trade.

W. S. & J. E. GRAHAM,

Sole Agents.

Grand Rapids, Mich.

Do You Want Some Nice



CANDY

for holiday trade? You can find it in great variety and right prices at

A. E. BROOKS & CO., 5 & 7 Ionia St. Grand Rapids, Mich.

ABSOLUTE TEA.

The Acknowledged Leader.

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, MICH.

**Drug Department.**

**State Board of Pharmacy.**  
 One Year—Ottmar Eberbach, Ann Arbor.  
 Two Years—George Gundrum, Ionia.  
 Three Years—C. A. Bugbee, Charlevoix.  
 Four Years—S. E. Parkhill, Owosso.  
 Five Years—F. W. R. Perry, Detroit.  
 President—Fred'k W. R. Perry, Detroit.  
 Secretary—Stanley E. Parkhill, Owosso.  
 Treasurer—Geo. Gundrum, Ionia.  
 Coming Meetings—Grand Rapids, Jan 8.

**Michigan State Pharmaceutical Ass'n.**  
 President—A. B. Stevens, Ann Arbor.  
 Vice-President—A. F. Parker, Detroit.  
 Treasurer—W. Dupont, Detroit.  
 Secretary—S. A. Thompson, Detroit.

**Grand Rapids Pharmaceutical Society**  
 President, Walter K. Schmidt; Secretary, B. Schröder

**Chapter on Tasteful Advertising.**

Why should not the pharmacist take a few lessons in window-dressing from the dry-goods merchant, whose windows are veritable art studies?—for one thing, adopt the very pretty wax heads now monopolized by dealers in feminine fancies, and make them advertise whatever his window displays. For example, a smiling, inviting face, and a small waxen hand holding an open box of pills, and bearing the placard, "Take a pill with me!"—a sort of *fin de siècle* Hygeia. If the sign were changed frequently, the people would by-and-by begin to have a curiosity about what was coming next, and each day watch for the new placard. In turning his talent toward signboards the advertiser may happen to stumble on one of those catchy phrases which so tickle the public fancy; and here the acme of advertising is found—to invent a household word, a byword, a salutation or an adieu applying to the wares he has to sell, is a discovery that demonstrates its own value. The man will find his goods selling because the familiar phrase is on the end of everyone's tongue and so easily rolls off.

There is an old fellow who peddles noon-day lunches on the streets of New York City, who has unconsciously mastered a secret in advertising, gaining free reading notices in the daily papers, and arousing attention wherever he goes, all on account of an original sign that he carries, and which reads, "Hot Sasagues." To "get into the newspapers" is a profitable way of advertising; but accidents and sensations are not to be depended upon.

To come back to orthodox advertising, there is an inexpensive little novelty on the market in the shape of a small card-board stamp holder, representing an envelope, and filled with paraffin leaves, for the preservation of postage stamps. One way to utilize these is to send them out by mail as announcement cards, printed on the face with the name and address of the advertiser, as on an ordinarily addressed envelope. Another way is to display them on the counter for sale, each case to contain five two-cent stamps—selling them below the cost of the stamps, for 8, 6, or 5 cents, as the advertiser chooses.

The public generally is interested in knowing how things are made; let the druggist sometimes make of his show window an elementary school of pharmacy, by displaying familiar pharmaceuticals in process of manufacture. Take the C. C. Pill, U. S. P., for instance: 1, a display of each separate drug that enters into its composition; 2, the mass; 3, expicent; 4, mass rolled into pipes; 5, uncoated pills; 6, coated pills.

Or a fluid extract: 1, crude drugs used in manufacture; 2, powdered drugs; 3, ready for percolation; 4, finished prod-

uct. A mortar and scales may be used for center-pieces in this style of window. The physicians in the vicinity will appreciate this kind of a display, and will drop in and discuss habitat and therapeutics, and afterward remember the pharmacist not as a mere college-of-pharmacy automaton, but as an intelligent man in whose care prescriptions may be safely trusted.

As blizzards and north-winds will soon be upon us, the window-dresser must begin to think of seasonable specialties. A survey of stock will bring to light numerous "cold" remedies upon the shelves: quinine, cough syrup, bronchial sedative, lozenges, porous plasters, catarrh snuff, coryza cure, liquorices, etc., which can be arranged in the window uniformly, either on the glass swinging-shelves that always make a neat appearance, or in pyramids, or any design that will show each separate group by itself. Suspended in the window may be a placard reading, "What to do for a cold," or it is very effective to form the letters of the words "Cold Cures" with lozenges, liquorice sticks, or menthol pencils, upon a ground of contrasting color or white, in the middle of the window.

A window full of beef extracts may display a printed invitation to "Step in and try a sample;" and within, at the soda-fountain, hot bouillon be dispensed in small cups. Palms in ornamental jardinières standing upon the counter, add to the effect.

Something on this same order is the transformation of the window into a floral bower, using the popular chrysanthemum for decoration, and in the midst, seated at a table, an attractive young woman folding sachet powders.

In studying the subject of advertising with a view to discovering, if possible, what is at the bottom of the pharmacist's failure as an advertiser, a suggestion presents itself that gradually assumes proportions of a fact, that the druggist does not spend enough money in this part of his business. In the matter of window-dressing, the dry goods merchant looks upon the money which is regularly allowed for decoration and display as one of the necessary expenditures of his business, and he considers it a good investment; the druggist is apt to charge up any expense incurred in this way to "extravagance," and feel sorry for it afterward. It is noticeable that the pharmacist who does not proceed on this theory, and who does make a specialty of artistic displays, not only becomes known to his townspeople, but his name becomes familiar in other cities, carried thither perhaps by commercial salesmen who are fond of telling things they have seen and heard on their travels. Such sweetness is not lost on desert air.

L. H. FOSTER.

**An Ingenious Drug Clerk.**

A drug clerk in Boston has succeeded in making a medicine which will deprive a cat of its voice without injuring it in the least. Seven large Tom cats were experimented upon last week. They sat on the peak of a roof and made frightful faces at each other for four hours without uttering a sound. The clerk ought to be sure of a princely fortune.

The tramp who says he can find no work at his trade only knows how to shovel snow from a sidewalk, and he takes good care to go South in the winter.

A tall-tale milk jug has been devised in England. It is a glass measure graduated at every quarter pint. Below the pint and half-pint marks three lines are etched showing the thickness of cream which should appear in milk of average quality, in good and in very good milk, thus measuring both quantity and quality.

**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,

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.

**If You would know**

How to conduct your business without the loss and annoyance attendant upon the use of the pass book or any other charging system, send for samples and catalogue of our

**Coupon Book System,**

Which is the best method ever devised for placing the credit business of the retail dealer on a cash basis.

**Tradesman Company.**

**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.		Bbls.	Pails.
Standard, per lb.	CASES	6 1/4	7 1/2
" H. H.		6 1/4	7 1/2
" Twist		6 1/4	7 1/2
Boston Cream	9		9
Cut Loaf			9
Extra H. H.	9		

MIXED CANDY.		Bbls.	Pails.
Standard		5 1/4	6 1/4
Leader		5 1/4	6 1/4
Royal		7 1/4	8 1/4
Nobby		7 1/4	8 1/4
English Rock		7 1/4	8 1/4
Conserves		7 1/4	8 1/4
Broken Taffy	baskets	8	9
Peanut Squares	"	8	9
French Creams		9 1/4	10 1/4
Valley Creams		13 1/4	14 1/4
Midget, 30 lb. baskets		9	9
Modern, 30 lb.	"	8 1/4	8 1/4

FANCY—In bulk		Pails
Lozenges, plain		9
" printed		9 1/4
Chocolate Drops		13
Chocolate Monumentals		13
Gum Drops		8 1/4
Moss Drops		8
Sour Drops		8 1/4
Imperials		10

FANCY—In 5 lb. boxes.		Per Box
Lemon Drops		55
Sour Drops		55
Peppermint Drops		60
Chocolate Drops		75
H. M. Chocolate Drops		80
Gum Drops		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		80 @ 95
Plain Creams		80
Licorice 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, 120		2 25
Floridas Fancy Brights, 150		2 40
Floridas, Fancy Brights, 176, 200, 216		2 50
Floridas, Golden Russets, 126		2 25
Floridas, Golden Russets, 150, 176, 200, 216		2 40

LEMONS.		
Floridas, 250		4 00
Malagas, 400s		4 00
Fancy Messinas, 300 new		4 35
Fancy Messinas, 460, new		4 40

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

OTHER FOREIGN FRUITS.		
Figs, fancy layers 16 lb		12
" " 30 lb		14
" extra " 14 lb		6 1/2
bags		7 1/2
Dates, Fard, 10-lb. box		2 7
" " 50-lb. " "		2 5
" Persian, 50-lb. box		2 5 1/2
" 1 lb Royals		7

NUTS.		
Almonds, Tarragona		2 15
" Ivaca		2 14
" California		2
Brasilis, new		2 8
Fileberts		2 10
Walnuts, Grenoble		2 10
" French		2 10
" Calif.		2 12 1/2
" Soft Shelled Calif.		2 14
Table Nuts, fancy		2 11 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		

FRANUTS.		
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		8 @ 7
Loins No. 3		8 @ 10
Ribs		6 @ 8
Rounds		5 @ 6
Chucks		3 1/2 @ 4 1/2
Plates		3 @ 3 1/2

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

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

VEAL.		
Carcass		6 @ 7 1/2



**Wholesale Price Current.**

Advanced—Gum Shellac.		Declined—Castor Oil.	
<b>ACIDUM.</b>			
Aceticum	80	10	
Benzoleum German.	650	75	
Boricum	200	30	
Carbolium	42	45	
Citricum	30	5	
Hydrochlor.	100	12	
Nitrosum	100	12	
Oxalicum	100	12	
Phosphorium dil.	1	25	20
Salicylicum	1	30	20
Sulphuricum	1	40	50
Tannicum	1	40	20
Tartaricum	300	33	
<b>AMMONIA.</b>			
Aqua, 16 deg.	60	6	
"    20 deg.	40	8	
Carbonas	120	14	
Chloridum	120	14	
<b>ANILINE.</b>			
Black	2	00	25
Brown	2	00	10
Red	2	00	20
Yellow	2	00	30
<b>BACCÆ.</b>			
Cubese (po 25)	200	23	
Juniperus	80	10	
Xanthoxylum	250	30	
<b>BALSAMUM.</b>			
Copaiba	450	50	
Peru	40	20	
Terabin, Canada	450	50	
Tolutan	350	50	
<b>CORTEX.</b>			
Abies, Canadian	18		
Cassia	12		
Cinchona Flava	12		
Euonymus atropurp.	30		
Myrica Cerifera, po	20		
Prunus Virgini.	12		
Quillaja, grd.	10		
Sassafras	12		
Ulmus Po (Ground 15)	15		
<b>EXTRACTUM.</b>			
Glycyrrhiza Glabra.	240	25	
"    po.	330	35	
Haematox, 15 lb. box.	110	12	
"    1s.	130	14	
"    1/2s.	140	15	
"    1/4s.	150	17	
<b>FERRU.</b>			
Carbonate Precip.	2	15	
Citrate and Quinia.	2	30	
Citrate Solubile.	2	80	
Ferrocyanidum Sol.	2	50	
Solut Chloride.	2	15	
Sulphate, com'l.	2	7	
"    pure.	2	7	
<b>FLORA.</b>			
Arnica	120	14	
Anthem.	300	35	
Matricaria	500	65	
<b>FOJIA.</b>			
Barosma	140	30	
Cassia Acutifol, Tin-	250	28	
"    "    Alx.	350	50	
Salvia officinalis, 1/4s	150	25	
"    and 1/2s.	150	25	
Ura Ursi	80	10	
<b>GUMMI.</b>			
Acacia, 1st picked.	2	60	
"    2d	2	40	
"    3d	2	30	
"    sifted sorts.	2	30	
"    po.	600	80	
Aloe, Barb, (po. 60)	500	60	
"    Cape, (po. 30)	2	12	
"    Socotri, (po. 80)	2	50	
Catechu, 1s, (1/4s, 1/2s,	2	1	
"    16)	2	1	
Ammoniac	550	60	
Assafetida, (po 50)	500	60	
Benzoinum	500	55	
Camphora	400	55	
Euphorbium po	350	50	
Galbanum	200	30	
Gamboge, po.	700	70	
Gusiacum, (po 35)	2	30	
Kino, (po 175)	2	70	
Mastic	2	80	
Myrrh, (po 45)	2	40	
Opil, (po 3 300/3 50)	2	60	40
Shellac	400	45	
"    bleached.	400	45	
Tragacanth	500	80	
<b>HERBA—In ounce packages.</b>			
Absinthium	25		
Eupatorium	20		
Lobelia	25		
Majorum	25		
Mentha Piperita.	25		
"    Vir	25		
Rue	25		
Tanacetum, V.	22		
Thymus, V.	25		
<b>MAGNESIA.</b>			
Calcined, Pat.	550	60	
Carbonate, Pat.	300	30	
Carbonate, E. & M.	300	30	
Carbonate, Jennings.	350	35	
<b>OLEUM.</b>			
Absinthium	2	50	30
Amygdalae, Dulc.	300	50	
Amygdalae, Amarae.	3	00	25
Anisi	2	60	25
Aurant Cortex.	1	30	20
Bergamit	3	00	20
Cajuputi	600	65	
Caryophylli	750	80	
Cedar	350	65	
Chenopodii	2	1	60
Cinnamoni	1	60	1
Citronella	2	45	
Conium Mac.	350	65	
Opaliba	2	90	

Morphia, S. P. & W.	2	05	20	30
S. N. Y. Q. &	1	95	20	20
C. Co.	2	40		
Moschus Canton.	2	40		
Myristica, No 1	65	70		
Nux Vomica, (po 30)	2	10		
Os. Sepia	15	18		
Pepsin Saac, H. & P. D.	2	00		
Co.	2	00		
Picis Liq, N. C., 1/2 gal	2	00		
doz	2	00		
Picis Liq., quarts	2	01		
"    pints	2	85		
Pil Hydragr, (po. 80)	2	50		
Piper Nigra, (po. 25)	2	3		
Piper Alba, (po 5)	2	3		
Pilz Burgun.	2	7		
Plumbi Acet.	12	13		
Pulvis Ipecac et opil.	1	10	20	
Pyrethrum, boxes M	75			
"    P. D. Co., doz.	2	15		
Pyrethrum, pv.	20	30		
Quassiae	2	10		
Quinia, S. P. & W.	34	2	39	1/2
"    S. German.	27	37		
Rubia Tinctorum.	120	14		
Saccharum Lactis pv.	130	14		
Salacin.	2	10	25	
Sangulis Draconis.	40	50		
Sapo, W.	120	14		
"    M.	100	12		
"    G.	2	15		
Seidlitz Mixture	2	20		
Sinapis	2	18		
"    opt.	2	30		
Snuff, Macaboy, De	2	35		
"    Voes	2	35		
Snuff, Scotch, De, Voes	100	11		
Soda Boras, (po. 11)	24	25		
Soda et Potass Tart.	24	25		
Soda Carb.	1 1/2	2		
Soda, Bi-Carb.	3	5		
Soda, Ash	3 1/2	4		
Soda, Sulphas.	500	55		
Spts, Ether Co.	2	00		
"    Myrcia Dom.	2	50		
"    Myrcia Imp.	2	50		
"    Vini Rect. bbl.	2	49	2	59
"    Less 5c gal., cash ten days.	2	49	2	59
Strychnia Crystal.	1	40	1	45
Sulphur, Subl.	2 1/2	3		
"    Roll.	2	2 1/2		
Tamarinds	30	10		
Terebenth Venice.	2 1/2	3		
Theobromae.	45	2	48	
Vanilla.	9	00	16	30
Zinci Sulph.	70	8		
<b>OLLS.</b>				
Whale, winter	70	70		
Lard, extra	50	85		
Lard, No. 1	42	45		
Linseed, pure raw	55	59		

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**POULTRY POWDER**

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



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Manufacturing Chemists,  
GRAND RAPIDS, MICH.





## OUR TOP-HEAVY CURRENCY.

Under ordinary conditions the selling by the United States Government of \$50,000,000 of its bonds would be no great financial feat. If the sale were authorized by Congress in the usual way, it could be made both here and abroad, in the present state of the money market, by the simple process of advertising for bids and accepting those that were the most favorable. The transaction would be as easy as the borrowing of \$50,000 by Mr. Astor or Mr. Vanderbilt from a bank where they were well known. Neither of these gentlemen would have to plead personally with each one of the bank's directors, or get articles printed in the newspapers advocating his claims to the accommodation he asked for. It would be a mere question of having the money to lend and of fixing the rate of interest to be paid for it. That this country is in a similar position needs no argument. The northern half of it alone was able to raise in four years for the expenses of the civil war \$4,000,000,000, nearly all of which the restored Union has since paid; our revenues are over \$400,000,000 a year, and could easily be doubled; our surplus over expenditures not long ago enabled us to anticipate the payment of our funded debt to the amount of \$100,000,000 a year for five years running, and that there is a deficiency at this moment is due purely to obstinacy on the part of Congress. For us to borrow temporarily the trifling amount of \$50,000,000 would seem to be and ought to be attended with no difficulty whatever.

Why, then, has so much pother been made about the \$50,000,000 Government bond issue, and why is there such jubilation over what is called its success? Is it not because its promoters, from the President down, have felt that they were acting without having behind them proper authority, and that they were practising upon the community a sort of confidence game? They were nervously apprehensive that their scheme would be defeated and that their pretence of getting gold for the redemption of the legal tenders, when, in fact, the proceeds of the bonds are wanted for quite a different purpose, would not be accepted by the public. Now that they have come safely through their peril they rejoice at their escape.

The most remarkable feature of the whole operation has been, that while its ostensible purpose was the replenishing of the gold reserve in the Treasury, and the maintenance thereby of public confidence in the convertibility on demand of the legal tender notes into gold, it actually had the effect, for a day or two, of putting a small premium on gold. This was caused by the very absurd and reprehensible course pursued by the Treasury officials in denouncing as traitors men whom they suspected of intending to pay for the bonds with gold drawn from the Treasury with legal tender notes. The consequence was that a few timid individuals who had no gold, but who wanted the bonds, preferred to pay a fractional premium for the gold they needed, rather than incur the risk of obloquy by exercising their unquestionable right to demand the redemption of greenbacks. That the incident did not lead to a currency panic, and to a run for gold upon the Treasury, proves that there is no such prevailing distrust of the maintenance of gold payments as has been talked of,

and hence that there is no actual need of selling bonds to obtain gold to dissipate it.

The whole affair brings once more into prominence the unsatisfactory state of our currency and the muddled condition of the acts of Congress relating to it. The Resumption act of 1875, under which this \$50,000,000 of bonds has just been sold, clearly provided, first, for a reduction of the volume of the greenbacks, and next for the redemption and cancellation on Jan. 1, 1879, of all that should then remain outstanding. If the act had been faithfully executed not one dollar of legal tenders would now be in circulation. Unfortunately, in February, 1878, just before the act took effect, Congress, frightened by the clamor of the soft money fanatics of the country, hastily suspended its further execution without repealing it, and when Jan. 1, 1879, arrived Secretary Sherman, unwilling that the Republican party should lose the credit of resuming coin payments, devised the ingenious scheme, nowhere hinted at in the Statute book, of providing, by the sale of bonds, a gold redemption fund which should have the effect and did have the effect, of making the greenbacks as good as gold, because gold could be obtained on demand for as many of them as were presented. The plan worked admirably until the act of 1890 added \$150,000,000 legal tender Treasury notes to the \$346,000,000 of old greenbacks, and the financial troubles of the Barings led to a drain of gold from this country. If the legal tender notes redeemed in gold could, as fast as they were received, be cancelled, or even be locked up and not reissued, the resulting contraction of the currency would stop the demand for gold for export and the gold drain would cease, but for more than a year the deficiency in the revenues, and the imperative requirement of the act of 1878, that the redeemed greenbacks shall be reissued, have destroyed this healthful check, and thus we see the Government straitened both for gold with which to maintain good payments and for greenbacks with which to meet current expenses.

The root of the trouble is that we have altogether too much paper and silver money afloat and too little gold. As is well known, there are in circulation in this country \$500,000,000 of Government legal tenders, \$400,000,000 of silver dollars and certificates representing silver dollars, and \$200,000,000 of national bank notes, making a total of \$1,100,000,000, all of which has to be kept at par with gold, while there is only \$60,000,000 gold in the Treasury with which to do it. The instability of this pyramid resting on its point is apparent, and though by great good luck it has hitherto failed to topple over, the catastrophe is always imminent, and the present low supply of Treasury gold may be the occasion of its speedy happening. How great a risk we have taken in attempting to maintain so enormous a mass of currency upon so attenuated a basis, will be more easily seen by contrasting our condition in this respect with that of the leading nations of Europe, which at one time or another have done what we are now doing, and have learned wisdom from their experience.

For example, England and Wales, with their population of 29,000,000, have but \$130,000,000 of paper currency, of which only \$80,000,000 is secured by Govern-



## 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 Registrs

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.



ment debt, the remaining \$50,000,000 being represented by an equal amount of gold coin and bullion. Scotland has less than \$33,000,000 of bank note currency for a population of 4,000,000. Ireland, with 4,700,000 population, has a bank note currency of \$29,000,000. France has a population of 38,000,000, for the use of which the Bank of France issues \$700,000,000 of its notes, and holds against them in its vaults nearly \$400,000,000 in gold. Germany, with a population of 47,000,000, has altogether about \$300,000,000 in paper money in use, of which \$250,000,000 is issued by the Imperial Bank, and against which that bank alone holds \$240,000,000 in specie, mostly gold. It will be noted that the United States, with only a little more than half the population of Great Britain, France, and Germany combined, has twice as much as they have of paper money unrepresented by gold.

The safety of our paper currency lies in the necessity for it. The country has, for years, had scarcely any other kind of money, whereas in Great Britain the amount of coin in people's pockets and in their money drawers is some \$400,000,000, while coin in France takes the place of paper for payments of less than \$20, and in Germany of those of less than \$24. Among us, with the exception of California and a few other Western States, gold coin is rarely seen anywhere outside of banks and money brokers' shops. Hence, we can ordinarily carry a much larger amount of paper in proportion to the coin held to redeem it than can be carried in Europe. Nobody here uses coin and everybody uses its paper representatives. If it were not for the export demand,

\$10,000,000 gold reserve in the Treasury would be as good as \$100,000,000, or even a much larger sum. In fact, when the Treasury reserve ran down last summer to \$50,000,000, no alarm was excited, and none exists now save that which has been created by the promoters of the new Government loan. Nevertheless a demand for gold for export must always be expected, and provision must be made against it. No currency scheme is complete which does not take it into account, and for this reason the so-called Baltimore plan of bank currency is fatally defective. On the other hand, a Government currency will be always wanting in stability so long as its volume is inflated to the utmost, as ours is, and so long as the Government has no control of the amount of bank credits. It is frequently said that the issuing of paper money is banking, and that the Government ought not to engage in the banking business, but this is not strictly true. Issuing paper money is indeed a part of banking, but it is not the most important part, much less the whole of it. We have in this country 3,500 incorporated State banks and no end of private bankers, who, nevertheless, do not issue circulation, but confine themselves to borrowing and lending money. What we need, but what, unfortunately, all of us are far from being ready to accept, is a great national bank, with branches everywhere, to act as the fiscal agent of the Government, receiving on deposit its revenues, issuing circulation, and regulating the rate of discount and the volume of credits as the exigencies of trade require. This is the plan which, after years of experiment, the great nations of Europe

have adopted, and with them for the last half century, at least, it has been successful. But with our 7,000 separate banks scattered over the country, each independent of the others, bank circulation, no matter how many safeguards may be thrown around it, would prove quite as dangerous as our present legal tenders. MATTHEW MARSHALL.

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**AMERICAN WOMEN**

receive constant and special attention. Among topics recently discussed are:

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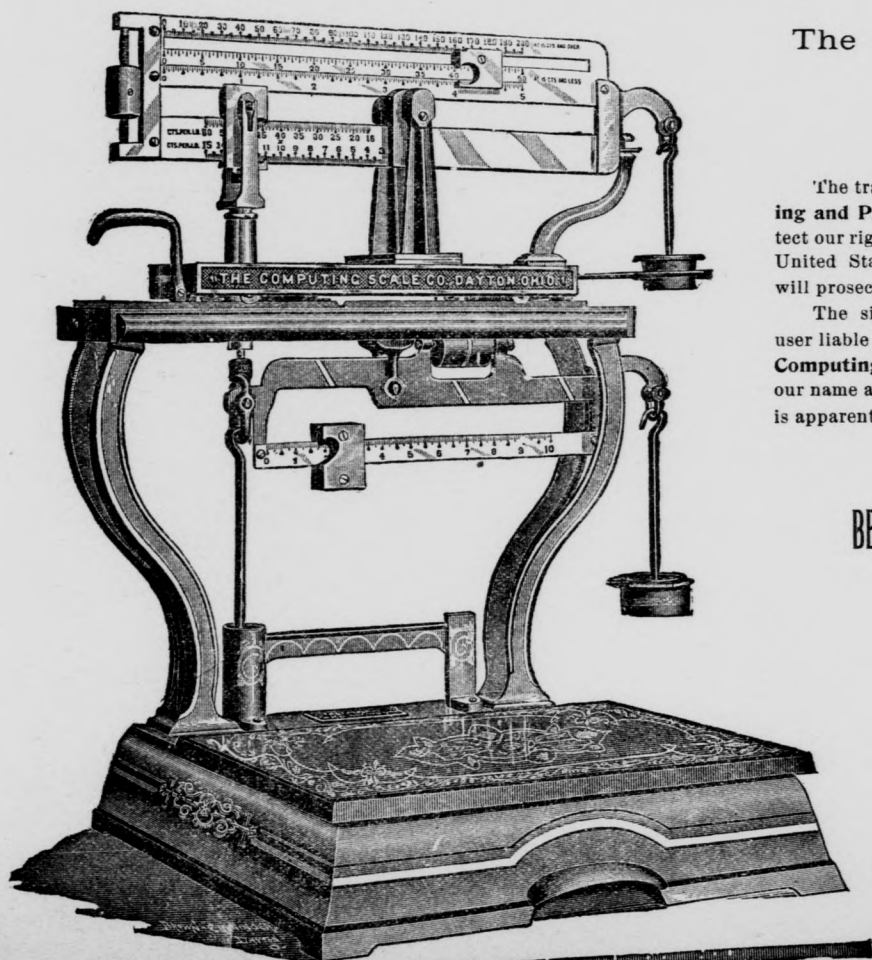
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- "Would not part with it for \$1,000." Dan. W. Charles, Hamilton, O.
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- "We are very much pleased with its work." Henry J. Vinkemulder & Bro., Grand Rapids, Mich.
- "Since the adoption of your scales 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. Kreitline, Indianapolis, Ind.
- "It is the best investment I ever made." I. L. Stultz, Goshen, Ind.

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DAYTON, OHIO.**

## GOTHAM GOSSIP.

News from the Metropolis--Index of the Markets.

Special Correspondence

NEW YORK, Dec. 1—Grocery jobbers report an active distribution. Of course, holiday goods are on top of the heap now, and to this fact can be ascribed a good share of the liveliness. The windows of our leading grocers are enough to make one hungry, and the trade turns to thoughts of candy and oranges and nuts and wines and cigars and all sorts of Christmas goods. There is no question but trade is better than at this time last season, and the number of people living on charity is visibly less.

The firm some noted for several weeks in coffee remains, and quotations are unchanged. The market presents no special animation and buyers are not crowding, although deliveries show a larger amount passing through the trade than last week. Mild sorts—Mocha, Java, and Central American—are very firm, and holders express a considerable confidence in the outlook.

Tea shows no change, particularly, and, although some holders say it is sure to go higher, the buyer is a wary bird and not to be caught with chaff. Pingsuey greens are firm. An excellent Ceylon can be bought for 25@30c.

A great hubbub is being raised by the alleged closing of all the sugar refineries and the throwing out of work of some 15,000 men. At this writing it is hard to tell what is what, but it is likely that the whole thing is for effect. Perhaps Congress will be bulldozed—perhaps it will bulldoze—but, as yet, there is no change in the outlook for refined sugar, and granulated is as last week. The man who eats sugar is the one who is getting the better end of the deal.

Rice is in steady movement, and the market here and at primary points is reported as decidedly firmer. Foreign sorts command more attention than domestic and holders feel quite encouraged as to the future.

Molasses is dull and the transactions are small and unimportant. The same is true of syrups, although the demand for the latter is a trifle better.

Fruits and nuts are experiencing the holiday demand and prices are firmly sustained for the whole range. Dates, figs, raisins, nuts, etc., show good sales and at prices which must be fairly remunerative.

Green fruits are active for best sorts. Apples are in sufficient supply to meet the demand. Cranberries are firm, although, of course, less so than before Thanksgiving. Still, they are likely to remain firm up to the end of the year.

Canned goods are rather sluggish and the demand is of an everyday character. Tomatoes and corn hang fire and sell at all sorts of prices as to quality, which is of any sort wanted.

Butter is rather dull and the market for the week has not ruled in sellers' favor, although no actual decline has occurred. The best Western sells at 25@26c, and from this the range is down to 22c.

Cheese is unchanged and the market remains as it has been for some little time. For small size 11½c might be quoted, but no more.

Eggs are firmer, owing to colder weather. Really desirable stock is not in large supply, and sellers are anticipating a steadily advancing market. Best Western 24½c and from this the range is to 27c for near-by.

Beans are in very light demand, and, while the supply is not large, the market shows a dull and drooping tendency. Pea beans range from \$1.75 @2.25.

During the six days ending with Wednesday the supply of dressed poultry received here was 33,602 packages, an amount which swamped the market and sent prices tumbling downward at a great rate. Much of the stock, of course, came from the West, and the prices must have proven anything but remunerative to shippers.

Breadstuffs at the moment are steady and the general trend of the market is toward a higher basis. There is about the usual amount of speculation.

The provision market shows a little more activity than a week ago and prices are a trifle firmer.

The cashier of a prominent up-town bank says that such a thing as a perfect system of book-keeping has never been devised, and probably never will be. "When you think of it," he said, "book-keeping is simply a question of mental ingenuity. What one brain can devise in the way of safeguards another brain can usually undo, speaking in a general way. The daily papers, in condemning the banks because of the moderate salaries paid to book-keepers, overlook a very important fact. The banks pay the market rates to expert book-keepers, which are anywhere from \$1,200 to \$1,800 a year. An almost unlimited number of men can be obtained at these figures, and paying more money would not make the banks a bit safer, for the simple reason that men of strong mental powers, great business capacity, and unswerving integrity are not, as a rule, content to be mechanical book-keepers in large institutions. I do not, of course, mean to disparage book-keepers in any way. The point is that the men who make good book-keepers are unimaginative, reliable, and steady-going persons, who are not influenced by great ambition, and who do not aspire to lofty places. It is not required of a book-keeper that he shall have very high mental qualifications, a book-keeping is now conducted in our big institutions. Each man has a stipulated amount of work of a stereotyped nature to do. He has, of course, enough ingenuity to swindle, if he chooses to do so. Anybody who believes that a perfect system of book-keeping can be devised must also believe that it would be impossible to counterfeit money. The Bank of England has been held up as a marvel for many years, yet it is no secret that that institution was swindled in the most complete manner for many years before it was found out. The most important and conservative commercial agencies and financial institutions in this city and London have lost money through their employes, and the Credit Lyonnaise, in France, where book-keeping is said to have been carried to the very highest point of safety, was completely upset by a number of clerks two years ago, who had no difficulty whatever in hoodwinking the experts and pocketing the bank's money."

## Gripsack Brigade.

D. C. Andrews, formerly Michigan representative for Williams Bros., of Indianapolis, has resumed his former connection with that house and will devote his entire attention to their business.

Walkerville correspondence of the *Hart Journal*: Since Dr. T. J. Shurlock has commenced suit for a divorce, his wife says she has had an offer of marriage from one of the Grand Rapids traveling men.

B. F. Winch (Swartout & Downs) is again confined to his home at 421 Jefferson avenue. Mr. Winch has been seriously ill much of the time this year and would appreciate frequent visits from the "boys."

The annual meeting of Post E occurs on Saturday evening. There should be a full attendance, as officers will be elected for the ensuing year and other matters of importance introduced for discussion and action.

Louis J. Koster was in town Saturday on his way home (Grand Haven) from Detroit, where he signed with Edson, Moore & Co. for his sixteenth year. A record of fifteen years with one house eclipses a bushel of recommends.

Herman H. Slade, traveling representative for the Kerry Gow Cigar Co., of Manistee, was in town a few days ago and made arrangements with the Morton House for the entertainment of the members of Saginaw Post who will attend the annual convention of the Michigan Knights of the Grip.

The Entertainment Committee of the coming convention of the Michigan Knights of the Grip desire to controvert the impression that the banquet and ball will be full dress affairs. Both events will be entirely informal, those who attend having the option of appearing in full dress or ordinary dress, as they prefer.

Saranac Local: P. M. VanDrezer, of this village, who has been traveling salesman for the Olney & Judson Grocer Co., of Grand Rapids, for the last five months, has engaged with that firm for another year at an increased salary. Van has succeeded in working up a good trade for the house in a hitherto unoccupied territory.

Ben. G. Van Leuven, for the past five years on the road for the J. G. Butler Tobacco Co., has signed with Gowans & Sons (formerly Gowans & Stover), of Buffalo, for a year from Dec. 1 and has already entered upon the duties of his new position. His territory includes a bi-monthly visit to the entire jobbing trade of the State.

C. H. Hinman succeeds L. M. Mills as traveling representative for the Hazeltine & Perkins Drug Co. Mr. Hinman was formerly engaged in the retail drug business at Battle Creek, but for the past four years has traveled on the road for T. H. Hinchman & Sons, of Detroit. He brings to his new position an excellent record as a pharmacist and salesman.

At the meeting of the various convention committees at the parlors of the New Livingston, Saturday evening, E. E. Wooley was excused from serving on the Committee on Decorations and Geo. W. Stowits was appointed chairman of the Committee in his place. Mr. Stowits has arranged to meet one of the several decorators who wish to bid for the work at the Morton House at 2 o'clock Saturday afternoon and asks all the boys who are interested in the matter to meet with him on that occasion.

L. M. Mills, who has traveled continuously for the Hazeltine & Perkins Drug Co. for the past fourteen years, closes his career with that house this month to take a more lucrative position with Morrison, Plummer & Co., of Chicago. His territory will include the entire State, with the exception of Southwestern Michigan, its extent compelling him to abandon the drives he made with the Drug Co. and confine himself entirely to railway towns. Mr. Mills is a traveler of experience and discretion and will prove a valuable acquisition to his new connection.

Jas. A. Massie was arrested last Wednesday on a charge of embezzlement preferred by Fred B. Clark, Treasurer of the I. M. Clark Grocery Co. The warrant was issued by the Prosecuting Attorney of Barry county, the specific charge being the collection of \$248.36 from Cook & Cook, of Hastings, and \$66.35 from J. Pflug, of the same place, together with the allegation that Massie failed to turn over either sum to the Clark Grocery Co. Mr. Massie was taken to Hastings on the evening train and the following morning furnished bail in the penal sum of \$600, with N. T. Parker as surety. His former employers claim that his shortage amounts to about \$2,000, against which he has a credit of about \$400 for commissions on goods sold, and that his father has deeded to the company a house and lot in Greenville, worth about \$1,000, in considera-

tion of his being released from further responsibility as bondsman. This leaves a balance of about \$600, which Mr. Massie is unable to produce; hence the prosecution on a charge of embezzlement. Mr. Massie has retained an attorney and proposes to contest the matter to the bitter end.

## The Drug Market.

Opium is again firmer, but unchanged in price.

Morphia is steady.

Quinine is easy.

Gum shellacs are higher for all grades.

Cocaine has advanced 20c per ounce.

Caffeine is selling at extreme prices, on account of scarcity.

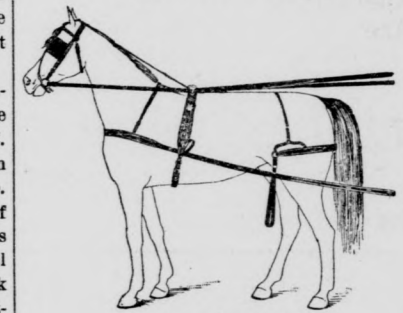
Caster oil has declined again.

Miles' Restorative Remedies have been advanced to \$7 per dozen.

Pond's Extract has advanced to \$3.85 @ 4 for small; larger sizes in proportion.

California shippers, out of patience with excessive railroad charges, have gone back to mule teams. Ten tons of dried figs being freighted from Fresno to San Francisco, 212 miles, with ten mule teams as the motive power.

## Best Single Harness on Earth for the Money,



## All Hand Made.

A strong, durable harness, especially adapted to the hard times. The saddle is leather lined, with imitation rubber or white trimmed. This harness is single strap throughout. Traces, 1¼ in.; Breast Collar, 1¾ in.; Bridling, 1½ in.; Bridle with blinds and overcheck, or, if desired we will send a VERY NEAT LIGHT OPEN BRIDLE. I am so confident that this harness will suit that I will send it by express C. O. D. to any point in the State, with the privilege of examining it before paying for it, and, if not satisfactory, return it at my expense. Please send for a sample set. No Risk. It Will Cost You Nothing to see it. PRICE ONLY \$8.

G. H. WILMOY, Grand Rapids, Mich.  
197 and 199 South Division St.

## OYSTERS

I am keeping down prices notwithstanding the advance. Order at once for your Thanks giving 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 Falls at bottom prices.	
Mrs. Withey's Home Made Jelly, made with green apples, very fine:	
30-lb. pa. l.	75
10-lb. pail	57
17-lb. pail	50
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.

# 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.

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

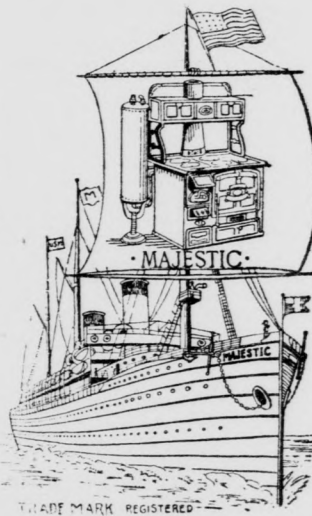
CURTICE BROS.' Fruits and Vegetables,  
and

FONTANA & CO.'s Columbus Brand California Fruit.

Inspection of our stock and correspondence solicited.

# L. M. Clark Grocery Co.

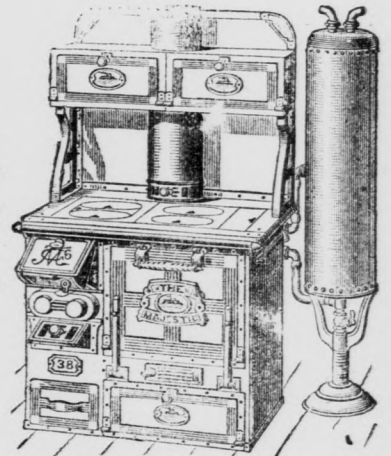
# A Majestic Exhibit



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.



## 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

# H. LEONARD & SONS

## Holiday Bargains For The Dealer

Read over the list given below and make your selections for your Holiday 5 and 10 Cent Counters. They pay a good profit and need but little looking after. Every article is a bargain for the money and will sell itself. Don't neglect your cheap counters; they are trade winners.

### 10 CENT HOLIDAY GOODS.

205	Shell Thimble Case.....	\$ 85
28	Metal Boot.....	70
48	Metal Button Hook.....	85
558	Sleigh Match Holder.....	84
823	Glass Vase.....	87
248-6	Glass Vase.....	75
569	Photo Frames.....	60
1416-5	Hand Mirror.....	75
173	Hand Mirror.....	75
603	Pocket Companion.....	75
604	Autograph Albums.....	85
110	Assorted Jack Knives.....	80
	10c Assorted Purses.....	75
560	Harmonicas.....	75
315	Dolls Chairs.....	80
656	Teapot Stands.....	85
73	Decorated Salts and Peppers.....	75
1077	Decorated China Teapot Holders.....	80
68	Assorted Colored Fruits.....	85
18	Sail Boat.....	85
864	China Olives.....	75
	ABC Plates.....	75
993	China Mugs.....	70
407	China Shaving Mugs.....	80
976	Open Teas.....	80
988	Open Teas.....	75
650	Cologne.....	75
650S	Perfumery.....	70
17786	Creamers.....	60
1076	China Mustards.....	75
47	Bisque Match Safes.....	70
50	Bisque Figures.....	75
23	Musical Toys.....	75
3 1/2	Tin Horses.....	75
0	Toy Caster.....	80
122	Animals on Wheels.....	75
1653	Toy Scales.....	65
637	Tin Trains.....	60
77	Revolving Chimes.....	80
5439	Butterflies.....	60
26-0	Tin Stoves.....	65
010	Tin Kitchens.....	75
312	Toy Watches.....	75
57	Boys Reins.....	80
52	Building Blocks.....	80
112	Caleidoscopes.....	75
	Total.....	\$ 36 68

This shows 46 dozen 10c articles with an average cost of 79c doz. Supposing you only buy 1 dozen of each, which makes a net profit of \$18.52

### 5 CENT HOLIDAY GOODS.

822	Glass Vase.....	\$ 37
	5 in. Silver Vase.....	42
62	Cabinet Photo Frames.....	42
9	Zinc Frame Mirror.....	35
502	Autograph Albums.....	40
105	Assorted Jack Knives.....	40
	5c Assortment of Purses.....	40
92	Harmonicas.....	40
4-12	Harmonicas.....	40
	Jews Harps.....	25
90	Opal Salts and Peppers.....	47
1093	China Toothpick Holders.....	40
4583	Jap. Ind. Butters.....	30
997	China Ind. Butters.....	40
47	Royal Bonn Fruits.....	42
	Childs ABC Plates.....	35
502	China Pin Tray.....	40
385	China Mug.....	35
36	Decorated Mugs.....	40
382	Toy Teas.....	36
392	China Creams.....	25
2270	China Creams.....	35
2787	Bisque Figures.....	35
417	Assorted China Animals.....	35
531	Musical Toy.....	42
68	Toy Scales.....	35
205	Tin Wagons.....	42
2	Tin Horses.....	35
148	Clowns.....	35
34	Tin Cups.....	40
3	Toy Pails.....	42
8	Tin Kitchen.....	25
798	Toy Watches.....	35
189	Chromoe Plate.....	25
	Christmas Candles, per box.....	12
112	Toy Bottles.....	35
	Improved Pop Guns.....	38
2-0	Building Blocks.....	35
97	Caleidoscopes.....	45
3318	Surprise Box.....	37
99	Paper Mache Horse.....	40
9052	Sheep and Wagon.....	42
705	Bellow Toys.....	35
3 1/2	Rattles.....	35
3	Bone Rings.....	35
615	Toy Trumpets.....	42
103	Nested Cubes.....	40
643	Tops.....	40
	Linen ABC Books.....	40
	Childrens Picture Books.....	35
	Total.....	\$ 18 38

This shows 50 dozen 5c articles with an average cost of 37c doz. Supposing you only bought 1 dozen of each, this would make the dealer a net profit of 11.62.

### 10 CENT HOLIDAY GOODS.

21	Toy Knife and Fork.....	75
1398	Surprise Box.....	75
552	Rattles.....	85
616	Toy Trumpets.....	70
130	Rubber Balls.....	75
81	ABC Blocks.....	80
293	Nested Cubes.....	75
	10c Assorted Games.....	75
563	Tops.....	80
30	Red Cradles.....	80
225	Iron Banks.....	75
8324	Leatherette Wall Pocket.....	75
892	Toy Tea Set.....	75
10	Brittania Tea Set.....	80
9207	Tree Ornaments.....	60
87	Toy Lamps.....	75
451	Dressed Dolls.....	85
546	China Limb Doll.....	67
379-2	China Doll Head.....	75
378-4	Patent Doll Heads.....	75
8460	Jap. Dolls.....	87
245	Kid Body Dolls.....	90
78-1	Zulu Dolls.....	70
372-a	Old Maid.....	75
507	Bean Bag Game.....	75
	May-pole Picture Book.....	67
	Linen ABC Books.....	85
	My Dolly Picture Book.....	67
6510	Box Paper.....	80
6480	Box Paper.....	60
681	Tablets.....	75
	Toy Wooden Pails.....	60
611	Wash Boards.....	80
260	Shaving Brushes.....	75
	Whisk Brooms.....	80
	Toy Pail and Shovel.....	75
203-3	Dolls Wire Beds.....	80
15	Checker Boards.....	75
	7 in. Tambourine.....	85
119	Toy Swords.....	80
21	Toy Knife and Fork.....	75
1	Rattles.....	85
154	Celluloid Pin Box.....	84
	8 in. Silver Candle Sticks.....	65
1262	Bisque Vases.....	75
480	Crystal Oil Bottle.....	80
	Total.....	\$ 31 17

This shows 46 dozen 10c articles with an average cost of 68c doz. Supposing you only buy 1 dozen of each, which makes a net profit of \$24.03

## We Give Special Attention to Mail Orders.

Make your Selections for your better Holiday Goods from our Catalogue if it is not convenient for you to visit our store. We would much prefer to see you and help you make your selections, for we always have many good things which it is impossible to catalogue. But if you can't come and will send us your order we will see that it Gets the Best Attention.

If you haven't one of our Fall Fancy Goods Catalogues drop us a card and we will mail you one.

DO YOU SELL SKATES? If so, remember we are agents for the

## CELEBRATED WINSLOW SKATE

and sell them at bottom prices.

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